

Valtra Team

Valtra Customer Magazine • 1/2005



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Italian cheeses

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and a loader
for all tasks

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or original
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At the end of my column in the last issue of Valtra Team I commented that two things were certain: 'The Valtra organisation and its products would continue to develop'.

The most recent development to affect Valtra has been the result of the purchase, by Claas, of a slice of the Renault tractor business. It has come as no surprise to hear that sales of the Claas/ Renault tractor are now added to the range of products sold by Claas dealers many of whom are, or were, Valtra dealers.

So what has happened?

Firstly the introduction of Claas tractors into the equation does not automatically mean Valtra will remove their franchise from a Claas dealer. Far from it. Provided sales of Valtra tractors continue to grow and dealers provide the standard of after care our customers deserve then we will give dealers – any dealer – all the support we can.

Where dealers – again any dealer – are not prepared to meet this requirement we will make changes. We don't do this without careful thought. It costs a considerable amount of money and commitment on both sides to train dealer personnel to the required level. A level set to benefit Valtra customers and operators. However, as you may be aware, we have already appointed several new dealers and there may well be more to come. We feel a fresh outlook will help improve our market penetration and provide you, our customer, with improved levels of support.

As you will also be aware there have been changes in the ownership of the Valtra brand and we are now part of the AGCO Corporation, a corporation dedicated to the manufacture and distribution of farm equipment globally.

Despite what the pessimists may say it is our contention that this development can only bring benefits to the Valtra tractor as an independent brand. An assertion supported by AGCO directors and managers. We have embarked on one development already that will bring benefits to dealers and operators by joining the AGCO parts distribution network. Well established, the system's aim is to guarantee over night delivery of parts to dealers throughout most of our region and to a few early the next day. Handling over 100 000 different parts the organisation, which has the ability to draw from depots throughout Europe and Scandinavia, is amongst world leaders in meeting its aims with first time picks audited at over 95%. Find out more in the following pages.

Mark Broom

MD

Valtra Tractors (UK) Ltd

Valtra Team

Valtra Customer Magazine

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Publisher

Valtra Inc., Finland, *www.valtra.com*

Layout Juha Puikkonen

Printed by Acta Print Oy

Photos Valtra archive if not otherwise mentioned

While it is our parent company -AGCO's- declared intention to let each of the group members develop in its own unique way; and there is much about Valtra that is unique and excellent, there are also many advantages to being a member of the AGCO group. One very clear advantage is our ability to tap into the AGCO parts distribution system.

For some time now in Europe AGCO has been operating a single parts distribution system for all group companies based on a series of warehouses strategically located throughout Europe. Handy for the motorway network and a number of air and sea ports the warehouse for the UK and Ireland is located at Desford, a little to the west of Leicester. Valtra parts were moved there in mid January and while it will take little while for the system to settle down, full incorporation into the existing, highly efficient operation should be completed in weeks rather than months.

Currently the Desford operation has 25 800 square meters of warehouse space and over 600 square meters of office space. It stocks around 95 000 lines – separately numbered parts – everything from an 'O' ring to complete transmissions. Once Valtra parts are fully integrated into the system it is expected the number of lines will increase to 105 000. First time picks are audited at over 95% and the Desford team's intention is, that once Valtra parts are fully incorporated, deliveries will equal or better the current audited performance.

Parts for stock will be ordered on a pre-arranged day each week. Orders placed on or before this day will be delivered a couple of days later on the UK mainland and a day later to dealers in Ireland. In the unfortunate event of a deal-



New, faster parts supply system

In an emergency parts can be sent over night from Valtra, Finland to arrive in the UK the following day.

er not having the relevant part in stock they have until 6pm each day to place a 'Vehicle off Road' (VOR) order. This will then be transported over night and delivered to the dealer's with suitable over-night delivery facilities allowing technicians to proceed with the work when they arrive for work. Dealers without the overnight delivery facility will receive their VOR orders during the morning along with stock and service orders if applicable. A similar service will operate to dealers in Ireland. Remembering the 95%+ of first time picks, there remains a small chance that the required part may not be in stock. If the part cannot be located at Desford it will automatically be transferred from Valtra's primary parts store at Suolahti. This will initially be done with some manual intervention. By 2006 it is the intention that Suolahti will be linked to AGCO's state of the art parts systems and the whole process will happen with no manual intervention at all. It is by this date that AGCO have declared their intention to pro-

vide a parts service for Valtra in the UK that is the best in the industry.

The shelves at Desford are restocked with the help of production and historical sales records and take into account seasonal fluctuations in demand. Seasonal requirements are also taken into account when arranging working hours. During busy periods such as harvest and the main cultivation periods operating times at the hub are extended and the timing of 'last orders' is pushed back.

Most of Valtra's UK and Irish dealer principals and many of their staff have now visited AGCO's Desford facility and their comments have been highly favourable. While it is AGCO's declared intention to develop the Valtra brand independently of other brands within the group, being a member of the AGCO organisation – an organisation dedicated to agriculture – is already reaping dividends.

■ Roger Thomas



David Sleath, AGCO Country Manager, explains to Dealer Principals the positioning of Valtra and its sister companies within the AGCO group and the advantages of being part of a group wholly committed to agricultural machinery.



Dealers hear from Doreen Grayland, team leader for the Valtra brand at Desford how the new parts system will operate in practice.



Mike Daniels, General Operations Development Manager at AGCO's Desford parts hub introduces the system to Valtra Dealer Principals.

David Deane set up a contracting business based at Doneraile in County Cork in the Republic of Ireland in 1996. As an ex dairy farmer he knew there was a requirement for a reliable operator to undertake slurry spreading. He also understood what was required – a reliable service at a sensible price – and to be reliable David knew that he would require first class machinery.

Spreading reliably

Discussing machinery with local tractor dealer, **Paudy Buckley** he discovered that Valtra, (then Valmet) had approached Paudy to take on the Valmet franchise. Part of the approach was the offer of a demonstration tractor that he and his customers could try. David decided to give this machine a workout – if it was any good he might buy one; and, if he looked like buying a machine it would help Paudy make a decision about the franchise.

David put the 140hp Valmet 8400 to work. "I liked the tractor so much I decided to buy it. Not any 8400, I wanted that demonstration machine right away", David recalls. "I did take advice from a consultant. It was either the Valmet financed over five years or a used TW15 financed over three. We worked out that the Valmet would be the less expensive option".

Did David make the right choice?

– Yes, is the unequivocal answer.



Today the same tractor, with over 15 000 hours on the clock, is still the backbone of David's operation and it's as reliable as ever.

