

May 2021

Fendt FOCUS

THE MAGAZINE FOR PROFESSIONALS

IN ACTION AROUND THE CLOCK

Fendt ensures a smooth
supply of spare parts

ALL-ROUNDER FOR YARD AND FIELD

The Fendt 300 Vario Power
performs well

EARLIER SPREAD SLURRY

Slurry hosing is the trend



IN THE STARTING BLOCKS
Safely harvest the first cut
in grassland

FENDT

MORE FLEXIBLE THROUGH DIGITAL TECHNOLOGY

Florian Jocher, 36, runs a Demeter dairy farm in the Allgäu region with 75 animals to milk together with his wife Theresia. To be well positioned for the future the father of two daughters is focusing on the digitalisation of his business.

When my wife Theresia and I took over the farm from her parents about ten years ago, the 28 cows were kept in a tethered barn with a tube milking system and access to pasture. Even back then, my father-in-law managed the farm according to Demeter guidelines and was a pioneer in the region.

Despite the manageable number of animals, we had a full-time job that was rigidly based on the milking times of the animals. While friends and family met for a barbecue or spent time with their children, we took care of our dairy cows.

When planning our new dairy barn, I therefore paid particular attention to the great importance to equipment that

supports me in my daily work. Since then, the cows are milked by a milking robot, one robot cleans the slatted floor, another pushes the feed. Thanks to these little helpers, I can organise my working day much more flexibly, even if we have now increased the number of animals to be milked from 28 to 75. A contractor does the work in the field for me. This allows me to concentrate fully on my dairy herd during the stressful harvest season. The freedom I have gained allows me to fully exploit the potential that agriculture offers me. We have entered the direct marketing business with our milk filling station.

We want to expand this branch of the

business in the future and also sell our milk to regional restaurants. I am also working on making our farm more efficient and resource-saving. With a photovoltaic system and a battery storage system, our farm is to become self-sufficient.

For me it was the right decision to invest in technology. I want my daughters to see that working in agriculture, family and leisure time can be easily combined and that the profession of farmer is definitely attractive.

"Agriculture must also for the next generation be attractive"



DEAR READER,

Farming sustainably and economically - that is in the DNA of farmers. You pass on your land from generation to generation. That is why you are also interested in protecting and preserving the animals and the land.

Agriculture and its role in environmental protection and climate change have been

This is a topic that has been increasingly discussed in broad sections of society in recent years.

Accordingly, legislators adopt in Europe regulations, rules and laws that regulate farmers in their work.

The discussion about the role of agriculture is important and urgently needed, but the challenges that farmers face in complying with new regulations should also be highlighted.

Overcoming this dichotomy - that's what we as an agricultural machinery manufacturer want to help with. Innovative solutions in our entire product range support farmers in overcoming ecological and economic challenges on the one hand, and meet consumer demand for more sustainability on the other.

We manufacture the machines for our Fendt product range at six locations in Germany. In this issue, get to know our Fendt machines a little better, but also our factories.

Enjoy reading the new Fendt FOCUS issue.

Sincerely,



Christoph Gröblichhoff



TECHNICAL
*World of Fendt Tigo
loader wagons*



IMPRINT

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AGCO GmbH
Johann-Georg-Fendt-Str. 4, 87616 Marktoberdorf
Fendt Marketing, Vice President EME Roland Schmidt
fendtfocus@agcocorp.com

Editorial management

Christiane Pietsch

Authors

Heinz Röthlisberger, Tammo Gläser, Christiane Pietsch

Fotografen

Jörn Gläser, Brigitte Huber, Andreas Mohr,
Steffen Kastner, AdobeStock (p. 36)

Design/Grafik

dieMayrei
Martina Böck

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Fendt FOCUS



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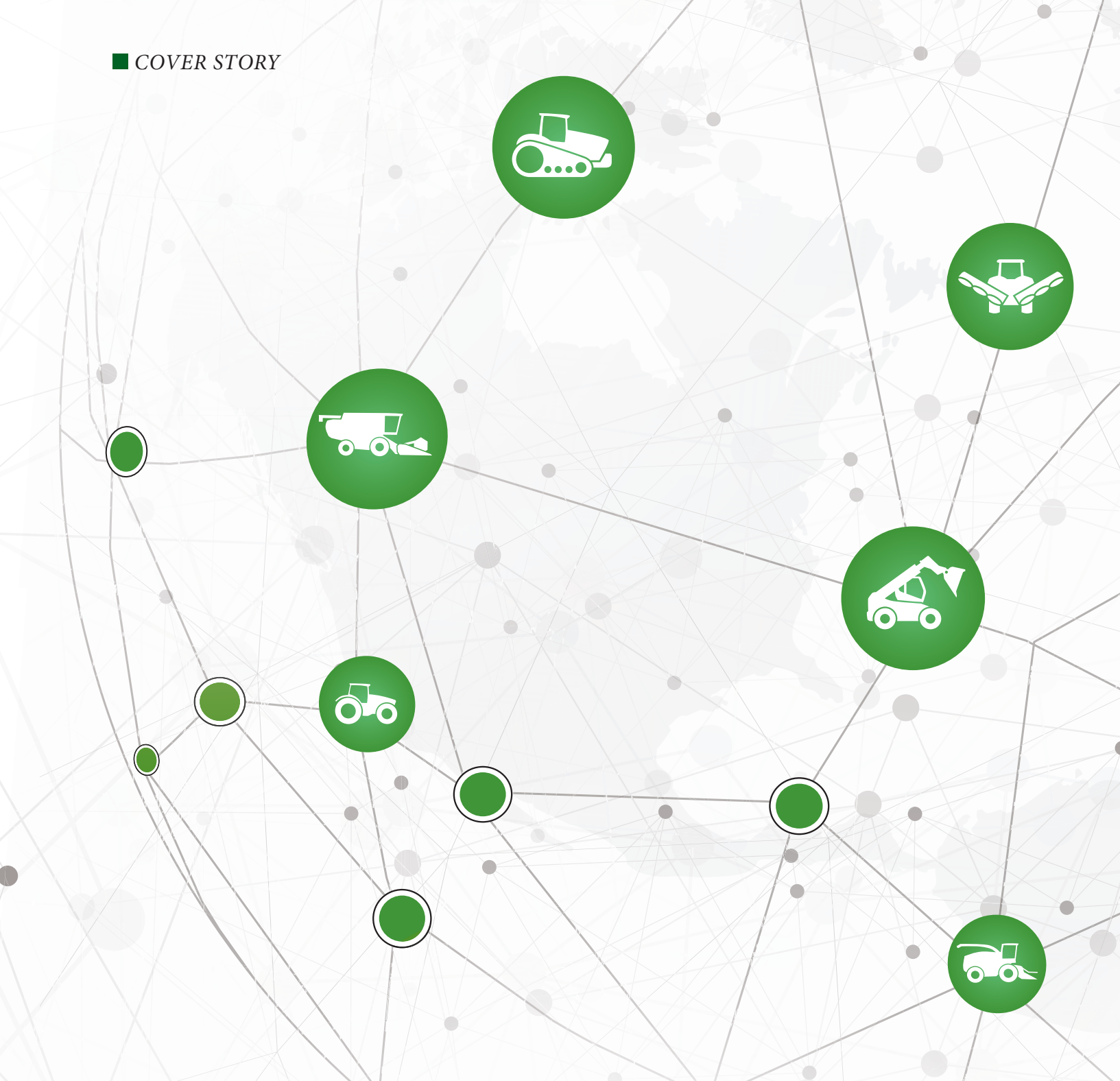
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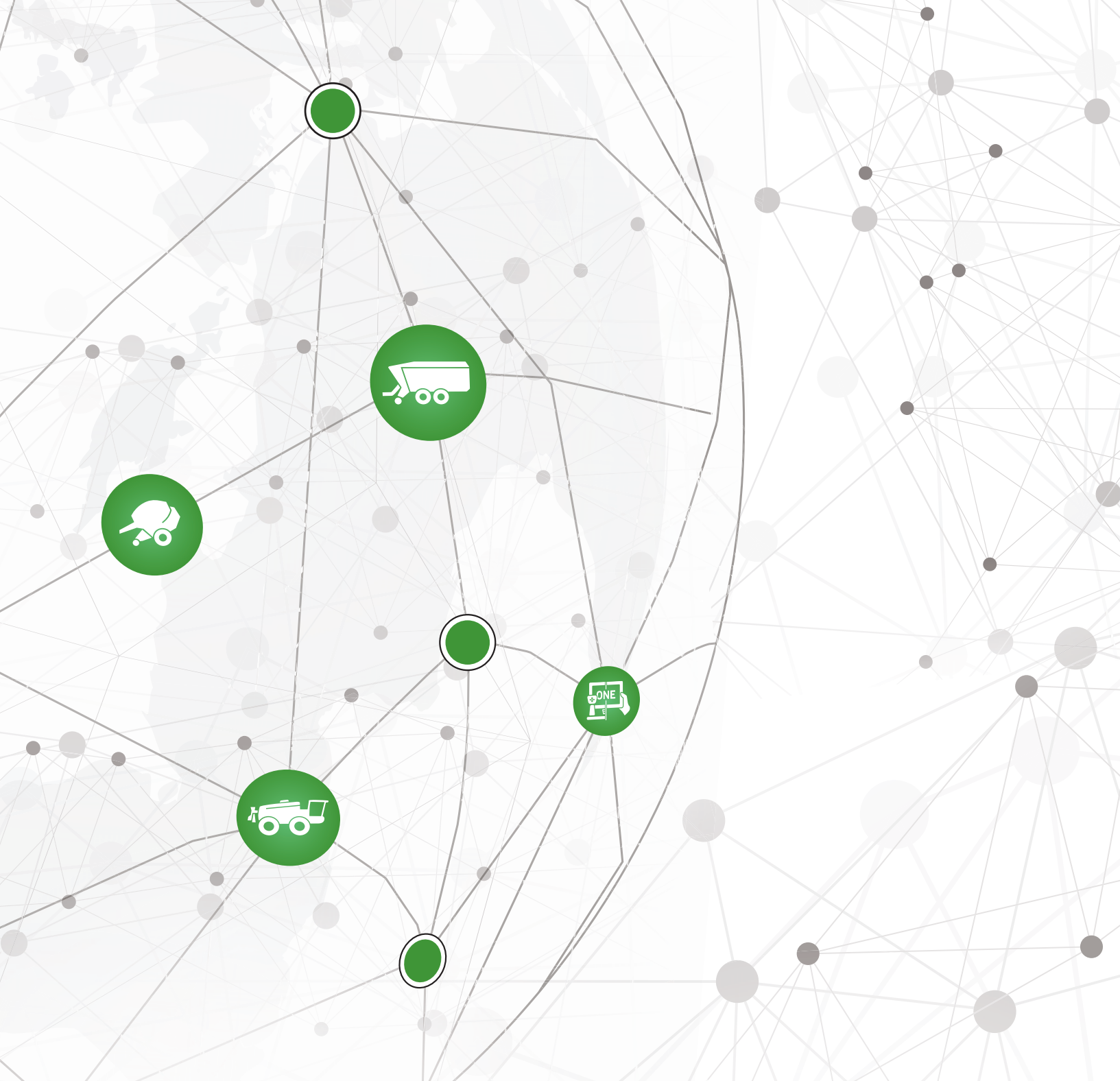
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The Fendt brand is as associated with Marktoberdorf as the first cut of grassland is with spring. Over time, numerous products have been developed alongside the tractors, expanding the portfolio in harvesting technology and crop protection. Production takes place all over the world.



