



## Harvesting is a delicate process...

Here comes the hot season of harvesting. Not a single moment can be lost during this time. Therefore, farmers need efficient, high-quality machines. Our journal will tell you where and how to find such machines. We have prepared several detailed articles dedicated to harvesting machinery for you. Just read and choose!



## Russia-wide trade show!



## Machines of the future



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# Russia-wide trade show



**AgroCentre's exhibition site became the biggest at the All-Russia Field Day in Altai area and, without any doubt, the most visited.**

Over 40,000 visitors from 50 regions came to the All-Russia Field Day.

'It is gratifying that the All-Russia Field Day is held in Altai area, which possesses a great potential', commented Aleksandr Tkachev, Minister of Agriculture.

AgroCentre showcased machinery produced by three long-established manufacturers: AGCO, Vaderstad and JCB, and a new brand Zaffrani, an Italian manufacturer of sunflower headers.

'Zaffrani manufactures unique row free headers,' says Denis Tyurin, Executive Director of

AgroCentreZakharovo in Siberian region. 'It is very important for Altai area because it is one of the largest sunflower growing areas: over 550,000 ha of arable land is sown with sunflower.'

The greatest attention was granted to tractors, the heroes of the fields. The guests had a wide range of models to choose from: the Challenger MT 845C (440 hp), the Massey Ferguson 8690 (340 hp), the Fendt 724 (240 hp) and the Fendt 936 (360 hp).

'Over the last eight years, Fendt machinery has not been presented in Altai', says Denis Tyurin. 'AgroCentre has made these machines available again.'

This brand aroused an intense interest. Two farmers from Kemerovo oblast set their hearts on the Fendt tractor.

'I've always said that a Challenger tracked tractor is a farmer's dream, but now I am dreaming of a Fendt', says Nikolay Nadeyev. 'It is really prestigious to have a tractor like this, its functionality is exceptional.'

Artur Movsesyan, his neighbour, is also dreaming of a Fendt tractor. Meanwhile, he has bought a Challenger tracked tractor from AgroCentre and is very satisfied with the machine and the service.

'Our cooperation with AgroCentre

is based on trust', says Artur Movsesyan. 'We never let each other down.'

The guests had an opportunity to see different models of JCB loaders both at the exhibition and during the show. The JCB 434S front loader is a unique machine for farms with a big cattle herd. It is an ideal solution for silage harvesting and manure disposal.

'This year, we will make an experiment and harvest silage with a JCB loader at Anuyskoe enterprise', says Denis Tyurin. 'We will analyse the silage quality and compare it with other available samples.'

Philip Westman, Area Sales Manager for East Europe at Vaderstad proudly presented the Tempo precision drill. The ability to keep a precise sowing rate for a wide range of crops makes this machine unique.

Immediately on the eve of the Field Day, Tempo was awarded the silver medal of Agrosalon - 2016 exhibition, which proves its outstanding features.

'Today we have seen several seed drills, which are claimed to be replicas of Vaderstad machines', says Philip. 'It is a real proof that for Russian farmers Vaderstad is a flagship lighting the way forward.'

By Svetlana WEBER

# Smart investments only



**Attracting investments in the farming sector has become the key topic of the Trans-Urals Field Day held in Kurgan oblast (Ketovo district).**

Farmers were also interested in investments, only not the outside ones but their own. To be more exact, they were looking for efficient agricultural machinery, which is the best thing to invest in.

'Farmers seek for versatile and cost-efficient machines', says Dmitry Gerasimenko, Executive Director of the Kurgan branch of AgroCentreZakharovo. 'Such machines pay back quickly and

generate larger benefits.'

From this point of view, the JCB 531-70 Agri telescopic handler (7-m lifting height, 3,100 kg max lifting capacity) became the most popular machine on the site. Every farmer knows about its wide range of maintenance capacities. Besides, its price is fixed in rubles, which provides excellent insurance against unfavourable currency exchange rate development.

From the perspective of smart investments, the guests were interested in the Massey Ferguson 8690 (370 hp) tractor. Despite all its power, this is one of the most cost-effective machines due to the unique continuously variable transmission (CVT). This

transmission conveys the torque to the wheels. The CVT sets the optimum operating speed for different field conditions and chooses the best engine speed. This smart transmission reduces fuel consumption by 10-15%.