– To begin with we were clocking up 2 000 hours annually, reports David. More recently he has purchased a second, used, 8400 so annual use is down a bit. – There have been the occasional problem in recent years – but it's bought and paid for and owes me nothing and I'm not contemplating changing it – it's still reliable with plenty of life left.

David Deane's regime is simple; from October to March most slurry spreading is done with an umbilical system attached to a splash plate spreader on the 8400. The advent of spring and drier land brings more options: The umbilical system with splash plates, or injector – with almost a mile of pipe David can operate over quite a distance. Alternatively there is the tanker with injectors or splash plate. The vacuum tank, also an early purchase, has covered many, many acres – David believes equipment should earn its keep.

Investing in the umbilical system prompted the purchase of a further Valmet to operate the pump, when a third machine is required to stir lagoons David borrows his brother's tractor – a Valtra 8550. Word of Valtra's reliability spread first within the family, then beyond.

Today work comes through word of mouth "I did a bit of advertising, once – not the best

way I've ever spent my money". The grape vine is long with his furthest customer around 60 miles away: Often assisted by son **Roy** who is studying farm machinery at college in Limerick, David travels around County Cork and up into Limerick and Clare.

So what of the future?

– We're waiting for the NVA scheme rules", is the immediate answer. "It may be that spreading areas will be so limited we won't be able to work efficiently throughout the winter – and we physically can't work any more hours in the summer – so we would need some other form of income during the winter months.

From the way David has built up his business it is obvious he is a 'do-er'. Thoughts of expanding the business, becoming an employer with two or three teams does not sit easily with him. Then there is Roy; will he join David or find a future elsewhere when his college course is completed? However, for the foreseeable future stock farmers in Southern Ireland need not worry about getting their slurry spread. David and his Valtra tractors will be turning up as reliably as ever.

■ Roger Thomas

David and Roy Deane, With 15 000 hours on the clock its still reliable and comfortable to drive.

With getting on for a mile of pipe David can operate a fair distance from the lagoon.





Valtra 6000 Series – a modern tractor classic

Satisfied customers all over the world

The Valtra 6000 Series was introduced in 1991 in Røros, Norway. The model range, which was given the name Valmet Mezzo, originally included the 6100, 6300, 6400 and 6600. The 6000 Series has changed a lot since then, yet many fundamental qualities remain the same. These tractors are still lightweight, cost-efficient, long lasting and versatile. Over the years the 6000 Series has been given more power, more transmission options, and more comfort-oriented equipment, but at the heart of the machine is still the same reliable and powerful basic tractor.

The versatility of the 6000 Series is demonstrated by the fact that it has been a sales success around the world. These tractors are used for daily work on South African vegetable farms just as well as they are used to plough snow in Scandinavia.

– I have two Valtra 6550 HiTech tractors and have driven 1 400 hours on the older one and 750 hours on the newer one. I do a lot of front loader work with these tractors. I am particularly satisfied with their quality, driveability, reverse-drive capabilities, cab, and my local dealer.

Didier Boury, Crevant, France.

– When I started looking for a new tractor, I wanted a 50 km/h transmission, air-suspended driver's seat, air condition and a hydraulic lift arm. The brand of tractor I wanted was clear from the start. I farm crops on around 50 hectares. My principle has always been not to purchase a lot of horsepower that won't be used, so the implements are used as large as possible in relation to the tractor. The 6850 suited my needs the best.

Erkki Mekkonen, Nokia, Finland.

– I drive my Valtra 6550 HiTech around 800 hours a year, on fields and in the forest. The comfort

Valtra 6000 series (from 94 to 125 hp) models are multipurpose tractors with proven technology and high efficiency.



and versatility of the TwinTrac reverse-drive system was an important factor in choosing this tractor. TwinTrac is handy not only in forest work, but also for harvesting hay and ploughing snow. My experiences with Valtra over these four years have been so good, that I will change my other tractor also for Valtra.

Josef Streit, Spital am Semmering, Austria.

– Farmers in Northeast Scotland buy Valtra 6000 Series tractors because they offer very good value for money. On hilly sheep, cattle and dairy farms you don't need the fanciest hydraulics, you need straightforward reliability.

William Montgomerie, Manager of James Gordon Engineers, which has six Valtra sales outlets in Northeast Scotland.

– Valtra has the best sales and servicing network in Latvia. We just purchased a Valtra 6200. The driver training at the Valtra dealership and punctual delivery of the tractor gave a very professional impression. We don't yet have much driving experience with our new tractor, but the comfort and ease of work are fantastic compared to the old Soviet tractors! Being a tractor driver used to be one of the least respected professions, but now every employee wants to drive the Valtra. Managing Director **Kaspars Mucenieks**, Milzkalne, Latvia.

– The best thing about my 6850 is its versatility. I have driven my tractor 1500 hours in half a year. I specified the turbine clutch and TwinTrac as options, which were wise choices. The turbine clutch is fantastic in the forest, as it prevents the engine from stalling in even the toughest terrain. The 6850 is a great tractor for all places: small and light, but also strong.

Sven Grafund, Näsuhulta, Sweden.



Farming below sea level

'It is amazing what you Dutch did: you created your own land!' This is something we often hear from our foreign visitors.

While living on the bottom of the sea may not be so unusual anymore for most inhabitants of Noordoostpolder (Flevoland) in Holland, for tourists the very idea still seems amazing. It is hard to ignore the dykes, pumping machines and plain land, not to mention the former islands of Schokland and Urk. It is hard to believe that the water has been gone for only 65 years!

The municipality of Noordoostpolder is located in the north of the province of Flevoland. The oldest 'polder' in Flevoland, Noordoostpolder is situated around 4.5 meters below the Normal Amsterdam Level (NAP). A sign on the wall at the Emmeloord Town Hall indicates the height of the water if there were no dykes.

The history of Flevoland

Before the 20th century Flevoland simply did not exist. Flevoland was part of the bottom of the Zuiderzee. The plan to close off and partially 'impolder' the Zuiderzee was born in 1918. In 1932 the impoldering was complete and Flevoland arose.

By 1942, during the Second World War, the Noordoostpolder was ready for development. Farmers arrived quite soon, the city of Emmeloord was built, and companies migrated to the new land. In those days working in the polder was also a way to escape forced labour in Germany. Noordoostpolder was known by the initials NOP, which also came to stand for

Nederlands Onderduikers Paradijs ("Dutch Paradise for Persons in Hiding").

Farmers on the bottom of the sea

Mr. **Te Raa** from Nagele is a pioneer. He arrived in Noordoostpolder in 1943 from Boreculo to escape the German occupying power. He found himself in a work camp in Marknesse that was reclaiming the polder.

– The polder was bare, wild, empty, and there was hardly any protection. We worked hard, often still with a spade. Once in four weeks we were allowed to go home. After the war we could go more often. Developing the polder was a tough job. In those days a lot of work was done by hand or with horses. Tractors were hardly available, Te Raa remembers.

