

Valtra Team

CUSTOMER MAGAZINE 2 2012

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EDITORIAL



As 2012 ends it is pleasing to report the Valtra range of tractors has been extended with the introduction of two new N Series Models – The N93 & N103. These are fully reported later in this magazine. T Series also include new features with both the 6.6 & 7.4 litre engines incorporating new turbochargers, engine management systems and a new, more effective, SCR system; again reported fully elsewhere in Valtra Team. Now, from the 73 hp A Series, through N and T Series to the top end of the S Series at 370 hp all Valtra tractors are compliant with current and imminent legal requirements for engines. Through the use of SCR technology engines can now attain maximum performance at lower operating temperatures resulting in a number of advantages for you – the user. Durability is increased as is fuel economy and while laboratory tests show reductions in fuel consumption up to 10 % in machines using AdBlue, in practice savings are proving to be significantly higher. If you believe you are benefiting from increased fuel efficiency we would be most interested to hear you.

Other improvements include a new design of main frame for N Series. This permits a tighter steering lock for improved manoeuvrability with a loader or front linkage, particularly during front axle articulation.

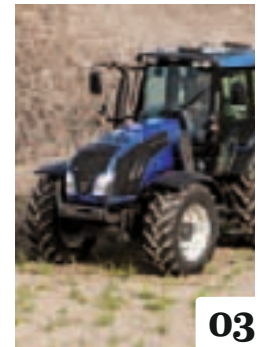
Uniquely Valtra offer a choice of colours. Recent additions include: metallic red, metallic grey, black, white, orange, metallic green and metallic blue. Black and grey continue to grow in popularity.

If you have not yet had the pleasure of operating a Valtra I urge you to contact your nearest dealer (details on our web site www.valtra.co.uk or from 02476 694400) and experience what we have to offer – I know you'll be pleasantly surprised.

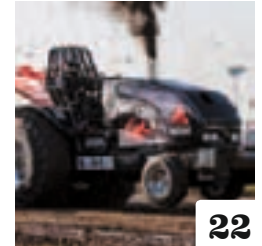
Mark Broom
NATIONAL SALES MANAGER



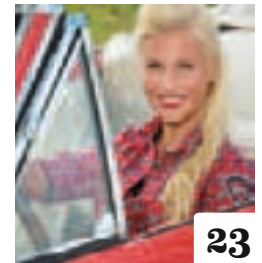
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T163

New look

FOR THE T SERIES

The Valtra T Series has been updated in line with the changes made to the N Series. In addition to a new look, the T Series has been given a wide range of updates to both the engine and cab.

The new AGCO Power engines feature new turbos, a new belt system, a new engine management system and a new type of SCR system. Special attention has also been paid to fuel efficiency. The T163 Direct is

the first Valtra tractor with a stepless transmission to feature the legendary EcoPower system. The system allows the driver to drop the maximum engine speed from 2,100 rpm to 1,900 rpm while increasing maximum torque from 680 Nm to 740 Nm with the press of a button. The EcoPower feature reduces fuel consumption by up to 10 percent depending on the type of work and conditions. •

News



Wynn Dedwith, the Valtra importer in South Africa, Jamie Rixton, the Valtra Sales Manager for Africa, and Jari Rautjärvi, Managing Director of Valtra, present the keys to the new tractor to Riaan Els from Weiveld Agriculture School.

Valtra donates A93 HiTech to agricultural school in South Africa

Valtra has donated an A93 HiTech tractor to the Weiveld Agriculture School in South Africa. Weiveld is the largest agriculture school in South Africa with 600 students, but its fleet of tractors is decades old. The donation includes long-term service, training and parts support. The school was founded in 1994 after the end of apartheid, and the first classes were held sitting under a tree.

"We would rather teach people to produce food themselves than donate food to them. Students at the school are taught how to use modern agricultural technology effectively and safely. This helps their employment prospects and provides a knowledgeable workforce for farms, benefiting both the agricultural sector and the entire country," stated **Jari Rautjärvi**, Managing Director of Valtra, in his speech at the donation ceremony.

The donated tractor was part of a campaign that began last November at the Agritechnica fair in Hanover, Germany. Almost 6500 visitors to the Valtra stand took the opportunity to paint their fingerprints and greetings on the side of a new N113 HiTech tractor. The tractor then toured other exhibitions throughout the winter and was auctioned at the end of May at the Richie Bros. Auctioneers in Meppen, Germany. The highest bidder was a farmer from Bavaria, who paid 70,000 euros for the tractor. The proceeds from the auction went towards the new A93 HiTech tractor for the school plus service, training and spare parts support. •

AGCO POWER EXPANDS FACTORY

AGCO Power is currently building a new 6600-square-metre plant at its factory in Linnavuori, Finland enabling production to increase to 50,000 engines annually. The new plant will produce the high displacement 8.4-litre, 9.8-litre and 16.8-litre engines.

The name of AGCO Sisu Power was changed this summer to AGCO Power. The new AGCO Power name is used for both the company and the engines it produces.

NEW FRONT LOADERS FOR THE A SERIES

Two new front loader options are now available on A Series HiTech models. The Valtra 240p and 260p loaders are slightly less expensive and lighter than the traditional V36 and V46 loaders.

The new loaders have exceptional reach. All 240p and 260p loaders come with a Euro frame and manual implement locking.

BIOGAS POWERED TRACTORS ENTER LIMITED SERIAL PRODUCTION

Valtra will become the first tractor manufacturer in the world to begin limited serial production and sales of biogas powered tractors in 2013.

The model selected the 110-horsepower N101. This dual fuel tractor can run on both transportation grade biogas or natural gas and diesel. In dual fuel engines, a mixture of biogas and diesel is injected into the cylinders. The small amount of diesel combusts under compression, while 70 to 80 percent of power is produced from the biogas. The tractor can also be driven on diesel alone if biogas is not available.

