

# AGROЦЕНТР News

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The corporate journal  
of AgroCentre



## The best again!

**AgroCentre receives an award for the largest JCB machinery sales**



## Guest of the Issue

**Aleksandr Cherepkov: Agriculture is in my blood**



## Kverneland spare parts

**Quality, price, durability**



### Hot topics:

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# We are the best again!

**During the JCB dealer conference, held in Sochi on 13-14 February, AgroCentre received the prestigious award for the largest sales of JCB equipment once again.**

Having sold 211 items of JCB equipment over the past year, AgroCentre beat its closest rivals. This result became possible due to the professionalism of the employees and the competent strategy of the company management.

'We have extensive experience in sales of JCB equipment, supplying these machines to the Russian market since 2011', says Nikolay Kunitsyn, Sales Director of AgroCentreLiski. 'The high qualification of our specialists,

both in sales and customer service inspires confidence in our customers. We do not just sell expensive equipment, but offer our customers solutions to various problems. The high quality and efficiency of JCB equipment, the manufacturer's support and our high loyalty to clients have enabled us to achieve such results.'

Dealers from Russia and the CIS were brought together at the JCB conference, where they learned about the company's strategy and the results achieved over the year

and discussed the questions related to customer service and financing. The highlight of the event was the presentation of the new machine, JCB 541-70 Agri Pro Telehandler.

AgroCentre has developed the character of a true winner over the years, so the JCB award joined the company's extensive collection.

'It is always pleasant to be the first, however, we are not going to rest on our laurels', emphasises Sergey Lomantsov, Executive Director of AgroCentreLiski. 'There is a huge amount of work in store for us, as

today the market offers more and more unique machines deserving the farmers' attention. Therefore, we are planning to increase our sales of JCB machines up to about 240 units this year.'

*By Viktor BARGOTIN*



## It's high time to study!

**AgroCentre's Sales Department staff keep improving their professional skills. The latest training was dedicated to AGCO-RM machinery.**



Eleven Sales Managers of AgroCentre took part in the training session, which was held at GolAZ automobile plant in Golitsyno (Moscow oblast), where AGCO-RM production site is located.

AGCO-RM specialists conducted interactive training on equipment manufactured by Challenger, Fendt, Massey Ferguson and Valtra. During the seminar, the participants had an opportunity to compare the machines to their counterparts, which helped to highlight the main advantages of the equipment. After-sales service of equipment, service and leasing programs were also among the main topics discussed.

'Our sales department specialists participate in training sessions several times a year', says Viktor Ovchinnikov, Head of Yaroslavl branch of AgroCentreZakharovo. 'Such trainings play a key role in providing high quality service and building long-term relationships with our clients.'

This year, AGCO-RM together with AgroCentre continue introducing new machinery to local farmers. The novelties presented in the Russian market in 2017 will be the highlights of the new demo shows and trainings; among them, the powerful Fendt 1000 Vario Wheel tractor, the legendary Challenger MT800E Series track tractor, the multi-purpose low-power MF 6713 wheel tractor as well as the new generation of Massey Ferguson 7600 and 8600 tractors.

*By Viktor BARGOTIN*

# With a single touch of the hand



**The new Valtra SmartTouch operating system has received one of the most prestigious awards in the field of design — If Design Award. This award is considered a world event in the new technologies industry. In 2017, it was claimed by 6,400 participants from 54 countries.**

The control system is a special SmartTouch armrest, equipped with a user interface. It allows the operator to access all the functions of the machine and control the tractor parameters. 'SmartTouch is mounted on Valtra Tractors equipped with engines ranging from 135 hp to 405 hp', says Dmitry Gerasimenko, Head of Kurgan branch of AgroCentre. 'From the

point of view of usability and functionality, it has no rivals.' Valtra SmartTouch combines a comfortable armrest with a multi-function control lever, valve switches, rear clutch control and a power take-off, touch screen and control keypad making all tractor functions easily accessible to the operator. Images taken from the Auto-Guide

system and from the security camera are displayed on the SmartTouch screen.

