

SEASONS magazine

A G R I

T U R F

MARCH 2019

BB⁴

Drill slashes fuel costs

4 With the SUMO DTS, we've been reducing fuel consumption by ten litres a hectare. - **Charlie Beslee**

"Chris Cormac-Walshe from Burdens came and set-up the drill and he has been really on the ball. I can't fault Burden Bros Agri for their after-sales service, it's just been phenomenal."

Total Crop Solutions

14 The case-study so far...

Storm proofing the business

7 PowerGard gives me total peace of mind without any nasty surprises
- **Richard Bailey**

"Choosing a new John Deere was an easy decision. But because of the advancements in technology that is perhaps a little beyond me, I felt it was the right choice to include the PowerGard warranty and maintenance package from the Burden Bros Agri team."

**BURDEN BROS
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Welcome to the March edition of **SEASONS MAGAZINE**



It has been a huge privilege to take on the Managing Director role since June 2018, spending much of the year understanding what our customers want from a dealer and how we can enhance our offering to deliver real value.

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Over the Autumn and Winter months we've worked hard to identify and improve on areas that our customers depend on most. Our aim is to not only provide support but to be proactive in adding value to your operations.

One product we see as key to showcasing the benefits of running John Deere machinery is JDLink.

It has proven to show tangible savings through working with our FarmSight specialists to analyse machine utilisation data, giving us the ability to be proactive with servicing intervals or fault alerts direct to our service departments; identified and dealt with before the risk of significant customer downtime. With further benefits being realised including fleet visibility & carbon footprint, we continue to learn with our customers what efficiencies this adds.

I see our role as your dealer as one that is on hand to support decisions you face throughout the season. Data is the focus for us, as we empathise with our customers on the constant challenge of collecting, ensuring accuracy and finding the time to analyse and act on its message. We continue to develop our services in this space, enhancing our FarmSight package offerings and training on systems to conquer the data challenge.

Another sector we have a real passion for is professional turf. Two years into our journey I feel we have a clear line of sight to what is required to consistently deliver the service expected in this fast-paced sector. We are investing heavily in our facilities to cater specifically for the needs of supporting turf machinery, whilst also recruiting to increase our aftermarket capacity in line with the machine park we commit to supporting. There is a real desire within our turf team to show our customers why Burden Bros Agri is the turf dealer of choice in the South East, the daily improvements we are making will show this in 2019.

I am immensely proud of the team we have here at Burden Bros Agri and have full confidence in them further delivering for our customers throughout 2019.

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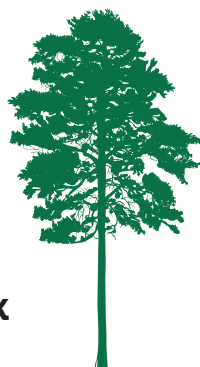
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BURDEN BROS
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The case-study so far

Drill slashes fuel costs

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"The fuel savings are unbelievable! - With the SUMO DTS, we've been reducing fuel consumption by ten litres a hectare"

So says Charlie Beslee, who farms 400 hectares of mixed farming near Gravesend, Kent. His enthusiastic comment relates to the performance of his new Sumo 3m DTS - or Deep Tillage Seeder, mounted on his John Deere 6170R tractor. "We've been considering updating our drill for a couple of years now and after a lot of research, we decided on the SUMO DTS and it's turned out to be one of the best decisions we've ever made. Charlie grows around 200ha of winter milling wheat, has 580 breeding ewes, 50 beef sucklers and fattens approx 200 bullocks to around 12 months. "We have the livestock mainly for muck" added Charlie, "soil structure on this sandy loam over Thames clay and chalk tends to be quite hungry so regular applications of farmyard manure is important to achieve yields and maintain soil structure. In preparation for drilling we always make sure the sub-structure is right." After harvest, Charlie's agronomist will test the autumn stubble, checking for compaction and it usually turns out that around 40% of the winter wheat ground will require some cultivation to prepare the sub-structure prior to drilling.

"For sub-structure work we usually run the Shakerator through the compacted areas," added Charlie, "but otherwise we just drill straight into the untouched stubble. We've found that where there is a lot of crop residue, the addition of the leg extension kit for the drill makes soil flow much more efficient and I would recommend this to anyone considering buying the drill. We used to drill around ten hectares a day with the combi drill and would use a full tank of fuel. Now, with the SUMO DTS, we are drilling some twenty hectares a day and using less than three-quarters of a tank. That equates to around ten litres per hectare, which is extremely efficient. The other thing we find is that the DTS is extremely flexible. We can drill stubble turnips in July/August, wheat in October and then early season into spring barley, all with just one pass and no fuss. Makes it an absolute ideal multipurpose drill for our farming enterprise."

