

# Valtra Team

Valtra Customer Magazine • 2/2003

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This is the third edition of Valtra Team and for the third time I'm pleased to report that sales of Valtra tractors continue to rise. This is not a new trend, Valtra and our R&D staff have invested considerably in recent years to bring you the type of machine you say you need for the 21st century.

During the past eighteen months or so we have seen the S Series come into full production. Those that have used it regularly say it is a world beater; not an unduly heavy tractor the combination of the Sisu Diesel engine and a power shift transmission with turbine clutch make it ideal for arduous operations in agriculture and elsewhere. Sales of T Series tractors have been increasing steadily this year. Introduced around a year ago, a short time in the driving seat has been enough to make up the minds of many farmers and contractors. The torque ranges, fuel consumption, ancillary equipment, comfort and style of these machines have been approved by operators country wide. More recently we have introduced our high powered four cylinder models; the M Series. Acclaimed in the press these machines, with many of the same features as the larger T Series, are winning fans every where.

Three new model lines in a couple of years; that's not a bad record.

However, we have not finished, and will shortly be introducing the new C Series to the British and Irish market. Add to this the established lines of Mezzo, Mega and HiTech tractors, the pivot steer X Series. Then add our Eco Engines and it is not difficult to see why Valtra has changed out of all recognition in the past ten years; we have a world beating line-up.

Such a product range, while well known for its reliability, needs support. There are regular services to undertake – and things do wear or get broken. For this we, and you, need the support of a good dealer organisation. Over the past ten years we have striven to achieve just that and believe we have been successful.

## So what of the future?

As you will be aware Valtra is in the process of becoming part of the Agco Corporation and there have been other important changes in the ownership of tractor companies. This is not a new scenario. As a result of international changes in agriculture, farm machinery businesses have also been evolving for generations and undoubtedly, it will continue. What will not change is the high level of support that you as customers can expect, and we as Valtra will continue to supply.

## Mark Broom

MD Valtra Tractors (UK) Ltd

# Valtra Team

## Valtra Customer Magazine

### Editor in chief

Visa Vilkkuna, Valtra Inc.  
[visa.vilkkuna@valtra.com](mailto:visa.vilkkuna@valtra.com)

### Edition

Hannele Kinnunen, Valtra Inc.  
[hannele.kinnunen@valtra.com](mailto:hannele.kinnunen@valtra.com)

## Editorial

Christian Børresen, Valtra Norge AS  
[christian.borresen@valtra.com](mailto:christian.borresen@valtra.com)  
Eric Andersson, Valtra Traktor AB  
[eric.andersson@valtra.com](mailto:eric.andersson@valtra.com)  
Michael Husfeldt, Valtra Danmark A/S  
[michael.husfeldt@valtra.com](mailto:michael.husfeldt@valtra.com)  
John Nicholls, Valtra Tractors (UK) Ltd.  
[john.nicholls@valtra.com](mailto:john.nicholls@valtra.com)  
Tommi Pitenius, Valtra Inc.  
[tommi.pitenius@valtra.com](mailto:tommi.pitenius@valtra.com)  
Kalle Mattsson, Valtra Inc.  
[kalle.mattsson@valtra.com](mailto:kalle.mattsson@valtra.com)

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Juha Puikkonen

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## Photos

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*Valtra M150 – The world's powerful four cylinder tractor.*

# One tractor for all

***Valtra's new M series is essentially two tractors in one package. Whereas a farmer used to need two kinds of tractors for field work and yard work, the M series is designed to handle both. The design of the M series has been determined by three main demands: versatility, efficiency and economy in their broadest sense.***

## **Versatility and productivity**

The M series tractor can handle the toughest field work, and at the same time, the 2.56-metre wheelbase makes the M Series an excellent tool for front-loader work, moving hay bales, clearing snow or feeding livestock. With its smooth Valtra underbody and good weight balance, the M series is also an excellent choice for forest work.

Valtra's TwinTrac reverse drive system

provides an opportunity to significantly increase productivity: The driver simply swivels the seat – no need to get up – to be faced with the required operating controls duplicated at the rear, vision of rear mounted equipment is excellent.

Forward vision is also excellent, enhanced by the vertical exhaust and a carefully designed engine cover. The new engine cover also facilitates easy servicing.

With its air-suspended front axle, the M



*The M is both agile and powerful. Whereas a farmer used to need two kinds of tractors for field work and yard work, the M series is designed to handle both.*



lifecycle. Service intervals are long – 500 hours compared to the usual 250 hours of normal tractors – which minimises down-time and can save up to 38 percent in long-term maintenance costs. The M120 EcoPower model is also especially fuel efficient, using approximately 10 percent less fuel than other tractors with similar outputs.

#### **Excellent for front-loader work**

The M series has been optimised for front-loader work. With its short nose, visibility forwards from the cab is excellent. The short wheelbase also makes it a supremely agile tractor.

The M series has a lot of properties that make it such a good tractor for front-loader work. The programmable transmission, smooth forward-reverse shuttle, optional turbine clutch and automatically locking differentials make front-loader work exceptionally efficient. The front-loading mechanism can also be controlled with the joystick located on the driver's armrest.

Another strength of the M series is its programmable hydraulics. Up to six hydraulic valve blocks are available, of which four can be controlled from the driver's armrest. The flow and timing of each valve can be pro-

# jobs

Series is especially well suited to transfer journeys on bumpy roads.

#### **Economical choice**

The fact that a farmer can use one tractor where he used to use two means obvious savings. The versatility of the M series means that it can also be used for contracting work, meaning an extra source of income. Furthermore, the M has been designed to be one of the least expensive tractors in terms of its full

**The turning radius of the 147-horsepower tractor is only 4.7 metres.**

grammed separately. The output of the load-sensing hydraulics is 91 litres per minute, except in the EcoPower model, which has an output of 82 litres. The front-loading mechanism can lift up to 7.2 tonnes.

The M Series engines meet the latest EU and US emissions standards. The customer benefits from low fuel consumption, greater torque at lower engine speeds, cruise control and automatic engine diagnostics.

**Comfortable cab**

Wide doors make entry into the spacious and light cab easy. With many key functions located in the armrest (with the right or left-hand side), the comfortable seat and general ergonomics ensures operator comfort. Electronically controlled hydraulics add to the quiet atmosphere.

The cab's heating system and optional air-conditioning maintain a pleasant operating environment and in such a spacious cab it is easy to find a comfortable working position. The M series instrument panel is connected to the transmis-



sion and engine electronic management systems. This allows the panel to display information about all vital functions of the tractor. It can also display area covered and distance travelled. The size of display graphics is adjustable to meet individual requirements.

The modern design language of the M series continues that of the internationally recognised and awarded S and T series machines.

■ Visa Viikuna

**The M series is an excellent tractor for front-loader work. The programmable transmission, smooth forward-reverse shuttle, optional turbine clutch and automatically locking differentials make front-loader work exceptionally efficient.**



M-Series

**The M120 is an EcoPower model** with a low engine speed of 1 800 rpm instead of the normal 2 200 rpm. This means lower fuel consumption, longer service intervals and longer life for the engine. The M120 is the most economical choice for the customer.

**The M130** is a midrange powerhouse that is especially well suited for front-loader work, livestock farms, forestry and heavy haulage. The M130 can be equipped with a service free HiTrol turbine clutch, which ensures smooth starts without wheel-spin at all engine speeds.

**The M150** is simply the world's most powerful four-cylinder tractor. The M150 offers maximum power in a compact and manoeuvrable package. Powerful enough to use with large implements, the M150 is good solution for farmers who want to work in the field and farmyard with one tractor.

*The Valtra M series is now available also with articulated steering. Valtra can thus offer the unique combination of power with a tight turning radius suitable for all kinds of heavy work.*

The turning radius of Valtra's articulated XM130 and XM150 tractors is approximately only 4.5 meters, depending on tyre size. Such a small turning radius makes any job easier, on the farm as well as for demanding contracting work. Valtra's XM models are just over 30 centimeters longer than standard front-steer models, while the height and width is the same. The center pivot separates the engine section from the cab section, making the cab exceptionally quiet.

#### **Power for all kinds of jobs**

The benefits of articulated steering can be clearly seen when doing front-loader work in tight spaces. Based on practical work research, the efficiency of front-loader work using articulated steering is significantly higher than with fixed-chassis tractors. Moreover, front-loader work can be easily controlled using the armrest joystick. The Valtra XM can also be equipped with four programmable hydraulic blocks at the rear. The front loader does not affect the use of the hydraulic blocks at the rear.

