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FENDT

FOCUS



Fendt 1000 Vario:
A revolutionary standard
tractor in detail

The first Katana in Switzerland

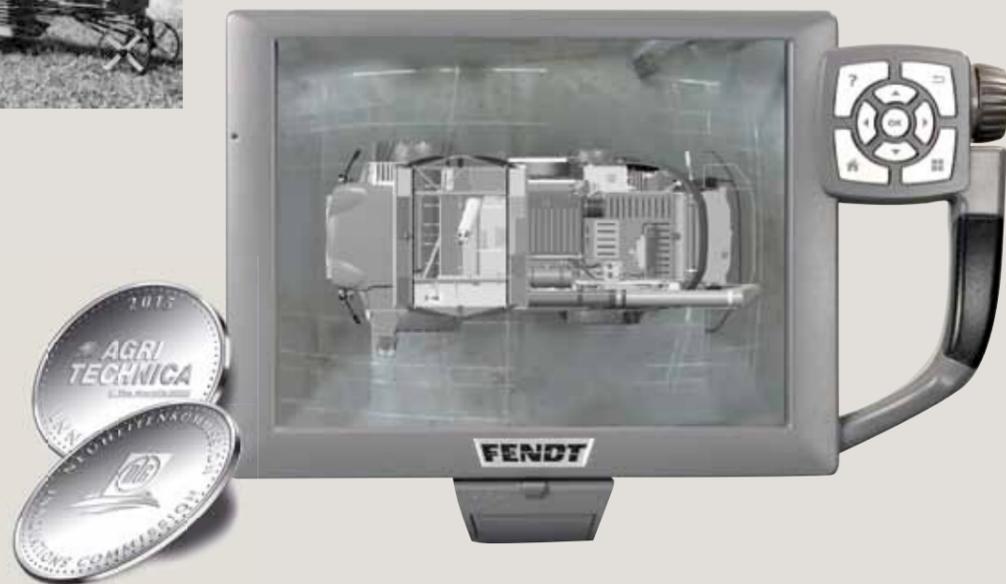
Harvest thanks to technology:
The big harvesting special



In 1927, the Fendt family worked with a self-made petrol grass mower in the field for the first time. In the photo, the entrepreneurial family of Kreszentia and Johann-Georg Fendt harvesting hay in the former Oberdorf/Allgäu. They were the parents of the brothers Xaver, Hermann and Paul Fendt, who successfully built

up the Xaver Fendt & Co. tractor factory until the 1980's.

Today combines are real high-tech machines. This November, Fendt will be awarded a Silver Medal at the Agritechnica for its 360° camera for combines. More on page 18.



ALL ABOUT THRESHING AND MORE IN OUR HARVESTING SPECIAL STARTING ON PAGE 42.
HERE YOU WILL FIND ALL THAT IS NEW FOR THE COMBINES, BALERS AND FORAGE HARVESTERS.



Peter-Josef Paffen at the Fendt Management Forum in Marktoberdorf, July 2015

Dear Readers,

Do you know the feeling of “eager anticipation”? Maybe shortly before the harvest, when you hope that the weather will hold, the quantity and quality of the crop and the producer prices are right. These are many factors that you can only influence to a limited extent. The fact is that many agricultural markets are experiencing considerable pressure.

The biggest offensive of new products of all times at the Fendt Stand in Hanover.

It is similar for us. The agricultural equipment markets are under stress and the world's leading exhibition, the Agritechnica 2015, opens its gates in a few weeks. We have prepared ourselves well for the largest and the world's most important agricultural machinery exhibition. We have further developed our existing model series, expanded our full-line range with new

machines, developed intelligent solutions, interfaces and services as part of “Fuse Connected Services”, drove innovative research projects forward and made our new flagship, the Fendt 1000 Vario, ready for series production. We will receive one gold and four silver medals at the Agritechnica for outstanding developments – as the DLG recently announced. More than ever before. We are looking forward to the awards very much. You will find more about this on page 18.

Now it is up to you to visit the Fendt Stand in the new Hall 20, appraise the machines and innovations and have a conversation with us. I invite you wholeheartedly!

So you can inform yourselves in advance, we will present some of our new developments to you in this “Pre-Agri Issue”, such as the new Fendt VarioDrive drive train concept for the Fendt 1000 Vario or the new features in the Fendt Harvesting division. But I promise you: the biggest offensive of new products of all times awaits you at the Fendt Stand in Hanover.

We at Fendt have “cultivated our field”. With new technical highlights. Now we are “eagerly anticipating” being able to present these to you personally at the Agritechnica 2015.

Yours sincerely,

Peter-Josef Paffen
Vice President and Managing Director Fendt
Chairman of the Fendt Management Board

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A revolutionary standard tractor.



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Fendt 1000 Vario. A revolutionary standard tractor.



The Fendt 1000 Vario was presented for the first time at the International Press Conference 2014 at the Neuschwanstein Castle. Some details about the engine, the further developed cab Fendt Life Cab and the lighting system were revealed to the public. However, Fendt kept silent about the core, the completely new generation of the Vario transmission and the engine with low engine speed concept. Now we will unveil the secret and present the new Fendt iD drive train to you exclusively.

Fendt 1000 Vario: 14-tonne unladen weight.
Can be ballasted with more than 50% of its base weight.



A new green for the Fendt 1000 Vario: Fendt Nature Green.



Connectivity as standard. A new central communication box, which unites all the data exchange: telemetry system, farm management, RTK Ntrip correction signals



Tremendously high luminous flux: 45,860 Lumen with LED lighting.

Fendt set an exceptional goal for the new Fendt 1000 Vario series: to develop a completely new standard tractor in a power range not yet occupied worldwide, 400–500 hp, that is compact, agile and versatile, and also extremely power and fuel-efficient.

To achieve this result, a completely new development as well as an entirely new approach were required. The Fendt 1000 Vario is the first standard tractor worldwide with the comprehensive low engine speed design "Fendt iD" and the "Fendt VarioDrive" drive technology.

High-torque and variable – the German Meisterwerk

The new Fendt 1000 Vario, with four models (1038 Vario, 1042 Vario, 1046 Vario, 1050 Vario), is a compact standard high-horsepower tractor ranging from 380–500 hp (according to ECE R24) and is still versatile in use, for example, for transport work (60 km/h) or heavy PTO work such as chopping wood. The low unladen weight of only 14 tonnes makes it predestined for work requiring low ground pressure, such as seeding. Thanks to its flexible ballasting concept, the vehicle can be ballasted with up to 50 percent of its base weight, depending on need. Thanks to its modular equipment options, with/without rear linkage or rear PTO, and the large number of hydraulic, hitch and linkage variants, it is compatible

The highlight: high torque through low engine speed for minimal fuel consumption.