The variable seed rate and calibration on the DTS is very simple, Charlie tends to use a high seed rate of 130kgs/ha towards the end of September and 160kgs/ha during the second week of October. With the output capability and easy adjustment, Charlie has found he can offer contract drilling services to his neighbours, an option which has meant a greater payback in a shorter period for the farm business.

Added Charlie, "Chris Cormac-Walsh from Burdens came and set-up the drill and he has been really on the ball. I can't fault Burden Bros Agri for their after-sales service, it's just been phenomenal. What I like most about the drill is that it suits our enterprise perfectly. It drills in thirty-three centimetre (33cm) bands which is much healthier for the crop and it takes out all the wheelings leaving the field in a perfect condition. I couldn't more pleased with our investment." he concluded.



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Fuel guarantee includes 6R (6cyl), 7R and 8R Series tractors and applies now to field applications and transport mode.

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**THE FUEL GUARANTEE PROGRAMME.
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FarmSight

* The fuel guarantee programme is valid and offered from 1st November 2018 until 31st October 2019 for all new, never retail sold 6R (6cylinder), 7R and 8R Series tractors, purchased or leased between these dates and requires an explicit online enrolment. The guarantee programme is valid for field applications and for transport applications (above 20 kph) in accordance with the provided JDLink data.

Sowing seeds for the long term



Mark and John Harris are sixth generation farmers in Southfleet, Kent and run 500 acres of arable land, mainly loam with a mix of flint and chalk. They also run a well-established farm shop, called Broaditch and serve the locals with produce as well as organising many local events for their community.

On the arable land, they target their drilling of oilseed rape by 8th August, winter barley from 22nd September and finishing the winter wheat by 10th October. Last year, they had a catastrophic failure of their drill and had to borrow their neighbours single-disc Pottinger, just to get finished.

“We’d been using a Suffolk coulters drill previously,” said John Harris, “and was considering moving onto a disc-drill, when all of a sudden our drill just fell apart. It wasn’t very old and we were very disappointed with it. Having borrowed our neighbours drill to get finished, we then contacted Chris Cormac Walshe at Burden Bros Agri, to discuss finding a ‘strong’ and reliable drill that would suit our conditions and crop mix.”

Having already tried their neighbours Pottinger, they were impressed with it but were looking for a double-disc drill. As Burden Bros Agri is the regional dealer for Pottinger, Chris took John to see a customer with a Pottinger 3002 ADD, with Arosem drilling technology. It had the twin-disc technology they were looking for and had produced exceptional results.

“We were very impressed with the build quality of the Pottinger,” added John, “they are renowned for using strong steel specifications and we were looking for something that was going to last us a long time. Burden Bros Agri had been selling them for a long time and had nothing but good things to say about them. The twin disc drill is based on a three-metre mounted power harrow, gives us the most flexibility in our soil conditions and produces very even results. We ran the Sumo Trio, disc and roll before the Pottinger with the oil seed rape last year because it was so hard. We normally plough most of our winter barley and winter wheat ground, either way, the Pottinger gives us great results in all our ground conditions. With my experience so far, I think the Pottinger is going to give us solid service for at least twenty years.”

.....
“We were very impressed with the build quality of the Pottinger.”

The Harris’ continue to use a 3m drill combination because of mainly small fields and narrow roads with lots of traffic. With their rape crop, they simply block off every third coulters, leaving 8 rows at 45cm and control sowing depth simply by adjusting the rear packer roller. “It’s a very easy drill to set-up,” said John “and so far has produced far better results than we were ever getting before. The help we have got from Burden Bros Agri, both from Chris, the sales guy and the support staff - they have been very helpful and are always very responsive if we need any help.” So the drilling is all taken care of for another year - what do John and Mark do with the rest of their spare time? “Well, we hold a high number of themed events at our farm shop and attract thousands of people,” commented John. “Halloween is our biggest event and we put on lots of side-shows and entertainment. Last year we attracted over twenty-five thousand visitors. It helps the farm to stay profitable.” he concluded.


