

# Fendt FOCUS

MAGAZINE FOR PROFESSIONALS

## FendtONE offboard Planning and management

► Part 2: The clever combination of field and office work

## A Fendt 211 Vario down under

► Trevor Martin harvests macadamia nuts on his 200-series

## The question of the Y(ear) – the combine harvester test

► The Fendt IDEAL 9T delivers in the DLG performance test



## Stronger. Smarter. Style.

The new generation of Fendt 200 & 200 V/F/P Vario.

1974



▲ The Fendt Farmer 200 V reached 25 km/h in fast speed mode and was specially developed for sideline farmers and specialist crop farms.



**Over 50 years of specialist tractors**

Fendt has been making specialist tractors since 1957. Ease-of-use and working comfort has been top of the agenda for all six generations. The first generation – the Fendt Dieselross FLS 237 – was based on the Fendt Dieselross FL 237 and you could reduce its 1.5 m track width to just 98 cm in a few simple steps. Perfect for growing wine, fruit and tobacco. In 1974, a new generation followed: the Fendt Farmer 200 V with 38 hp, the first standalone vineyard tractor. From 1979, Fendt expanded its plantation and orchard range with the Fendt Farmer 204 P.

**Precision work in specialist crops**

The Fendt 200 V (206 V-209 V) series caused a storm in 2003 with its innovative swing power lift for millimetre-precision work in specialist crops, as well as the award-winning self-levelling front axle suspension for narrow-

gauge tractors. This series now had the trio of V as in Vino (wine-growing), F as in Fruit (fruit and vegetable growing) and P as in Plantation.

**100% Vario**

Fendt revolutionised the market of narrow-gauge tractors in 2009 with the launch of the Fendt 200 V/F/P Vario – precision work and comfort thanks to the infinitely variable Vario transmission.

**Smart, convenient, intuitive**

In 2020, Fendt introduces the latest generation of the 200 series. The Fendt 200 V/F/P Vario with FendTONE is the first specialist tractor with a fully integrated terminal. Three fully functional attachment spaces at the front, rear and at the intermediate axle, as well as optional lane guidance and documentation, make the smallest Fendt particularly versatile. The Fendt 200 VFP Vario – ready for tomorrow.



2020



▲ Perfectly equipped for use in the vineyard with three fully functional attachment spaces and optional Cat. 4 air filtration.



◀ Christoph Gröblichhoff presented the latest market and business figures at the International Fendt Press Conference in October.

## ***DEAR READER,***

An unusual year is coming to an end. The year of wearing masks, keeping our distance and disinfecting our hands. We have all learned to live and work with the virus.

The positive from this is that as a food source, agriculture is inherently important and is therefore, with a few exceptions, hardly affected by the crisis of the pandemic.

Fendt's distributors have maintained their business throughout for farmers and contractors. With clear safety regulations and rules of conduct, they were able to carry out the usual advice, service, sales, handovers and inductions for you. It goes to show how flexible and service-oriented agricultural equipment dealers are today. But so are you, as a customer!

We all had to get used to virtual discussions, meetings, even regular catch-ups. For the first time in Fendt's 90-year history, we have launched a tractor exclusively online, with the virtual world première of the Fendt 200 Vario – a first for Fendt!

For the coming year, we would like to see things getting back to some kind of normality, with face-to-face meetings, factory visits, events and live machine demonstrations. We are also hoping for Agritechnica to happen, and that we can welcome you back to our stand. Until then, we will all take responsibility, act in solidarity with common sense – as we are used to in agriculture.

I wish you and your families a special, happy Christmas and a prosperous, but above all healthy, 2021!

Enjoy reading this latest issue of FOCUS.

Kindest regards,

Christoph Gröblichhoff  
Chairman of the Fendt Management Board





▲ Find out more about the big combine harvester test on page 34.



SPECIAL REPORT: FENDT IDEAL PERFORMANCE TEST





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# STRONGER. SMARTER. STYLE.



Two series with 18 models in total – that's the new **Fendt 200 Vario** and **Fendt 200 V/F/P Vario**. The predecessors were well loved for their versatility in combination with their compact design. For this new generation, the design of the Fendt 900 and 1000 Vario has been carried over to the smallest series. But the new 200s have excellent internal features in their own right.



# FENDT 200 VARIO

	kW	hp
<b>Fendt 207 Vario</b>	58	79
<b>Fendt 208 Vario</b>	62	84
<b>Fendt 209 Vario</b>	69	94
<b>Fendt 210 Vario</b>	77	104
<b>Fendt 211 Vario</b>	84	114
* with DynamicPerformance	91*	124*

Max. power, ECE R120



## MADE FOR THE BEST JOB IN THE WORLD

Vegetable growing, grassland, forest and farm – the Fendt 200 Vario is at home in any setting. In 2020, the smallest Vario is setting new milestones – it has become smarter, more comfortable and more intuitive. Don't be fooled by the compact size and low weight, all the familiar strengths are still there – the low centre of gravity, the small turning circle and high performance. And there are new qualities including electric valves, a more comfortable cab and the FendtONE operating concept.

### More space and better visibility

The Fendt 200 Vario is destined for long working days. This is evident in features like the Fendt comfort cab with new footwell heating. It is more spacious and neater, with more headroom than its predecessor. The new design of the roof window also gives you a full clear view of the front loader. Visibility has been considerably improved, by narrowing the crossbar between the windscreen and the roof window and

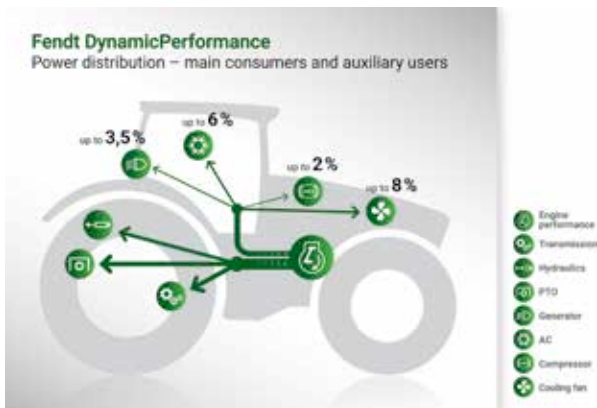
enlarging the roof window; a great plus when working at altitude, such as storing bales.

For two of you to work comfortably, the passenger can look forward to an indulgent, padded seat. And of course there are two doors to make it easier to get out.

### Precision work – on uneven or mountainous terrain

With the optional load-relief control for the front power lift, you can infinitely adjust the contact pressure on the terminal. This ensures the best ground adaptation and reduces forage contamination while mowing on uneven terrain.

Its low centre of gravity, manoeuvrability due to the pinched design, infinitely variable Vario transmission and auto AWD/ differential lock make the Fendt 200 Vario Power a specialist for alpine use.



### MORE POWER WHEN IT'S NEEDED MOST – FENDT DYNAMICPERFORMANCE

If components like the PTO shaft, hydraulics or air conditioning drain the power, the on-demand control on the Fendt 211 Vario can release up to 10 hp more power. The innovative performance boost Fendt DynamicPerformance is not tied to driving speeds or special tasks. This means it also applies to stationary PTO work, such as with the feed mixer wagon on dairy farms or during transport and field work.

### FENDT 200 VARIO POWER

<b>Controls</b>	<ul style="list-style-type: none"> <li>FendtONE controls with multifunction joystick (standard)</li> <li>Crossgate lever (optional)</li> </ul>
<b>Terminal</b>	<ul style="list-style-type: none"> <li>10" digital dashboard (standard)</li> </ul>
<b>Hydraulics</b>	<ul style="list-style-type: none"> <li>Electrical valves (standard)</li> <li>Choose from:               <ul style="list-style-type: none"> <li>Max. 4 valves at the rear</li> <li>Max. 3 valves at the rear + 1 at the front</li> </ul> </li> </ul>
<b>Smart Farming</b>	





### FENDT 200 VARIO PROFI

- FendtONE controls with multifunction joystick (standard)

*Choose from:*

- Crossgate lever
- 3L joystick

- 10" digital dashboard (standard)
- 12" terminal on the armrest (optional)

- Electrical valves (standard)
- Choose from:*
- Max. 4 valves at the rear
  - Max. 3 valves at the rear + 1 at the front

- ISOBUS 200 basic machine control package (optional)

### FENDT 200 VARIO PROFI+

- FendtONE controls with multifunction joystick (standard)

*Choose from:*

- Crossgate lever
- 3L joystick

- 10" digital dashboard (standard)
- 12" terminal on the armrest (optional)

- Electrical valves (standard)
- Choose from:*
- Max. 4 valves at the rear
  - Max. 3 valves at the rear + 1 at the front

- ISOBUS 200 basic Machine Control package (optional)
- Basic Lane Guidance package incl. Fendt Guide (standard)
- SectionControl (optional)
- VariableRateControl (optional)
- Basic Agronomy package including Fendt Task Doc (previously VarioDoc Pro) (optional)

**MORE POWER WHEN IT'S NEEDED MOST –  
FENDT DYNAMICPERFORMANCE**

If components like the PTO shaft, hydraulics or air conditioning drain the power, the on-demand control on the Fendt 211 V/F/P Vario can release up to 10 hp more power. The innovative performance boost Fendt DynamicPerformance is not tied to driving speeds or special tasks. The 10 hp power boost of the Fendt 211 V/F/P Vario is great for companies that need a powerful narrow-gauge tractor with additional power reserves, maybe to pull a harvester or with the sprayer on the slopes.



**FENDT 200 V/F/P VARIO POWER**

**FENDT 200 V/F/P VARIO PROFÍ**

<b>Controls</b>	<ul style="list-style-type: none"> <li>• FendtONE controls with multifunction joystick (standard)</li> <li>• Crossgate lever (optional)</li> </ul>	<ul style="list-style-type: none"> <li>• FendtONE controls with multifunction joystick (standard)</li> <li>Choose from:</li> <li>• Crossgate lever</li> <li>• 3L joystick</li> </ul>
<b>Terminal</b>	<ul style="list-style-type: none"> <li>• 10" digital dashboard (standard)</li> </ul>	<ul style="list-style-type: none"> <li>• 10" digital dashboard (standard)</li> <li>• 12" terminal in the roof (optional)</li> </ul>
<b>Hydraulics</b>	<ul style="list-style-type: none"> <li>• Electrical valves (standard)</li> <li><b>Without front power lift:</b></li> <li>• Max. 4 valves on the right + max. 4 dual-action connections at the rear</li> <li><b>With front power lift (own valve):</b></li> <li>• Max. 3 valves on the right + 3 dual-action connections at the rear</li> </ul>	<ul style="list-style-type: none"> <li>• Electrical valves (standard)</li> <li><b>Without front power lift:</b></li> <li>• Max. 4 valves on the right + max. 2 valves on the left + max. 4 dual-action connections at the rear</li> <li><b>With front power lift (own valve):</b></li> <li>• Max. 5 valves on the right + max. 2 valves on the left + max. 4 dual-action connections at the rear</li> <li>or</li> <li>• Max. 3 valves + Power Beyond on the right + max. 2 valves on the left + max. 4 dual-action connections at the rear</li> </ul>
<b>Smart Farming</b>		<ul style="list-style-type: none"> <li>• ISOBUS 200 basic Machine Control package (optional)</li> </ul>



# FENDT 200 V/F/P VARIO

	kW	hp
<b>Fendt 207 V/F Vario</b>	58	79
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<i>* with DynamicPerformance</i>	91*	124*

Max. power, ECE R120



## READY FOR TOMORROW

Specialising in wine, fruit and hop growing, the Fendt 200 V/F/P Vario has a new look and is smarter than ever. As the first special tractor with fully integrated terminal and the intuitive FendtONE operating concept, our Fendt 200 V/F/P Vario series tractors break all-new ground in precision and efficiency.

### Safe and spacious

The new cab of the Fendt 200 V/F/P Vario not only offers more headroom, but also more safety. The cab filter system can now be switched from protection category 2 to protection category 4 on the terminal. No need to manually replace the filter and the driver is protected when using pesticides. The filter system meets EU Norm EN15695 on protection from dust, liquid pesticides and vapours.

### Efficient use of small spaces

The Fendt 200 V/F/P Vario offers three fully equipped implement attachments at the front, rear and on both sides for intermediate axle implements. An optional rear power lift relief-control system is available for the Fendt 200 V and F Vario (from summer 2021). This is for perfect ground adaptation and improved traction. An optional front power lift relief-control system, for a similar effect, is available for the Fendt 200 P Vario. **F**



### FENDT 200 V/F/P VARIO PROFI+

- FendtONE controls with multifunction joystick (standard)
- Choose from:*
- Crossgate lever
- 3L joystick

- 10" digital dashboard (standard)
- 12" terminal in the roof (optional)

- Electrical valves (standard)
- Without front power lift:**
- Max. 4 valves on the right + max. 2 valves on the left + max. 4 dual-action connections at the rear
- With front power lift (own valve):**
- Max. 5 valves on the right + max. 2 valves on the left + max. 4 dual-action connections at the rear
- or*
- Max. 3 valves + Power Beyond on the right + max. 2 valves on the left + max. 4 dual-action connections at the rear

- ISOBUS 200 basic Machine Control package (optional)
- Basic Lane Guidance package incl. Fendt Guide (standard)
- SectionControl (optional)
- VariableRateControl (optional)
- Basic Agronomy package including Fendt Task Doc (formerly VarioDoc Pro) (optional)
- Basic Telemetry package (optional)

## TESTIMONIALS

# THE PREMIÈRE BEFORE THE PREMIÈRE



### MILK FOR SWISS CHEESE

"The new 200s come with a lot of features that I retrofitted myself in the last model," says **Marcel Arnold**. The Swiss farmer has a dairy and grassland farm with 25 ha of farmland, 12 ha of forest and 40 dairy cows. "We supply the milk for the Kaltbach Emmentaler cheese. As a premium Swiss product, this demands only a certain high level of milk quality." You can't feed the cows silage, only grass, hay and fresh maize. "The front power lift relief-control is a real advantage. With my front mower, I can work more precisely and comfortably on steep slopes because I no longer have to mount the spring, and my yield increases as it tracks the ground better," he explains. He also loves the lane guidance feature. "In my 200, I retrofitted lane guidance. Now I can work much more precisely with an RTK receiver and use less fertilisers and pesticides in the future. We could be seeing a 5-10% saving." Joining Marcel Arnold, is **Michael Trüssel**. The agricultural machinery dealer in Switzerland sees further advantages of the load-relief control for the front power lift. "The control is more accurate with load-relief. In vegetable cultivation, drivers can work much closer to the plant without damaging it. And if you use lane guidance to do this, the results are significantly better."