'SmartTouch has already received two awards: If Design Award and Red Dot Award', says Kimmo Vihinen, Head of Customer Service and Industrial Design Department at Valtra. 'Our scientific research and experimental design work have led to the

creation of a new standard in the industry.'

Valtra Tractors have also received several international awards, including Tractor of the Year 2018, Best design 2018 and Machine of the Year 2018. The SmartTouch control interface is already available on Valtra A, N, T, S Series Tractors.

*By Daria DENISOVA*

At the enterprise producing Massey Ferguson grain harvesters, the customers and employees of AgroCentre saw the harvester production line and learned about the machinery assembling and painting process. The representatives of AGCO-RM demonstrated the entire range of products, made a presentation and told the guests about the history of the company. 'AgroCentre organises about 5 or 6 visits to manufacturing plants in Europe annually', says Sergey Lomantsov, Executive Director of AgroCentreLiski. 'During these trips, our customers learn about the novelties and get acquainted with their technical characteristics, which ultimately plays the key role in choosing a specific piece of equipment.'

The clients of AgroCentre from



**The farmers prefer doing their shopping shortly before the start of the agricultural season. That is why AgroCentre brought its customers to Italy, where they set off on an exclusive tour of AGCO-RM manufacturing plant.**

Voronezh, Lipetsk, Yaroslavl, Orel, Belgorod oblasts and Altai Krai were satisfied with the trip, which also included some cultural and educational programme.

'Over several years of cooperation with AgroCentre, we have added two modern Massey Ferguson 8690 Tractors to our machinery fleet', says Victor Gross, Deputy Head of Stepnoye farming enterprise (Altai Krai). 'Today we need to buy a new harvester, therefore, we are here. This trip is a great opportunity for us to see with our own eyes how and in what conditions the equipment is produced. Everything is organised at the highest level. We thank AgroCentre for this opportunity.'

*By Viktor BARGOTIN*



# Incentive for top achievers

**Sell the equipment and get a bonus! JCB knows how to energise and motivate dealers in Russia. The company has held a campaign aimed at improving the sales of unique JCB loaders – the 434S Wheeled Loading Shovel and compact telehandlers.**

Yevgeniy Lukyanov, Manager of the Engineering and Technical Department of AgroCentreZakharovo, and Roman Starodubtsev, Manager of Kursk branch of AgroCentre, demonstrated the best results in the campaign. AgroCentre News met with the experienced and ambitious professionals.

To appoint an interview with Yevgeniy Lukyanov turned out to be quite a challenge, as with his tight schedule on weekdays, he was hardly able to spare even half an hour. When we



met at last, Yevgeniy impressed us as a businesslike and dynamic person.

'I haven't had a spare minute since 8 a.m., in the winter season, we are also very busy. We arrange operator retraining sessions for the customers for them to be fully prepared and feel confident

starting work in spring. Farmers are usually not overloaded in the winter; on the contrary, the work at AgroCentreZakharovo is in full swing.'

Yevgeniy has been working for AgroCentreZakharovo for 7 years. Having graduated from the Agricultural University, he had had an internship for agricultural workers in Switzerland, Germany and at the enterprises specialising in organic farming. After that, he arrived to work in Moscow. By a twist of fate, in a few years, Yevgeniy came to work for AgroCentreZakharovo.

'I was 30 years old. I had to start everything from scratch: to build relationships with customers, to recruit staff, to train employees. Now AgroCentreZakharovo is one of the leading equipment sale and service companies in Russia. Selling the JCB 434S Wheeled Loading Shovel was a new experience requiring a comprehensive approach', shares Yevgeniy. 'We conducted a comparative analysis of the competitors, collected feedback from the farmers who had been using the machines. It took us a year to process and consolidate the information.'

AgroCentre has been

cooperating with JCB since 2011.

'The JCB 434S Wheeled Loading Shovel is a relatively new model in the Russian market', says Svetlana Petrova, Deputy General Director of JCB Russia. 'Despite being designed specifically for using at a silage trench, nevertheless, it is a versatile machine showing high performance anywhere. There are no equivalent models in the market.'

For his excellent job, Yevgeniy was awarded a trip to London by JCB.

