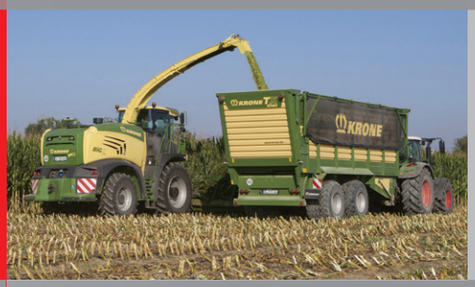
GRASS &GRIT



Tulloch Farm Machines

For technology that works!

www.tulloch.nz

February 2017

A promising year in prospect

We have a number of promising signs of a good season to come, with sales slowly recovering and, as noted elsewhere, our large square baler market share increasing. Overall, we are now just over 13% up on last year at this time.

We trust you had an enjoyable Christmas break and wish you a great 2017.

KRONE FINANCE

Early Indent offer... plus: Krone Finance!

A reminder to our readers that our Early Indent Order programme is now on, so now is the time to contact your nearest dealer and take advantage of some competitive pricing.

This can also include favourable finance options with Krone Finance which is now even more flexible than before. Remember, indenting assures you of timely delivery.

A no-snow Xmas for Christian & family

From left: the Steichele family group: Dominik, Carina, Rudolf, Hildegard, Johanna and Christian, with their hosts Brent and his partner Bridget.

Several of our readers will remember Christian Steichele whose family hosted our 2014 Grasslands tour group with a magnificent traditional Bavarian breakfast. The preparation was outstanding, the hosts were unbelievably warm and welcoming, and the food and beer were absolutely scrumptious.

Well, Christian decided to treat his family to a dry (no snow) Christmas in New Zealand. Their itinerary had them arrive in Auckland and travel south to eventually end up in the Wairarapa spending a few days around Christmas at Riversdale beach and then on to the South Island to spend the New Year with Brent Hill in Ettrick, Central Otago, who was with us on the 2014 tour.

Congratulations Jim Grove – our new Service Manager

We are pleased to announce the promotion of former senior service technician Jim Grove to the position of Service Manager.

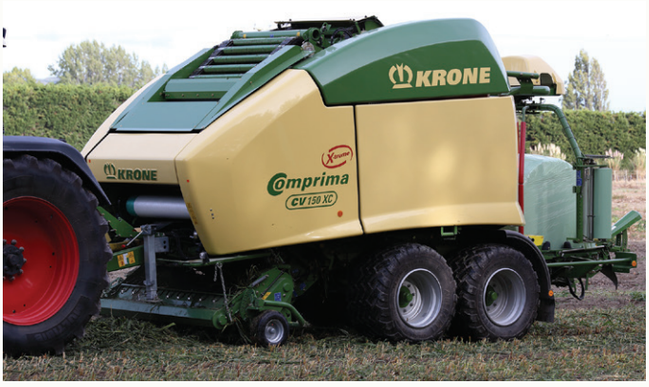
Jim's enthusiasm and thirst for knowledge of the products he deals with, particularly the Big X and BigPack, have seen him taking the lead in diagnostics — a key requirement in keeping machines running in today's world.

INSIDE...

KRONE NEWS

Krone Round Balers

You know the saying "Everyone knows Krone make the best bales" ... while the V 150XC X-treme balers have been working very well the first CV 150XC X-treme combination balers went out for the 2016 season and are also performing very well — doing what the "slat elevator system" was designed to do: bale in the most difficult conditions and, of course, make the best bales!



Krone CV 150XC X-treme combination baler.

EasyCollect 600-3 FP Maize Header – some great new features

The new EasyCollect 600-3 FP maize header from Krone is now available for its Foreign Product (FP) range. These headers can be adapted to John Deere, New Holland and Claas forage harvesters. They are a row-independent 6m tri-fold configuration.

The current EasyCollect 600-3 FP header with its patented design has been popular due to its lightweight design of minimal moving/working parts and its unmatched ability to pick up downed crop. This is all due to the patented "Collector" design, which was developed by Krone in 1979. The Collector design also makes for low horsepower requirement and lower maintenance costs.

The new model EasyCollect 600-3 FP includes all these great features whilst introducing some new additional ones which will make it an even more desirable option.

The first is the tri-fold capability, which increases driver visibility in transport mode and, because of the compact package in the transport position, it offers greater ground clearance so that negotiating undulating terrain between paddocks is less of an issue.

The cleaner discs and their related drives and gearboxes have been removed from the underside, reducing weight. This offsets the increased weight of the new tri-fold construction.