The guiding principles behind the design of the M series are versatility, efficiency and economy. Great attention has been paid to both durability and serviceability. These

# World champion now also with articulated steering

properties now gain added value with Valtra's highly developed articulated steering system, incorporating a steering cylinder with damping function. Valtra's articulated-steering XM series does not differ from the regular M series in terms of cab, controls or three point linkage. The Autocontrol 7.2-tonne, automatic stabilising linkage of the XM series allows the biggest implements to be utilised to their fullest potential.

#### **Guaranteed driver comfort**

Using implements is easier than ever, as the most important controls are located on the driver's armrest. The comfort of the operator in the spacious and well-lighted cab is guaranteed. Valtra's unique TwinTrac reverse drive system increases productivity significantly, as the driver can change operating direction without getting up from his seat. The XM series is also available with a glass-roofed forest cab, which makes grapple-loader work significantly easier. The articulated Valtra is particularly agile, making it perfect for forest work. The front axle's stiffening cylinders are

located above the axle to ensure excellent functionality.

The heavy-duty center pivot and exceptionally large 250-litre fuel tank beneath the cab make the XM series ideal for contracting in the toughest conditions. Engine choices include Valtra's own diesel engine, whose exceptional power is one of many additional advantages offered to Valtra customers. All XM-Series engines are electronically managed with air-to-air intercooling with viscous fans.

The heavy-duty structure of the XM series ensures durability as well as excellent traction in all conditions. Valtra's Powershift can be used to change gear automatically as needed. When changing directions, the operator can use the Powershift to change the speed by up to 54 percent in either direction as needed. The driving direction can be changed smoothly and rapidly using the shuttle lever. The same lever also operates the automatic handbrake. The view forward from the cab is excellent, aided by a specially designed engine cover that also lifts, adding to the ease of servicing.

■ Visa Vilkkuna



# Farming does not end after injury

## Valtra Builds Tomi an Invalid Tractor



Photo: Raisa Karjalainen

*Tomi Kunttu gets into his tractor with the help of his father. The Kunttu family is looking for a suitable elevator that would allow Tomi to get into the tractor from the ground.*

**Three years ago, Tomi Kunttu, 26, dived into a lake that he knew well. The water level, however, was half a meter lower than normal, and Tom hit his head on the bottom. His spine was twisted and Tomi was paralysed from the waste down.**

Tomi's family farm has around 30 young cows and a slaughterhouse that handles around 300 of the farm's own pigs each year. Located in Lohja in southern Finland, the farm also has around one hundred hectares of fields.

Tomi's father **Erkki** had a hard time managing the farm without his son's help. Fortunately, their neighbour **Rauni Auvinen**

found a solution. Around a year ago, Rauni wrote a letter to Valtra requesting that a special tractor be built for Tomi.

The product development team met with Tomi to find out about his needs and wishes and began designing the tractor in that spring. Before the summer holidays, a standard Valtra 6750 HiTech rolled off the assembly line in Suolahti and was delivered to the prototype workshop in Tourula. The target was to build a tractor that could be controlled entirely by the hands. It was agreed beforehand that the Kunttu family would see to it that Tomi could get into and out of the tractor.

### **New cab and brakes**

Tomi's tractor looks like an ordinary 6750 HiTech, but when you open the door you see the difference. The left door opens 90-degrees and is locked into position until you squeeze a handle, and the door closes. The driver's seat rotates counter clockwise towards the door, and the cab is fitted throughout with sturdy railing to hold onto when getting into the tractor.

*– It is great to be able to work again. It feels really good, says Tomi Kunttu one year after receiving his new tractor.*

The biggest change made was to the brakes, for which special handles were designed on either side of the driver's seat. The handles can be used to activate the brakes on one side only or all brakes simultaneously. The brake cylinders, power system and fluid container are located behind the driver's seat.

– The HiTech provided a perfect base for designing this kind of tractor, as it is already equipped with hand-operated reverse-drive, finger controls and accelerator. The biggest challenge was designing the brake system, says **Jorma Nevaranta**, Product Development Manager at Valtra.

– At first I thought this would be an easy project, but a lot of thinking and work went into this, says **Reijo Kuukkanen**, who put most of the invalid tractor together.

– I worked full-time on this project for two weeks, as did all the other members of the team.

During the first autumn ploughing season, Tomi drove his new tractor for 100 hours.

The following spring he spent another 200 hours harrowing the fields. Tomi relayed all his experiences with the tractor to Valtra's product development team, who further refined it as needed. For example, the brake levers originally had to be pulled, but they were changed to a push format already in the early stages.

– One of our guiding values at Valtra is to listen to our customers and to meet all their various needs. Even though there are setbacks in life, we can get through them by working together, said **Iikka Hakala**, Managing Director of Valtra, upon handing over the tractor to the Kunttu family.

■ Tommi Pitenius





*Richard keeps his equipment busy most days by specialising in work that is not weather dependent – and his Valtra reliability keeps him working.*

*Stuart's 6850 is compact enough to work in smaller areas maintaining horse paddocks and handling hedge cuttings – even preparing sites for wedding marquees.*



# Valtra suits niche contracting nicely

**Brothers Richard and Stuart Probin run their contracting business from their family farm near Malpas in Cheshire using a Valtra T160 operated by Richard while Stuart's is a Valtra 6850.**

– Before starting my own business I worked for another contractor and quite fancied a Valmet, states Richard. – He had an 8200 and my memory is that it never broke down, pulled well and did not drink diesel. Unfortunately, when Richard did start his own business the machine he chose proved unreliable. – It seemed as though all the money we were making was being ploughed back in repairs so I decided to change to Valmet.

Richard and his brother Stuart purchased a Valmet 8050 between them which Stuart drove. That was back in early 1996 and they have not regretted the change for a moment. The business became increasingly successful and Richard left his job elsewhere to join his brother, purchasing an 8150. Last March Stuart exchanged his 8050 for a 6850 HiTech and this March Richard's 8150 was changed for a T160 which, in five months, has already shows 1,000 hours on the clock, both machines being supplied by Valtra dealers Gibsons of Tattenhall. – They have been very helpful, not that we have needed them much, but it is reassuring to know they are there, just down the road, says Stuart.

So what sort of work do the Probin brothers undertake with their Valtra tractors? Cheshire has a number of large contracting businesses which handle much of the obvious work, silage making, combining and so on all at highly competitive prices. Richard and

Stuart decided it was no good going head to head with these operators, they could only lose. They have instead carved out a niche for themselves amongst the county's hobby farmers; a business possible thanks to the decline in the number of commercial farms in the area. "Farmers are retiring or leaving farming, their houses and a few acres are split from the land which is sold off to city business men while the neighbouring commercial farmers absorb the land into their existing operations. The city business men need someone to keep the land tidy and well maintained". The brothers also undertake specialist operations for commercial farmers and other contractors.

As Richard explains: – I don't like sunshine machinery. By this he means operating expensive equipment the use of which is highly dependant on the weather. As a result the brothers spend a lot of their time hedge and verge trimming and grass topping. Jobs that keep going regardless of weather; jobs that keep the cash coming in. Despite never having advertised they are very busy and often receiving phone calls asking if they can 'prepare the paddock for a marquee' – a wedding or 18th birthday. This sort of business keeps one or both tractors busy for seven months. Their other work includes buckraking; a subcontracting job for another contractor, maize drilling; for this they have two drills and between them cover over 1 000 acres. They also have a couple of big trailers for bale haulage, a job which takes them outside their normal 15 mile radius of operation. – With plenty of power, a high speed transmission and Aires air suspension we can pop along nicely. On their own 60 acre

farm they produce cereals and hay and haylage for the local horse trade.

Leaving jobs tidy and well done has enhanced their reputation and Richard and Stuart get asked to undertake all sorts of other work which while not up their street they quite happily organise through specialist sub contractors. This includes ditching, pond digging and restoration and fencing. – We also restore badly overgrown hedges using a saw blade attachment on one of the trimming machines. Stuart's machine, fitted with an MX loader and special grab is used to handle the brush wood. Their reputation as tidy conscientious workers has also lead to contracts on local golf courses and from time to time they have to call on another self employed driver to help with the work load. – At the moment he does not drive a Valtra, comments Richard. – But he's seen how reliable our machines are, and how little fuel we use and he could well become a Valtra owner in the future.

■ Roger Thomas



**Brothers Richard and Stuart Probin have found a niche market working for smaller land owners properties.**

# Valtra Delivers 500 000<sup>th</sup> Tractor



## Limited edition unveiled to celebrate event

Valtra's 500 000th tractor rolled out of the Suolahti factory on 15 September. The tractor in question was a red T190 model that had been ordered by **Gilles Quetu** and **Bruno Renckert** from France. The two men cultivate wheat, rape, vegetables, grass seed and rosemary on 260 hectares. Their farm already has one Valtra T190, and they have also ordered one M130.

Following these celebrations at the Suolahti factory, the 500 001st tractor was delivered to its owner from the Valtra do Brasil factory in Mogi das Cruzes.

