

# AGROЦЕНТР News

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# The more forage, the better



**This year, a demo show of the Kverneland FastBale round baler has been hosted by Tuymen Dairy Farms.**

As the farm was at the final stage of perennial and annual grass harvesting, the timing for the field test was perfect. The question all farmers face repeatedly is how to minimise forage losses during harvesting? Let's review what causes the losses in the first place.

The forage quality can be compromised at each stage of production as it is challenging to meet the essential requirements: proper moisture content and prompt ensiling in the bunker.

Seeds, fertiliser, crop chemicals and field works

during sowing and harvesting are huge cost items. Failing to prepare high-quality feed, farmers incur additional losses as they end up with useless waste occupying a lot of area that could have been used for cash crops.

The solution Tuymen branch of AgroCentreZakharovo offers is the Kverneland FastBale round baler. In tandem with a 200-250 hp tractor, the machine picks up the mown grass, forms 125x125 cm bales, applies the net and wraps the material with

film straightaway producing quality bales on the move.

The unique twin chamber concept ensures non-stop baling and wrapping and 40-60% higher performance as compared to the competitors. The unit produces up to 100 perfectly compressed and wrapped bales per hour.

Versatility is another advantage of the Kverneland FastBale. Besides baling, it can chop the mown grass, hay and straw for both feeding and bedding. The particle length is adjustable.

'Together with the farm management, we've decided to do an experiment: some bales have been left to ferment without preservatives, which means no additional

costs for the farm', recounts Ivan Potanin, Director of AgroCentreZakharovo Tyumen branch.

'The main objective of the experiment was to bale low-quality crop and evaluate the results after a few months of fermentation.

The farm is satisfied with the unit and is eager to include it in the fleet even before our experiment finishes as the baler has already helped to improve the logistics of the enterprise', states Ivan Potanin.

Shortly, the quality of the forage from the trial bales will be checked and – as nobody doubts – confirmed.

*By Aleksandr KUTISHCHEV*



# Ready to go in 10 sec!



**The unique Knock-on system developed by Kverneland has won a silver medal at Agrosalon 2020 Innovation Contest.**

Kverneland was one of the 47 nominees aspiring to receive the prestigious award.

The company's know-how enables operators to replace parts right in the field in no

more than 10 seconds.

'This award is very important to us', comments

Robert Cizac, CEO Kverneland Group SIC. 'However, it is still more important to make farmers see all the benefits of the Knock-on system. The new technology handles several tasks at once: improves labour efficiency, reduces input costs of the enterprise, optimises storage capacity and facilitates the operator's work.'

The system sets a new standard in ploughing saving 90% of the part replacement time. The robust universal Knock-on points can be used on both right-hand and left-hand plough bodies to boost equipment performance and reduce operating costs.

*By Viktor BARGOTIN*



# Massey Ferguson 8S: a new era of farming

**Massey Ferguson, a worldwide brand of AGCO Corporation, has unveiled the long-awaited MF 8S Series tractor at a digital event. The virtual launch was viewed by 65,000 people, half of them being farmers from all over the world whose invaluable feedback had contributed to the development of the new model range.**

‘We are not just launching a new tractor today but marking a new era for our brand’, says Thierry Lhotte, Massey Ferguson Vice President and Managing Director for Europe and the Middle East. ‘It is an era of easy-to-use, dependable and affordable innovative tractors. One million hours of the R&D, 200,000 hours of validation and the joint effort of 170 engineers were put into the development of the new concept. Designed by farmers, for farmers following seven years of testing around the globe and extensive customer consultations, the MF 8S Series delivers exactly what the operators have asked for.’

There are four completely new MF 8S Series models in

the range: the MF 8S.205, the MF 8S.225, the MF 8S.245 and the MF 8S.265. The manufacturer introduces straightforward numbering, where the last three digits stand for the maximum power from 205 hp to 265 hp, all the units come with an extra 20 hp from the Engine Power Management (EPM).

The tractor also puts more power to the ground. A new rear axle and increased oil flow improve the overall efficiency and versatility. Offering up to 10% more traction power and 20% more hydraulic flow, the tractor is capable of pulling wider and more power-intensive implements. The three-point linkage capacity is increased by 7% to 10,000 kg.

