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# AGROЦЕНТР News

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## Agritechnica 2013: hailing new solutions!

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# Agritechnica 2013: hailing new solutions!

**For nearly a year, our farmers have worked in conditions imposed by the WTO. The new economic situation stimulates more efficient work and helps us compete more successfully on the global market. No success is possible without modern technological solutions.**

Searching for new technological solutions, specialists from AgroCentre and its customers attended the Agritechnica 2013 international agricultural exhibition. This year there were a record number of new products, in excess of 400 items.

"Agritechnica is the main venue where farmers from all over the world can seek new prospects," says Nikolai Ivanishchev, Director General of AgroCentre-Holding LLC. "Much of what was new at the previous exhibition is now operating on fields across the globe. The leading manufacturers of equipment regard our farming business as a going concern. This exhibition witnessed many interesting innovations and technological solutions expressly adapted for work on Russian fields." The exhibits of AGCO Corporation generously offered the AgroCentre specialists a great variety of brands and models to consider. The guests were introduced to world-famous products from Challenger, Valtra, Fendt, Massey Ferguson and GSI.

The farming full-liner Challenger presented a new sprinkler, RoGator 700 (2,650 l). Its developers point out that thanks to its new four-cylinder engine, AGCO Power (165 hp), this machine will operate on all types of seemingly non-arable lands, as if they were ideal fields. In terms of performance, the engine compares to a six-cylinder counterpart. This was achieved thanks to the felicitous combination of the engine and its hydrostatic drive. As a result, the entire drive arrangement operates smoothly, providing efficiency 20% higher than that of

other machines.

The capabilities of the sprinkler, offered at a very attractive price in the basic configuration, are quite impressive. Unlike rival models, the RoGator 700 sprinkler provides most of the essential functions, such as automatic section deactivation, anti-skidding device, full drive arrangement, rod and terminal section deviation in the standard configuration.

Challenger presented the latest items in the series E tractor product line (tractors in the 350-400 hp power range). The machines are powered by the AGCO PowerLine diesel engine (7 cylinders, 9.8 l capacity). These feature a smooth distribution of torque in a wide range of revolutions and increased torque at lower revolutions.

The farmers were also familiarised with Massey Ferguson, another interesting brand from AGCO. Presently it will really make its presence felt on the Russian market.

"In 2014, Massey Ferguson combine harvesters will start to be built in Russia, at Golitsyno near Moscow," says

Richard Markwell, Vice President and Director General of Massey Ferguson in Europe, Africa and the Middle East.

JCB greeted guests and the AgroCentre delegation by offering them telescopic and front loaders for farming jobs. Those are upgraded compact versions of the TM180 and TM220 fitted with a telescopic jib. The chief modernisation concerns the machines' engines. The new engine, JCB Diesel, differs from its predecessor by higher power, greater torque, lower fuel consumption and reduced emissions. In addition, the Farm Master 435S Agri loader got a more powerful 145 hp engine





## EVENTS

and improved hydraulics. The machine is fitted with a new, load sensitive variable volume piston pump, which increases the hydraulic system output to 156 l/minute.

The stand of the Swedish company Vaderstad greeted the Russian guests with new smart products. Among them was the E-services attachment installed for using an iPad to control Tempo and Rapid seeders. This facilitates seed control, provides information on the machine's operating parameters, deactivates individual sections, supervises markers, keeps the logbook and orders spare parts straight from the field, all thanks to the E-parts attachment. Another new product from Vaderstad can be safely described as "a special gift for Russia." This is the Tempo cultivating seeder with an innovative technology of seed embedding called Power Shoot. This novelty, that stole the show at the previous Agritechnica, is now manufactured in a 12-row version.

The Optima V seeder for row crops, displayed on the Kverneland Group stand, drew eager attention from the AgroCentre specialists. This model has showed itself to advantage on Russian farms and is now manufactured with a telescopic jib, enabling a quick change of between-rows spacing from 30 to 80 cm.