Te Raa started in the Noordoostpolder as an employee of the government. In 1955 he founded his own business in Nagele owning 30 acres of land. When he was about to get the land, the local tractor dealer Kuiken paid him a visit. A guy once told him: – If you ever need a tractor, you should buy it from the area where the best ore is extracted, which meant Sweden. Te Raa bought his first tractor, a Volvo T24, in 1955. In the pilot polder of Andijk, people already had tested the possibilities of vegetation on the salty land. On his 30 acres land Te Raa grew flax, grass seed, peas, potatoes and blue poppy seed.

In 1962 Te Raa bought a BM 350. – The price of this beautiful tractor with 58 horsepower was far beyond my budget, but it was worth it! he remembers. This tractor is currently being restored and is still shown off on the farm.



Followed by Volvo T24 Mr. Te Raa bought BM350 in 1962. It is currently well restored and shown off on the farm.


In 1981 Te Raa's son began working on the family farm. In this period Valmet was also introduced to the Dutch market. Since then the farm has purchased a Valtra 6850 and 8550. Te Raa is now a retired farmer. He loves the polder, the plain land and the wind. His son took over the farm and currently grows potatoes, sugar beets, onions, carrots and grass seed.

Te Raa likes the way the polder has developed. Everything started very small. There were farmers who had only 12 acres of land. The dehydration of the polder went well, although Te Raa believes that the land can handle less water now than 50 years ago.

Concerning farming itself, comfort has increased a lot. In the past Te Raa even had to use peat to run his tractors. Today, when tractors have air conditioning and heating, farming is much more pleasant.

The polder is unique. The sea made room for new clay with children playing, farmers ploughing and big farms and companies. There really is life on the bottom of the sea!

■ Mascha Langevoort



Potatoes, sugar beets, carrots, onions and grass seed are currently being grown on Te Raas's farm. Valtra 6850 and 8550 working on a potato field.



Reliability from dealer and machine is the key

At Bearly Farm, Sidney Walters' 650 acre dairy and arable farm near Yeovil the staff are reliable and work long hours: Machines are expected to be the same.

Along side the 400 milkers plus followers and combinable crops Sidney also has a contract to dispose of industrial washing water. This comes from vegetable packers, creameries and milk processors and consists of the water resulting from vegetable and equipment washing and waste products from the dairy process. Tankers deliver the liquids to lagoons at the top of the farm and from here they are spread on the land when it's in a suitable condition.

Some years ago, when looking for a reliable tractor to work a previous farm, Sidney made contact with Valmet dealers, Read Agri Services. His first machine was an early used Volvo BM Valmet but in March 1991 he purchased his first new Valmet; a 655. Since that time he has stayed mostly loyal to the dealership and the brand.

– We get first class service from the machines and Read's support is excellent. If the tractors do go wrong it's when we're busy and need them, comments Sidney. – Read's will turn out and sort things out at very unso- cial hours and on the rare occasion when

they can't they've lent us a machine to be going on with.

Currently the farm operates five Valmet or Valtra tractors, most with high hours plus an 8350 owned by a contractor and used almost exclusively on the farm. One tractor is almost permanently involved in the waste water spreading while a 'C' reg Valmet 705 spends most of its time working the TMR mixer and feeder. The remainder handle the rest of the farm's operations; ploughing, combination power harrow and seeder, maize planting, fertilizing, silage making and harvest; just about every operation you would expect on a farm of this type. Replacement of tractors is not normally contemplated until they've completed at least 10 000 hrs.

– At that rate the written down book value is not particularly high but the second hand value if they've been looked after remains good, is Sidney's reckoning.

On the one occasion that Sidney did stray from the Valtra stable it was not for long. One of his drivers expressed a liking for an alternative marque so that was what he got – complete with CVT. However after a few months the driver left for pastures new and none of the other drivers was particularly willing to

take the machine on. That and unpleasant experience with their telehandler had Sidney thinking.

– I had replaced the telehandler with an industrial loading shovel but with 400 cows to feed, some all year round as the newly calved high yielders are kept in for the first 100 days, I felt I needed a second loader to fall back on if the shovel gave trouble.

The result of his deliberations was a demonstration of a pivot steer XM130 and ultimately the purchase of a machine.

Is Sidney pleased with his purchase?

– Its certainly manoeuvrable, is his first comment; and it pulls well – we've used it for just about everything; as a loading shovel, for ploughing 250 acres with a 5 furrow reversible Dowdeswell plough, power harrowing and seeding and with a dump trailer.

Fuel consumption appears to be good and it's comfortable to drive. If the loading shovel goes down during silage making or during winter feeding we've another machine we can fall back on to without worrying. In the mean time it's a very useful tractor capable of undertaking normal farm work. I think I've made an excellent purchase.

■ Roger Thomas



A Dozen to go!

Reiger Landschaftspflege orders 12 new A Series tractors

With approximately 700 operating hours during seven months Josef Reiger specially appreciates Valtra's reliability, economy and ease of use.



The new Valtra A Series has made an impressive debut in Germany. Even before its first appearance in September at the ZLF Agricultural Show in Munich, there was tremendous interest in this tractor.

The first thing that catches the eye in the new A Series, which was presented for the first time in autumn 2004, is the modern design. The basic philosophy of the A Series, however, has remained the same: reliable, uncomplicated solutions combined with performance and efficiency when put to work.

Reliable and cost effective

Reiger Landschaftspflege depends on the reliability and performance of its machines

for its work in land maintenance. It is not surprising, therefore, that the company was interested in the successful A Series models. The machines used by Reiger are in use throughout Germany from October to April, generating approximately 700 operating hours in this period. This means that reliability is the decisive criterion when selecting the brand of tractor.

Josef Reiger has had nothing but positive experiences with various Valtra HiTech and A Series tractors.

– Valtra has quite simply proved to us that we can rely on the machines, is Reiger's explanation of the decision to use Valtra tractors.

– As well as reliability, economy and ease of operation are especially attractive to

us, says Reiger. – With the price of diesel as high as it is, economy is an increasingly important consideration. Also, in a business with several drivers, it is important that the tractors are easy to use and that individual functions can be learnt quickly.

Valtra has proven its reliability in all respects. For this reason, Reiger has decided to gradually convert all its machines to Valtra tractors. Reiger ordered 12 of the new A Series tractors in one go, giving the company a fleet of no less than 21 Valtra tractors. The Valtra tractors have been used to maintain railway tracks for German Rail and to create lanes for ground-level delivery routes for e.on and Ruhrgas AG.

■ **Bettina Kuppert**

The king of Italian ch



Bertinelli brothers with Mr Andrea Bettati, Valtra dealer in Parma.

