

WINTER 2021

# GRASS & GRIT



## A tribute to a well loved long term employee and friend Jeffrey Sutherland 11/02/53 - 4/01/21

Sadly, Jeff passed away suddenly on the 4th January of this year. He was a valued member of the Tulloch Farm Machines team. He had worked for the company since 1996 in the engineering department and has definitely made a mark on the company and staff through the years.

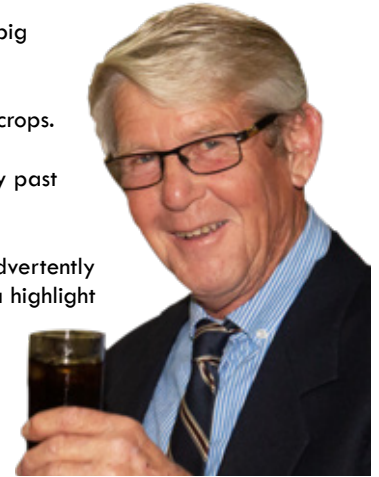
He was one of those guys who could turn his hand to anything, he came up with practical low cost designs and would build them in record time. His initiative was impressive to say the least.

He was good pals with Dave Tulloch and worked closely with him until Dave passed away in 2016. Between them they came up with some great improvements to our imported range to allow the machines to work more efficiently in NZ conditions.

One of these projects included engineering a bagging machine to keep up with a 700hp forage harvester. They achieved this by increasing the length of the elevator. The machine needed four wheels to support the excess forward

weight but overall it was a big success and it allowed us to understand the needs of contractors wanting to bag crops.

Jeff will be sorely missed by past and present employees and management. His dry wit, humour and ability to inadvertently carry a whistling tune was a highlight at the Masterton site that will not be forgotten.



## A word from John...

I would like to take this opportunity to thank you, our dealers and customers, for your commitment and loyalty to our products and service. After a period of uncertainty last winter we were forced to look hard at how our company operates but by Christmas we were pleasantly surprised to see we were doing better than what we originally budgeted for. We ended up having a positive year, which came about as a result of your support.

It was a bold move to launch our new brand in the midst of such a tumultuous time but we are glad we proceeded with it. We wanted to acknowledge our new direction moving 'towards greener pastures' and encourage positive change in the industry through promoting environmentally conscious machinery and sustainable practices.

This shift in mindframe has encouraged us to review and be critical of new products that we introduce to our range so that we can ensure a farming future without compromising on quality.

We have several products in our range that are all driving towards that same goal. Our Einbock Aerostar Tined Weeder has already made waves in Central Otago and Hawkes Bay as has our Row-Guard Camera Guidance System in conjunction with the Chopstar Inter-Row Cultivator with finger weeders. These machines have reduced the dependency on chemicals and has resulted in a recent surge of enquiry.

We were also one of the first to introduce strip tillage to the New Zealand market with products like the Strebel strip tiller which reduces impact of soil damage by cultivation, retains moisture, minimises erosion and protects the emerging plants from wind.

The Eurobagging machines reduces run-off by containing the silage completely and creates a better environment for the ensiling process. The results have shown better quality silage and less waste. Farmers appreciate not having to cover stacks with tyres as well (which is its own environmental

hazard).

And last but not least we have the Krone Premos pelletising machine. This could potentially reduce the use of coal in boilers as well as minimise the burning of straw and the subsequent carbon emissions and gases that can contaminate the environment as a result.

This along with our commitment to Plasback, to promote recycling of agricultural baling applications, has made for an exciting and fulfilling start to our new direction and we look forward to where it will take us next.



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# NEWS



Shipping delays in China continue to affect supply of containers to NZ.



## The impacts of COVID on Tulloch Farm Machines Factory and shipping delays

COVID 19 has caused disruption to world-wide shipping - therefore New Zealand importers (like ourselves) have been affected. Some delays are anticipated for certain models but we are doing all we can to ensure these delays are minimised where possible.

We do not expect any major delays at this stage despite some concerns about shipping

times. Normally the shipping duration can take two months but we have seen examples of this being extended to three months in the worst cases.

The Krone factory has been affected by the COVID situation in Europe but the company had the foresight to have a backup plan which has worked to their advantage. As a

## Price inflation Under pressure...

We've been given notice from all suppliers of price increases with effect from next year. The notified increases range between 5 - 22% depending on supplier. A big portion of that increase is due to the cost of steel which is on the up. We expect most pricing to sit up between 5 and 10% ex factory next year - the remainder will be determined by the exchange rate (particularly the USD and Euro).

result, all of our shipments should be available on time with worst case scenario being that some models may be delayed up to one month.

We have also changed the route of some of our deliveries to port at Napier - this can have a better flow of shipments than the busier city ports.