Also on display was the KNOCK-ON fast plough share replacement system. By a hammer and chisel, without turning the nuts and bolts, it is possible to replace the share tip. The procedure takes up a tenth of the time needed for replacing the entire reversible share.

The product line of Kverneland light mowers

came by a new model, 5095M. This is designed expressly for large fields. It comprises two wide cutting tools of the mowing type, 3.6 m wide, which increase the operating width to 9.5 m.

Towards the end of the visit to Agritechnica, the AgroCentre specialists saw the Massey Ferguson facilities close up by visiting the tractor plant in Beauvais, France (see details on page 11). In operation since 1960, in 1994

developments. Among them are a three-point mount for tractors, serial assembly of the first modern grain combine harvesters, crop production maps and automatic control systems.

"The current economic situation drove many farmers to learn to economise, cut costs and optimise production," says Vladimir Solovyov, Executive Director of Vozrozhdeniye LLC. "Now, when we choose a machine, we study the economic effect it produces. We're very glad



it became the property of AGCO Corporation. Each day, 75 tractors in a power range from 65 to 300 hp roll off the assembly line here. Massey Ferguson is one of the world's most famous farm brands, a pioneer of many unique

that AgroCentre arranged a meeting for us with the leading manufacturers of agricultural equipment and introduced us to new agrarian developments and promising solutions."

By Yulia SALKOVA

# Wind of change



**At the agricultural forum in Krasnodar Territory, AGCO and Russkie Mashiny signed an agreement to set up a joint venture for production of modern farm equipment. President Vladimir Putin, who attended the festive event, congratulated the companies on their important deal.**

The President attended the field demonstration. He watched the operation of Challenger combine harvesters

and sprinklers, Valtra and Massey Ferguson tractors, and other manufacturers' seeding and tilling equipment. In his

opinion, the manufacture of these machines will enable Russia to introduce modern agricultural technologies in its farming enterprises.

The joint venture will operate in Moscow Oblast. Its total area will be 12.5 hectares, of which 27,000 sq m will be occupied by manufacturing facilities. This will be a full production cycle enterprise. In 2014, it will turn out some 1,000 tractors and combines.

The enterprise envisages creation of a servicing zone, exhibition hall and training centre where classes in the latest technologies will be held for customers and dealers. There are plans to create a modern model farm for demonstrating innovative production methods. In three years, the investments in the project will reach US\$100 million.

"The aim of creating the joint venture is to pool capabilities

of manufacturing competitive machines with the building of an efficient servicing base," says Steve Clarke, AGCO Vice President for Sales and Marketing in Europe, Africa, and the Middle East. "It also implies the strengthening of our positions on one of the world's most promising markets."

Nikolai Ivanishchev, Director General of AgroCentre, attended the remarkable event and noted that the manufacture of AGCO machines in our country will enable its farmers to acquire high quality equipment at affordable prices, introduce innovative farming methods and reach an essentially new level of agricultural production.

"The joint project will make it possible for us, the official dealer, to offer our partners a wide range of equipment and flexible financing schemes," said Nikolai Ivanishchev in conclusion.

By Anna BORDUNOVA



# Beyond completion



**Fine weather in early October was a long-awaited gift for Kursk farmers. At long last some of them could start the belated seeding of winter crops, whereas others got an opportunity to attend the Field Day arranged in Konyshovsky district by AgroCentreLiski, a partner of Agropromkomplektatsiya-Kursk LLC.**

Here the farmers familiarised themselves with modern, world-class farm equipment, which, they believe, makes it easier to resist the disagreeable surprises of Mother Nature.

"We do our best to be as close to our customers as possible," says Aleksandr Logvinov, director of the Kursk branch. "The Field Day is another opportunity of meeting with partners, discussing the current

situation in farming, building plans for the future. The most important thing, however, is to show the new generation equipment at work."

The Kursk branch presented over 15 items of self-propelled and mounted equipment, the bulk of which had arrived straight from the fields of Agropromkomplektatsiya-Kursk. The agrarian holding orientates itself very well on the farm

equipment market.