### HORSE HUSBANDRY AND THE 200-SERIES GO HAND IN HAND

**Stephan Zimmermann** took over the family business, a horse boarding and a carriage business, from his father. The 27 horses are kept in the pasture all year round, which suits their nature. "We use our 211 model every day for feeding and it runs about 800 hours a year," he said. "In winter we feed the horses hay in the pasture. It's a 2-person job." One drives the tractor backwards over the meadow and the other distributes the round bales forked on the front loader. "The new passenger seat is much more comfortable than before, and the cab offers more foot room. Even our two dogs can join in", says his wife, **Jutta**. Thanks to its ease-of-use and the stepless Vario transmission, the Fendt is everyone's favourite on the farm, for young and old. Stephan Zimmermann likes the new space in the cab. "The beam has been shifted so you have much better visibility from the cab. The left door is now also bigger, we both like that. The new armrest is practical and easy to work with, but makes it difficult for us to get out of the right door," explains Stephan Zimmermann.





The opinion of our customers is important to us. That's why in February 2020, we gave seven 200-series customers the chance to try out the new generation of the Fendt 200 Vario well before the official première in October. Customers with grassland, arable farming, vegetable growing and forestry businesses arrived in Marktoberdorf from across Germany, Austria and Switzerland and took the opportunity to chat to experts. Inside the hall, away from prying eyes, they were able to ask our Fendt experts questions and express their opinion openly – an exciting exchange for both sides.



#### WORKING WITH YOUNG VEGETABLES

**Martin Werthner** works as a Master Gardener at a vegetable growing company near Nuremberg. He currently works the 34 hectares of arable land with a Fendt 209, a Fendt 210 and a Fendt 718 Vario. Martin Werthner's first impression of the ease of maintenance excites him. "Refuelling is easier because the tank nozzle now sits on the side and the air filter is more accessible. Cleaning is much easier," he explains. The 200-series with Power configuration is perfect for his business. His 200s are mainly used for maintenance work, plant protection and chopping. He likes the dashboard terminal and the more accurate speed settings. "When it comes to planting, we have to drive really slowly, because four people are planting at the back. If a plant falls, we have to adjust the speed in very small steps. It's fantastic that we can do that now."

#### AGILE, POWERFUL AND VERSATILE

170 hectares of land and 140 cows plus breeding keeps **Markus Kaiser** very busy, but it's work he's happy doing with his Fendt 211 and Fendt 712 Vario. He uses the 200 everywhere – with the front loader for bale stacking, for maintenance work, on the 70 ha of grassland or the 100 hectares of arable land. "The 200 is a versatile and often underestimated model," says the ranger. The manoeuvrability of the tractor is something that always amazes him. "I had a bet with a neighbour and the Fendt's turning circle was 80 cm smaller than his tractor." Versatility is clearly what swung the purchase decision for him. "I can use the 200 as a farm tractor, in soil cultivation or even at our slurry barrel, and in grassland the low weight is a big advantage. Our ground is really stony, so I need to have a good view to the front and back. And above, in the case of front loader use. The new cab can do all this", says the farmer in praise of the machine. Only the height of the tractor makes him a little worried. "We have very low barn doors. It was already tight with the predecessor model. Unfortunately, the few centimetres of extra headroom could now become a problem." The farmer from Baden also loves the FendTONE operating concept: "At first glance, it's very colourful, but really easy to understand. I like the fact that I can customise a lot of the controls and adapt them to my needs."



#### "I'M ABSOLUTELY THRILLED"

"In the forestry sector, we need a tractor with plenty of ground clearance. There are always solid objects like stones and branches to avoid," explains **Siegfried Auer**. He uses his Fendt 211 Vario on 15 hectares of grassland and 30 hectares of woodland in Hatting in Tyrol. The steep terrain is demanding for both the machine and driver. But with its power, low centre of gravity, low cab height and doors on both sides, the 200 is a great partner in the forest. "Depending on the terrain, I might have to get off on either side because of the narrow forest paths, so having the two doors is important," he explains. He likes the number of storage compartments and the LED lighting. "I work a lot of evenings and into the night, so good lighting is a safety factor. And with the LED lights, I spare the alternator – I like that," says the Austrian. "In the larger cab I can see my winches better. With more space, it's easier to control." He's impressed with the operating concept with its clear arrangement and customisation. "I'm absolutely thrilled!" **F**





Plan · Perform · Document

## FendtONE (Part 2)

# THE CLEVER FUSION OF FIELD AND OFFICE WORK

In the last issue of Fendt FOCUS, we revealed our new keyword: **FendtONE**. By this we specifically meant the new **FendtONE onboard** driver's workstation. In this issue, we'll introduce you to the FendtONE feature enhancements that are available at home or on the go – **FendtONE offboard**.

## FendtONE

### AT A GLANCE

**FendtONE offboard:**  
complements FendtONE functions  
on the machine and  
is available at home and on the go

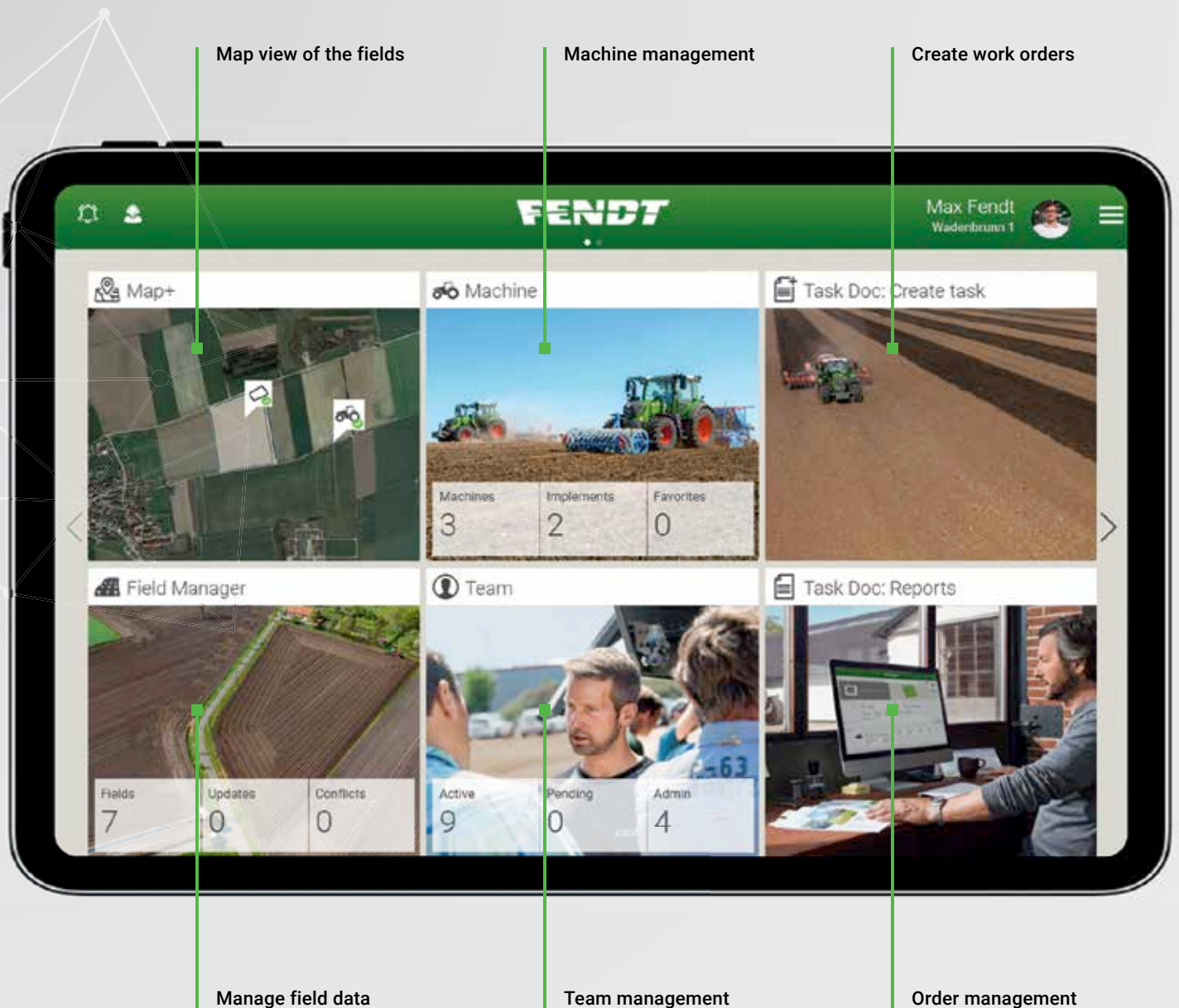


**FendtONE onboard:**  
FendtONE functions on the machine



### Everything becomes ONE

FendtONE simplifies the day-to-day work of a farmer or contractor. Until now, field and office work have been two distinct areas, occupying different places and systems. FendtONE combines both skills in a holistic system with a uniform operating logic. It stores and manages information centrally. This enables farmers and contractors to use their time and resources more efficiently and productively.



**What is the idea behind FendtONE?**

Until now, many people found it too time-consuming to run an automated, system-managed reporting system. FendtONE makes it easy to get ready for the future. The familiar Smart Farming functions on the machine (onboard) are enhanced with planning and management components (offboard). All the information is stored on the same system, making it easier than ever to get started with your documentation.

**How do FendtONE offboard and FendtONE onboard work together?**

FendtONE offboard complements the existing applications on the machine with practical complementary functions. For example, Fendt Task Doc (formerly VarioDoc Pro), which records agronomic data during field work, has been enhanced with the job planning and management function in Fendt Task Doc offboard. Your data recorded from the tractor and the attachment can be used for instantaneous documentation.



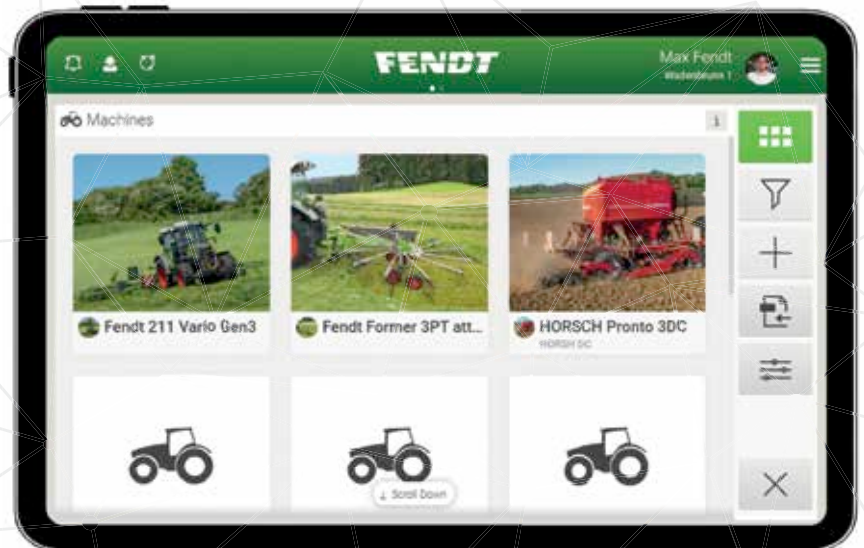
### A quick look at the map

The "Map+" function visualises all the mapped fields in a map view, displays specific field weather and offers the option of highlighting your own landmarks – like field access points or the drive-in silo – so every team member can locate them.

The map also shows the location of your Fendt machines in realtime, provided the tractor has the basic Telemetry package. Farmers and contractors have a constant overview and can see the work progress. This view also shows machine parameters such as fuel and AdBlue levels.

### All the machine data in one place

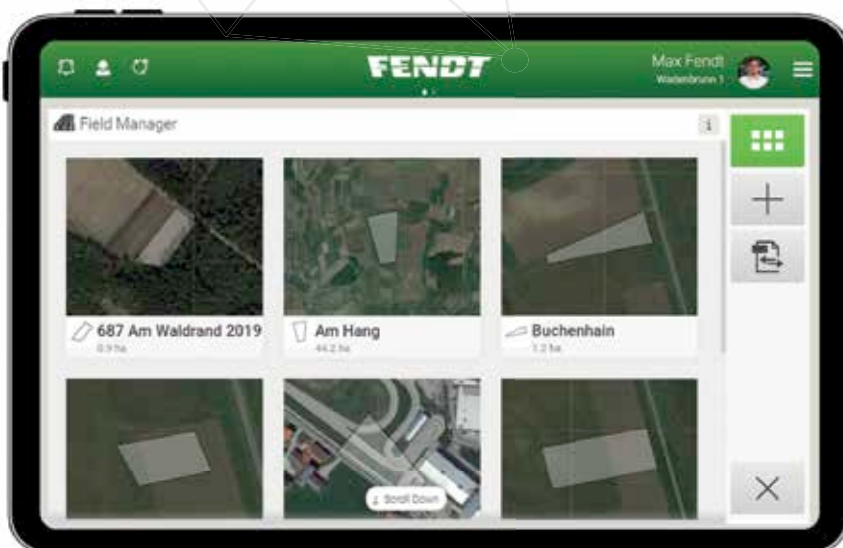
The "Machines" pane is for machine management. This is where all the machine data is centrally located in one place – with the type, model and machine status as well as dealer data, information on warranty contracts, operating instructions and much more.