Storm proofing the business



After 15 years of use from his John Deere 7800 tractor, East Sussex farmer, Richard Bailey has changed up to the latest John Deere 6145R tractor, and he's added PowerGard extended warranty for total peace of mind. He's also making some changes to his farming operation in order to provide additional stability for the long term. "It's up to us farmers to make the most of what we have," commented Richard Bailey, "and so I am spreading my interests to utilise every aspect of my farming enterprise, in order to generate greater income and maintain a long-term perspective - a kind of long-term warranty for me."

Farming 700 acres, split equally between arable and dairy with young stock, Richard has utilised old Victorian buildings in his farmyard and turned them into business lets and storage facilities for ten local businesses. He's also developed a campsite business that started off very small but has now grown considerably. The campsite alone caters for an annual throughput of several thousand visitors - many who are family groups, returning, year-after-year. It's situated not far from the major visitor attraction of Bodiam Castle, so has a high profile. Part of the farming business grows maize and westerwolds grass crops on contract for a local AD plant and offers Richard a useful income source.

"Diversification is a must in our industry," added Richard, "with so much pressure on milk and wheat prices, it's difficult for a small dairy farm to make much money - and it looks as if that pressure will continue to build. By developing other forms of revenue within my farm's resources, it reduces stress on cash flow and helps to



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"PowerGard gives me total peace of mind without any nasty surprises ..."

make the future both more interesting and, more profitable. This year we will make investment in additional campsite facilities such as a cafe and a shop - it's all aiming at increasing reliable income for the long term."

Although his John Deere 7800 tractor has given 15 years of solid, reliable performance, Richard felt it was time to upgrade his tractor now, while the old one still had a fair value. He decided on the very latest John Deere 6145R tractor, which has a similar horsepower, but a totally different performance profile and, was loaded with the latest technology.

"Because the old John Deere had given such good performance," said Richard, "choosing a new John Deere was an easy decision. I felt it was the right choice to include the PowerGard warranty and maintenance package from the Burden Bros Agri team, It means that everything is taken care of and I don't have to worry. I know what it's going to cost me, to the penny for the next five years. What I have got now is a healthy business with income from a number of resources and, I've got total peace of mind on my main tractor, this gives me a good level of comfort to weather any storms ahead."



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"Burden Bros Agri takes care of all the maintenance and costs for the next five years."

INTERVIEW

Little Bayhall Farm: IDEAL TRACTOR CHOICE FOR MULTI-TASKING

Having given over 10,000 hours of service on Little Bayhall Farm, near Tunbridge Wells, it was time to change out the John Deere 6830, the main tractor on this 450-acre organic dairy farm. Farmer, Ian Bowman and his tractor driver Fred Petfield, wanted a similar sized tractor to the 6830 and so they decided on the John Deere 6155M. It comes with 10hp more than the previous model and the very latest fuel-efficient power plant.

The dairy herd consists of 250 head of pedigree Holstein Friesians and including replacement heifers, all the milk goes as premium organic milk to ARLA and a major fast-food chain. "We are a very well established organic farm," commented Fred Petfield, "having been a certified producer since 2001, we wanted a tractor that would be capable of handling an entire range of tasks, such as ploughing, and umbilical work as well as a lot of topping - so we needed a good all-rounder, not too big but efficient on fuel consumption.

.....

"The 6155M is a perfect fit because tasks like topping, for example - which we do far more regularly because we don't use fertilisers and chemicals, we needed something that could perform well, yet not burn lots of fuel."

Little Bayhall produces its own forage from a mixture of permanent pastures and short-term leys, which also includes triticale and forage maize as part of a balanced ration programme. They use a John Deere 5100M that's almost a permanent fixture on the Keenan diet feeder. "Having a highly productive organic dairy farm," added Fred, "means that we need to be sure we can have prompt back-up in the event of any mechanical breakdown. Unfortunately, when the cows need feeding, they can't wait two days before a technician comes out to fix a machine, we expect immediate back-up and that's the sort of experience we get by using Burden Bros Agri - when we call up with a problem, they are there straight away - they really know how to look after us!"

In acquiring their new 6155M, Little Bayhall Farm added a little extra to the deal this time - "we decided to add John Deere's extended warranty to the tractor because Burden Bros put together a complete package for us that was included in the deal. It has essentially given us total peace of mind for the next five years against breakdowns or any nasty surprises - it's all in the overall cost. BBA maintains it throughout its period of ownership, if we get a component failure, they repair it and cover the cost - and if there are any product upgrades, they look after that as well. We know exactly what the operating cost of the tractor is to the penny and therefore we can budget accordingly."