'I have not been able to plan a holiday in advance for the past two years', says Yevgeniy Lukyanov, 'that is why this present from JCB is a big surprise for me.'

Yevgeniy has booked a trip to London as a present



for his wife for the International Women's Day.

'I hope to visit all the unique sights of London: Big Ben, Buckingham Palace, and Hyde Park.'

Roman Starodubtsev, Manager of Kursk branch of the Sales Department of AgroCentreLiski, sold a JCB 516-40 AGRI Compact Telehandler and received a mountain bike as an award.

'A customer from Kursk has acquired JCB 516-40 AGRI Compact Telehandler', says Roman Starodubtsev. 'It is the most compact machine in the range of Agri Loadalls. The JCB Telehandler is the most state-of-the-art equipment in



the world.'

'The campaign was focused on promoting specific machinery that is quite challenging to sell', continues Svetlana Petrova. 'Our goal was to encourage managers to get the target market share of small-scale farms by the end of the year.'

Roman Starodubtsev admits that he already had received a bicycle last year, but he did not have any time to enjoy riding it, so he has given it to the eldest daughter. Now he is sure that

the whole family will be happy to cycle together.

Svetlana Petrova, JCB Deputy General Director, promises that such campaigns will be held among the dealers regularly.

After all, it is an incentive for the employees and pleasant experience for their nearest and dearest.

By Daria DENISOVA

# Built to deliver!

**Traditional Open Day RM-Terex took place at Bryansk Arsenal factory on 28<sup>th</sup> February. Besides AgroCentre, the event was attended by around 200 representatives of industrial, agricultural and road construction enterprises.**

The regionally significant event brought together businessmen, farmers, machinery manufacturers and suppliers as well as local authorities. During the tour of the show room, Aleksandr Bogomaz, the Governor of Bryansk oblast, viewed the unique machinery at AgroCentre's booth with a keen interest. Mr. Bogomaz pointed out that both the versatile 'Made in Russia' tractor Massey Ferguson 6713 and the highly-powerful Fendt 1000 Vario are in great demand and have good prospects in the Russian agricultural market.

'The tractors meet the highest global standards. They are suitable for virtually any kinds of agricultural applications', says Oleg Pireev, Head of Bryansk office of AgroCentreLiski. 'The machines are so versatile, that they are equally good for road maintenance, timber harvesting and infrastructure maintenance in different areas, for example, in energy sector.'

Since the end of 2016, the Massey Ferguson 6713 mid-power tractor has been manufactured at AGCO-RM in Golitsyno. The model has become the first representative

of the global Massey Ferguson series designed on the basis of the extensive global experience available in the Russian market.

The powerful standard tractor Fendt 1000 Vario could not go unnoticed. Due to its outstanding features, manoeuvrability and precise operation, the tractor is a reliable assistant both in the field and elsewhere.

'The Open Day is a great

opportunity to present the machines to our new and long-standing customers', says Nikolay Kunitsyn, Sales Director of AgroCentreLiski. 'Events like this enable AgroCentre to build long-term fruitful cooperation with its customers.'

By Viktor BARGOTIN



## Starting a new season – with new machinery!

**Anticipating the sowing season, farming enterprises of KDV-Group in Oryol oblast are preparing to break in the new machinery supplied by Oryol office of AgroCentreLiski.**

The dispatch of the Massey Ferguson 7622 tractors to the customers is over. In strict

accordance with the agreement for machinery supply concluded as early as in November 2017,

14 new high-tech tractors have already reached their owners.

'The Massey Ferguson 7622 model is notorious for its quality of built and suitability for a wide range of applications', says Evgeniy Akkudinov, Head of Oryol office of AgroCentreLiski.

Additionally, special options

— first and foremost an air compressor and a pneumatic brake for coupling to trailers — were ordered and installed onto the tractors.

'The tractors can be coupled to chaser bins, enabling growers to handle sugar beets, for example. This way, the tractors will be useful both throughout the season and into autumn, which is great', continues Evgeniy Akkudinov.