## Comprima Plus: Demonstration Program 2020-21

Wairarapa demonstrations of the **Comprima CV Plus** machine were carried out early in the season starting in September 2020. We held separate demonstrations for a number of contractors including T Kershaw Contracting, Colton Bros, Grays Contracting and BC Contracting.

The concept for the Comprima Plus machine appeared to be a big step up from earlier versions of the Comprima Balers with far higher throughput than the previous model. Ease of use increased with additional power plus on-board hydraulics were notable highlights.

The demos continued on to Taranaki where we ran a successful demo with Transag Centre.

The baler also performed well at the Harrisville Demo Day. Despite bad weather conditions the baler proved its worth churning out solid film-wrapped bales. It then travelled

to the Hawkes Bay for another few demos. We rounded out the demo program by baling some hay and lucerne with Thomas Kershaw for a few clients that came from around NZ to view it. All spectators and operators in attendance were impressed by the baler and commented on its ease of operation, the speed, and the quality of the bales coming out of it.

The **Comprima CF Plus** has had limited demo program but has been on an extended trial at Mabey Contracting based in Ballance / Paihiatua. It has processed 3000 bales and feedback from Andrew Mabey suggests that the machines ease of use and throughput are exceptional and stated that it performed far better than his current baler as a result.

The CF Plus journeyed to the Waikato after this trial to commence a travelling demonstration program - this was done in conjunction with Piako Tractors in Morrinsville and was showcased to a number of clients. With

any new machines there are teething problems but these provide a valuable opportunity for our staff to assess the product and resolve any minor problems that may arise but overall the feedback was very positive. It has since travelled South to be demonstrated by our South Island Sales Manager Tim Darling.

It also made an appearance and completed some bales at the South Island Agricultural Field Days where it performed well and displayed its ability to make good bales in adverse conditions with both small and large rows as well as a variety of crops.



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Towards greener pastures

## PlasBack collaboration - Recycling Scheme

New Zealand's on-farm plastic recycling initiative, Plasback, is gaining momentum as the agricultural industry moves to reduce its environmental impact. This year Tulloch Farm Machines joined the initiative in the hopes of achieving this goal and encourages other suppliers to take a responsible approach to protecting the environment and their customers.

Joining the Plasback scheme is one step we can take to meet the criteria set by industry powerhouses for sustainable production.

"Last year the Ministry for the Environment decided that all farm plastics sold in this country will have to be covered by an accredited product stewardship scheme" says Plasback Manager, Chris Hartshorne.

"This means everyone in the farm plastics supply chain – from manufacturers

through to consumers – will be responsible for recycling leftover plastic products and packaging.

Tulloch Farm Machines is the New Zealand distributor of Krone balers and other forage harvesting equipment. It also supplies Krone branded silage wrap and net through its dealer network. General manager, John Tulloch says they recently launched a new brand and company commitment called Toward Greener Pastures."

"We want our clients' farming businesses to thrive as a result of our machinery and the support we provide, and we want to encourage sustainable practices to ensure farming's future.

"At the end of the day we have to help clean

the environment and recycling is one way we can do that. The government is urging importers to get on board and the easiest way for us to do that is by joining an accredited scheme that is already up and running."

John says supplying Krone-branded silage film is a way that Krone dealers can enhance the service they provide their customers. Krone machines often work better with Krone netwrap and silage film.



John Tulloch & Chris Hartshorne pictured at South Island Agricultural Field Days.



## New Parts Assistant Aidan van Praag

Aidan van Praag has joined our parts team as a Parts Assistant and is settling into his role nicely.

Aidan hails from Sydney, Australia but has lived locally in Carterton for the past 5 years. He has spent his time in varied roles and came to Tulloch Farm Machines for a change of scenery which he seems to be enjoying.

When he's not at work or relaxing at home he is helping those in need as a volunteer firefighter.

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# NEWS



## Service Staff Success Digital systems training

The Tulloch Farm Machines service staff had a successful week of service training with Krone last month.

The scope and focus of the training was on the digital systems that Krone has integrated into their product range.

The content covered ISOBUS functionalities, terminals and joysticks, Assistance systems with trailed devices and self propelled machinery, weighing devices, moisture measurement, crop control, guidance and section control, Agrirouter and Krone SmartConnect to name a few subjects. A group of 6 of our staff attended the course and found it very rewarding. We also had a number of Big Line dealership staff attend.

We take great pride in our ability to keep up to date with the latest changes to our product range and are proud of our staff who continue to show their dedication to their roles and the service we provide.

Certificates and a training qualification were awarded to all those who attended and completed the course.



## Jamie Hansen AP Accreditation - Biosecurity

Tulloch Farm Machines Service Manager Jamie Hansen was trained on the practices and policies of biosecurity to become an accredited person and achieved this with his trainers at SPS Biotas. Accredited persons are responsible for inspecting containers, supervising their unpacking and containing any biosecurity risks.