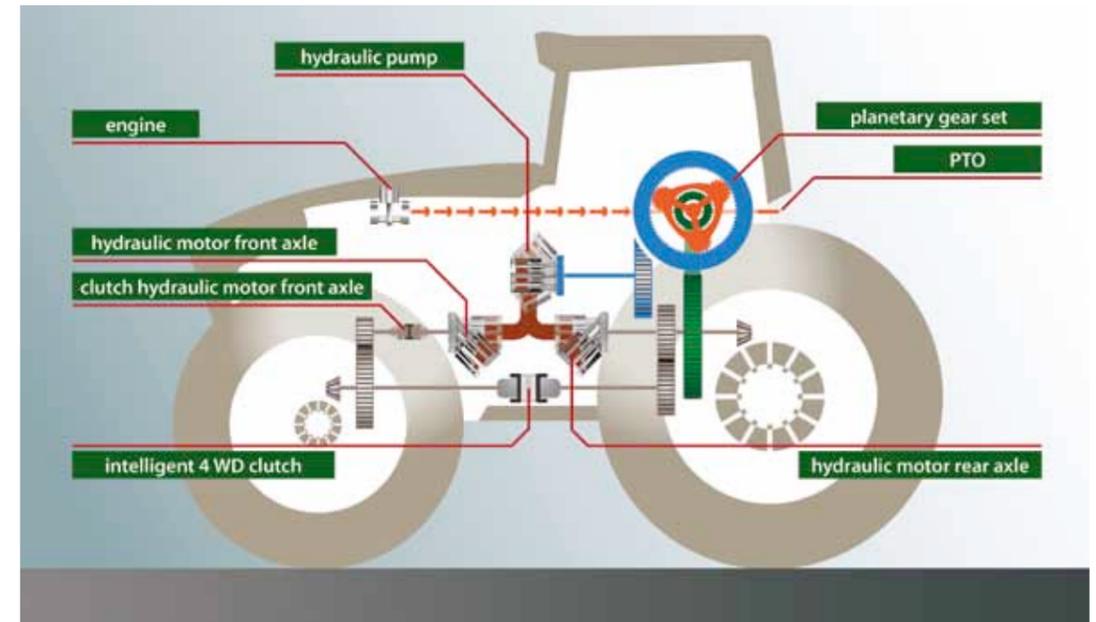
with all conventional implements, even those of previous high-horsepower tractors. It was designed for the heaviest draft work, which was primarily reserved for articulated, tracked and system tractors up to now.

The comprehensive low engine speed concept – Fendt iD

The Fendt 1000 Vario is the first standard tractor with the comprehensive low engine speed concept, Fendt iD. For Fendt iD, which stands for an innovative drive train, all components of the engine, transmission, hydraulics and cooling as well as other consumers were designed according to the so-called "high torque – low engine speed" principle to minimise specific fuel consumption. Fendt iD is therefore the basis for the completely new Fendt drive train.

A new engine for a revolutionary concept

The high-horsepower tractor is equipped with a compact MAN six-cylinder engine with a 12.4-litre displacement and VTG turbocharger.



Design of the new Fendt VarioDrive drive train.

The new Fendt VarioDrive: The first tractor drive with variable four-wheel drive. The torques are distributed between the front and rear axles, so that the force always acts where it is needed (Fendt Torque Distribution). That ensures the best grip and full pulling power – in any situation.



The VTG turbocharger ensures dynamic performance and high torque in the lower speed range. These power reserves make a significant contribution to the realisation of the Fendt iD concept. The maximum torque of up to 2400 Nm lies at only 1100 rpm for the Fendt 1050 Vario. Maximum output lies at a low 1700 rpm. The main working range lies between 1150–550 rpm. The 1000 Vario reaches its maximum speed of 60 km/h at a fuel-saving 1450 rpm, 50 km/h at 1200 rpm, 40 km/h at an engine speed of only 950 rpm. The powerful, quiet engine is combined with a completely new stepless drive concept, the VarioDrive. The engine and transmission were already designed and optimised for each other during the development of the tractor.

The further development of the Vario transmission to an integrated drive train, the VarioDrive
With the VarioDrive, Fendt has not only further developed the classic transmission, but also devel-

oped a completely new drive train. Up to now, in the classic transmission, the rear axle was supplied with torque in a fixed ratio, and when the four-wheel drive was engaged, the front axle also. With the new VarioDrive, the front axle can now be driven by a second, separate transmission output independent of the rear axle. The well-known Vario transmission has been expanded to become the VarioDrive drive train, which acts directly on both axles. The drive unit on the VarioDrive works according to the principle of hydrostatic-mechanical power splitting. It has a hydraulic pump and two independent hydraulic motors, which supply the front and rear axles separately with drive torque. The hydraulic motor RA (rear axle) acts on the rear axle through hydrostatic-mechanical power splitting via planetary set and summation in the entire speed range. The hydraulic motor FA (front axle) is connected directly to the front axle and therefore mainly supplies high traction in the field. Through the intelligent overlay of the effective range from the drive to the front and rear axles, the maximum transmission output power

is available over the entire speed range from 0 to 60 km/h without interruption of pulling power (range selector). Thanks to the intelligent transmission design, the hydraulic motor FA does not transfer torque to the front axle above approx. 25 km/h; it is completely decoupled at higher speeds. There are no drag losses, which significantly increases efficiency when driving on the road.

Intelligent four-wheel management with the VarioDrive drive train

The front and rear axles are driven independently, which opens completely new possibilities for the Fendt 1000 Vario: optimised traction, automated four-wheel drive and optimised manoeuvrability. Since the front axle is driven independently, it was possible to realise an all-wheel drive without a fixed forward driving ratio for the front axle on the Fendt 1000 Vario. When negotiating curves, the active front wheel drive is in the position to pull the tractor into the curve actively – a so-called “pull-in turn” effect. This effect alone reduces the turning circle in the field by 10 percent. VarioDrive greatly minimises the usual tyre wear on the front tyres caused by turning on the road. As a rule, the torque is freely distributed independently on both axles and the transmission acts like an interaxle differential without a fixed ratio between the front and rear axle.

If slip arises on the front or rear axle, the VarioDrive can move the torque from one axle to the other with the assistance of an intelligently controlled four-wheel clutch. This intelligent control of the torque distribution ensures high effectiveness, because power is transferred optimally to the respective axle.