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Valtra is a worldwide brand of AGCO



Janet Herbert with driver Toby Ingleton and father-in law Stan Cobley and the farms two Valtra tractors.

Northolm Farm

A Farm on an Ancient Sea Shore

Northolm farm is a 170ha all arable holding within a ring fence on a mixture of gravel/sandy soils or a heavy clay. "This was once the Wash coast line before the sea receded and the fens drained. We're farming the old sea shore" points out Janet. The cropping is a fairly traditional rotation but with a good helping of flexibility: Winter wheat, barley, rape and oats, new this year. Finally, twenty hectares of sugar beet and, another new venture, spring sown beans.

"Under normal conditions we handle all the cultivation, planting, spraying, fertilising and harvest ourselves," points out Janet. "Last autumn we did get a contractor in with no-till equipment to plant rape. We'll see how it goes there's no hard and fast rules, just flexibility to get the crops in by the right – most effective dates."

For the last six years Valtra have been the main work horses at Northolm Farm. "The supplier of our previous model closed their local branch – yes, I know that modern tractors are reliable but a dealer based locally, especially one who will react after hours or on a

Sunday, removes a level of concern; it makes life easier." **Janet Herbert** tried several makes before settling on a 145 hp Valtra T140e. "I liked their ecological credentials both at their factory and in their products; this farm is in High Level Stewardship – the T140 is a HiTech, Eco model." The T140e is used for all of Northolm's heavy work: ploughing and cultivating, power harrowing where necessary and planting with a combination drill. Driver Toby Ingleton continues to be pleased with the tractor. "Comfortable and easy to operate." A couple of years after purchasing the T140e Northolms other main tractor came up for renewal. "Being happy with the six cylinder Valtra – an N91 which is been used for lighter work; fertiliser spreading, some spraying, trailer hauling. At 101 hp the N Series tractor is also a HiTech and has, over the past four years, driven by Janet's father Stan Cobley giving reliable service. "We keep good records and I'm certain that since Valtra have come to the farm we've used less diesel fuel and repair costs have been lower which is excellent." •

NEW SALES SUPPORT MANAGER

Alan Sanderson, known to dealers and many customers throughout the South-West and West Midlands has been promoted from Area Manager to Sales Support Manager for Valtra. Since joining Valtra in 2004 Alan has been a guiding force behind increased Valtra sales and market share in the South-West and he has an excellent appreciation of dealer and customer expectations gained during his eight years as area manager and earlier with both Renault Agriculture and New Holland.

James Dalke, who joined Valtra last September, continues as Sales Support Specialist reporting to Alan.

Andy Miller has left the UK & Ireland Sales Department to take up a new position within Export Europe as Sales Manager to Valtra importers across Europe.



Valtra – Devours Acres... Sips Litres



To find out more contact your Valtra Dealer at www.valtra.co.uk or phone +44 (0)24 7669 4400

In the N Series

NEW SMALLER MODELS

The two smallest models in the Valtra N Series are being upgraded with the new N93 and N103 models replacing the N82 and N92 models.

TEXT TOMMI PITENIUS PHOTO VALTRA ARCHIVE



The new tractors feature a brand new nose and three-cylinder engine. The new design significantly improves both visibility from the cab and agility. Visibility to the front is extremely good thanks to the lowered cooling package. Agility is also improved on all models, and especially when working with a front loader and front linkage, as these no longer restrict the turning circle.

Working at night and in dark conditions is also improved thanks to new H7 bi-halogen lights that combine both full and low beams. The new models are also considerably quieter than the models they replace.

Both new models are available with Valtra's traditional HiTech transmission with three main powershift gears. The N103 is also available with a five-step HiTech 5 transmission, which features 20+20R speeds or 30+30R with optional creeper gears. In terms of features and usage, it is the same as the transmission found on larger models, but it has been lightened to reduce the total weight of the tractor by over a hundred kilos compared with previous models.

The new models are equipped with mechanical hydraulics with a pump output of 73 litres per minute. More powerful hydraulics with a pump output of 90 litres per minute are an option on the N103 model.

The front axle is available with the hydraulic HiLock feature while the N103 model also has upgraded brakes. →

The new design significantly improves both visibility from the cab and agility.



Transmission in terms of features and usage, it is the same as the transmission found on larger models.

The new models are powered by AGCO Power's three-cylinder 33AWI engine featuring common rail injection and four valves per cylinder. Exhaust emissions are cleansed using a diesel oxidation catalyst (DOC) and an exhaust gas recirculation (EGR) system that circulates the exhaust via the radiator. An SCR system is used for larger models in the N Series.

As with other all other Valtra tractors, the N93 and N103 models can be tailored for specific uses. For example, a forest cab and steel fuel tank are available for forestry operations, and an SVC cab can be specified for municipal applications. The larger model is also available with cab suspension and TwinTrac reverse drive system.

With the introduction of the two new models, the entire N Series has now been updated. The flagship of the N Series is the N163, the most powerful four-cylinder tractor in the world producing up to 171 horsepower with boost. The extremely popular N Series accounts for almost 50 percent of all Valtra tractors produced at the Suolahti factory in Finland. •



Visibility from the cab is excellent thanks to lowered cooling-package.

THE NEW N SERIE **SMALLER MODELS**

Model	Max hp/kW/Nm
N93	99/73/430
N103	111/82/465

Exhaust emissions are cleansed using a diesel oxidation catalyst (DOC) and an exhaust gas recirculation (EGR) system.



The nose has a new look: The new H7 bi-halogen lights combine both full and low beams.



Agility is also improved on all models, and especially when working with a front loader and front linkage.

With most machinery owned by Lowther Estate, manager Richard Price feels he has control.