This accreditation lasts two years and gives him the authority to unlock and check over containers from overseas exporters allowing a more efficient service with fewer delays at Tulloch Farm Machines.

SPS Biota is a Biosecurity Partner with the Ministry for Primary Industries and provide the most experienced trainers in the industry for Accredited Person (AP) and Transitional Facility Operator (TF-Operator) Courses.



## TAMA Winner Regan Bailey

The TAMA Management Group awarded their inaugural scholarships recently as part of TAMA moves to attract, retain and reward skilled workers.

The annual scholarships of \$500 are available to tractor and machinery industry trainees studying towards a certificate or diploma.

One scholarship was awarded to Regan Bailey who is about to start the third year of his agricultural diesel apprenticeship with Tulloch Farm Machines in Masterton. Regan said the scholarship would give him "the confidence to continue to work hard and strive for success and knowing I have the support and backing from such an important association in our industry will give me added incentive to succeed."

We are extremely proud of our resident apprentice Regan Bailey and his latest achievement in receiving the Tractor & Machinery Association Scholarship. Great effort Regan, it's well deserved.



## X Collect The new maize front from Krone

**Krone has introduced the newer range of XCollect maize fronts as an addition to the well-proven EasyCollect range of fronts. Tulloch Farm Machines has trialled one in South Canterbury for Dave Ellis with great results in whole crop silage.**

The XCollect range lines up three models that cater for three different work widths – the 600-3 (8 rows, 6 m), the 750-3 (10 rows, 7,50 m) and the 900-3 (12 rows, 9 m). As stand-out feature these headers split the function of cutting and feeding into two separate actions.

Cutting is done by high-speed discs with curved scythe-like blades.

Mounted almost horizontally, these discs eliminate a number of dividers and make the cut as the plants stand on them. As another advantage, the scythe-like blades reduce vibrations and consequently cob loss. Also, these discs rip the stalk and stubble apart as they make the cut, which leads to perfect defibration and faster breakdown of the stubble.

Each cutting disc is linked to its driveline by a central bolt. Operators can select one of two speeds, thereby matching the cutting frequency conveniently to the individual crop and harvest conditions. The driveline is protected by star ratchet clutches (the current speed being displayed on the terminal screen).

In addition to that, each disc is separately protected by friction pads. The crop is fed into the machine by the well-proven collector

which stands out for its low input requirement. It feeds the plants lengthwise to the pre-compression rollers and the chopping drum.

This type of crop feed leads to a significant reduction in overlengths, which is a requirement for high-quality silage. The collector speed adapts automatically to the individual conditions ensuring a uniform crop flow to the intake rollers – in all conditions and at all lengths of cut and even in down crop.

### Convenient road travel

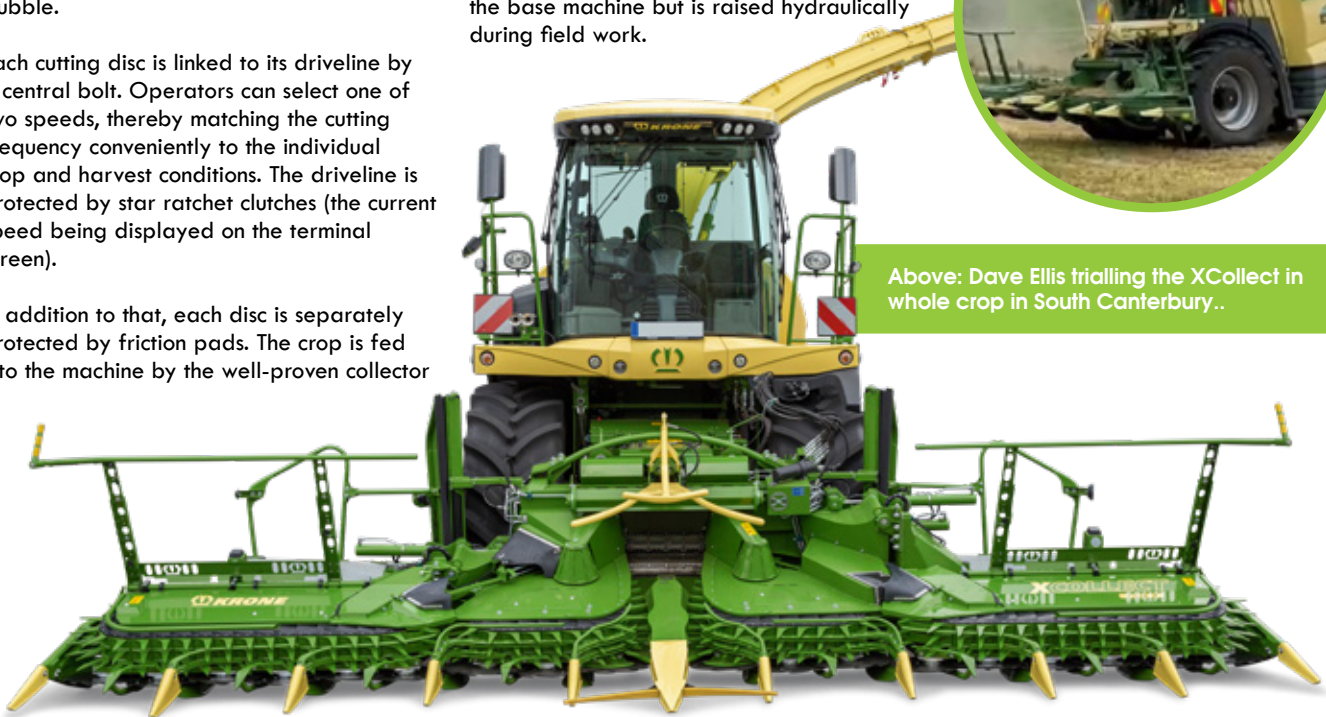
The new XCollect frontss are made up of 3 sections. The XCollect 600-3 and XCollect 750-3 fold to a 3m transport width and the XCollect 900-3 to 3.29m, ensuring exceptional visibility at all times. An integral hydraulic transport running gear is also available for the new XCollect headers.

