



**As  
you do!**



**The European  
division  
of AGCO**



**JCB, not  
a day  
without  
work!**



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# The European division of AGCO

This year the partners of AgroCentre met spring in Italy. In early March this company arranged a trip abroad for Russian farmers. The guests visited an AGCO grain combine harvester manufacturing facility in Breganze, Italy and familiarised themselves with the country's farming.



The guests toured the factory museum, where they were introduced to an enterprise tracing its history back to 1873. Its first trailed mower, the 48A, was manufactured in 1934 and in 1963 they rolled out the first self-propelled combine harvester from their production line. Today the facility assembles all brands of harvesting equipment from the European division of AGCO. Here, Challenger, Fendt, and Massey Ferguson grain harvesters are assembled on an area of 60,000 square metres. Over 650 people are engaged in the assembly process. The guests inspected all sections of the equipment production. They especially appreciated the welding shop with 40 welding machines, 9 of which are robotised. They also looked over the assembly bay area. At the height of the season, up to 7 combines leave the conveyor in a 9-hour shift. They

visited the AGCO spare parts depot with a stored product range exceeding 35,000 items. The farmers were particularly impressed by the test drive ground, where the combines undergo a 100% workload test over the course of 3 hours.

Victor Chernov, chairman of the Ponomaryov agricultural production cooperative, Tambov oblast, noted that such AGCO equipment, tested in real life conditions, can be fully trusted.

"We use Challenger tractors," says Victor Chernov. "They boast outstanding quality. It's good that the company is so concerned with careful checking of the equipment. This precludes any unpleasant surprises on the field."

The factory specialists said that sizable

investments were made in the technological modernisation of the enterprise. New automatic painting lines with immersion baths will come into service soon. The welding shop, too, will be reequipped. This will be fitted with the latest machines.

The farmers familiarised themselves with the country's agricultural sector on an animal farm. A stock of 120 dairy cows is managed by five people. The milk is used to produce cheese.

"I liked the robotised manure removal system," says Alexander Zemlyansky, head of Voskhod-VV LLC, Chelyabinsk oblast. "The robot moves over the cowshed, removing manure through the special slatted floor. The manure is subsequently used as a fertiliser. We still have a long way to go to achieve this!"

By Anna BORDUNOVA

## 370 horses



The exhibition was accompanied by a horsemanship show featuring Oryol pedigreed trotters from the Khrenovsky stud farm. The AgroCentreLiski Company also brought something in the equine line to the exhibition, its 370-horse power Massey Ferguson 8690 tractor.

"This model is one of the most powerful in the world," says Artyom Prudskikh, AgroCentreLiski sales manager. "And it's very economical, too. Thanks to the electronic controls, it steadily adjusts the fuel injection with due regard to the engine's rpm and workload, it can

**On the eve of spring fieldwork at the Voronezhagrokompleks 2014 farming exhibition, the farmers were familiarised with modern tilling, seeding, fodder procurement and dairy cattle breeding equipment, as well as plant protection products and mineral fertilisers.**

achieve this efficiency level. The tractor's price is also attractive and amounts to 20% less than of rival models."

The MF-8690 electronic control system effectively monitors the workload, providing a more precise depth setting and terrain following capabilities which are very important for using wide grip tools.

By Yulia SALKOVA

# As you do!

**At the annual dealers' conference held by the AGCO MACHINERY Corporation, AgroCentre was awarded the AGCO PARTS prize for the best support in 2013 of key customers in supplying them with spare parts.**

Last year, AgroCentre significantly increased the sales of AGCO spare parts. Its logistic support system has also improved. The specialists of the company deal with each customer individually with due regard to his needs and requirements which enables them to formulate the best possible order.

"It's pleasing that our efforts have been appreciated so," says Sergey Tikhomirov, head of the spare parts supply department of the AgroCentre-Holding LLC. "This not only shows that our work bears fruit, but also stimulates further growth. AgroCentre plans to expand the

range of spare parts permanently available at its storage facilities, but also to increase their sales and to continue to develop the network of servicing centres."

In addition, AGCO delivered a briefing on its achievements. It opened in the Moscow oblast a new spare parts depot fitted with modern equipment for goods registration and shipment. This will make it possible to supply dealers with spare parts and expendable materials in a timely manner. It also is planning to launch new projects aimed at improving customer service and dealer support.

