

GRASS & GRIT



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Farm Machines
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WINTER 2016

Mystery Creek 2015: The Verdict

The weather was at times rather unpleasant, as expected, but this was of no consequence to our team or our visitors because of our new display concept. So that was a big plus!

However, anything new or somewhat "outside the box" will always draw its share of resistance or negativity. Many visitors to the site remarked along the lines of "Ah, you've done this to save money".

Precisely not.

We did this for a number of other very much more important reasons. Primarily we were attempting to increase our customers' awareness of the full range of products we have to offer. Some of our customers appear to believe we are the importers of Krone and nothing else.

The façade of our venue at Mystery Creek 2015.



Our display at Central Districts Field Days.



Monosem/Oekosem combo at Waimumu.



Our display at Southern Field Days.

We represent another nine reputable brands from USA, Canada, France, Germany, Austria, Denmark and Switzerland and we could not hope to have all of them present in rubber and steel on our site.

We know that our business at any field day is predominantly a "touchy feely" experience: farmers and contractors want to see the goods. But 2015 convinced us that this new concept, despite the absence of the tactile experience, offers enough other positives to make it an informative experience and a congenial platform for effective interaction between our staff and visitors.

For Mystery Creek 2016 we have made some improvements to the general layout of the site to create greater visual impact. We have also decided to include a limited number of latest release machines and "cut away" components to offer the hands-on experience. It should also be noted that we will be using this Interactive Display approach for Mystery Creek only – if we continue with it at all.

We look forward to seeing you all at our exhibit at the same location site – L10/L12 – on June 15–18. We can't predict the weather, but we can make one promise: not only will you be warmly welcomed in our Interactive Display you will also stay warm and dry! ➔

Field days ...

Northland Field Days

Southern Field Days, this year at Waimumu

Central Districts Field Days

As expected, visitor numbers were slightly down at Northland and Central Districts. Waimumu surprised us in that there was more optimism than we expected, so it was a successful presence there for TFM despite the fact that we were relegated to a site out on the periphery. The weather was good – too good actually – at Waimumu and Northland. In Feilding, we had some very heavy rain, but nobody was complaining as it was much needed.

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Field days ...

... where we hosted some important visitors

A changing of the guard is underway at Krone and some of the personnel concerned joined us at a couple of these events.

Wilhelm Voss and Martin Eying joined us at Waimumu. As we reported last year, Wilhelm retires from his position of managing director of Bernard Krone GmbH at the end of 2016 but will remain as a consultant. He has been with Krone since 1994 and in 1995 was appointed managing director of its agricultural machinery division. Under Wilhelm's watch Krone's international market penetration increased significantly, with export earnings increasing from 40% to 70% of turnover.



Wilhelm Voss (left) and Martin Eying.

Tulloch Farm Machines have had a good relationship with Wilhelm and wish him and his family all the best for the future. In August 2015 Martin Eying took over the Krone sales and marketing baton from Wilhelm. Martin joined Krone in 2001 where he started out as a trainee and export sales manager at the company's commercial trailers division before he became international liaison officer at the agricultural machinery division. There he was appointed export sales spokesperson in 2009 and was given procurement authority in 2012.

Over dinner one evening during the field days with some invited guests, Wilhelm commented on the close ties between the Tulloch and Krone families dating back almost 50 years and how both companies enjoyed success because of their decisions to focus on grass harvesting in those early years.

And then at the Central Districts Field Days we were delighted to host Henk Feldmann and Marco Laying. Henrik, or Henk as he is affectionately known, has been Krone export sales manager for our region, but is moving to a newly created division, technical marketing, which he will head. He has handed his responsibility for export sales to Marco who has been with Krone for six years. Tulloch Farm Machines has also enjoyed a good relationship with Henk, as have numerous customers who have met him. He has grown fond of New Zealand and its people, and assured us that he will keep contact with us as best he can. We wish both Henk and Marco every success and enjoyment in their new posts. ➡

Marco Laying (left), John Tulloch and Henk Feldmann at CDFD. These two visitors enjoyed the Kiwi version of St Patrick's Day in Palmerston North.



Monosem SCD and Multicrop cultivator.

PRODUCT NEWS

More robust Monosems

Monosem have introduced a new line of more robust inter-row cultivator/top-dressers with some great features. One of these units will be on display at Mystery Creek. Also on display at Mystery creek will be a row unit **NG+M** which has been around in New Zealand for two years now. This row unit incorporates the proven technology of the previous **NG+4** but also features the patented **Monoshox** system. ➡

Supreme International factory expands

Supreme International has expanded its manufacturing facility in Alberta, Canada by 9300m² to cope with increased demand and additional product lines. This addition offers a total of just over 23,000m², allowing production to double – they now have two 20-tonne overhead cranes each with 32.6m spans. The welding line has doubled in size and the assembly line tripled. A new paint prep shop and a new powder coating booth have been installed. To ensure worker safety, new LED lighting has been installed. New products coming off the line are the **Delivery Box** (28.8m³ and 34.5m³), tractor drawn **1700TR** (44.9m³) – triple screw and the self-propelled, self-feeding **SPSL30T** (31.4m³). ➡



Supreme International factory showing the extension.