The MONOPILL 12 SE sugar beet planters from Kverneland, a leading global farm equipment manufacturer, are being prepared for delivery. As many as 15 units have already arrived into Oryol oblast for KDV-Group. These farm tools are compatible with the Trimble high-precision auto-steer system which is installed onto Massey Ferguson tractors.

'A computerised MONOPILL planter is the guarantee of a rich sugar beet crop', believes Evgeniy Akkudinov. 'Each sowing unit is equipped with an electric drive and all operating parameters are right there at the display of the MF tractor.'

By Tatiana IGNATENKO



## Aleksandr Cherepkov:

**It has been a long time since Iskra farm (Oryol oblast) and AgroCentre formed an enduring friendship. The relationship has been proven by time and high-quality equipment.**

### 'Dealing with professionals is a pleasure!'

Iskra farm (Kucheryaevka village, Oryol oblast) has been on the agricultural map of Russia for over 25 years. Today, with the area of 2,000 ha, Iskra is a family enterprise growing peas, buckwheat, wheat, mustard and other crops. Viktor Cherepkov manages the farm, and his two sons, Sergey and Aleksandr, help him. Despite his young age, Sergey is an expert in agronomy, and Aleksandr is a highly skilled engineer.

'Farming is in my family's blood; therefore, I didn't have much career choice', says Aleksandr Cherepkov, smiling. 'Seriously speaking, machinery, especially farm machinery, has been my passion since his childhood.

I observed soil cultivation and harvesting with great interest. It is probably then that my desire to understand equipment was awakened.'

Aleksandr Cherepkov was born in Kursk oblast. After school he entered the Engineering Department of Oryol Agricultural University. Having graduated from the University with honours, he continued his studies at the postgraduate school and defended his thesis successfully.

'Farming means constantly facing different challenges. It can be compared to taking part in a competition: you overcome barriers and continue moving forward', says Aleksandr. 'Today, one of such challenges is the

lack of young specialists willing to relocate to the rural areas after graduation. In our turn, we, farmers, need to attract them by good working conditions, decent salaries and other benefits. Nothing is impossible. The lack of high-quality and reliable machinery in the domestic market also used to be a burning issue some time ago. As we can see, it is currently resolved thanks to numerous dealers including AgroCentre. 'Iskra' has been cooperating with AgroCentre since its foundation in Oryol oblast, after meeting at one of farming trade fairs.

'The Challenger MT555B Tractor was the first machine that we purchased from AgroCentre',

says Aleksandr. 'This tractor fascinated us by its versatility, which made it stand out as compared to other tractors. We were overwhelmed by its performance, and we decided to acquire more machines from AgroCentre to expand our fleet after seeing them in action. Since that time, we have bought a lot of equipment, including two Massey Ferguson Combines, two Kverneland GEOSPREAD spreaders, a JCB Loader and the long-coveted Fendt Tractor. Now, we have two of them.'

'The machinery delivers excellent performance', emphasises Aleksandr. 'The machines run like clockwork from season to season. Of course, sometimes they happen to go out of order or require some maintenance. We sometimes do it ourselves or call AgroCentre technicians, who arrive promptly and provide high-quality services.'

AgroCentre machines will definitely help to implement all the plans of Iskra farming enterprise. Its machinery fleet is large, but some part of it still needs to be replaced.

'AgroCentre offers attractive purchase terms', sums up Aleksandr. 'Besides, the dealer puts its heart and soul into the business, cares for each client delving deeply into each issue and solving it. This, of course, is engaging, and it means that the company staff are highly qualified specialists. It is a pleasure to work with such professionals!'

By Viktor BARGOTIN



AGROCENTRE RECOMMENDS

# Challenge to man and nature



Russian farmers opt for smart farm machinery. Development of modern farming technologies and the country's strategy of food security encourage a lot of farmers to buy advanced high-tech machines. The equipment and spare parts by Kverneland meet all customer demands: quality, price and durability.

## Work in extreme conditions

Pre-sowing tillage with Kverneland equipment is the key to success in the future. Proper soil tillage guarantees a higher yield and better quality, thus significantly increasing the profitability of the farm. Moreover, Kverneland is ready to work in virtually any conditions.