PREPARING FOR 2014

Arriving at Lowther Park Farms Ltd. in 2008 Richard Price, Farm Manager found most of the farm's 3,200 organic acres lacking in fertility, in need of serious liming and, in places heavily infested with weeds including Couch Grass. Realising that in 2014 the EU will introduce a raft of CAP reforms and it was almost certain payments to UK farmers are not going to increase, Richard and his staff set to, preparing for the day when the farm's income will be limited to that generated by sale of crops and livestock.

TEXT AND PHOTOS ROGER THOMAS

Lowther Park Farms Ltd., South West of Penrith in Cumbria is a significant part of The Lowther Estate Trust. Owned by the Rt. Hon **James Lowther** the Trust's lands extend to some 90,000 acres, including tenanted farms, some 400 residential properties and a number of offices; mostly converted agricultural buildings. Lowther Park Farms' 3,200

acres sit between 600 ft and over 1,000 ft above sea level within a ring fence around the family seat of Lowther Castle. Already there have been significant changes including, importantly, reversion to conventional farming.

"The organic figures simply did not stack up and we could not see how they ever could with likely reductions in CAP payments,"





Sales direct to the retailer have added value to Lowther venison.

comments Richard.

“Today we describe our management as traditional modern.”

Richard manages the farm with the assistance of two tractor drivers, **Stephen Forrest** and **Steven Earl** and three shepherds, **John Harrison**, **Peter Horn** and **Anthony Price**. Temporary staff is employed at busy times; lambing and shearing being two. Some assistance, particularly with maintenance, is also available from other estate departments. Of the 3,200 acres just 1,000 acres are ploughable and is managed on a three year rotation; mainly autumn sown wheat, barley and oilseed rape with grass leys as a break crop. Stubble turnips, grown for the sheep, are followed by spring sown beans.

“Combinable crops in Cumbria, a high rainfall area, require careful management. To achieve maximum high quality yields we have to be able to react quickly to conditions. Establishment is not too difficult but harvest....” Richard lets that comment hang unfinished.

The flock of 5,200 breeding ewes and 1,000 replacements – North Country mules derived from Swaledale dams and Blue Faced Leicester rams – are grazed on higher slopes. Breeding ewes, are crossed with a variety of tups: Texel, Beltex, Charolais and Suffolk.

Richard explains, “This results in a range of lambing and finishing periods and types of carcass – we aim for complete flexibility.”

A proportion of finished lambs are sold live through Penrith auction mart, others on a deadweight basis to appear on Morrisons’ supermarket shelves. Again flexibility is the key, the farm is not dependent on a single market; when one is down, generally, another is up sufficiently to provide compensation. Some Suffolk cross lambs are also sold as stores. Lambing happens indoors with ewes and lambs turned out onto fresh pastures after a few days. As far as is possible replacement ewe lambs and rams are sourced locally, often from estate tenants.

“I believe it’s important to support the estate’s tenants,” Richard explains, “although prices have to be competitive.”

For twenty weeks each year from May the estate hosts 200 head of cattle on a bed and breakfast basis – £5.00 per head per week.

“Much of the farm’s grassland is inaccessible for machinery and in summer it gets away from the sheep. This way we keep the grass under control, improve the quality of the sward and generate an income.”

Generally the cattle – stores – come from four sources and are grazed in four groups with the owners’ responsible for looking after them.

“They make regular visits. However, Lowther’s shepherds do keep a passing eye on the cattle, if we spot anything amiss we report it. Then its over to them.” says Richard.



Farm Manager Richard Price with driver Steven Earl – The Valtra machines have proved to be reliable, fuel efficient and comfortable. The tractors are finished in estate colours and carry the family crest, adding to the sense of price.



Both drivers clock up long hours in the cab during busy periods. Driver Stephen Forrest enjoys the Valtra’s comfort and ease of operation.

The final livestock enterprise at Lowther is Red Deer. Deer have been for around 800 years; an important part of the Estate’s heritage. They roam a 150 acre park split into two sections.

“It’s the one enterprise that’s not negotiable,” Richard explains.

“Meat was sold on the open market but today there is a contract with Cranstons; retailers with a superior food hall on the outskirts of Penrith plus four shops in surrounding towns. The Estate’s Deer Stalker, Johnathan Standing selects and shoots two or three point stags for butchering, the farm delivering an average of two carcasses per month. Sales direct to the retailer has made the deer herd

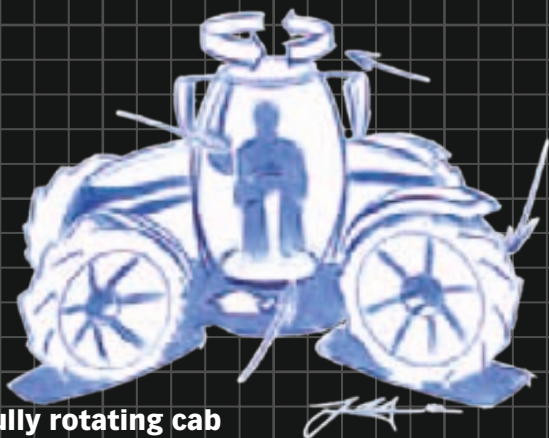
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The tractor of the future

DESIGNED BY OUR CUSTOMERS

Earlier this year, Valtra, with four magazines: Koneviesti (Finland), Bedre Gardsdrift (Norway), Jordbruksaktuellt (Sweden) and Maskinbladet (Denmark), organised a tractor design competition. The competition was open to readers, and a total of 87 proposals were submitted. As some participants came up with dozens or even hundreds of ideas, the total number of suggestions was truly impressive. The two best ideas from each country were chosen and their contributors invited as guests to the Valtra Engineering Centre to further refine their ideas together with members of Valtra's R&D team. The outcome of this unique co-operation is presented here: the tractor of the future, as designed by our customers. •