"We have worked on the Kursk soil for over 5 years," says Iosif Bres, the agrarian holding's director for crop production. "In two years, we have increased the area from 3,500 to 32,000 hectares. Today, more than 30% of the agricultural equipment on our farms comes from AgroCentre. What matters to us more than anything is the well established servicing. Their

engineers come at the first call. As spare parts go, they always set realistic delivery dates and never fail us."

On the field, the guests watched a variety of Challenger machines, from wheeled and tracked tractors to seeding and tilling complexes and sprayers supplied by the AGCO Corporation from the US. The reliable, wide-grip Amity Single Disc pneumatic seeder with an inter-row space of 15 cm and a 10 t bin is ideally suited for large areas.

Many farmers saw for the first time the excellent work of the Kverneland PN 100 swivel plough in linkage with Challenger MT685D (300 hp) tractor. Fitted with a strip-type mouldboard, the plough is particularly effective in operation on wet black earth soils.

After an impressive demonstration, the Kursk farmers came to the conclusion that such equipment affords the best chance of successful competition in conditions created by WTO. As Valery Globin, director for production of the Russky Yachmen LLC aptly pointed out, this is expressly the type of intense farming in which progress is assured not by increasing the surface areas but by the use of innovative technologies.

*By Yekaterina GALUSHKINA*

**The current year brought records to the Kursk farmers. They became the Central Federal Region's champions in grain harvesting. The grain total of the oblast came to 4 million tonnes, for which it was awarded the Grand Prix of the Golden Autumn 2013 All-Russian Agro-Industrial Exhibition. At the Farmers' Day, the agrarians received congratulations they well deserved.**



## Let's multiply the results!

Aleksandr Mikhailov, the oblast governor, noted that the dynamic development of the region's agriculture and its excellent results are products of those who spare no efforts in assiduous work on the ground. Handing out the well deserved awards to the workers, Mikhailov pointed out that the course for introduction of the latest technologies and modern equipment will be continued. This obviously improves both the economy of the village and its social life.

Representatives of AgroCentre came to congratulate the farmers on their holiday. This year also bore ample fruit for the Kursk branch of the company. Compared to the previous year, its sales of agricultural equipment doubled. Especially popular is the AGCO equipment. Sales of Challenger

wheeled tractors grew by 120%, those of caterpillar tractors by 50%, and of self-propelled sprayers by 70%. The supplies of Vaderstad, Kverneland and Challenger mounts increased by 80%.

"This is a major indicator showing that our farmers are now more concerned with highly productive equipment that helps them work more profitably," says Aleksandr Logvinov, Executive Director of the Kursk branch of AgroCentreLiski. "I congratulate all the Kursk farmers on their excellent achievements. May their results multiply next year! For our part, we shall willingly help them in this, supplying them with state-of-the-art equipment and first class servicing."

*By Anna BORDUNOVA*



## EVENTS

# An ideal couple

**AgroCentreLiski successfully operates in many regions of the Central Black Earth Zone. At the seminar with demonstration of modern technologies held in Povorinsky district, Voronezh oblast, the company came up with one of the AGCO (US) flagship products, the Challenger MT685D wheeled tractor linked with the Sunflower CH1435-26 disc harrow.**

Voronezh farmers immediately baptised this duet “the ideal couple.”

“The tractor is powered by a very efficient engine, AGCO POWER™,” says Yuri Shentsev, Sales Manager of AgroCentreLiski. Thanks to the excellent quality of assembly and high strength of construction, these tractors do their job day in, day out, without

an hour of idle time.

The farmers were particularly impressed to see how a single push of the button on the gearbox lever activates the One-Touch system (automatic system of turn-around strip), which, by using the ISOBUS net, retains in its memory and then reproduces a sequence of repeat operations.



Many duly appreciated the Sunflower heavy disc harrow. The machine can employ both traditional and “minimum till” method. According to

Yuri Shentsev, the harrows have become heavier, which improves the tool’s penetration and increases its wear resistance.

By Yekaterina GALUSHKINA

## The Five got gold!

**AgroCentreLiski took part in the VoronezhAgro 2013 exhibition, a traditional agricultural event in life of the Black Earth Zone. It presented there the Challenger MT 585D, the tractor currently most in demand.**



treating seeders and transportation systems.”