AgroCentre was awarded the Diploma of the Exhibition for machines versatility and cost-efficiency. Sergey Pugin, Director of the Department of Agriculture of the region, praised the impressive capacities of the machines and the possibility to fit them with precision farming systems. He observed that it was good that both foreign and domestic machinery was showcased at the exhibition. Farmers must have a choice.

By Yulia SALKOVA

# Affordable quality



All machines have earned a good reputation for reliability and are in high demand.

Alexey Semennikov, representative of Molkon farming enterprise, was looking for a powerful tractor not less than 300 hp. The Massey Ferguson 8670 caught his attention.

'This 6-cylinder engine tractor is perfectly suitable for large-scale enterprises', says Aleksandr Grigoriev, Director

**The Field Day in Yaroslavl oblast gathered many farmers from different regions of the country. The Yaroslavl branch of AgroCentreZakharovo also opened the doors of its booth presenting machinery manufactured by AGCO and Väderstad.**

of AgroCentreZakharovo. 'It is powerful and highly productive and fuel-efficient.'

The Valta 193 T Series tractor also received its share of attention. This machine is in great demand both in Russia

and worldwide. The specialists consider this tractor the best machine for tough operating conditions.

'The machinery offered by AgroCentre is always delivered on time, never breaks and needs

only scheduled maintenance', says Vladimir Korotkov, Chairman of Kolos farming enterprise. 'Last year, we mastered silage bale wrapping with the help of the JCB 531-70 loader. If Yaroslavl oblast grants us subsidies, like it was last year, we will buy the machinery from the reliable partners.'

According to Sergey Yastrebov, Governor of Yaroslavl oblast, there is a very good chance that the farm will receive the subsidies it hopes for.

'This Field Day has shown how fast the farm machinery sector is developing', says the Governor, 'our goal is to make it available to farmers. AgroCentre also does its best to make the machinery more affordable for the clients. Besides, there are some good leasing conditions and interesting special offers.'

'The trade show was very productive', concludes Viktor Ovchinnikov, Head of the Yaroslavl branch of AgroCentre, 'we have concluded a lot of agreements for spare parts purchase; quite a few people are planning to switch to our machinery.'

By Olga ATANOVA

# 'Schumachers' and butterflies

**Voronezh oblast occupies the leading position in terms of dairy and beef herd size development. In order to boost the milk yields and weight gain, the farmers turned their attention to forage and, respectively, to forage machinery.**

Twenty dealers presented all possible solutions for forage harvesting at the dedicated Field Day in Ertel district. Over 100 guests visited this event. AgroCentre demonstrated the machinery for all types of enterprises.

Forage harvesting is a real 14-20-day race. Even a slight delay can lead to nutritive value decrease. The Massey Ferguson WR 9840 (137 hp), self-propelled mower is a true 'Schumacher', it suits large-scale farms perfectly well. Depending on crop density, the Massey Ferguson WR 9840 can work at a



speed of up to 25 km/h.

AgroCentre's specialists demonstrated high-speed forage harvesting and told the guests of the event about the machine's features.

'This mower has the most powerful cooling system compared to the rival models',

says Mikhail Petrov, Sales Manager of AgroCentreLiski, 'due to the multiple stacked radiators, automatic torque control and automatic reversing every 15 minutes. Ground following can be easily adjusted while operating, by changing the lateral tilt, ground pressure and working mode, which increases

the machine's performance.'

For smaller farms, the company demonstrated Challenger mowers coupled with the Fendt 722 Vario (220 hp) tractor.

The Challenger M991 TL windrower together with the Challenger M310 FZ front-mounted mower present an ideal 9-meter forage harvesting option. This combination ensures the best weight distribution, reduces tractor wear and makes it very manoeuvrable in the field. Each mower component works independently in a floating mode, which ensures efficient mowing of grass of any density. The machine forms a neat bale without any dirt or foreign materials.

The windrowers are completely reliable, all cutter bar units are bolted together so they can be replaced in a matter of minutes. All attachments are equipped with mechanical damage protection system.

By Yulia SALKOVA

# Ploughman deserves the best!



**The ploughmen from all over Russia have gathered to demonstrate their skills at the fifth All-Russia Ploughman's Day. The event was held on the territory of the tractor park at Pyshminskaya Valley where AgroCentre dealership facility is located.**

Thirty-four participants from twenty-nine regions of Russia and foreign countries came to demonstrate their skills! Among the attendees of the competition were ploughing virtuosi

from Estonia, Great Britain, Slovenia, the Netherlands and other countries.