The MF 8S Series is powered by the latest Stage V AGCO Power engines delivering more torque and performance at low rpm. The maximum output is reached already at 1,000 rpm and remains at this point up to 1,500 rpm resulting in significant fuel saving.

The unique encapsulated engine sets the MF 8S Series apart from all other tractors. The distinctive Protec-U design with its 24 cm gap between the cab and the engine reduces noise and vibrations, improves cooling and boosts performance.

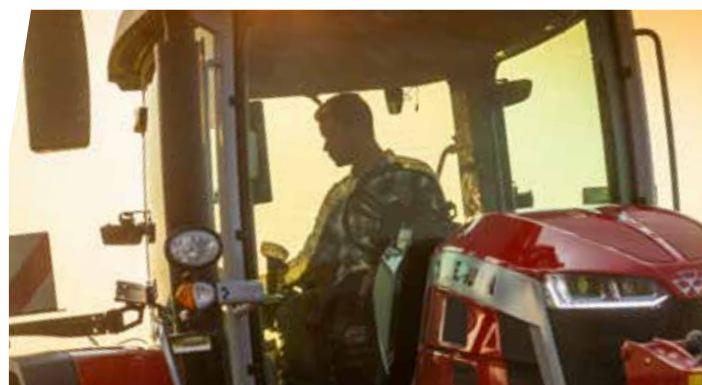
In addition to the enhanced engine, the MF 8S Series gets the new Dyna-7 gearbox, an evolution of the time-tested Dyna-6. With a total of 28 forward and reverse

speeds and 7 seamless gears, this semi-powershift gearbox ensures a 10% higher efficiency and consistent operation during the field works.

Optimum control and smart farming capabilities of the MF 8S Series tractors are provided via the MF vDisplay dashboard, the new comprehensive MultiPad control lever and the heart of the system – the updated Datatronic 5 terminal, which enables the operator to adjust all the ISOBUS compatible implements and make use of all the MF technologies.

The MF NEXT visionary concept, presented for the first time at Agritechnica in 2019, is now embodied in the MF 8S Series tractor. The dream of many farmers around the globe has come true!

*By Aleksandr KUTISHCHEV*



# Opt for Horsch!



**After an extended break, agricultural trade shows have resumed in the regions. The long-awaited event – Ryazan Field Day – took place at Vyshgorodskiy farming enterprise.**

AgroCentreLiski showcased a lineup of trailed equipment manufactured by Horsch. The Horsch Pronto 8DC seed drill is an excellent solution for the autumn sowing campaign. The high-performance implement is equipped with PowerDisc coulters maintaining a consistent depth and ensuring exact seed placement even in heavy soils. Massive output without compromising the sowing quality is possible at operational speeds of up to 20 km/h. The seed drill features a 5,000-litre double hopper for seeds and fertiliser allowing for a sufficient pressure on the cutting discs even without additional weights. The pressure is transferred to the cutting discs via the sophisticated hydraulic

system of the machine. If necessary, additional weights of up to 1,400 kg can be mounted on the frame.

‘We are huge fans of Horsch equipment’, says Aleksandr Shablov, Director of Zakat farming enterprise (Ryazan oblast). ‘There are two units of this brand in our fleet: a Horsch Pronto 12SW and a Joker 12RT disc harrow. The seed drill maintains a consistent inter-row distance of 15 cm, has a large hopper capacity, plants seeds and applies fertiliser at the same time. Last year, we sowed over 2,000 ha with seed drill and worked around 3,000 ha with the disc harrow. The equipment has operated without breakdowns, downtime or any other issues. AgroCentreLiski carries out all

the required maintenance. We are satisfied with the dealer.’

The Horsch Tiger 4MT cultivator is a proven tool for handling corn and sunflower stubble, lodged cereals and tall-stalked cover crops. The implement is capable of loosening virtually any type of soil to a working depth of 35 cm. Equipped with two rows of TerraGrip tines and MulchMix points with 45 cm tine spacing, the cultivator is perfect for deep tillage and additional mixing.

The third model of the brand displayed at AgroCentreLiski’s booth was the Joker 8RT. The Joker has been designed for shallow stubble cultivation to stimulate the germination of volunteer crops, interrupt capillarity and mix in harvest residue.

One of the competitive advantages of the equipment is the combination of high performance and low draft requirement. The Horsch Joker 8RT boasts improved operation at increased speed. The aggressive, serrated discs mounted in pairs ensure a high clearance.