Modern cooling technology – the Concentric Air System (CAS)

The cooling technology on the Fendt 1000 Vario was newly developed and consistently designed for low engine speeds and an extremely compact design: the Concentric Air System (CAS). At the heart of the CAS is a concentric high-capacity fan, which sits in front of the cooler units and presses cool air through the heat exchanger. Since it is compact and very precisely manufactured, it is extremely efficient. The clearance between the metal fan blades and the aluminium hood is less than 2 mm. Contrary to standard fans, the fan wheel in front of the cooler unit sucks in cold air. Since cold air has a higher density, more air can be pressed through the heat exchanger and therefore a proportionally greater amount of heat can be absorbed and dissipated. The dimensions of the Concentric Air System (CAS) can be kept extremely compact thanks to the guided air flow. This design, as well as the positioning of the CAS directly over the front axle, permits an excellent

steering angle and enables the exceptional manoeuvrability of the Fendt 1000 Vario. The slight upward tilt of the fan arrangement and a round fan hood ensure a wide air stream and reduce the intake of harvesting residues. To maintain the cooling capacity at a constantly high level in a very dusty environment, it has an integral reversing function. This function can be selected with the Varioterminal. The CAS

The Concentric Air System (CAS) is located in front of the cooler units and presses cold air in.

changes its direction of rotation and removes dust and harvest residues from the cooler grille. The Concentric Air System is driven by its own hydraulic motor. That way the CAS is completely decoupled from the engine speed and can be actuated flexibly and according to need. The high efficiency of the need-based design of the overall cooling system reduces the required drive power by up to 70 percent (compared to a standard fan). The overall low noise level through Fendt iD, the minimised fan speeds as well as the small clearance on the hood, result in a very low noise level both

inside and outside the cab and ensures pleasant working conditions, even when working at full load.

The adapted high-capacity hydraulics

The new Fendt 1000 Vario has optionally available high-capacity hydraulics with two independent, highly-efficient hydraulic circuits. Two autonomous axial piston pumps can meet the demands for different flow and pressure levels in the two working hydraulic circuits according to need. The flow rate of Control Pump 1 lies at 220 l/min, Control Pump 2 at 210 l/min. This allows two of the implement's consumers, which have different demands for flow volume and pressure level, each to be controlled by one pump. Thanks to integral pressure limiting valves, the pumps always deliver the right amount of oil in their working circuit with the proper pressure, according to demand. In this way, the high hydraulic capacity is perfectly adapted to the low engine speed concept of the Fendt iD.

If you are as convinced by the Fendt 1000 Vario as we are, then vote for it. It is a candidate for the people's choice award “Machine of the Year”. So, go vote and have a chance to win a pickup here: <http://www.agrarheute.com/abstimmen-pick-up-gewinnen-heute-fendt-1000-vario>



More impressions at www.fendt.tv



Available in four models starting with the Agritechnica 2015:
Fendt 1038 Vario (380 hp), 1042 Vario (420 hp), 1046 Vario (460 hp) and 1050 Vario (500 hp).



“Pull-in-turn” effect: Thanks to the variable four-wheel drive, the front wheel pulls the tractor into the curve and reduces the turning circle by an additional ten percent or 1 metre.



“We will be there for you with the entire team!”

Born in the Rhineland, he has been working at Fendt since 1998. Since 2012, he has been the Chairman of the AGCO/Fendt Management Board.

Peter-Josef Paffen is known as the Chairman of the AGCO/Fendt Management Board. Born in the Rhineland, he joined Fendt in Marktoberdorf in 1998. At the beginning, as a qualified engineer, he was responsible for the international coordination of product management for Fendt tractors in the Research and Development Centre. He soon climbed up into the management level. He drove the expansion of the Marktoberdorf and Asbach-Bäumenheim sites forward. In September 2012, the “world’s most modern tractor factory” went into operation. Before the world’s largest exhibition for agricultural machinery, the Agritechnica, we would like to know from him what one can expect from Fendt.

To start with, a serious topic: We are talking about the market situation. In the past 1 ½ years, all agricultural equipment manufacturers have been recording declining sales. What is Fendt doing about this?

The market situation meets our expectations. We already adjusted our budgets in the individual countries in advance. We will achieve our targeted objectives and have good opportunities, with the tailwind of a good Agritechnica, even to exceed them.

If you would like to know my estimation for the coming year, I perceive that right now in particular politics worldwide have sent very different signals, which

are difficult to interpret. That is why I believe that we will remain in a similar range in 2016 as in this year. The second half of the year also offers opportunities for recovery.

Mr Paffen, we will be presenting the new Fendt 1000 Vario in all its technical details for the first time in this issue. How do you see the significance of this new Fendt high-horsepower tractor?

The Fendt 1000 Vario is the tractor series that our key accounts and contractors have been demanding from us for some time now. In the past years, we already let the information seep through



that such a machine is in the works. Now it is here. With the Fendt 1000 Vario, we are setting a new standard in technology. Because the tractor not only represents an increase in power, it is also a completely new development. Moreover, it is the largest individual project that Fendt, but also AGCO, has ever developed in our company history up to now. The first feedback from the market has been fantastic. This will have a positive impact on our entire operations. Even the "old-timers" from the agricultural press have confirmed to us that the 1000 Vario sports a completely new driving and working sensation due to the low engine speed technology. This tractor puts Fendt even farther ahead in the leading position for professional machines.

At the last Agritechnica, Fendt presented the Fendt Katana 85 for the first time. This year it went into series production. How is the forage harvester business doing?

This product is excellent and also widely recognised out there amongst the competition. Here we can score primarily with its chop quality and performance. We now have two models, which lie in the upper performance range. The market share that we have achieved with these two is fine. We are now at the point where our sales network will demonstrate its effectiveness on the market with a complete product line. The Katana family is a key machine with great potential here, which will further expand Fendt's market position.

Fendt will also expand its full-line range with forage harvesting equipment, such as mowers, tedders, hay rakes and loader wagons, for the Agritechnica 2015. What led to this decision?

The goal is sustainable growth as well as strengthening our professional dealer network over the entire EAME region. We want to grow. For that we need to focus on our brand 100%. The dealers and distributors need a complete line from one hand. With the addition of forage harvesting equipment, we can now offer them a complete line. By the way, the new implements come from a real AGCO forge: From the centre of excellence for forage harvesting in Feucht near Nuremberg. The best



Fendt expands its full-line range with forage harvesting equipment: Fendt Cutter (drum mower), Fendt Slicer (disc mower), Fendt Twister (tedder) and Fendt Former (rotary hay rake). Not in picture: the Fendt VarioLiner loader wagon. It is being exhibited at the Agritechnica 2015, Fendt Stand Hall 20.



Peter-Josef Paffen personally tested the prototypes of the Fendt 1000 Vario in the field. His verdict: Fendt sets new technological standards with this tractor.

FUSE
Connected Services

experts are at work here on the solutions for our requirements.

Customers naturally ask why Fendt is expanding its range with forage harvesting equipment?