We went to visit one of our customers, the "Azienda Agricola Bertinelli" run by brothers Luigi, Giorgio and Nadio in Fidenza at the very heart of the area where Parmigiano-Reggiano cheese, the king of Italian cheeses, is produced. Parmigiano-Reggiano cheese has closely-tied links with its place of origin and milk is both produced and then transformed into cheese in the provinces of Parma, Reggio Emilia, Modena and Bologna to the west of the Reno River and Mantua to the east of the Po River.

The Bertinelli brothers' farm, with over 85 working hectares of land, produces grain and hay and has eighty cows, fifty of which are used for milk production. It has always supplied milk to Parmesan cheese producers but, three years ago, it decided to produce its own Parmigiano-Reggiano cheese in response to a constant drop in its profit margins. It invested in building a small dairy where Luigi, Giorgio and Nadio process the 1 000 to 1 200 litres of milk that their cows produce each day

and two Parmesan cheese wheels weighing roughly 40 kilos are produced as a result. As one of the brothers states, although this has increased the farm's work load, the farm has overcome the crisis it was facing and is able to look to the future.

Two years ago, the brothers also invested in a Valtra 6750 EcoPower purchased from Andrea Bettati, the Valtra dealer in Parma. The Valtra 6750 has approximately 1 500 tractor hours and is mainly used for haymaking and transportation. The Bertinelli brothers find it easy to manoeuvre and drive and fast and comfortable. The slow running engine drastically reduces fuel consumption and general running costs.

How Parmigiano-Reggiano cheese is made

Parmigiano-Reggiano cheese is not just manufactured in the same way as many other cheeses but "is made" just as it was eight centuries ago using the same basic natural ingredients, the high-quality milk from its area of origin, heat and rennet combined with tra-



The milk is curdled in huge copper vats shaped like truncated cones and only calf rennet is used.



eeses



After three days, the cheese wheels are placed in a salt bath where they remain for one month.



Aging must last from a minimum of twelve months to a maximum of thirty-six months.

ditional methods and the skill and expertise of cheese-makers. It is then aged naturally for two years or more. This also implies hard work because the cheese wheels must be cleaned, turned over and carefully supervised and inspected on a daily basis to ensure they meet the stringent ripening regulations. This is also a risky process because the miracle of perfect ripening is essentially determined by the long slow rhythms of Mother Nature.

What the cows eat is vitally important for Parmigiano-Reggiano cheese and the feed

rationing of dairy cows is based on the use of local fodder. In the daily feed, at least 50% of the dry fodder must be provided by hay and at least some of this hay must actually be produced on the farm and the rest must come from the area of origin.

Sixteen litres of milk

Parmigiano-Reggiano cheese is a real source of concentrated nutriment. As many as sixteen litres of high-quality milk produced in the area of origin are needed to make one kilo of

cheese that is exceptionally rich in protein, vitamins, calcium and phosphorus. Milk in itself is an important source of nutrition that is relatively easy to digest since it contains simple substances that are easily assimilated.

The milk is curdled in huge copper vats shaped like truncated cones and only calf rennet is used.

After curdling, the curd is broken up into particles and cooked. These particles of curd are left to settle on the bottom of the vat where they form a solid mass.

The cheese mass is then placed in special metal presses and shaped into wheels. After three days, the cheese wheels are placed in a salt bath where they remain for one month.

Aging must last from a minimum of twelve months to a maximum of thirty-six months from when the cheese is shaped into wheels.

The Bertinelli brothers sell some of the Parmigiano-Reggiano they produce to dealers after roughly two months of aging and the rest is aged for two years and then sold to private customers.

■ Paola Oberto

Parmigiano-Reggiano in Figures

(taken from www.parmigiano-reggiano.it)

- 270 000** cows produce the milk used to make Parmigiano-Reggiano cheese
- 5 480** farms supply milk to the dairies (2004 figures)
- 512** dairies produce Parmigiano-Reggiano cheese (2004 figures)
- 16** litres of milk are needed to produce one kilo of Parmigiano-Reggiano cheese
- 600** litres of milk are needed to make one wheel
- 38** kilos is the average weight of a Parmigiano-Reggiano wheel
- 12** months are required for minimum aging
- 20–24** months are required for average aging
- 2 900 000** is the approximate number of wheels produced in a year

Valtra T Series

More versatile, more options



Valtra never stops working on its tractor series, even after new models have been introduced. They are constantly developed throughout their entire lifespan.

A good example of Valtra's development work is the Valtra T Series, which was introduced in autumn 2002. Over the past two years the T Series has been made even more powerful, quiet and versatile.

The power output of T Series tractors was increased in summer 2004. The model designations remain the same, but the actual power available to the driver was boosted by several horsepower in all T Series models. At the same time the performance properties of the engines were changed to allow maximum power at lower engine speeds.

In the last two years, co-operation between engineering and production within Valtra has also achieved significant reductions in noise within the cab. When the T Series was first introduced, cab noise levels were already competitive. They have now been reduced to as low as 72 decibels on some models when driven with hatches closed and without loads, as specified in official measurements. These reductions in noise levels have been achieved in part by improving the sound and vibration insulation around the cab.

An expanded range of powertrain and hydraulics options also became available on the T Series in spring 2004. Valtra's custom-built approach now extends to transmissions. The T Series is available with synchronised shuttle or computer controlled power shuttle HiTech. The choices in hydraulics cover the variations from conventional mechanically controlled auxiliary valves to the finest electronically controlled auxiliary hydraulics with programmable flow control.

The T Series has become one of Valtra's most popular series of tractors. Around a third of all Valtra customers choose the T Series. In addition to traditional fieldwork, the T Series has become increasingly popular for many kinds of contracting work, such as forest work and road maintenance, as a fast road tractor, and in peat bogs.

The increasing cost of fuel and decreasing agricultural subsidies have done their share to increase the popularity of the T140 EcoPower model. The low-rpm engine offers maximum power at just 1 800 rpm, compared with the usual 2 100–2 200 rpm. EcoPower tractors not only reduce fuel costs; they are also economical due to their long service intervals and long lifespan. The low-rpm engines are also considerably more

environmentally friendly and quieter than other tractors.

All Valtra T Series tractors are fitted with six-cylinder engines offering 120 to 190 horsepower. The T190 is also available with Sigma Power, offering up to 210 horsepower.

■ Tommi Pitienius

T series tractors have massive power, a high auxiliary hydraulics output and PTO at both ends, making it possible to work just as effectively in both directions. TwinTrac reverse drive controls significantly increase productivity and versatility.