### Field management - central and simple

The "Field Manager" function gives an overview of all the field boundaries already created, including the right track lines and obstacles. At the push of a button, you send the field data from the tractor terminal to FendtONE offboard where it is stored and visualised on specific maps.

The stored field data can be easily attached to an order and sent wirelessly to different machines. As well as giving a great overview of existing field boundaries, "Field Manager" also acts as an onscreen field data library.





### Individual staff profiles

Under "Team" you can create any number of staff profiles, including contact details. You can enter both permanent employees and seasonal workers and grant them different user rights.

Team Management clearly documents work processes and use of resources, as well as assigning staff, machines and tasks, so you can use resources as efficiently as possible.



### Orders from the office to the machine

In the pane "Fendt Task Doc: New Task", you can create orders in just a few clicks and send them straight to the machine. From here, the manager can build the order from the relevant modules: Machine, Attachment, Driver and Field Boundary. The manager then sends the order straight to the machine via the mobile network. Onboard performs the job, documents it with Fendt Task Doc, and returns it.

This eliminates the need for phone calls and makes it more efficient to use machines.

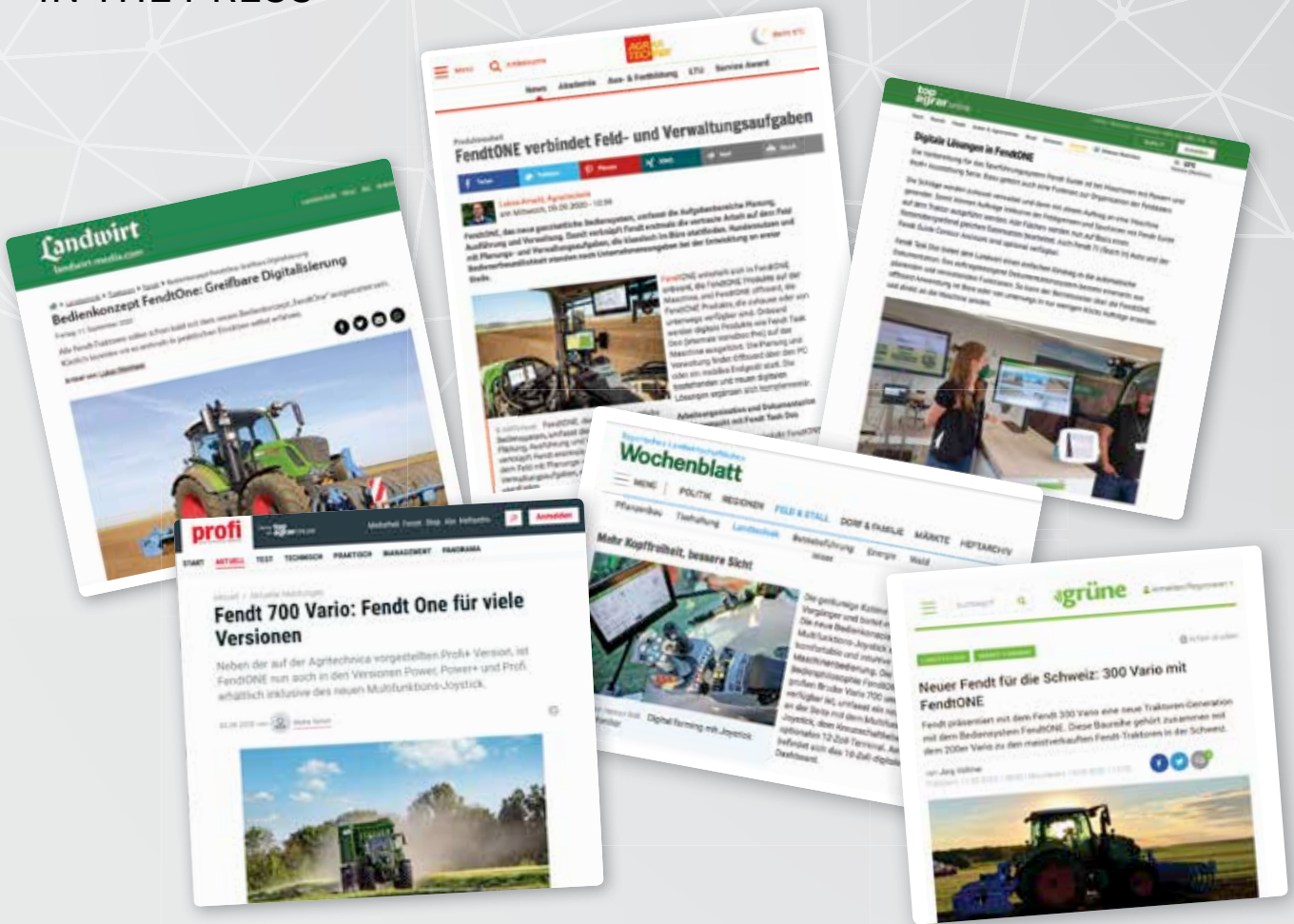


### All reports stored centrally

In the pane "Fendt Task Doc: Reports" you can see the data for completed jobs. You can view the agronomic data in a map view, check the fertiliser or seed application quantity, or display fuel or AdBlue consumption data in a job report. You can store this report online, or download it and print as a legible PDF. **F**



## IN THE PRESS



# FENDTONE OFFBOARD OFF TO A GREAT START



Driving reports traditionally focus on the nuts and bolts. Today, digital solutions are just as important as machines. This is also shown in the press reports.



**profi**  
WAGEN FÜR PROFESSIONELLE AGARTECHNIK

"The guidance system Fendt Guide is ready to be fitted as standard on Power+ and Profi+ machines. This includes the field data management feature. You can manage the run-outs from home then send the job to the machine – and back again. This means orders including the field boundaries and track lines can be carried out with Fendt Guide on the tractor. All the fields are then worked based on the same data record used across the entire fleet."

profi.de, 03/09/2020

HANDEL & SERVICE  
**AGRAR  
 TECHNIK**

"FendtONE comprises FendtONE onboard – the FendtONE services on the machine – and FendtONE offboard – the FendtONE services available at home or on the move. Onboard, digital products such as Fendt Task Doc (formerly VarioDoc Pro) are run on the machine. Offboard planning and management take place on the PC or mobile device. Existing and new digital solutions are mutually compatible."

agrartechnik.com/agrarheute, 09/09/2020

**topagrar**

"You can manage the run-outs from home then send the job to the machine. This means orders including the field boundaries and track lines can be carried out with Fendt Guide on the tractor. All the fields are then worked based on the same data record used across the entire fleet."

topagrar.com, 04/09/2020

**Landwirt**  
Die Fachzeitschrift für die bäuerliche Familie

"The offboard operation in the office is very similar to the onboard operation on the tractor terminals. If you buy a tractor with the new FendtONE controls, you automatically get the offboard controls for planning and administration, too."

landwirt-media.com, 11/09/2020

Bayerisches Landwirtschaftliches  
**Wochenblatt**

"Use Fendt Task Manager together with Fendt Guide and the RTK correction signal, and the tractor can drive down rows with centimetre-accuracy and process the fields more efficiently."

wochenblatt-dlv.de, 07/10/2020

**diegrüne**

"It was way back in 1995 when, Fendt introduced the first Vario transmission with the ML 200. 25 years later, the new FendtONE operating system has the potential to set new standards" ... "Offboard, work orders are created in just a few clicks, from home or on the go, and sent directly to the machine."

diegruene.ch, 11/09/2020

# CHILDHOOD DREAM COME TRUE

Most little girls dream of having their own horse. Anyone who knows contractor Nadine Lieker knows that this cliché applies to her only figuratively. She loves tractors, more precisely high-hp powered Dieselrosses. It's a passion that goes skin-deep.



**“AS A CHILD, I WAS INCREDIBLY PROUD  
OF BEING ABLE TO DO  
FIELD WORK ON MY OWN.”**

Turn the clock back 28 years. Instead of meeting up with her classmates to play after school, the 8-year-old Nadine flings her school bag into the corner and purposefully marches to the neighbour's farm. It's a scene that still plays out on many farms today. After all, children are usually better tractor drivers than older folk, and it's no different here. The friendly

farmer recognises the potential early on and lets Nadine Lieker carry out the field work alone at the tender age of 10. Ploughing, digging, mowing – no problem for the young fan of machinery. If she has to, she'll stay in the barn.

Her love of machinery stays with her and even grows over the years. She always knew what she wanted to be when

she grew up, a farmer. It's a shock to her parents, who try to get in the way of her dream. But this impressive woman gets what she wants. She completes her training and her subsequent college course by getting a part-time job with a contractor. She has helped out there before, even before she had a driver's licence. Quite normal for the village.

***This is a woman who gets what she wants***

The loading wagon is her favourite. It makes her stand taller than the tractors and forage harvesting machinery. Nadine spends long working days on 'her' hookup during the hot weeks of grassland harvest. She takes care of it and cherishes it as if it were her own. Then, at the end of the 2010 maize harvest,





▲ Nadine Lieker did it her way: when she sets herself a goal, she tackles it head-on and achieves it.

comes the day that changes her life. Her boss tells her that a colleague will drive her hookup and she should get on with another job.

As if in a trance, she packs her bag, goes home and searches the internet. On one of the used-machine portals, the dynamic Nadine finds what

she is looking for: she discovers a black Dieselross. The supplier wants €78,000 for an 820 Vario. She finances her first Dieselross half with the money she has saved since the age of eight, and the other half with a loan. It's her first step towards having her own contracting company, which she starts up a year later, in

2011. In her start-up year, she repeatedly carries out small orders under her own steam, but it's not quite enough for self-employment. At the same time, she's on a contractor's books.

In the meantime, Nadine is developing on a personal level. Her values are well

received by customers: reliability, punctuality and 100% work ethic. Word gets around and the jobs come in steadily, increasing in scope, so that after just one year she becomes her own boss and expands her business. Today, she can carry out orders with a respectable fleet of vehicles, four permanent members of staff and



◀ Stephan Rühmann has been working for Nadine Lieker for 3 years and drives the Tigo hook-up from the Allgäu with full confidence.



three seasonal workers. The stable now has five tractors and a rental tractor – all from Marktoberdorf. From the Fendt 724 Vario to the Fendt 939 Vario, from Nature Green to Fir Green to RAL 9005 – the "Black Beauties" – hardly any of them older than 3 years. It's her weak point, she openly admits: "I love new machines. I can sell my used machines for a good price and, ideally, not have any downtime for repairs during the harvest time." Her contracting business has worked with almost every series for varying periods.

***Her values are well received by customers: reliability, punctuality and 100% work ethic***

Where she lives, in Trebel in north-eastern Lower Saxony, Nadine specialises in forage harvesting. When she learned that Fendt is getting into forage harvesting solutions, she quickly realises she wants to replace one of her tridem wagons with a Tigo. It didn't take long for the factory representative's phone to ring. She likes the features of the loading and transport wagon; few sensors, simple technology and a huge transport capacity.

She wants a Tigo XR combination wagon, preferably the first Tigo in Fendt colours, because they don't come in her favourite colour, Black. And when the 36-year-old entrepreneur gets something in her head, she does it. In spring 2018, the first Tigo XR 100 sold by Fendt with a capacity of 54m<sup>3</sup> is delivered to Wendland. The Fendt fan is thrilled with the combination wagon. After

***“THE FIRST FENDT TIGO XR 100 WAS DELIVERED TO ME.”***

the 2018 season, another loading and transport wagon is replaced. So that she does not have two sheds with different equipment, she trades in the first Tigo and two new fully-equipped Tigo XR 100 models roll into the yard for the 2019 season. If the wagons are used as transport vehicles, their high-capacity makes them highly prized. The pivoting bulkhead, for quick and above all complete emptying, is another bonus. When the Tigo is on the road as a loading wagon, winning features include the hydraulically driven pick-up, the short distance between pick-up and



▲ Nadine can't resist sitting behind the wheel of one of the Fendt Vario hook-ups.

▼ The trained farmer guarantees her customers a 100% work ethic. With the two Fendt Tigo XR 100 models, she has the latest technology to hand.

cutting rotor, electric forced steering and automatic loading with infinitely adjustable pre-compacting pressure.

***The Fendt fan is thrilled with the combination wagon***

"There's no art to driving the Tigo with the 939. But if you want to coax the maximum performance out of the 724, you should use TIM," says the

ambitious driver about the new feature. In this case, she likes to take the reins. TIM (Tractor Implement Management) controls the speed of the Fendt 724 Vario, adjusted to the pick-up load. Depending on the swath strength, a sensor sends ongoing feedback on the torque at the pick-up. This channels the tractor's power perfectly and

helps the driver. It leaves more time to focus on the loading process, accept the next order or think about the next tractor exchange. And there's one thing Nadine is sure of: it will definitely be an Allgäu Dieselross again. It's a 'species' that lets her live out her childhood dream, which is indelibly ingrained in her.

**F**



Find out more about the dynamic Nadine on [www.Fendt.TV](http://www.Fendt.TV)

**PERSONAL PROFILE**

- 54, married, 2 children
- Raised on a 50-hectare family farm in Westfalen-Lippe
- Agricultural studies
- Graduated from the University of Applied Sciences South Westphalia in Soest, with a Degree in Agricultural Engineering
- **1990:** Starts work at JI Case GmbH in Neuss as Major Account & Business Manager
- **2003:** Raiffeisen Waren-Zentrale Rhein-Main eG in Cologne, Head of the Technology Division, from 2012 General Representative Member of the Executive Board
- **2014:** Vice President Distribution Management EME at the European AGCO headquarters in Neuhausen, Switzerland.
- **Since 2020:** Chairman of the AGCO/Fendt Management Board
- **Interests:** Agriculture, hunting and cooking





# THE PASSION AND JOY OF FARMING

On January 1<sup>st</sup> 2020, Christoph Gröblichhoff took on the role of Chairman of the Management Board at the agricultural equipment manufacturer, AGCO/Fendt. It soon became clear that this financial year would come with some unexpected challenges. We look back, and forward.