IN THE WORLD AT HOME

The fact that the first small diesel tractor was produced in Marktoberdorf is now well known.

90 years ago - since then, a lot has happened in terms of the product portfolio. Fendt not only equips farmers with mobile undercarriages, but also ensures a smooth harvest with sprayers for crop protection or with the mower, the windrower, the loader wagon, the combine harvester and the balers.

In Germany alone, there are five other production sites in addition to the main site in Marktoberdorf, which are responsible for different products. The northernmost plant in Germany is located in Wolfenbüttel in Lower Saxony. Here, fixed chambers and variable round balers are manufactured.

The factory in Hohenmölsen, Saxony-Anhalt, offers enough space for the production of the Katana, Fendt's forage harvester. Not only are the forage harvesters produced in series on 42 hectares, but the Rogator 300 and 600 field sprayers have also found their production site here.

For the optics

The cabin and bonnet have a decisive influence on the outer form of a Fendt tractor. In order

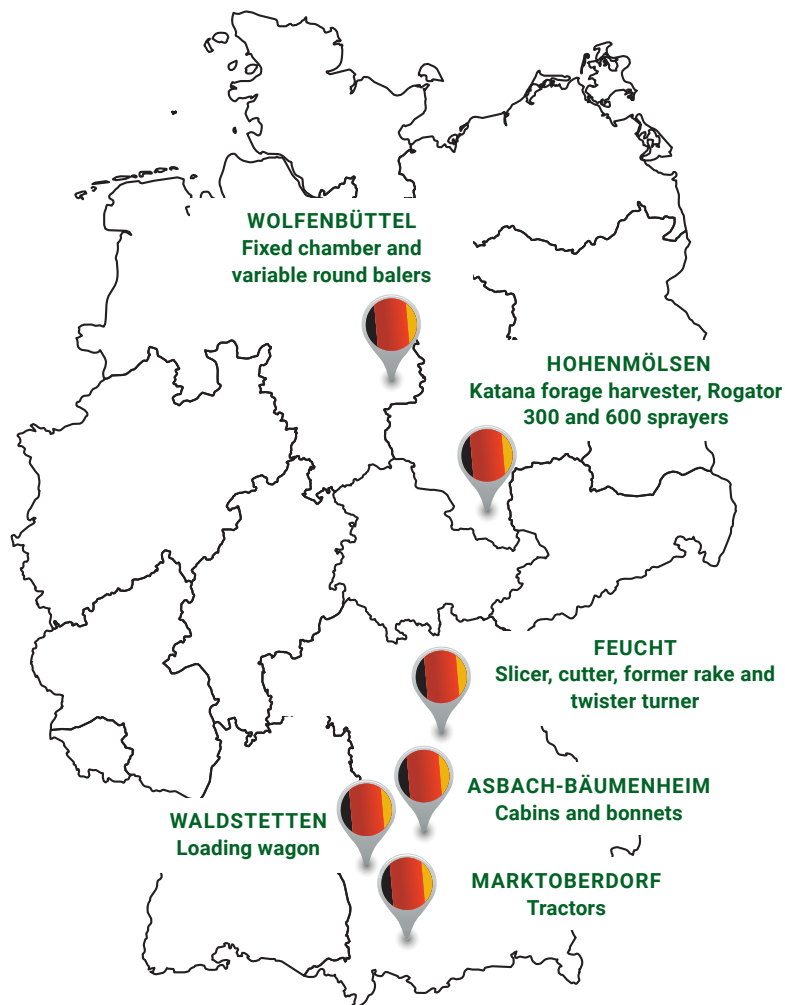
for these to be installed in Marktoberdorf, they first have to be manufactured.

This is what happens at the Asbach-Bäumenheim site. The production steps begin with the delivery of raw material in the form of tubes, profiles and sheets. The complex contours are created from raw material blanks in 2D laser cutting.

The shaping of the cabins and

bonnets is achieved by 3D cutting in a modern laser centre. A robot then performs the welding work on the cabin. There is also a special robotic bonnet system for the bonnet parts. There, the parts are glued and assembled in a fully automated process.

In addition to the main site in Marktoberdorf, Fendt has five other production sites in Germany where various products are manufactured.



THE PRODUCTION SITES IN GERMANY



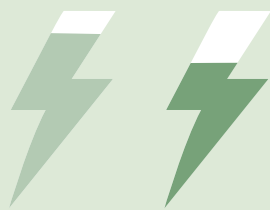
THE FENDT PRODUCT RANGE

Per tractor produced in Marktoberdorf in 2019, there were

992 kWh
electricity

needed - 200 kWh less than in the previous year.

2018 2019



1.192 kWh

992 kWh

66 %

Germany

28 %

European foreign countries

Parts for the machines that Fendt does not manufacture itself are - if possible - sourced from regional manufacturers. 66 % of the suppliers are based in Germany, 28 % in other European countries.

336.000.000

litres of fuel are saved on average annually by using Fendt tractors with Vario transmission.

Marktoberdorf and three other locations use up to

100 %
Green power.



FORAGE HARVESTING TECHNOLOGY: EVERYTHING IN THE GREEN

Everything from a single source: Fendt offers not only tractors in its product range, but also implements for harvesting in grassland.

Top in grassland

Products for forage harvesting technology play an important role in Fendt's portfolio - Slicer, Former, Tigo and Rotana, with their perfect interaction in the field, ensure top-quality basic forage. In the competence centre for green fodder harvesting in Central Franconia The Slicer and Cutter mowers, the former rakes and the

Twister turners are developed and produced. Before they come off the production line, the machines are put through their paces before final assembly. The cutter bar and drive are accelerated to 3,000 revolutions per minute, the tines of the windrower undergo a 30-hour endurance test.

Robust loader wagons are needed to bring the harvest from the

grassland into the silo. These come from the Fendt factory in Waldstetten. So that every farm - from the medium-sized company to the large contractor - the right loader wagon, the Fendt Tigo is available with different volumes of loader wagons.

10 TIPS FOR A SUCCESSFUL HARVEST

1 PLANNING THE CUT

The ideal time for the first grassland cut is before the main stand formers have sprouted their ears or panicles. At this time of vegetation, the forage has reached its maximum energy and nutrient content and its optimum digestibility. The appropriate cutting time is then three to five days. After that, the grasses enter the generative phase and the crude fibre intake participation is increasing. As soon as one third of the grasses reach the stage of ear emergence is mown.

2 WHO PLANS, WINS

A high basic feed yield is the goal of every dairy farmer. Within one day, the moisture content to be reduced to 30 to 40 percent. Without Sun and low humidity it doesn't work, However, technology can make an important contribution. The latter must be able to perform to its full capacity - the power of impact must be coordinated with each other. Uniform silage is achieved when each blade of grass is harvested at the same time. The result is a long mowing and silage harvesting period.



3 THE PERFECT CUT

In order to protect the sward and to provide the growth for jeopardise further cuts, the grass should be cut at Permanent grassland not less than 5 cm and for arable grass on be cut around 7 cm. The grass does not lie directly on the floor and picks up less dirt. If the first cut mown, the risk of the soil drying out and slowing down growth of the next cut is reduced.



4 BRINGING INGREDIENTS INTO THE SILO

The right time to mow is when the grass stand has the highest sugar content, which you should definitely bring into the silo. The longer the forage lies cut, the more sugar is lost through respiration. Perfect time management is now required, because short lying times are decisive for silage quality - in other words: if wilting conditions are good, mow in the morning and close the silo in the evening.

5 THE GREEN MUST GIVE WAY

Already at the first cut, the grass should be exposed to the weather and be prepared accordingly. Here the question of whether or not to use a conditioner arises. The wax layer is rubbed off by the conditioner and the moisture can escape. At high temperatures, however, it should be dispensed with, since the mown grass dries out too quickly and thus the dry matter content of the silage becomes too high.