TEXT TOMMI PITENIUS DRAWINGS JANNE KUTJA



Fully rotating cab

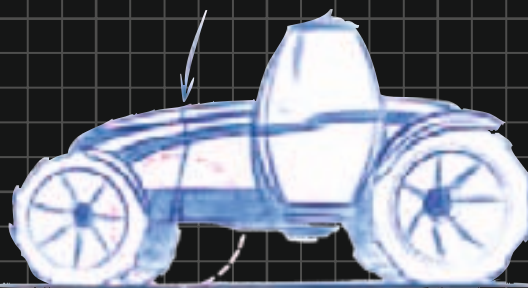
This cab features air suspension and can rotate 360 degrees, so it is always facing in the same direction as the implement, for example during forestry operations or when ploughing. In addition, the cab can lean, so that it is always level even when the tractor is working at an angle. The tractor is controlled electronically with a steer-by-wire system. The crane and loader are attached to the cab and rotate with it.

The cab is circular when viewed from above. LED lights are located above on runners, and they can be adjusted and turned freely. A solar panel is located on the roof, generating the trigger current for electronic equipment. The mirrors are at the end of an electronic telescopic arm so that they can be easily retracted to protect them inside buildings, when driving in the forest, or similar situations.

The glass extends generously up and down, offering excellent visibility for tasks like front loader and forestry operation, levelling, mowing and ploughing.

Inside the cab, the side panel and instruments are suspended from the circular roof. The driver can move them from side to side, sliding them along runners and up and down telescopically.

*INISI KEMANA TUR
 PINTAN WAKTU PISALLO*



ETUUNPAINA GURTA SINANUTI

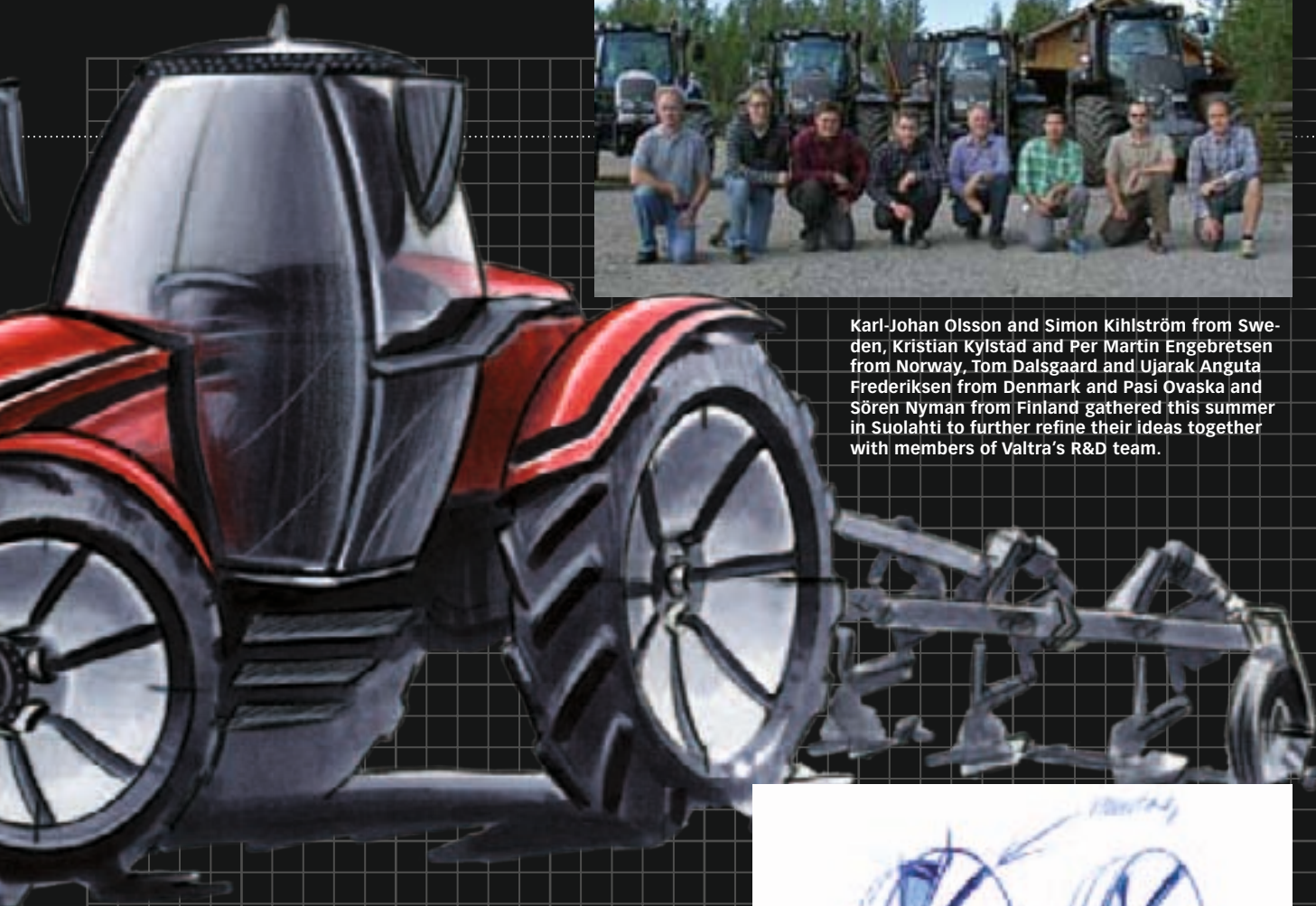
Alternative powertrains

Drive to the rear tyres is transmitted mechanically using axles, as on current tractors. However, for the front axle the customer can select from mechanical, hydraulic or electronic drive. The drive can adjust the front axle easily as required.