HAY MAKING PACKAGE

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- Hydraulic folding

HIT 4.54

- Working width 5.2m
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- 1.42m rotor diameter
- 6 tine arms per rotor
- 2.5m transport width
- Hydraulic folding

TOP 422

- Working width 4.20m
- 12 arms per rotor
- 16 x 6.5-8 tyres
- Mechanical height adjust
- 2.29m transport width

*While stocks last. Mower, tedder and rake must be purchased together to receive package price.



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TURBO MOWER

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*While stocks last.

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Famous Eighteen's Choice

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"We've just replaced all eight Gators with another eight of the latest John Deere TX Gators, they are used every day of the week and have proven to be brilliantly reliable. There was absolutely no other choice in choosing John Deere again."

The only championship golf course on the Open rota in the south of England is Royal St George's, Sandwich. Founded in 1887, it's hosted no less than 14 Open Tournaments and the next Open is scheduled for 2020. Situated in 450 acres of challenging dunes and coastal links off Pegwell Bay, St George's is a private member's club with some 700 national and international members, plus a healthy level of regular visitors. A combination of course management, green-keepers, assistants and machinery technicians look after the entire facilities, keeping it all in tip-top condition. Adam White is Machinery Manager on the course and his focus is to ensure that the professional greens staff are provided with well-maintained, precision equipment in order to ensure the very best greens conditions at all times.

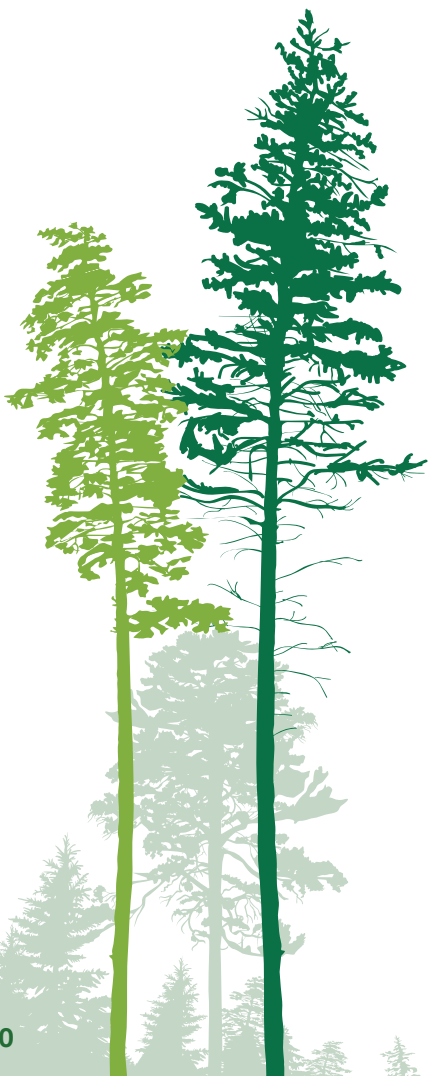
"We simply invest in the best machinery," commented Adam White, "because we need to ensure the perfect finish for our discerning members and visitors. With such a large area to maintain and, with pathways over the dunes and between the holes being very challenging, machinery does go through some serious testing through the year. So my job in maintaining equipment is paramount to the success of the club."

Back in 2007, Royal St Georges purchased four John Deere TX Gators - utility vehicles for course-wide maintenance and access. They were so successful that they added

another four to the fleet a year later. Fast forward to December 2018, "We've just replaced all eight Gators with another eight of the latest John Deere TX Gators," added Adam, "they are used every day of the week and have proven to be brilliantly reliable. There was absolutely no other choice in choosing John Deere again." Burden Bros Agri supplied the Gators and provide full after-sales back-up for wearing parts and maintenance requisites. Typical usage of the Gators means they clock-up on average 4000 hours before being replaced, and Adam and his team carry out all the regular maintenance procedures. "We have found the Gator to be so reliable," commented Adam, "that we didn't take on any additional extended warranty, we've just not found it necessary as there is very minimal warranty work on them.

Typically, these Gators are used every day for building bunkers, moving payloads of soil, sand, gravel, moving holes, divoting - you name it, they are constantly in use".

"Moving materials along and through the dunes is particularly difficult and puts the machinery under great pressure, but they take it and nothing seems to limit their multi-function capability. They make my job so much easier and the back-up we get from Burden Bros Agri, ensures that we maintain our quality performance whether it be for our regular daily visitors or, when we open up the course to the world's stage - with The Open." he concluded.