‘Within several years of operation in Ryazan, our employees have built up an extensive customer base’, says Nikolay Kunitsyn. ‘Last year, AgroCentreLiski sold over ten Horsch units. It is a promising start attesting to the region’s great sales potential. We will do our best to promote sales growth, arrange more demo shows and increase Horsch machinery population in Ryazan oblast. Eventually, plans call for the construction of a new dealership facility representing all the brands of our partners.’

*By Viktor BARGOTIN*



# The longed-for event



**Due to the lockdown, almost no exhibitions, seminars or other outdoor events for farmers were held this summer, except for the regional Field Day in Lipetsk oblast on 4 September. Cutting-edge machinery, high-tech solutions, roaring engines and the long-awaited professional discussions filled the participants with joy and excitement.**

AgroCentreLiski brought a whole array of its agricultural machines to the venue. The dealer's display glowed with vibrant colours of the world-famous brands: JCB, Massey Ferguson, HORSCH, Kverneland, Gustrower, Zaffrani and Trimble.

'Today, AgroCentre has presented its flagship models to the farmers', says Nikolay Ivanishchev, Executive Director of AgroCentre. 'All machines are unique, reliable, powerful and fuel-efficient. They are designed for specific types of work and complement each other perfectly well both in the field and on the farm.'

This time, AgroCentre's booth showcased

predominantly AGCO tractors: the Massey Ferguson 6713, the Massey Ferguson 7715 and the Massey Ferguson 8737. The demand for the Massey Ferguson 6713 is extremely high among the local farmers. At the heart of the machine, lies a rugged and fuel-frugal 4-cylinder 4.4-litre AGCO Power engine delivering 130 hp. A simple open-centre hydraulic system is powered by two gear pumps: the 32 litres/min pump provides all the internal services, while the 58 litres/min pump allows the electronically-controlled rear linkage to lift 5,200 kg.

HORSCH is a manufacturer well-known worldwide for its broad model range, high quality

and affordable prices. HORSCH sets the highest standards of machinery development, design and production. At the exhibition, the company's dealer demonstrated the HORSCH Pronto 12 NT PPF FLD seed drill, the HORSCH Joker 8RT Classic disc cultivator and the HORSCH Tiger 4MT stubble cultivator.

'We have been AgroCentre's customer for four years', shares Denis Starostin, Head of Starostin farming enterprise, Tambov oblast. 'It was at a similar event that we saw the HORSCH Pronto 9 NT seed drill for the first time. AgroCentre's specialists described its numerous strengths, and we decided to buy it. We haven't

regretted it once because the unit performs really well and requires minimum repair. Every season, we sow winter crops on the area of about two thousand hectares. Not long ago, we realised that the farm also needed a high-quality trailed sprayer. AgroCentre recommended the Kverneland A28. Again, we trusted our dealer. And you can see for yourself how thoroughly the machine sprays the crops.'

The Field day in Lipetsk oblast became an important event for everyone engaged in farming in the region. After a long pause, manufacturers and suppliers of agricultural machinery, seeds, fertiliser and other commodities met with their clients to discuss crucial issues and solutions and sign new contracts.

By Viktor BARGOTIN





# Made to deliver superb performance

**For over twenty years, Kverneland has been supplying RN Series semi-mounted reversible ploughs to the Russian market. Farmers know first-hand that Kverneland products tailored to the local needs deliver exceptional performance at low maintenance costs.**

Kverneland RN is a robust semi-mounted reversible plough with a centre-mounted wheel and stepwise furrow width adjustment. In 2016, the manufacturer designed increased clearance and a wider depth wheel for the Russian market.

'Kverneland RN ploughs are the lightest in their class', says Nikolay Kunitsyn, Sales Director, AgroCentreLiski. 'The plough requires less pulling force, which results in lower fuel consumption, minimal wear and reduced stress on the tractor, and helps farmers to save money.'

The plough is constructed around a heavy-duty frame with a square 200x200 mm cross-section. The furrow width can be adjusted from 35 to 45 cm in steps of 5 cm by repositioning only one bolt in each leg assembly. The centre-mounted wheel, which ensures high manoeuvrability at turns and when ploughing along gutters and windbreaks, can be adjusted in accordance with the furrow width. The wheel assembly is linked to the turnover mechanism ensuring safe plough

reversal. The high underbeam clearance of 70 or 80 cm makes it easier to cultivate the soil in weed-infested fields.