The Past and Future

We are sure living in interesting times. Asians are stealing our houses, the planet is heating up, the dairy industry is a bit iffy and a man with a racoon on his head may yet rule the USA (and the boss says there are too many conspiracy theorists about).

Yet we have made it this far. These issues are just speed humps on the highway of progress: they may slow us down but they will not stop us looking and moving forward towards the future. Here at TFM we believe in looking forward and embracing revolutionary changes with gusto. As Captain Kirk put it: to boldly go to where no man has been before. We are living in such exciting times that life really does seem far too short.

However let us not forget that we can also learn from the past. It was one year ago on April 5 that our esteemed Dave Tulloch passed away. He was the inspiration of so many developments in the ag industry. One of his more outrageous inventions was the fully sprung Bedford-powered tractor designed for getting the rake to the hay job ASAP! The tractor was capable of 100 mph.

Our point is: Dave dreamed what he could create in his future and his dreams became reality ... a great lesson for all of us. 🚀



Oliver Bertram outside the new Krone training centre in Spelle Germany.

Attracting young talent to the industry

A challenge for all of us in the agriculture game is to attract, retain, and properly reward promising young people who will play a leading role in the future of our industry.

Tulloch Farm Machines has recently adopted a new approach in this regard, creating a career pathway for apprentices showing initiative to progress through to work on self-propelled machines of the future.

It requires a clear commitment to the company, but the rewards in terms of job satisfaction are huge.

Oliver Bertram is a good example of this. He started with TFM four years ago and finishes his MITO farm equipment apprenticeship this year. He is currently getting three months work experience with the Krone importer in Denmark before he goes on to BiG-X service training at the Krone factory in Germany.

For a 21-year-old, it's a great opportunity to learn in a dealer environment overseas, acquiring new skills that will be entirely relevant when he gets back to New Zealand in August in time for the new season.

New apprentices, too

We are pleased to welcome two new apprentices as well: John Morris and Todd Carswell.

John has previously worked for a baling contractor in the Manawatu, while Todd has been helping out in his parents' vehicle servicing and repair business in Waipukurau. 🚀

Bloodhound SSC – 1000 miles per hour?

(We include this item on the basis that this newsletter is all about high performance machinery and dreams...)

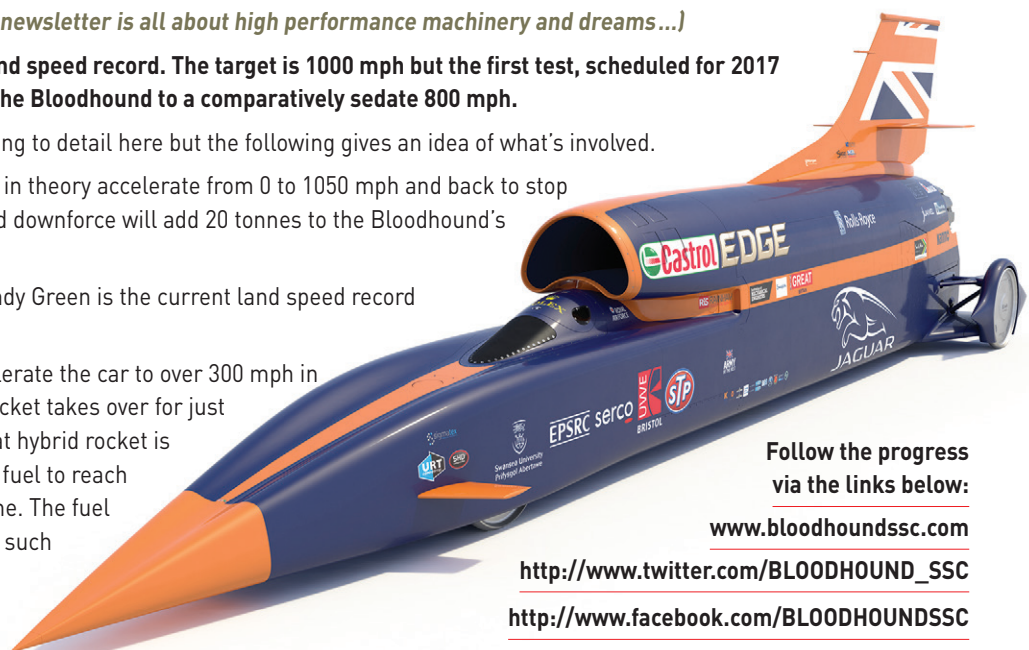
This beast is on track to set a new world land speed record. The target is 1000 mph but the first test, scheduled for 2017 just north of Cape Town, is planned to run the Bloodhound to a comparatively sedate 800 mph.

All the facts and figures are too mind-boggling to detail here but the following gives an idea of what's involved.

The car, if that is what we should call it, will in theory accelerate from 0 to 1050 mph and back to stop in about 120 seconds. At 1000 mph, drag and downforce will add 20 tonnes to the Bloodhound's dead weight of 7.7 tonnes.