Compact decision boosts staff morale



.....
“The John Deere gave us significant performance advantage over the other machines, and that meant we were able to reduce our part-time staff requirement, which made the purchase decision even more palatable”

With a history dating way back to the year 604, King's Rochester is the second oldest school in England and provides an outstanding education for boys and girls aged 3 to 18. Academic results are almost legendary, whilst all types of sports and past-times are catered for, providing a well-balanced education for the potential of a fulfilling and rewarding life ahead for all its pupils.

Maintaining the grounds and sports facilities is no mean task and recent investments into grounds-care and maintenance equipment has created significant motivation, not just with pupils, but with the professional grounds staff. Much of the sports facilities are sited at The Paddock, The Alps and King's Rochester Sports Centre and require a team of four professional grounds-keepers to maintain the sports amenities and the surrounding gardens at all times.

King's Rochester Operations Manager, Tim Payne commented, “We decided recently to enhance our current maintenance machinery fleet, with a view to improving the efficiency of our grounds maintenance. Ageing equipment was costing us lost time and was sometimes challenging our timeliness, particularly as most of our pitches are used extensively through the season. So about a year ago, we decided to invite demonstrations of the three top brands of equipment, to test them on our own amenity areas. Surprisingly, we found the difference in quality, price and operator functionality, was considerable.” Typical grounds maintenance activities at King's Rochester include mowing, scarifying, fertiliser spreading, spraying and materials handling, to mention just a few. “Once we had completed our tests,” added Tim Payne, “the grounds maintenance team and I prepared an analysis of positives and

negatives from each machine and then reviewed from where the added value came for our organisation. We then presented these findings to the Board of Governors. It was clear to all of us that the best machine by far was the John Deere - in terms of build quality, operator positioning and features and, also with regards to price. Burden Bros Agri who supplied the John Deere have given us excellent support and service and we are very happy with their customer service.”

King's Rochester chose the John Deere 2036R Compact Utility Tractor, which comes with a two-range hydrostatic drive, a fully enclosed operator station and a three-cylinder 27.1kW diesel engine. “With about twelve acres of amenity area requiring attention and regular maintenance, reliability, ease of operation, performance and cost-effectiveness all play a vital role in helping us prepare the sports facilities for our pupils. The 2036R has attachments already installed which means we can add a front-loader in the near future, without any difficulty.

There is one other result that has produced a significant PR benefit to the school. Parents and pupils are very impressed with the John Deere on our sports fields - which we weren't necessarily expecting. And, the motivation it has given to our team of grounds staff, has been immeasurable. I can see this new tractor lasting us for at least twenty years!” he concluded.

Utilising data to support your business

Our Aftermarket team continue to develop and upskill with the consistent advancements we're seeing in telematic technologies. As Michael Read noted in his introduction, we are proud to be focusing on data and helping our customers in understanding the benefits from harvesting operating data and how best to utilise it.

By using John Deere's telematics system JDLink, to feed data from a machine in the field through to our service department, we can predict potential component failures and machine breakdowns - well before they happen. This means action can be taken to avoid any component failure and the possibility of that failure affecting any other vital components, reducing machine downtime.

We have put together a simple example to show the support that our service department teamed with John Deere's FarmSight technologies can provide for you:

A customer's five-year-old John Deere 6215R is sowing spring wheat in the field with a 750A drill and it shows an error code on the screen in the cab. That error code is flashed immediately to the owner/operator's office computer or smart phone. At the same time, the same error code is flashed to our service department at Burden Bros Agri and a technician is assigned straight to the error.

Our service technician carries out a remote diagnostic check using the JDLink connection and the data being fed back suggests that there is a bearing showing signs of potential failure, and whilst not immediately urgent it does need to be dealt with. The farmer has another 500 acres of drilling to complete and the 6215R is his main workhorse.

So what happens next?

Our service technician advises the customer of the error code, explains what is causing it and that the faulty bearing could fail at any time and should be replaced. With the approval of the customer, the service technician prepares for a farm visit, collects the necessary replacement parts and places them in his service van - ready to carry out the job.

The 6215R is parked up and ready for the service technician to start his checks. All the data from JDLink confirms the suggested fault, the faulty bearing is replaced, tolerances are tested, and the half-shaft is reinstated. Using the on-board analytics via JDLink the service technician can confirm the error has been corrected. The operator can then get back to work without further delay.