'We bought a Kverneland RN 100-8 reversible semi-mounted plough last year', recalls Leonid Kharchenko, Manager of Kozinskoye farming enterprise, Belgorod oblast. 'AgroCentre held a field test of the attachment on our farm. We were impressed by its performance. Having compared the Kverneland RN 100 with similar implements of

other brands, we came to the conclusion that it outshines the competitors in many aspects. Besides, the dealer offered very good purchasing conditions, so we were just bound to buy the plough. By now, it has done 1,000 ha and we are happy with the results.'

Kverneland RN can be equipped with five to eight bodies placed at one metre from each other. The basic structure weighs from 2,650 to 3,360 kg, while the recommended tractor power range is from 150 hp to 400 hp.

Kverneland RN ploughs are available with a wide choice of bodies, skimmers, disc coulters. Upon the customer's request, a hydraulic front furrow width adjustment system can be installed.

'Our successful cooperation with AgroCentre and positive experience with Kverneland machines have encouraged us to purchase a RN 100-8 plough', says Aleksandr Troshin, Manager of Zaulye farming enterprise, Bryansk oblast. 'We have two Kverneland spreaders and one sprayer in our fleet. Now we've decided to buy tillage equipment of this brand, too. AgroCentre provides both high-quality machinery and professional service, which is of utmost importance when it comes to choosing a dealer.'

Kverneland uses a unique heat treatment technology in the manufacturing process. The 8-mm thick solid frame has no seams or bolted connections. This is the secret behind the robust and lightweight design of this series. Kverneland RN ploughs are suitable for any kind of field work and come with a number of moldboard and leg protection options. AgroCentre recommends these implements to all agricultural producers who value quality and superb performance!

By Viktor BARGOTIN



AGROCENTRE RECOMMENDS

# Time-tested friendship



**AgroCentreZakharovo has held a demo show of the Massey Ferguson 7724S tractor on the premises of its long-standing customer Tyumen Dairy Farms, part of Damate Group. The powerful and versatile machine has passed the test with flying colours**

When it comes to machinery, the enterprise never takes rash decisions. Tyumen Dairy Farms is one of the largest dairy operations in Siberia with the total herd of 12,000 head including 6,000 cows which produce over 150 tonnes of milk per day. The management of the enterprise pays special attention to nutrition.

'We use powerful machines to feed our large herd', explains Andrey Shitik, Chief Engineer of Tyumen Dairy Farms. 'To pull our robust mixer wagon, we needed a heavy-duty tractor, so we asked our long-term dealer AgroCentreZakharovo for a recommendation. We were offered to take a look at the Massey Ferguson 7724S.

The optimum characteristics and positive reviews of other users encouraged us to test the machine on our farm.'

On a hot summer day, the brand-new tractor arrived at Tyumen Dairy Farms to deliver exceptional performance in tandem with a powerful mixer wagon. The healthy and nutritious feed was mixed and delivered in no time!

'The machine has demonstrated all its competitive advantages', says Ivan Potanin, Head of Tyumen branch of AgroCentreZakharovo. 'The key benefit is its fuel efficiency. Every farmer's goal is to reduce fuel costs. In this respect, the MF 7724S is every

farmer's dream come true: it requires half the amount of fuel its rivals need to perform the same job. To prepare high-quality feed, it is very important to ensure optimal mixer operation, stabilising the PTO speed at 540 rpm.'

The MF 7724S is equipped with the unique PTO system maintaining the required speed of 540 rpm at low revs to deliver a 1030 Nm engine torque while consuming minimum fuel. Besides, the system cuts noise levels eliminating acoustic stress. This means cows can enjoy their feed in comfortable conditions and produce even more wholesome milk.

'Our machine operator was very happy with the tractor', continues Andrey Shitik. 'The Speed Steer function deserves special praise. Since the machine operates in confined areas, manoeuvring is quite challenging and time-consuming. Making a turn between two barns usually takes as many as four wheel rotations! The SpeedSteer system allows sharp turns to be achieved with just one rotation of the wheel saving the operator time and effort. Another important feature is Cruise control. The tractor can be set up at the touch of a button. It is very convenient and, most importantly, fast. This tractor is just what we have been looking for!'