To mark the delivery of its 500 000th tractor, Valtra will produce a limited edition of 500 tractors of

*The limited edition of 500 Valtra tractors is available with new silver-grey metallic colour and special equipment.*



**Valtra's 500 000th tractor, T190, was delivered to the French farmers Gilles Quetu and Bruno Renckert.**

its T and M series. Each of these tractors is numbered and unique. The limited edition is available, for example, with new silver-grey colour, stainless steel covers on exhaust and air intake and chrome applications around headlights.

### Tractors from Finland and Brazil

Valtra began manufacturing tractors 52 years ago, then as Valmet, at the Tourula factory in central Finland. Before and during the Second World War, the factory manufactured weapons – a true case of turning swords into ploughs! In 1969 the factory moved 45 kilometres north to Suolahti, where these days around 10 000 tractors a year are manufactured.

Already in 1960 Valmet took a brave step for a small tractor manufacturer and established a factory in Brazil. The decision proved to be a wise one, and these days the Valtra do Brasil factory manufactures around 9 000 tractors a year.

In autumn 1979, the tractor operations of Volvo BM were joined with those of Valmet. Combining the best aspects of both companies, export activities were boosted with a new line of products.

A vital part of the company has always been the engine plant in Linnavuori. In addition to supplying Valtra tractors, the factory also manufactures engines for other tractor brands, as



## Major factory investments

The expansion of the Suolahti factory was completed at the beginning of August. The new extended assembly line was taken into use immediately after the summer holidays. The expansion has proven to be successful right from the start. The extended assembly line and other investments allow annual production to be increased from 10 000 to as many as 15 000 tractors. The cost of the expansion was approximately 8 million euros.

In addition to the assembly plant, the capacity of the transmission plant has also been increased following investments of around 2 million euros. The new machining robots are aimed at increasing production and improving quality. The new robots will be used especially in the manufacture of transmissions for the biggest Valtra tractor models.

Meanwhile, investments of around one million euros have been made at the Valtra do Brasil factory. The new painting line increases the quality and durability of painted surfaces. At the same time it lessens the impact on the environment, speeds up the drying process and offers a better working environment.

well as for harvesters, port cranes, forest machines, ships and other uses.

Altogether, Valtra has manufactured over half a million tractors, of which an estimated 300 000 are still in use. In addition, Volvo has manufactured 200 000 tractors, which are serviced officially by Valtra.

Today, Valtra is the most popular tractor brand in Northern Europe and the third most popular in Latin America. Furthermore, Valtra's market share is rapidly increasing in North America, Australia and Central Europe. At this rate, it is doubtful whether we will have to wait another 50 years before Valtra delivers its millionth tractor.

■ Tommi Pitenius



# Team News

## Valtra receives order for 50 tractors from Russia

Valtra's long-term efforts in the Russian market have paid off. Valtra has received an order for 50 large 210-horsepower Valtra T190 tractors. The customer, Grajvoronnskaya MTS, is a major agricultural company. The tractors will be delivered to Belgorod in southern Russia, where they will be used primarily for harvesting sugar beet. The tractors will be used to pull sugar beet harvesters. Grajvoronnskaya MTS cultivates sugar beet and refines this into sugar in its own factories.

The order includes a major training package for 100 tractor operators from Grajvoronnskaya MTS. Maintenance and spare parts will be taken care of by Valtra's Russian importer Mirovaya Technika.

This order represents an excellent entry into the Russian market for Valtra. The future prospects in this huge market are encouraging following the purchase of 50 Valtra tractors by a respected agricultural company.



*The popularity of traditional red crosses all cultural boundaries. Green is the second most popular colour, followed by blue.*

## From classic red to trendy silver

# Colours

***Since 1988 buyers have been able to choose the colour of their new Valtra tractor. Choosing colours for tractors was a unique innovation at the time. It still is, as within the tractor business only Valtra customers can choose the colour of their new tractor.***

The history of colours at Valtra stretches all the way back to 1951, when the manufacture of Valmet tractors, as they were then known, began. Valmet's colour back then was red. In the 1960s this changed to yellow and then to brownish yellow, which was also the colour of products from Valtra's Brazilian factory. In 1982 the operations of Valmet and Volvo were combined, and the colour red was readopted for use. The colour red thus lies deep in Valtra's roots and is still used to this day for the visual identification of the company.

### **Valtra's colour range**

The Valtra production line manufactures only customer-ordered tractors equipped just as the customer wishes. Colour is one of the options.

When the unique Valtra colour range was introduced the customer was given the opportunity of choosing from among five basic

colours: red, blue, green, white and yellow. With the exception of white, these basic colours have stood the test of time. Over the time the popularity of white decreased and it was later dropped from the range altogether. There is a funny true story dating back to when white tractors were available: one customer wanted his tractor to be white on one side and blue on the other. He explained that his neighbour would think that he owned two new Valtras: one white and one blue!

In addition to the basic colours, metallic colours were soon added to the range. Metallic red, green and blue are exceptionally bright and luminous in the natural light.

### **Trendy colours, also for tractors**

Valtra has also introduced new colours for its anniversaries. The blue-and-white Finlandia model, Rally World Champion **Juha Kankkunen's** blue-toned signature model, and the silver green 50th anniversary model in 2001 are examples of colours that have only been offered during special anniversary years. The most recent example is this autumn's silver, which customers can choose as an option when purchasing jubilee models of the T and M-Series.



Compared with these favourites, steel grey, yellow and the new silver are more rare.



*Valtra aims to serve its customers also when choosing colours. Painting technology has advanced tremendously over the years. The ability of paints to resist corrosion is excellent, and the surface wax increases durability and creates an impression of quality.*

# count



Trendy colours are colours that are usually valid for only a few years. In 2002, in connection with the launch of the new T-Series, two new colours were introduced: metallic grey and gold.

Valtra's product development team and its tractor designers engage in close co-operation when choosing new colours. Colour trends are closely monitored, and new colour ideas are also sought from car manufacturers. Not all impulses can be satisfied, however. The Valtra colour philosophy is that all shades and hues must match in some way with traditional red.

***The metallic gold, that also can be called copper or bronze, assimilates well into the brown fields.***



The colour must also suit the shape and intended use of the tractor.

## Carefully tested

New colours and shades are tested by applying them to the surfaces of real tractors. Great attention is paid to metallic paints, and different shades are tested under many different types of lighting.

The production and technical details of introducing new colours must also be clarified in advance. In addition to colours, Valtra also pays especially close attention to the quality of the painted surfaces.

– The durability of these surfaces depends on their ability to resist corrosion as well as salt and the various chemicals that are used on farms, tells **Jorma Kylmänen** who is responsible for Valtra's painting system. The painting surface is always finished with a special wax that creates a hard, airtight and shiny surface.

– A good surface is easy to keep clean and helps maintain the resale value of the tractor, Kylmänen says.

## Colours count

Valtra salespeople confirm that colours play an important role in the purchase of new trac-

tors. Usually when a man studies the technical details of a tractor, the women in his family will decide on the colour. These gender roles are gradually disappearing, however. The choice of colour depends a lot on the lifestyle of the entire family, whether it wants traditional red, natural green or trendy silver.

The choice of colours can also be looked at from a psychological perspective. Red is an aggressive colour that stirs the emotions, but it also attracts attention in traffic and is thus a safe colour for tractors. Green in turn is considered a peaceful and energy-giving colour. As a colour for tractors, green suits perfectly its natural surroundings. Yellow grabs the attention and excites. A fantastic yellow complements beautifully the round forms of new Valtra tractors, but it requires a degree of courage from the buyer.

Colours identify their owners. They create an image, they can be fashionable or represent traditional values, but above all colours are a matter of taste.

■ **Hannele Kinnunen**

## Customer



From left, Thomas Karl, manager in the forest department in Veltins, SonjaLöst, marketing assistant in Valtra Vertriebs GmbH and Mr. Bartschat working in the forest department in Veltins.

# Valtra EcoPower ensures higher water quality

Veltins pilsner is one of most famous German beers and is promoted as “Fresh Veltins”. The freshness also depends on the quality of the water in the beer and this is produced by several springs in a beautiful and unspoilt undulating forest landscape. A Valtra 8350 HiTech tractor cares for the “health” of this forest, being bought by C. & A. VELTINS brewery for general forestry care operations.

### German Purity Law

According to the German Purity Law of 1516, brewers may only use water, hops, malt and yeast for their beer. No other additives may be included to help the taste. The quality of the raw products determines the quality of the beer that we like to drink. While the quality control of hops and malt is rather simple, being carried out by the suppliers, the quality

of the crystal clear and pleasantly soft spring water has to be permanently analysed by Veltins. The surroundings of the springs are “Nature pure”: Grevenstein is located in the hilly county of Hochsauerland, a landscape described as the green lungs of the urban and industrial centres between the rivers Rhine and Ruhr.