'We've been selling Kverneland equipment and spare parts for 15 years', says Sergey Tikhomirov, Head of Spare Parts Department of AgroCentre. 'We used the plough



in the most diverse conditions. We worked in a drought, when the soil was like sandpaper, resulting in maximum wear of the tools. We cultivated fallow land, with the plough

encountering large rocks, trees and other obstacles. And no matter what, the Kverneland ploughs were always up to the challenge, whether from the man or from the nature.

## Steel and heat treatment

Special heat treatment of Kverneland parts minimises wear, thus increasing work efficiency, eliminating downtime and reducing maintenance costs on the whole. Over 135 years of experience in developing heat treatment processes have resulted in unsurpassed quality and wear resistance of Kverneland products.

'It is not only the blade but the entire plough that undergoes full heat treatment', continues Sergey Tikhomirov, 'which significantly decreases its weight while enhancing reliability and ploughing quality. The tempered plough frame enables the manufacturer to use less steel as compared to the counterparts and gives the plough a low traction power and weight lift.'

## Quality test

There is one more way to increase ploughing quality and that is to use genuine spare parts from Kverneland.

'Technical tests were conducted in Sweden', explains Sergey

Tikhomirov, 'where specialists compared the level of wear of Kverneland spare parts with 4 different non-genuine, but identical spare parts. The results showed that genuine Kverneland spare parts are less susceptible to wear.'

The difference between the service life of cheap generic spare parts and genuine Kverneland parts amounted to over 41% for mouldboards and over 44% for reversible chisels. By purchasing Kverneland spare parts, the customer saves not

only time, but also money.

'It sometimes happens that customers try to save money and buy generic spare parts', shares Sergey Tikhomirov, 'but, disappointed with the purchase, they soon return to us to order time-proven genuine spare parts by Kverneland. When work in the field is full-on, there is no room for compromise. Only a reliable and proven solution will work, and Kverneland is the unequivocal choice of true professionals.'

By Darya DENISOVA





# The soil will be delighted!

**Just like any farmer preparing for the sowing season with the Wil Rich cultivators.**

The Wil Rich field cultivators are the industry leaders for strength and performance, which has been proven by different tests time and time again. Agricultural technologies are constantly developing, and, in order to meet farmers' requirements, the company is developing and introducing unique machinery, such as Wil Rich XL2 and Wil Rich QX2.

The Rich QX2 model features a floating hitch for more exact depth control in uneven terrain, and the optional flotation tires which serve to improve ground contour following.

The material distribution kit comes as standard equipment in the entire series. The kit distributes the weight over the trailed flotation device and the front gauge wheels, and increases stability during transportation. The hydraulic

front wheels on the main frame of the QX2 cultivator are equipped with suspensions for improved stability.

'Capable of working the soil up to 12 cm deep, the cultivators are designed for pre-sowing tillage and fallow management', says Nikolay Bashkirov, Head of Machinery Sales Order Department of AgroCentreZakharovo. 'The arrow tines do a great job of ground contour following additionally cutting roots of weeds. When used after a plough, the cultivator loosens the soil and prepares a uniform seed bed due to a packer wheel and special 3 rows of spring tines.

As for the Wil Rich XL2 cultivator design, it features a rigid hitch and makes it possible to operate at high speed on soils of different types. The high clearance and big distance between the

shanks in a row create good residue throughput/free flow without buildup. Just as the Wil Rich QX2 does, this model has additional finish equipment, i.e. a 3 row striegel-type spring tine harrow and a tubular packer wheel, ensuring excellent seedbed preparation. The tillage depth adjustment is performed mechanically with a lever at the front of the cultivator. The implements are available with two different shank types with a point pressure of 91 and 136 kg, correspondingly. The strong 5-beam frame made of 76 mm - 102 mm structural shape has been built for the most severe field conditions.

'The model range includes cultivators with a working width from 6.7 m up to 18.3 m', continues Nikolay Bashkirov. 'For better ground contour following, the Wil Rich XL2 cultivator is

equipped with tandem wheels, which ensures preset cultivation depth even on challenging terrain.' In addition, wider cultivators are equipped with gauge wheels on wings.