*By Anna BORDUNOVA*



## AGCO FINANCE. Partner No.1

AGCO Finance LLC is the result of a merger between AGCO Corporation and the De Lage Landen leasing company. It offers advantageous leasing schemes to acquire the entire range of AGCO products and trailed

implements from other suppliers. "Our main goal is to become the number 1 financial partner for AGCO dealers in Russia," says Yevgeny Astashkin, AGCO Finance LLC commercial director. "Today we can offer convenient,

**Starting this March, AgroCentre offers Russian farmers a prompt and affordable leasing plan from AGCO Finance. At its Kursk branch, AgroCentreLiski presented its financial product and gave detailed information about the capabilities of the new service.**

high quality financial services that deliver a profit." The company is offering efficient and competitive lease contracts for up to 5 years to organisations having all forms ownership, including peasant farms and

private enterprises. The minimum advance payment is 15% of the cost of self-propelled, 30% of trailed and 25% of combined self-propelled and trailed equipment. The funding is made both in hard currency (euros and US dollars) and in Russian rubles at a fixed interest rate.

Current practice shows that today leasing is resorted to by farmers who failed to get a loan on time. This is why they are interested in a prompt lease proposal without bureaucratic rigmarole.

At AGCO Finance, the time for reviewing an application depends on the lease value. On average, decision-making takes just a day or two! A repayment schedule is chosen taking into account the customer's specific needs. So it can be made on a seasonal, monthly or quarterly basis, in equal or decreasing instalments. In addition, it is possible to include in the contract an extended warranty and servicing. Another option is funding to acquire second-hand equipment.

*Continued on page 5*



# New life brings new brand names

This year the exhibition was held for the eighth time. It brought together about 100 exhibitors from Russia, the former Soviet republics and foreign countries coming up with more than 60 newly developed samples of farm machines and equipment. AgroCentreLiski also presented a new brand in its product range - Massey Ferguson. The guests were particularly interested in tractors bearing this brand name.

"The MF 8690 tractor (370 hp) is very fuel efficient even compared to other leading counterparts," says Eldar Agayev, AgroCentreLiski sales manager. "In modern farming, the fuel efficiency of a tractor is one of the principal assets, along with its technical capabilities."

The low fuel consumption

was particularly welcomed by agricultural experts from all over the world. Tests carried out by the Profi magazine showed that the fuel economy of this tractor on heavy duty with a plough is 3.3 litres per hectare, while on compaction jobs it is 2.8 l per ha. Eventually the mean fuel consumption of MF 8690 proved to be 1 litre per hectare lower than that of other tractors of famous models.

The tractor is powered by the AGCO POWER engine fitted with a smart (electronic) control system. This makes it possible to continually adjust the amount and frequency of fuel injection taking into account the engine's rpm and workload. This not only saves fuel but also increases machine power.

The farmers' interest did not go unnoticed by organisers of the Agrosezon exhibition.

Each new season means a new life for farmers. And no farming season is like any other. However, for the farmers of the Central Black Earth Zone it traditionally starts with the Agrosezon exhibition arranged at the exhibition centre of the Voronezh State Agricultural University. This exhibition has become a source of fresh solutions for a new life.



AgroCentreLiski was awarded the golden medal for "Actively promoting on the market of the MF 8690 wheeled tractor" and a certificate of appreciation

"For active participation in the exhibition and a big contribution to the progress in agriculture."

By Yulia SALKOVA

**On the eve of the new season, the AGCO Corporation held a training session in Challenger seeding and tilling equipment for AgroCentre specialists.**

As Aleksey Porokhin, sales manager of the Penza branch of AgroCentreZakharovo said, special attention was given to Challenger 1700 and 1800 heavy disk harrows. They do a great job upturning

## Favourites of the season

and treating virgin and fallow lands. They are also suitable for intense, deep disking and embedding of stubble residues. This is a fine alternative for farming enterprises that gave up ploughing.

The most popular tool among the seeding machines is the Challenger Single Disk Drill pneumatic seeder suitable for no-till, minimal, and traditional

tillage technology. The special feature of the seeder is the patented method of matched, single unit disks which raise and move the earth between two 15-cm rows. The loosened soil is moved from the matched disks back to the roll-on wheel, which smoothes out and compacts the soil on the furrow. Such removal of soil prevents build-up on the side wall and the fouling of the furrow by the

stubble, thereby encouraging sprouting. The seeder is very simple to control. The operator doesn't need to leave the tractor cabin to change the operating mode, since the disk pressure is adjusted by the onboard computer. Aleksey Porokhin pointed out that the Challenger Single Disk seeders are particularly useful for the Penza region, where many farmers are now switching over to the no-till technology.