### Woodland as a filter

Despite these ideal conditions for producing spring water for its beer, Veltins decided to safeguard the quality of the supply by purchasing the woodlands close to the springs. **Thomas Karl** is the ranger responsible and together with his team he manages the Veltins forestry department. The new owner often found only one kind of tree in a wooded area. Pine monoculture represents a fairly high risk





in stormy weather because high winds damage monocultures more than mixed woodlands. This is why Thomas Karl aim to plant the types of trees which suit soil and climate.

Forests provide excellent surroundings for spring water production. During rainfall, the moisture is filtered by the trees and especially by the soil, which represents a natural water reservoir. The result is clear, soft spring water which gives a good taste to the beer. This is important because the taste of the water has an influence on the beer flavour. This is of course why different regions have differently tasting brands of beers.

#### **A real power worker**

For two years now, a Valtra 8350 HiTech works daily in the Veltins forest. Thomas Karl and his men are fascinated by the power of the tractor. It is easy to handle, comfortable to drive and there is excellent visibility in all directions. The protection of the chassis and the high ground clearance are ideal for the working conditions in the forest. The torque of the Valtra engine surprised the rangers at Grevenstein. Though they themselves selected the 135 hp EcoPower, there is always plenty of power available and no danger of stalling during steep work..

– The pto produces more power than one would expect from this engine, explained Thomas Karl. It is unbelievable how much power can be produced from this source. We

have steep slopes where we can only operate upwards. The traction of the tractor is unique because of its good balance. We work with a heavy-duty forest rotary tiller covering areas with tractor and implement that are scarcely possible to traverse on foot. It is incredible.

The tractor's Sisu diesel engine has enormous power. The large displacement engine provides strong torque across a wide range of revolutions, thus offering flexibility for different implements in different tasks, especially for the power take-off. The compact gearbox, together with the Powershift for 36 different speeds forward and reverse, ensure an excellent driveline and power transmission efficiency. The Power Shuttle is ideal while working with the loader, and the Power Shuttle lever is easy to handle and comfortable to operate.

Furthermore, the Valtra tractor has a low total weight while retaining strength and robustness. These are advantages not only while working with a loader, but also in all-round operations with different implements. A low total weigh causes less compaction deep in the soil. This is important because in the forest the soil is very sensitive to compaction.

#### **Our Valtra is always reliable**

The Valtra 8350 HiTech has covered more than 1 500 working hours. This strong tractor demonstrates its reliability every day. All the forestry workers like working with it. Thomas Karl

would choose a Valtra EcoPower every time if he had to repeat his purchase, also because this unit has a lower fuel consumption than average.

– We always have to keep our eye on the running costs, said Thomas Karl. We come under close inspection. But our problem-free Valtra performs well in this context.

Thomas Karl and his team work every day in Grevensteiner forest which surrounds springs supplying fresh water for Veltins Brewery. The Valtra 8350 HiTech EcoPower works every day, too. In this way the tractor plays a role in ensuring the quality of the crystal clear and soft spring water that makes Veltins beer taste fresh, just the way we like it.

■ Hans-Heinrich Haarnagel



# Work and Play with Valtra UK



*Visitors were divided up into groups and despatched to the first station for an introduction into the workings of the T Series.*

**At Valtra UK we are well aware that farmers and contractor are working increasingly longer hours and as the old saying goes; 'All work and no play makes Jack a dull boy'. So, when we designed the T Series introductory program for we decided balance technical information on engines, transmissions and hydraulics and so on with a bit of fun.**

Customers and dealers were invited to motor sport venues. Following an introduction, visitors were split into groups and dispatched to stations around the site. Here they were given an insight to the workings of a T Series or S Series tractor this was followed by a chance to let off a bit of steam in the passenger seat of a (really) fast car, the driver's seat of a go cart or an off-roader. Then it was move on again for a bit more tractor information followed by a bit more fun until the session was completed.

To add a little interest visitors were tested on their knowledge of Valtra tractors – the answers all being given in the various presentations – with timed laps on the go-kart track resolving any draws. There was also a special prize for the most **unconventional** performance of the day!

**First theory .....**



*Here Robin McArd and Bill Flynn go over the theory of hydraulics ...*



*... followed by a practical session in the cab.*

**Then off for a bit of fun on the off road course**



*Into the swamp and up the ramp ...*



*... and DOWN!*



And then on to the next bit of product information  
- this time on the transmission ...



*In theory ...*



*... and in practice ...*

Then off for a bit more fun on the Go-Kart track  
..... Or fast cars



*A bit slower and more comfortable.*

And a winner for the session was declared



*After refreshment the winner for the session was presented with his trophy.*

Best not to mention what clinched the special award!



**Hopefully we'll see you at the next series of presentations.**

# A powerful new tractor that is ideal for livestock farms



*The weight distribution of the C series is 39/61%, which is ideal for front-loader work.*

***In Agritechnica fair in Germany Valtra launched a new C series model that is coming to the market next spring 2004. C series is a compact tractor that has been designed especially to meet the needs of livestock farms. The C series combines power and agility to create an ideally balanced package.***

The C-Series includes six new Valtra models ranging from 90 to 150 horsepower. This range includes two low-RPM models (C100 and C120) and three turbine clutch equipped models (C90, C110 and C130). The Valtra C series employs a 4.4-litre diesel engine featuring air-to-air intercooling on C110–C150 models and viscous fan on C120–C150 models. The tractor has been designed for easy maintenance; the engine cover lifts up, and all service inspection points are within easy reach.

The weight distribution of the C series is 39/61 %, which is ideal for front-loader work. Each tyre has maintains a solid grip on the ground, even when a big Valtra 970 loader is used. A heavy-duty front axle increases the versatility of the C series, allowing a broad selection of implements to be used with the front-loader mechanism. The capabilities of the C series when used with big front-loaders are substantial.

The power shuttle on the C series is typical of all Valtra tractors: smooth yet strong enough to account for all situations. The programmability of the power shuttle is among the best on the market. The power take-off of

the C series is essential equipment, especially when pulling trailers. The output of the load-sensing hydraulics is 90 litres per minute.

The cab of the C series is spacious and light, and the visibility is exceptional, especially for front-loader work. A powerful heater and ventilation system ensure the operator's comfort within the ergonomic cab. The cab is also very quiet and can be equipped with automatic air-conditioning that maintains a steady temperature in all conditions. The driver's seat rotates 180-degrees within the spacious cab, increasing comfort and efficiency especially when using grapple loaders.

The ideal weight distribution and durability of the C series combine to create a tractor that is easy to operate. The Valtra C series is agile for turning and stable for speeds as high as 50 km/h. The styling of the C series continues in Valtra's award-winning modern tradition.

■ Visa Vilkkuna





Matti Herlevi is European Champion third year in a row. Left father Pekka and right sister Johanna.

# Successful Pulling season

## Triple victory in the European Tractor Pulling Championships

The Valtra Shell pulling team took an impressive 1–2–3 at this year’s European Tractor Pulling Championships held in Alahärmä, Finland on 6–7 September. Victory in the Pro Stock 3 500 class went to **Matti Herlevi**, followed by **Pekka Herlevi** in second place and **Johanna Herlevi** close behind in third place. The level of this year’s exciting European Championship event was very high.

The hard and durable surface of the track proved to be very demanding for the drivers and their machines. All Valtra entries nevertheless achieved a full pull on their first attempt, guaranteeing them a place in the finals after just one pull. Matti Herlevi set the standard early by pulling over a 100 metres on his first attempt, and won the European Championships for the third time in a row. The competition for second place was extremely tight, and Valtra’s 1–2–3 was not confirmed until the very last pull. In the end less than 3 metres separated second and fourth places.

## Johanna Herlevi takes Eurocup tractor pulling championship

Going into the Eurocup tractor pulling finals in Bettborn, Luxembourg, the competition in the Pro Stock 3 500 class was extremely tight. Johanna Herlevi headed the points standing together with **Martin Nicholson** from England. In the finals, Johanna finished the season for the Valtra Shell pulling team in style, winning the Bettborn competition overwhelmingly. Father Pekka Herlevi was the second and brother Matti the fourth, after Martin Nicholson.

The Valtra Shell pulling team had an excellent season overall.

– We had no major problems with any of the tractors, so it was also a successful season in this regard, said father Pekka speaking for the entire Valtra team.

Although the 2003 season ended with the Luxembourg event, the team will not rest on its laurels.

– The competition has become tougher all the time this season, and the other teams are really close. We have to work hard if we want to maintain our supremacy, said Johanna.