(This function above is just one simple example of how our aftermarket support can help maximise field performance, minimise downtime and component costs.)

All this process is not just down to technology - it's also about having the right people on board who understand and can use the technology.

At Burden Bros Agri, our biggest asset is our people. Training is one of our biggest investments. We are proud to have a wide range of technical specialists as part of our team, many of who are consulted by other dealers nationwide, because they are able to give advice and support at the most technical level. Our specialists in this field are considered the 'go-to', the best in the industry. They are constantly available to help assist you and your operators with any matters related to integrated solutions and aftermarket technology.

If you want to know more about how you can utilise the technology you have already in use on your farm and get the best out of predictive error codes, contact our FarmSight

Specialists: Kris Romney 07515 292273 or George Whelan 07889 995852.



Understanding Expert Check

Why should I choose Expert Check?

When you invest in your new **John Deere** equipment, be it a tractor, combine harvester, forage harvester, sprayer or baler - no matter what, you know you have invested in the best. Now, there are maintenance and servicing procedures that are applicable - especially where warranty is concerned, to keep the machine in absolute tip-top, factory condition.

Expert Check is a John Deere programme that we are proud to follow meticulously. Our specially trained and certified service technicians are fully conversant with every aspect of your John Deere machinery, so you know that when your machine is scheduled for an Expert Check - you have the best possible service technician, handling that procedure for that product type.

What happens when you get an Expert Check?

Let's take the example of a John Deere 6R Series tractor undergoing an Expert Check. One of our service technicians will be assigned to the check for your tractor.

For the 6R, the test consists of an 80 point 'factory-assembled' inspection all of which are checked/tested and signed-off on an electronic report inspection sheet.

This analysis ensures that all test pressures, and component functions are performing according to the original manufacturer's specifications. If a component is not performing correctly, this test procedure will identify the issue and set-up an alert for further attention which might require immediate replacement or, perhaps at the next service interval. Importantly, the report gives clear concise detail on the condition of your machine as it stands.

At the same time, if there is a recorded product improvement (PIP) for your tractor, this will be automatically completed - and recorded in the system. Likewise, most machines will receive updates to their operating software, based on developments that could show improved performance - based on data fed back from the factory. Along with this, all error codes recorded are checked and diagnosed for the relevant correction procedure.

Once the Expert Check has been completed, a full inspection report is prepared and provided to the customer, pointing out any possible components that will need updating or replacing in the near/immediate future.

What are the benefits of an Expert Check?

Having your machine Expert Checked annually will help you prevent costly downtime, less breakdowns means less expense in repairs or lost production, which optimises cost of operation. When the time comes to replace your equipment, Expert Check provides a full operating history of machine performance and can enhance the used resale value. Likewise, once your machine has gone through Expert Check, it will be performing as close to original output, which means greater fuel efficiency, more work done, and complete peace of mind.

No-one knows your John Deere product better than a Burden Bros Agri - service technician. Get your Expert Check scheduled today!

WE'RE PROUD TO BE YOUR LOCAL EXPERTS.



NOTHING RUNS LIKE A DEERE

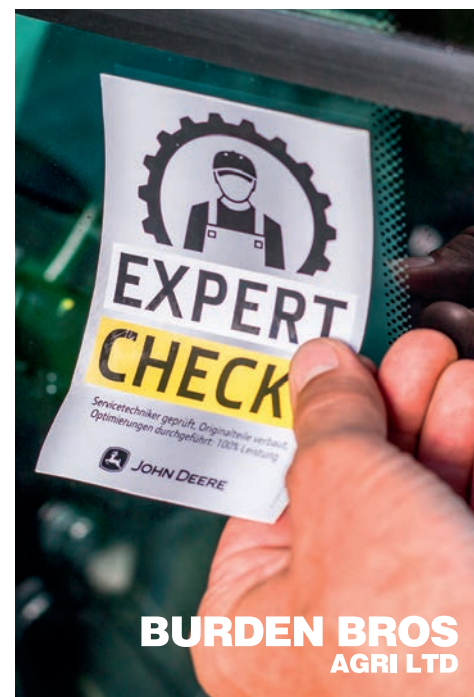
It's time for your machine to have a John Deere Expert Check.

6, 7 & 8 Series Tractor	£280.00
Trailed Sprayer & NSTS	£499.00
HD200 & NSTS	£280.00
CUTs	£280.00
Rotary and Reel Mowers	£280.00
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Fleet discount available.