The guests noted the superior comfort of the cabin. The chief advantage of the tractor is its engine arrangement. This includes the time-tested AGCO SISU Power 7.4 litre electronically controlled engine, recognised the world over for its power, reliability and fuel efficiency.

The exhibition jury gave the highest possible mark to the Challenger products.

The tractor got the gold medal, whilst AgroCentreLiski received the exhibition’s certificate “For excellence in creating advanced production technologies and making a substantial contribution to the development of domestic farming.”

The Challenger MT 585D (235 hp) tractor immediately drew the farmers’ attention.

“This is a medium draft tractor,” says Ildar Agayev, AgroCentreLiski Sales Manager. “The machine is in high demand with the farmers. It’s finely suited for work with a plough, cultivating or grain

By Yulia SALKOVA

## Don’t relax yet!



**This year, together with Krasnodar Territory and Kursk oblast, Lipetsk oblast was in the top three regions in terms of crop yield.**

Oleg Korolyov, head of the oblast, pointed out that over the last 20 years the agro-industry has become the most modernised segment of the region’s economy. But it’s not time to relax yet! The industry permanently needs new machinery and technology. More than 1,500 farmers, concerned over the next year’s crop production, gathered at the Lipetsk-Agro exhibition.

AgroCentreLiski presented a master of classical tillage, the Kverneland RN 100 eight-furrow swivel plough linked to the Challenger MT 685D

tractor.

“A good harvest starts with soil treatment,” says Nikolai Kunitsyn, head of the sales department of AgroCentreLiski. “The plough finely prepares and levels the field surface, embedding crop residues and crushing earth clods. Its service life is 25% longer than rival models due to the special tempering of wearable tool areas.”

Guests of the exhibition appreciated the treatment quality. Many farmers wanted to personally test this plough.

By Yulia SALKOVA



# Breakfast with Väderstad



**Väderstad machines are known the world over. The high quality, superior adaptability and effectiveness of these seeding and tilling machines are duly recognised by Russian farmers. The corporation continues to grow. Its latest news and products were “served up” to journalists at a breakfast which was arranged in an open buffet style at the Agritechnica 2013 exhibition.**

Greeting the audience, Christina Stark, Väderstad General Director, talked about the corporation's consolidation on the global market. Its turnover last year grew by 16%, reaching € 240,000,000.

In 2013, Väderstad became the sole owner of the Canadian company SeedHawk, after co-owning it since 2006. It plans to manufacture Tempo cultivating seeders there.

“We see a great potential for SeedHawk machines,” says Christina Stark. “Their presence on the North American market is a pledge of success. Tempo will become an important product, enabling us to penetrate this market. Along with the SeedHawk product range, this will increase our chance for success.”

For the second year in a row, the Rapid seeding complex won first place in terms of sales in Russia. This year, another remarkable event occurred which confirmed



the machine's impeccable reputation. Based on results of a survey run by the Association of Agricultural Equipment and Technology Testers and the Krestyanskie Vedomosti media group, the Rapid A600C system won the gold medal in “The best seeding and planting machine” category at the Golden Autumn 2013 exhibition. Russian farmers evaluated 105 seeding systems in terms of operational

convenience, reliability and servicing.

The journalists were also introduced to the Väderstad production capabilities in Russia. The Russia-based product range came by one more

model, the Swift light-weight, low-draft force cultivator. This tool was already presented on the Russian market last year. However, Väderstad made some modifications in it pursuant to requests of its customers, Russian farmers among them. For example, among other upgrades, the supports were replaced for better overlapping, floating wings were added for better terrain following, chassis clearance was increased by 8 cm, and the central draft rod was lengthened by 20 cm for reducing the turning radius. Now in trials is a model with a packing wheel as a tool for better clod crushing and extra packing.