By Anna BORDUNOVA



# AGCO FINANCE. Partner No.1

Continued from page 3

The company also has special offers and seasonal discount sales. Now we have the Spring-2014 (QI-II) programme covering Challenger MT700, MT800 caterpillar tractors, Challenger RoGator, Spracoupe sprinklers and Challenger seeding and tilling equipment. All these machines can be paid for over a period of up to 5 years with a down payment of 20 to 30% of the price.

“Our special offers and programmes make it possible to plan dealers’ and customers’ financial flows on a long-term basis,” notes Yevgeny Astashkin. “We always seek an optimum financing solution.

We’d like to explain to the farmers that leasing is also covered by subsidies, just like loans. Many have no idea about that.”

In addition to consulting, the AGCO Finance specialists are prepared to participate in negotiations with customers and hold training sessions for the dealers’ sales managers. Starting this summer, dealers will have at their disposal the unique AGCO Finance Calculator on-line application, which will enable the sellers of equipment to independently calculate the lease payments, set payment schedules and other options.

By Yekaterina GALUSHKINA



Speaking of the tasks in crop production for the coming year, the region’s governor Alexander Mikhailov reminded the audience that really impressive plans have been made, i.e. to produce 4 million tonnes of grain, 4.1 million tonnes of sugar beetroots and 460,000 tonnes of oil-bearing crops.

The Kursk branch of AgroCentreLiski participated in the event, offering a wide range of agricultural equipment.

Sergey Dorofeyev, sales manager of the Kursk branch of AgroCentreLiski, pointed out that despite the hectic moment farmers pay special attention to technological renewal.

AgroCentre presented a

product from Vaderstad, the eight-row cultivating Tempo seeder. The Kursk farmers already familiarised themselves with this machine at the company’s facility in Sweden last year, when they suggested increasing the grip width to 12 m. Vaderstad engineers took the suggestions into account and as soon as this year the new 12-row Tempo machine will appear on the Russian market.

“The Tempo seeder is a real champion of the fields,” says Sergey Dorofeyev. “The unique feature of this machine is its electrically driven seed-out device capable of putting through up to 28 seeds per second! This makes it possible

## Olympic plans

Before the new seeding season, several seminars and conferences were held in the Kursk oblast at which the farmers discussed the main tasks of the farming industry in the current year.

to seed out maize at the rate of 18 km/h. This year, the first Tempo seeder in the Kursk oblast will start operating on the fields of the Sudzhansky district.”

Ten servicing crews at the Kursk branch are in charge of prompt technical support. The value of spare parts and expendable materials kept at the storehouse exceeds 70 million rubles. And this is by far

not the limit!”

“We’ve resolved to further develop our servicing system,” says Alexander Logvinov, head of the Kursk branch of AgroCentreLiski. “We plan to expand the product range of spares at the store in order to meet customer needs for them as fully as possible.”

By Anna BORDUNOVA and Yekaterina GALUSHKINA



# On the wave of modernisation



Last year Tyumen farmers acquired around 1,200 units of agricultural equipment, thereby renovating 15% of their tractor and equipment inventory. A modernisation drive swept the oblast. The farmers are particularly interested in modern, highly productive machines. This is obvious from the large influx of guests at the fourth Farming Machines and Equipment exhibition held in early April in the technology park of Vinzili village.

More than 130 models of agricultural equipment were presented at the exhibition, 67 of which were products new to the Russian agricultural market. The AgroCentreZakharovo dealership demonstrated to guests around 30 models of agricultural equipment for different types of field work. Among the new products of the current year, were Massey Ferguson (AGCO) machines.

Vladimir Cheimetov, director of the Tyumen oblast agro-industrial complex department, pointed out, like other guests of AgroCentre, the expanded range of the equipment being supplied. He noted that the production of Massey Ferguson equipment in Russia (an agreement for establishing a joint venture between AGCO and the Russkiye Mashiny Company was signed in September 2013) will benefit Russian farmers since this will ensure their preferential treatment in getting subsidies.