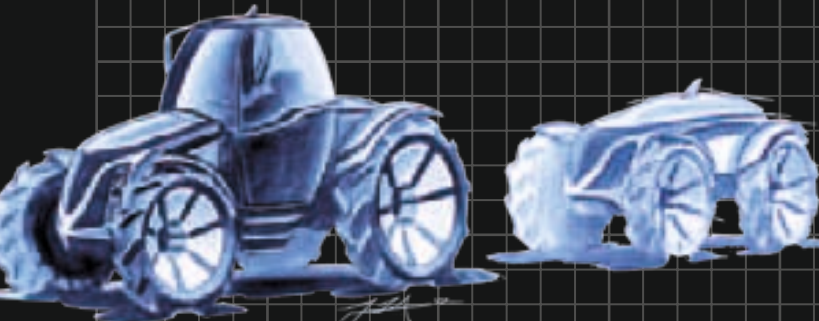
The driver can adjust even remove the front axle altogether and use the tractor in combination with a trailer.

The front linkage can be fitted with a hydraulic front wheel, which can be used to turn the tractor practically in its own length when lowered against the ground. An additional wheel is available at the rear to support the tractor when used with a harvester.

Four-wheel-steering is standard.



Karl-Johan Olsson and Simon Kihlström from Sweden, Kristian Kylstad and Per Martin Engebretsen from Norway, Tom Dalsgaard and Ujarak Anguta Frederiksen from Denmark and Pasi Ovaska and Sören Nyman from Finland gathered this summer in Suolahti to further refine their ideas together with members of Valtra's R&D team.

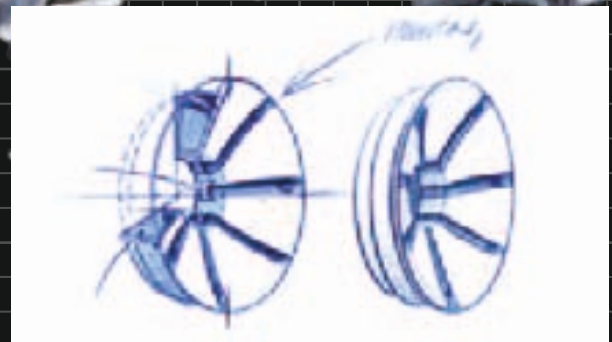


Traditional combustion engines, flexible fuels

The traditional combustion engine will continue to power tractors in the near future, although the choice of fuels will be flexible: diesel, biodiesel, biogas or ethanol.

If the customer has selected electric drive to the front axle, a hybrid option is available, charging the batteries while the tractor is rolling.

Thanks to the flexible front axle solution, a second engine can be attached to the front if required. The rear engine would then drive the rear axle, hydraulics and PTO, while the front engine would drive the front PTO, hydraulics and front axle. The additional engine could also be used for other tasks around the farm, such as pumping agricultural slurry, chipping and even powering the self-driven implements of the future. In these applications, the engine would be attached to the implement, which would then follow the tractor as a so-called slave unit.



Water tanks inside the rims for additional weight

Since wheel weights are a burden to attach and remove for different operations, the tractor of the future would have water tanks inside the rims that could be filled to increase weight and emptied easily afterwards. These storage containers would enable up to 300 kilos of additional weight per wheel.

Spring-loaded trailer hitch

The trailer hitch on the tractor would be spring-loaded to make pulling loads more comfortable. The springs would be integrated with the seesaw-like opening mechanism.

Annual get-togethers

Not all the proposals had to do with technology, but also service, maintenance and parts. In the future, tractor owners would have an annual meeting with the tractor salesperson, parts representative and maintenance technician. They would check whether the tractor has been functioning properly, whether additional equipment is needed, and whether it is time to trade in for a new tractor.

163



160 horsepower

FOUR OR SIX CYLINDERS

TEXT TOMMI PITENIUS PHOTO VALTRA ARCHIVE

The range of Valtra tractors is currently bigger than it has ever been before. The choice of tractors between 100 and 200 horsepower is particularly comprehensive. For example, customers looking for a 160-horsepower tractor can choose between a six-cylinder and four-cylinder alternative and then further tailor their tractor with dozens of options and equipment alternatives.

Even Valtra tractors with the same number after the model series designation can differ significantly from each other. For example, the N163 is an extremely agile front-loader machine, whereas the T163 is a powerful pulling machine that has 45 percent of its total weight over the front axle. The T Series is also available with EcoPower, which reduces fuel consumption by around ten percent. The N Series in turn can be specified with a pivoting front linkage and high visibility SVC cab for municipal applications.

Despite the differences, the tractors share a lot more similarities than differences. For example, the cab and transmission on both tractors are the same. The biggest difference is in the engine and front end design. Most of the equipment alternatives are available on both mod-

el series, such as cab suspension, TwinTrac reverse-drive system, forest cab, autosteer and telemetry system.

Since we ourselves can't decide which tractor is better, we'll let you decide! •

www.valtra.com/163

VALTRA T163 vs. VALTRA N163	
Six cylinders	Four cylinders
7.4 litre displacement	4.9 litre displacement
185 horsepower with boost	171 horsepower with boost
680/740 Nm of torque	650/700 Nm of torque
Turning radius 5.6 metres	Turning radius 4.7 metres
Weight 6420 kilos	Weight 5600 kilos
Fuel tank 275/375 litres	Fuel tank 230 litres
Length 5148 millimetres	Length 4664 millimetres
Max. lifting capacity 8500 kilos	Max. lifting capacity 8100 kilos
EcoPower feature	LH Link pivoting front linkage
Aires front suspension	Hydraulic front suspension
Balanced weight distribution 45/55 %	SVC cab

Direct and Versu models

profitable, while the retailer has the advantage of selling local produce; important in today's trading conditions.