The Spirit seeder, recommended to Russian farmers for seeding by “classical” and “minimum till” technologies, emerged at Agritechnica in a new light, as a machine for seeding after strip tillage in grain and rape production. The use of the strip seeding technique (a Strip Drill concept developed by Väderstad) makes the seeding thicker than that obtained by using the traditional Strip-Till method. Thus, it becomes possible to seed more.



Cultivator Swift



Seeder Spirit

By Yulia SALKOVA and Anna BORDUNOVA



# Non-standard decisions into life!



**The Podovinnoye Agricultural Production Co-operative (Oktyabrsky district, Chelyabinsk oblast) has been working in the region over ninety years. Thirty of those years are in the work record of Sergey Petrovich Melnikov. He started here as an engineer of the machine and tractor fleet. Before he turned 30, he became head of the entire farming enterprise.**

Today, the Podovinnoye co-operative is the most advanced of its kind in the region and Sergey Melnikov is respected for his colossal professional and life experience, as well as for his loyalty to the cause. He is wholeheartedly bound to his native land and his farming enterprise.

Sergey believes that due to the harsh natural and climatic conditions of the Urals, decisions in local farming need to be more courageous and non-standard in their approach. One of them at Podovinnoye was preservation of dairy stockbreeding while other farms slaughtered their cattle.

"Dairy farming will not pay so long as the per-cow milk yield

is 2,000 to 3,000 litres, which was exactly the case with us till 2006," explains Sergey. "Then we realised that we were short of a steady supply of high quality fodder. To obtain it, we needed first class equipment. So we fully renovated our fleet with new imported machines. AgroCentre supplied us with many fodder procuring and self-propelled machines. I'm very pleased with them. This year alone we acquired two Challenger LB 34 pick-up balers, six Sunflower harrows and two 370 hp Challenger caterpillar tractors."

The results are obvious. Last year each cow on the farm yielded 6,000 to 7,000 litres of milk. This year the figure comes

close to 8,000. The yearly gross production amounts roughly to 15,000 tonnes. This is a tenth of the milk production in the entire oblast.

At Podovinnoye, we started using the yard housing method. For this purpose, we rebuilt the housing and acquired Holstein pedigree cattle in the US. Construction of a modern milk production complex with an output of 60 tonnes of milk per day is close to completion. The introduction of new technologies increased work efficiency and gave our workers a respectable salary.

In crop production, too, we chose untraditional ways.

"Traditional methods reign supreme in crop production of the Chelyabinsk oblast," says Sergey. "Nearly all the farms grow soft and hard wheat, barley and oats. This results in huge over-production, weak demand on the market, hence, low prices. We gave up practically all those crops. Instead, we now grow maize, soya and sunflower. The demand for them on the oblast market is high and stable on the part of poultry and pig growing farmers. This makes our crop production profitable, too."

All the forage for raising bovine cattle grows on the fields of our farm. This includes alfalfa (2,000 hectares), maize for grain and silage (6,000 hectares), sunflower (5,000 hectares) and soya (560 hectares).

## INFORMATION

### Podovinnoye APC

- 6,000 head of bovine cattle, 2,140 of which are forage-fed cows
- 26,000 hectares of arable land
- 240 workmen

Podovinnoye has its own vegetable oil production plant. This processes 700 tonnes of seeds per shift.

Sergey notes that today the enterprise operates steadily, brings a profit and creates jobs in the village. However, it is not clear what lies ahead for farming in future.

"I won't deny that without state support we'd never do so much," says Sergey. "The year 2007 brought something like euphoria with loans and subsidies, all of which ended just as abruptly as it started. The 2012 payments are also in arrears. The banks are refusing to give us credits despite our impeccable credit record and the growth of our profits from 160 million rubles last year to 190 million in the current year. At the moment, we do not know what is to be done. I only hope that the state and local authorities will not neglect the farming industry altogether given that the start was so promising."

