

## Exceeding expectations

***Last year, DT Dijkstra delivered a grading and inspection line with box fillers to K & M Farming Ltd. in New Zealand. Co-owner Malcolm Cairns explains how this project brought about a big change in his company.***

### **High-quality equipment that will stand the test of time**

'My existing screen grader was 30 years old, so I decided to invest to have something brand new to see me through the next 30 years', Malcolm says. Asked about the reasons for choosing DT Dijkstra for this project, Malcolm explains: 'A UK agronomist told me he was particularly impressed with the sizing accuracy produced by the RT screen grader relative to other sizing systems. I talked to a couple of Dutch farmers in New Zealand as well, and they confirmed that DT Dijkstra produced high quality equipment that would stand the test of time.'

Searching the internet and consulting other seed potato growers it just appeared that Dijkstra were the best, and so it made sense to work with them.'

### **Expertise and experience in design**

Malcolm is very satisfied with the design and implementation process.

'The expertise and experience that DT Dijkstra has in seed potato sorting lines was obvious, and this was incredibly useful when talking through things like product flow, box movement and overall efficiency.'

The effort the team put into the design phase was great. The space in my existing shed was quite a challenge, but they produced a number of design options to resolve that issue. The way they communicated throughout this process was impressive. They were very adaptable and flexible. Build quality was another key advantage.'

### **Implementation**

Malcolm explains: 'The installation of the product was undertaken by myself and an Ashburton based firm. They positively commented on the quality of the products we were installing, and the way things fitted together.'

Any small installation issues or initial operation teething problems were quickly sorted via phone or an overnight email, and I would have an answer on my phone the next morning, which was also helpful. The biggest challenge in the whole project was probably the impact of Covid on shipping times, but all went well.'

### **Exceeding expectations**

Asked about the greatest advantage of the new installation, Malcolm says: 'That is undoubtedly the increased productivity. We can comfortably sort and inspect 70 tonnes in an 8-hour day

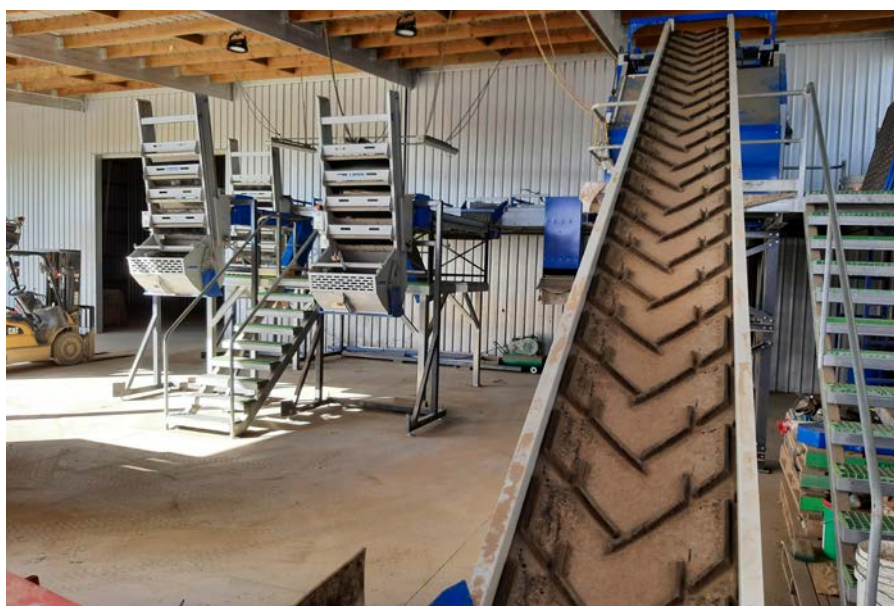
where the product is relatively clean and has no major defects. This would be 30 tonnes ahead of where we were with our old line.'

The productivity improvement has allowed me to take on some contract grading work, the income from which will cover the annual loan payments associated with the new line.'

Malcolm's advice to companies that have a new construction project: 'Don't be afraid of distance – utilise the skills that are available globally. Also, if you partner with a quality firm like DT Dijkstra, the outcome is likely to exceed your expectations.'

### **Interested?**

Would you like to challenge DT Dijkstra with your plans for the future? Contact us via phone +31 527 30 77 00 or mail [sales@dtijkstra.nl](mailto:sales@dtijkstra.nl).



DT Dijkstra

# Partner in excellent solutions

DT Dijkstra offer a large number of solutions for grading to size and quality, cleaning, drying, logistics and storage of potatoes, onions and carrots.

### Big or smaller

Whether you want to start small or go big, DT Dijkstra is the partner that can meet your needs. We offer installations that differ widely in size, function and capacity.

Our projects range from a simple grading line to a large installation with various sections such as reception, sampling, grading, dry cleaning, wet cleaning and buffering. We would be happy to discuss with you how we can best help your company move forward.

### The best solution from a technical and business perspective

When making an inventory of your wishes and needs with regard to the production process, we look at what is possible and what can be made possible from a technical and business perspective. Is the requested solution also the best solution or can it be done better, more efficiently or at a lower investment?

According to your wishes, we can arrange everything from order to delivery or we maintain close contact with your project team. For example, when our project is integrated with your existing project or with other project parts. Our experienced specialized technicians and project teams make your plans a reality.

We take pride in delivering a great installation and providing you with the best service possible.

### Technical design is in our genes!

DT Dijkstra machines and installations can be found all over the world. New excellent solutions are still being added as we go along, because... technical design is in our genes!

**Our experienced specialized technicians and project teams make your plans a reality.**

## This is our RT grader:

- Robust construction
- High grading capacity up to max. 30 tonnes/hour (depending on the type of product and degree of contamination)
- Great size accuracy due to unique DT Dijkstra double acting crankshaft drive
- Product friendly
- Unrivalled durability



### This is the KVV box filler:

- Box filling without damage
- Easy operation
- Compact construction
- Equipped with buffer for box change without stopping the line
- Easily removable shock absorbing plates for easy cleaning and disinfection
- Suitable for potatoes, onions and carrots



### These are our washers:

- Configured and custom built to suit your needs
- Always reliable and built to last
- Completely food safe (option)
- Water-saving, integrated screw (option)
- Maximum washing flexibility
- User-friendly touchscreen operation
- Proven technique and high-quality cleaning result



# Make your plans a reality with our expertise!



Visit us on 27, 28 or 29 November (stand no. 615)

for excellent solutions for grading,  
cleaning and logistics

## Service and maintenance

Prevention is better than repair! Avoid downtime on your machine due to broken or worn parts and make your maintenance budget more transparent in advance.

### Preventive maintenance

Have your installation optimally maintained and adjusted by our DT Dijkstra service specialists.

### Maintenance contracts

The continuity of your installation is secured at previously agreed costs.

### Components

Original quality parts according to the latest technology are quickly delivered.

### To schedule maintenance or inspection:

Contact our service department via +31 527 30 77 77 or [services@dttijkstra.nl](mailto:services@dttijkstra.nl).

### Quick service

Our DT Dijkstra service team is ready to help you quickly and accurately in the event of an emergency.

### We are available 24/7

You can rely on our service.