Prior to Richard Price's arrival the farm utilised contractors to a significant degree; "The bill was significant too! We looked at this and decided that the cash would be better invested in our own machinery. We would have control."

Today just about the only purchased services are combining, lime spreading and occasional stone picking.

"And that may change soon," adds Richard. "We had a demonstration combine over harvest."

Richard insists staff input is important. He and the drivers take a couple of days annually to visit LAMMA and Cereals; latest developments are discussed and where appropriate new equipment entered into the budget for consideration.

"Some folk think the estate has endless cash but not so. Lowther Park Farms have to return a profit like the tenanted farms, otherwise what's the point in the Trust farming on its own account?"

Indeed, rather than having financial advantages the farm has one or

two hassles to contend with not normally associated with farming. The Estate hosts a pop concert, game fair and Young Farmers events amongst others.

"In bad weather I have to write off event and car park meadows, often for the rest of the summer; a situation that makes grazing management difficult."

The Farm also host a number of farm walks, often with overseas visitors; breed societies and similar.

So, how were Valtra chosen as the farm's tractors? An N121 with loader was purchased for the shepherds in 2009. Used for feeding, mucking out and other general duties this machine performed well so when other machines were due for a change Valtra came under the microscope again. As a result a T162 and T202 were purchased in 2011.

"If the driver likes a particular brand it will be utilized more efficiently. We tried several brands before settling on Valtra – as indeed we still do and not only for their ability to get the job done."

"We found Valtra comfortable and easy to operate," reports Stephen Forrest.

Steven Earl echoes his col-

league's comments adding that both machines were "pretty frugal for what they can pull" when it came to fuel consumption. The T162, driven mostly by Steven Earl has clocked up some 1,600 hours in just 12 months without any significant hitches.

The T202 piloted by Stephen Forrest is not far behind. All three Valtra machines were purchased from D W Toppin Ltd of nearby Langwathby with whom Lowther have a service agreement, a system that works well.

"Its not just about the purchase price; Toppins were good on that. There are other considerations including support," explains Richard Price.

Indeed overall service from DW Toppin has been so well received that other implements have also been supplied by this popular Valtra dealer.

Will Lowther Park Farms Ltd. be profitable if all EU CAP subsidies are removed? Time will tell but, with an exceptionally high level of control now directly in the farm's hands, and an ability to react quickly to prevailing situations the signs are good. •



The Lowther flock numbers over 6,000 and various breeds of ram are used to provide a range of carcasses, lambing and finishing times.

Establishing arable crops in England's damp North West is not too difficult – and Valtra T Series handle the combination drill and front press with ease.




Valtra tractors

IN SOUTH AFRICA

Valtra enjoys a small yet significant market share within selected customer groups in South Africa. The importer and distributor ValTrac has three sales locations in the key agricultural regions, and local market share is around ten percent.

TEXT AND PHOTOS TOMMI PITENIUS



Fields in South Africa are dry, rocky and often low in nutrients. Barend Swanepoel designed his own sled for removing rocks from his fields. The rock pictured here is one of the smaller ones – the sled has even removed rocks weighing over 20 tonnes. The secret is that the front of the sled is attached to the linkage, allowing some of the weight to be transferred to the tractor's rear wheels.

Barend Swanepoel recently founded the Daskop riding farm in Parys, near Johannesburg. Although his main business is trucking, he plans to develop the farm into a profitable side business. The farm breeds riding horses that are sold around the world. Most of the fields still have to be cleared. Rocks are removed from the sandy soil and replaced by organic material, such as woodchips and manure. The farm has four Valtra N111 tractors, four T171 tractors and one T191 tractor. Extending to 1,200 hectares, only 300 are currently cultivated. Swanepoel is a big fan of Scandinavia; his fleet consists of Valtras, Scania's and Volvos.



Although segregation in South Africa ended in 1994, farms typically remain under white ownership employing black labour. Nevertheless the government is encouraging black ownership by buying farms then transferring them to black ownership although the youth wing of the ANC party has demanded even more radical land reform. Similar experiences in neighbouring Zimbabwe have not been encouraging, however and the agricultural sector there collapsed when it was seen the new owners could not match the expertise of former predominantly white owners, leading reduced yields and eventually famine.

The main factor restricting agricultural output in South Africa is lack of rainfall. "Everything can be bought, except the rain," is how one farmer puts it. Irrigation is limited particularly in areas where the mining industry has polluted ground water, excessive pumping has lowered water levels elsewhere.

The arid conditions are also responsible for bush and grassfires. Every farmer in South Africa has water bowsers pulled by tractors, and they all participate in fire fighting when required. Just about every farmer has his own stories of being totally surrounded by fire but saved by being in his tractor cab or the water tank.

South African farmers appreciate simple and reliable tractors, as the conditions are harsh, parts centres often far away, and many drivers illiterate. Still, satellite navigation is common and is not considered difficult to use.

200 tractors a year into Africa

The African continent accounts for sales of approximately 200 Valtra tractors a year. Around half of these are manufactured ➔

Producing half of South Africa's carrot requirements one farm is worked from February to June and the other in wintertime. The carrots, which are planted and harvested every day of the year, are sold under their own brand. The circular irrigated fields have been levelled using GPS-guided earth-moving machinery, reducing their gradient to just 0.3 to 0.7 percent. The farm was established in 1992, and it has specialised in carrots since 2000.



Vincent Sequera (pictured here) and Michele Rugani farm 2,400 hectares in two units separated by 250 kilometres.

in Brazil and half in Finland. Recently around half a dozen S Series tractors a year have also been sold in Africa.