INCREASE THE SURFACE AREA

The dry matter content has the greatest influence on the preservation and ensiling of forage grasses. If necessary, silage additives can be used to support this. In order to react to changes in the weather and to achieve the desired dry matter content by the time the green manure is removed, the roundabout tedder is the technical answer. To avoid excessive wilting, this step can also be skipped.

LAY SWATH CLEANLY

Caution! Wilted grass still dries on the swath, even if the surface is clearly reduced. The grass lies loose on the swath and the sun and wind drive the drying process further. It is important during this operation that the grass is clean, without soiling, is adjusted together. With this work set the first step should be started at an early stage. Harvesting must be kept as short as possible.



BETTER WHEN COORDINATED

At a working speed of around 7 km/h, the PTO-driven tine rotors work in pairs in opposite directions and lay the mown swath as evenly and widely spread as possible over the area. The working width of the tedder is matched to the size of the mower unit and the mown swath; 2 rotors each pick up a swath centrally.



MATCHING THE SWATH SIZE TO THE HARVESTING TECHNIQUE

The swath width is based on the chosen harvesting technique. The pick-up capacity of the press, loader wagon or forage harvester differs. For large swaths, care must be taken to ensure that the rake has sufficient lifting height. Feeler wheels on the windrower ensure that the working device is optimally guided in height. This prevents on one hand from the side that the tines damage the sward, and on the other hand, that the grass is clean from the ground.



CLEAR QUICKLY

With the chipping chain with loader wagon, the green waste is chopped to 4 to 8 cm long pieces, sometimes with a high proportion of excess length. The chipping chain offers favourable conditions for uniform chipping lengths of 4 to 6 cm. This enables both dense storage and reliable fermentation in the silo. In the bale chain, the grass is compacted into chopped material. Precise chopping, high baling pressure and wrapping technology lay the foundation for high-quality bale silage.

SIX PRODUCTION SITES WORLDWIDE

ITALY, BREGANZE, VENETO

Combine harvester Fendt IDEAL for Europe and North America

The AGCO plant in Breganze is the European competence centre for combine harvesters in Europe. After four years in the joint venture, AGCO took over the former Laverda plant completely in 2011. The high-performance Fendt IDEAL combine harvester and the six Fendt straw walker models are produced at the

Breganze plant and distributed from here in Europe. The plant covers 25 hectares and employs around 800 people.

USA, BELOIT, KANSAS

Precision seed drill Fendt MOMENTUM for North America

Agricultural equipment has been manufactured in Beloit since 1945. The AGCO site specialises in machines for soil cultivation, seed drills and special harvesting machines.

The company specialises in the production of seed drills - mainly for the Sunflower brand. Since 2019, the Fendt MOMENTUM precision air seeder has also been manufactured here. In addition to many years of experience, the high level of vertical integration guarantees the excellent quality of each individual machine. In addition to the assembly processes, all production steps of the sheet metal and pipe processing are carried out.

The production facility in Hesston, USA, produces square balers for all markets in the world.





Robots ensure that every weld seam is precise. The machines are designed to withstand the high stresses and strains of use.

USA, HESSTON, KANSAS

Fendt square balers for all markets worldwide

With more than 30 years of experience, square balers are built in Hesston. The 18,850-square-metre painting and finishing facility sets standards for the agricultural machinery industry. With electrocoating (e-coat) and powder coating, processes have been adopted that finish each part thoroughly, evenly and for a long time.

USA, JACKSON, MINNESOTA

Fendt crawler tractors for all markets worldwide

Jackson is the place where the Fendt 900 Var-io MT and Fendt 1100 Vario MT crawler tractors are created and crawler tracks for harvesting machines are developed and built. In order to bring the highest quality and innovations to the forefront, smart glasses are used in Jackson.

These portable computers in the form of glasses enable assembly and quality assurance staff to call up work instructions and work through checklists in a

structured manner. In this way, the staff can work even more quickly and to a higher standard of quality.

BRAZIL, SANTA ROSA, RIO GRANDE DO SUL

Combine harvester Fendt IDEAL for South America

Since 1993, rotary mowers have been manufactured in Santa Rosa, Brazil, near the Argentinian border. The Fendt IDEAL for the South American market is also produced here. To ensure the high level of quality, a special test stand is used to simulate the use of the machine under harvesting conditions and to check the functionality of the machine.

BRAZIL, IBIRUBÁ, RIO GRANDE DO SUL

Precision seed drill Fendt MOMENTUM for South America

The Ibirubá site in the state of Rio Grande do Sul has been part of the AGCO Group since 2007. The 20-hectare site houses various functional areas such as research, development and production of tillage and seeding machines. The machines are tested under real-life conditions on a 6-hectare attached area. In Ibirubá, the Fendt MOMENTUM single-crop seed drill is developed and produced for the requirements of the South American market.

Fendt is global: In addition to the locations in Germany, there are six other production sites worldwide.



OUR PRODUCTIONS WORLDWIDE





"Farmers have realised that the smart helpers can make a lot of work easier for them."



You studied law after graduating from high school. Why did you then do another degree in agricultural economics?

My parents were veterinarians, so studying law was an exotic wish from the start. After a failed state examination, a plan B was needed. Since I felt comfortable in my home country and have deep roots there, I looked for a subject close by. So in 2008 I started studying agricultural economics at the Neubrandenburg University of Applied Sciences. I am still happy with this decision today.

Digitisation becomes child's play

She helps farmers make an easy entry into the smart world: as a sales consultant at Raiffeisen Technik HSL GmbH in Goldberg, Christine Hain supplies her customers with Fendt machines.

In this context, digital technologies are becoming increasingly important.

Now you distribute Fendt machines. Was there already a personal passion for the products from Marktoberdorf before?

After my parental leave, I started at Marep GmbH, which also sold Fendt machines. Therefore, I was already familiar with the products and the spirit of Fendt when I started at Raiffeisen Technik HSL in 2018.

Agriculture is becoming smarter and more digital - what do your customers think about this development?

When the topic of digitalisation came up, you could already tell that the farmers had an uneasy feeling. They were tormented by the thought that the more technology on the tractor would be too much for them. The time they had to invest in learning the systems seemed too precious compared to the benefits. In the meantime, however, it is almost impossible to do without digital technology. Farmers have realised that the smart helpers can make a lot of work easier for them.

Which jobs are easier then?

Digital systems allow processes and operations to be organised better and more efficiently. The documentation obligation for various operations such as fertilising or applying pesticides eats up more and more time. Systems that centrally retrieve and manage the data are just the right thing.

In the future, Fendt machines will not only be equipped with a new driver's workplace but also with the FendtONE digital platform. In your view, how does the system make the farmer's daily work easier?

Until now, field work and office work were different areas. Not only the locations were different, but also the systems with which work was done. At worst, data had to be laboriously transferred to the other system. FendtONE is a platform that documents the operations on the machine (onboard) and transfers them to the office (offboard) or the smartphone. This enables the farmer to work independently of

location. And in the event of a fault, the workshop can switch to the machine without detours and help quickly - this is an enormous advantage, especially during the stressful harvest season. Aren't farmers afraid for their very sensitive data?


With FendtONE, the farmer retains control over his data. My experience is that users of digital systems are willing to let their data flow in if they can subsequently decide for themselves which data they want to share with which other systems - and that is possible with FendtONE.

For which operation is FendtONE particularly suitable?

FendtONE is basically suitable for every farm. For farmers, it is important to log their individual work steps with the machine because of the documentation obligation. Contractors appreciate FendtONE because it allows them to keep an eye on their fleet management and to issue an invoice after the job.



"The easy operation and central recording in one system saves the farmer a massive amount of time."



You said at the beginning that many farmers are sceptical about digital systems because of their complexity. Why should that be different with FendtONE?

Operation is very intuitive - both on the machine and in the office. FendtONE onboard retains the colour concept that users are already familiar with from the cab. As a user, you don't have to get used to anything.

Technology costs money - how does the purchase of FendtONE pay off for the farmer?

Time is money. And the farmer saves a lot of time: FendtONE has a positive effect on many areas of the farm. Thanks to the simple operation and central recording in one system, the farmer saves a massive amount of time on tedious office work. In recent years, comfort at work has become increasingly important - everyone wants to work with a well-equipped tractor. FendtONE enhances the workplace and makes it attractive. In addition, the more precise documentation with little effort will in future enable even more needs-based application of fertilisers and other inputs. This is easy on the wallet.

What reservations do you still experience in practice?

For a long time, cost was the biggest obstacle to the acquisition of digital technology. Nowadays, it is more important to customers that they can master the technology without much effort and that they can quickly integrate it into their daily work. User-friendliness is the be-all and end-all. Farmers are concerned that they will not be able to operate a system they have already purchased and reap the benefits for their farm.

What support do you offer farmers in taking the step into digitisation?

We offer farmers comprehensive advice before the purchase. After the purchase of a new machine, we are on site during the first use and are at the farmer's side. We also offer training, even though this has unfortunately been suspended due to the Corona pandemic.

Which digital systems are particularly in demand among farmers?

We almost no longer sell machines without a steering system. Fendt VarioGuide is absolutely standard equipment. For larger farms, headland and fleet management are also in demand.

Are there differences in the demands between farmers and contractors?

The demands of farmers and contractors are similar when it comes to the equipment of their machines - everyone appreciates the comfort. In addition, the complete documentation of the work steps is the basis for invoicing the contractor.

Which applications and systems do you think will become indispensable for the farmer's work?

With a view to resource conservation and the efficient use of crop protection agents, I expect Fendt Section Control to become indispensable in daily work. It ensures that the seed drill, fertiliser spreader or sprayer is switched off in good time at the headland. This not only leads to clean connections, but also prevents overlaps. Operating resources can thus be saved significantly.