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"As growers, we need to pull on the technical capabilities of Burden Bros Agri because they can help us to become more efficient in crop establishment, compete against black-grass and enhance our profitability and better soil management. This type of field test is invaluable in sharing accurate results and the end results are the most important to deciding on which path to go down."
.....

James Forknall JPF Farms

CASE STUDY

Total Crop Solutions: THE CASE-STUDY SO FAR

On December 11th we took the next step to sharing our 'Total Crop Solutions' project with our customers. This was our first field visit to view the test plots and see the various establishment results achieved by our three drills. We separated into two groups, one group starting in Ivychurch to view our video and presentation on what we have done practically in the field - and the other half headed out to the field site to walk the crops.

At the internal presentation, we gave a visual overview of the drills and tractors being used and explained the process of each drill having adjacent plots and each sowing three different seed rates. The seed rates were set to achieve a plot of 350, 400, and 450 plants per square metre.

In the field our customers were taken to the test plots where we explained what had happened to each plot from the point of drilling and then subsequently the tests that had been carried out to measure establishment rates.

From the fuel consumption data we collected we could report that the lowest consumption rate was the John Deere 6195R and the 750A drill - at only 9 litres per hour. This was because it was a true minimal disturbance, No-Till drill. The highest rate of fuel was from the Sumo DTS mainly attributed to the leading tine causing a much larger resistance, this measured in at 38 litres per hour. The Vaderstad drill, pulled by the Challenger - burning 21-22 litres per hour measured in the middle. However, this was a traditional disc-drill and is moving a lot more soil and so it would require more fuel than the 750A.

The results we have seen so far in percentage establishment are Sumo in third place with an average over the three plots of 77% however, we think this was held back slightly by how dry the conditions were during drilling and has since improved a huge amount after we have had some rain. The 750A is in second with an average of 86% and the Vaderstad in the lead with 92%.





The true results will come at the end of the year when we compare the three establishment techniques and the effects of chemically resistant weed plants, disease and yield. We are also going to investigate the cost of establishment and compare this with the results.

It's important to note that the Challenger doesn't have the most accurate fuel consumption measuring device whereas the John Deere uses the JDLink system to acquire very accurate data.

Some customers tried the compaction measuring spear on each of the plots to find out how each drill had affected sub-soil

structure. There were numerous differences in the establishment results, but we will not know how that has affected yield until we finish the first year's harvest. After that, we will drill second wheat into the same plot and have the same measurement profiles for each drill. We look forward to finding out and reporting what differences exist.

The results so far have been interesting however, we will have more accurate data to share with you post-harvest.



.....
“Our current cultivation drilling system creates a ‘boiling’ effect which germinates a considerable amount of black-grass. I am therefore interested in alternative drilling methods which may germinate less black-grass and help to cut our costs as well as improve crop establishment. We haven’t used the technical capabilities of our dealers as much as we should in the past and this demonstration shows us that they really know what they are doing.”
.....

David Goodworth D&M Goodworth

Save the date

Join us at the next Total Crop Solutions event where we will review the performance of the crop over the Spring, look at weed control and collate all our pre-harvest results
Wednesday 26th June 2019

Further information to follow on:
totalcropsolutions.co.uk

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On December 11th we took the next step to sharing our ‘Total Crop Solution’ project with our customers. This was the first field visit to view the test plots and to see the various different establishment results achieved by our three drills.



Quality golf equipment puts average to shame



According to Bryn Preece, Head Green-keeper at Wrotham Heath Golf Club, “you wouldn’t buy a new BMW and have your mate service it!” It’s the reason why Bryn and his team of five green-keepers take pride in their latest acquisition of a new John Deere 4066R Compact tractor and two new John Deere HPX Gators. They have them maintained by their local John Deere dealer, Burden Bros Agri and are well pleased with the service.

Wrotham Heath was founded in 1906, is an 18-hole course with a maximum membership of 500 and is considered to be the best in Kent, with lots of mature trees and acres of wild Heather - a real environmental heaven of wildlife and scenery. Based on 120 acres, it’s a real ‘year-round’ course with excellent drainage and has recently undergone some re-investment in maintenance machinery.

“We had some older, well-used equipment that was well-passed needing replacement,” commented Bryn Preece. “and we don’t have our own machinery maintenance team. So we took a look at some of the golf machinery major brands, just to become acquainted with what the market had to offer. In the past I’ve had experience of Toro, Kubota, Kioti, Jacobsen and John Deere and it wasn’t until we tried them out on our own greens that we found out just how like chalk and cheese they really were.” The entire team at Wrotham Heath Golf Club could see the difference in quality between the different makes and without hesitation decided on the John Deere’s.