"If new products appear, that means that farmers need them," Vladimir

Cheimetov said with emphasis. "Today 88% of the oblast's agricultural enterprises are running a profit. This is so largely because they took up modernisation. It's good we have dealers in our oblast who respond to the growing demands by making excellent offers."

AgroCentreZakharovo presented on its demonstration site the MF 480 Xtra (130 hp), MF 8690 (370 hp) tractors, and MF 7347 Activa S (275 hp) straw walker combine. Famous for their reliability and productivity, these machines are also simple to use and control.

The MF 480 Xtra tractor can do a lot of jobs on the farm. It is finely suited to between-rows treatment of vegetable fields and optimally complements the pickup press, fertiliser distributor, sprinkler and cargo transporter. Its more powerful "colleague," the MF 8690 tractor, is ideally suited to work with wide

grip tools.

"The 6 pin MF 7347 Activa S grain combine harvester can perform a variety of functions with different crops like grains, peas, sunflower and maize," says Artyom Ozhogin, AgroCentreZakharovo equipment sales manager. "The entire machine structure, from the reaper to straw crusher, is designed for efficient work on different fields. The grain bins are large and the high discharge rate (105 l/s) minimises operational downtime. The discharge screw fitted with a revolver head ensures the sufficient height and an ejection capable of filling any vehicle."

On its demonstration site, AgroCentreZakharovo displayed Challenger fodder procuring, seeding and tilling equipment. The kings of the fields, Challenger MT 765 (350

hp) and MT 845 C (470 hp) caterpillar tractors were also present. Both machines were already sold and left for farms straight from the exhibition site. Incidentally, 50% of the equipment on display was sold.

The guests could test drive the Fendt 933 Vario (330 hp) wheeled tractor, another legendary brand of AGCO. After the test drive, all the farmers agreed that this machine is like Mercedes among cars. And cabin comfort is only one factor. The blend of reliability, economical efficiency, agility and productivity is above praise. Vladimir Semyonov, head of Nizhnetavdinsky district, Tyumen oblast, commented good-humouredly: "The tractor moves so smoothly and it can lull the operator into such tranquillity that he may forget he must plough, too."

By Yulia SALKOVA



[ GUEST OF THE ISSUE ]

# Valery Shishkanov:

## "Farmers get nothing from above"



**The Druzhba-Niva farming enterprise (Zavodoukovsky district of Tyumen oblast) started to operate in 1993 with 40 hectares of land and the purchase of a wheelless tractor...**

Last autumn, Druzhba-Niva marked its twentieth anniversary. This seed production enterprise has over 5,000 hectares of arable land, a modern fleet of farm equipment and a high technology grain production industry. The enterprise is well known far beyond the Tyumen oblast. Its seeds of potatoes and grains of the elite and super-elite class are supplied even to the Far East. The potatoes grown on the fields of Druzhba-Niva have repeatedly been recognised as the best in the region.

"The Tyumen oblast is among the top five producers of 'the second bread' in Russia," says Valery Alekseyevich Shishkanov, head of the enterprise. "The competition in this segment is very tough. We placed our trust in complete mechanisation of potato production and the use of better European varieties tested by our own experience. We use imported equipment. It is more reliable than domestic machinery and eases the operators' work. Not long ago we installed a grading line. The machine grades the tubers, pours them into nets of 25 kg lots, and sews them shut. Seven sacks per minute is a fine output!

Each year Druzhba-Niva produces no less than 4.5-5 tonnes of grain per hectare. This is done in the Tyumen oblast, where the average figure is

2.8 tonnes. This would be an enviable yield even for the Black Earth Zone!

"I think that seed production enterprises must maintain an impeccable farming culture," notes Valery Shishkanov. "Over the years, we've accumulated an immense expertise and developed our own technology based on the facts of life. Nothing comes to the farmers from on high; all their achievements are the results of hard work."

The enterprise grows mainly domestically selected varieties of grains.

"Today, 35% of wheat fields in the oblast are seeded with the Omskaya 36 variety we imported in 2005," says Valery Shishkanov. "I was looking for it 7 years! I travelled across the country, selecting a variety most suited for our climate. We also grow Talisman oats and Yamalsky peas of the Tyumen selection."

Valery Shishkanov's colleagues note that the chief secret of successful development is rich experience and absolute dedication to the cause. The head of Druzhba-Niva handed down this dedication to his sons, Ivan and Aleksey, who work together with him. It was they who gave the green light to precision farming technology at the enterprise. The advantages became obvious almost immediately.