**You have always worked in and for the agricultural industry, your whole professional life. What excites you about it?**

Well, they say, you do what you enjoy and quite often you happen to be good at it. I enjoy working in the agricultural sector because I understand and appreciate it. This creates a positive cycle: I like it – I do it well – I'm successful – I like it – I do it well – I'm successful.

For me, it's the combination of personal passion and the joy of farming that I grew up with. At the same time, I want to make a difference.

**But then you could just as well have become a grain dealer or crop grower?**

Yes, I could have become a grain dealer (*laughs*). During my studies in 1989, a friend called me and told me that a large agricultural equipment manufacturer was looking for machine demonstrators.

I was on study break and needed the money for my degree. So I became a demo driver for large tractors – first in Germany and then for Eastern Europe in the following autumn.

**That's a lot to take on for a young student. It definitely sounds exciting.**

It was one of the most exciting times I've ever experienced. As a student, working with

machines across Europe under all sort of conditions and on different farms. Just when the wall came down. It was really interesting and I learned a lot. Not just about machines.

**You mentioned that you grew up on a farm. What does agriculture mean for you?**

For me, agriculture is living with nature through the seasons, the cycle of farming. Every year is different, when the snow melts in spring and the new green shoots rise up, with the harvest coming at the end. With the technology we use today, we can make so many improvements. But at the end of the

*“For me, agriculture is living with nature through the seasons.”*

day, it is still nature that determines life and success in agriculture.

**You have been leading Fendt for almost a year now. How would you describe this year, in a few words?**

A really exciting year. Every day was packed full – especially with the challenges of coro-

navirus. Being responsible for a lot of employees, for a company and a brand like Fendt, that's a huge challenge, but it's one that I'm very happy to accept. What also excites me about this is the diversity of the work, both regional and global management across all the divisions. There are areas I know well, like customers and retail. But now I also bear responsibility for new departments, like Production and Purchasing, Marketing, Product Management, Research & Development, and at the same time I am also a negotiating partner for the Works Council. It's the diversity and the bigger picture that makes this comprehensive task challenging, but also so interesting for me.

**How did the coronavirus pandemic affect Fendt?**

Coronavirus has impacted the work of the company across the board and will continue to do so. Nobody knew at first how to deal with the virus and its effects. We were forced to slow down production from 100 to 0 km/h

– and with the order books full, because important delivery parts from Italy and France just stopped coming. On the one hand, we had to protect the health of our employees and, on the other hand, we had to maintain production so as not to jeopardise the profitability of the company and therefore jobs. This was and still is an incredibly challenging time – balancing the highest level of

*“Quality is one of the most vital parts in our Fendt DNA.”*

protection standards with how we can continue our production.

Because of my proximity to farmers and dealers, I always have one ear to the ground when it comes to the market. They all confirmed relatively early on that our business with new machines and used machines, as well as service and spare parts, is flowing despite the pandemic. In the fields, farmland and in the barn, farmers are still producing enough high-quality food.

Now we face another challenge with the second wave of the virus upon us. We are drawing on all our experience to counteract another lockdown. We have stepped up all hygiene and safety measures at our plants to protect Fendt employees. And we are now working even more closely with our suppliers and are in intensive talks with them to avoid delivery bottlenecks. We are doing everything

we can to ensure that our dealers and farmers do not suffer again.

**You have known Fendt's business and products for a very long time – through your work for a German cooperative, but also from an AGCO perspective. How has your view of Fendt changed in the course of the year?**

The insight I have gained in the last year has further broadened and sharpened my perspective. It showed me how well-integrated all the processes are and how successful the departments work together across teams. And this works not only at the headquarters in Marktoberdorf, but across all locations and divisions. This well-oiled and complex machinery is the value of Fendt. It is the people who do the work. You can't replicate this combination of experience, passion and culture.

**There is a saying, "The wise one never stops learning." What have you learned this year?**

Let me take one example of many. What was really surprising to me are the depths of our Quality Management. Quality is one of the most vital parts in our Fendt DNA. It extends throughout the entire quality process, from the will to produce the best quality, to Development and Material Purchasing, Customer Service to Production.

The second thing is digitisation. Also due to the pandemic, physical encounters with colleagues, business partners and customers had

to stop and we are required to change the way we communicate. Looking back this year and the last three events – from the virtual Dealers Meeting to the hybrid Press Conference and the first online launch of a new product series, the 200 Vario – we have learned an awful lot. Quality is also evident in all our digital communication – whether it's with end customers, dealers, internally or with journalists.

**Where do you see Fendt further developing in the coming years and what benefits will this bring to customers?**

From a customer perspective, it really remains a matter of developing technological

*“From a customer perspective, it's really a matter of developing technological solutions that add value at the end of the day.”*

solutions that add value at the end of the day – in all respects. And in the future, digital solutions will play a role in this as well as mechanical things made of nuts and bolts. I would like to make it quite clear at this point: digitisation will not pull a plough. We will continue to have tractors, harvesters, sprayers, etc. But with Smart Farming topics



▲ January 2020: Christoph Gröblichhoff with Eric Hansotia, who will lead the AGCO Group from January 2021



like FendtONE, we want to offer value-creating solutions that make farmers' lives easier, more profitable and more effective.

**Can you give us an example of this?**

Take the 200, the newest and smallest Fendt tractor series. Even these now come – if the customer wishes – with Fendt Guide tracking and order management including Fendt Task Doc for documentation. It's smart and easy to use. The Fendt 200 Vario now has a new 4-pillar cab. I still remember the model two generations back. I'm 6'4" – I could hardly get into the cab and getting out was an awkward affair. Now there's so much space! The operation of the tractor, but also the look and feel in the cab are now exceptional – a real coup in terms of controls, comfort and that feel-good factor.

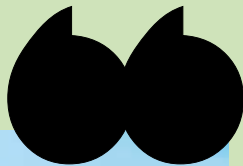
**Finally, a personal question – how will you celebrate Christmas this year?**

With my family. My children are now out of the house and have their own lives. For us, Christmas is always a time of peace and contemplation, which we enjoy very much with our extended family. With good food and drink. We eat all sorts of game, which my son and I hunt ourselves.

**Many thanks for talking to us!**

*(As at: October 2020)*

Interview conducted by Manja Morawitz. **F**



▲ Christoph Gröblinghoff with the Fendt Press Camp team in Wadenbrunn.



◀ Dynamic: Fendt Management



◀ International Fendt Press Conference 2020 – a hybrid event with journalists on site and on screen



◀ Visit to Marktoberdorf: Dr. Gerd Müller, Federal Minister for Economic Cooperation and Development, is handed a tractor model to mark his informative visit in October 2020



◀ Inauguration: At the end of 2019, the new Fendt CEO introduced himself to Fendt employees for the first time



# 12 MILLION PORTIONS OF FRIES

In the foothills of the Rocky Mountains, that's literally what it's all about. Every year, the Camps family produces more than 27,000 tonnes of potatoes on their farm, CP Farms. In the heart of the Canadian province of Alberta, Michel and Hanneke Camps manage over 1,400 hectares of land.

"We can make a lot of fries out of one hectare. We harvest an average of 52 tonnes of potatoes per hectare, which is about 27,500 portions of fries. We grow potatoes on 530 of the 1,400 hectares. So, we produce over 12 million portions of fries every year," explains farmer Michel Camps. Up to 24,000 tonnes of potatoes can be stored in the Camps family's ventilated

potato warehouses. And storage is necessary. Processing plants need potatoes all year round, but they can't store them themselves. So CP Farms handles the storage and regular delivery.

#### **Golf ball or potato?**

Before storage, Michel, Hanneke and their employees sort the potatoes by hand. Every day, at least six loads







run over a conveyor belt. One load carries 30 tonnes of potatoes, i.e. a total of 180 tonnes per day. Sorting the potatoes takes time, but is necessary work as the sorting machines fail to recognise some foreign object in the load. Golf balls are particularly common in the fields near the city and they are not picked up, because they have the same density as potatoes. "There are a lot of bad golfers here in southern Alberta,"

jokes Michel Camps.

Michel and Hanneke Camps met at a poultry farm in their home country, the Netherlands. "You get chased and scratched by chickens and are left tired and stinking afterwards. It's not very romantic,"

***"ALL OF A SUDDEN  
WE WERE IN THE POTATO BUSINESS,  
AND IT TURNED OUT  
TO BE A COMPLETE SUCCESS."***

Michel Camps jokes about the conditions. "And anyway, Hanneke was much better at it than I was. That bothered me, but I knew she was a keeper." In their home country, the conditions for young farmers were not ideal, with land scarce and, above all,

expensive. In 2002, the two ventured abroad. "All of a sudden we were in the potato business, and it turned out to be a complete success," says Michel. The soil in the Camps' fields consists of sand and clay – perfect for potatoes. And the economic conditions in southern Alberta are ideal for potato cultivation, because in the 1990s three large potato processing plants were built within a 160-km radius. They turn



### POUTINE – FRENCH FRIES IN CANADIAN

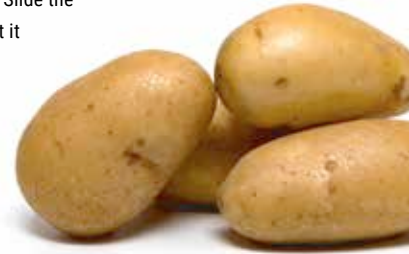
The national Canadian dish, of course, includes potatoes in the form of fries. But instead of eating them as you'd expect with ketchup or mayonnaise, they have them with gravy and cheese. This is called *Poutine*.

#### Ingredients for the national dish:

500 g potatoes, 300 g cheese (cheddar) and gravy

**Method:** Cut the potatoes into 1-cm batons and bake in the oven at 200° or in the fryer until crispy. Slide the cheese under the potatoes so that it melts. Finally, pour the gravy over the potatoes.

Enjoy your meal!



▲ Michel Camps stands in his potato warehouses, which can store up to 24,000 t.

◀ Michel and Hanneke Camps in the warehouse shed of their farm, which has grown tenfold in recent years.

the potatoes into fries to ship from the Rocky Mountains all over the world.

#### ***It's never easy at the start***

"We didn't have a lot of money at the beginning, just two pairs of hands and willpower," says Hanneke Camps. Over the last 20 years, the couple has multiplied the area of their farmland tenfold, from 140 hectares to 1,400 hectares. And it's not just the size

of their business that has changed, but also the business model. Rising costs on the farm and falling consumer prices have forced the Camps to have a rethink. To keep operating costs as low as possible, Michel and Hanneke looked to technology and innovation. The pair exchanged ideas with other farmers and found new ways to offset input costs with innovative methods. This led Michel Camps to develop the

equipment he already had himself. With his self-made hookup, he saves money and, above all, time when laying his seed potatoes. But Smart Farming solutions like Fendt VariableRateControl (VRC) also help the company to save costs.

#### ***Loosening, laying, fertilising – in a single step***

The Fendt 1050 Vario, which was purchased in spring 2018,

tows the innovative hookup through the fields. After some tinkering, Michel managed to connect two attachments so that tilling and potato planting can take place in one operation. For this purpose, he has installed a tooth packer roller with a dam-digging machine behind the tractor, which loosens the soil and forms dams at the same time. By his own design, the potato laying machine was attached behind the tooth packer roll-



▲ The Camp family's fleet now consists of five Fendt tractors.



er. The self-build has a protective pipe housing the hydraulic lines, camera and electronics cables and the fertiliser supply line. Two 1,700-litre barrels of liquid fertiliser are mounted on a tyre packer at the front of the tractor. The fertiliser is fed directly to the nozzles of the planter through the specially laid pipe. This means the hookup can prepare the soil, lay the potatoes and fertilise them in the same run.

The high performance of the Fendt 1050 Vario is invaluable, as the dam-digging machine alone requires 350 hp of power. Michel particularly likes the fact that the machine supports the cross-manufacturer function ISOBUS and that all the Fendt 1050 Vario features can be programmed on the terminal.

"Once we've worked on the field, that's it, we're done," he says. "Before we merged the operations, soil preparation and planting were two different steps. Now they're connected, we've saved an enormous amount of time and, above all, money." Michel Camps saves \$17.50 per hectare – with 530 hectares of

potatoes to process, it's worth it. **365 days in use**

The Fendt 1050 Vario is the most powerful tractor in the Camps family and is characterised by its versatility. It can be used 365 days a year, with enough power for heavy traction work and extreme manoeuvrability for lighter work. "Transport is a good example of this," says Michel. "The Fendt 1050 Vario is fitted with a compressed air system and runs smoothly in transport pulling loads of up to 35 tonnes – at impressive speeds of 50 km/h. This is an added advantage when you have fields that are spread far and wide like ours." Michel also likes the TMS (Tractor Management System). "The tractor determines the engine speed and the gearbox setting. With this, the tractor always drives as efficiently as possible and saves fuel."

***The earlier you plant, the better the harvest***

In the harvest everything has to run without a hitch. The decisive factor for this is when you sow. "We always say: one day too late in spring is one day less for the potatoes to grow in autumn. That's why we try to plant as early as possible, when the soil is

warm and dry enough, and finish the potato harvest by October 10th. That's usually early enough to prevent frost damage," says the farmer. In this part of the world, howev-

***“ONE DAY TOO LATE IN SPRING IS ONE DAY LESS FOR THE POTATOES TO GROW IN AUTUMN.”***

er, snow can fall again in spring and planting has to wait. "The weather is the only thing we can't calculate and it's my biggest worry," says Michel Camps.

As well as potatoes, sugar beet, maize, wheat and alfalfa are grown on the farm. Five Fendt tractors are in use to ensure that everything runs smoothly from sowing to harvesting. Every tractor has very specific tasks. The Fendt 828 Vario also pulls a potato planter, while the Fendt 936 Vario prepares the fields for the upcoming season with a short-disc harrow. After planting, the Fendt 720 Vario shovels the dams and the 700

is used for sowing wheat and harvesting sugar beet. The Fendt 512 Vario is the smallest of the Camps family's herd. It runs about when the wheat, sugar beet and maize are sowed. In the autumn, the machine also pulls a beet harvester. **F**





### SOIL CULTIVATION IN ALBERTA

In the Alberta region, large articulated machines or tracked tractors are typically used for soil cultivation. These machines are very suitable for heavy traction work, but are not great for Row Crop use or transport.