By Yulia SALKOVA





# A hero of our time



**According to the estimates of experts, over recent years the Russian caterpillar tractor market has grown significantly. Compared to last year, AGCO alone increased its sales of Challenger caterpillar tractors by 25%. The experts of AgroCentre point out that many farmers have reconsidered their attitude to caterpillar tractors. In many parameters, they are obviously superior to their wheeled counterparts.**

Better off-road capability, minimal skidding, lower on-soil pressure: such are the merits for which farmers have called the caterpillar tractor "the king of the fields." The facts justify this nickname. The caterpillar tractor's on-soil pressure is 0.4 atm, whereas that of the wheeled counterpart with doubled tyres is 0.6 to 0.8 atm. The wheeled tractor's skidding ratio is 8-12%, while that of the caterpillar counterpart is a mere 2 to 5%. The farmers say that thanks to the caterpillar tractors' higher efficiency and up to 10% lower fuel consumption, they, the farmers, can pay a salary to their machine operators! Depending on the type of the machine or operating conditions, such a tractor consumes 3.4 to 4.5 litre per hectare. As Vladimir Chernyshov, product manager of AGCO disclosed, the caterpillar tractor draft is 20% higher than that of its wheeled counterpart. This makes it possible to use heavy, wide-grip machines. Compared to wheeled tractors, caterpillar tractors damage the soil less, preserving its fertility. Due to their better off-road capability, they can start field work earlier. The MobilTrac chassis is a special feature of Challenger

tractors. This ensures high output at high speed.

"AGCO is steadily improving its MobilTrac technology," says Vladimir Chernyshev. "Two

extra rubber layers were added to the sophisticated structure of the Challenger tractor caterpillar. This will extend its service life still more."



Challenger caterpillar tractors are fitted with strong support rollers coated with a protective layer of polymer that resists mechanical damage and makes it possible to operate on stony soil. The operating and repair expenses do not exceed those for a wheeled tractor. If used properly, the caterpillar will serve up to 12,000 motor hours. The operating life of the wheels is 5,000 hours. So, while the caterpillar is still on the job, the wheeled tractors will have to stop at least twice for replacements.

Challenger tractors have a number of other interesting features. An innovative hydraulic system with even flow distribution regardless of the load (load-independent flow distribution) allows you to perform several operations at a time. The spacious cabin is crammed with smart options such as the Tractor Management Centre (TMC) or One Touch turning control system (this can store up to 35 sequences of operating procedures on a turning strip).

Another forte of caterpillar tractors is their ability to travel over asphalt roads, like wheeled tractors, without damaging the road surface.

By Anna BORDUNOVA



## [ AGROCENTRE RECOMMENDS ]

# Love at first sight



**Massey Ferguson has been a member of the AGCO family since 1995. Over the years, it has won the sympathy and respect of European farmers. Starting this year, AgroCentre presents this brand also on the Russian market. In this issue, AgroCentre recommends powerful, high-tech grain combine harvesters.**

Massey Ferguson 7347 Activa combine harvesters present innovative technologies in grain crop harvesting. Reliable, simple in design and easy to use, the Free Flow reapers harvest all types of crops. The Schumacher drive provides a fine cut even at high speeds, assuring up to 1,200 cutting operations per minute.

Another new feature of this model is a device that synchronises the reel revolutions with the speed of the combine movement. The threshing drum width (1,600 mm) tallies with that of the feed chamber and rotor separator. This prevents resistance to vector changes in the flow of the threshed mass, thus thwarting power reduction and harvesting loss.

The drum feeder of the

inclined chamber with adjusting fingers smoothly loads the thresher along all its width. High quality threshing is assured by a threshing drum with eight rasps and extra weights. The high inertial mass assures the steady and smooth speed of rotation. The grain bin (8,800 l capacity, discharge height 4.5 m, unload rate 85 l/s) assures the superior efficiency of the combine and its ability to discharge into any vehicle.

All of the Activa combines feature an automatic reaper levelling capability. This system most precisely follows the terrain profile.

The AGCO POWER six-cylinder engine (267 hp) fitted with a super-charge arrangement and electronic control system ensures the optimal operating conditions. The hydrostatic 4-step gearbox guarantees the required movement speed in different operating conditions.

The MCS rotary separator with an adjustable pre-drum gap reduces grain loss on the racks in work on wet grains and in case of intense supply.