Valtra T Series

- Synchronised shuttle or computer controlled power shuttle HiTech
- Ample selection in external hydraulic controls
- More comfortable than ever: cab noise just 72 decibels, cab suspension available as an option.
- Custom build your own tractor: choose from over 150 options, including Aires air-suspended front axle, TwinTrac reverse drive, a factory fitted front loader, a forest cab, the colour of your choice, or economical EcoPower engines.



Valtra T140 EcoPower

- Low fuel consumption
- Low running costs
- Long service intervals
- Long engine life time
- Efficiency in work
- Pleasure to drive



Three Valtra tractors serve U.S.



Valtra T170 chopping corn silage. The T170 operates nearly every day year around and will see approximately 1 000 hours.

Valtra tractors have officially joined the fleet at Northern Agricultural Research Center of Havre, Montana, USA. The third of three new Valtra tractors purchased under government bid processes by the Research Center since July of 2003 was delivered last fall by Tilleman Motor Company of Havre.

Previously, in addition to their aging fleet of owned tractors, the Research Center was leasing one or two units each summer. Since 2000, the leased tractors had been Valtra, so the Research Center was already well aware of the quality associated with the Valtra brand. Tilleman Motor Company was successful bidder for all three purchased tractors as well as for the previous leased units.

Northern Agricultural Research Center (NARC), established in 1915, is one of seven agricultural research facilities located across

the state of Montana. The NARC facility is located in north central Montana, and consists of 3 000 acres at headquarters with an additional 4 000 acres of foothills grazing at the center's Thackeray Ranch located in the nearby Bears Paw Mountains. Livestock research conducted includes beef cattle breeding, crossbreeding, feedlot nutrition, rangeland grazing behavior, and pest management. Crop research conducted involves site-specific crop management, dryland cropping systems, cereal grain variety evaluation, forages, oilseeds, plant nutrition, and crop pest management. NARC's staff consists of four faculty scientists, three research associates, and eight permanent support personnel. In addition to cropping activities carried out specifically for dryland crop research purposes, the Research Center maintains 300 acres of flood irrigated feed-stuffs including hay and corn for silage in support of its livestock research program.

NARC is based on the original headquarters site of Fort Assiniboine, a historic frontier U.S. Army Cavalry Post established in 1879. The Research Center still utilizes 8 of 15 remaining buildings of 104 structures that originally comprised the main facilities at what was once a huge military reservation covering hundreds of thousands of acres.

Valtra tractors in key role

The mainstay of NARC's tractor fleet is a 2004 Valtra T170 equipped with a Quicke 990 loader and grapple fork. The T170 operates nearly every day year around, and will see approximately 1 000 hours of use annually under conditions ranging from up to +38 degrees Celsius or more in the heat of summer to below -35 degrees Celsius in winter. Primary duties for the T170 include corn silage harvesting, hay and straw baling, field tillage, and demanding daily handling of feedlot ration components including large-

Agricultural Research Center



The Valtra 6800 plays a key role in NARC's evaluation of air drill-based seed and fertilizer placement systems with two different research-scale air till drills.

round hay and straw bales, chopped forages, and silage.

A 2003 Valtra 6800 serves multiple farm and research duties including haying, tillage, and seeding. The 6800 plays a key role in NARC's evaluation of air drill-based seed and fertilizer placement systems with two different research-scale air till drills.

A 2004 Valtra A95 will be used for row-crop planting and tillage work associated with NARC's corn silage production, but will be primarily dedicated for use with the Research Center's computer-controlled and GPS-guided field sprayer.

Finnish heritage

By coincidence, the Valtra tractors are of unique significance to **Gregg Carlson**, NARC Superintendent, as he is of Finnish descent. Carlson is the grandson of **Frans Emil** (Karlsson) **Ånäs** and **Hilma** (Andersdotter) **Sjuls** of Lappfjärd parish. Upon ini-



Gregg Carlson, superintendent at the NARC, is of Finnish descent whose grandparents emigrated from Finland to the central Montana the turn of the 20th century.

tial arrival in America, Carlson's grandfather worked coal mines in Sand Coulee, Montana. He later homesteaded at Eden, Montana, and ultimately established a farm and ranch near the tiny community of Millegan, Montana in 1916. Carlson and his wife, **Ruth**, still own the original Millegan area ranch.

Carlson was thrilled to be able to visit and meet with personnel at AGCO Corporation's engine plant Sisu Diesel, Valtra tractor plant in Finland, and Ålö AB's Quicke loader manufacturing facilities in Sweden. The trip was of special personal significance to Carlson in view of his Finnish heritage coupled with his very positive experiences in using Valtra and Quicke equipment.

Additional information about the Montana Agricultural Experiment Station at webpage <http://ag.montana.edu/> and <http://ag.montana.edu/narc/>.

■ Gregg Carlson

Pelee Island is situated in the most southerly point in Canada. In fact, at 42 degrees north, it shares the same latitude as northern California, the Napa Valley, Portugal, Spain, Italy, Germany and France. So with that in mind, it should come as no surprise that Pelee Island is also home to Canada's oldest commercial grape-growing region.

Quality over quantity on the Pelee Island Vineyard



The Pelee Vineyard produces 33 varieties of grapes. The quality of the grapes produced on the yard is some of the best in Canada. Left Jim Vollans, dealer E.R. Vollans Ltd., right Bruno Friesen, Pelee Island Vineyard.

Bruno Friesen was really impressed with the Valtra A95 model's technical features and comfort.

Land and Climate

The Pelee Island Vineyard consumes roughly 500 acres of the 10 000-acre island, (a small haven of an island that is widely-known for its beaches, farms, parks, forests and natural habitat.) With over 1 500 heat units (heat units is a measure of temperature during growing season above which grapevines are actually growing) and nearly 200 frost-free days in the year, the island is quite simply a natural destination for vinifera grape growing.

The vineyard's soil is clay with a limestone base located between two and 10 feet from the surface. The soil is very high in calcium (90 per cent), which is essential for good sugar content when producing grapes. The ideal vineyard sites are found in the centre of the island where the deeper soils allow the roots systems to set. Underneath each vineyard, drainage pipes drive out any undue rainfall, as much of the island is "dished" and below the

surface of the lake that surrounds it. The water is then sent into the island's dyke system and, although there is rarely a drought there, the water can be pumped back into the vineyards through drainage pipes.

Working on the vineyard

Bruno Friesen is the Pelee Island Vineyard Manager. Born in Brazil, Bruno holds an extensive background of agricultural experience under his belt. Upon moving to Canada with his family years ago, Bruno says he began working with, and producing grapes in his teen years. It was only six years ago, after years of technical and practical training in the industry that Bruno says he decided to come to work on Pelee Island.