"All production processes are now monitored," says Aleksey Shishkanov. "The experts supervise on-line the normal course of the production process. Spending on fuel and seeds has decreased. All work is done on time and the equipment doesn't stand idle on the fields."

The equipment working on Druzhba-Niva fields is mostly imported. This is where the enterprise found common ground with AgroCentreZakharovo.

"We have purchased two very powerful Challenger caterpillar tractors and two medium capacity wheeled tractors plus a mower of the same brand," Valery Shishkanov explains. "Just a few days ago we acquired the Rapid eight metre



seeder. What fine equipment! But like any other machine it must be duly serviced and repaired. As servicing goes, AgroCentreZakharovo has all the required capabilities!"

A year ago Druzhba-Niva acquired one of the unprofitable enterprises in the Yalutorovsky district. Work began in a new segment, dairy production.

"We obtain 12 tonnes of milk a day," says Valery Shishkanov. "We deliver superior grade, category A raw material to the Danone facility. We plan to increase the production considering that the oblast is short of milk and the cattle

stock is decreasing."

Valery Shishkanov points out that development of farming in the region became possible largely thanks to the efforts of the state and local authorities.

"We, the farmers, would, surely continue to work even without the state's support," says Valery. "But then we'd do far less. It's a pity that now the support is declining. This will have a negative impact on the village in general. We hope that eventually we won't be left in the lurch given that now we are WTO members and production of high quality products has become our top priority."

By Yulia SALKOVA





# test drive

Since last year, AgroCentre has been supplying new JCB SSL 175 telescopic mini-loaders to the Russian market. Prior to offering new equipment to farmers, the Company gives them an opportunity to test it on their farms. The JCB SSL 175 loader has passed tests simultaneously on three farms of the Yaroslavl oblast.

## Higher productivity

The Krasny Mayak farming enterprise has used the JCB Robot 170 loader for the sixth year now. The upgraded model, JCB SSL 175, with a single beam jib, caught the experts' fancy. The PowerBoom jib is fitted with a standard mechanical carriage that is quickly removable and has outlets for auxiliary hydraulics. The lifting capacity of the new model has grown by 100 kg. It was pointed out on the farm that in terms of efficiency there's hardly another skid steering mini-loader like this one.

The loader ran, moving fodder on the preparation table. It also cleaned the premises.

Another use of the loader in building applications is the erection of enclosures. The JCB loader took only 7 minutes to drill 5 holes, 1.2 m deep and 40 cm in diameter. As Vasily Finogeyev, Krasny Mayak LLC director-general said, once the new cowsheds

are built, the JCB loader will come in very useful on his farm!

## In 36 minutes!

The Dzerzhinsky pedigree animal farm, an open joint-stock company, is engaged in husbandry and crop production. The performance of the JCB SSL 175 loader surprised its chief zoologist. At the livestock facility, the manure and litter were usually removed by the storehouse loader using a stacker with a bucket whose box often got overheated from overload, in which case the entire machine practically stopped moving. The stacking loader used to take 1.5 hours to clean one side of the calf house while the JCB SSL 175, surprisingly for all, did the job in a mere 36 minutes! It was noted that the loader quickly removed the manure even from hard-to-reach places. It moves easily through the smallest gates and passages. The experts pointed out that the

JCB loader could simultaneously replace three machines: a stacking loader, manure and silage handling loader, and a tractor with a cart for carrying straw rolls. Most importantly, it can be used for easy delivery

of rolls to calf houses, a job which was previously done by hand. The cabin air tightness and air filtration prevent dust penetration into the cabin. Vitaly Smurygin, the enterprise's director general, says that loaders like the JCB unit will be irreplaceable in further expansion of business.

## Obvious advantages

SKhP Voshchazhnikovo Open Joint-Stock Company (Borisoglebsky district) is one of the leading dairy production enterprises in the region, a champion in milk yield. The enterprise runs two livestock facilities, each for 2,400 head of dairy cattle. Construction of a third dairy facility and a milk processing facility is underway. The engineers were interested to test the JCB SSL 175 because the farm is already using a skid steering loader but of a different model. The engineers pointed out that JCB offers a number of advantages. On the farm, the loader does a fine job of cleaning the storehouse floor to the bare concrete! They also liked the manoeuvrability and operating speed of the loader. The specialists of the farm checked the rated lifting capacity of the loader at 794 kg

and were agreeably surprised when the machine lifted a 1,000 kg sack, moved on, turned around and put the sack back in its place! The loader is very convenient to maintain. First off, the longitudinal mount of the engine affords easy access to the drive belt and associated components. The number of lubrication points on this model is 30% fewer than on traditional two-beam skid steering mini-loaders with vertical elevation.