Vladimir Yakushev, Governor of Tyumen oblast, made an opening speech.

'Events like this are aimed at promoting a positive image of the profession of a farm machine operator', said Vladimir Yakushev. 'I hope that the Ploughman's Day will let us show how interesting it is to operate modern farm machines and help us to attract young employees into the rural sector.'

AgroCentre presented everything necessary to make farming more efficient and the operator's work — more interesting and comfortable.

For the test drive, the company trusted the guests with the best tractors: the Massey Ferguson 8690 (370 hp) and the Fendt 936 Vario (360 hp). The Massey Ferguson tractor is distinguished by ease of operation and reliability. It can be coupled with wide-cut implements perfectly well. The well-thought-out transmission mechanism ensures maximum performance, reduced physical load and optimal fuel consumption in any conditions.

When AgroCentre's guests got inside the Fendt 936 Vario, they immediately forgot that they were sitting in a tractor cabin. The lucky testers of the Fendt machine admired the smoothness and softness of its movement, going as fast as the wind at the speed of 60 km/h up and down the hills without reducing the speed.

'No matter how perfect the implement and the tractor are, they will not even move without an experienced operator, let alone ploughing well', says Artyom Ozhogin, Executive Director of AgroCentreZakharovo. 'Many managers of farming operations understand that a good ploughman deserves the best. Currently, farmers take into account not only the technical and economic characteristics of machines but also operator comfort. And in this respect, our machines are beyond competition.'

By Yulia SALKOVA

## Innovations start and win

**Agricultural trade show PenzAgroTekh - 2016 gathered over 200 representatives of farming business. AgroCentre demonstrated the capacities of its machines: the Fendt 936 Vario and the Challenger MT855C tractors, the TopDown 900 stubble cultivator and the Carrier 625 XL.**

'Currently, the Carrier 625 XL is the most innovative machine on the Russian farm machinery market', said Aleksey Kirsanov, regional representative of Vaderstad Service Department in the Central region of the RF, 'it has not dissipated a single agronomist.'

The disc harrow needs just one pass to prepare the soil. This efficiency is ensured by the front CrossCutter knife, which chops the stubble and mixes it with the soil. The harrow can be additionally equipped with the BioDrill, which makes it possible to till the soil and sow small-seeded crops in one pass.

"X" in the name of the harrow means X-shaped disc

placement which distinguishes the implement from its competitors', says Aleksey Kirsanov. 'This setup prevents the implement from being carried aside even when moving at a high speed.'

Having set his eyes on this miraculous machine, Kamil Boreyev, Head of Vasilisa farming enterprise (Penza oblast), could not help buying it. The harrow was sent to his fields straight from the trade show.



'In terms of innovation, Carrier is not in the least inferior to TopDown', asserts Aleksey Kirsanov. 'It has become a dream of many farmers. This versatile machine can be used for both shallow tillage and for tillage at 30 cm. Some farms use it instead of ploughs.'

Andrey Tyurin, Director of Voskhod farming enterprise (Penza oblast), also praised the quality of AgroCentre's machines. He has a Challenger MT685D tractor operating in his fields. 'The machine is very reliable, touch wood', says Andrey.

However, superstition has nothing to do with it, declares Artem Simbulatov, Head of Penza branch of AgroCentre.

'We are sure of the quality of the products we offer', continues Artem, 'that is exactly why the warranty period for our machines is one year and longer.'

By Olga ATANOVA



# From ploughs to space technologies!

**The Voronezh Field Day celebrated its 10th anniversary. The exhibition demonstrated its high class, surprising Russian farmers with both the number of guests and the variety of modern agricultural machines.**

The anniversary took place in Liski district, Voronezh oblast. Remembering the very first trade show, Viktor Shevtsov, Head of the district, noted that the first exhibition had also taken place in Liski district. 'At that time, we searched for the best cutting-edge machines for demonstration addressing all dealership centres', says Viktor Shevtsov. 'Back then, even a plough produced by some foreign manufacturer seemed to be space technology. Currently, there are plenty of machines and intelligent solutions, in which the

space is used for the benefit of the agricultural sector.' Some of these 'space technologies' were demonstrated at the booth of AgroCentreLiski. The Trimble Navigation system operating via an RTK-station allows achieving a 2.5-centimetre positioning accuracy. Several tractors can work with the system simultaneously, the coverage area of the station is 60 km. AgroCentreLiski demonstrated 25 machinery units. All the visitors unanimously went straight to the Fendt 936 Vario (300 hp) tractor as soon as they

entered the booth. 'Currently, there are many good tractors on the market', says Mikhail Petrov, Sales Manager of AgroCentreLiski. 'But only Fendt combines cost-efficiency and outstanding comfort.' At the demo show, the guests especially liked soil tillage performed by the Vadesrtad Opus 6-meter cultivator. 'It is a more powerful "brother" of the famous TopDown, only without discs. Instead, it has a number of roller options', says Pavel Vilchinsky, Regional Representative of Vaderstad.