An improved collector and knife design ensures no decrease in performance after removing the discs. This change allows a lower cutting height and a further reduction in maintenance costs. The EasyCollect 600-3 FP is also shorter, giving less overhang and therefore reducing axle loading.

Lastly, the main benefit of the patented design is the way in which the header presents the crop to the feed rollers. All of the crop travels in an upright attitude all the way to the centre of the header where it is flicked forward as it enters the feeder housing, directing the crop butt-first into the feed rollers, giving unmatched uniformity of the sample.

The new EasyCollect 600-3 FP maize header from Krone.

Krone BigPack: New ones big in Australia ... and in work here very soon

We have always been confident with the performance and reliability of the BigPack range from Krone. Competition has been tough but we have nevertheless increased our market share. We do not have the latest New Zealand market data ... but we have seen data from Australia, which shows Krone has over 50% market share there for the large square balers. This is largely due to the High Speed models and the introduction of the HPD and HDPII technology.

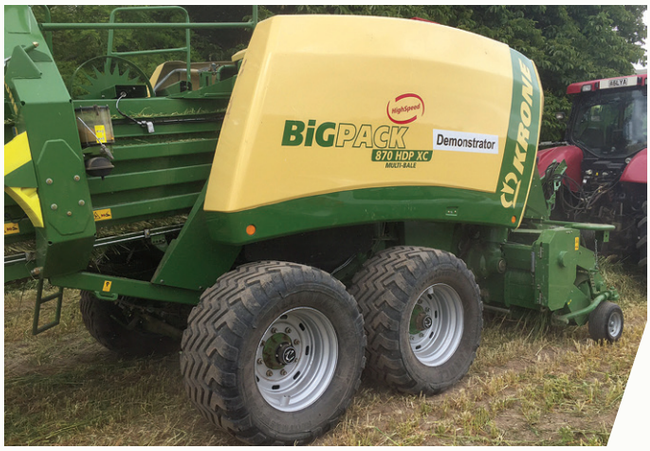
Big X 580 and 630....

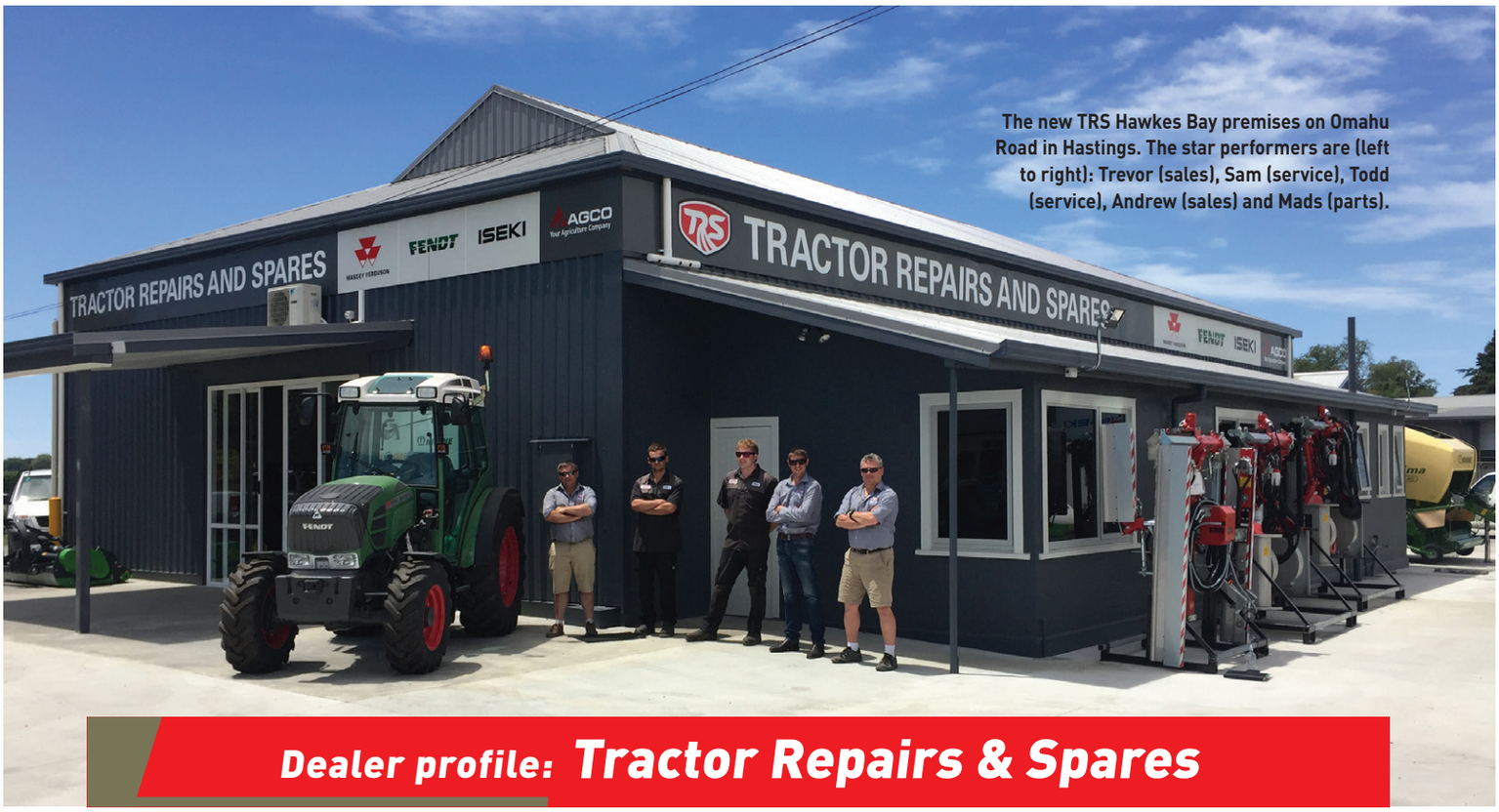
The first Big X 580 in New Zealand came to us in late 2015; the first Big X 630 will be arriving shortly and will soon be ready for some serious demonstrations in maize in the Waikato.

