

1 May 2025

To: All Australian Bourgault Dealers  
Attn: Dealer Principals, Sales & Marketing Teams  
From: Bourgault Australia – Marketing

**MB#08-2025**

**PLW™ Coulter Drill - Disk Wing Program**

Effective Program Ordering Period:

1 May 2025 - 30 June 2025

## **3720 Series and CD800 Frame Mounted Seeder - A Cut Above the Rest**

Did you know that Bourgault has some of the most “*cutting edge*” coulter drills on the market today?

Take the 3720 Series and CD800 Frame Mounted Seeder, ParaLink™ Walking (PLW™) Coulter Drills for example. Here you have drills that are packed with unique features that provide excellent seed placement in ways that other drills simply cannot match. To celebrate the extraordinary success of our PLW™ Coulter Drills we are offering Australian growers a limited time opportunity to take up their unique advantages.

### ***Why use a Coulter (Disk) Drill?***

Bourgault’s **ParaLink™ Walking (PLW™) Coulter Drills** stand out for their precision and uniformity, providing significant benefits to even germination and homogeneous plant growth.

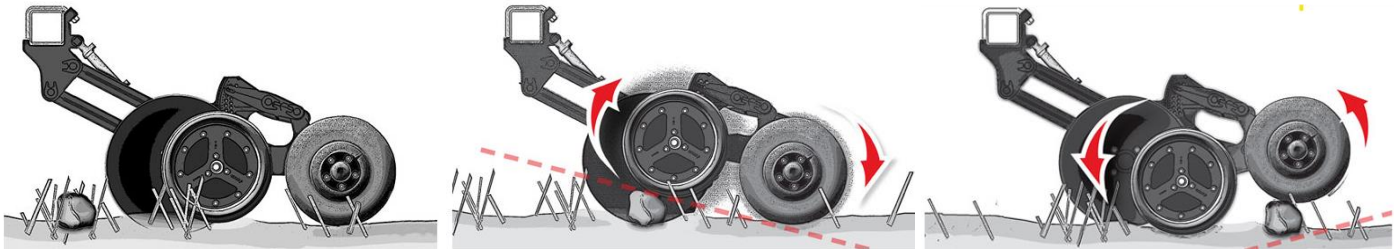
- The Disk Coulters have no need to fracture the soil and so adapt with ease to different soil types and create superb seedbeds with minimal soil disturbance.
- This makes them a sound choice for drilling into tall cover crops which can enhance effective weed control and reduce herbicide reliance.
- In very low rainfall conditions, drilling through stubble cover can also significantly aid moisture retention with heightened potential to increase crop yield.
- The less vigorous soil activity of a disk coulters encourages the growth of beneficial micro-organisms and has been shown to improve soil health and vitality with higher levels of nitrogen mineralisation.
- Further benefits can be effectively realised over the long term with improved soil structure and stability, retained organic matter in the soil profile, as well as reduced risk from wind and water erosion.
- Disk coulters in a no-till farming system also assists with reduction of CO2 emissions into the atmosphere.



**Read on to understand the ParaLink™ Walking Coulter Drill exclusive value.**

## *The Walking Axle Advantage?*

Bourgault's patented **ParaLink Walking™** axle design splits the opener downforce; 1/3<sup>rd</sup> at the cleaner wheel and 2/3<sup>rd</sup> at the packer wheel during typical operation. The benefits are enormous with reduced vertical movement of the seed boot and scraper (by approximately 1/2) resulting in exceptional seed depth consistency.



## *Want to keep the starter fertiliser and seed separated?*

**dw™ SCRAPER**  
Soil Profile



Of course you do .... And with the unique **Disk Wing™ (dw™)** Scraper exclusively from Bourgault you can. When fitted with a dual shoot distribution system and **dw™** scrapers, starter fertiliser is directed to the bottom of the furrow while the seed is directed to a soil shelf created by the opener to the side of the coulters furrow.

## *Want more uniform results and even germination?*

As you would expect from Bourgault, **PLW™** coulter assemblies also feature hydraulically controlled parallel arms with on-the-go adjustment from the tractor cab but it doesn't stop there; all **PLW™ Coulter Drills** can also be optioned with our proven **PackMaster™** system with automated packing pressure adjustments determined by changes in soil conditions without the need for manual adjustment.