■ **Tuomas Manninen**



Fresh Eurocup winner Johanna Herlevi



*The excellent traction, high PTO power and low weight of the T190 is ideal for preparing potato ground*



*With Aries front axle suspension and 50kph transmission the tractor is quick and efficient.*

# No Nasty Surprises wi

**When, some years ago, Janaway brothers Richard and David decided to merge their Hampshire farms into one enterprise they did so with considerable foresight, making it relatively simple to dissolve the partnership should their children not wish to become involved in the business; the aim being to prevent unnecessary family discord.**

Today Richard and his three sons **Gavin, Andrew** and **Duncan**, based at Lodge Farm near Odiham farm 4 500 acres and manage many more on a whole farm contract basis in



the area. Andrew is responsible for combinable crops, Duncan oversees lets on a bustling industrial site and undertakes many of the management tasks while Gavin runs Whitewater Potatoes, a 550 ha enterprise mostly producing crisping potatoes for both major and minor processors. Only around 20 % of the crop is sold as ware.

Whitewater Potatoes use some of their own land for production where it fits into their crop rotation management regime the remainder, around 70 %, is rented.

– Most of it is offered to us, about twice as much as we need so we are able to choose ground close to Lodge Farm and thus reduce transport costs, Gavin explains. That said the company grows around 100ha of potatoes in the south of Hampshire. Being that bit further south enables harvesting to take place in July, filling the gap between stored potatoes and the main crop harvest commencing in September. Whitewater Potatoes' cultural regime is fairly standard; plough, de-stone, ridge and plant, starting in the south, then working north. Pre-emergence herbicide sprays, both contact and residual are used and anti-blight treatment starts once the plants meet across the rows. Whitewater Potatoes have their own weather stations to help forecast blight risk and plan spraying programs and should rain not meet crop requirements much of their land is irrigable.

**Michael Richardson enjoys the comforts offered by his Valtra T Series.**

Harvest starts in the south of Hampshire and generally speaking progresses north. The crop is graded and taken into boxed, temperature and humidity controlled storage flushed daily with fresh air. Sprouting is controlled with CIPC. – We have our own laboratory on site, Gavin points out. Samples are taken weekly to keep a careful eye on fry colours to help processors produce a consistent end product. Should any abnormalities occur there is time to make environmental adjustments before serious crop deterioration occurs. Potatoes are removed from store to meet processors schedules 364 days a year – Yes we have worked on Boxing and New Year's days, reports Gavin with a wry smile.

So far, it has to admitted, Whitewater Potatoes operation looks fairly straight forward. Apart from top class management what makes this operation different from so many others?

Much of today's management regime stems from the time when Richard and David Janaway disbanded their partnership. Richard and his sons took the opportunity to look very closely at overall costings, particularly machinery. As a result the decision was made to sell the existing fleet of owned tractors and some other machinery and utilise a contract hire scheme from one of the major manufacturers. The sale that followed this change in management style released capital to the value of around £110 000 and immediately removed a great deal of depreciation from the balance sheet.

The removal of older machinery from the equation has also had several other advantages: Machinery breakdowns are covered by manufac-



missions the T140s move harvesting equipment from



Photo: Crops

The high torque and excellent fuel consumption of the T140 is already paying dividends.

# th Valtra Contract Hire

turers' warranty thus making a farm mechanic unnecessary, another saving. Secondly, drivers would be operating the latest equipment giving them a comfortable environment with all the latest technology to help increase productivity. Again, this ultimately helps put more cash on the bottom line. Gavin also appreciates that driver morale is exceptionally important. With the industrial areas of Basingstoke and Reading not too far away where wages and working conditions are highly competitive, it is important that conscientious drivers are given every incentive to remain with Whitewater Potatoes.

Having decided to change the machinery management regime it then became a question of which tractor make and models. Several manufacturers were approached, some were interested, some were not. "One important factor we had to take into account was the dealer. We are relying on their services in the event of a breakdown and it is important that they are capable and local. Were something to go wrong there is the potential for a large number of staff to be hanging around with nothing to do; a very expensive situation if it turns out to be for a protracted period".

While there are few Valtras operating in the Odiham area, the Janaways had heard excellent reports of their reliability. Importantly Southern Harvesters Ltd., the local dealer was also well placed to provide support should it be needed. After negotiations a deal was struck for eight tractors at between £6 and £8 per hour excluding fuel and assuming between 1 000 and 1 500 hours annually over two years;

again depending on model. Once this figure is exceeded Valtra will replace their tractors on a like-for-like basis. With the cost of any physical damage falling in Gavin's lap the drivers are encouraged to treat their machines like their family car.

### So which Valtra models did the Janaways choose?

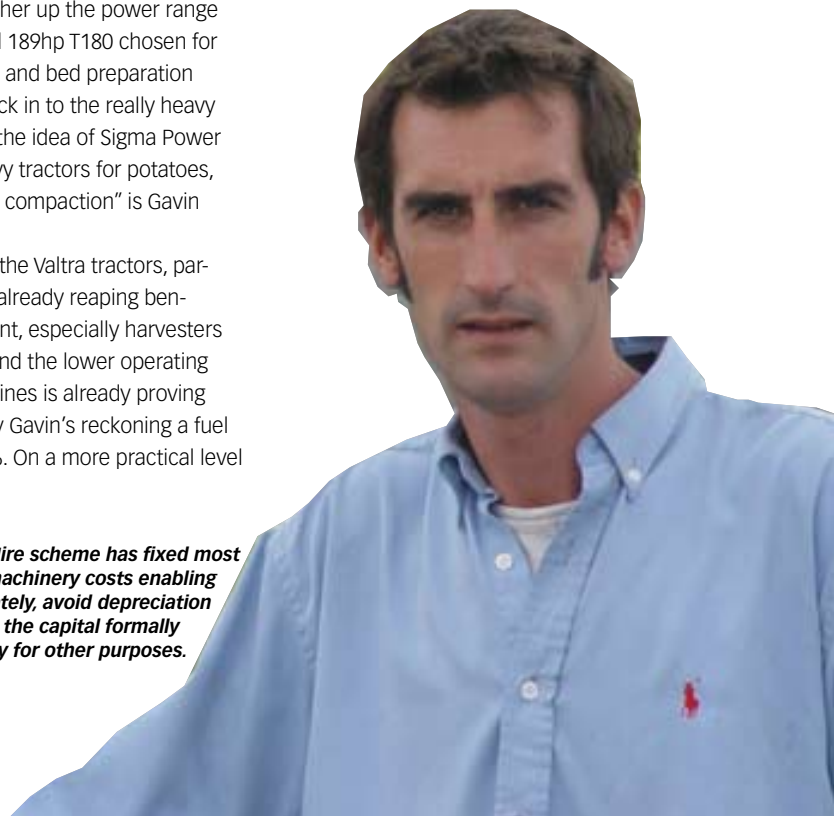
Two four cylinder 110hp 6650s were picked for general work. Three T140s for harvesting; Whitewater operates both Grimme and Reeke machines, and the tractors are fitted with front linkages to operate toppers. The T140s are also used for planting. Higher up the power range are a 170hp T170 and 189hp T180 chosen for ploughing, cultivating and bed preparation while a T190 gets stuck in to the really heavy field work. "We liked the idea of Sigma Power – we don't want heavy tractors for potatoes, they cause too much compaction" is Gavin Janaway's comment.

The operation of the Valtra tractors, particularly the T140s is already reaping benefits. Potato equipment, especially harvesters require high torque and the lower operating speed of the Eco Engines is already proving highly economical; by Gavin's reckoning a fuel saving of around 30%. On a more practical level

drivers are finding them easy to operate and very comfortable, the ideal situation for hard 12 hour days during harvesting and planting seasons. From a management point of view, with contract hire Gavin Janaway knows exactly what his machinery costs are, no unexpected nasty surprises to upset the budget. With other inputs also known it then becomes a matter of predicting the weather, yields and negotiating a price with customers that includes a respectable profit margin.

■ Roger Thomas

**The Valtra Contract Hire scheme has fixed most of Gavin Janaway's machinery costs enabling him to budget accurately, avoid depreciation costs while releasing the capital formally invested in machinery for other purposes.**





# It's nature first at the Kiekerö reindeer farm

**All work at Jari Häätylä's and Terttu Rissanen's reindeer farm in Rajala, near the town of Sodankylä in Finnish Lapland, is dictated by Mother Nature. Situated over a hundred kilometres north of the Arctic Circle, the farm produces reindeer meat as well as lamb. The name of the farm is Kiekerö, which refers to the patch of ground where reindeer dig for their food during the winter.**

According to Terttu Rissanen, sheep are a perfect addition to the farm, as the main seasonal work for reindeer and sheep takes place at different times. The two types of animal also differ from each other in terms of management and bookkeeping, as the official reindeer year begins on the first of June, rather than the first of January.