After the successful demonstration, the machine joined the fleet of the enterprise. It is the first Massey Ferguson at Tyumen Dairy Farms, but not the first unit purchased from AgroCentre. The company supplied over 20 farm machines, mostly manufactured by JCB, to the enterprise.

'It is not enough to simply buy a cutting-edge machine', says Andrey Shitik. 'Prompt professional service is equally important. We are very lucky to work with AgroCentre. The qualified specialists of the company know exactly what we need and are always ready to help us. I am sure our time-tested friendship is leading us to success!'

By Tatyana IGNATENKO





# Soil-friendly power

**The robust high-capacity Fendt 1050 can cope with any task. Penza branch of AgroCentreZakharovo demonstrated all the talents of this versatile machine.**

The field test was held at Batkayeva farming enterprise, Kikino village, Penza oblast. The task set for the tractor coupled to a Horsch Tiger 4MT cultivator was to loosen the soil to a depth of 35 cm.

Every farmer knows that cultivation prepares soil for further field works.

'This soil preparation technology enables us to reach an ideal balance between the solid particles and air-filled pores', says Ruslan Batkayev, Enterprise Manager. 'In the past few years, instead of traditional tillage implements, we have been using a combined disc-and-tine cultivator, which has proved to be the best solution for our soil. A heavy-duty cultivator needs a powerful tractor to pull it. So, we asked AgroCentre for professional advice. The dealer suggested testing the Fendt 1050 in our fields, and we are very happy with the result.'

The key advantage of the Fendt 1050 is that it can perform the most complicated field operations previously tackled only by track tractors. The machine has more power and is more soil-friendly than any track tractor, so it is a perfect choice for heavy field work.

'The Fendt 1050 is a true all-rounder!', says Ali Umarov, AgroCentreZakharovo Penza Branch Manager. 'The manufacturer has designed

each part of the tractor with exceptional precision, making it an immaculately balanced tool capable of handling any task. It is the most technologically advanced multifunctional tractor in the market. Powered by the highly efficient 517-hp six-cylinder MAN engine with a cubic capacity of 12.4 litres, the tractor is indispensable for heavy draft work. The 800-litre fuel tank ensures uninterrupted operation for a significant amount of time.'

The fast high-horsepower Fendt 1050 develops a maximum forward speed of 60 km/h and a maximum reverse speed of 33 km/h. The 600 mm ground clearance

and the 3,300 mm wheelbase guarantee easy road transportation and excellent off-road capabilities.

The machine is developed in compliance with the 'high torque, low engine speed' concept, which makes it extremely fuel-efficient.

'Another distinguishing feature of the tractor is the stepless Vario transmission', continues Ali Umarov. 'What makes it unique is that it uses four gear wheel pairs, while traditional gearboxes use thirty. The tractor reaches its maximum speed of 60 km/h at just 1,450 rpm, which makes it incredibly efficient. The independent front linkage,

the four-wheel drive, the pneumatic braking system are just a few strengths to mention. The Fendt 1050 is designed for comfortable operation and superb performance.'

'The high-power tandem has done an excellent job of soil loosening', points out Ruslan Batkayev. 'We have made up our mind, and the tractor will soon become part of our fleet. It will be our first Fendt machine, but we have no doubts about its reliability. Besides, AgroCentre is always by our side to provide high-quality service. I am convinced that competent after-sales support is the key to a successful dealer-customer cooperation. Our enterprise has purchased over 10 machines from AgroCentre and the company has never let us down.'

*By Tatyana IGNATENKO*





AGROCENTRE RECOMMENDS



# New benchmark for spraying

**In August, at a series of demo shows, a new generation of Horsch Leeb PT sprayers was introduced to local farmers in 9 regions of European Russia: Lipetsk, Tula, Oryol, Bryansk, Kursk, Belgorod, Voronezh, Tambov and Tula oblasts.**

The demo tour was launched on the premises of Horsch Rus Service Centre in Lipetsk oblast on 17 August.

The requirements that self-propelled sprayers must meet today are, first and foremost, maintaining droplet size during spraying and applying it to the target. Besides, the sprayer must be efficient to show maximum performance at the narrowest time window available despite the wind, rain and other unfavourable conditions. Finally, the machine must ensure minimum soil compaction and crop damage. The Horsch Leeb PT has been designed to suit all these needs.