The very simple and logical explanation is that if we want to have a powerful distribution network, we need a network that is focussed 100 percent on the Fendt brand. In order to generate one, we need a broad product line. Every customer knows: Even the best dealer

Every customer knows: Even the best dealers have to specialise.

has to specialise in order to do justice to the complex machines. The second topic that resonates within the framework of the development of agricultural machinery is the topic of connection. About like this: The hay rake speaks with the tractor, which communicates with the farm office computer and calls up the forage harvester. That may still sound futuristic today, but will gain in significance in the next few years. And if a dealer, who is directly in contact with

The Fendt boss himself always gives all the new products a close inspection. He knows something about it, because he is a farmer and grew up on a farm.

the customer, wants to be successful, he can only be effective in one system. The trade cannot live in three different worlds parallel to each other. That is too complex. We therefore offer the trade a broad product line, which will be connected with each other in the future through the Fuse Connected Service.

There are more Fendt products. What else can customers expect from Fendt at the Agritechnica?

We will be presenting more new products at our stand than ever before. Of course, we won't reveal everything yet. Visitors to the exhibition can see and feel the Fendt technology live, on the other hand, also compare it directly with the competition. We gladly face this comparison.



It is important to us to show things, which may not yet leave the assembly line tomorrow, but provide a glimpse into the future. We would like to join in conversation with exhibition visitors about this. We would like to hear how they see these developments, where they have their priorities and which additions they would like to see.

The Agritechnica is a communication platform for us. Use this platform, challenge us. We will be there for you with the entire team. We are looking forward to active communication. Take advantage of the special exhibition offers, which we will have ready for you.

Thank you for this interview. This interview was conducted by Manja Morawitz and Sepp Nuscheler.

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I drive Fendt.

Fendt at the Agritechnica 2015: More space, greater variety of machines = even more Fendt.

From 10-14 November the world's leading exhibition for agricultural machinery will be held in Hanover. Fendt will relocate to the newly built hall for the first time: AGCO is now found in the brand-new Hall 20, across from the north entrance of the exhibition.

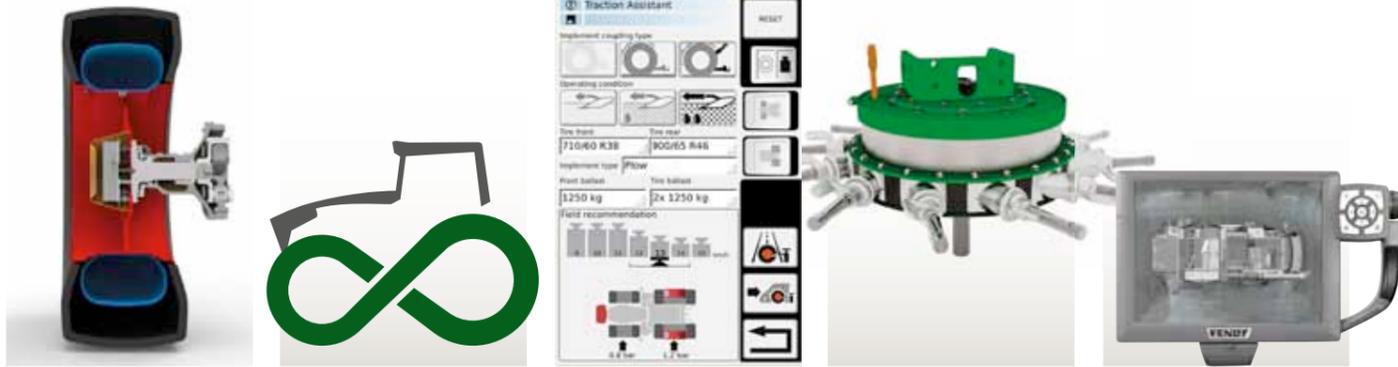
AGRITECHNICA 2015 Now in Hall 20

With nearly 2,500 m², Fendt has the largest AGCO Stand so it can present itself as a full-line manufacturer with the entire new product range:

- All tractor ranges from the Fendt 200 Vario narrow track tractor up to the exhibition highlight, the new Fendt 1000 Vario
- The new Fendt Katana 65 forage harvester and Fendt Katana 85 with Tier 4 Final emissions and new technical features
- The new harvesting machinery with combine harvesters and balers
- The new Fendt forage harvesting machinery with mowers, tedders, hay rakes and the new VarioLiner loader wagon
- The further developed X-Concept including an electrically driven hay rake
- Brand-new Variotronic developments for even more precision
- The new pre-owned machine programme, Fendt StarCertified – Fendt certified, like factory-new.

And of course we also have:

- The Fendt Shop with exclusive models for the exhibition
- Customer counter with the "Fendt World" and give-aways
- Fashion show with new Fendt outfits



Agritechnica 2015: Fendt as innovation driver in the agricultural equipment industry

Fendt secures its reputation as the innovation driver in the agricultural equipment industry at the Agritechnica 2015. The German Agricultural Society (DLG) already announced the medal winners at the information forum in Hanover on the 9th of September, 2015. The neutral expert commission, brought together by the DLG, awarded Fendt a Gold Medal and four Silver Medals.



Fendt VarioGrip Pro – tractor tyres filled quickly for driving on the road
DLG Jury:

“Tyre pressure control systems offer many uncontested advantages, but also one drawback: they are very slow in inflating the tyres for road travel. The Fendt 'VarioGrip Pro' uses an additional high-pressure tyre inside a bespoke and newly developed tyre. This internal tyre serves as an accumulator which allows the inflation pressure to be altered very quickly. The air is pumped into the internal tyre through a simple rotary union which also ensures it cannot escape. The valves involved and the pressure sensors are powered through inductive transmission inside the axle. Dispensing with extra compressors, pressure tanks and control lines, this technology is able to increase the inflation pressure from 0.8 bar to 1.8 within 30 seconds by exchanging the pressure directly and without having recourse to engine speed. This quick tyre pressure control system reduces the time spent in road travel and allows field work at low and soil-friendly pressures.”



Fendt VarioDrive – drive train Drive redefined
DLG Jury:

“Growing engine power and an increasing demand for higher efficiency make it necessary to re-assess present powertrain concepts. The innovative 'Fendt VarioDrive' powertrain system constantly compares and adjusts the speeds of the front and rear axles, thereby eliminating any excessive wheel slip and avoiding torsional effects in the powertrain in all situations. 'Pull-in-Turn' is a feature that reduces the turning circle. As ground speed increases the system uncouples the hydraulic motor on the front axle to increase the efficiency. This is further increased by reducing the gearbox input speeds. The system enhances the overall drive train efficiency, prevents reactive power and makes for soil-friendly operation.”



Fendt Grip Assistant Not a hard choice
DLG Jury:

“Many operators are not aware that tyre pressure is just one parameter that affects drawbar power. As a result, operators often only use the tyre pressure control system to alter the inflation pressure from field to road application and vice versa. This is where Fendt Grip Assistant is a great help. The system prompts the operator with the optimum ground speed and the proper tyre pressure for a given weight fitted or vice versa; it indicates the optimum ballast weight and inflation pressure for a specific ground speed. The operator merely selects the type of attachment, the type of implement attached and the character of the soil on the Vario terminal. Then the tyre pressure control system will inflate the tyres automatically to the proper field or road pressure. The optimum pressures are then automatically set for best soil protection and efficient traction.”