Will intelligent systems soon replace the farmer in the barn and in the field? What will be the task of farmers in the future?

I firmly believe that we will continue to see our farmers in the field and in the barn. However, in order to comply with all legal requirements, farmers have to spend more and more time in the office. It is important that they are supported by intelligent applications to keep the effort as low as possible. Because let's be honest: no one becomes a farmer to spend their time in the office.

What contribution can digitalisation make to raising the profile of agriculture?

The public often notices that agricultural machinery is getting bigger and bigger and often feels disturbed by it. However, the fact that behind this are labour shortages and ever shorter

"I think it's important for consumers to focus more on regional products."

harvesting windows that require high impact power remains hidden to most. Digital systems help to comply with government regulations, protect the environment and increase animal welfare. Farmers should also communicate these things to the public.

What do you wish for agriculture?

I would like to see more recognition for farmers. They produce high-quality food every day with a lot of effort and commitment, while adhering to strict specifications. I think it's important for consumers to focus more on regional products and thus support agriculture in their immediate neighbourhood.

The interview was conducted by
Christiane Pietsch.



THE PERSON

39 years, single,
1 daughter, grew up
in the countryside in
Mecklenburg, daughter
of veterinary surgeons.

→ *Study*

Law at the University of
Rostock, then studied
agricultural economics
at the University of
Applied Sciences
Neubrandenburg

→ *Degree*

Bachelor

→ *2012*

Career start at Marep
GmbH as a sales
consultant

→ *since 2018*

at Raiffeisen Technik
HSL GmbH in Goldberg
as a sales consultant

→ *Leisure*

Horse riding, cycling

1 Christine Hain facilitates
the entry into the digital world
for her clients.

2 Never alone: As soon as a
farmer decides on a tractor
with FendtONE, Christine Hain
gives an initial overview of the
operation.

3 Christine Hain and the Man-
aging Director of Raiffeisen
Technik HSL GmbH, Wolfgang
Clausen, are impressed by
the ease of use of the Fendt
innovations.





WITH A VIEW TO MORE

As a telescopic loader, the Fendt Cargo T955 is an important helper. Whether in the barn, on the farm, in the silo or in the field - with its unique lift cab, it provides an optimal overview for all work. We present its advantages to you.





1 Lift me up, baby: The cab of the Cargo T can be lifted steplessly to a viewing height of 4.25 metres by means of a foot pedal. With the elevating cab, all-round visibility is ensured while filling high vehicles - even the right rear wheel can be seen. The hydraulic cylinder that raises the cab is equipped with a nitrogen bladder. This absorbs shocks while driving. The ride comfort in the cab is clearly noticeable.



2 Full visibility in the front: The windscreen extends to the floor of the cabin. In addition, a narrow steering column is mounted. This means that the driver no longer misses anything.



3 The display elements are connected to the armrest and form a line of sight with the right-hand A-pillar. This means that a bulky dashboard can be dispensed with in favour of a clear field of vision.



4 For short stops, the start-stop button is worth its weight in gold for the engine. The engine can be started at the touch of a button. This saves time and increases comfort for the driver.

5 The telescopic arm provides a reach of 4.35 metres from the front wheel to the load centre of the pallet fork. To prevent tipping over, the Cargo T has an overload system. All functions that could put the machine in a dangerous position are locked as soon as a critical value is reached.

6 Shocks optimally absorbed: The loading shock absorber on the telescopic arm ensures that shocks are optimally absorbed even at high speeds. At low driving speeds, the loading swing damping is locked.

7 Turning in a tight circle: Although the Fendt Cargo T955 has a long wheelbase, it can still be turned in a circle of less than 4 metres.

8 The engine and exhaust technologies meet the requirements of a modern vehicle. Sufficient space in the engine compartment ensures a cooling air flow so that the Fendt Cargo T never gets too hot.

9 The continuously variable traction drive consists of an axial piston variable displacement pump that is driven directly by the diesel engine. It detects the accelerator pedal position and swings out depending on the diesel engine speed. The pump delivers hydraulic oil to the travel motor, which, depending on the load, either converts a high speed (travel at high speed) or a lot of torque (travel on slopes or against material).

10 The vehicle has a brake inching pedal. This decouples the travel drive from the engine speed. At low travel speeds, more hydraulic power is available for the working hydraulics.



5



8



6



9



7



10

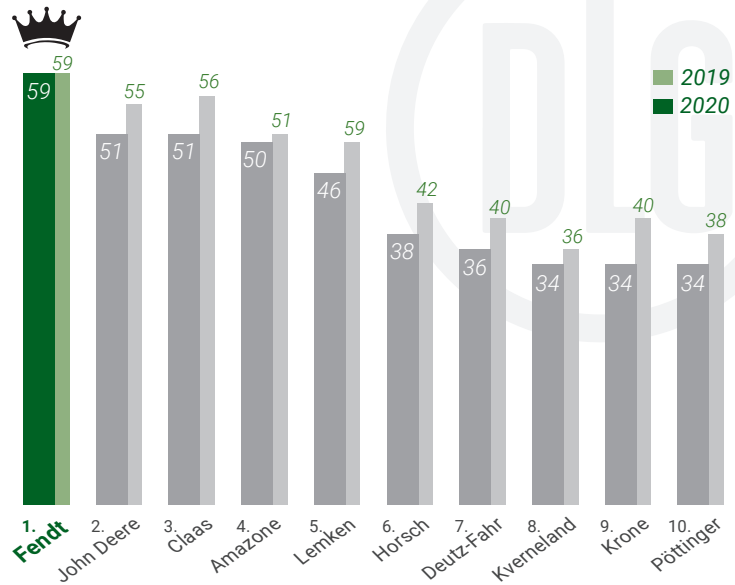
Fendt FOCUS CURRENT

Good image

Every year, German farmers assess the awareness and image of companies in the agricultural sector for seven different areas as part of the DLG ImageBarometer. For this purpose, 712 farmers and farm managers were surveyed by telephone from August 2020 on the brand strength of the companies.

With 59 points, Fendt takes first place in the "Agricultural Machinery" section of the DLG ImageBarometer. This puts Fendt eight points ahead of second and third place. The DLG describes the survey results for 2020 as follows: "In agricultural technology, Fendt continues to lead, with even slightly increased values, while all the pursuers have lost ground, in some cases significantly."

Christoph Gröblichhoff, Chairman of the AGCO/Fendt Management Board, was also enthusiastic: "We are delighted that farmers have once again voted the Fendt brand into first place in the independent DLG survey," he said. "Even in the evalua-



"WE ARE DELIGHTED THAT FARMERS HAVE ONCE AGAIN VOTED THE FENDT BRAND INTO FIRST PLACE."

tion of all four regions, we were able to take the top position this time. In our home region, the south, as well as in the north and west, we were again voted number one. Last year, however, farm managers and farmers in the east also gave the Fendt brand the highest score."

Site-specific meadow overseeding saves seed

Gaps in the sward provide space for weeds and reduce the forage yield of meadows and pastures.



The Fendt tractor is equipped with a camera that identifies the bare spots in the stand.

With early overseeding, gaps in the sward can be closed - cameras could help identify the gaps in the future and thus save seed.

With conventional overseeding, seed is applied over the entire area, although there are only around 20 to 30 percent gaps in the stand. As a result, about 70 to 80 percent of the expensive seed falls on existing plants and hardly runs up.

An automatic procedure for site-specific meadow overseeding was developed in cooperation between Krummenacher Saattechnik AG, CH-Dietwil, the Research Institute for Microelectronics (CSEM), Neuchâtel, and Agroscope. An industrial camera at the front of the tractor records the sward. An on-board computer detects the gaps in the grass cover in real time. White areas indicate the detected "green area", i.e. the grass. A black area represents the vegetation-free soil. With seed costs between 7 and 18 EUR per kg, depending on the seed mixture, a sowing rate of 20 kg/ha and 20 percent gaps can easily save 100 - 200 EUR per ha. The trials were conducted at the Swiss Future Farm (SFF) in Tänikon, Switzerland. The partners of the SFF are AGCO International GmbH, the Arenenberg Education and Extension Centre and GVS Agrar AG.

More details about the farm and activities there can be found here: www.swissfuturefarm.ch



The nation's darlings

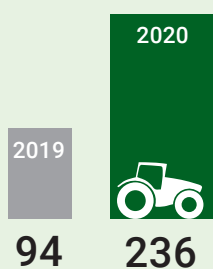
The PS Bundesliga is always published at the beginning of the year and Fendt achieved top scores in all performance classes. The evaluation of the most popular tractors shows that German farmers particularly appreciate Fendt tractors.

Fendt tractors are in first place in all market segments above 51 hp in 2020. In addition, AGCO/Fendt was able to expand the number of registered tractors in almost all power classes. The newly introduced Fendt 200 Vario and Fendt 200 V/F/P Vario series interested farmers: in the 52 hp to 100 hp segment, the number of registered tractors increased by 291 machines.

New registrations
Fendt tractors above 51 hp



New registrations
Large tractors above 401 hp

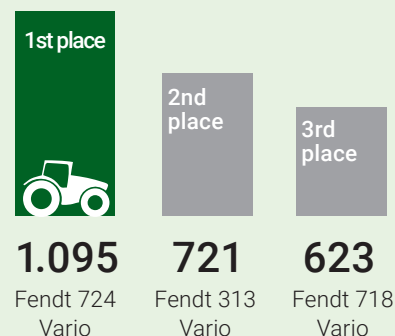


In the large tractors above 401 hp, Fendt was able to significantly increase the number of registered tractors compared to the previous year, namely to 236 machines compared to 94 in 2019. This power range includes no less than four series - the Fendt 900 Vario and Fendt 1000 Vario wheeled tractors as well as the two tracked tractor series Fendt 900 Vario MT and Fendt 1100 Vario MT. The Fendt 1100 Vario MT series was not introduced until the second half of 2020.