‘The sprayer shows optimum weight distribution at a clearance of 1.35 metres featuring a 6,000-litre tank placed in the middle of the frame between the wheels, a fresh water tank mounted at the rear axle and a heavy powertrain. The cabin counterbalances the boom’, explains Nikolay Kunitsyn, Sales Director, AgroCentreLiski. ‘Such an arrangement with large wheels (maximum diameter available – 2.2 m) provides optimum weight distribution of 50:50. Even in the most difficult conditions, the machine demonstrates perfect balance and adapts to the ground automatically in a levelling way due to the

individual double control arm suspension, hydropneumatic single wheel suspension and starter and vehicle batteries.’

The Horsch Leeb 6.280 PT is fitted with a new 280-ph FPT motor with the Common-Rail system. The robust motor corresponds to the Stage V emission standard. Its another advantage is high parts availability.

The boom (36 metres for this model) deserves a special spotlight.

‘Horsch has taken boom stability to a whole new level delivering high application precision with the AutoSelect system’, comments Nikolay Kunitsyn. ‘The four sensors of the Horsch Leeb 6.280 PT ensure an even distribution and stable droplet size.’

The system allows for the working height of 30 cm, but how to get the optimum overlapping at the boundary? The designers came up with a solution: a combination of flat

jet nozzle spacing of 25 cm and double flat jet nozzle spacing of 50 cm. Depending on the operational speed, the sprayer automatically switches the required types of nozzles and adjusts the working height maintaining the set droplet size.’

Horsch has also taken good care of the operator. The excessive pressure cabin fully insulated against dust and aerosols is equipped with a carbon filter, a joystick and two control terminals.

During the experiment at the demo show, two panels with test-paper were installed in the field. First, the sprayer applied the solution at 8 km/h at a height of 100 cm, then the boom was lowered to 30 cm.

The drop spectrum on the test-paper has definitively proved that, even in windy weather, the Horsch Leeb 6.280 PT delivers higher spraying efficiency, density and precision as compared to the competitors.

*By Aleksandr KUTISHCHEV*





# JCB rises to a new challenge

**AgroCentreZakharovo has held a demo show of the JCB 541-70 telehandler. The machine performed a heavy weight lifting task at TyumenAgro greenhouse operation.**

TyumenAgro is a modern greenhouse facility applying Dutch technologies. Depending on the ambient air conditions, the computer-controlled systems automatically optimise the microclimate in the greenhouses.

During the demo show, the JCB 541-70 lifted a greenhouse roof cleaning unit to a height of 7 metres.

'The JCB 541-70 telehandler has coped with the work perfectly well', says Yevgeniy Ruf, Sales Rep, AgroCentreZakharovo. 'The machine was tasked with carrying the roof cleaning equipment from one greenhouse to another. Owing to the lift capacity of 4 tonnes, the JCB 541-70 unit handled the 1.5-tonne load with ease.'

In addition to its power, the JCB 541-70 has demonstrated excellent manoeuvrability: just imagine the accuracy and precision it took to get the job done

without damaging the greenhouses, the distance between which is not more than 8 metres.

'The JCB 541-70 sits on a chassis designed to provide ultimate load bearing and stability', continues



Yevgeniy Ruf. 'The JCB engine combined with the axles and unique transmission ensures a reliable drivetrain performance. The experience is further enhanced through instant steering selection between three modes for easy operation delivering a tight turn radius and great manoeuvrability.'

Dmitriy Tishin, a technician at TyumenAgro, watched the JCB 541-70 perform its work with a keen interest.

'Such a versatile unit is a must-have at any facility', observes Dmitriy. 'At our greenhouse operation, the JCB 541-70 will become an indispensable tool to clean the grounds and remove the vegetable residue out of the greenhouses.'

Staying abreast with state-of-the-art technologies, TyumenAgro supplies fresh and ripe vegetables to the households of Ural and Siberia all year round.