Check out the full story on the website:



[Read More](#)



## The Offer:

We are offering a **free** upgrade to **dw™** for the price of **LDx™ \***

**That's potentially worth up to \$49,700! of extra value! \*\***

**Yes, you read it right, disk wing or low disturbance – same price for the opener.**

The allowable deduct for each qualifying model is set out in the table below. An example of how to apply this discount is also provided on the page 4. If you are unsure, please discuss with your Territory Manager to ensure that you have calculated your dealer net price correctly.

Model	Disk Wing™ (dw™)
<b>CD800 SERIES - Frame Mounted Seeder</b>	<b>Offer</b>
CD848-6 - 254mm Row Spacing - 6.1m Working Width	<b>\$14,203.00</b>
CD848-6 - 305mm Row Spacing - 6.1m Working Width	<b>\$11,836.00</b>
CD848-8 - 254mm Row Spacing - 8.1m Working Width	<b>\$18,938.00</b>
CD848-8 - 305mm Row Spacing - 7.3m Working Width	<b>\$14,203.00</b>
CD848-8 - 305mm Row Spacing - 7.9m Working Width	<b>\$15,387.00</b>
CD872-6 - 254mm Row Spacing - 6.1m Working Width	<b>\$14,203.00</b>
CD872-6 - 305mm Row Spacing - 6.1m Working Width	<b>\$11,836.00</b>
CD872-8 - 254mm Row Spacing - 8.1m Working Width	<b>\$18,938.00</b>
CD872-8 - 254mm Row Spacing - 9.1m Working Width	<b>\$21,305.00</b>
CD872-8 - 305mm Row Spacing - 7.9m Working Width	<b>\$15,387.00</b>
CD872-8 - 305mm Row Spacing - 9.1m Working Width	<b>\$17,754.00</b>
<b>3720 SERIES</b>	
3720-30 - 10" Row Spacing - 30' Working Width	<b>\$21,305.00</b>
3720-30 - 12" Row Spacing - 30' Working Width	<b>\$17,754.00</b>
3720-40 - 10" Row Spacing - 40' Working Width	<b>\$28,407.00</b>
3720-40 - 12" Row Spacing - 40' Working Width	<b>\$23,672.00</b>
3720-50 - 10" Row Spacing - 50' Working Width	<b>\$35,509.00</b>
3720-50 - 12" Row Spacing - 52' Working Width	<b>\$30,774.00</b>
3720-60 - 10" Row Spacing - 60' Working Width	<b>\$42,610.00</b>
3720-60 - 12" Row Spacing - 60' Working Width	<b>\$35,509.00</b>
3720-60HF - 10" Row Spacing - 60' Working Width	<b>\$42,610.00</b>
3720-60HF - 12" Row Spacing - 60' Working Width	<b>\$35,509.00</b>
3720-70HF - 10" Row Spacing - 70' Working Width	<b>\$49,712.00</b>
3720-70HF - 12" Row Spacing - 72' Working Width	<b>\$42,610.00</b>



## Example:

Please configure your drill quote using the disk wing scraper and all other options required for the fully configured machine. The allowable deduct should then be subtracted from the Configured Price (RRP Ex GST).

See, table below:

Configured Options (MY26 1.0 April 1, 2025)	Price
<b>3720-40 - 10" Row Spacing - 40' Working Width</b>	
Example Configured Recommended Retail Price (Ex. GST)	<b>\$371,553.00</b>
MB#08-2025 Program Deduct (Ex. GST)	<b>-\$28,407.00</b>
Adjusted Program Recommended Retail Price (Ex. GST)	<b>\$343,146.00</b>
Less Applicable Dealer DVS Margin	-20% to -24%
Less Applicable May-June Very Early Order Program Discount	-4% or -8%

\* Program Conditions Apply \*\* Varies with model and configuration

- These offers apply to current Australian landed aged inventory and is subject to availability, while stocks last, (no rainchecks).
- Units must be new serial numbered Bourgault products including any options or attachments when fitted to the Bourgault serial numbered machine as part of the initial order.
- Full settlement 30 days from notification of readiness to dispatch from Bourgault warehouse to dealership; whichever occurs last.