'At the beginning of this year, our machinery range was expanded with Wil Rich XL2 cultivator', says Sergey Shumskiy, Director General of Dolzhanskoye farming enterprise (Belgorod oblast). 'The machine is good, with a wide reach and depth adjustment, and, most importantly, it is practical and reliable. In spring, it showed itself to advantage during pre-sowing works, having cultivated 80 ha of land in a ten-hour shift. We were ready for the sowing season on time, for which we are grateful to AgroCentre, one of the best suppliers of high-end machinery in the Russian agricultural market.'

*By Viktor BARGOTIN*



## AGROCENTRE RECOMMENDS

# Soon in all Russian fields!



Application of liquid mineral fertilisers in the soil has been practiced a lot by European farmers. However, not all equipment can perform such a difficult application task, that is why AgroCentre presents the GFI injector machine by Guestrower Maschinenbau, which is able to revive any soil.

Agrochemistry supports the benefits of liquid fertiliser, which ensures impressive results providing prolonged action. As for the transition to in-soil minerals, agronomists note that the liquid form is the most readily available for plants, especially during droughts, and the concentration of the active substance in such fertiliser is higher than in granular forms. There are many methods of liquid fertiliser application, but injection with the help of injector wheels is the most common in Europe. The GFI machines are equipped with the system, which injects fertiliser 6 cm deep into the soil.

'This machinery features aluminum and stainless steel injector wheels fitted with hard alloy plated needles to protect them against wear', says Nikolay Bashkirov, Manager of Machinery Order Department of AgroCentreZakharovo. Each wheel has 12 needles, the distance between them is 13 cm, which allows us to apply more efficiently. This system of liquid distribution in the wheel is unique and is patented by Guestrower Maschinenbau. The working process is as follows: a certain quantity of fertiliser, depending on the speed and the application rate, is squeezed out under pressure into the soil through the built-in

valves in the hub of the injector wheel. Plants are fed through the roots, which absorb the nutrients in accordance with the growth requirement throughout the vegetation period.

The GFI working width is 3-15 m. The machine is equipped with independent suspension of each injector wheel. The equipment is ready to work with a fertiliser map at a variable speed. A great advantage is the automatic adjustment of dosing, which allows applying from 50 to 3000 litres of fertiliser per ha. Besides, the GFI can be connected to the speed sensor of the tractor, which guarantees the same fertiliser application rate at various speed.

'The equipment by Guestrower Maschinenbau is already widely used in the central part of Russia', continues Nikolay Bashkirov. 'It is mostly large-volume fertiliser spreaders and grain loader trailers. As for the GFI, the machine is now available for order, and the delivery starts in March. I believe that the combination of experience in the minerals injection machinery production, supported by our dealer and the efficiency of the liquid fertiliser injection through the injector wheels gives us the reason to believe that this machine will be successful in our country's market and will gain popularity.'

By Viktor BARGOTIN



# Spring reinforcement

JCB has expanded its range of attachments. The line-up of multi-functional buckets, which can be mounted onto agricultural machinery of the British manufacturer, has been reinforced with new models, enabling the company to strengthen both its product portfolio and loader capabilities before the coming spring season.

The JCB bucket line-up used to consist of 9 models. Now the number of buckets has increased up to 32. The new buckets feature a weld-on edge and easily detachable bolted forged tines of the upper grip. 'Whereas maximum bucket volume used to be 1.44 sq. m, now it is 1.66 sq. m.', says Vladimir Manukovskiy, Product Manager of JCB in AgroCentreLiski. 'Customers would often request multi-functional buckets of big volume, and JCB has accommodated the demand. The edges of all buckets are made of heavy-duty steel because mounted equipment is constantly under pressure. The new buckets are better protected against bending.' The improved bucket grip enables the operator to manipulate the material hassle-free.

The buckets are used

for cleaning out manure, slurry, round or square bales, as well as not bulky timber residue and construction rubbish', continues Vladimir Manukovskiy. 'The lateral profile of the attachments has an improved cut to minimise material buildup.'