After Midsummer's, the reindeer season begins with the marking of reindeer calves at Pomokaira. After this, the reindeer graze on the open land around Sattasniemi until September-October, when the herds are separated. For the farmer, the summer is a time of harvesting hay and repairing fences, of which there are hundreds of kilometres. At the

same time, the sturdy fences around the corral are also repaired and maintained.

## Orders from nature

After the separation of the herds, the reindeer that are not slaughtered are returned to nature. In January, when the snowfields begin to be at their highest, the reindeer are again gathered, and the weakest are brought to the farm to be looked after.

Ever since Terttu and Jari established their reindeer farm in 1992, their work has been largely dictated by nature. Compared to neighbouring farms, Kiekerö is relatively large and diverse. It goes against tradition to count the exact number of reindeer each farm has, but

*The sheep run to greet Terttu.*



*Sometimes a reindeer will hang around the farm while the rest of the herd is grazing further afield.*



*Jari, Terttu and Taija are satisfied with the Valtra 6400 that they bought last winter. The simple and sturdy tractor equipped with air-conditioning, turbin clutch and HiShift has proven to be a safe and comfortable tool for both summer and winter.*

when asked Jari reveals that their farm certainly has more than 100 animals.

With the European Union, reindeer farming has become an ordinary farming activity like any other and is no longer as romanticised as in the past. Last year, a special programme was introduced to help administer reindeer farms. There are around 200 reindeer owners in the Sattasniemi area, of whom around 20 are actual reindeer farmers who work year-round.

#### Winter feed essential

The Kiekerö farm harvests around 30 hectares of hay each year. The light summers north of the Arctic Circle, where the sun does not set for months, allows for two harvests of hay, which is usually kept in circular bales that are soaked in molasses. The same hay can then be used for both reindeers and sheep. The dried feed is easy to handle and distribute to the animals even in the freezing temperatures in the winter.

In recent years there have been experiments involving the transportation of hay bales by all-terrain-vehicle or snowmobile out into the nature where the reindeer are. This method of feeding is still rather controversial, and its effectiveness depends on many factors. There is no debate over the advantages of farm feeding, however, as well fed and nourished reindeer grow fast. Most years, the period when farm feeding is used

is quite short, however; as soon as the snow begins to disappear, the gates are opened and the reindeer return to the spring pastures.

Making a living from farming north of the Arctic Circle requires a lot of skill as well as determination. There is no point in getting upset over small things; it's much more useful to look forward with a positive attitude. Terttu and Jari were both brought up around reindeer, so when they began to live together, the thought of leaving Lapland for easier climates never entered their minds.

#### ■ Visa Vilkkuna



*Taija loves to help take care of the reindeer and sheep when she does not have homework to do. She is also getting the hang of handling all-terrain-vehicles.*

# Team News

**Valtra strongly participating on the development of China's agriculture**

## 125 New Valtras to China

Valtra Inc.'s long-span and determined work in China has brought a big order to Valtra again. During next fall Valtra will deliver 125 big farm tractors to China. Majority of these tractors are Valtra HiTech-models with 200 horsepower. The tractors will be made at Suolahti factory in Finland. These Valtra's are very modern and big tractors at China's agriculture and they suite very well for modern agriculture.

With this new order the fleet of big Valtra tractors in China will reach 600 units. This can be seen as an excellent achievement from the company that has been on the demanding Chinese market only for three years. This order will strengthen Valtra's position in the market of over 120 horsepower tractors. This deal will also include large training package as in previous deals. Valtra's training partner is this time Chinese Academy for Agricultural Machinery.

Tractors will be delivered to Urumuq, where they will be used at farm projects in the regions of Yili Huocheng and Kuitun Chenpaiz.

China is very important and fast growing market area for Valtra. Customer service and unique solutions are very important on this market. Valtra has offices in Beijing, Urumuq and Luoyang.

*Robbie Laird's last four Valtra tractors that clocked up over 5 000 hours in three years. He was so pleased with their performance that he has now purchased five new ones.*



# Out with the old – In with the new

***A farmer with just over 500 acres growing cereals, potatoes and fodder for his sheep and beef herds Robbie Laird also operates a couple of thriving contracting businesses; arable and grassland work for other farmers and general haulage all from his base in the Tay valley between Dunkeld and Pitlochry.***

– I purchased my first four Valtras back in May 2000, prior to that I was battling with a fleet of machines that, while not very old was proving very unreliable, Robbie recalls grimly. – They nearly bankrupted us – gear boxes, back ends – serious stuff! And the problem was that they were going wrong so often that the drivers lost heart with them which made matters worse.

When Robbie decided to change, Valtra was not one of the manufacturers that came immediately to mind. However, after talking to friends and relations he learned that Valtra tractors had a good reputation for reliability.

– We had a demonstration from our local dealers; Sellers at Perth, who also came up

with the right prices. A meeting with the Valtra team at Knockhill followed and the decision was made, the deal was done.

Robbie also admits he was influenced by the proximity of his nearest Valtra dealer – much nearer than other contenders for the sale. – I've not needed them much but it's nice to know they are handy.

Certainly, Robbie did not need to worry about the proximity of the dealer. The four tractors arrived in May 2000; an 8350, 8150 and two 6550s, and each clocked up around 5 000 hours in three years.

– Yes we did have a couple of minor problems; an injector pump, which he is at pains to point out is not manufactured by Valtra and also fitted to other leading tractor brands, played up, and a PTO clutch gave us a small problem.

When working with other contractors for a vegetable grower the Valtra's traction was also noticeably better than the other makes in the field.

– The grower has to get the crop out of the field to supply the retail trade whatever the weather and it was very noticeable that, when all the other machines had ground to a stand still in the mud, it was our Valtras that were still plodding on – the last machines to need a pull to keep them moving. It was also noticeable that during those three years fuel bills were markedly less than in previous years.

When it came time for Robbie Laird to exchange his four old machines for five new ones in July this year Valtra was the natural choice. He now operates two T130s, an 8150 and two 6550s which in the first week of operation clocked over 100 hours each. The condition in which the old machines were returned to Sellers Agricultural was excellent. – The drivers really liked them and it showed in the way they looked after them. Robbie reports. A comment supported by Sandy Macdonald of Valtra dealers, Sellers Agricultural at Perth. – We quickly sold them on, he reports.

■ Roger Thomas



***Driver Michael Taylor likes his Valtra 6550 – ideal for spending long days maintaining the roadsides and hedges of northern Perthshire including those in the picturesque town of Pitlochry, winner of both the Britain in bloom and Scotland in bloom competitions. Wooden discs prevent granite chips sent flying by the mower from damaging the paintwork – a piece of carpet on the bonnet does the same.***

***Pleased with the tractor – not so pleased with the weather. Like many farmers and contractors it is only the weather that stops Robbie Laird's Valtra tractors.***





*The back-up equipment enables the safe, fast and convenient loading of wood.*

*The forestry office of Kirchberg (Kirchberg am Wechsel, Lower Austria) decided upon the acquisition of a Valtra 8050 tractor due to its allround field of application, many years of good experience and its field proven back-up equipment. The high-tech machine is not only needed for the hauling of timber, but will also be used for the maintenance of ways and streets, the removal of snow and mulch constructions.*



# The multi-purpose power of Valtra tractors

– Valtra tractors are equally useful for forestry- and agricultural purposes because of their optimized weight distribution (45 % in the front and 55 % in the back), the room-economizing way that they are constructed with an integrated fuel tank in the chassis and their big peak ramp angle, says **Schmoll**, Managing Director of Valtra Austria.

## The efficient and convenient back-up equipment

Especially the flat cabin floor (no step) ensures the easy rotation of the operator's seat by 180° which automatically activates the Twin-

Trac back-up system. This enables the convenient, rear-sided work with the crane trailer.

The TwinTrac system also facilitates the fast work of the push- and pull-mechanism and reduces the turning radius drastically. The on the rear side available pedal and the steering wheel simplify the change of direction (for- and backwards). The forestry office of Kirchberg uses the Valtra 8050 (~110 HP) for many different purposes.

## The fuel saving method

The crane trailer is used for the hauling of timber, the dredger and the mulch constructor on the other hand for the removal of snow, the clearance of slopes and the maintenance of streets. 20 000 to 25 000 solid cubic meter are lumbered in an area of 11 115 acres of wood, says the economic leader and forest superintendent **Christian Berner**. With about 25 meters per acre, the forest enterprise of Kirchberg is well developed.

– Other important aspects of the Valtra type series, says Schmoll, concern the SisuDiesel engine, the 36-reverse gear unit (for- and backwards) and the triple load gear shift assembly with an integrated parking break to spare the axle gear and fuel.

Due to the low position of center of gravity and the air-suspended front axle, the tractor drives safely in impracticable and



**Valtra tractors are marked by their stalwart construction and the panorama view.**

steep terrains as well. Additionally there are no free cables lying around.