'This package makes the machine even more reliable, allows operating on waterlogged soils and handling large amounts of residue.' AgroCentreLiski presented the FAE mulchers and cutters to the farmers of Black Soil region. The mounted equipment implements had proved their efficiency working fallow fields. The company was awarded the Golden medal of the Jubilee Voronezh Field Day for the diversity of machinery and innovations.

*By Yulia SALKOVA*

## Unique combination

**The 16<sup>th</sup> Kursk Korenskaya Fair took place in the midst of hot summer days. AgroCentre displayed the best agricultural machinery of the world-known brands as a long-standing partner of the event.**

The guests of the fair had an opportunity to take a close look at the Challenger machines: the ROGATOR RG 1300 self-propelled sprayer and the MT865C tracked tractor. The Massey Ferguson MF8690 tractor was also popular with the attendees of the event. The farmers using conventional tillage were interested in the Kverneland PN 100-8 Semi-Mounted Reversible Plough and the Exakta EL 1400 Fertilizer Distributor of

the same brand. Vaderstad machinery — the TopDown 500 cultivator and the Tempo R12 planter — became the highlight of the show. The TopDown 500 telescopic handler was especially popular with livestock farmers. Nikolay Filonov, owner of a farm in Kursk oblast, had already bought a Massey Ferguson MF7624 tractor. At the fair, he paid special attention to the JCB 531-70 F loader. The guests from Oryol came to estimate the technological progress.



Specialists from Bely Fregat Group of companies scrutinized the TopDown cultivator and the Tempo planter. 'We have heard a lot about its high-speed planting without any loss of quality', says Aleksandr Busyrev, Director of Oryol-Moloko farming enterprise. 'We would like to try this unique combination for ourselves.'

The representatives of APK-Chernozemye highly praised the promptness of the service department of the Kursk branch of AgroCentreLiski. Currently, over 15 units of machinery purchased from AgroCentre operate on the farm. The enterprise is always happy with the service!

*By Diana TUTBERIDZE*



## Farming 'gurus' work in the Urals

**The Field Day in Chelyabinsk oblast was a large-scale event, which revealed a good demand for farming machines.**

'Technical re-equipment of our farmers is intensively underway', says Boris Dubrovsky, Governor of Chelyabinsk oblast. 'If last year the regional farmers

invested into machinery 870 million rubles, this year, the investments have already reached 100 million.' AgroCentreZakharovo demonstrated state-of-the-art solutions for all types of fieldwork. Actually, the majority of the exhibits were borrowed from the clients: the machines had been purchased even before the start of the trade show. Among these units was the Massey Ferguson

8690 (370 hp), purchased by Krasnoarmeyskoye LLC.

'This machine was assembled in Russia', says Sergey Chichyay, Head of the Chelyabinsk Office of AgroCentrZakharovo. 'Very soon, the tractor will be included into the programme of governmental subsidising.'

Asylbek Erenenov, Director of Krasnoarmeyskoye LLC, shared his impressions about the

Massey Ferguson machine.

'It can be used for a wide range of farming tasks', says Asylbek. 'Powerful, reliable, operator-friendly! This is the best option of all the tractors on offer.'

The JCB 531-70 telescopic loader was also very popular with the farmers. The reason is not only its versatility: the farming producers were very interested in the leasing offer at zero appreciation. Moreover, the price of the British machines is fixed in rubles.

The traditional demo show gave a spectacular finishing touch to the Field Day.

AgroCentre presented the farmer's dream - the Fendt 936 Vario (370 hp) tractor with the Challenger Sunflower 1435-30 disc harrow, a model of reliability – in action. The implement worked weed-filled soil immaculately evenly, without any ridges or grooves.

It was long before the exhibits could return to the booth: there was a significant queue of people impatient to try the most comfortable tractor in action.