The combine grain cleaner is manufactured to the highest standards.

"The combine-treated grain can go directly into storage without pre-conditioning," says Sergey Chichai, head of the Chelyabinsk branch of AgroCentreZakharovo LLC. "The high degree of separation in the pre-drum area is achieved through the different spacing between the rods, which assures high threshing quality. Nearly 80% of the combine harvester components are made from stainless steel, which is why they are far less prone to corrosion compared to rival machines."

The six pin straw shaker with a pin amplitude of 150 mm effectively separates the free

grain in straw. High efficiency sieves are used for thorough cleaning of the grain mass. A crushing distributor with notched blades regulates the degree of fineness.

The MF 7347 Activa combine reapers are designed for optimal pick-up of a wide range of crops.

## EXPERT OPINION

**Sergey Melnikov, head of the Podovinnoye Agricultural Production Co-operative:**

"They won my heart directly! In late autumn, we participated in harvesting maize and sunflower. Despite extremely difficult conditions, we harvested 3,000 hectares, which, by far, is not these machines' limit! They are so powerful, reliable and efficient! I now understand why they are so popular in Europe. We didn't doubt our choice for one minute. We bought at once from AgroCentreZakharovo three Massey Ferguson harvesters fitted with Geringhoff 8-row reapers. I'm sure that given the right servicing by AgroCentre, they will serve us for a long time."

By Yekaterina GALUSHKINA

**Massey Ferguson Limited was established in 1847 by Daniel Massey in Newcastle, Ontario, Canada. It was one of the world's first manufacturers of mechanical combine harvesters. In the 1930s it put on the market its first self-propelled grain harvester.**



# Discover the world of



**The shortage of grain storage facilities arises as an acute problem each time the harvesting turns up. Where and how to keep the harvested crop? Is it worthwhile to pay an outsider elevator or would it pay to invest in building one's own?**

Today more and more proposals are advanced for building efficient elevators for farms. Beginning this year, AgroCentre has been offering Russian farmers post-harvesting equipment from the North American company GSI. GSI International, USA, is the world's leader in the development and production of modern technologies and machines for grain treatment. Those include grain storage silos, driers and transport

machines. GSI products have been popular with farmers for more than 40 years due to their impeccable quality, durability and high efficiency.

"AgroCentre supplies both individual 'elements' of grain processing equipment and, in association with its partners, packaged solutions, such as turn-key elevators," says Sergey Sobolev, head of the grain technologies department of AgroCentreLiski LLC. "This means design, construction,

equipment delivery, installation, commissioning, automating, launching and subsequent

round-the-clock servicing.

Grain driers play an important role in putting the grain into storage. GSI manufactures modern fully automatic driers of modular and tower types for treating grains, legumes and oil crops. The grain driers can run on different kinds of fuel, such as natural gas, liquid propane or diesel. The choice of tower- or modular type of dryer depends largely on the consumers' needs and the specifics of their farms.

Well suited for small farming enterprises are modular drying and cleaning facilities with an output from 4 to 100 tonnes per hour. These are single, two- or three-module systems. In order to increase their output, they can be fitted with extra sections."

Modular driers do not need a special foundation. They are supplied virtually assembled and are fast to put into operation. Their servicing needs dedicated transportation mechanisms, for instance, a loading and unloading conveyer, unloading batcher, etc. Effective drying is ensured by low-noise fans working at 1,725 rpm. Heat generators run at minimal fuel consumption due to their high efficiency. It is particularly

profitable to dry grain on an industrial scale in tower type driers. The tower driers occupy a small area, they are fast to erect and their height varies from 30 to 40 m. The fans are fitted inside the grain column, which is why the noise level is significantly lower. The output of such towers is 100 to 300 tonnes per hour. A heat recirculation system ensures maximum fuel economy and reduces the cost of drying. Due to the absence of conveyers in loading/unloading, the tower type driers treat the grain more carefully.

"Use of the GSI drier of one kind or another enables the farmers to bring the grain moisture content down to the ideal level," says Sergey Sobolev. "Therefore the grain obtained is of superior quality and sells at the best possible price."