Reductions in dimensions and weights plus improved rearward visibility make Big X 630 a desirable choice for forager operators. Running an MTU 6R 1500 power plant offers 596hp of chopping performance in X-Power and 460hp chopping performance in Eco-Power.

Included in the package are all the special features of the Big X 700, 850 and 1100 plus some additional features not yet seen in New Zealand that will maximise throughput without compromising quality or safety.

New Model BigPack: the 870XCX HDP MultiBale.





The new TRS Hawkes Bay premises on Omahu Road in Hastings. The star performers are (left to right): Trevor (sales), Sam (service), Todd (service), Andrew (sales) and Mads (parts).

Dealer profile: Tractor Repairs & Spares

We welcome TRS as an approved dealer to our dealer network, having now taken on the Hawkes Bay territory, based in Hastings.

TRS is a well-established operator in the Marlborough region, specialising in the viticulture industry. We look forward to a successful partnership with them.

It all began back in 1996 when Adrian Orchard, a fully qualified technician, started Tractor Repairs & Spares Ltd as a home-based business in Renwick, Marlborough, working out of a service vehicle with his wife Pam doing the bookwork from home.

Today, Tractor Repairs & Spares Ltd has grown to a staff of 40 across four branches, all in purpose-built premises and offering outstanding service.

In 1997 TRS was offered an agency for Massey Ferguson. Adrian's reputation around the Marlborough region for quality workmanship and delivering on time were behind the offer. Having progressed from the workshop floor, Adrian has accumulated a comprehensive knowledge of the industry and its products. He has a very good team of employees who embrace the company's commitment to quality workmanship and delivering the best possible service.

After 10 years of operation Adrian saw an opportunity to open a branch in Seddon, another important centre of wine production in Marlborough. Although operating from small premises, the Seddon operation proved to be a valuable asset to the region.

2010 was a big year for TRS: the Seddon operation moved into new purpose-built premises and Adrian was offered the Fendt and Massey agencies for the Nelson region; a new branch was subsequently set up in Richmond.

Last year proved just as busy with the acquisition of TFM Tractors in Omahu Road, Hastings. Very shortly after, the renamed business was moved a few doors along the road into more suitable premises *(pictured above)*.

Staff profile: Mike Parker, Parts Department

Mike is what you might call a typical Kiwi bloke, willing to try his hand at many things until he finds his niche.

Born and bred in the Wairarapa, he started his working career in retail banking in Wellington and continued that in the UK with his then-future wife Mary. After four years in Britain the couple decided to return home to Masterton in 1991 where he got into the parts business while Mary worked in creditors.

Mike started in a brake business in Masterton and then moved over to Repco for seven years as assistant manager. He later went to TRC Toyota in Masterton as parts manager.

He joined the Tulloch team in November 2015, working in the parts department. Because of his vast experience he works on the retail counter out front but also helps Hugh Lundie out in the wholesale parts with the baler consumables, namely net, wrap and twine.