The Fendt 700 Vario and Fendt 300 Vario series are particularly popular with German farmers. For the third

time in a row, the Fendt 724 Vario took first place as the "nation's favourite". In 2020, 1,095 Fendt 724 Vario machines were newly registered. The Fendt 313 Vario follows directly behind. It takes second place in the overall list with 721 new registrations. The third most popular Fendt tractor is the Fendt 718 Vario with a total of 623 new registrations.

New registrations
in 2020





ALL-ROUNDER FOR FARM, PASTURE AND FIELD



A lot has changed on the Brockmann family's farm in recent years - they got rid of the dairy cows and switched to arable farming. With the new structure, they also moved in a Fendt 300 Vario Power, the all-rounder from the Fendt world.



OPERATING MIRROR

Total farm area approx. 30 ha, sideline, conventional farming

- 15 ha field with silage maize, barley, wheat
- 15 ha grassland

In conversion from a livestock farm to a pure arable farm

Livestock:

- 20 Fattening bulls
- 12 Heifers
- 5 Calves

The demand for premium equipment is not only high in the automotive sector, but also at Fendt. Most tractors leave the factory in Allgäu as Profi Plus. Nevertheless, the basic Power equipment has its justification. On the one hand, it is intended as an introduction to the Fendt

"THE BASIC EQUIPMENT ENABLES YOU TO ENTER THE FENDT WORLD.

Vario world, and on the other hand, it is aimed at farms with simple activities on the farm, pasture and field. Buyers do not have to compromise on the comfort of their Vario tractor and can even benefit from the simplest Fendt equipment. This is also the case at the Brockmann

farm in the idyllic village of Öchtringhausen near Lippstadt in south-east Westphalia. Since February 2018, a Fendt 310 Vario with Power equipment has been working on the 30-hectare part-time farm.

Small-scale

Aloys Brockmann, the farm's manager, had already decided on a tractor from Marktobendorf before his Fendt 310 Vario. A Fendt Farmer 308 LSA performed reliably for a good 16 years. After more than 12,000 operating hours, a comfortable successor was to be found. Especially during the time-consuming peak season, Aloys Brockmann longed for a more modern, air-conditioned workplace.

The decision was quickly made in favour of a small all-rounder from the Allgäu region. "With the good resale value of my old Fendt 308 Vario, the great sales talks

and, of course, the comfortable continuously variable transmission, only a tractor from Fendt came into question for me," explains Aloys Brockmann. At the kitchen table, the family agreed on the Fendt 310 Vario - the smallest of the 300 Vario family - which is suitable for the size of the farm and the small-structured areas.

The next question was about the right equipment. "Especially when the tractor is driven by several generations or temporary workers, the equipment should be as simple as possible. My nephews often help out at peak times. We don't use smart farming applications, the farm is too small for that. In addition, you have to work regularly with the possibilities of the Profi and Profi Plus equipment in order to fully utilise the potential," explains Aloys Brockmann. And so the Fendt 310 Vario was

ordered for the Brockmann family as a Power version.

From grassland to more arable land

With the restructuring of the of the Brockmann farm - from a dairy farm with offspring and fattening bulls to an arable farm - the tasks of the Fendt tractor shifted. In the meantime, there are only 30 beef cattle in the stables. The area for the dairy cows is empty, the milking machine has been silent since the summer of 2020. The Brockmann family took advantage of ploughing rights and was able to gain arable land from parts of the grassland, so that the Fendt 310 Vario now has to work more often on these areas. From time to time, the Fendt also has to get in front of the slurry pump, pull a cattle truck or fetch fodder. "However, the tasks in indoor farming are continually becoming fewer," Aloys Brockmann notes.

"The slimmed-down user interface makes the Fendt very clear. The most important settings are within easy reach.

We also have simple implements on our farm, still completely without electronic controls," explains the farm manager during a tour of the

farm and a look into the machine hall.

On the conventionally managed farm, there is work for a 4-share plough with stepless cutting adjustment, among other things. "For the loamy soils, we need the full 100 hp now and then, and on the sandy areas we use the full plough width that the Fendt offers. I don't need more than two control units for this simple job. Thanks to the automatic linkage, everything is on the joystick, just like the tractor's shuttle and cruise control. Only for the plough turn at the headland do I have to reach next to the seat to operate the corresponding control unit."

For stubble tillage or for breaking catch crops, the small Power-Vario is equipped with a three-metre wide, three-bar cultivator and wing shares. For seedbed preparation, a spring tine cultivator is clamped behind it. Even for these simple implements, the Power-equipment

Aloys Brockmann made a conscious decision in favour of the Fendt 300 Vario in the Power version.



MAIN TASKS OF THE FENDT 310 VARIO

- Ploughing
- Stubble fall
- Seedbed preparation
- Basic fertilisation with fertiliser spreader and slurry tanker
- Plant protection
- Grassland maintenance



At home in many fields of work: The Fendt 300 Vario Power is a real all-rounder on the Brockmann family farm.



of the Fendt 300 Vario is more than sufficient, says Aloys Brockmann enthusiastically. And when a power harrow is used solo for seed-bed preparation, the automatic power take-off works in addition to the linkage and ensures a comfortable working rhythm. This, as well as the cruise control function, are installed as standard on the Power models.

Aloys Brockmann sometimes uses a field roller in the front hydraulics. in the front linkage when clods from ploughing need to be broken up and the soil

reconsolidated. "With this combination, I have to reach for the side control levers because the front linkage is connected to them." Otherwise, the front linkage just has to drag a weight block for tillage.

Spring is coming

Now in spring, a contractor's 10-cubic application barrel is hitched to the Fendt 310 Vario to supply the plants with organic fertiliser. Cruise control and the speed memory on the joystick support Aloys Brockmann when he applies the liquid manure. "The speed memory and the external



operation of the PTO shaft also make it easier to fill the vacuum wagon," adds the senior.

Of course, the remaining animals on the farm need lush grass silage. For this, the family's Fendt first moves out with a 2.70-metre-wide rear mower. The speed memory is obligatory for this work and Aloys Brockmann or his nephews also used the cruise control. For the hydraulic mower lift at the headland, they reach for the mechanical control unit to the right of the driver's seat.

"THE CONTROLS ARE CLEARLY ARRANGED ARRANGED IN THE CABIN."

"The subsequent 4-rotor tedder or even the single-rotor rake manage completely without hydraulics. I only need to steer - the rest of the functions are on the Vario joystick," says the farm manager enthusiastically. "Thanks to the simplicity and clear structure, I was able to quickly adapt from the old Farmer 308 to the new 310 Vario. I would have been overwhelmed at first with the countless possibilities of the Premium versions. Besides, we would not have been able to use most of the functions at all," Aloys Brockmann explains at the end of the visit.

▶▶ ULRICH HUFNAGEL

**Head of Programme Management
Tractors 70 to 160 hp
explains the advantages of the new
driver's workplace:**



The Fendt 300 Vario is one of the most popular tractors among German farmers - how do you explain that?

In Germany, tractors between 100 and 160 hp form one of the largest market segments - so it stands to reason that farmers have a strong demand for the Fendt 300 Vario. It is compact, manoeuvrable and easy to handle. In relation to the size of farms in Germany, this makes it a versatile partner for farm and field.

What details does the new generation of the power version have to offer?

In the new generation, even the Power variant is equipped with FendtONE. This is an operating philosophy that combines operation in the driver's cab with direct communication in the office. Customers who opt for the Power version place a lot of value on simple operation and deliberately forego the latest technical refinements that we offer today. The focus in the Power variant is therefore clearly on user-friendliness. At Fendt, the question is not whether the controls in the tractor are mechanical or electronic, but how clear and easy they are to operate. FendtONE is definitely easy to operate and thus makes everyday work easier. In addition, the DynamicPerformance (DP) extra performance concept makes the Fendt 300 Vario even more powerful, even in the Power version, and interesting for a wider range of applications. A demand-dependent control system can release up to 10 hp more power when it is needed. This is particularly noticeable with mower combinations or on the loader wagon.

What has changed with the new driver's workplace?

The Power version now includes electric hydraulic valves as standard. This means that the driver no longer needs to reach around and can control the implements with a light touch. We have also deliberately dispensed with a terminal on the armrest. Compared to the previous Power generation, the driver can make settings for the power lift or for the hydraulic valves on the standard digital dashboard. It also serves as a clear display for speed and engine speed, among other things.

In which company does the new generation power fit best?

The Fendt 300 Vario Power is suitable for grassland or mixed farms that do a lot of work around field forage cultivation. But small arable farms also benefit from its compact design, manoeuvrability and performance.

"The Fendt 300 Vario got a new driver's workplace in the Power variant for the generation change".



In the new generation of the Fendt 300 Vario, a new driver's workplace is also standard in the Power variant.





LIGHTWEIGHT CHARGING WONDERS

In the loader wagon segment, Fendt offers seven variants that are adapted to the needs of different farm structures - from farms in alpine regions to contractors.

They are compact, manoeuvrable and light: no matter what the load volume of the Fendt Tigo, it is up to two tonnes lighter than competitor vehicles with a comparable load space. The weight saved has a direct effect on the fuel consumption of the towing vehicle - up to 1575 litres of diesel can be saved per year and wagon.