# THE QUESTION OF THE Y(EAR)



++ SPECIAL REPORT: FENDT IDEAL 9T IN DLG PERFORMANCE TEST ++

It's a particularly warm summer's day in August in Mecklenburg-Western Pomerania, and already hot first thing. Around noon, the thermometer reads 31°C in the shade. Ideal conditions for a fair battle in the field. The wheat on the 61-hectare field stands strong and even and has grown to about 13% grain moisture. A 13-strong team is ready to compete. Teams from both manufacturers, experts from DLG-TestService GmbH and harvest hands are in the starting blocks – as are the test machines. Which of the two large combine harvesters will emerge victorious in the categories of throughput, loss rate, broken grain percentage and long straw proportion?



**++ SPECIAL REPORT: FENDT IDEAL 9T IN DLG PERFORMANCE TEST ++**



**The performance test that saw the Fendt IDEAL 9T pitted against a competitive machine**

was observed and documented by the DLG TestService as an independent institution. The engineers from DLG Test-Service in Groß Umstadt have been carrying out threshing tests with exceptional expertise for many decades. They were accompanied by external expert, Prof. Thomas Rademacher, Professor of Agricultural Technology at Bingen University.

"The aim of the tests is to put together a characteristic curve for output losses from a variety of combine harvesters," says Prof. Rademacher. "The machines harvest in the field at different output rates or driving speeds, while we measure the grain losses and grain quality."

### **High output at low losses**

The tests took place at the start of August 2020 in wheat fields at speeds between 4 and 8 km/h. At 8 km/h, the maximum achievable speed under the given harvest conditions, the Fendt IDEAL 9T recorded an overall flow rate of almost 150 tonnes and a grain throughput of nearly 89 tonnes per hour. The comparison machine achieved a lower maximum flow rate in the tests with much greater levels of grain loss. Losses on the Fendt IDEAL 9T were recorded at just 1%, resulting in a 21.5% higher overall flow rate.

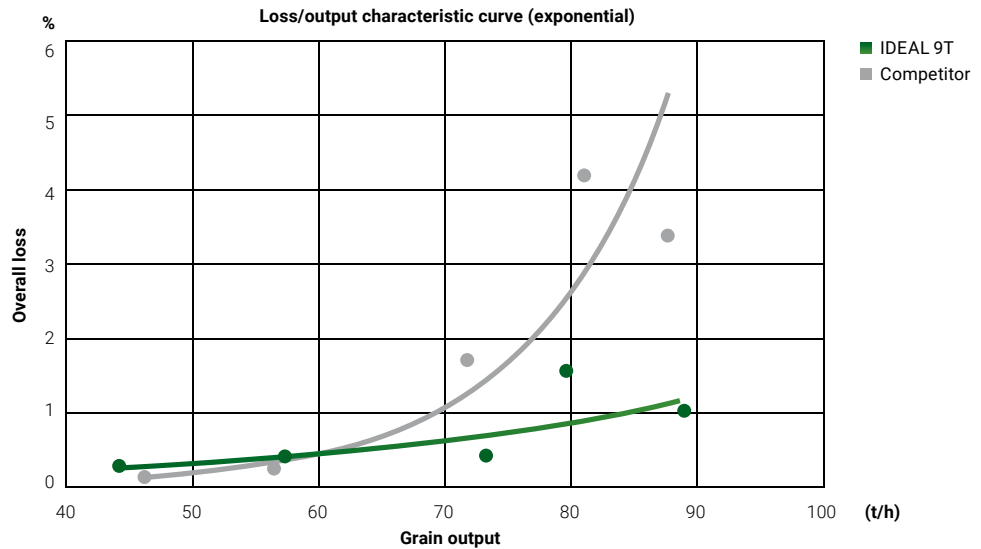
### **Negligible broken grain content from the Fendt IDEAL**

The amount of foreign matter and broken grain is decisive to the quality of the crop. Especially with less moisture in the grain, over-intensive threshing can quickly lead to a greater percentage of broken grain. At grain moisture levels of 12% to 13%, the Fendt IDEAL 9T achieved the best results on the day, at very low broken grain contents of 0.1% to 0.3%, while its





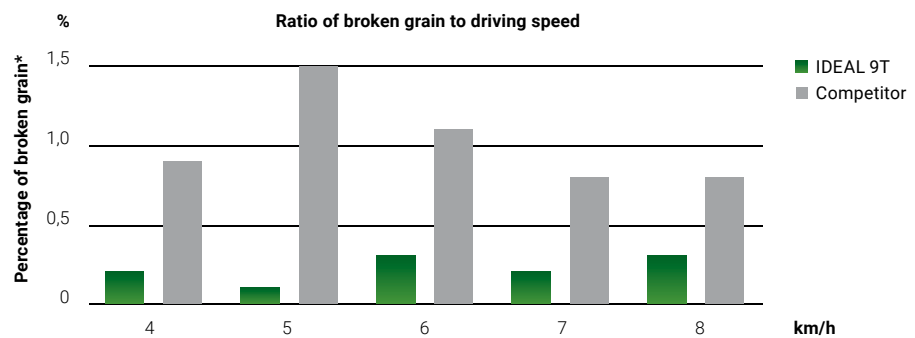
## More output with lower losses!



The charts plot a mathematically calculated trend curve based on the measurements taken.



## Consistently lower broken grain content!



\* The broken grain content of 0.8% represents the average of all the measurements taken.

# IDEAL

counterpart generated much more broken grain at 0.8% to 1.5%.

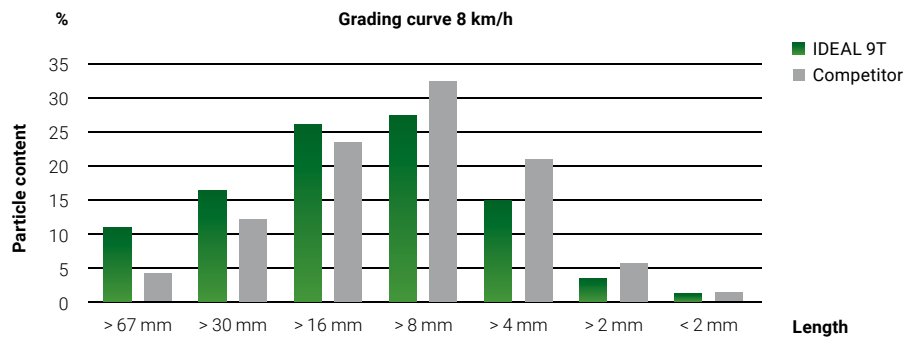
### High proportion of long straw

As part of the tests, the conditioning rate of the remaining straw was also investigated. For this purpose, straw samples were taken from the swathes and the sieve lines were determined afterwards using the DLG cascade sieve.

◀ Nothing can be lost, so everything that comes out of the combine harvester is collected on a sheet and examined later.



## Better straw quality due to gentle threshing!



Compared to the reference machine, the straw quality of the Fendt IDEAL 9T in the swathes was marked by higher proportions in the longer straw range (>67 mm and 30 to 67 mm) and lower proportions in the smaller range (<8 mm). At the higher speed of 8 km/h, the differences were more pronounced than at the lower speed of 4 km/h.

### About the combine harvester comparison test

The test pitted the Fendt IDEAL 9T against a combine harvester of the same performance class and the same cutting unit width, both harvesting wheat. The harvest conditions on the test field in Mecklenburg-Western Pomerania were good on the day. The wheat measured grain moisture levels of 12% to 13% and a straw moisture content of approx. 10%. The grain to straw ratio was 1:0.65.

Both machines were calibrated before the test and each was set up by technicians from the relevant combine manufacturer. Dummy runs were also carried out before the actual test runs, so the settings on both combine harvesters could be perfectly adapted to the harvesting conditions.

"Following measurement method standards, we used the 'sheet procedure' in the tests. This is when all deposits from the combine harvester are placed on a sheet and then cleared again to identify and weigh the grain losses. We used the shell method alongside that, as an additional control method," says Prof. Rademacher.

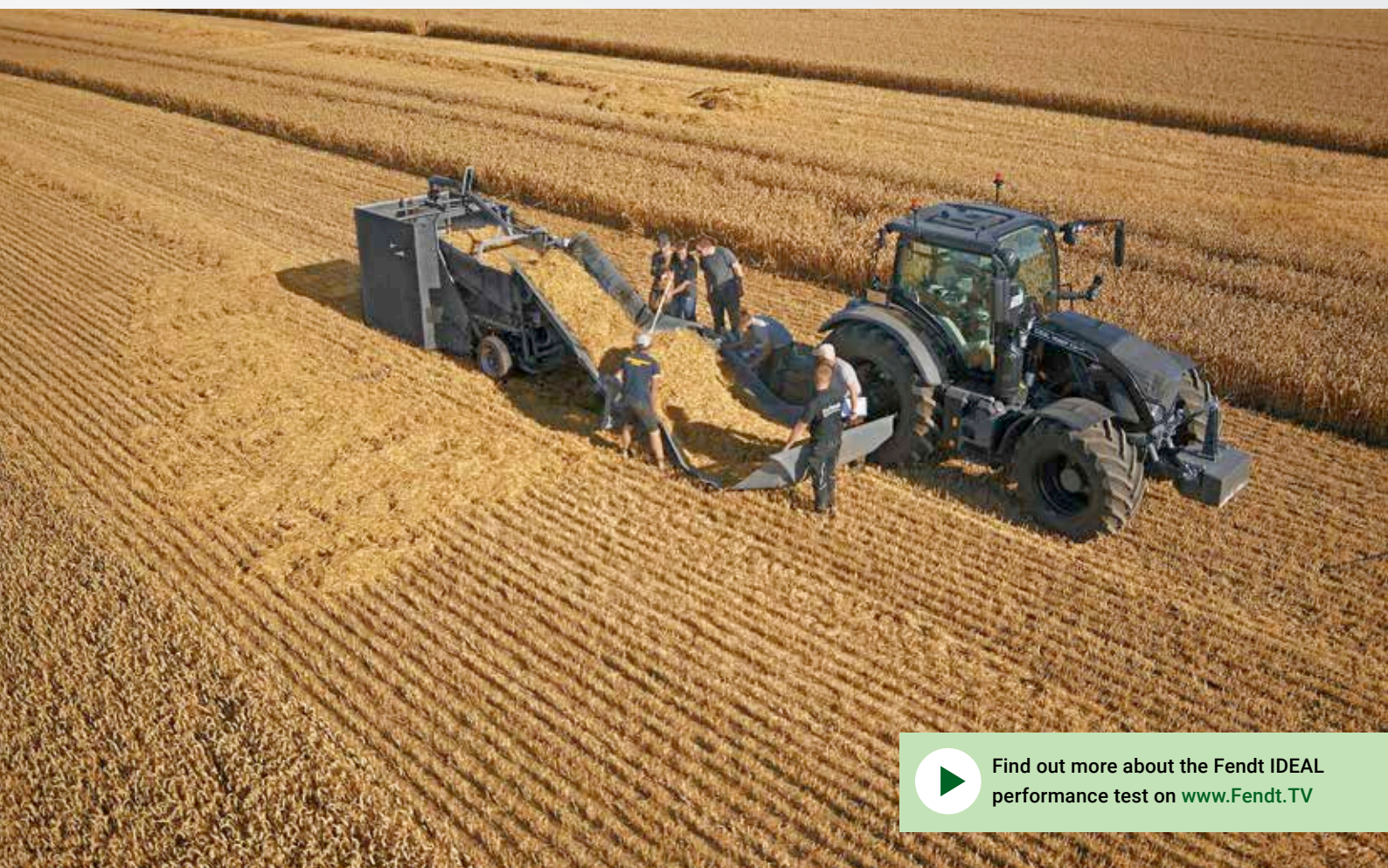
In the comparison test, the combines drive track-to-track and always into full crop, to minimise differences in the crop they are threshing and to subject every machine to exactly the same conditions.

"The assessment is based on the principle that everything that goes into a machine has to be weighed," says Dr. Rubenschuh. "After each test run, the combine harvester refuels on a weighing trolley and the harvest quantities are documented. The volume of straw and chaff collected with the sheets, as well as the grain losses derived from them, are also weighed. We then use the driving speed and the grain or straw quantities to determine the grain or overall throughput. We calculate grain losses from the weighed grain losses and the grain yield."

DLG TestService verified the measuring equipment in advance, with the DLG experts observing and documenting the entire series of tests onsite. Afterwards, the grain samples taken during refuelling and the straw samples taken from the swathes were examined and evaluated in the DLG TestService lab.

**"For the first time in Fendt history, we have subjected a combine harvester to an independent comparison test, conducted by DLG, to show the public how well we fare among the best," said Christoph Gröblichhoff, Chairman of Fendt Management Board, commenting on the heavyweight test. "The Fendt IDEAL combine harvester meets all our expectations in these extensive test runs. But even more importantly, it also meets the expectations that customers place on a Fendt combine harvester with innovative technology and such high-performance data." E**





Find out more about the Fendt IDEAL performance test on [www.Fendt.TV](http://www.Fendt.TV)

# THRESHING WITH A VIEW OF THE 'MONTE KALI'

Surrounded by a cloud of dust, a Fendt IDEAL 9T threshes rapeseed against the backdrop of the picturesque village of Dankmarshausen – in the background is a huge white man-made mountain, the 'Monte Kali' or 'Kalimanjaro'. It's a hot day in August, with the sun burning down at 36° Celsius. "Perfect for harvesting," says Konrad Miosge, Operations Manager of AG Dankmarshausen.

This Fendt IDEAL 9T belongs to the Dankmarshausen farming cooperative (AG Dankmarshausen), just like the ten Fendt Vario tractors that are used around the white Mount Kali (Mount potash) over an area spanning more than 2,300 hectares. The farm is located in the Thuringian Werra-Suhl

Valley in the heart of Germany's largest potash mining areas.