SSL 175 provides better all-round visibility than a normal mini-loader with a two-beam jib. The side entrance enables the operator to safely enter and quit the cabin. Operator comfort is appropriate, with a spacious fully air-tight cabin, air conditioning system and convenient controls. The specialists pointed out that the JCB equipment acquired had been carefully thought out.

By Anna BORDUNOVA



[ AGROCENTRE RECOMMENDS ]

# Something to rely on

**Simple, reliable, all-purpose: such are the terms applied by farmers across the globe to the Strawmaster 7000 wide grip, spiked tooth harrow from the Canadian Company Degelman. AgroCentre specialists believe that this unique product of North American designers has shown itself to advantage on Russian fields. Today an increasing number of farmers are showing an interest in this tool.**

Featuring a grip width of 9 to 25 m, the Strawmaster crushes and distributes straw after harvesting, destroys weeds, rakes up and introduces chemicals and seeds. It ideally prepares the soil for subsequent seeding by the no-till or minimal till technology. The machine's operating speed may reach 20 km/h.

The basis of the tool is a simple metallic frame fitted with torsion spring-aided rods (teeth). Arranged along the lateral edges of the harrow frame, they ensure an even distribution of the workload up to 862 kg per section. The rods closely follow the field profile, raising the frame at elevations and lowering it in depressions, thereby enabling the tool "to hug the ground." Furthermore, the spring-aided rods support the entire harrow in transportation.

The teeth in four or five rows are put on large sections (3.05 m wide, 1.83 m long) at a distance of 0.61 m from one another in order to maximise the amount of material going through them. The teeth are shaped like conical springs, which reduce the stress on

metal and prevents tooth breakage.

Hydraulic cylinders replace a conventional gear-drive jack. They help to synchronise the setting of the harrow inclination angle and ensure steady pressure on each section.

Thanks to rigid cross bars, the Strawmaster is remarkably manoeuvrable, ensuring rearward movement control on the field and during sharp turns.

Offered for the harrow as an option is the Valmar 3255 system for introducing granulated fertilisers and seeds.

Customers of AgroCentreZakharovo Company, Penza oblast, share their experience of using the Strawmaster harrow

**Ismail Gabayev, SverdlovskAgro LLC deputy director-general:**

"Last year we bought seven Strawmaster harrows for our farms all at once. We took a long time making our selection, considered different versions and finally opted for the Canadian manufacturer.



And we never once regretted it! We're genuinely thankful to AgroCentre for this. We use the harrows mainly for closing moisture in early spring. The tool destroys weeds and treats the soil without drying it. The result is excellent! In a day, one harrow, pulled by a 375 hp tractor, tills around 300 ha at a rate of 10-15 km/h. It is easy to fold it to 4.5-m transportation width and to bring it onto any field. In my opinion, this machine is one of our luckiest investments!"

**Andrey Morunkov, Penza Zolotaya Niva LLC chief engineer:**

"We've been using the Strawmaster 7000 harrow since 2008. This is a highly efficient wide grip tool of premium quality. Today, 7

harrows, each with a grip width of 24 m, till an area of 45,000 ha. They do the job easily within a week, less the ferry time. In spring, the harrow closes in the moisture perfectly, smooths out the field, and prepares the soil for seeding. The adjustable treatment depth enables us to independently adjust the tool. As a rule, we harrow at a depth of 3 to 5 cm. All the main units are durable and reliable; the teeth are made from high quality spring steel. Not a single serious malfunction occurred in 5 years of operation, except a slight wear of welding seams. This is a perfect harrow for large tilling areas. We like it and recommend it to everyone!"

By Yekaterina GALUSHKINA



# JCB — not a day without work!

**For over eight years, AgroCentre has been supplying Russian farmers with a complete range of JCB telescopic loaders, from compact caterpillar and wheeled mini-loaders to giants capable of lifting a load of up to 5 tonnes. Outstanding productivity and manoeuvrability won them farmers' respect in the Black Earth Zone, Central District and the Urals.**

For a year now, on his farm in the Kurgan oblast Victor Ivanov has been using the JCB 535-95 telescopic loader he purchased from AgroCentreZakharovo. Over this period, the machine has run 700 hours without a hitch. According to the head of the farm, the loader never stands a day without work. It performs all kinds of loading and unloading operations, replacing several machines. The telescopic loader uses a grain bucket and pallet forks.