*By Yekaterina GALUSHKINA*





# The Red Giant, a standard for Russia!



**AgroCentre introduced its customers to the Massey Ferguson brand when they visited the company's tractor assembly plant in France. Every farmer in Europe knows this brand. The company's logo, "a trebled triangle" has become for them a symbol of success. AgroCentre believes that this will also bring success to our farmers.**

The plant in Beauvais has been operating since 1994. In that year, it was incorporated in the AGCO group.

The guests watched all the stages of production, from engine assembly to the final test drive of finished machines. Each tractor consists of 3,500 components. Some 9,000 parts are available at the depot at all times. Every day, 75 tractors, with power rating from 65 to 370

hp, roll off the production line.

"Each machine is a combination of modernity and production expertise gathered over 160 years of manufacturing," says Richard Markwell, Vice President and General Director of Massey Ferguson in Europe, Africa and the Middle East.

Massey Ferguson was the first company to develop products we can't do without today. Among them are the rear three-point linkage for tractors, crop production maps and automatic control system. Over the last five years, the company has invested more

than 200 million dollars in development of new products. It places special emphasis on economic efficiency of tractor engines. Recent tests carried out by PROFI magazine showed that the AGCO Power engine (capacity 8.4 l) installed in the MF 8600 series demonstrated lower fuel consumption than other engines.

The MF 8600 series includes tractors with power rating of 320 and 370 hp. Those have been nicknamed the 'Red Giants' for their high power and superior endurance in the field.

The AGCO Power engine (Common Rail fuel supply system and four valves per cylinder) has no peers in terms of power. The electronic controls ensure non-stop regulation of fuel injection with regard to engine rotation and load. This feature is the basis of the product's economic efficiency.

The Dyna-VT transmission, offering maximum operator comfort, was developed with an eye to the machine's many years of work loads. The variable speed transmission is surprisingly simple to use. The gears are not shifted and there are no interruptions in linkage or power supply.

The unique power control lever quickly and easily changes direction of movement and shifts gears. This feature is particularly convenient in compression and fodder procurement.

The Dynamic Tractor Management (RTM) function adjusts the engine

speed (rpm) according to the work load in order to minimise fuel consumption.

The Electronic Linkage Control (ELC) system effectively regulates the load, ensuring a more precise setting of treatment depth and a terrain following procedure. The spacious cabin is designed with four, not six, supports, for improved observability. All the controls are arranged on the right armrest. The OptiRide Plus suspension sets ideal shock absorption and levels out the cabin position.

In addition, Massey Ferguson tractors are fitted with GPS and GLONASS navigation systems for precise tilling and monitoring all work parameters and machine movements.

**Nikolai Moskalyov, Director of ZAO Agapovskoye JSC (Chelyabinsk oblast):**

"It was interesting to learn about another item in the AGCO product line. I think that the MF 8600 tractors are just what we need since they are very economical, despite their power. And power is a must on Russian fields where big and heavy tools are used. It may be the Red Giant for Europe, but for us in Russia it's a normal standard!"

By Yulia SALKOVA







# New Year with AgroCentre

Dear friends!

Our heartiest greetings and best wishes to you for a Happy New Year and Merry Christmas. We cordially thank all those who were with us this year. In the coming 2014, AgroCentre will stay on course for development, doing its best to be closer to you. We are always willing to maintain long-term cooperation and friendly relationships.

On behalf of all our team, we wish you fine health, more joy, and superior results at work. Happiness and love to you and your dear ones!

*Faithfully yours, the AgroCentre Team*

## Announcements

### 25-31 January

Trip to AGCO Canoas plant, Brazil, visiting the leading agricultural enterprises

### 4-7 February

Grain-Combined Fodder-Veterinary Medicine 2014 (Exhibition Centre, Moscow)

### February

Visit to the Laverda plant of AGCO in Italy

### 12-14 March

AgroProm Exhibition (Exhibition hall of Tyumenskaya Yarmarka JSC, Tyumen)

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