*By Yulia SALKOVA*

## Simple and efficient

**Just before the start of the harvesting campaign, farmers of Oryol oblast gathered at the regional Field Day on the territory of Shatilovo Experimental Station. Even the recent severe weather outbreak could not frighten the guests and exhibitors. It took all night to put straight all the lopsided pavilions and booths.**

Over 50 companies presented farm machines. The Orlov branch of AgroCentre was among the exhibitors.

'In our booth, we demonstrate practically the full range of farm machines for fieldwork', says Evgeny Ankudinov, Head of the branch office.

The guests of the trade show enthusiastically tested the machines. For example, the JCB 531-70 telehandler won the heart of Sergey Vasechkin, Head of Teploye farming enterprise (Novoderevenkovsky district). The farmer purchased the machine the next day after the trade show.

NobelAgro farming enterprise also has a JCB 531-70 telehandler. The farm is located on the territory of 60,000 hectares in Oryol oblast. Vitaly Melnikov, Director of the enterprise, says that he was also considering buying some Rapid seed drills from AgroCentre. The implements can be used for direct seeding and are suitable both

for conventional and minimum tillage practices due to their powerful front discs. The Fendt 936 tractor became another highlight of the show. Its power (360 hp) and the self-levelling front axle suspension render it unrivaled in terms of reliability. The economic efficiency of the machine is ensured by the cutting-edge Deutz engine and the Vario continuously variable transmission. This powerful tandem allows reducing the fuel consumption by 15-20%, and the self-levelling independent wheel suspension ensures a 15% performance increase.

Along with the farm machines, AgroCentre presented service vehicles equipped with all the necessary diagnostics and repair tools. The vehicles made a great impression on the farmers.

'During the season, we work seven days a week', says Evgeny Ankudinov, 'we always have servicing engineers on duty, who are ready to start off any minute at the client's request.'

*By Olga ATANOVA*



GUEST OF THE ISSUE



# Sagymbay Rakhimov: there is life even on Mars!

Every leader is an extraordinary person possessing rich professional and life experience.

We met one of such people at Chelyabinsk Field Day in Chelyabinsk oblast. Sagymbay Rakhimov is the Head of Ural farming enterprise and Gama-Ural LLC. The first thing that strikes you about him is his kind-heartedness and simplicity of manner. One cannot help noticing the boundless respect

are among the highest in the region. However, it took us time to achieve success. We started in 1991. Those were difficult times: we made a lot of mistakes but we did not give up farming. As they say, "be of use where you were born"! That is why I came back to Kartaly district, my native place, after graduating

enterprises cope with all the livestock farming work. Currently, we have 400 lactating cows.

When everybody was getting rid of the cows, we decided to keep them. Dairy production requires a lot of work and at that time, it was a very unprofitable business, but one cannot only grow grain. The employees must have permanent occupation, not just seasonal work. Now milk is in demand.'

imported machines.

We implement combined tillage practices. We plough the soil once every three or four years. So far, we have been using domestically produced machines, but I am dreaming of imported ones. I am considering one plough offered by AgroCentre. By the way, we have a very good relationship with the company. I first got to know them in 2013, when I purchased a JCB loader, then I took part in the clients' trip to the Vaderstad factory.

I enjoy working with AgroCentre, we are on very good friendly terms. Sometimes I even forget that they sell machinery. They treat farmers like partners, not like a source of gain. For example, for this sowing campaign, we purchased three used Challenger tracked tractors from another company. The machines required serious damage analysis and repair. Any other dealer would have sent us to the place we had purchased the machines from: spare parts and servicing do not bring as much money as machinery sales! However, the guys from AgroCentre got down to work without further questions! They completed the repair works on time! Now our Challengers are working better than new!

By Yulia SALKOVA



on the part of his colleagues on the farming front – this is a very suitable name for the south Urals steppe area where Sagymbay Rakhimov works with his brother Sagyndyk. This region is characterised by the eternal fight for harvest.

## There is life even on Mars...

'They say it has been proved that there is life even on Mars, so there must be agriculture in the steppe', says Sagymbay smiling. 'We started from a 10-hectare farm. Every year, we add on more land, work unused areas. This year, we have sown over 13,000 ha. We grow cereals, soft and durum wheat, industrial and fodder crops. Our yields of cereals

from the Chelyabinsk Agricultural Academy. The most important thing is to work with passion!