Integral drive for Fendt Former 12555X – electrically driven rotary hay rake
DLG Jury:

“Traditionally, the rotors on rotary rakes are powered mechanically, hydraulically or by the driveshaft. The Fendt integral drive is the first compact electric torque drive that is integrated in the top of the rake. Each motor is controlled independently by a separate electronic system, and this allows the fitting of an automatic overload protection and a quick stop mechanism. Each rotor can operate at its own individual speed and can thus respond to the specific harvest conditions. The specific energy input is lower than that on direct drive systems.”



Fendt 360° combine camera for X-/P-Series – Digital imaging technologies: New dimensions for driver assistance and safety
DLG Jury:

“Digital image processing increases the potential of imaging systems that detect the environment of an agricultural machine. The technology is a major advance from purely visual solutions. The factory-installed technology processes digital data, which expands the operator's vision by offering perspectives from different angles or integrates additional information and image processing algorithms into the image. Using a number of cameras, the system creates a 360° panoramic view and 360° image of the machine and its surrounding with various perspectives including a bird's eye view. This innovation provides a major boost to the aspects of safety, driver assistance and automation.”



Premiere at the Agritechnica 2015:

Young, pre-owned Fendt vehicles: Certified, like factory-new

For decades already, Fendt tractors have been achieving by far the highest prices for used machines on the market. That is the best proof for Fendt's high product and service quality. Buyers of pre-owned Fendt machines expect an above-average return on investment, even for older machines. Vario tractors beyond 20,000 operating hours are not rare. For example, the Fendt 926 Vario from 2001 in Thuringia, which was in operation nearly 27,000 hours and had an annual driving distance of about 65,000 kilometres with the original transmission and origi-

nal engine. It couldn't be better. Starting with the Agritechnica 2015, there will be a new certificate for technically fault-free and high-quality young, pre-owned Fendt machines, such as the leasing returns, available from Fendt and the Fendt dealers and distributors: *Fendt StarCertified*. Fendt tractors, combines or forage harvesters with the new seal of quality *Fendt StarCertified* have undergone intensive inspection at the dealers – for tractors over 200 points are checked – and get a one-year warranty with the purchase. Then Fendt customers can extend the

warranty as part of the *Fendt StarWarranty* programme, up to a machine age of eight years or 8000 operating hours for Fendt tractors. For the Fendt combines and forage harvesters, the *Fendt StarWarranty* can be extended by 5 years or 3,000 operating hours. The state of the wearing parts of the certified Fendt harvesting machines gives Fendt customers a care-free start into the season. Fendt customers thus can drive pre-owned Fendt machines with quality standards like factory-new.

Understanding by doing – new Fendt Training Centre for technology

The new International Fendt Training Centre for technology went into operation a year ago in a modern round building with solar panels. The new centre offers comprehensive training and advanced education in theory and practice all about the Fendt technology.

“The warranty of a local professional service on all international markets is the most important condition for a positive image and wide-ranging trust in the Fendt brand,” says Peter-Josef Paffen, Chairman of the AGCO/Fendt Management Board. Up to six groups can be taught and trained in practice at the same time by well-educated technical trainers. The Training Centre has capacities for more than 2,000

participants per winter half year. Theoretical knowledge about professional troubleshooting and the repair of components, engines and transmissions is taught in small groups. Then the trainees have the opportunity to test what they have learned directly on the machine. Primarily agricultural mechanics, assistants and skilled workers for the repair of agricultural machinery are trained here. But supervisors can also get advanced training in the Fendt Training Centre about what is new in agricultural machinery and electronics. The new centre includes a heated building with five divisions, each of which can be subdivided into two sections. Different Fendt series can be set up in the sections for teaching purposes

and electronics. The new centre includes a heated building with five divisions, each of which can be subdivided into two sections. Different Fendt series can be set up in the sections for teaching purposes. Exceptional on the new training concept are the separate tractor components for full functionality of the components. In this way a complete cab can be set up in the front section, while the fully functional tractor body stands in the back section. Both parts of the tractor are connected with each other through hydraulic hoses and electronic lines to the interfaces so that the machine starts and can be tested while running. This unique concept permits trainers to explain the tasks without bothersome engine noise, before the trainees go directly to the machine for troubleshooting. Faults have been built in on purpose for the trainees to find in the workshop. “There is plenty of space, so the participants can work undisturbed and



fully concentrated. Furthermore, the offices are bright and have a modern room layout – just the way one would like for a workplace today,” says Karl Ambros, Head of After-Sales Service.

Quality in hp: Three hundred ninety and one horsepower

Liesa Repetzki has been working in the Schröder Landtechnik GmbH in Friedland, where she directs powerful agricultural machinery, for two years now. She is also an active horseback rider. All this is impossible to manage without ambition, single-mindedness and discipline.



An honest and straightforward demeanor towards customers is an important basis for long-term collaboration with the customers.

Colourful obstacles create a change on the grey riding ring. Behind the wooden fence, trees shield the area from the street. But there is not much traffic anyway on the L 312 from Friedland to Heinrichswalde in the scenic Brohme Hills in the Uckermark. A rider and horse are making their solitary rounds. Trainer Jürgen Dierlich watches them attentively, as the brown welding trots over the Cavalettis. Now and again, the owner of the Kastanienhof, the local riding and breeding company, gives some instructions. It is spring. In the summer Liesa Repetzki will enter her first jumping tournament with the Trakehner



She and her Trakehner welding Simon enjoy jumping. That was not always so, explains Liesa: "A half a year ago it would have been unthinkable that I would even try a jump. But Jürgen Dierlich and my horse convinced me with their patience."

Simon. "That was still unthinkable a half a year ago," she laughs and is looking forward to the challenge. She gives Simon, who is actually called "Donar", a friendly pat on the neck. The young woman places great value on quality, whether it is for sports or work. Now they are ready to go, and they jump over the obstacle with the orange and blue poles, the colours of the Kastanienhof equestrian sports club. "Good," nods Steve Müller. Liesa's boyfriend is standing at the edge of the track. He is a farmer. Together

**As a child, a couple of rounds
in a combine was mandatory
during the summer.**

with his father Herbert Müller, he manages a 700-hectare farm with 140 mother cows. That they drive Fendt tractors, four of them, and use



Liesa Repetzki feels at home with both agricultural machinery and horseback riding.



Steve Müller, a farmer's son, not only accompanies his girlfriend Liesa Repetzki in their related jobs. Every now and then he spends his Sunday afternoon at the riding arena.