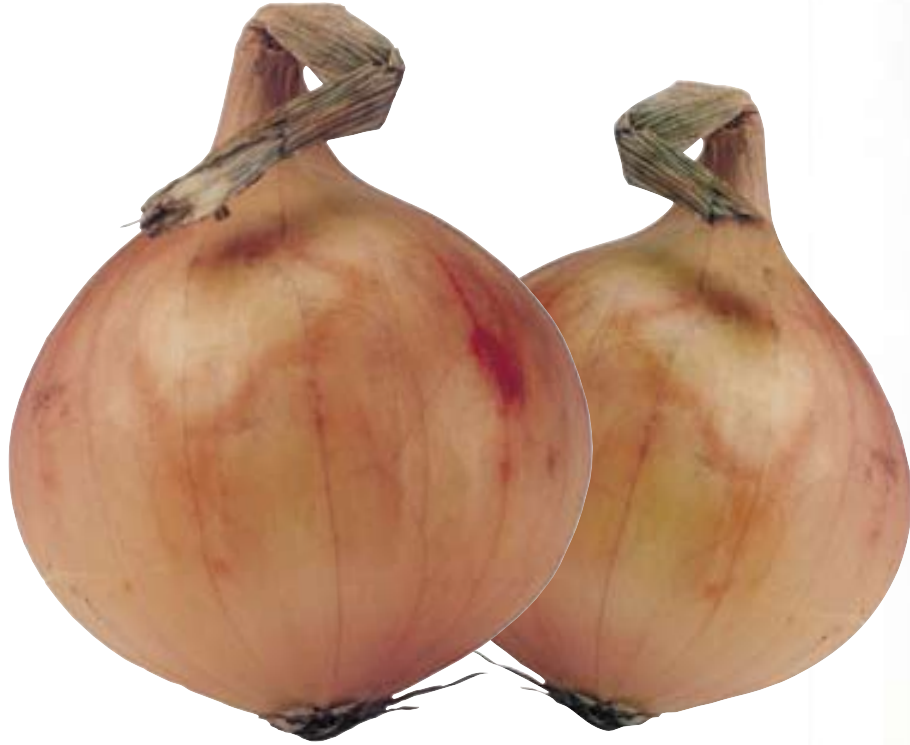
## Having a good view...

The ergonomic cabin is equipped with an individually adjustable seat, air conditioning, foot well heating and a narrow dashboard. The big areas of glass increase safety because of the optimized panorama view. The dormer is particularly beneficial regarding the work with the crane. In Austria, there are 35 Valtra vendors who are able to deliver spare parts within 24 hours.

■ **Martin Heidelbauer**  
Österreichische Forstzeitung



**The new Valtra tractor 8050 has lots of different usages in Kirchberg. Wilfried Hollerweger (left), Hans Kuntner (right)**



# New Zealand Onions to Europe

## with the help of some Valtras



*The produce from Sarah and Tjerd Kikstra's vegetable farm near Christchurch in New Zealand can be enjoyed all the way here in Europe. The farm, whose land is mostly leased, has 20 hectares of potato fields to supply the local need for French fries. The locals can also enjoy squash that is farmed on ten hectares. The farm's ten-hectare onion crop, however, has been exported all the way to European markets for several years now.*

Tjerd Kikstra himself cannot say in which European countries his onions end up in, although he has been in contact with importers from Scandinavia.

The Kikstra farm relies on two 100 Series Valtra tractors. Tjerd prefers his three-cylinder 700 model to the 900 model. Agility and flexibility are extremely important tractor qualities when driving between vegetable rows, in tight storage space and in the farmyard between buildings and shipping boxes.

***The onions of family Kikstra are exported to European markets.***

# Agriculture

– the hearth of the New Zealand economy

The agriculture and forestry sector is one of the largest sectors in the New Zealand economy and also a major employer. In 1999 it employed an estimated 215 330 people, 11.4 percent of the workforce.

New Zealand agriculture provides 50 % of New Zealand's total exports. The sector's major exports include meat, wool, dairy products, wood products, horticultural products, and many specialised products that continue to develop niche markets around the world. The nation's meat processors annually produce 600 000 tonnes of beef and veal, 400 000 tonnes of lamb and 100 000 tonnes of mutton. The dairy sector exports over 300 000 tonnes of butter, 200 000 tonnes of cheese and 100 000 tonnes of casein products. The forestry industry produces the equivalent of 17 million cubic metres of wood and exported 12 million cubic metres in the 1999 calendar year. The horticulture industry produces and exports about 60 million cartons of kiwifruit and 19 million cartons of apples each year. New Zealand is the world's largest producer and exporter of crossbred wool, and is second only to Australia in the production and export of all wool.

## Facts

**Area:** 270,534 sq km

**Population:** 3.8 million

**Capital city:** Wellington

**Government:** Independent member of the British Commonwealth

**Major industries:** Food processing, wood and paper products, wool, textiles, dairy products, iron and steel, machinery, tourism

**Total land area farmed:** 15,24 million ha

14 400 dairy farms

17 000 commercial sheep and beef cattle farms

## Production per year:

370 million kg butter

312 million kg cheese

1350 million kg meat

231 million kg wool

## Livestock numbers:

4.32 million dairy cattle

4.64 million beef cattle

1.68 million deer

45.7 million sheep

## A bold step

Based on around a thousand hours of usage, Sarah and Tjerd are thus far very satisfied with their Valtra tractors. Simple, reliable and easy to use, the Valtras have in fact been a positive surprise. Valtra is new to the New Zealand market, and this has aroused interest as well as some suspicion. The knowledgeable and dependable sales and servicing organisation were nevertheless quick to overcome initial doubts. For example, Tjerd wanted a better power take-off clutch and was satisfied when he heard that the new A-Series offers just this.

The Valtra 100-Series has an exceptionally good power-to-weight ratio. The small and lightweight tractor has enough power to utilise even the big implements. The lifting mechanism is also extremely precise, as has been proven by Valtra's success in many international ploughing competitions. Ballast can be easily attached to the lightweight tractor to increase traction where needed.

## A visit to Finland

The Kikstra farm is maintained mostly by Sarah and Tjerd themselves. Extra help is needed only during the planting and harvest seasons. The rest of the time, work takes place in the storage and packing facilities, which the couple can handle alone. After long hours and a seven-day working week, there is even a little time leftover for themselves. Nevertheless, a proper holiday is always good for recharging the batteries.

Sarah and Tjerd are thus planning a trip to Europe, which after all is the main market for their onions. The highlight of their trip would naturally be a visit to the Valtra factories in Suolahti and Linnavuori. The couple is also particularly keen on seeing how farming is carried out above the Arctic Circle.

## ■ Visa Vilkuna

*- Simple, reliable and easy to use, the Valtras have in fact been a positive surprise, Sarah and Tjerd say.*



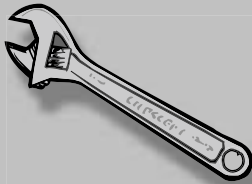
# Weekly servicing

can save a lot of trouble



Check the engine's oil level. Let the tractor sit for a few minutes before checking in order to allow the oil to set. The dipstick and oil fill are located on the left side of the engine. The oil level must be between the two indicator lines on the dipstick.

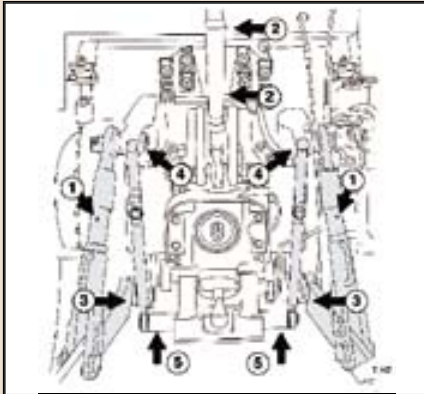
15 minutes  
and ten inspections  
for T and M Series tractors



Grease the front axle. The grease spreads best if the tractor is raised, for example with its own front loader or with a jack. Ensure that the tractor is well supported before you go under it. The grease fittings are located in a row in the centre of the front axle. Valtra Grease is recommended. Industrial front axles also have grease fittings at the ends of the steering pins.



Check the coolant level. The overflow tank is located on the top right side of the engine. The indicator line on the tank shows the bottom level of the coolant; the level of hot coolant can be significantly higher than the indicator line. Never use water alone as a coolant.



Grease the three-point linkage mechanism and towing device (altogether ten grease fittings). If you add grease once a week, a single pump per fitting should be adequate. Valtra Grease is recommended.