## Crop farming is good but with livestock, it is even better

In 2014, Sagymbay took part in the special purpose programme dedicated to the development of family livestock farms.

'We received a grant, added our own funds, reconstructed the old farm and bought some Holstein cattle and farm equipment. Working on the farm became easier: more machines, less manual labour. Eleven people out of the 100 employed by our

## Dreams of a plough and not only

Sagymbay Rakhimov's farms are the leading operations of Chelyabinsk oblast. They employ the most state-of-the-art technologies and efficient machines. Only the self-propelled machines fleet of the enterprises comprises 40 units.

'We have different farming machines', says the Head of the enterprise. 'Domestically produced machines were good enough when we were just getting on our feet because they were financially affordable. Now, considering our extensive way of development when the only way to receive more profit is to work more land, we need high-performance machines. In this respect, you can't beat



# Innovation parade



**Twenty farming machines fell into rank like soldiers on a parade ground welcoming the guests of the joint Field Day hosted by AGCO-RM and AgroCentre.**

Over 200 guests of the neighbouring region gathered at the demonstration site of the largest dealership facility in Europe – AgroCentre dealership centre in Lipetsk oblast.

‘We are going to present both novelties and the well-known machines which operate everywhere from Krasnoyarsk to Bryansk’, said Nikolay Ivanishchev, Director General of AgroCentre-Holding. ‘All these machines have one thing in common — the cutting-edge dynamic solutions capable of bringing maximum profit to farmers. I think this is just what present-day farmers are looking for.’

The guests really showed a keen interest in the machines. Even the pouring rains did not bother them. Armed with raincoats, the farmers consulted sales managers matching the machines to their needs.

‘Import substitution is impossible without new technologies’, says Nikolay Tagintsev, Head of Administration of Lipetsk oblast, welcoming the guests. ‘That is why all the agricultural producers are here today! We are grateful to AgroCentre for being the basis for the development of state-of-the art technologies in the region.’

The machinery parade was headed by the Challenger MT 845C (460 hp) tractor. Farmers value the 800 Series tractors with the capacity of 610 hp for gentle soil handling, low slippage and an opportunity to start the sowing campaign earlier than their wheeled brothers.

‘The Massey Ferguson 8690 (370 hp) tractor was met with loud applause. These machines have earned a good reputation for the wide range of capacities, ease of operation and reliability. Over two hundred thousand tractors of this model are produced every year.

‘Since 2013, these tractors are assembled in Russia at AGCO-RM factory in Golitsyno’, comments Mikhail Zbar, AGCO Sales Director. ‘We are applying our best efforts to make these tractors eligible for

governmental subsidising as machines produced in Russia. Currently, the tractor can be purchased in leasing under favourable conditions offered by AGCO Finance, like many other machines produced by our company.

The self-propelled Massey Ferguson 9840 (137 hp) mower literally burst into the demonstration area: 25 km/h is its normal working speed. Together with a 7.6-meter draper header, the mower will help farmers to compete fodder harvesting within very short fodder preparation period.

Another tractor, the Massey Ferguson 7624 (235 hp), entered the demonstration grounds in tandem with the Massey Ferguson 2270 baler. This machine is very simple and reliable. The accessory

drive with automatic belt oiling reduces maintenance costs and time. The powerful pressing chamber has a system of automatic bale density regulation driven by the baler’s hydraulic system.

The guests were also fascinated by a machine capable of ideal performance in non-ideal conditions – the Massey Ferguson 7370 Beta forage harvester. All the running components are reinforced, which allows avoiding breakages and downtime during the harvesting. The combine was equipped with a 7.7-meter PowerFlow grain header. The header uniformly feeds the mowed plants heads first, which ensures stable loading of the separator and improves performance and threshing quality.

The compact and manoeuvrable Valtra T193H (190 hp) tractor back-drove to the viewers. The unique integrated secondary steering system enables the operator to move in both directions by simply turning the chair.

The Fendt 936 Vario (360 hp) tractor coupled with the single-disc Challenger 9830-40 seeder (working width — 12 m) earned a tidal wave of applause. The machine combined completely incompatible qualities: the unsurpassed power and tractive force and cost efficiency.

‘Now farmers are not looking for a cheap or expensive machine’, says Vitaly Pikalov, Head of a farming enterprise (Khlevnoye district, Lipetsk oblast). ‘They choose machines that will bring profit to the owner in the short-term and long-term perspective. If we speak of tractors, it is undoubtedly Fendt. We also should not forget about the operator comfort. There are very few experienced operators in the village. We must create ideal working conditions for them so that they would run to work! I wouldn’t mind working on a Fendt myself!’