– I enjoy it here, explains Bruno, who employs 34 off-shore workers and six permanent employees and works long and tireless hours throughout the season to ensure that

expectations are met and exceeded year after year for the international award-winning Pelee Island Winery, located on the mainland, just off of the island.

Bruno, along with his hired-help, produces 33 varieties of grapes on the vineyard. The grapes are harvested and shipped by ferry to the mainland. During the two-month harvest period, Bruno says he ships about six loads of grapes onto the ferry each day, and volume would indeed be higher if not for being "stalled" because of the limitations of transportation on an island.

– The quality of the grapes produced here are some of the best in Canada, says the viticulturist, adding, – The farming practices are as natural as possible.

Issues of environment

Just as being the largest estate winery in Canada is an honour that need not be taken

lightly, neither should the environmental responsibilities that come with it.

Specifications for the grape-growing operation are clearly outlined by the World Wildlife Fund's (WWF) Sustainable Vineyard Practice (SVP). Essentially, the SVP requires that pesticide spraying be off-limits, heading way for Bruno to look for alternative methods of fertilization.

– We plant 150 acres of sorghum grass and don't use any chemicals, he explains, adding, – It's an all-natural organic matter that we think works good.

Bruno says that although the WWF's policy attempts to limit environmental impacts, it's something he would be adhering to anyway.

He says he tries to "work with nature" by composting, windrowing and using organic materials.

– We're always ahead of any regulations here. In fact, we're setting standards of our own, he explains, adding, – Because we produce grapes for wine, our income doesn't come from selling grapes... it comes from selling wine. We produce quality over quantity.

A versatile tractor for a versatile job

Last year, when Bruno went looking to purchase a tractor, he knew he needed something that was going to be reliable. After all...being on an island, he didn't want to deal with the hassle of having to make unnecessary trips to the mainland for repairs. He found exactly what he was looking for with the Valtra's A95 model with Autocontrol. The tractor's compact size allows for the kind of accessibility Bruno says he needs to fit between the rows and he's equally impressed with the amount of power and weight it has to break up the hard clay quite easily. Other features that impressed him were its hydraulic levering system; equipped with separate oil and a large lifting range, enough distance between the front and rear tires to mount the implement needed, low fuel consumption and its easy to use controls and comfortable seating.

– I'm completely satisfied with my purchase, he says, adding, – It's a reliable tractor and that's something I need here. The service I've received has been great too. I'd consider buying another Valtra tractor in the future.

■ Ian Shantz
Photos: Ian Shantz



Valtra wins prestigious design award for the second time

Valtra was awarded the prestigious **Golden Tractor for the Design** title at EIMA fair in Italy in November 2004. In 2003 the Valtra S Series won this award, and it was followed now by the C Series.

The C Series was launched last year and was designed to be the ideal tractor especially for livestock farms, thanks to its design, agility and technical solutions. The award was given in recognition of the synthesis between the technical excellence of the C Series and its compact design.

Valtra has always placed a large emphasis on the design of its products. The company's family of tractors has had a recognisable appearance already for decades. The designs

have been created to highlight the performance of Valtra tractors combined with the functional benefits for customers, emphasising simplicity, clarity and ease of use. For example, the design of the cab interior, including the location of the controls and choice of materials, offers major benefits in terms of work ergonomics, safety, comfort and the ability of the driver to work for long hours. Together with its predecessor Valmet/Valtra has been a pioneer in ergonomics and safety since the 1960s. The design quality of Valtra tractors is also enhanced by the wide range of colours available for customers to choose from – Valtra is the only tractor manufacturer in the world to offer this.

Valtra wins Brazil's Master Cana award for the 4th time in succession

Valtra do Brasil received the **Master Cana award** for the fourth consecutive year in October 2004. The award is granted by the country's sugar cane producers and sugar industry annually. Valtra was voted the best in two categories: Best Tractor and Best After Sales Service.

With over 4,6 million hectares and over 200 sugar cane farms Brazil is the biggest producer of sugar cane in the world.

Tractors and sugar cane farms are working in very heavy conditions; the annual working hours per tractor varies between 4 000 and

5 000. Good performance of Valtra tractors is an excellent reference for normal crops farmers.

The Valtra tractors with over 160 horsepower have a market share of 70 percent in sugar cane production in Brazil.





Working round yards is not a problem for the highly manoeuvrable XM130.

The XM is suitable for handling fencing materials in the yard at Mill Farm.

A tractor and a load

Mick Asher believes the Valtra XM offers the best compromise combination of tractor and loader.



Southwell Farm Services, run by Mick Asher from Mill Farm at Oxtou in Nottinghamshire has three distinct divisions; There are 2 000 breeding ewes producing quality lamb; a fencing business that supplies materials only or supplies and erects post and wire, post and netting or post and rail fences throughout the surrounding area; Then there is the straw and hay business, Mick buys straw off around 4 000 acres at harvest and then sells it on throughout the year, mostly to livestock farmers in northern Yorkshire. As an aid to running these highly diverse operations Mick runs a carefully chosen machinery fleet.

With limited land at Mill Farm the flock is managed on a share farming scheme. The flock is grazed on specifically grown crops – along the lines of the old-fashioned golden hoof idea – or it is used to maintain land put into the modern day Stewardship Schemes. A tractor drawn livestock trailer is often used to move animals between various grazing areas. The fencing operation requires materials to be loaded and unloaded in the yard and later



When it comes to stacking or loading straw bales the XM has more than sufficient reach for a full load.

er for all tasks

reloaded for transport to site; many of which are not in the most easily accessible places. Big bales of straw and hay have to be stacked in the field as soon as they are baled and then loaded for transport to a central storage area for later sale.

Following reliability problems with other machines some years ago, a Valtra 6550 was introduced into Micks fleet at the suggestion of machinery rep' **Tim Smith**.

– Tim convinced me Valtra were tough reliable machines and I believed him, Mick readily admits. The 6550 did indeed prove reliable – Tim was right – and a couple of years ago the 6550 was replaced by a more powerful 6750; another successful purchase. – I used to think that Valtra were expensive tractors but since I've owned one I've changed my mind about that. They're competitively priced and cost less to maintain.

Also in Micks fleet were a couple of telehandlers. Used for loading fencing material and bales they also suffered from reliability problems from time to time.

– There were also bottlenecks at certain times of the year – we would need an extra tractor but one or both the telehandlers would be sitting idle – Something needed to be done.

Mick discussed the problem with his Valtra salesman Richard Sharman: – An XM pivot steer tractor and loader seemed to be the answer to our problems so I tried one. An excellent dual purpose machine with more than enough reach for anything we need to do, and it can be used as both a tractor and loader.