Africa's tractor markets are very fragmented with most machines sold on the continent sourced from China. No sales statistics are available for these tractors with their small engines. Just under 20,000 western tractors are sold on the continent each year, of which South Africa accounts for almost half. For comparison, the French market alone accounts for 30,000 tractors annually illustrating that although the African continent is many times larger in terms of both area and population, how few tractors are sold there.

Accordingly AGCO has made Africa one of its focus areas and believes that demand for agricultural machinery there will increase significantly. AGCO is currently building a major parts centre in Johannesburg, South Africa, with additional outlets in Kenya and Ghana. Training farms are being established throughout Africa, and a new office has just opened in Cape Town. •

Tony da Costa runs a livestock farm with his father Manuel. The farm covers 5,500 hectares, 2,000 of which are enclosed. The farm has 15,000 head of cattle in outdoor corn-based feedlots. Depending on the season, 3,000 to 7,000 cows are also grazed. In recent years the farm has replaced its large articulated prairie tractors with Valtra T Series tractors, as it is more flexible to keep a fleet of smaller tractors than a few massive machines. This is especially feasible as drivers' wages are low. It is also preferable to have lots of backup machinery, as sourcing parts for specialised equipment in far-off South Africa can take a lot of time.





The Valmet 604 was powered by a 3.3-litre three-cylinder engine producing 61 horsepower. The original transmission was based on a portal 6+2R gearbox. In 1987 this was replaced by a modern 8+4R planetary gearbox and wet multidisc brakes.

Valmet 604

MADE IN TANZANIA

Tanzania is Finland's longest standing partner in development co-operation, which started officially in 1962, and today Tanzania is one of Finland's eight long-term development partner countries and amongst the main receivers of aid. Back in 1980, Valmet signed an agreement with the State Motor Corporation (SMC) of Tanzania to establish a tractor plant there. The project was supported by the governments of both countries and led to the founding of TRAMA, Tanzania Tractors Manufacturing Company Ltd.

The tractor model chosen for the Tanzanian market was the Valmet 604 due to its simplicity and reliability. Expectations were high, and it helped that investments were targeted on tractor production and not on green field production facilities. Instead, the tractors would be assembled at the local Scania truck factory. The first two hundred Tanzanian Valmet tractors were manufactured in 1983, followed by 414 in 1984 and a record 729 in 1985.

In 1986 a structural adjustment programme was imposed on Tanzania by the International Monetary Fund, making it more difficult to secure financing to import compo-

nents. The share of local fabrication was extremely small, amounting to no more than 12 percent of the value of the tractor. Local components included the front tyres, exhaust system, additional weights, a few steel parts, paints and oils. The open cab was also assembled locally.

In Finland the successor to the 604, the Volvo BM Valmet 405, was unveiled in 1985. The new model featured an 8+4R transmission. In Tanzania the new model continued to be sold as the 604 for marketing reasons. The tractor was powered by a Valmet 311 C/D engine. Four-wheel-drive and turbo versions were also introduced.

Initially a few technical problems were experienced with the Tanzanian Valmets. Water pump damage was common, as customers often used unclean water for a coolant. The design was accordingly changed, and TRAMA's service organisation carried out a strong campaign to eliminate the problem in the field. TRAMA's spare parts service and maintenance training were the best in the country and were also made possible thanks to Finnish development aid.

Suitable implements for the

Valmet 604 were not manufactured in Tanzania, so TRAMA had to source disc ploughs from Zimbabwe and disc harrows from Brazil. In addition, a Yugoslavian trailer factory had been set up in Tanzania. The Valmet 604 proved to be quite a popular people carrier thanks to its flat mudguards.

The financial problems persisted, however, and production began to wane. Local production finally ceased by 1990. Altogether around two thousand Valmet 604 tractors were manufactured in Tanzania, of which 50 were exported to Sudan. •



The Tanzanian Valmets were assembled at the local Scania truck factory, which had more than enough capacity to handle tractor production. This tractor has the new transmission and bigger mudguards with railings to enhance passenger safety.



The Valtra T151e handles a range of jobs from dust suppression to maintaining roads and verges.

VALTRA HELPS TURN WASTELAND INTO A VALUABLE LOCAL AMENITY

The Lyme & Wood landfill site near Haydock, Lancashire operated by Cory Environmental is much the same as the many landfills dotted around the countryside accepting our rubbish but, unlike the tips of yester-year this facility has a carefully planned future use – It will become a country park.

TEXT AND PHOTOS ROGER THOMAS



The site, originally two deep coal mines with a shared spoil heap was abandoned in the 1970s and until fairly recently the 110 hectares that made up the mine operating area was degenerating into an unofficial tip for just about everything including asbestos. It was also the final resting place for burned out stolen cars, an unofficial motor cycle scramble course and much more. Some areas of the coal shale were frequently on fire, leading to further dangers for local residents. Then, in the late 1990s moves were instigated to restore the entire site to a country park; a useful public amenity, through the operation of a landfill. First came re-profiling of the spoil heap to give it more gentle exterior contours but with a scooped out cen-

tre. In 2004 Cory Environmental took over and the spoil heap crater was sub divided and engineered into sealed cells each surrounded by a three meter bund. A leachate collection system, site offices and a weighbridge were installed so that the site was ready to receive its first loads of waste.

As the cells filled, gas wells were installed to extract methane gas produced by the consolidated rubbish which continued to a profile about 25 % higher than the levels finally required, to allow for settlement. A sealing cap of engineering material is applied followed by sub and then top soils. The final stage of restoration includes the planting of trees, shrubs and grasses, and the installation of footpaths. All these land improvements, including the provision of fishing lakes, is financed by the landfill operation, which also provides for a trust fund that will maintain the park once Cory have completed their work. Ongoing costs include the salary for a country park warden and visitor facilities. What was an eyesore is rapidly becoming a civic amenity that can be enjoyed by many for generations to come.