The new models have been designed with work facilitation in mind. The size of the shield protecting the bucket against spillage has been increased, and with that the

excellent attachment visibility remains unchanged. The improved shield protects the hydraulic hoses against mud, preventing the machinery from failures. The new hydraulic cylinders with damping function have a reduced shock load and a longer service life.

'The increased volume and different modifications of the

new buckets are meant to make farmers' work more efficient', says Roman Vityazev, Business Manager for JCB mounted attachments in Russia. 'Now the operator will be able to move more material per working cycle. Correspondingly, they will accomplish all operations faster. And the greater functionality of the machines will eliminate the need to use additional machinery and equipment.'

The new lineup of JCB buckets is scheduled for release in the coming months. The entire mounted attachment range is covered by the manufacturer's guarantee.

By Darya DENISOVA





# The Kverneland iXtrack A28 - guardian of crops!

'One of these tools is the Kverneland iXtrack A28 Trailed Sprayer', says Nikolay Kunitsyn, Sales Director of AgroCentreLiski. 'It was designed for a competent, careful protection of crops from weeds, pests and diseases in combination with easy maintenance, minimum chemical application rate and low costs.'

What are the benefits of this model?

The Kverneland iXtrack A28 with a 2800-litre tank capacity is equipped with the 18-30-metre HSS horizontal folding boom made of high-quality Domex steel. When the boom is folded, its width does not exceed 2.5 m, which ensures easy transportation. Due to the triangular cross-section of the boom, hoses, nozzles and pipelines are securely and ergonomically placed.

The strong parallelogram system with two lifting cylinders gives no torsion whilst folding the boom in and out in tough working conditions.

**The combination of high technology, environmental friendliness and ergonomics have always distinguished Kverneland equipment. Its developers approach the case with an objective understanding of the needs of a modern farmer and the nuances of farming in different natural and economic conditions. That is why progressive farms all around the world acquire Kverneland machines. These are serious tools for cost optimisation and precision farming.**

In addition, a professional double trapezium balancing system ensures two modes of boom guiding. In flatland position, the boom is perfectly levelled out and compensates a wrong position of the sprayer compared to the field shape. In hilly conditions, the HBWP boom follows the inclination of the sprayer automatically.

The special design of the low linkage rigid drawbar together with the PTO shaft ensures an excellent manoeuvrability.

Due to the unique agitation system, the mixture is kept homogeneous during operation and can be easily switched off in case the tank is almost

empty and there is a foam risk.

The intuitive operation of the EasySet control panel makes life easy. The controls are separated in a suction and pressure side. The valves are well protected behind the cover: this keeps your operational area free of dirt and chemicals.

'We have already been using a Kverneland iXtrack A28 sprayer for two seasons', says Dmitry Oks, Manager of Belokurikha Farming Cooperative, Altai area. 'This is our first sprayer, we haven't experienced any difficulties with it so far. We use it for spraying our cereal crops, and the machine copes with the

task perfectly well.'

The model can be optionally supplemented with an intellectual iXclean system. The sensors analyse the actual tank volume and transmit the data to the display on the Easy Set control panel. With the iXclean Comfort system, the operator is able to remotely control the filling and rinsing functions of the spray lines. It saves the solution and eliminates chemical waste.

The Kverneland iXtrack A28 Trailed Sprayer makes crop management a well-established, 100% controlled and highly efficient practice.

*By Aleksandr KUTISHCHEV*



# Special Offer on the JCB silage grabs

# SAVE 10% on JCB silage defacing equipment

AgroCentre group and JCB offer a discount on JCB silage grabs.

From 1<sup>st</sup> March until 30<sup>th</sup> April, 2018, farmers have the opportunity to purchase JCB silage defacers at a special promotional price with an additional discount of more than 10%!

Check the list of items participating in the promotion with the managers at all dealership facilities of AgroCentre.



**Offer valid from 01.03.2018 until 30.04.2018**

For more details please visit AgroCentre dealership nearest to you or our website [www.agrocentr.ru](http://www.agrocentr.ru) in **Special offers section**

Scan QR code to get to the Special Offers page



## Announcements

**27-28 March**

Machinery. Technologies. Innovations. Science. Tyumen Agro 2018 trade show  
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AGROЦЕНТР

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