Training in addition to one's work takes a lot of time, however, it is a perfect balance to her job as a sales consultant.

the services of the AGCO dealers in Friedland, would nearly go without saying, but it has already been so since 15 years.

Farming learned from the bottom up

Liesa Repetzki is one of only a few female sales consultants for agricultural machinery. She has been working for Schröder Landtechnik GmbH for a good two years. "Naturally there are always surprised faces, when I come along with a Fendt tractor with 390 hp, or a combine," she comments. That does not bother her. It is important to her that she is recognised by her male colleagues and everybody is tugging on the same rope. No matter if it is about working in the workshop or in service. That is what makes her and the team of eighteen employees successful. She

Liesa Repetzki was already enthusiastic about horses and big agricultural machinery as a child.

acquired the necessary expert knowledge for farming from the bottom up: in the Peeneland Agrar GmbH Hohendorf and the GbR Marquardt in Groß-Ernsthof. Since she is most interested in plant production and technology, she decided to join Schröder full time in August 2014 after her masters in agricultural economics at the University of Applied Sciences New Brandenburg. Up to then, she had financed her studies and riding through a side job in the branch office.

Another rider is now training in the riding ring. Each is concentrating on their work with the horse. Obviously, Liesa Repetzki is not the only one that enjoys the friendly environment that the Dierlich family has created in the riding stable. Liesa Repetzki was already enthusiastic about horses and big agricultural machinery as a child. A couple of rounds in a combine was mandatory during the summer. In her apprenticeship, she loved to wake up early in the morning, when the day was just breaking, to drive out into the field with an agricultural machine. "You may call it farming romance, but for me it is simply fascinating," raves the 26-year-old. Nature and weather, soil and crops, seeds and harvest – those are topics that interest her. The rural region, the wild landscape near the Baltic Sea and the island of Usedom, where she grew up, lay the foundation for this.



The working climate is right: Liesa Repetzki with some of her colleagues at the Friedland office of the Schröder Landtechnik GmbH. Jan Schulze Zumhülsen (2nd left), Fendt factory representative for the ISU (industry, roads, environment) division works together closely with them.



After the training



Working on the computer is also part of her job.

Nothing is "off the rack"

Training is finished. The 16-year-old bay horse strolls across the track, snorts and stretches its neck. "Even if I am not motivated on the way to the stable, because the day was long or not satisfying enough, I can forget everything around me, when I am sitting on my horse. Then the world slows down," she explains satisfied. That is what she loves about her sport so much: It is the opposite pole to her business job. On the other hand, she likes the contact with agricultural customers. Everyone is different, everyone has their own expectations, plans and character. There are different farm philosophies and methods of operations. And some jobs just cannot be done without the assistance of the countless technical

possibilities. But that is exactly the thing that makes it so exciting for her. "There are hardly any standard solutions, actually. Every company needs its own individual consultation and technical equipment. Nothing is "off the rack". Figuring this out together with our customers can be a challenge sometimes, but always a unique task," summarises Liesa, who has now climbed down from her horse. She removes the saddle, leads the horse to the stable and gives it a carrot as a reward. Tomorrow morning at 7 o'clock her attention will be on other agricultural topics again.

Family-run business on a solid base



Broeder's big collection of Fendt models stands right at the entrance to the office.

Already in 1881, the monks moved from Northern France to Berkel-Enschot. They founded the Koningshoeven Trappist Abbey. Since the soil in the heather was too meagre for farming, the Trappist began to brew beer. The La Trappe Brewery was founded. A major source of income, because according to an old tradition, the monks must earn their keep themselves. It is still that way today. Over more than 130 years, modern farming developed around Berkel-Enschot, in the Dutch province of North Brabant.

Ensure outstanding quality

The grain harvest is nearly finished. Marco Broeders now buys hay and straw from farmers. He pays strict attention to the quality. "The hay must be free of poi-



sonous plants, such as the common ragwort or injurious thistles," explains the managing director of the Broeders VOF (OHG). The contracting company's premises lie behind a dense green hedge, which

Marcos corporate philosophy: "Always do your best"

separates it from the road to Tilburg. Behind it is the office building and a wide, high machine hall with a green roof. Everything is well cared for and tidy. The same goes for the thatched house, which belongs to Marco Broeders and his partner Miranda van Korven and stands next to the company grounds. Her three children are in school now. Time

The Broeders company, a feed distribution and contracting company in Berkel-Enschot, Netherlands, has several sources of income. In addition to providing services for farmers, his clients also include the potato industry and a brewery.



From left: Marco and Arjan Broeders, employee Robert van der Bruggen and trainee Max van Bijsterveldt in front of the Fendt 722 Vario. The tractor is equipped with the Fendt VarioGuide guidance system.

for her to finish the work in the office. Marco is now sitting at his desk, like every morning, and is taking care of purchasing and selling, or informing himself about the market. His driver Koen de Bruin is already on his way and taking care of various transport trips. In the afternoon the boss will also make his way to his customers.

Always do your best!

Marco Broeders grew up on a dairy farm and showed an interest for farming at a young age. It is therefore no wonder that he went to a school specialising in farming, and founded his own company in 1989, directly after graduating. At that time, he only owned a shovel excavator, with which he did contracting work. "The company grew continually. We

bought additional agricultural machinery. Certain circumstances helped us, like the mandatory slurry injection, which has been in effect in the Netherlands since 1995, or the climbing demand for harvesting maize. Not all farmers can afford all the necessary agricultural machinery. And that is where we come in," he explains. Crucial for his success, however, is also his corporate philosophy: "Always do your best!" This claim includes a professional appearance, for example with shiny, clean machinery. "These now include six Fendt tractors," says Broeders and points to three neat tractors, which are lined up properly in the machine hall. The other three are already outside in operation. There is also a workshop in the building. It is the realm of his brother Arjan. He is a year younger and, as an agricultural

machinery specialist, he is responsible for the company's machinery. The brother have had a liking for Fendt tractors for over 25 years now. They first became enthusiastic about the green tractors from Germany after a visit to the Farming Days, an agricultural trade fair in Hardenberg. Enough reason for their father Henk Broeders to give each of the brothers a Fendt 300 for their 16th birthday.