The loader wagons meet every requirement - from the needs of an alpine mountain farmer to the demands of a contractor. The Tigo ST series was developed especially for high altitudes. Steep cross slopes

and difficult terrain conditions are no problem for the low-draft loader wagon. With the platform height lowered by about 25 centimetres compared to the Tigo S, the Tigo ST has a particularly low centre of gravity. In addition, the extra wide track of 2.12 metres contributes to the enormous stability of the Tigo ST models.

Intelligent loading and unloading

The MR Profi, PR and XR series are equipped with a multifunctional front wall. It can be swivelled by 80°. The space above the loading unit is used to create 6 m³ more

loading volume. At the same time, the loader wagons are up to 1 metre shorter than other loader wagons in this class. The front wall also fulfils a dual function as a loading and prepress wall. This means that every cubic metre of the loading volume is utilised. With the 2-stage automatic loading system, the pre-compression of the forage can be adjusted. Here, the pre-compaction pressure depends strongly on the forage structure. As soon as the selected compaction pressure is reached in the pressure sensors of the hydraulic cylinders, the scraper floor starts moving automati-

cally. When the entire loading chamber is filled, the front wall moves forward in stages.

The so-called VarioFill is supplemented by an automatic unloading system. The tailgate is opened, after which the scraper floor and front wall start simultaneously. By moving backwards, the multifunctional wall gently pushes the feed stock and reduces the load on the scraper floor chains. To avoid having to remove the feed manually at the end of the day, a push of a button is all that is needed on all models of the Tigo. Due to the overtilt

	MODEL	LOADING VOLUME ACCORDING TO DIN 11741 (M ³)	POWER REQUIREMENT (KW/HP)	MATCHING TRACTOR MODEL	SUITABLE FOR	NUMBER OF KNIVES
	35 ST	22	29/40	Fendt 200 Vario	Operation at altitude and on slopes	Preparation for 17 knives / optional silage cutter with 16 knives
	40 ST	24,5	44/60			
	50 ST	29	51/70			
	35 S	22	29/40	Fendt 200 Vario	Operation at altitude and on slopes	Preparation for 17 knives / optional silage cutter with 16 knives
	40 S	24,5	44/60			
	50 S	29	51/70			
	40 MS	26	59/80	Fendt 300 Vario	Especially suitable for hay advertising	Preparation for 17 knives / optional silage cutter with 16 knives
	50 MS	30	63/85			
	60 MS	35	70/95			
	70 MS	39	81/110			
	40 MR	26	66/90	Fendt 300 Vario	Medium-sized farm: 50-70 cows	31
	50 MR	30	74/100			
	60 MR	35	88/120			
	50 MR Profi	31	74/100	Fendt 300 and 500 Vario	Self-mechanised dairy farms	31
	60 MR Profi	36	88/120			
	100 MR Profi	50	88/120			
	45 PR	31	96/130	Fendt 700 Vario	Self-mechanised dairy farms	40
	50 PR	31	96/130			
	60 PR	36	110/150			
	70 PR	41	125/175			
	65 XR	38	132/180	Fendt 800 and 900 Vario	Contractors, biogas plant operators	45
	75 XR	44	147/200			
	90 XR	50	169/230			
	100 XR	54	184/250			

R = Rotor; P = Profi; S = Swing arm; M = Midsize; T = Low loader; X = Extra large

created in the end position, the front wall actively pushes the last forage wedge towards the scraper floor and ensures a clean emptying of the wagon.

TIM regulates the speed

The Fendt Tigo XR is additionally upgraded with TIM (=Tractor Implement Management) equipment. The combi wagon determines the driving speed of the tractor via TIM, depending on the pick-up load. Depending on the swath thickness, a speed sensor provides permanent feedback on the torque applied to the pick-up. In a very uneven swath, where

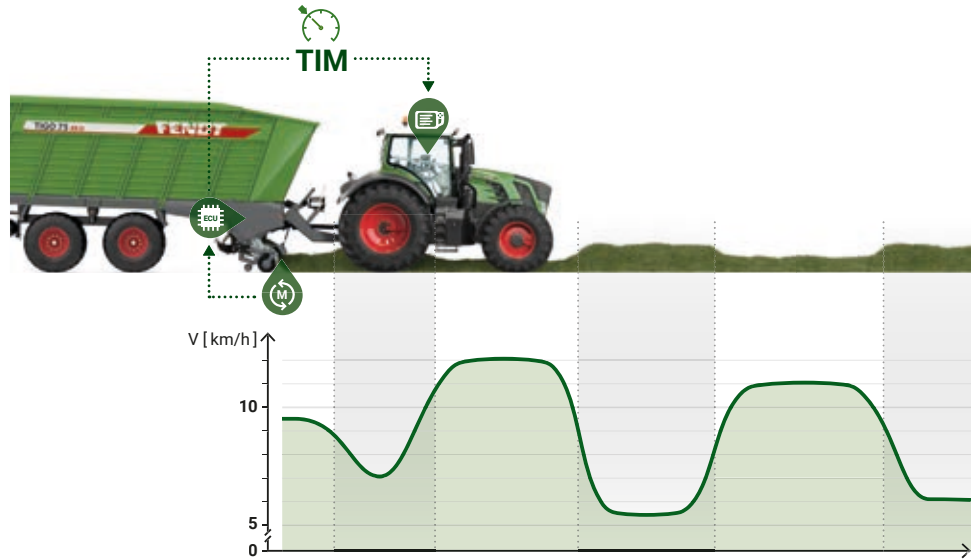
large piles alternate with very little forage, TIM controls the speed of the team in the shortest possible time. The driver is relieved by the intelligent

assistant and can concentrate fully on monitoring the loading process.

To be able to use this function, both the tractor and the loader wagon must be equipped accordingly. On the tractor side, the TIM ISOBUS interface is available for all models from the Fendt 500 Vario series onwards. In addition to the Tigo XR, the Fendt Rogator 300 field sprayer is TIM-capable.

For special wishes

As the requirements for the loader wagon depend greatly on the location and size of the farm, Fendt offers optional equipment for every series of the Fendt Tigo. The choice of suitable tyres for the Fendt Tigo, for example, is particularly individual. In addition to different manufacturers, there is also a choice of different tread designs. Farmers with a soft spot for the special black paint job now have the opportunity to transform their new Fendt Tigo into a black beauty. Each Fendt Tigo is customised according to the customer's wishes.



TIM takes over the command: Via Tractor Implement Management, the loader wagon controls the driving speed of the tractor - depending on the load at the pick-up.

CUTTING GAP	USE	TIM-CAPABLE
	Loading wagon	X
	Loading wagon	X
	Loading wagon	X
11 mm	Loading wagon	X
11 mm	Loading wagon	X
3,5 mm	Dual use as loading or chaff transport wagon	X
3,5 mm	Dual use as loading or chaff transport wagon	✓



READY FOR ACTION

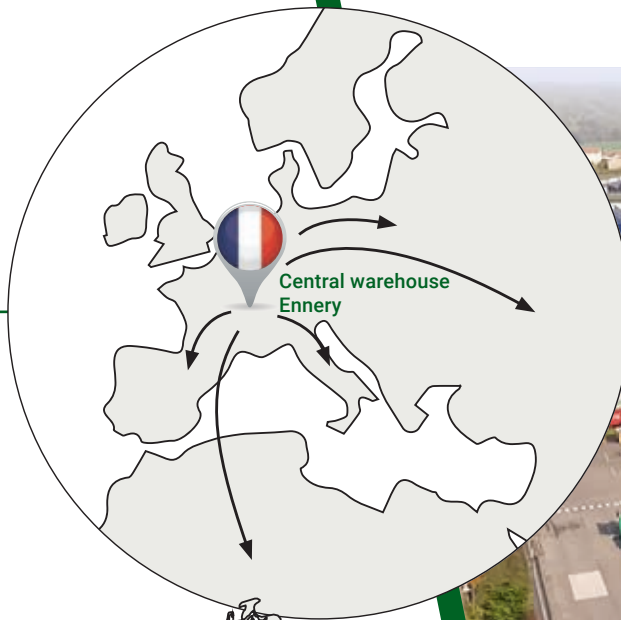
AGCO Parts is a reliable partner for Fendt dealers and customers