*By Yulia SALKOVA*





## AGROCENTRE RECOMMENDS

# Exquisite production of machines of the future



**During their visit to the Väderstad factory in Sweden, the AgroCentre customers learnt where farming machines of the future are born and how to preserve, literally, every kernel.**

Today's progressive Russian farmers are hard to astonish. They visit international trade fairs and farm machinery factories worldwide. However, they were stunned by Vaderstad production facility. All the guests could not but admire the impressive level of automation and robotic applications, pinpoint accuracy of metalwork and the highest management of all production processes. A lot of them noted that it is not only high-technology, but also a truly exquisite production. The testing in the granite quarry allayed the last concerns about the quality and reliability of Vaderstad products.

The field demonstration displayed the whole range of manufactured products — cultivators, disc harrows and drills. Vaderstad offered another surprise and allowed the guests to observe the operating machines very closely: the trailer with the visitors was driving simultaneously with the farming machines, just two metres away, which enabled the guests to see in detail how

the unit tools were working the soil, in other words, the working process was fully visualised.

The new Tempo planters became the highlight of the show. The 16-row TPL16 Combi had been debuted at Agritechnica trade fair in Hannover last autumn and some of the visitors were already familiar with the equipment. The first two units will arrive at Russian fields next year, and from 2018, the Tempo TPL16 will be widely available in Russia. The farmers are looking forward to it! Superb performance (operating at 15-18 km/h) and the highest seed placement quality is a marvelous combination ensuring maximum efficiency.

The 18-row Tempo TPR 18 planter with 45 cm row spacing can be transformed into a 12-row planter with 70 cm row spacing for sowing maize and sunflower. The machine drew the attention of operations that sow both sugar beets and row crops. It can plant in min-till conditions and apply fertilisers due to a front-mounted hopper. The machine will also be available in 2018.

The Russian visitors also evaluated the E-service system operation. Fitted optionally on grain drills and precision planters, it controls the number of seeds distributed equally into each row. The guests were eager to check the system performance on their own, counted a certain number of seeds, put them into the planter, and the system then counted and distributed the seeds accurately. A lot of AgroCentre's customers already have Vaderstad machines operating in their fields. For instance, Krasnaya Zvezda farming operation (Oryol oblast) has two Spirit drills it is very happy with. The farm with 3.5 thousand ha of land and 400 head of milk herd grows winter wheat, spring barley, sunflower,

grasses, maize for grain and silage. According to Aleksandr Timokhin, Vaderstad puts the end customer in priority, they value the opinion of those who operate their machinery. Factory specialists visit the farm and fix all the defects if they find any.

'There was a problem with unfolding markers', says Aleksandr Timokhin. 'The factory specialist identified it and sent us new markers of improved design some time later.'

The operation is planning to acquire the TopDown in the nearest time and the Carrier — around spring time. This tour of the factory has made the management positive that this is the right choice.

By Svetlana WEBER



# American practices in Russia

The key difference of the American practices is the 56-cm row spacing — instead of the 45 cm conventional in Russia. Such spacing makes it possible to unify the agricultural operations and enhance their efficiency as the same seed drill or tiller may be used not only for sugar beets, but also for maize, soybeans and sunflower. Moreover, it facilitates sugar beet harvesting in muddy conditions.

TRIO, the largest sugar supplier of Lipetsk oblast, also took this technology on board. The company has been operating six- and eight-row Amity harvesters for a year now. This year, they have acquired six 12-row sugar beet combinations. Aleksandr Retinskiy, TRIO Deputy Director for Crop Production, first saw them in the fields of his colleagues from South Dakota (USA) during the visit to the Amity manufacturing plant arranged by AgroCentre. Purchase of harvesting combinations became a pressing issue when the company employed long-term storage of sugar beets. The Amity harvesters made such practices possible as the machines harvest the root crops very gently without damaging them. The defoliator comes first removing the foliage off the sugar beets and preparing the way for the harvesters. Such combined harvesting helps to reduce the damage to the root crops greatly. The defoliators track the ground contours and cut the tops exactly at the set depth.