Two stars for luxury meat from "Bief Select"

A path leads directly from the workshop to the neighbouring grounds. This is where the parent's house with four bull stalls is located. Hefty, meaty cattle from the French "Blonde d'Aquitaine" breed, peer out of the bright, deep litter stalls inquisitively. They weigh up to 650 kg. "My father has 1,000 bulls here," explains the tall man and points to the animals with the yellow coat: "This all is luxury meat for the Bief Select brand, quality meat with a special taste, healthy colour and a certain kind of texture," he explains. The stars are given for species-appropriate animal husbandry. The highest number of stars is three, for animals that have been raised according to organic principles. "I have two stars. No other conventional bull fattener in the Netherlands has so many," says Henk Broeders proudly, who just came in through the feeding corridor. The 65-year-old pats his charges on the head. He puts together their feeding schedule personally. These include rests of potatoes, which his sons get from the Agristo company in nearby Tilburg. The company's headquarters are in Belgium and specialises in the production of chips. "In 1991, Agristo asked if I would like to sell the residual products of potatoes to livestock owners. I did

not think long about it," remembers Marco and continues: "That comes to 550 t of potato peels per year that are delivered to pig farmers and 400 t of other potato rests, which go to bull fatteners." So, in addition to contract work for farmers, such as tillage, applying fertiliser, and harvesting, which are executed with their efficient Fendt tractors, new sources of income are always being added.

Work fast and efficiently

Back in the farmyard, Johan Hollanders comes driving through the entrance gate in a silver automobile. The employee of the agricultural machinery department of Abemec in Veghel has been the Broeders' account manager for nearly 20 years. He is responsible for selling Fendt machinery. He knows why his customers appreciate Fendt tractors: they work many hours, without running up high costs for repairs or fuel. "This business has a vision: They want

Max van Bijsterveldt, trainee at Broeders.



Henk Broeders takes good care of his bulls from the Blonde d'Aquitaine breed.



The Koningshoeven Trappist Abbey in Berkel-Enschot, encircled by high trees, well cared for garden and beautiful pond and fountain, is the only Trappist brewery in the Netherlands. There are only seven worldwide.



Robert van der Bruggen, who has been working at Broeders for 13 years, picks up spent grains at the La Trappe brewery.

to work quickly and efficiently with new, modern machines," claims Hollanders, as he climbs out of the car. "Besides, Fendt tractors are the best looking," laughs Arjan Broeders, who just came out of the workshop to welcome his business partner. The Abemec company has been importing Fendt agricultural machinery from the Allgäu region in Germany to their sales region in Southern Holland for 50 years. Over the years, their operations have grown to include 18 Abemec workshops with about 220 employees.

Feed supplement from the abbey brewery

From the farmyard, Marco Broeders points to the two pointed brick towers of the Koningshoeven Trappist Abbey, which is located on the other side of the street. Surrounded by trees, they reach up into the sky. Two crosses shine on their slate grey roofs. Right below there is a clock on each side of the tow-

er; their black faces are decorated with golden hour marks and hands. "Today, the La Trappe Brewery belongs to the beer producer Bavaria, but it is still run by the Trappists. The La Trappe brand has also been kept," he explains. The monks still do not do any farming to this day. But they are connected to farming indirectly. They sell spent grains to bull fatteners, which the Broeders deliver. A part of this by-product of beer brewing goes to Henk Broeders's bulls.

More at www.broedersfourage.nl



THE BEER OF THE TRAPPISTS

To be allowed to call itself "Trappist beer", a beer must be brewed within the walls of a Trappist abbey under the supervision of monks. Such are the rules. The La Trappe brand beer from the brewery in the Koningshoeven Trappist Abbey is brewed according to its own specially developed recipe. Furthermore, the monks only use natural raw materials, such as hops, barley and yeast. Even the water comes from their own well. Five special beers are offered under the "La Trappe" brand: they are called Blond, Dubbel, Tripel, Quadrupel and Witte Trappist. Each has its own special flavour and special qualities. That comes as no surprise. The Koningshoeven Abbey Brewery in Berkel-Enschot, Netherlands, is one of only seven Trappist breweries in the world and their beers are therefore of special excellence.



Marco Broeders at the filling station at the La Trappe Brewery.

Intelligent connection: Lower costs with Fendt Variotronic



Resource-saving, cost-effective, high-quality and higher yield operations – the demands on farming are continually climbing. To meet them, agricultural enterprises have been relying more and more on precision farming.

The AGCO Corporation has developed the Fuse® Technologies strategy for this. It provides agricultural enterprises with seamless integration and connection of their entire fleet. This includes the Variotronic operating interface, which includes the applications VarioGuide, VarioDoc Pro, SectionControl, Variotronic^{TI} automatic and ISOBUS. Modern agricultural enterprises like the Westfarm GbR in Geilenkirchen, Rhineland, demonstrate how they are successfully implementing these technologies.

»We know that without VarioGuide we have overlapping of up to ten percent.«

A Fendt 724 Vario moves along a dead straight track on the field with a seed drill. The sun is shining. "The weather report, however, says it will rain." That is why the sugar beets have to be sowed quickly. Five years ago, Willi Jaeger, farmer from Geilenkirchen in the Rhineland, together with Max Spies, owner of the Hall Estate Management, founded the Maschinengesellschaft Westfarm GbR. The Westfarm's agricultural machinery is not

only used on their own fields, but also for cultivating areas for other farmers. Overall, they cultivate 650 hectares with sugar beets, maize, potatoes, wheat, spelt, barley, oilseed rape and silage maize. Chicory for the processing industry also belongs to the farming programme.

"We agree upon all the working procedures together. But we are always thinking about how to make things run even better," explains Willi Jaeger. For this reason we decided to buy three new Fendt tractors from the 700, 800 and 900 Vario series a year ago. "Fendt tractors are always up-to-date, very modern, perform all kinds of work, and a Fendt tractor cab is a really cool workplace," he says. "However, a very demanding one! In order to really take advantage of all the technical possibilities, we provided all of our employees with training at our agricultural machinery dealership Willi Becker, Würselen." The Fendt sales partner Willi Becker, who is also a member of the RTK-Verbund Rheinland eG, also gave thorough instructions when the tractor was delivered to the farm. Jaeger's experience: You don't have to be able to do everything at once. It is important to learn how to figure out the necessary details, when it becomes necessary.

The 724 Vario is the ideal all-round machine for Willi Jaeger. It is ideal for use in the countless dif-



Farmer Willi Jaeger (left) and Josef Frey, Manager of the Hall Estate Management. The Westfarm GbR has been using three new tractors for cultivating the 650 ha, which are equipped with VarioGuide RTK, VarioDoc Pro, Variotronic^{TI} automatic and SectionControl. In their opinion, the investment has really paid off.



Drilling sugar beets: Willi Jaeger is checking, if the seeds have been drilled deep enough and the spacing is an even 20 cm.



On his computer in the office, Willi Jaeger can see the boundaries that he drove with his Fendt tractor, equipped with VarioGuide, and recorded via GPS and RTK correction signal. The data is sent from the Fendt terminal via the mobile network to the computer.

ferent intensive cultures, including chicory, oil-seed rape, potatoes, sugar beets, but is also well-suited for the hybrid propagation of barley. High precision is required here. That is why the tractor also has a whole row of operator assistance systems on board: the automated steering system VarioGuide RTK Ntrip, Variotronic^{TI} automatic, SectionControl and VarioDoc Pro.