## Order Confirmation Fee

- An order confirmation fee of **\$10,000** per serial numbered machine complete with attachments is required **within 14 days of order** to secure product, price protection, program incentives and build slot.
- Orders secured with the correct confirmation fee will take precedence over any prior orders received by Bourgault without the appropriate confirmation fee.

### Account Details for Confirmation Fees:

- BSB Number: 346-021
- Account Number: 149661-001
- Account Name: Bourgault Australia

## Standard Terms & Conditions

- All program discount options are exclusively subject to the specific conditions set out within the option section as well as all Standard Terms and Conditions.
- All program options are valid only when deducted subsequent to the standard dealer discount as determined by the Dealer Volume Scheme (DVS) program.
- Where it is permissible for multiple program options to be used in combination ("stacked"), they can only be deducted sequentially ("one after the other") in the numeric order set out in the program. They must not be combined in to one percentage figure.
- Bourgault Australia Pty Ltd and its representatives will, in good faith and at all times, strive to provide clear and accurate information relating to the conditions of this Marketing Bulletin. The company will not be held responsible for misinterpretation of this Marketing Bulletin.
- Bourgault Australia Pty Ltd reserves the right to replace or modify the terms, discounts and policies as well as Marketing Bulletins and Marketing Programs by providing a minimum 24 hour written notice by email or facsimile to all authorised Bourgault dealers.
- Where available stock is limited only a valid written purchase order will be accepted with a confirmation fee to secure the unit on a "first past the post" basis. Verbal notification will not be sufficient.
- The incentives are applicable to the base unit and to additional options applicable to the base that are ordered as part of the original order. Changes to the original order may change the discount structure of the entire order, especially in the case of indent order items.  
Contact Darren or Mark to discuss order changes.
- Options added after assembly has commenced or after dispatch will be treated as separate orders and provided to dealers as "aftermarket options" thus qualifying only for the 20% base dealer discount.
- Dealers may request a hold on specific inventory machines for a maximum of 3 business days in order to allow a prospective purchaser sufficient time to arrange financing. All requests to hold machines must be in writing including the purchaser's name and be emailed to [dbrouwer@bourgault.com](mailto:dbrouwer@bourgault.com) or [mharrison@bourgault.com](mailto:mharrison@bourgault.com)
- Dealer held stock ordered under a previous Marketing Bulletin or Marketing Program will typically have been invoiced net of all applicable discounts and therefore would not qualify for additional incentives offered under this program. Contact Darren or Mark if you have questions relating to a specific dealer stock unit.
- Bourgault will aim to dispatch new machine orders to dealers as soon as they are available, these machines will be invoiced through De Lage Landen with interest free terms to coincide with the program settlement dates.
- Machines invoiced to dealers through their De Lage Landen facility will be invoiced net of all program discounts and confirmation fees held.
- Dispatch from Bourgault warehouse to dealership must be arranged within 7 days of notification that assembly is complete. Machines will be invoiced through De Lage Landen or directly to the dealer after the 7-day notification period expires. Failure to accept delivery when advised may also result in loss or reduction of the Marketing Bulletin or Marketing Program incentive.
- Special provisions may be available for dealers with other floor plan facilities; please contact Darren or Mark to discuss arrangements prior to submitting orders for new machines.
- Dealers without a De Lage Landen or other floor plan facility, or dealers that have exceeded their facility limits, are required to settle machine invoices in full prior to dispatch from Bourgault warehouses.
- All machines dispatched from Bourgault warehouses direct to the retail purchaser must be settled in full prior to dispatch. Floor plan facilities are only applicable for machines stored on the dealership's secured premises.
- All machines dispatched from Bourgault facilities become the dealer's responsibility as it leaves the warehouse gate. It is the dealer's responsibility to provide insurance for goods in transit, or to ensure that the transport company that has been engaged to transport the goods has adequate insurance coverage.

As always, please do not hesitate to call Darren, Mark or any member of the Bourgault Marketing Team if you require any clarification on the enclosed program.



Darren Brouwer  
Operations Manager – Western Australia



Mark Harrison  
Operations Manager- Eastern Australia