The Fendt IDEAL is expected to harvest an average of 700 hectares per year, and the warm dry month of August brings good harvest conditions. "It means we can take our time with the harvest –







### POTASH MINING

Potash salts were mined in Germany as early as the middle of the 19th century. They are mainly used for mineral fertilisation. High-purity potash (99% purity) is also used in the chemical industry or medicine. Potash mining began along the Werra river in the 1880s. Today, the large mountain of debris, popularly known as 'Monte Kali' or 'Kalimanjaro', has become a tourist attraction, which can even be seen from the A4 motorway.

that's great for our drivers," says Konrad Miosge. Often the harvest time windows are short, the weather is changeable and two combines have to do the job. "With a bit more rain during the growing season, the conditions would have been perfect." Yields from this harvest were 7-9 t/ha for wheat, 7.5-8.5 t/ha for rye and 6.5-8 t/ha for winter barley. "This is a solid result for 2020, but certainly not a record year. The Fendt IDEAL manages a good area coverage and the grain losses are also low," confirms the satisfied farm manager.

**No combine without tracked drive**

Since 2014, the farm only runs Fendt combines with tracked drives; before the Fendt IDEAL it was a hybrid combine from Fendt, the Fendt 9490X. "A combine without a tracked drive is no longer an option for us. It

has been rather dry in the last three years, but especially when the conditions are wet, the tracked drive is unbeatable," says Konrad Miosge. "Then there's the improved weight distribution from the larger contact area. With a full tank, the combine weighs about 40 t and the weight is

***"IT'S NICE AND NEAT IN THE BARLEY, WHEAT AND HERE IN THE RAPESEED."***

mainly on the front axle. With the tracked drive, we can reduce the ground pressure and distribute it better. The smooth running in the cab is another plus."

Wheat, rapeseed, rye, barley, lupins and peas were grown over more than 1,400 hectares this year, with the

▼ "Driving combine harvesters has always been my dream", says Martin Andres. He has been behind the wheel of Fendt IDEAL since the summer of 2019.



**DANKMARSHAUSEN FARMING COOPERATIVE**

AG Dankmarshausen was born out of a collectivised arable farm and a collectivised livestock farm. In 2020, the cooperative now has 78 members, 47 employees and 2 trainees. The nurturing of young talent is important to them, so that motivated young people can continue to work in agriculture in the future. Teske and Miosge are also overseeing a conservation project with wild cattle and wild horses in nearby marshland.



▲ Uwe Teske (left) and Konrad Miosge (right) share an obvious enthusiasm for their work. They are a good team, with the same expectations from technology and harvesting results: high quality, cleanliness and reliability.

Fendt IDEAL 9T working all the crops. "It's nice and neat in the barley, wheat and here in the rapeseed, too," says combine harvester driver Martin Andres. "It only dragged a little in the barley but this happens with all combines, because the straw is so much longer." In 2019, the farm already ran a Fendt IDEAL, back then it was still a Fendt IDEAL 8T. But it turned out to be too small for the farm. "We are really happy with the Fendt IDEAL 9T," says Konrad Miosge.

**Top marks for straw**

"We keep our animals on straw, so we need huge quantities of it," explains Uwe

***"THE STRAW QUALITY OF THE FENDT IDEAL IS FANTASTIC."***

Teske, Chairman of AG Dankmarshausen, calling it a decisive factor. The Fendt IDEAL has proven itself, because "The straw quality of the Fendt IDEAL is fantas

tic; it can do that almost as well as a straw walker. The Fendt IDEAL gets top marks for this," says Konrad, in full praise. They produce an average of 10,000 bales a year, and this year they expect 10,500. "We re-distribute the straw as solid manure on our land, after all, it's valuable fertilizer," he continues. Two older-generation 936s spread the solid manure, and the new Fendt 942 Vario uses a Horsch Joker 8 RT to work the fertilizer.

"We've been loyal Fendt customers for 20 years," says Uwe. Christian Poppe from Raiffeisen Waren GmbH Kassel in Bebra has been a huge factor in this for the cooperative. The excellent advice provided by Christian, but also the good cooperation with Thomas Stieglitz, Retail Manager for Fendt, is very important for AG Dankmarshausen. "This allows us to solve any problem quickly and easily," agrees Konrad. **F**



## ***Changes at the top of the AGCO Group***

In August, the AGCO Group announced that Martin Richenhagen, long-time Chairman, President and CEO of the AGCO Corporation, will retire on December 31<sup>st</sup>. Eric Hansotia, former Chief Operating Officer of AGCO and Senior Vice President, has been appointed by the AGCO Board / Supervisory Board as successor in all roles.

Martin Richenhagen says this about his colleague: "Eric is passionate about driving innovative solutions forward to deliver even better results for our customers. He has far-reaching agricultural roots, from working on a dairy farm as a teenager to a successful 20-year career at Deere & Company. His knowledge of the key markets and emerging developments in agricultural technology are of exceptional value."

Eric Hansotia grew up in the US state of Wisconsin and studied Business Administration and Mechanical Engineering at University of Wisconsin and Iowa. He sees great opportunities for digitisation in the agricultural engineering industry. "I think we have reached an interesting point in development, now the machines have probably reached their maximum size. I don't think we're going to build an even bigger combine than the IDEAL or an even bigger tractor than the Fendt 1000 Vario. Machines are more likely to change in terms of their range of functions. We will use additional sensors and artificial intelligence. This will make the machines significantly more powerful in the future."

## ***Variable working widths in Fendt Plant Protection Solutions***

Fendt expanded its full-line program in 2017, with the introduction of Fendt Plant Protection Solutions. The towed plant protection sprayer Fendt Rogator 300 and the self-driving Fendt Rogator 600 are produced and undergo ongoing further development at the AGCO/Fendt site in Hohenmölsen. New boom widths are now available for the two series developed in Europe.

There are two new boom widths for the Fendt Rogator, now also available with a working width of 32 or 33 metres. The working width of a partially folded boom is 24 metres, for flexible use of the sprayer, even on fields with a smaller lane pattern.

Due to popular demand from customers, the working width of the self-driving Fendt Rogator 600 was extended from 36 metres to 39 metres. This reduces crossings and increases performance on the field. The new, triple-folding boom is compatible with all nozzle carriers available on the market, so the customer can adapt the machine to their requirements with this boom.

# LEGAL NOTICE

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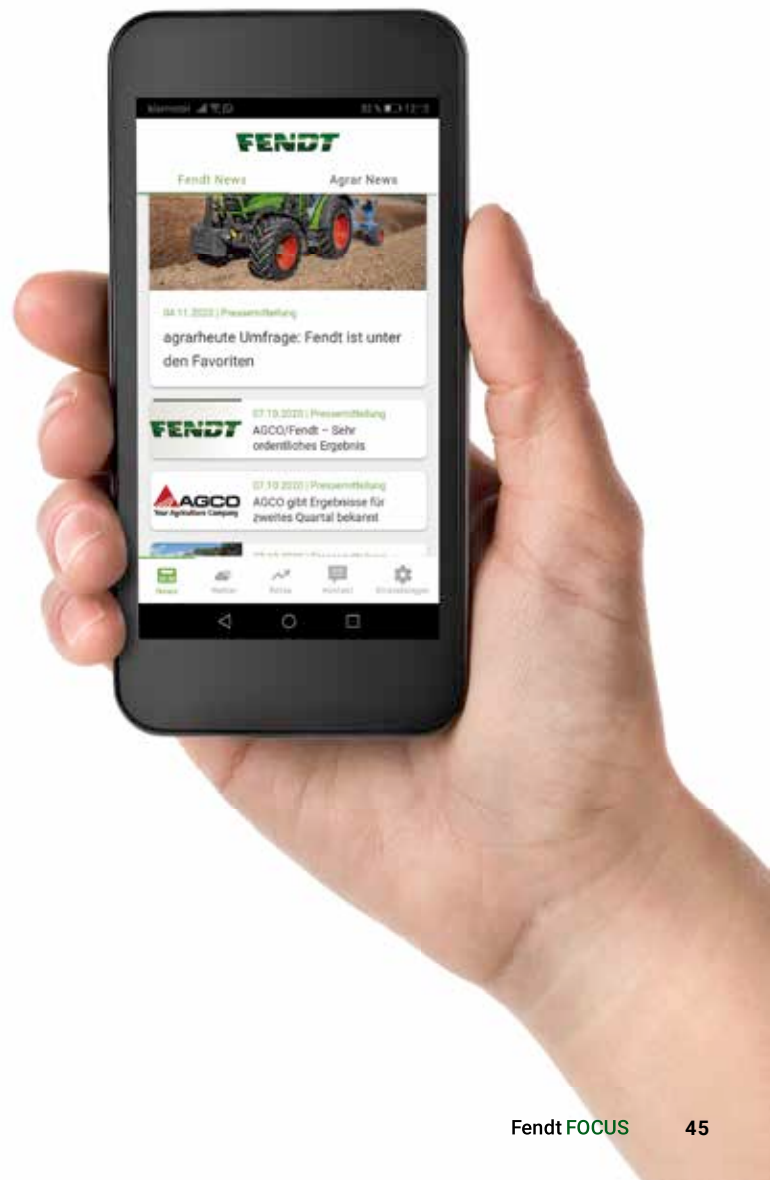


## ***All the latest Fendt News on an app – don't miss a thing***

Stay up-to-date with what's happening at Fendt, with the Fendt news app for your smartphone. It has all the latest news and interesting facts about Fendt.

From **20<sup>th</sup> December 2020**, the new Fendt News app will be available on the App Store and Google Play Store. As well as Fendt News and trending FendtTV posts, the new app also offers weather forecasts and news from the agricultural industry. Open the app to view interesting posts and information about Fendt's activities and innovations. Of course, Fendt product videos can be accessed on your mobile device, wherever you are.

Another new feature is the agricultural stock market, giving you current market prices for selected agricultural products such as wheat, corn, rapeseed and potatoes. Follow current prices on the agricultural markets for free at any time, anywhere, and make the right decision.





# A BORN FIGHTER IN FENDT GREEN

Katana means 'longsword' in Japanese, although the blade shape of the weapon is more like a sabre. While the Katana is usually run two-handed, the average sabre is designed as a one-handed weapon. Thanks to its engineering, the Fendt Katana 650 from Hohenmölsen, Saxony-Anhalt, can be driven in maize almost without intervention. Contractor Jörg Henke makes the most of the latest upgrades in chopper technology.

"Boss, have you really thought this through?" is how one member of the team commented on Jörg Henke's decision. What happened? The contractor ordered the new Fendt Katana 650 for the 2020 maize season – a very conscious choice after careful consideration. Five years ago, the Katana 85 was the first Fendt chopper to join the contractor's fleet in Wagenfeld Ströhen (district of Diepholz). Now the successor model has the chance to prove itself against the 11 choppers in the company fleet.

## **Best equipped**

The Fendt Katana 650 is well equipped to compete on the cornfield: RS roller cracker with V-spiral groove, Stalkbuster mower attachment and NIR sensor. For Henke, it's about the technical advancements compared to the previous model: the new Fendt CropFlow 2.0, innovative knife sharpener, smart all-wheel drive system Fendt BalancedGrip and added electronic features. Equipped

with the appropriate tools, the chopper had to prove its worth to its regular driver, Patrick Kölpin.

The past few years have seen ever-new demands on the maize harvest. Biogas plant operators today demand cutting lengths of 6 to 12 mm, while dairy farms want 12 to 18 mm or a long cut of at least 25 mm. One basic requirement must be met for all

**"I KNOW  
THE KATANA  
CAN  
DELIVER."**

chopping lengths: the best chopping quality. That means crushed grains and textured, fibrous material. But the basics aren't good enough for this service provider; he demands more from the Fendt Katana 650. The forage harvester must meet additional requirements for data management: measurements for yield, dry matter and content. "I know the Katana can deliver that," confirms Henke.



▲ Jörg Henke is thrilled with the development progress of the Fendt Katana 650, but sees even greater potential in the chopper going forward.

## **Crushing and rubbing – across and lengthways**

In the first step, the redesigned crop flow uses six feed rollers to guide the cut crop through the feed to the cutterhead and then on to the cracker. To meet all customer

requirements, Jörg Henke uses the RS cracker with V-spiral groove for the Fendt Katana 650. The sawtooth profile crushes and rubs the harvested material between the enlarged contact surfaces, so that both grain and crop

are cut across and lengthways according to the machine settings. An important factor here is the speed difference of up to 40%. For Jörg, this is a clear improvement on the old disc cracker, which required significantly more power and therefore fuel.

The company owner makes a point of asking his drivers to cut a "sample" at the beginning of the harvest. The result has to be discussed together with the customer, because on the field you can only make adjustments until everyone is happy with the pulping results. "We always do visual inspections to check the chopping quality," says the man from Lower Saxony, explaining his quality promise

to his customers. Drivers are also required to closely check the results of the knife sharpener and shearbar settings.

**Stalkbuster is well received**  
The 8-row Stalkbuster maize attachment is particularly well received by customers, who take the fight against corn borers to the corn stubble itself. "The intention is to obliterate all the stubble – without exception," says the contractor, explaining the technology behind the battle with the destructive creatures. The corn stubble is razed during the harvest, immediately after the corn is cut, before choppers or clearing machines can drive down the stubble and push it into the ground. Customers instantly

welcome the added value of this additional service, as it cuts out a whole step in the process for them. "With the Stalkbuster header, the Katana 650 manages over 200 t/hour," explains driver Patrick. He

***“THIS  
HEADER  
OBLITERATES  
ALL THE  
STUBBLE,  
WITHOUT  
EXCEPTION.”***

admits, though, that he would rather have a larger header to harvest the maize at a speed of 5 to 7 km/h: "In normal-growth crops, I drive at 8

to 10 km/h, a speed that demands a high degree of concentration from any driver."

His gained experience means the ambitious Lower Saxon has two further suggestions for improvement for the designers in Marktoberdorf. A larger and better equipped cab, such as the Fendt IDEAL combine harvester, increases the working comfort for the driver and is a must for Jörg on upcoming models. He also hopes to see a more powerful engine option in the future. "With at least 900 hp, for example, we could harvest with a larger maize header," says Jörg, explaining his ideas, which are already being considered at Fendt.