Mick purchased a 130hp XM130

Experience so far has shown the XM130's pivot steer system has indeed the manoeuvrability of a four-wheel steer telehandler and when stacking pallets or bales the steering can be given a slight 'twitch', creating the same effect as a side-shift carriage without the expense. When it comes to use as a tractor the Valtra XM has proved equally versatile.

– The pivot steering takes a little getting used to when turning into a field from a narrow

lane with a long trailer, but after a couple of journeys everything falls into place quite simply, comments Mick.

Mick also has plans to mount his fencing equipment onto the XM; post driver at one end wire reels at the other. Again the pivot steer is seen as an important advantage.

– A tweek of the steering will line up the post driver exactly. No more shunting about in difficult corners to line things up.

And the driver?

Mick has to admit that the Valtra cab is very well fitted out.

– I've always liked Valtra controls, he comments. – There is all the electronic equipment you need but unlike many other tractors it is easy to work out how it operates.

Does Mick believe that his Valtra XM gives him the best combination of tractor and loader?

– Yes, is the unequivocal answer.

■ **Roger Thomas**



Nina, Sofia and Poul welcome you to Enghøjgård.



The old castle "Kolding Hus" is only 10 km from Hjarup.

Idyllic holidays in the South Jutland countryside

A holiday in the Danish countryside offers much to see and do, and pure relaxation, all at the same time. Opportunities for experiencing life in a typical Danish village, meeting the country people »on their own territory«, or helping out with running the farm or the work in the fields – if you wish to. Or simply going fishing and getting close to the quiet beauty of the countryside.

The countryside in South Jutland is extremely varied. In the old and picturesque village of Hjarup, near the historic Kongeå stream, lies the ancestral farm of »Enghøjgård«. The farm has been in the family since 1765, and was taken over by us, **Nina** and **Poul Krabbe Friis**, just a year ago. Our small family consists of teacher **Nina**, horticultural consultant **Poul** and **Sofia**, just one year old.

The farm is run as a hobby alongside our fulltime work. We grow the usual cereals plus Christmas trees, and have a small wood for

farm use. We run three tractors, an old Volvo 650, an old Volvo 814 and a Valmet 8100, the last of which is used for most of the farm work.

Along with the farm we took over the Bed & Breakfast business started up by Poul's parents some years previously. We were unwilling to finish with a successful and interesting business and are therefore carrying it on. We like the busyness of the summer period and the idea of life in and around the house. We rent out three rooms at one end of the farmhouse, with a total of 8 beds.

Active holidays

The village is only a few kilometres from the motorway and within a hour you can be in Legoland up in Billund, at Givskud Lion Park, on a wonderful beach by the North Sea, in Hans Christian Andersen's Odense and many other exciting places. With our central position in relation to the tourist sights and the motorway, our guests use us for just a single night

before travelling onwards or else they use the farm as a fixed point from which they can drive out on excursions every day.

Our impression is that more and more people are choosing this last type of holiday, with the conscious idea of taking an "active" holiday.

The joys of nature

The farmhouse at Enghøjgård was built in 1868 and has a lovely big garden which guests are free to use. Nature is right on the doorstep, with the fields and woods within walking distance. We have pets on the farm and sheep on the meadow, where the stream winds through the landscape. We hope our guests will feel close to nature and to country life. If you feel inspired to take time out in the country, you can find more information about our farm holidays on www.lund-mus.dk/friis.

■ **Nina Friis**



The difference between original and pirated spare parts is sometimes visible to the naked eye. For example, one manufacturer used a plastic bearing cup at the end of their tie rod. The original Valtra tie rod uses a steel bearing cup.

Pirated parts or original spare parts?

One fuel filter was found to use paper kitchen towels inside. The shaft on a hydraulic pump snapped in the middle of testing. A plastic bearing cup was found at the end of a tie rod instead of a steel one. A brake cylinder overhaul kit was lacking essential parts. An oil filter let through many times more impurities than permitted and became blocked after only a couple hundred hours of use...

Valtra's customer support centre regularly monitors and tests spare parts that come onto the market. Sometimes they come across good parts, but far too often their test reports are shocking to read.

– You can rely on original spare parts, but when it comes to other parts, their quality can range dramatically from good to bad. Alarm bells should ring if a spare part seems unbelievably inexpensive, or if manufacturer is completely unknown, says **Pekka Raatikainen**, Spare Parts Purchasing Manager.

Original Valtra spare parts are inspected and tested to comply with the needs of Valtra tractors. Many parts are manufactured by

Valtra itself, while others come from regular suppliers to Valtra's production lines. The same parts are also used in new tractors and models. Some parts are designed by the supplier and Valtra together especially for Valtra tractors.

– For example, the seal at the end of the main transmission shaft has been specially designed together with the supplier. The lip and spring are unique and differ completely from standard seals. If you try to fit a normal seal of the same size, the fluid would leak out, says Raatikainen.

Small savings, big costs

Pirated parts are often quite harmless to the buyer. They can even work perfectly, although generally for a shorter time than original parts. Sometimes, however, a small savings in the price of a spare part can lead to big costs from resulting damage.

– I have seen some fuel filters that used a material very much like paper kitchen towels. There is a big risk that this material can break up in the fuel and break the fuel pump. Similarly, bad oil filters can disintegrate totally or release materials into the lubricating oil. Need-

less to say, they don't even filter the oil properly when they are new, even though they should last the entire duration of the service interval. Faulty brake overhaul kits and parts can also lead to dangerous situations, adds Raatikainen.

Pirated parts are manufactured throughout the world, but also locally. Pekka Raatikainen remembers one particularly shocking case when an independent shop had decided to make a homemade groove along the drive shaft of a hydraulic pump. The 'customised' part would not have lasted many hours in use.

Raatikainen has worked over twenty years with spare parts. Over the years his opinion that you can't buy quality cheaply has been reinforced. No single manufacture can perform miracles with pricing; usually a lower price comes at the cost to the quality and amount of work and materials.

Original spare parts guarantee carefree and safe driving performance throughout the year. They also help maintain the resale value of tractors. All original Valtra spare parts come with a one-year warranty.

■ Tommi Pitienius



The materials and functionality of original Valtra certified filters have been thoroughly tested. They are built tough to withstand high pressures and corrosive impurities, keeping the oil where it belongs.



The original Valtra servicing kits are available for 100, 500 and 1 000 hours service. The parts are Valtra approved and therefore of highest quality. The kit provides all you need but is cheaper than the total for the individual parts.

A basic requirement

The introduction of a lower specification package swung the tractor deal for a Lincolnshire farming company

Low tech, high tech and any tech in between – tractor manufacturers make much of the fact that, through the options and specification packages they have available, they can offer a level of machine sophistication to suit the needs of the tractor-user spectrum.