By DARYA DENISOVA

## GUEST OF THE ISSUE



# Becoming a farmer

**Yevgeniy Kalinovskiy has been running his own enterprise for three years. What seems to be quite a short period of time has been enough for him to impact the whole farming sector in his homeland – Sukhobuzimskoye district, Krasnoyarsk area. Commitment to the roots and passion for improvement and progress make the basis for Yevgeniy's leadership skills.**

Yevgeniy was born and raised in Vysotino village. After graduation from the Economics Department of the Siberian State Technological University, the young specialist returned to his home village and began working as an assistant economist at a farming enterprise. Several years later, this enterprise merged with another one forming an agricultural holding, and Yevgeniy was promoted to Deputy Director General for Crop Farming. Two years later, in 2019, he took up the position of Director General.

'I started thinking about my own business in 2017', shares Yevgeniy. 'Being Deputy Director General for Crop Farming allowed me to learn the intricacies of the production process, I understood how to deliver great performance including both high crop yield and profit. It was such a fascinating experience that I wanted to delve into this process even deeper. So, my friend and I established a farming enterprise. For some time, I juggled two jobs, but then I decided that working for someone else would prevent me from realising my full potential. I left the farming holding and

dedicated myself to my own business. We started out small: our total farmland was 270 ha and the machinery fleet consisted of a pre-owned seed drill, several old tractors and a mounted sprayer. We did not have our own harvester and had to rent one every year. The first crops we grew were cereals and oilseeds. Besides, we saw a lot of potential in the beef industry, immature back then in our area, and built a calf barn for 50 head to raise bulls for beef.'

'Our first bulls were of a domestic breed, later we started buying Hereford and Simmental cattle. It is quite probable that we will add Anguses to our herd in the future', says Yevgeniy. 'We are

planning to sell 100 bulls this year and 150 bulls next year when our farm reaches its full capacity.'

From Yevgeniy's point of view, young farmers encounter two serious problems: the lack of qualified employees and red tape.

'Luckily, I'm an economist, so I know how to prepare the necessary documents, apply for subsidies and do the book keeping. Many people waste time on bureaucracy, which leads to overhead costs', states Yevgeniy. 'One needs a lot of patience or competent colleagues to overcome all these difficulties.'

Mutual aid and teamwork are the cornerstones of farming

in the district. In 2019, Yevgeniy initiated a farming association, which includes ten operations. The association has helped its members to solve the IT and book keeping issues.

'It is always better to work together', says Kalinovskiy. 'Recently, we have started sowing peas and flax, and some farmers got interested in our crop growing practices. Another important objective besides mutual support and experience exchange is getting maximum revenue per hectare. This year, we have introduced liquid fertiliser application and placed focus on plant protection. Efficient crop rotation is another essential success factor.'

Now, Yevgeniy's enterprise farms 1,000 ha and employs 11 people. The short-term goal is to increase the revenue up to 50,000 rubles per hectare. The next step will be to double this figure by boosting production efficiency on the existing land area, implementing precision farming and enlarging the machinery fleet. The enterprise has already started replenishing its fleet: it has purchased a Massey Ferguson 6713 tractor and a Kverneland iXtrack A28 trailed sprayer from AgroCentre. The units will be used for variable rate fertiliser application.

'The company is growing, our goals are becoming more and more ambitious, and we need more precise and efficient tools to achieve them', summarises Yevgeniy Kalinovskiy. 'You can be successful only if you follow your calling and believe in what you are doing!'

By Aleksandr KUTISHCHEV



# Seasonal discount on spare parts



AgroCentre Group invites all farm machinery owners to join  
**the Pre-seasonal Spare Part Order Programme.**

**The Programme members are provided with special seasonal discount on spare parts, oils, lubricants and accessories. The programme includes:**

- **AGCO Parts replacement parts and accessories** for Massey Ferguson, Challenger, Fendt, Valtra, Amity, SunFlower, Fella machinery;
- **AGCO Parts lubricants and oils** – genuine products for all self-propelled machines in the range;
- **Genuine Kverneland spare parts and tools** for the whole machinery line of the brand;
- **Genuine HORSCH spare parts** for seeding and tilling equipment, trailed and self-propelled sprayers.

**Additionally, the programme can offer:**

- machinery inspections;
- defect identification reports for all assemblies and units;
- preliminary estimation of spare parts and repair costs;
- scheduling on-farm and workshop-based repairs

**Special offer for per-unit repair in our workshops.**

**The programme is available from 1 October to 25 December 2020.**

**12+**

*For more details please visit AgroCentre dealership nearest to you.*

[www.agrocentr.ru](http://www.agrocentr.ru)



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