“The JCB 535-95 is an all-purpose loader,” says Victor Ivanov, head of the farm. “It does not only farming jobs like transshipment and clamping of grain, and loading of bagged seeds, but also snow removal, construction work and miscellaneous lifting operations. The loader is very manoeuvrable. Thanks to its duck walk capability, the machine's turning radius is smaller, which

enables it to move easily in narrow passages. The JCB loader does the job twice faster than its rivals. This saves time and money. The machine quality is superb. If problems arise, we turn to the AgroCentreZakharovo servicing engineers, who are prepared to give us consultations round the clock on any operation-related issue. I think we've made the right choice!”

The JCB 535-95 loader with a three-section jib lifts up to 3.5 tonnes to up to 9 metres. It copes well with such jobs as fodder delivery, manure removal and loading and unloading of grains and organic fertilisers. This telescopic loader is irreplaceable in handling silage clamps.

The loader engine is located on the side, thereby easing maintenance and increasing the lift capacity by shifting the jib rearward. The reinforced jib

*Loading operations at Ivanov and Co. farm, Kurgan oblast*



structure distributes the stress over the entire jib length, thus reducing fatigue and preventing likely breakage in the nose part.

The loader is easily controlled by a dedicated joystick. Thanks to the low position of the dashboard in the cabin and the large window, the operator has a good field of view and can fully monitor the operations.

“Nothing is left to chance in JCB loaders,” says Dmitry Silantyev, sales manager of the Kurgan branch of AgroCentreZakharovo. “The convenient position of transmission subassemblies creates ideal conditions for repair. The sonic and visual sensors instantly inform the operator about condition of the engine and transmission.”

*By Anna BORDUNOVA*



*Loading seeds at the Ivanov and Co. farm, Kurgan oblast*

**Having gone a way from a humble family enterprise manufacturing agricultural tipping trailers in 1945 to a world giant, the JCB Company steadily develops and introduces innovative solutions. The company built its first telescopic loader (520 model) in 1977. Today, JCB is the world leader in production of telescopic jib loaders. Over the years, the company has created a sophisticated network of dealerships, consisting of 750 dealers with over 2,000 sales and servicing centres. Twenty-two facilities of the company are located on four continents. JCB has its own spare parts depot in Moscow which makes it possible to ship spares to a dealer at short notice. In 2010, JCB raised the economic efficiency and productivity of its machines to a new record level, turning out an Eco series of machines. In the UK, the company opened an academy for training engineers who maintain the tradition of constantly introducing innovations.**



# Tempo runs at high speeds

**The Tempo R12 twelve-row cultivating seeder from the Swedish Väderstad corporate group set a new record, sowing 306 hectares with sunflower within 24 hours. The sowing proceeded at a breath-taking speed of 19 km/h. The seeding experiment took place in Bulgaria in early April. Tempo has operated on the Russian fields for two years, also setting records both in speed and in seeding precision.**



When Tempo first appeared on the Russian market, many could not believe it was possible to seed so easily, to say nothing of doing it with a cultivating seeder. The highest speed attained by conventional precision seeding machines is 8 to 9 km/h.

However, Vaederstad's 15 years of development effort bore the desired fruit. This became possible thanks to an essentially new seeding device. In the Tempo, the seed movement is monitored the whole way from the bin to the seed bed. The seed does not fall "freely" as it does in the mechanical or pneumatic batching system of other seeders. The Tempo seeding device moves the seeds using high pressure. Passing through a narrow pipe, the seed does not fall but shoots into the ground without bouncing from the bed as so often happens on other seeders working at high speed and intense vibration.

The seeding precision is monitored by seed sensors delivering info to the dashboard/control panel in the tractor cabin about omissions, doublets, planting precision, number of seeds per hectare and distance between seeds. The seeding rate is also set using the dashboard.