At the site, Cory Environmental operates the usual array of mobile plant from heavy compactors which spread and compact the constant stream of rubbish, to the excavators and dumptruck used to cover the waste with inert material. Alongside

these specialised machines is a Valtra T151e tractor. This versatile machine is used for a variety of jobs in and around the site: cutting the almost manicured verges of approach roads, through dust suppression on the tip haul roads to moving various pieces of equipment and material in a dump trailer or, on occasions, a linkage box.

“We changed to Valtra after some serious research,” explains Cory Area Manager **Ian Craven**.

“The previous machine was proving expensive to maintain and operate. We did not want to experience similar problems with a new tractor.”

As a result the Cory team looked at a number of brands from different dealers.

“Valtra dealer R J Bownes Ltd of Winsford took us to see a number of Valtra operators and they all highlighted one thing – reliability.”

Bownes also arranged an on-site demonstration and, following the decision to purchase a T151e, organised a temporary loan machine until the new tractor arrived.

“We have not been disappointed,” Comments Site manager **Dave Leonard**.

“It was interesting that when I told a competitor’s dealer what we had chosen, his comment was an honest; ‘That’s a good machine – you won’t go far wrong there.’ And so far he’s been right.” •



VALTRA PRO STOCK 3500 PULLING TRACTOR

Based on the Valtra T190

8.2-litre Sisu Fortius engine

Runs on diesel with water injection

One turbocharger, max. 7 bar turbo pressure

2,100 horsepower

2,050 Nm of torque

Redline at 6,800 rpm

pulling.valtra.com



Valtra Pulling Team

TOURS EUROPE

The Valtra Pulling Team leads the life of a circus during the summer touring competitions around Europe almost every weekend from May to September. When competitions are held on consecutive weekends in Central Europe, it makes no sense for the team to travel home to Finland in between.

TEXT TOMMI PITENIUS PHOTOS VALTRA ARCHIVE

Pekka Herlevi is the grand old man of tractor pulling, having participated almost as long as tractor pulling competitions have been held in Europe. No one else has as many European Championship and Euro Cup medals than Pekka, not to mention the Valtra Pulling Team as a whole.

Pekka's son **Matti Herlevi** builds the competition tractors together with his father and also drives in competition. Pekka's daughter **Johanna Herlevi** now has two young children at home and together with her husband runs a restaurant in Jyväskylä so she only has time to compete a few times each season. Johanna's mother **Anne Herlevi**

serves as the team manager and the family's second daughter **Tiina Herlevi** works at Valtra, but is not actively involved with the team at the moment.

The team's mechanics are **Pekka Mailas** and **Matti Kangas**, who both work in the engineering department at Valtra and AGCO Power. Pekka is primarily responsible for the team's transmissions while Matti focuses on the engines. The team's chief engineer **Mauno Ylivakeri** is retiring and is being replaced by **Kari Aaltonen**; both Mauno and Kari have senior positions in the engineering department at AGCO Power. •



Johanna Herlevi is the star of the team. Now with two young children and a restaurant business with her husband, Johanna only has time to compete in a few competitions each season.

The new **VALTRA COLLECTION FOR 2012-2013** is now available. Contact your local Valtra dealer or check out the products online at www.valtrashop.com and order them easily direct to your home!

See all Valtra products: www.valtrashop.com

Valtra Collection



Farmer

Farmer products use comfortable, soft and natural materials, such as cotton and wool. These casual clothes are great for recreational activities, and they can be easily combined with each other. All Farmer products are inspired by Valtra's impressive history.



ANTS

ANTS products are fresh, bold and innovative, reflecting both a youthful spirit and laid-back feel. The letters A, N, T and S refer to Valtra's current model line-up, as well as to our futuristic tractor concept. ANTS products include today's trendiest items with stylish details, and they are made from high-quality materials.



Outdoor

Outdoor products include practical clothing for outdoors and recreational activities. These clothes are ideal for all seasons and the entire family. All outdoor clothes in this collection have reflectors to enhance visibility and safety in the dark. Outdoor products are made from water and wind resistant materials, and they are easy to keep clean.



Work Wear

Valtra's newest range of work wear is youthful and stylish, and it reflects Valtra's new stylish design language. These products have a great fit and are made out of lightweight yet highly durable materials for even the toughest conditions. Valtra overalls received the highest score in the Farmer's Guardian workwear test in February 2012.

In addition to clothing, the Valtra Collection includes fun products that are ideal for gifts or for your own personal use. Surprise your friend with a model tractor, or choose from a selection of tractor-inspired home and kitchen products. There is even a Valtra football and frisbee, so the whole family can play together!

See us online: valtra.co.uk

Valtra Models



A SERIES

MODEL	MAX. HP/NM
A72 Classic	74/296
A83 HiTech	88/325
A93 HiTech	101/370



S SERIES

MODEL	MAX. HP/NM
S233	270/1195
S263	295/1310
S293	320/1455
S323	350/1540
S353	370/1540




T SERIES

MODEL	MAX. HP/NM
T133 HiTech	141/580
T153 HiTech	155/640
T173 HiTech	180/660
T193 HiTech	190/680
T153 Versu	155/640
T163e Versu	166/740
T183 Versu	187/770
T213 Versu	215/850
T153 Direct	155/640
T163e Direct	166/740
T182 Direct	186/750
T183 Direct	187/770
T203 Direct	204/800



N SERIES

MODEL	MAX. HP/NM
N82 HiTech	88/360
N92 HiTech	101/450
N101 HiTech	116/460
N113 HiTech	124/510
N123 HiTech	135/540
N143 HiTech	152/600
N113 HiTech 5	124/510
N123 HiTech 5	135/540
N143 Versu	152/600
N163 Versu	163/650
N143 Direct	152/600
N163 Direct	163/650

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