▼ The crop flow from the feed to the output jet has improved significantly compared to the previous model.







▲ Alina Henke is responsible for data management at the contractor business.



#### STALKBUSTER MAIZE HEADER

Since 2019, the 460Plus maize header has also been available in the Stalkbuster version for the Fendt Katana. The innovative technology for combating corn borers won Gold at Agritechnica back in 2017. The corn borer has been growing in numbers in Germany for about 17 years and hibernates in the corn stubble. With the Stalkbuster, the corn stubble is razed before the chopper or transport wagon can crush it, so the corn borer has no chance of hibernating there.



#### Customer service is always on the agenda

Jörg places these demands on technology because improving customer service is something that was, is and always will be important to him. His contractor business was founded exactly 50 years ago, in 1970, by his parents, specialising in harvesting and forage machinery. The range of services has grown ever

***"I'M GLAD  
FENDT  
GIVES US  
AN OPEN  
SYSTEM."***

since, offering everything from tillage and earthworks, to fertilisation, plant protection and much more. "Hardware alone is no longer enough," says Jörg. Daughter Alina takes care of the extensive area of data management in the family business. To be able to offer Precision Farming as a service, a number of requirements have to be met.

For example, the data supplied by the Fendt Katana 650 is processed directly in the office in the customer's field databases. The VarioDoc Pro documentation system, which comes as standard with Fendt tractors, provides key harvest data online. "I'm glad that Fendt gives us an open system which we can use to incorporate the data via the agrirouter into a field database. It means we can offer a more comprehensive service to the customer," says Alina, explaining the benefits of data handling. It's crucial to her that she can process everyday data from all manufacturers in the same software program. The contractor is well equipped for the future. **F**



# GET IT DONE.

The new Fendt 1100 Vario MT



The two Fendt tracked tractors Fendt 900 Vario MT and Fendt 1100 MT were presented for the first time at Agritechnica 2017. Fendt is joining the 511 hp to 673 hp power range, with four new models for the Fendt 1100 Vario MT series. The Fendt 1167 MT boasts the highest horsepower of any tracked tractor with a stepless transmission on the market. Introducing the new technologies featured on the Fendt 1100 Vario MT series.



# FENDT 1100 VARIO MT

	kW	hp	MAN 6-cylinder engine with
<b>Fendt 1151 Vario MT</b>	376	511	15.2 l cubic capacity
<b>Fendt 1156 Vario MT</b>	415	564	15.2 l cubic capacity
<b>Fendt 1162 Vario MT</b>	455	618	15.2 l cubic capacity
<b>Fendt 1167 Vario MT</b>	495	673	16.2 l cubic capacity

Max. power, ECE R120

## Maximum traction power and economical consumption

The transmission on tracked tractors works similarly to the transmission on wheeled tractors. As tracked tractors do not have a front axle, both hydromotors act on the rear axle. The Fendt iD low-speed concept works particularly effectively with the VarioDrive drive train. VarioDrive is based on a hydraulic pump and two hydromotors. The two hydromotors of the hydrostatic mechanical drive train swivel independently of each other. The hydromotor 2 is automatically decoupled at high speeds when it is load-free, eliminating towing losses. A hydraulic fan cools the engine perfectly at any engine speed. This significantly increases efficiency.

## Fendt high-performance hydraulics

Like the Fendt 900 Vario MT, the new Fendt 1100 Vario MT is equipped with high-performance hydraulics. You can opt to have two 220 l/min load sensing pumps installed. These can supply two separate oil circuits and reach their maximum flow rate at 1,700 rpm. The advantage here is the demand-led control, which continuously provides the right oil pressure and the right amount of oil.

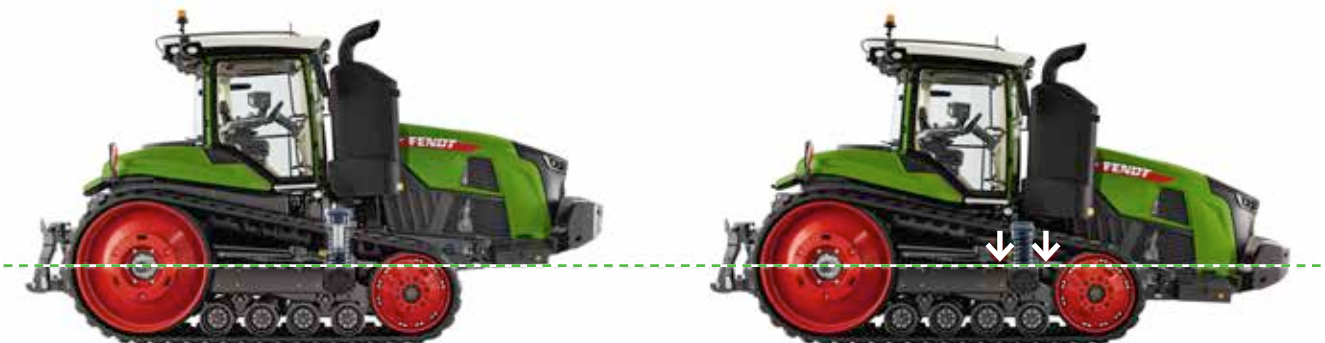
## SmartRide+

The SmartRide suspension, known from the Fendt 900 Vario MT, has been adapted for this power segment for the Fendt 1100 Vario MT. SmartRide+ includes two controllable hydraulic cylinders that compensate for weight shifts during the work process, giving the Fendt 1100 Vario MT maximum traction capacity on the field without any inter-

ruption in traction power. The hydraulic cylinders can also be controlled directly from the cab. This allows the front weight to be easily attached and detached without the need for additional lifting devices.

## Always on the right track

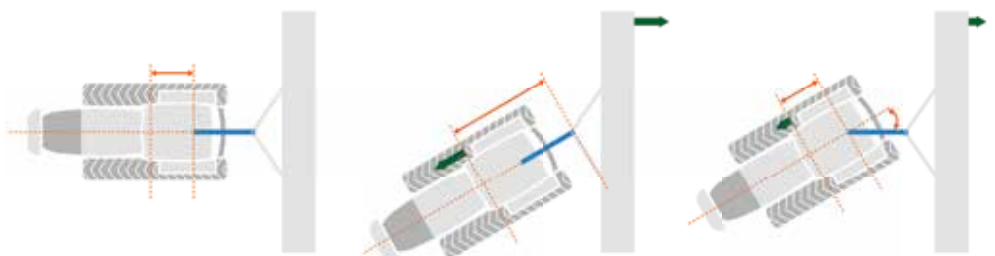
As with wheel tractors, the Fendt VarioGuide tracking system is now also available for the Fendt 1100 Vario MT series. Depending on the satellite receiver and correction services,



▲ With SmartRide+, the driver can control the hydraulic cylinders and adjust the weight distribution.



the tractor can work to an accuracy of 20 cm to 2 cm with VarioGuide.



**Always at the right angle**

The tracked tractor is equipped with a pivoting drawbar or a pivoting rear power lift. The pivoting drawbar can be swivelled 28° in both directions. The pivoting rear power lift for the three-point hitch has a 12° range of motion in both directions, so the pivot point of the attachment moves with the natural pivot point of the tracked tractor. This results in lower traction requirements, fuel savings and less wear.

▲ If the pivot point moves closer to the tractor, the turning circle of the tracked tractor and the attachment becomes smaller.

**The right weight for any application:**

The Fendt 1100 Vario MT tracked tractor offers a wide range of ballasting options:

- Front weights
- Weights for the drive wheels
- Idler wheel weights
- Weights for the tread frame

A Fendt tracked tractor with a light ballast can pull a large precision seeder at higher speeds in the field, or be used for heavy soil cultivation with heavy ballast and low speed. **F**



▲ With a variety of drawbars, the Fendt 1100 Vario MT offers the right attachment for every hookup.

# *WHEN WINE, OX, EVENT AND ENERGY COME TOGETHER*



In July 2017, the three brothers **Konrad, Christof and Lorenz Weibler** took over their parents' farm. They all live together with their families on their farm in Siebeneich, an idyllic wine-growing village near Heilbronn. The business stands on four farming cornerstones: wine, oxen, events and energy. Wine is the most important element – it is also the most labour-intensive.



▲ Family ties: Rolf and Gerda Weibler (centre) with their sons, daughters-in-law and grandchildren.

If you go to Siebeneich, you will see the vineyard and orchard hills on one side of the village, and farmland and forests on the other. The mid-summer, sleepy tranquility is interrupted only by a passing tractor or the bells of the recently renovated old town hall. But take a closer look at the Weibler Hof farm and there's plenty going on. Lorenz Weibler welcomes us in front of the resident wine shop and leads us through wine cellars, vineyards, stables and the events barn.

"We have divided our day-to-day business into three areas with clear responsibilities. Christof is responsible for the

outdoors, i.e. the farming, biogas plant and vineyards. Konrad is responsible for the cellar, i.e. winemaking from the grape – everything that happens in the winery. And we both work together to

***"EACH BROTHER  
OWNS  
A THIRD  
OF THE ENTIRE  
COMPANY."***

market and distribute the wine," says the youngest brother. He also manages the events and the staff. "Each brother owns a third of the whole company and therefore the profit. Each of us three

brothers have our own preferences and we complement each other quite well in that respect," he says, explaining the company structure. He also emphasises that, "Where the responsibilities have been clearly defined, it works wonderfully."

***In Vario veritas***

An old Fendt Farmer 306 LSA pulls the feed mixer past the grazing bulls, who watch us curiously. The Farmer and another 'classic' are still at work on the farm, where seven Fendt tractors are used in all, including a Fendt 722 Vario and a Fendt 516 Vario for farming and transportation. "Maize transport and slurry-



#### 4 MAINSTAYS: WINE, OXEN, EVENTS AND ENERGY

Total operating area approx. 170 ha in and around Siebeneich

##### Winery:

- Approx. 35 hectares of wine
- Own wine production
- Direct sales to customers, delivery to suppliers and restaurateurs

##### Events:

- Approx. 100 m<sup>2</sup> events barn onsite, with 7 events per year (Feb. to Nov.) for several thousand guests
- Made in-house: spit-roast ox and wine
- Various corporate events (Christmas/staff parties)
- On the farm: 50 to 100 groups of visitors per year, often including wine tasting and food

##### Ox:

- With the mobile ox spit, catering for events within a 150-km radius
- Catering service provider for several hundreds of people (inaugurations, celebrations, etc.)

##### Traditional farming:

- Livestock (600 bulls for fattening)
- Arable farming with fodder production (silo corn and winter cereals)
- 2.5 ha of mixed silphie

##### Energy:

- Biogas plant with 380 kW supplies 35 households as well as the entire farm (wine cellar, events barn, etc.) over the local heating network
- Wood chips plant helps to cover the local heating network during peak periods, while at the same time recycling the wood that accumulates in the plant (vines, forest)
- Photovoltaic systems (approx. 1300 kW) on almost every roof for self-generated power and supply to the grid

ing keeps the pair on the road a lot, which they are precisely configured to do. Cultivating the maize and wheat calls for traditional farmwork," says Lorenz, describing the work.

Three narrow-gauge tractors are used for viticulture; two Fendt 211 V Vario models and one Fendt 210 V Vario. "All three tractors are configured in the same way, which means we can convert the equipment to suit the work. This gives us great flexibility, especially at peak times – in the summer, when all attachments are in demand."





***“WE ARE PRODUCTIVE BECAUSE WE HAVE A RELIABLE MACHINE.”***

The wine makes an appearance everywhere at Weiblers. It is served at the big farm festivals, tasted and sold in the onsite wine shop, poured in the local restaurants and distributed nationwide. If you want to nurture quality and add high quality to the bottle, then you have to take intensive care of the vines – the Weibler brothers are confident of this fact. Whether pruning, soil cultivation, plant protection, foliage work in summer or harvesting – a lot of working hours are spent in the vineyard.

"Fendt has by far the best tractor for the vineyard. We are productive because we have a reliable machine that doesn't let us down. Another advantage is the engine power. If you use a towed grape harvester in steep vineyards, the Fendt 211 V Vario manages it, whereas the engines on other competition models don't pack enough of a punch," Lorenz says light-heartedly.

***Living and working sustainably***

The small Fendt tractors have been on the Weibler farm since the 1980s. Rolf Weibler



**MIXED SILPHIE**

An energy plant that is chopped like corn in September. It enters the silo and as a substrate into the biogas plant. Silphie requires practically no pesticides or fertilisers and can be grown on land that can no longer be managed normally, like floodbanks. It also helps protect species, because bees love their nectar.



Senior had already decided to go with the tractors from Marktoberdorf back then and is still found sitting on the tractor today. "The 200 V Var-  
io is a dream workplace. I often sit on it 12 hours a day. When I get off in the evening, I feel good and my back is fine. This is important to me, I have to be able to sit on it happily and work happily." Then he adds with a laugh, "If the boss drives himself, he'll be on a Fendt. There's no alternative."

Grape varieties are planted for 30-40 years. With a lot of effort, the vines are kept healthy for all those decades.

"For us, sustainability means that we can also provide functioning soil and a functioning farm for our children. Our

environmental outlook is that we farm in such a way that our soils remain healthy and that we can achieve good yields in the long term," says Lorenz, explaining the three brothers' strategy. "We try to think in cycles on the farm, so

***"IF THE BOSS  
DRIVES  
HIMSELF,  
HE'LL BE  
ON A FENDT."***

the manure from our calves either goes into the biogas plant to generate sustainable electricity from it, or it comes into the vineyard as erosion protection and fertiliser. So, we also try to interlink the various operating mainstays."