AROUND THE CLOCK

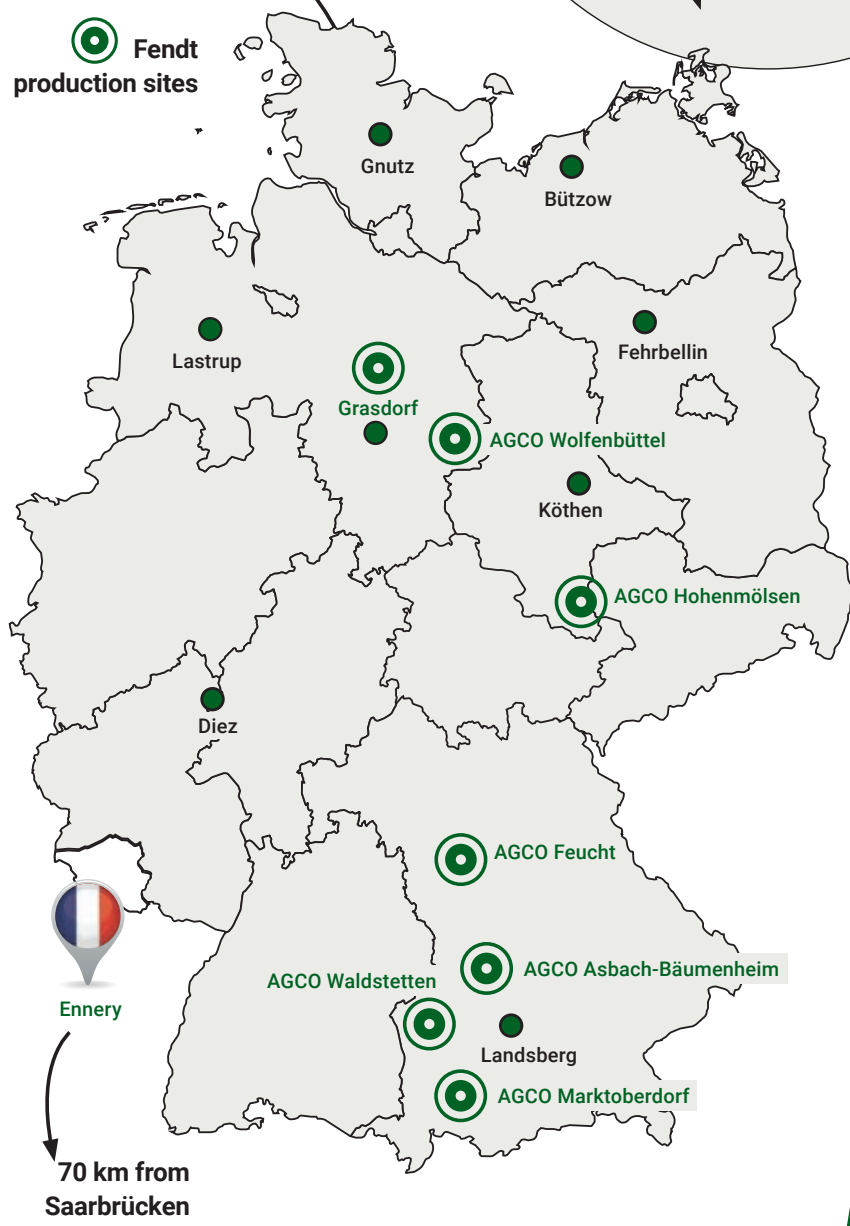
in the supply of spare parts. We take a look behind the scenes.

**Central spare parts supply
for Europe,
the Middle East and
parts of Africa**



● 8 Warehouses directly at the dealers on site

◎ Fendt production sites



The anticipation of days in the field increases as the year progresses. In order to start the harvest season, it is important that the machines are in perfect condition. For this purpose, they have already been cleaned and winterised in the machine hall before the winter rest.

If parts still need to be replaced on the tractor, combine or other machine, AGCO Parts can help. The European central warehouse in Ennery, France, is located around 70 kilometres west of Saarbrücken. The geographical location allows AGCO dealers in Europe, the Middle East and parts of Africa to be

AGCO PARTS INSIGHT



**113,000 square metres
total storage area**

 **Around 400 employees**

 **6,000 parcels
shipped per day**

 **319,000 different
spare parts**

European central warehouse in Ennery

To ensure that the right parts are in stock, Fendt supports its dealers with stocking. To do this, the sales partner either uses its own inventory management system or a planning tool provided by AGCO. Based on the orders and customer enquiries that have been received via the dealers to date, the workshop receives an order proposal. Inventory suggestions are also sent to the dealers for new products in the Fendt portfolio. Of course, the dealers can supplement the suggestions with current requests from their customers, but experience shows that they usually accept the suggestions.

Customers thus benefit from high spare parts availability and the best possible operational readiness of the machines.

supplied in record time. The warehouse space has been continuously expanded in recent years. It now covers around 113,000 square metres, where 319,000 different spare parts are stored. More than 6,000 shipments leave the warehouse every day.

The central warehouse in Ennery is supplemented by eight so-called satellite warehouses. They are located in strategically favourable locations throughout Europe. This guarantees the optimum supply of spare parts to customers. In order to reduce the downtimes of harvesting machines to a minimum,

***"IF IT IS AN
EMERGENCY,
THE PARTS ARE
SENT BY
OVERNIGHT
EXPRESS".***

AGCO Parts has set up supra-regional support point warehouses directly at larger dealer locations. Important parts are kept in stock there in the immediate vicinity of the place of use.

Excellent supply

There are eight such locations in Germany. As the dimensions of spare parts for harvesting machines are often very large, transport is more complex than for small parts. Depending on the available storage space of the Fendt dealer, the parts are either kept in the dealer's warehouse or in quickly accessible support point warehouses.

1



For example, you contact your Fendt dealer by telephone and tell them what you want. Your dealer checks in his own inventory system whether the desired parts are available in the local warehouse. If not, he orders the parts online via the inventory management system at AGCO's European central warehouse in Ennery.

Is there a need for clarification regarding the required spare part, your dealer contacts the AGCO customer support specialists in Ennery - a fast and uncomplicated ordering process is the key. Your dealer receives an order confirmation immediately. If it's an emergency, the parts are shipped by overnight express.

2



3



From Ennery to Europe, the Middle East and parts of Africa: The AGCO central warehouse is located in the east of France and delivers dealers with spare parts reliably and on time.

THE PROCESS OF YOUR ORDER

After all individual positions of the order have arrived in the packing area, the employees take care of packing the parts. A 3D packaging machine provides boxes that are precisely adapted to the size of the spare parts. By using less packaging material, resources are sustainably conserved.



10



The spare part arrives at your Fendt dealer. If it is an emergency and you have ordered from your dealer by 6 p.m. the day before, your delivery will arrive at your dealer by 8 a.m. the next morning at the latest.

9



From Ennery to the distributors in Europe: After rapid processing by the employees in the central warehouse, the package is sent on its way to your Fendt dealer.

The final step:

The parcels are loaded onto the truck.

8



At the goods issue the parcel is checked one last time, registered with the shipping service provider and prepared for shipping.

7



4



If it is an SOS order,

he gets preferential treatment in Ennery. In the warehouse for small parts, for example, robots are immediately set in motion to transport the necessary parts from the storage location to the packing area. The fully automated storage system for small parts extends over several floors to below the hall ceiling. Around 45,000 different spare parts find their place high above the heads of the employees.



5

The finished package is transported to the goods issue.



6

JENS KAMMANN

CUSTOMER TESTIMONIAL

SPARE PARTS SUPPLY



Jens Kammann runs a purely arable farm on which cereals, potatoes, sugar beet and maize are grown. He also has shares in a biogas plant with a capacity of 4 megawatts.

EMPLOYEES

Jens Kammann runs his farm independently without employees. He manages to do this because he has been working for many years with a farm in the neighbouring village, which is also owner-managed without any other workers. Both farms benefit from mutual support and the exchange of experience.

VEHICLE FLEET OF THE TWO COMPANIES

1x Fendt 718 S4; mileage approx. 1,300h/year; 1x Fendt 716 S4; mileage approx. approx. 1,200h/year; another tractor as well as combine harvester, various implements and trailers. In addition, a complete fleet of machinery for potato technology - from from the planter to the potato harvester.

The biogas plant is owned by five partners. It feeds electricity into the grid with eight block-type thermal power stations. In addition, a gas treatment plant produces 700Nm³/h of raw biogas to natural gas quality. The waste heat from the block-type thermal power stations is used to supply the local school, the fire brigade, a retirement home, a garden centre and over 90 private households.

VEHICLE FLEET OF THE BIOGAS PLANT

4x Fendt 724 S4, 1x Fendt 930 SCR, 1x Fendt 1050, two other tractors, wheel loader, truck with skip.

The vehicle fleet is primarily designed for work around the biogas plant, but is also used by the three shareholders from the surrounding area.

Mr Kammann, how important do you think professional maintenance is for the safety of your machines and your daily work?

We have professional maintenance carried out on all tractors up to 5,000 operating hours at the Fendt specialist workshop, as we value the service provided by the trained workshop staff. They work very efficiently here. When it comes to spare parts, we always use original parts, as it is important to us that they fit exactly according to the manufacturer's specifications and we have hardly had any problems so far.

What about after 5,000 operating hours?

After the 5,000 hours of operation, small things such as regular oil changes are carried out in-house. We always use original lubricants and adhere to the maintenance intervals according to the manufacturer's specifications. However, this is seldom the case, because the machines are replaced with new ones before they reach this number of operating hours.

What measures do you take on your farm to ensure that work is as trouble-free as possible?

Before the season, we prepare our machines thoroughly for the long working days and order any necessary original spare parts or additional products through our dealer. In the high season, during the grain or maize harvest, a visual inspection of the In the high season, during the grain or maize harvest, the vehicles are visually inspected when the drivers take a break. Deficiencies are discussed and, depending on priority, remedied as quickly as possible.

In these cases, the dealer is on hand to offer advice and assistance, and a good stock of spare parts means that minor issues such as a failed light can be dealt with immediately and on the driver's own initiative. For more extensive repairs or special spare parts that the dealer does not have in stock, you can rely on the good service of the manufacturer. of the manufacturer. Especially in the high season, the parts are delivered overnight, which minimises our downtime. In future, we also plan to use Fendt Connect Fendt Connect for new machines, as the dealer can offer us even better support in the event of faults. This saves time and costs.



SPECIALIST FOR SLURRY HOSING



Slurry hosing is gentle on the soil and can be used when the soil has not yet dried sufficiently for slurry drums. This method is widely used in Switzerland. The agricultural contractor **Bolliger Agrar Dienste** has specialised in this method.



BOLLIGER AGRAR DIENSTE

The company

Bolliger Agrar Dienste comprises a warehouse in the industrial zone of Schmiedrued and a 15-hectare farm outside the village. Daniel Bolliger will take over the contracting business from his father Rudolf this year. Rudolf, or Ruedi as they say in Switzerland, turns 65 this year. The enterprising farmer, who will continue to actively help after his retirement, started with contract work 30 years ago. First with sowing maize and sugar beet. Over the years, the work for third parties increased more and more. Today, Bolliger employs six permanent staff and up to four temporary workers during the season.