The project has the right driver on board: Andy Green is the current land speed record holder (at 763 mph).

At launch, a Eurofighter jet engine will accelerate the car to over 300 mph in about 37 seconds, at which point a hybrid rocket takes over for just 20 seconds to accelerate it to 1050 mph. That hybrid rocket is a thirsty little beggar, requiring 800 litres of fuel to reach maximum thrust in the 20-second time frame. The fuel pump developed to squirt that much juice in such a short time is a modified F1 V8 motor developing over 900 horsepower. 🚀



Follow the progress via the links below:

www.bloodhoundssc.com

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Richard & Julia Murray: The Meaner Machine Team

Richard Murray started hay contracting for Andrew Horrocks, using his own tractor and mower, around 1993. He did that until 1997 when he bought a JD baler and, using the family farm at Upokongaro, 12km north of Wanganui as a base, went out on his own as RF & JD Murray Contracting.

Having establishing a good name in the business the couple in 2003 "very nervously" traded the JD baler for a Krone VP 1800MC which had been highly recommended by a good mate, Kesty Manning.

The possibility of upgrading their fourth Krone baler was discussed a few weeks ago; having had so many years of reliable service from Krone balers, Richard is not about to change brands.

Given the challenging terrain and the very broad spectrum of crop type and crop condition he has to deal with, particularly down the Parapara Highway and into the sticks, he feels there is unlikely to be any other machine he could rely on to do the job expected by his clients.

A year after buying the first Krone, the Murrays built Shelter View Jetsprint Track on the farm. It has since hosted two UIM (Union Internationale Motonautique) World Series events, along with numerous New Zealand championships. Floodlights were installed on the track in 2009 so they could hold two completely different events there.

Richard bought his first Group A jetsprint boat in 2005, named *Rickity Rocket*. Navigator was Kesty Manning and part-sponsor for the first three years was Tulloch Farm Machines.

In 2009 he finished building a new Chevy-powered Group A boat, *Mean Machine*. Its engine blew up in the middle of the first season and with only two weeks until the next race he bought another Group A boat (the original Ford-powered *Hulk*) and swapped the motor out of it.

In 2013 Richard became the only person to win a Group A Championship in a Ford-



Richard and Julia Murray.

powered boat – it's the only Group A boat in the world powered by Ford.

They took that boat to America in 2014 to race in the UIM World Series, encountering a few issues with it in the first race in Missouri but sorting them out in time for Oregon where he came third; he placed fourth overall in the series.

In 2015 he bought another *Hulk*, this time a Super Boat (craft with higher-capacity engines than Group A boats) – and another Ford. This is now *Meaner Machine* and the only Ford in the Super Boat class.

His first season in this boat has been a challenge, says Julia: "He basically reckons he had to learn how to drive again after going from *Mean Machine* with 630 hp to *Meaner Machine* with 1500-plus, and he has made changes to the boat over the season as he adjusted it to his driving style. He crashed in every race except the last in Featherston where he went the wrong way. "His NZ championship navigator broke her leg in the crash in Wanganui in the night round where they hit the pit wall. On a brighter note he came second in Hastings and fifth overall, which is pretty good for his first year in Super Boats against a very strong field that included multiple NZ and World champions."

Of the 40-odd teams participating in the NZJS series, 14 male drivers have female navigators and there are two all-female pairings. Asked about navigating for Richard, Julia says: "I know him better than that! I have made it my objective to become involved enough in the running of the sport that I am more valuable in that role than as his navigator."

Julia organises and promotes the Wanganui events, and assists officials in running

them. She has held various positions in the sport's administration over the years and actively promotes jetsprinting on social media.

Richard won Senior Sportsman of the year at the Wanganui Sports awards in 2013, while Julia and Shelter View have both won the Don McCloud trophy from the NZJSA for the "biggest contribution to the sport" in recent years.

Richard's other love is his 1966 Chevrolet Impala. The couple have recently created the Upok Car Club; with seven other classic car owners in the area, they go away on day and overnight trips each month together. Julia: "Life is good!"

But not perfect.

In June 2015 they were badly affected by flooding. "Our bridge was severely damaged," recalls Julia.

"The water came within one inch of the house, but it did get into the garage, laundry and outside spare room. There were slips in nearly every paddock on the farm that took out fences and tracks.

"We were away at the time so we had to get our 17-year-old daughter, daughter-in-law and two granddaughters airlifted out of the house to safety.

"Son Cody was looking after the farm at the time and he got some neighbours to come and help him move gear out of the shed to higher ground but it rose higher than they expected and flooded through the sheds leaving us with everything buried in silt. When we came home the place looked like a disaster zone!

"To date almost everything is back up and running but unfortunately the garden is last on the list – it was covered in silt over a metre deep in places. I have yet to get my lawn back and have heaps of dead plants, a lot of them unusual that I'm finding hard to replace." 🍷



Richard Murray off to a job up the Parapara with his trusty Krone VP 1800 on tandem axle.

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