◀ Try local Württemberg wines: Trollinger, Lemberger, Riesling, Spätburgunder & Grauburgunder as well as the new grape varieties Acolon, Cabernet Cubin and Sauvignon Gryn



### **Celebrations on the farm**

The various mainstays have also secured the income of all the family members in this extraordinary year, marked by the pandemic. As farm festivals were put on hold, and restaurants and hospitality venues had to keep closing their doors, wine shipments, traditional farming, oxen and energy were able to absorb a lot of the trade. And like all busy farmers with ideas, the Weiblers used their time to extend their events barn – after all, when everything gets back to normal, people will be more eager than ever to celebrate big occasions with good wine and delicious food. There's a farm butcher's shop under construction, as the plan is to sell meat directly to the customer in the future. **F**



Find out more about the Weibler winery at [www.Fendt.TV](http://www.Fendt.TV)

# THE NEW FENDT 200 V VARIO IN ACTION

The Weibler family had the new Fendt 200 V Vario (MY 2021) doing various jobs this summer (soil cultivation, plant protection, foliage work). It gave them a good overall picture. Here's their verdict on the new specialist tractor:

"The FendtONE concept is right at home in the small tractor and helps with a number of tasks. The two terminals are well designed, well updated. The top terminal is helpful when you start a new job and all the settings need to be made. And the positioning means it's not in the way. The operation is very clear and logical across all the series, right up to the larger tractors.

One small improvement which I find quite helpful, is that the slip is now displayed. This is quite handy when you're going up or down steep vineyards. You can see if the soil is playing ball and you can keep working.

One fantastic feature is the spacious cab with excellent visibility, especially to the left and right. The B-pillar has gone and leaves a really good overview, especially of the grapes when you're driving through the vineyards."

### **WINE SALES AND FARM FESTIVALS**

#### **Weibler winery**

Wengertstr. 8, 74626 Bretzfeld,  
Germany

Opening hours for wine sales:

Monday to Saturday

7am to 6pm

[www.weibler.de](http://www.weibler.de)

For the latest news  
on farm festivals:

[https://www.facebook.com/](https://www.facebook.com/WeiblerWein/)

[WeiblerWein/](https://www.facebook.com/WeiblerWein/)

# HOW TO USE A HEADLAND SEQUENCE IN VARIOTRONIC™

In this Fendt FOCUS we show you how to configure a **headland sequence** in **Variotronic™**.

With this sequence, the tractor performs multiple operations, such as inserting the attachment or activating the lane guidance, at just the push of a button when you enter the lane. This allows you to concentrate on the attachment. Of course, you can also save this sequence in reverse order for the end of the row.



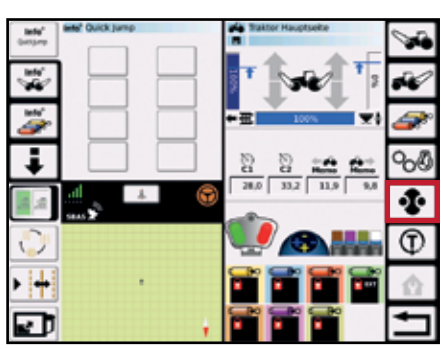
**Please note:**  
This guide explains how to create a headland sequence. Don't forget, you can also record the sequence while driving.



**REQUIREMENT**

- Fendt Variotronic™
- Fendt 300 to 1000 Vario with Varioterminal 7" or Varioterminal 10.4" or:  
Fendt 200, 300 or 700 Vario with FendTONE and 12" terminal (appearance will vary)

**1** Press the **Tractor** button to open the **Tractor** menu.



**2** Press the **Variotronic™** button to open the **Variotronic™** menu.

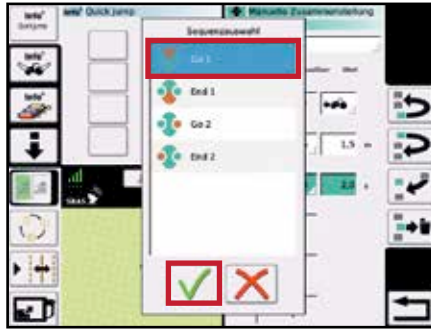


**3** Activate **Variotronic™**.





**4** Save up to four different sequences. You can then trigger these with the relevant buttons on the joystick. In this example, we configure the **sequence for the field start** (assigned here to the button **Go 1**).



**5** Select **Go 1** from the pop-up menu and confirm your choice with the **green tick**. You have now selected the **Go 1 button** as the trigger for activating your start sequence.



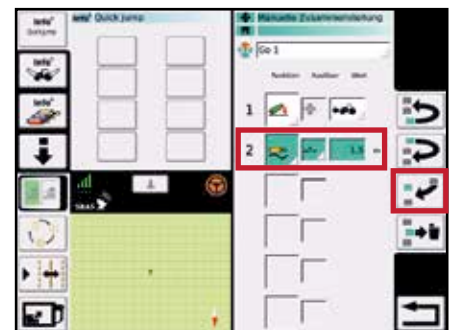
**6** Switch to **Configuration mode** by pressing the **Edit offline** button.



**7** Tap the **Add New Step** button.



**8** In the first step, you want to **Lower Power Lift**. This is automatically triggered by the button on the joystick (trigger) when moving forward (value). Now press the **Add New Step** button again to add to the sequence.



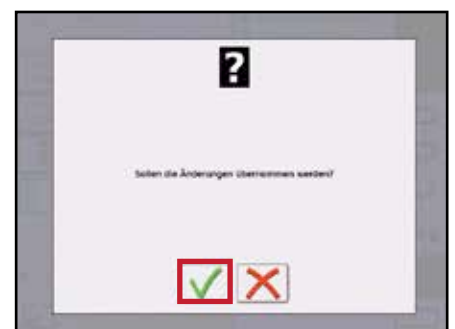
**9** Select the **function Activate Hydraulic Valve** from a pop-up window by tapping the **Function** field in the 2nd row. Here, the hydraulic valve is to be activated depending on the distance travelled. Then tap the **Value** window. You can set the distance you want by using the dial on the side of the terminal. Now press the **Add New Step** button again.



**10** The final step is to **activate cruise control**. This is carried out 2 seconds after the hydraulic valve has been activated. Also set the function, the trigger and the value by tapping the fields.

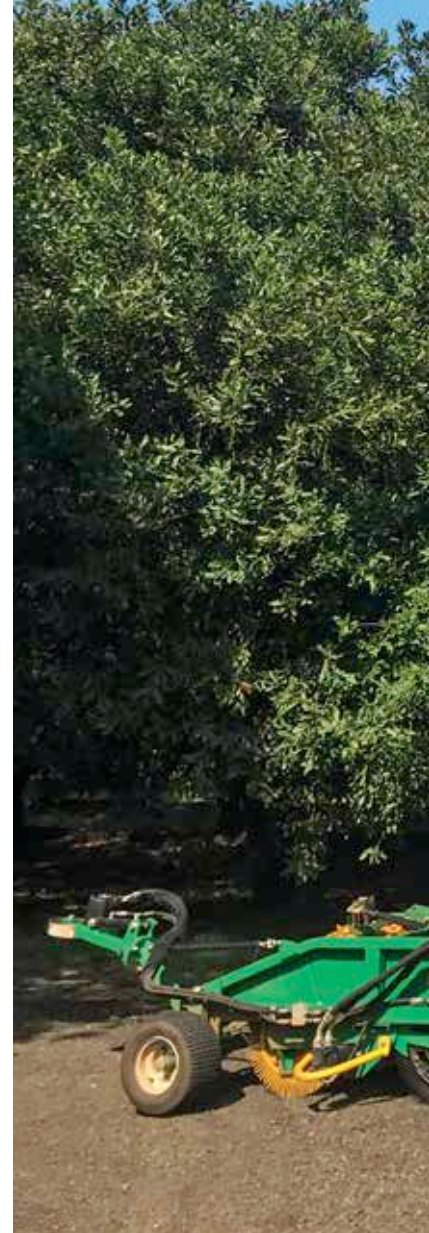


**11** Now tap the **Back** button.



**12** Save your sequence with the **green tick**. **F**

To also automatically disable cruise control and lift it at the end of the row, you can program an **end sequence** for the **End 1** button. You do this exactly as you would with the start sequence. All you have to do is swap the **order of the steps**. The driver can now trigger both headland sequences by pressing the relevant buttons on the joystick.



# *A FENDT 211 P VARIO GOES DOWN UNDER*



The coastal town of Byron Bay in the Australian state of New South Wales is a popular hotspot for tourists and locals alike. Not far from the surfer's paradise and its pristine sandy beaches lies the Martin family farm, where the "Queen of Nuts" is grown.



▲ Trevor with his granddaughter in front of their Fendt 211P. His daughter has also joined the macadamia business.

The conditions for growing macadamia nuts are ideal here. Macadamia Farm on the edge of the rainforest in the Australian state of New South Wales is run by Trevor Martin and his wife Barbara. As soon as he left school, the Australian decided to start farming and 9 years ago he switched to growing macadamia nuts. On his 37-hectare farm there are around 8000 macadamia trees, which produce 110-120 tonnes of nuts every year. The couple has already received several awards for the high quality and high yields of their business. "One decisive factor for the quality of the

nuts is a quick harvest, as the nuts are very susceptible to moisture. So, we try to deliver the macadamia nuts to our

***“A FAST  
HARVEST IS  
CRUCIAL FOR  
THE QUALITY OF  
MACADAMIA  
NUTS.”***

processor as quickly as possible so they can be dried under controlled conditions," explains Trevor Martin. The nuts are harvested from March to September, with

#### MACADAMIA NUTS

Macadamia trees blossom in Australia from September to November, with a single tree holding as many as 400,000 flowers. In order to pollinate as many flowers as possible, Trevor keeps his own bees on the farm.





- ▲ The macadamia trees are planted in rows and are about 22 years old.
- ▶ The black attachment on the cab protects it from getting scratched by the trees.



harvest runs taking place every 3-4 weeks. As soon as the nuts are ripe, they fall with their green shell to the ground and must be collected. "Before we bought our Fendt Tractor at the beginning of the year, one harvest run would take 10-14 days, depending on the weather. With the Fendt 211 P Vario, we were able to reduce our passages to 5-6 days this year," explains the farmer.

**Harvesting and mulching – in one step**

The Fendt 211 P Vario was delivered in April and tows the hook-up, specially designed for the macadamia harvest, back and forth between the rows of trees. The machine was delivered to Australia earlier this year, but had to be converted locally by the local dealer. Equipped for

the macadamia harvest, the Fendt was ready to be put to work this year. It was a stroke of luck for the Martin family, because finding a tractor suit-

**“WITH THE  
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NOT ONLY  
DO WE SAVE  
2/3 OF THE  
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able for the macadamia harvest is no easy task. "We'd already looked at many other tractors, but none of them met our requirements. The tractor has to be able to work simultaneously with the specialist harvester on the front PTO shaft and a mulcher on

the rear power lift," explains Trevor. Thanks to the Fendt 211 P Vario, Trevor has been able to combine several jobs this season. Thanks to the powerful hydraulic system, the macadamia nuts are collected and the soil mulched in a single step. "This is the first tractor that lets us combine these steps. It saves us not only 2/3 of actual working time, but also a lot of fuel," Trevor reports. By combining the work steps, the soil is already prepared for the next harvest after harvesting. So that the macadamia trees are more productive over a long period of time, the soil must have access to enough of the right nutrients. "The mulching is therefore very important for me. Because we have to give back to the soil what we took from it," Trevor continues.





## HOW EXACTLY DOES THE MACADAMIA NUT HARVEST WORK?

- 1** The macadamia nuts are collected by a machine that works a bit like a rake. With this rake, the machine can also gather nuts between the trees, sweep forward then pick up the attachment at the front.
- 2** A second specialist tool then scans the macadamia nuts and sorts out the leaves and twigs at the same time.
- 3** The macadamia nuts and their shells are transported on a conveyor belt into a collection container.
- 4** The collection container is mounted on the mulching machine so the nuts are mulched immediately after being picked.





► The Fendt 211 P Vario with two attachments at the rear.



### *Precision work that's comfortable*

However, the time that the specialist tractor saves is not the only reason to opt for a Fendt tractor. Another big advantage is the Vario gearbox. "We drive an average of 7 km/h during the harvest.

***"THANKS TO THE INFINITELY VARIABLE GEARBOX, WE CAN ALWAYS DRIVE AT THE IDEAL SPEED."***

Thanks to the infinitely variable gearbox, we can always drive at the ideal speed. If a wheel is jammed on the harvester, you just drive backwards and free up the blockage – without any jerking," says Trevor. But it was also the comfort in the cab and the precise operation of the machine that won the farmer over. "The machine can be operated with your fingertips. You can see here that the gearbox and the operation work together really well," Trevor says, with visible enthusiasm. The sensitive control of the attachments

with the Vario joystick also makes it possible to work with the mulcher 45 mm above the ground. And just at the right height, so you take all the leaves and branches with you. This means that the soil is well prepared for the next harvest. The tiny turning circle was another crucial point on the Fendt 211 P Vario.

Innovating and always planning one step ahead – a principle that's clearly followed on the Martins' farm. To ensure that the quality of the macadamia nuts and yields are always kept at a high level, 10 different varieties are grown on the plantation. "This minimises the risk of complete failure. If one variety doesn't come off one season, we'll have nine others to fall back on," Trevor said. "Last season, we planted high-yielding trees to replace a number of trees on our farm that hardly produced any more fruit. They will bear the first fruits in 7-10 years' time," says the Australian farmer. Successfully growing macadamia nuts always requires a clear view into the future. **F**



### **TRY THIS RECIPE: ROASTED AND SALTED MACADAMIA NUTS**

#### **What do you need?**

- Macadamia nuts
- Salt
- Sunflower oil

Preheat the oven to 170°C (heat from above and below). Mix the nuts, salt and oil in a bowl and then spread them out on a baking sheet. Roast the nuts in the oven for about 15 minutes, turning them several times in the process.

The roasted macadamia nuts make a perfect snack at any time of the day. They are also very tasty in granola or as a topping on a vegetable bake.

#### **Good to know!**

Macadamia nuts are particularly high in unsaturated fatty acids, magnesium, phosphorus, calcium and B vitamins. Just 10 macadamia nuts a day can help the body with important functions such as strengthening and maintaining bones.

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