“You could tell just by the difference in manufacture that we were working with quality on the John Deere machines. One of the other brands broke a link arm on the first demo and so that wasn’t a good start - it just felt very light, so a non-starter. The John Deere’s were really comfortable to drive, had plenty of power and they just felt good - I can see they are going to last us a long time and that’s comforting!” added Bryn.

The 4066R came fully fitted with links and connectors to fit a new front-end loader that the team will be adding shortly. With a 60hp engine, it will be very flexible and more than powerful enough to drive the Verti-Drain, front-end loader, for carrying out heather cutting and leaf blowing through the year. “What was most surprising,” said Bryn, “was that the cost of the John Deere’s were very competitive with other brands and they put us together an exceptional finance deal. They were no-where near the price I was expecting for the level of quality and I have also included the extended warranty with PowerGard which will give us maintenance and complete peace of mind for the next five years, spread across the cost of the machine. I can see these machines easily lasting us twenty years.

What’s been even more interesting is that the club membership have been impressed with our choice and the John Deere’s have been something of a conversation piece of late. We’re now looking at adding a new John Deere greens mower.” he concluded.

The Wrotham Heath Golf Club green-keeping team with their new John Deere acquisitions;

From left to right Jake Preece , Phil Medgett (assistant), Bryn Preece (Head Green-Keeper), Tim Maynard (first assistant)





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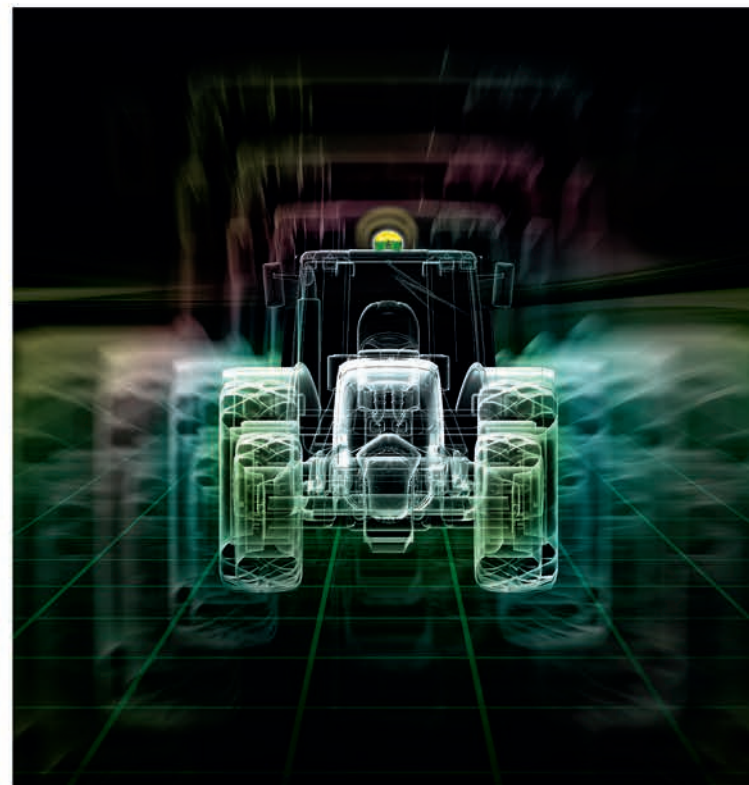
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Someone to talk to

Founded in 1995, The Farming Community Network (FCN) runs a confidential national helpline and e-helpline providing free, confidential, pastoral and practical support to anyone who seeks help. It was established following an increase in suicides amongst farmers during the 1980s and 90s, and is aimed at giving farmers under stress, somewhere to share their concerns. It doesn't matter if the issue is personal or business-related, there is a network of over 350 volunteers, many of whom have close links with agriculture and who have a great understanding of the issues that farmers and farming families regularly face.

FCN exists to support all those in need in the farming community, with a particular focus on farmers and farming families. It strives to help anyone who seeks its support, regardless of their background, occupation or beliefs.

A confidential helpline and e-helpline is open every day of the year from 7am - til 11pm. Once a case is referred to a local FCN volunteer, the individual can choose when and if they wish to meet to discuss their case further.

To find out more, or If you need to talk, call the Helpline on: **03000 111 999** or E-helpline: **help@fcn.org.uk**



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