The advantage of this is that it takes weight off the forager's front axle, enhances operator comfort and makes road homologation easier. Forming an integral part of the machine, the running gear is not removed from the base machine but is raised hydraulically during field work.

**Further benefits of XCollect:** The corn-head offers very low maintenance with large and easy-to-open flaps for quick and convenient access to all service points. Thanks to an optimised hydraulic folding mechanism the unit folds even faster. Last, BiG X 680/780/880/1180 and BiG X 480/530/580/630 have three skids as standard for even better contouring. The new XCollect is compatible with all Big X models built from 2009.



Above: Dave Ellis trialling the XCollect in whole crop in South Canterbury..



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# NEWS & PRODUCTS



## Krone beats the competition in Germany

### How satisfied are German trade dealers with their product brands?

This question was asked by the LandBauTechnik Bundesverband e.V. (LBT) association in a second survey among all agricultural machinery dealers who are organised in the LBT.

On a scale from 0 (very bad) to 20 (best), the participating dealers were asked to score the individual brands. 578 dealers participated in the survey (previous year 478) the results of which have now been published, showing a clear picture: Scoring 17.2 points on average, Krone secured once again first place.

What's also pleasing about this result is the fact that Krone came out as no. one in six out of 16 areas, e.g. aftersales, warranty conditions, management, advertising & product support, manufacturer-dealer relationship and willingness to improve.

Bernard Krone, Chairman of the Supervisory Board of Krone Holding, and Martin Eying,

Managing Director Sales & Marketing, comment on the renewed top ranking: "On behalf of the entire team, we would like to thank our dealers for this great result which even tops last year's outcome.

At the same time, we equally appreciate the ongoing and critical dialogue with our dealers. After all, it is only through this open communication that we learn how and in which fields we can and must improve.

We'll take this as an incentive to continue developing every aspect of our business with dedication to meet the demands of our dealers in the future.

Especially in view of market conditions that are difficult at times and the special challenges for our entire industry during the pandemic, it became very clear that a constructive and critical dialogue is extremely important for a trusting collaboration and fair business practices between manufacturer and retailer."

Krone are a brilliant company to deal with and their ongoing support, training and general customer service has been integral in its success in New Zealand and the world over. These strengths flow on to our customers and allow them to purchase with confidence that they will get all the support they need when they have invested in quality machinery.



## Feature Spotlight - Big X 680 to 1180 EasyLoad & CabLift

### Easy Load

The EasyLoad auto loading system in combination with a camera-based 3D image analysis system allows operators to fill any type of trailer that is running alongside the harvester. The system controls the open/close spout and the rotate left/right functions and allows operators to select one of several filling strategies. Monitoring all functions from the in-cab screen, operators are more at ease.

### Cab Lift

It's a situation almost every forage harvester operator will recognise. With maize being such a tall crop, all the operator gets to see all day is a big wall of maize. Now, at the touch of a button inside the cab, the operator can raise up the entire

cab by 70cm on a hydraulic scissor lift. This gives him a perfect view out over the crop and of the trailer driving alongside and is also very handy when opening up the field. Another convenient feature: raising the cab moves it further away from the chopping assembly, which impacts positively on the noise level in the cab.

The innovative cab lift from Krone received the DLG Silver Medal award at Agritechnica. An Innovation Award in silver is conferred on an innovation that has been enhanced to such an extent that a substantial improvement in its function and process can be expected from it.



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