In the office, Ruedi, his wife Ruth and Daniel keep an eye on things.

LOCATION

in Schmiedrued in the canton of Aargau, Switzerland

Angeborene Dienstleistungen:

- Arable farming from ploughing to sowing
- Square balers
- Combine with two Laverda combine harvesters
- Plant protection
- Municipal and dredging work



From left: Rudolf and his son Daniel Bolliger from Bolliger Agrar Dienste in Schmiedrued.

The bottling plant is in full at full speed. This is also the case at the Bolliger Agrar Dienste in Schmiedrued in the Swiss canton of Aargau is no different now that spring is here. "At the moment, we are out manuring from early in the morning until late in the evening," says Daniel Bolliger during our visit at the beginning of March. Manuring is one of the mainstays of the contract farm, which is located 700 metres above sea level in the pre-Alpine hill zone. Daniel and his father Rudolf rely entirely on hosing for manure. "This is what we have specialised in over the last few years," says 37-year-old Daniel.

The reasons for this are that this method has a high level of acceptance among farmers because it is gentle on the soil. No farmer wants deep ruts and

damage to the soil. In addition, the hose system is more flexible and has a larger time window than the slurry tanker. "With the barrel, you can only go into the fields when the soil has already dried, but with the hose system it is possible sooner," says Bolliger. Especially now in spring, that is a big advantage, he says. "With the ever-increas-

"SLURRY INJECTION HAS A HIGH ACCEPTANCE RATE AMONG FARMERS."

ing amount of slurry that we carry, we also need to have more days for spreading." Another advantage, he says, is that the hose system can be used well on slopes, whereas

the slurry tanker quickly reaches its limits of use on slopes. The region in which Bolliger operates is hilly. The meadows and pastures of their customers are largely on steep slopes.

The right equipment makes the difference

The power of the contracting company is impressive: The slurry machinery includes three hose reels with 1000 or 1600 metres of hose capacity, depending on the model. In addition, there are two drag hose spreaders with a working width of 12 to 15 metres and slope compensation, as well as a slurry thrower especially for use on steep slopes and pastures. "We use the slurry thrower wherever we can't reach with the drag hose distributors, especially on steep terrain," explains Daniel Bol-





liger. Hosing is offered from the farm with a centrifugal pump or from the edge of the field. "Thanks to flow meters on the distributors, we can distribute the slurry quantity, i.e. the nutrients, precisely over the entire area." Three 26-cubic barrels and two 28-cubic barrels are available for transport to the field edges. barrels and two 28-cubic truck semi-trailers are available for transport to the field edges.

After use in the field, the hoses are carefully blown out with extra compressors brought along. Under no circumstances should slurry run onto the road, says Daniel Bolliger. Slurry puddles near residential areas must be avoided. This is not tolerated by the population and is bad for the image of agriculture.

Slurry agent

In addition to farms, operators of biogas plants are also among their customers. The contractor handles around 100,000 cubic metres of slurry per year. "Liquid manure is an issue for us all year round. In addition to spreading, we can also tempo-

who has too much manure and who has too little." In the future, he says, they want to examine whether the use of drag-shoe or slotted equipment could also be an alternative to the drag hose on their farm. A project for this is already in the workshop.

From 110 to 260 hp

Of course, the machinery needs a strong tractor fleet. In total, six of the company's own Fendt tractors from four series ranging from 110 to 240 hp are used on the Bolliger contracting farm. In detail, these are a 211 Vario, a 412 Vario, a 516 Vario and three 724 Vario. The fleet also includes a rental tractor, the 260 hp 926 Vario. "On the drag hose and slurry tanker, we use the 412 Vario and the 516 Vario, each with double wheels for good grip on slopes and to protect the soil. The transport barrels are

**"WE CAN STORE
SLURRY
TEMPORARILY OR
ALSO MEDIATE."**

rarily store slurry in rented silos. This is important in winter when farmers have too little space. For this we calculate the nutrient balances of over 100 farmers," explains Daniel Bolliger. "We are also agents of manure, which means we know

The Fendt 724 Vario and the 26-cubic feed barrel transport the slurry to the edges of the field.







pulled with the 724 Vario." Except for the models with double wheels, all tractors are equipped with tyre pressure regulators, and they also have GPS and a track guidance system. "It is important for us that all tractors are of the same brand."

This is easier for the employees overall, he says. Everyone knows, for example, which hydraulic hose to connect where. There is no danger of confusion. This also has advantages for the work in the workshop, where more or less everything is repaired and constructed by the employees themselves.

Regular trade-in

The tractors complete between 800 and 1200 hours per year on the farm. "Our strategy is to exchange them for a new model after five to six years of use," explains Daniel Bolliger. That way they have the warranty and the latest technology. The latest model on the farm is a few weeks old 724 Vario with the new FendtONE operating system. "We have been using Fendt tractors on our farm for a good 17 years and have always had good experiences," says Bolliger. This is also the case when it comes to manure.

Especially when used on slopes, the tractors are smooth-running, friction-locked and the driver always has the optimum speed thanks to the Vario transmission. "We appreciate the automatic trailer steering axle lock on the large Fendt tractors. When used with the transport barrels, this steering axle lock offers additional safety and

clean driving behaviour in the hills. The transport barrels drive almost like on rails with it."

A look into the future

Daniel Bolliger is optimistic about the future. "Of course, it's not always easy these days. He notes that many people don't even know what a contractor does. It takes a lot of persuasion and patience in discussions. He finds it difficult when farmers and contractors are blamed for everything.

In addition, two votes are pending in Switzerland this summer, the drinking water initiative and the pesticide initiative, which could have a massive impact on the future of Swiss agriculture. But Dan-

"IT IS IMPORTANT THAT ALL TRACTORS ARE OF THE SAME BRAND."

iel Bolliger is convinced that things will always continue. He is about to take a landmark step this year - the takeover of the farming and contracting business from his father Ruedi.

The Fendt 412 Vario with a 15-metre drag hose spreader while watering a barley field.

10 FACTS ABOUT THE FENDT 200 VARIO

The Fendt 200 Vario is equipped with almost all the features familiar from its big brothers - which makes it popular.

At the end of 2021, a **Fendt 211 Vario** will move into the **Deutsches Museum in Munich** - it is an eye-catcher for the permanent exhibition "Nutrition and Agriculture".



The Fendt 200 Vario is positioned in the market segment of standard tractors from 80 to 120 hp - with approx.

50.000 Units

in Western and Central Europe it is the largest standard tractor segment.

Right in front

In 2020, the previous Fendt 200 V/F/P Vario cracked the market leadership in its segment in the hotly contested market of France for the first time with 19.4 percent.



For the first time in Fendt history, an introduction took place completely virtually.

On YouTube, the premiere was viewed

69,000

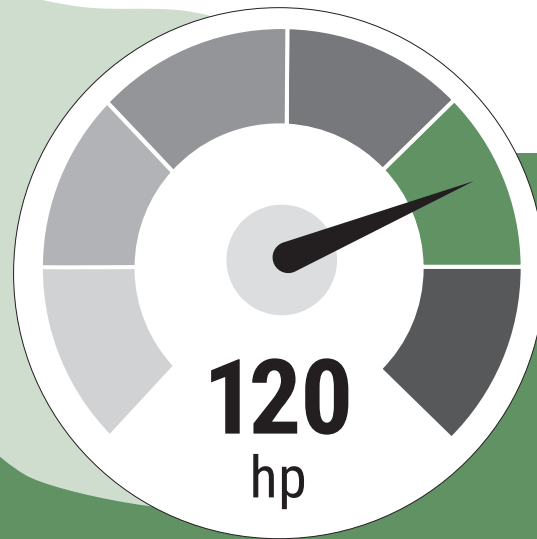
times – and thus took 22nd place in the German YouTube trends.

The two series Fendt 200 Vario and Fendt 200 V/F/P Vario have a total of

18
Models.



In December 2020, a jury selected the Fendt 211 V as the „Tractor of the Year 2021 – Best of Specialized“.



With the intelligent Dynamic Performance added-performance concept, the the "little one" cracks the

120 hp mark

for the first time.

With track guidance and a Fendt former, the 200 opens **three beer bottles** autonomously.



On 7 October 2020,

Fendt's smallest tractor series celebrated its world premiere.

"It's a special 'Fendt moment' every time our collection grows."



A family in collecting fever

Josy Reiff, Fendt enthusiast and contractor from Luxembourg, owns a handsome number of Fendt machines - he passed the passion on to his son.

Who could have guessed back then what would one day become of our small farm in the north of Luxembourg? My name is Josy Reiff. I am 66 years old, an agricultural and forestry farmer, a contractor and a collector of vintage cars. My heart beats for agriculture and agricultural technology. I am all the more pleased that my son Jeff also has diesel in his blood and continues to make his way in the industry as a farmer and contractor. But I am not entirely innocent of this, especially in the fact that today we probably have the world's largest collection of vintage Fendt tractors on our

farm. Our shared passion for collecting was sparked when I bought my son a Fendt Fix 2 during his time at vocational school in 1998 so that he could keep up with his classmates when it came to classic cars. Why a Fendt Fix 1 and a Fendt F22 VZ fol-

lowed a short time later, I don't really know any more, but since then we have been very fond of the Allgäu tractors. It is a special "Fendt moment" every time our collection grows. Each tractor brings its own story and the oldest Fendts in my col-

lection will soon be 100 years old! Last year we started a film project to capture the knowledge around the classic cars. I enjoy telling young people about the development of tractors and how it was shaped by historical events, but above all driven forward by brilliant engineers. I am often asked, "Josy, when will your collection be complete?" My answer is always: "With the many innovations that the house of Fendt has produced in recent decades, perhaps never!"

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