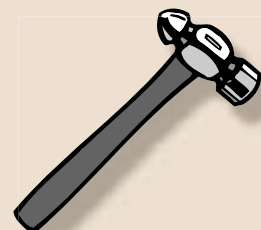
Check the battery fluid level. Unlock the steps from the top edge and lower them beneath the tractor. Remove the tool kit from the right side of the steps. Open the battery and check that the fluid level is 5–10 millimetres above the cells. If needed, add refined battery fluid, not acid. Check also that the cable terminal ends and battery points are clean and grease them if necessary. Caution: battery fluid is corrosive and gas coming from the battery is flammable.



Clean the radiator grills. The optional front oil cooler tips forward and the air conditioning condenser turns to the side when the top fasteners are opened. The transmission and hydraulic oil coolers turn to the side in the same way. Compressed air can be used for cleaning the radiator grills, or use can use a rag or soft brush. High-pressure cleaners cannot be used to avoid damaging the grills.



Grease the brake mechanism. Lower the three-point linkage mechanism before greasing, so that the fittings are easily accessible. There is one grease fitting on each side. If needed, add grease also to the sleeve surfaces. Valtra Calcium LF grease is recommended.





**Check the tightness of the belt. The generator belt should be checked around the right-hand front cog. The belt should have around two centimetres of slack when pushed by thumb. The belt has automatic adjustment to tighten it. Check at the same time that the belt is not worn out, torn or oily, for example.**



**Check the pre-fuel filter and accumulator cup. The fuel filters are located on the left edge of the engine. Place a container or eight-millimetre tube under the right-hand pre-fuel filter and open the valve slightly. Empty also the main fuel filter. The system ventilates itself automatically via an electronic pump when the tractor is started. Do not empty the filters onto the ground for environmental reasons.**



**Check the transmission and hydraulic oil levels. The dipstick is located above left of the transmission axle. The oil level must be between the two indicator lines on the dipstick. New oil should be added to the return port so that it flows through the filter. If you do not have a suitable pump for this, oil can be poured directly into the tank; make sure, however, that the edges of the tank are cleaned thoroughly to ensure that the oil is not contaminated with dirt. The overflow tanks can also be emptied if full.**

# Valtra launches direct sales in Poland



Valtra has opened a direct sales outlet in Paczkow, in the area of Wielkepolske in western Poland. The dealership, employing six persons, concentrates on local markets in the western and northern parts of Poland where most of the big farms are located, while local dealers are responsible elsewhere in Poland.

In the past couple of years, sales of western tractors in Poland have increased from around 300 units to 2 000 annually. Future tractor sales are expected to number between 5 000 and 7 000 units, of which approximately half will represent western brands. The most important western brands are Case IH, John Deere, NH, Fendt and Valtra.

## Future EU country

Poland will join the EU next year. With the size of 312 685 km<sup>2</sup> and population of 38 million it will be one of the largest countries in the EU. The total agricultural area is 31 million ha, of which the utilized agricultural area represents 18,2 million ha or 58.3 % of the total. This is relatively high share compared to the other EU countries with the average of 40–44 %. In Poland ca 18,8 % of the total civilian employment work in agriculture, fishery and forestry. It means that after Romania Poland will have the second highest employment in agriculture in the 27 European Union countries.

The average farm size of individual farms is 7.2 ha, compared to an average of 19 ha in the EU. Around 57 % of the individual holdings have less than 5 ha whereas only 8,5 % have more than 15 ha; the latter representing 36 % of the total utilised agricultural area.

Most important products, measured as value of agricultural output (1998 and 1999) are cereals (18 %), vegetables (7.4 %), potatoes (6.9 %) and fruits (6.3 %). For animal production milk accounts for 13.6 %, pork for 18.7 % and eggs and poultry together for 8.8 % of agricultural output.



# Sauer Danfoss – a strong partner to Valtra



*From Sauer-Danfoss production*

***A good supplier relationship is today a key factor – also with Valtra. One of Valtra’s main suppliers for hydraulics in the new tractors is Danish-German company, Sauer-Danfoss.***

***Sauer-Danfoss is today a global ‘one-billion dollar’ company of more than 7 000 employees and factories scattered all over the world, and an even more wide-spread sales organisation ensures local contact and support to any customer – one of Sauer-Danfoss’ focus points.***

Being the result of a merger in May 2000 between Sauer-Sundstand and Danfoss Fluid Power, Sauer-Danfoss is a relatively new name in the hydraulics field. Sauer-Danfoss was formed, simply because the product portfolio and organisations fitted perfectly together, and Sauer-Danfoss is therefore today a full-system supplier. Different from what has been seen after other major mergers and acquisitions, Sauer-Danfoss has grown into a strong, well-integrated organisation – and a successful world leader in mobile hydraulics.

One of the major strengths of Sauer-Danfoss is its ability and know-how in combining hydraulics and electronics – one of the things that Valtra also value in the cooperation. Valtra’s Finnish product development teams have worked closely together with skilled and professional Sauer-Danfoss engineers to jointly find the best hydraulic solutions – among other things – for the new T-series tractor.

It all started some years ago when Valtra was considering a new supplier for hydraulics to its new tractor series in development. Sauer-Danfoss was a typical steering unit supplier for tractors and Valtra knew about Sauer-Danfoss’ good reputation in proportional valve technology. Therefore, Sauer-Danfoss was invited, and with a sound will to cooperate and the right amount of flexibility, Valtra and Sauer-Danfoss found electrical control solutions to the S-series tractor, which was launched in 2001. This opened the door for more ideas to be shared and more trends to be discussed. Today, also the new T-series and M-series tractors are equipped with electrical valve control solutions from Sauer-Danfoss.

■ Michael Husfeldt



***Sauer-Danfoss is a supplier of steering valve for all Valtra models. For the new Valtra M and T series Sauer-Danfoss supply hydraulic valves and Joystick.***



## Bucatini all'Amatriciana

Serves 4–6 persons

- 1 medium onion, finely chopped
- 60 gr slab bacon or pancetta finely diced
- 3 T butter
- 800 gr Italian plum tomatoes, crushed
- 1/2 t chili pepper, broken into small pieces,  
or 1/4 t chili pepper flakes to taste
- salt and freshly ground black pepper
- 1/4 cup pecorino cheese
- 500 gr pasta, bucatini, penne or spaghetti



Melt butter in a large pan over medium heat. Sauté the onion until transparent – about 5 minutes.

Add the chili and pancetta and sauté until onion is golden and the pancetta or bacon nice and crisp, about 8 to 10 minutes. Add tomatoes and cook over medium-high heat stirring

occasionally, making sure sauce does not burn, about 15 minutes. Add salt to taste. Make sure it needs salt, as pancetta and or bacon are quite salty. You will also be adding the cheese, which is rather salty, too. Meanwhile cook the pasta. When done to taste, drain and pour into a warm serving bowl or directly into pan with

the sauce, mix well adding grated cheese to taste and serve. Pass extra cheese at table.

Spaghetti can be substituted for the bucatini and in a crunch, penne.

**Buon Appetito !**

## Kids Club



### Kids and Grownups Still Enjoy a Good Board Game

*Traditional board games are making a comeback, as more and more young people tire of computer and video games. Whereas electronic games are usually played alone, board games are played as a group, teaching children important social skills. Traditional board games are also a great way for families to spend time together.*

Valtra's very own tractor game has proven to be very popular among families and school children. It is also a great way for adults to spend their evenings,

as the game requires both tactical skills and plain luck.

– This is a great game – it makes you think. At the start you have no idea how it will turn out, say **Mikko Huupponen, Dani-Joakim Niskanen, Hannu Halinen** and **Juuso Huupponen** while testing the game.

The goal of the game is pick the longest possible route with your tractor as you move across the board. The rules of the game are easy to learn, but choosing the best route requires both experience and luck. Exciting situations are guaranteed, as other players compete for the same routes.



*Mikko, Dani-Joakim, Hannu and Juuso liked the Valtra game at once. After the first round they couldn't help but start another, and another...*

The Valtra game is based on an award-winning idea. The game is suitable for children over the age of 5 and adults. Each game is quite fast, usually

taking less than half an hour. It really is a great gift idea for the entire family.

■ Tommi Pitienius



Christmas wishes

# Valtra Collection

What easier way to load up Santa's sleigh this year! Just swing by Valtra's website or visit your closest Valtra dealer, and fill up your shopping cart with authentic Valtra Collection products.

The Valtra board game promises great fun for the whole family, and the young master will be thrilled with his very own pedal tractor! You can also stuff your stockings with stylish and durable Valtra Collection clothing. Can you wait for Christmas to arrive?

For these and other great gift ideas, visit [www.valtra.com](http://www.valtra.com)



**Valtra Tractors (UK) Ltd.**  
5 Seymor Court, Manor Park  
Runcorn, Cheshire, WA7 1UZ  
Tel. 01928 594400  
Fax 01928 594410  
[www.valtra.co.uk](http://www.valtra.co.uk)