Says Sergey Korostelyov, deputy director-general for production, Muchkap-Niva LLC, Tambov oblast:

"Last year we purchased two Tempo 8-row machines, plus one more this year. We believe that our purchase is the best recommendation. In a single season, Tempo convinced us that it is second to none in terms of seeding precision and productivity. Last season two seeders operated sowing maize and sunflowers. The machines maintain the embedding depth and seeding rate with the accuracy of a clock. The sprouting was even and regular. I have never seen such a result on other seeders. The field came up with sprouts as if at a command! Each machine has done a job on 2,000 hectares. We sowed 80 to 100 hectares in a day. We could do more, but the low tractor power (155 hp) restricted our speed to 13-15 km/h, which is also quite good compared to the normal 8 km/h. We also tried using a 200 hp tractor, which in no way affected the seeding precision in spite of the high speed of 19-20 km/h. So this season we shall hitch all of the Tempo machines to the more powerful tractors.

We liked Tempo's large fertiliser bin (1,700 l). This minimises operational downtime, thus increasing the productivity. The bins on other seeders are small and often needed fertiliser replenishment. This takes up time, which, as the saying goes, is money."

By Yulia SALKOVA

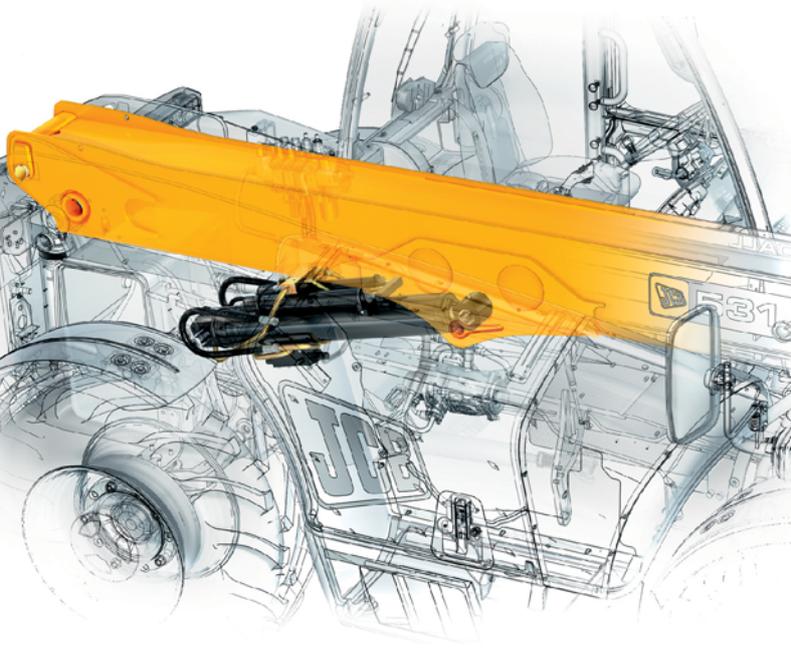
**Vaederstad has always heeded the opinion of farmers from all over the world, and this has helped to make more advanced equipment. In 2013, following the 8-row Tempo model, the company turned out a 12-row counterpart expressly for Russian fields. In 2014, the air intake on the seeders was raised from the middle part to the upper in order to reduce dust penetration. In addition to Tempo fitted with a standard drive gear, Vaederstad also turned out a model driven by the tractor hydraulics.**

**The seeder's smart capabilities have grown, too. Now all such parameters are supervised by new software known as E-services, whereby the normal monitor is replaced by an iPad. This is much more convenient due to the larger display, higher image resolution and "unattachment" to the tractor cabin. The tablet computer is already loaded with the 3D catalogue of Vaederstad spare parts, making it possible to choose and order spares right on the field.**

## Spring price reduction for JCB spares

The offer is valid from 01/03/2014 to 31/05/2014

The offer applies to delivery of spare parts for JCB farm loaders



10% price reduction for purchase of JCB loader spare parts

AgroCentre's special 15% discount for original JCB filters

### The offers are valid at all AgroCentre branches

More details are at all servicing centres of the AgroCentre Group of Companies or at our site [www.agrocentr.ru](http://www.agrocentr.ru) in the Special Offers section

Scan QR code to get to the Special Offers page

### Announcements

**May**

Demonstration of Massey Ferguson 480 tractor at farming enterprises of Penza oblast

**4-7 June**

A trip to the Vaderstad facility in Sweden

**6 June**

Field Day in Yaroslavl oblast

**10-11 June**

LipetskAgro 2014 exhibition

**19-22 June**

XIV Kursk Korenskaya fair