Naylor Farms needs power and a good road speed from its tractors – it doesn't need, or want, a high level of sophistication to handle the main workload at Moulton Seas End, where it produces 10 000 tonnes of white and red cabbage a season for processing off 300 acres at Roman Bank Farm. The farm's 800 acres of Fen Silt also produces Daffodils for flowers and bulbs, potatoes and wheat.

– Our general purpose tractors spend more than 50 per cent of their time hauling produce in an seven mile radius from field to farm in the hands of a wide variety of casual and student labour, so they have to have a good road speed, but be simple and straight forward to operate, explains **Simon Naylor**.

– But they also have to have sufficient power for field work; they handle our five fur-

The T160 HiTech package gives Naylor Farms power and road speed, combined with simple manual hydraulic controls. – We don't need the sophistication of electronic spool valve control, says Simon Naylor.

row plough-subsoiler combination, the 3m power harrow-drill combination and the cabbage module planter.

Last year the decision was made to change two of the tractors, a 185hp Renault and a JCB 155.

– The Renault's 40kph transmission meant that it wasn't really fast enough on the road and we weren't using its power fully in the field, and the JCB was too restricted to haulage work, says Simon, who adds that the change also gave them the chance to standardise the main tractor fleet.

The replacements, a pair of 165hp Valtra T160s, joined the farm's 100hp Valtra 6300, but the Naylor's specification criteria – power, road speed and simplicity – could have cost Valtra the sale.

– We like the 6300 and its controls, but we tried all the main makes, says Simon. The Valtra T150 we tested went well and we loved it. It's 50kph box gave it good transport speed – other than the Fendt, it was the next best thing to the JCB on the road – but it was underpowered for our field work requirements and it was too sophisticated for us; we don't need features like joystick control of the spool valves.

Crucial to Valtra, the Naylor's interest coincided with its introduction of lower specification packages for the T series, including the 165hp T160. In HiTech specification, the

tractor has the standard model's 36x36 powershift/powershuttle transmission with the option of a 50kph version, a rear link arm lift capacity of 7 000kg with a hydraulic pump output of 70 to 73 litres/min instead of the standard 91 litres/min, and mechanical control of three spool valves.

In addition to the 50kph transmission, the Naylor's specified the T160 HiTechs with air brakes. – They can safely tow a 12m trailer with no problem, Simon says. For hauling cabbage trailers from the field, larger 20.8/R42 rear tyres provide more grip and a bit of extra height to an already good clearance.

Simon admits that some of the other tractor manufacturers could provide a tractor of similar specification in terms of horsepower, transmission and levels of operator comfort.

– Price does come into it – and the HiTech package gave us the best priced tractor with the road speed for haulage work we need and the power for field operations; and it combines those characteristics with simple hydraulic controls, which anyone can get familiar with quickly, he says, adding that, as an additional bonus, the tractors aren't as thirsty as their predecessors.

– Fuel consumption isn't something we considered, but Valtra suggested we keep a record and I estimate that we are using 30 per cent less diesel, he comments.

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Huge *advance in* development

Until the beginning of the Second World War, there was only one tractor manufacturer in Sweden, AB Bolinder-Munktell in Eskilstuna, or BM as it was called. During the war, Volvo also began manufacturing tractors. Gradually, the paths of these two companies began to cross. Volvo's tractors were driven by petrol and paraffin engines, while BM stuck to hot bulb/semi diesel engines. An exception in Volvo's model series was the Hesselman semi-diesel tractor T 43, which used both ignition and injection system. Cooperation between the two tractor manufacturers resulted in AB Volvo acquiring AB Bolinder-Munktell in 1950. Volvo tractor operations were sold to Valmet in 1979.

Following the war, development began in earnest. As early as 1952, the old and respected tractor company in Eskilstuna was able to launch a completely new tractor, the **Bolinder-Munktell 35/36**. This was the result of entirely innovative thinking. At this time hot bulb/semi-diesel engines were left behind and diesel technology became the order of the day. The BM 35/36 was a real innovation in the market, as most other manufacturers and particularly American tractors still had petrol engines.

The greatest innovation was the engine, as the gearbox had already been developed by Volvo and was available in their T 31/32 models, and later also the T33/34.

The only Swedish diesel tractor

Yes, that's what you could read in the advert that BM designed for its new tractor, and it was certainly true.

The BM 35/36 had a three-cylinder engine with the designation 1053, from a series of



recently developed diesel engines with 1, 3, 4 or 6 cylinders. The engine designation means that the cylinder diameter was 105 mm and it had 3 cylinders. Thus the 4-cylinder variant was called 1054, and so on. This engine had excellent performance in terms of torque and, above all, fuel consumption. It would also prove to have excellent durability and a very long service life. In the BM 35/36, the entire system produced 45.2 hp at 1 800 r/min, but at normal working speed it produced approximately 35 hp, which ought to lead to the model designation, although there was another explanation for that. Volvo had its large T-models, the T 31 to T 34, so the new BM tractor naturally needed a higher number. Volvo tractors were manufactured in Gothenburg, but in 1951 production was gradually transferred to Eskilstuna and you could say that Volvo's T 30-series and the BM 35/36 were virtually identical tractors from the flywheel back. Another major difference was that Volvo tractors were red, while the BM tractors were green.

Competitors in the market

Despite it being Volvo who drove tractor production, the red and green tractors were tough competitors in the marketplace. The Volvo line

received a little help from the tax refund paid by the state for petrol tractors, but, in actual fact, many people could not easily see the advantage of the relatively new diesel engine. Was it a 3-cylinder engine? Would it really be able to produce 45 hp from "only" 3 cylinders? Would the wear be too great, and what would its service life be?

But the backbiters were wrong and BM's investment in a new tractor with a diesel engine was a success. The BM 35/36 was a huge success, as was the new engine range.

The item that distinguished the two models was the tyre equipment. The BM 35 basic model had a rear tyre dimension of 13 – 30, while the 36 had 11 – 38. Both models had, as standard, 6.00 – 19 front tyres, but could later be equipped with 7.50 – 18. The standard designed weight was 2 500 kg.

The gearbox had 5 forward gears and 1 reverse gear. The BM 35/36 could be equipped with both three point linkage and power take off. In 1959, the BM 35/36 was replaced by the next big success from BM, the popular 350 Boxer.

■ Eric Andersson

Great new products just for you!

The new Valtra Collection for 2005–2006 is full of fantastic new clothes designed for work, recreation and spending wonderful time together. The new clothes feature special materials developed for tough wear, plus lots of functional details and technical solutions.

In addition to clothing, the new Collection also features many practical and gift items. Check out the broad selection and choose the best for yourself and your family!

Valtra Collection products can be found at your local Valtra dealer or from the Valtra Shop at www.valtra.com. Selections may vary according to outlet.



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