Mike and Mary are now married and have two daughters aged 16 and 21. Mike enjoys most sport but particularly those of the motorised kind and is a very enthusiastic competitive cyclist in his spare time.

Mike Parker busy in the parts store.

Sustainable Farming can Reduce Costs!

Our soil is a finite medium and needs to be treated with due care to avoid erosion, compaction, and depletion of the natural fertility built up by the eco-system within it that promotes the growth of healthy crops.

Pasture-based farming makes following these ideals a challenge, but with the shift to higher-value feed in the form of row crops, cultivation that can help reduce the impact on the soil and consequently the environment in general is quite achievable.

Tilling only the area where crop root development will take place makes sense. Tilling the area between does not as it only creates a seedbed for weeds. Strip-tillage is not a silver bullet but it does have a place in agriculture worldwide.

Big Col of Big Col Contracting in Taranki in maize planted in the fourth week of October using the Oekosem Rotary strip-till/planter combination.

The idea of strip tillage is not at all aimed at increasing yield; it's about farming for the future. An offshoot of controlled traffic farming, it is however acknowledged for reducing input costs without compromising yield.

Choosing the appropriate strip-till tool for a crop has the following additional benefits: reduction in run off/soil erosion, reduced impact on the soil structure in the inter-row, wind protection for young seedlings, reduced compaction for subsequent tractor operations and better concentration of moisture where it is needed, particularly in a dry season. The list goes on.

In 2012 we introduced the Orthman 1tRIPr strip-till machine to New Zealand with some mixed results. There were at least two machines already in the country but we sought to get the ball rolling on strip-till. As it is an American-style machine it can have some difficulties working in pasture, which limits its scope.

Several machines are nevertheless working successfully in mid-Waikato, Pukekohe and Hawkes Bay. Areas from Wairoa to Gisborne have cropping rotations and soil types perfectly suited to this machine. One Orthman owner in North Waikato described the benefit of his investment in the Orthman: "We used to spend two hours per hectare preparing the paddock for planting. With the Orthman we spend 20 minutes per hectare — and we are placing fertiliser at the same time."

In 2014 we introduced the Oekosem Rotor Strip-Tiller from Switzerland into New Zealand. This machine was designed to deal with turf, so has a wider appeal. Although a rotary machine is still hard on soil structure it is only tilling the planting row. The limiting factor here is that it is not ideally suited to stony ground. Choose the paddocks carefully and you have a great tool that deals with turf when used correctly. Another plus for the Oekosem is that it is designed to have a planter attached behind as an option **... one-pass tilling, fertilising and planting!**

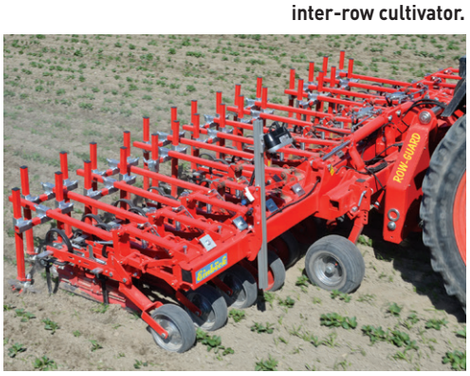
We have machines working in Wairarapa, Central Hawkes Bay, Taranaki, Otago and South Canterbury, planting maize, sweet corn and fodder beet.

One of the main objectives of strip tilling is to eradicate compaction, so a shank of some sort is needed. Coulter discs or shallow tillage systems will not do the job – the result will be less than satisfactory and the practice will be labelled "not viable". The roots need to have room to grow and there must be an environment created that promotes the development of soil-borne fungi to thrive and create the symbiotic root relationship for better nutrient uptake by, for example, allowing micro-orthopods to repopulate the near-surface of the soil and digest residues and release nutrients for crop uptake.

In maize, shallow tillage works for early stage of plant development from V1 to V5, however after V5 the plant enters the yield development stage. If the roots can't travel further down, then they must move laterally and compete with neighbouring plants for nutrients and water, thereby reducing the yield potential.

Nick Gillot of TFM *(left)* with a conventionally tilled maize plant and Rhys Scott with a strip-tilled one with deeper root structure near Martinborough.

***Below:* Row-Guard: the Einbock camera-guided inter-row cultivator.**



Another practice aimed at sustainable farming would be inter-row cultivation. We already have several machines from Monosem in various configurations around the country as cultivators and top-dressers and to complement this Einbock offer an extensive range of inter-row cultivators, but they also specialise in precise control for closer spaced high-value crops. These machines incorporate camera-guided steering known as Row-Guard.