As a rule, harvesting starts in mid-August. Thanks to its capacity, Amity allows performing the so-called 'cold



**Amity sugar beet harvesters won the favour and loyalty of American farmers long ago. The Russian farmers using American practices for cultivating sugar beet production also give them well-deserved credit.**

harvesting', which starts late in September — early October. Each machine harvests 70 ha per day. It is 15-20% more than self-propelled machines do. After the crop is harvested, it is stacked into piles up to 10 m high. The ambient temperature at the time should be below 15 °C. To prevent sugar beets wilting, the piles are covered with heat- and waterproof material. For long-term storage, the piles are ventilated with forced air and deep-frozen using fans and ambient air. Air ducts are placed on the

surface or buried in the ground all over the pile site, the fan forces the ambient air in the ducts pushing the warmed-up air out of the pile. Such active aeration is performed in the autumn period before the onset of frost. Sugar beets are naturally deep-frozen in the regions with enduring winter frosts. For a few days before the frosts, the piles are aerated with forced sharp air. The sugar beets are frozen down to a temperature of -12–15 °C. The piles with frozen sugar beets are thoroughly insulated.

Thus, the sugar beets can be stored almost till the end of June without virtually any loss of sugar.

'Thanks to this technology, the sugar mills and refineries we ship to can operate from February to April, meanwhile the majority of sugar plants have to shut down temporarily for the lack of raw material', says Sergey Lomantsov, Director of AgroCentreLisk. 'It ensures a more efficient use of the factory facilities and produces a great economic effect.'

Aleksandr Retinskiy confirms the statement.

'Due to longer storage of sugar beets, the period of sugar plant work can be sufficiently extended', says Aleksandr, 'As a result, we have one plant doing the job of two. Can you imagine how much you save? Building another plant would cost incredible money, so would staff recruitment.'

The Amity equipment not only makes the switchover to the American cultivation practices easier, but it also helps the farms to save their money. The harvester combined with the defoliator and 240- and 360-hp tractors is a little more expensive than a self-propelled 6-row harvester, but its output is, without exaggeration, twice as high. Moreover, the tractors can be used for both sowing works and soil tillage before and after harvesting, which is twice as profitable. The design of the trailed harvester is quite simple, and, unlike the self-propelled harvesters, the machine requires minimum maintenance costs.

By Olga ATANOVA



AGROCENTRE RECOMMENDS



**Massey Ferguson tractors are world-renowned for their fuel-efficiency and superb power capacities. Our farmers, however, trust only their own eyes and experience, and AgroCentre is aware of that. For a number of years, the company has held regular farming machinery demonstrations at the facilities of Russian farming operations.**

In this sowing campaign, SPK Koelginskoye farming operation (Chelyabinsk oblast) and AgroCentreZakharovo test-drove the Massey Ferguson 8690 tractor (370 hp) with the Challenger Sunflower 1435-30 Disc Harrow (9.2 m) attached. The result amazed the farmers.

Sergey Rovny, Chief Engineer of SPK Koelginskoye, describes: 'After the tractor arrived at the field, an AgroCentre engineer attached the harrow and adjusted all the settings very promptly, and we got down to work. It is a really versatile tool. We cultivated the field before

planting maize — 80 hectares per shift — and were very happy with the quality: the field surface was perfectly levelled and the tillage depth matched the settings of 11 cm. The harrow was driven ("driven" is the key word here, not "dragged behind") by the Massey tractor smoothly, evenly, without slipping.

This harrow was also trailed by domestically produced tractors and by a tractor of an American brand, all — 350 hp. Mind you, it was quite a challenge for them to be "in one harness" with the Sunflower!

However, most of all, we were fascinated by the fuel-

efficiency! It is a high-power tractor with a considerable tillage depth, but it consumes, on average, 7.7 litres of fuel per hectare, which is 4.3 litres less than consumption of a domestically manufactured tractor, and 1.2 litres less than of the tractor of another foreign manufacturer, i.e. 344 litres and 96 litres per shift respectively. It is worth reviewing payback of machines. Are Russian tractors really so cheap? Are all imported machines equally fuel-efficient? Definitely, the Massey Ferguson excels at both perfect tilling and considerable money saving!

*By Yulia SALKOVA*



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**Announcements**

**12 August**

Field Day. Krasnoyarsk, premises of Minderlinskoye experimental farm

**18-20 August**

AgroChelyabinsk – 2016 Trade Fair  
Tractor Ice Arena, 38, Chelyabinsk

**18 August**

Demo Road Show, Barnaul



**12+**

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