Savings of 50,000 euros per year through Variotronic

Can you already tell if these extras pay off? Willi Jaeger calculates: "We know that without VarioGuide we have overlapping of up to ten percent. With a working width of six metres that amounts to 50 to 60 cm. Or, on a total area of 500 hectares about 50 hectares per implement that is worked twice in every season! Ten percent savings through the use of VarioGuide are already about 50,000 euros saved every year." Jaeger makes the same calculation for the input costs. For his farm, they are about 600 to 800 euro/ha.

Through the use of Variotronic, he also saves ten percent here. That is 60 to 80 euros per hectare and year. The use of SectionControl also pays off. SectionControl prevents double treatment when working with a sprayer, fertiliser spreader and precision seeder. It reduces the quantity of operating inputs by two to five percent. "That alone convinces us that our investment in the Variotronic will pay off very quickly," he concludes.

No need to search for boundary lines

Not included in these calculations are the so-called "soft" factors, such as less stress on the operator or the environmentally friendly working process: fewer passes ultimately mean lower diesel consumption. In addition fertiliser and pesticides are only applied in the quantities that are required. Another advantage that Willi Jaeger, who farms relatively small-structured areas, names: during spring cultivation work, he used to spend a lot of time searching for the boundaries of his fields. I always had to look for the bound-

ary stones. "Now we can save the boundaries of the field in our computer. We use the RTK system for correction. Thanks to the correction signal, we can work very precisely. Once a track is created, it is always in the same place. We can use them over many years. That makes work much easier compared to before. Instead of having to first determine the boundaries, we can now just drive off and work."

VarioDoc: "Data transfer completed successfully!"

Most areas lie immediately at the operating site. They have sprinkler irrigation. But the soil on the field where sugar beets will be seeded today is clayey with a high share of humus and puts its demands on the farmer. "We want the greatest possible accuracy. Only then can we raise the potential of the soil," says Willi Jaeger. Precision and modern technology – in regions with relatively small parcels, this can only be realised through cooperatives and with it, high utilisation. Connected with this is naturally also a high efficiency of the tractor and the operators.

What is also important for Willi Jaeger is: that because he has been connected with farming since he was a child, he knows from his own experience, how important it is to handle soil carefully. "We have been cultivating the same fields here for a very long time. That is why sustainability is not some kind of newfangled thing for us, but a tradition that has been alive for more than 200 years. And every generation has new technical possibilities to handle the soil carefully."

On the terminal, the farm manager shows us why he appreciates the easy, logical operation of the Fendt technology. "Let's assume that we have just

finished seeding this field. Then I go to the menu item 'Job', where the task is saved. Here I can see that we have drilled 4.07 ha – of a total of 8.28 ha that are in the job. Now we have to enter whether we will stop working or just pause. Before saving, I check the data again, then the job is sent." The terminal now reports: "VarioDoc: Data transfer completed successfully." Jaeger knows: all information about his activities on this field can now be called up from the office. There he can import the data

»10% savings through the use of VarioGuide are already about 50,000 euros saved every year!«

into the field database – that's it.

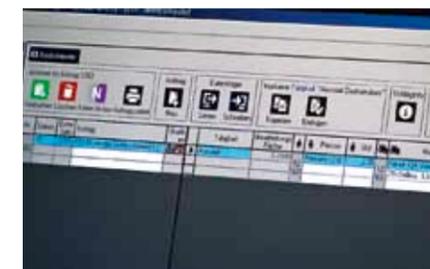
How does Willi Jaeger use the data logged on the tractor in his office? "I log in to my field database over the internet. The master data is stored there, the work journal. With the 'On-board computer' button, I open a menu with the sub-item 'Read data carrier'. I can call up the data that was saved in the field there with VarioDoc. All the jobs are displayed, sorted by date: operator, size of the area, working time, machine and quantity of seeds. That is simply perfect!", exclaims the farmer enthusiastically.



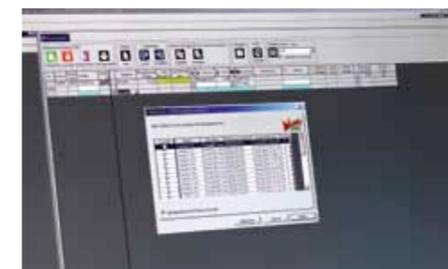
You will find more photos and information at www.fendt.tv



Fendt Terminal, VarioDoc, main page: The field to be worked and the waylines can be clearly recognised in the lower quarter of the terminal. The machine, operator, field, type of crop and the operation are documented on the right side in the main menu. After the work has been completed, the data are sent to the office computer.



Office computer, VarioDoc Pro: from his office computer, Willi Jaeger goes into the field database through the internet, logs in and can then access the main menu. This is where the master data, such as the work journal, is saved. By pressing the button "On-board computer", he can select and activate "Read data carrier". The completed jobs are listed, sorted according to date.



Selecting a job shows the associated data: Field "112 • 01, An der Schlossruine - 01", Operation: seeding, operator, machine used, size of field, time and the quantity of seeds.



The standardised pink chains can withstand forces of up to 20 tonnes.

We test under extreme conditions

In March of this year, Fendt put the most modern roller test bed in the world into operation after a year of construction. Now complete vehicles can be better optimised for work under extreme conditions. The agricultural equipment manufacturer from Marktoberdorf is now equipped to develop and build fuel-efficient, low-emission agricultural equipment for the future.

Whether driving on the road or working in the field, all vehicle operations can be simulated on the new full-vehicle test bed. The machines are put on large moving rollers, which can be set with different loads. There is an additional connection to a PTO and hydraulic test bed, so engineers can simulate any implement in the test bed.

1,000 tonnes of concrete – the structure

The vehicles stand on four smooth steel rollers, each with a 2m diameter, which are driven or braked by electric motors in the basement. To ensure stability, some 1000 tonnes of concrete went into building

“We can load 15 t per axle and pull down another 15 t per axle.”

the fundament. “We can load 15 t per axle and pull down another 15 t per axle using a pull-down device with ratchet straps,” explains Bernd Rückert, Head of the Vehicle Test Bed Team. “This allows us to simulate the conditions of real ploughing operations. By pulling down, we can simulate the tractor’s own weight and the downward pull of the plough on the rear axle.” The maximum pulling power per wheel is currently 60 kN, i.e. a total of 240 kN of pulling power. Comparison: A Fendt 939 Vario has a maximum pull-



The distance between the axles can be adjusted from 2 – 6 m, which ensures that all tractors can be tested – from the 200 Vario to the 1000 Vario, and even more in the future.





In the background: The honeycomb-shaped supply nozzle blows air into the testing room, creating laminar (without turbulences) flow of up to 20 km/h.



ing power of approx. 120 kN. "Even tractors with more than 500 hp, like our Fendt 1000 Vario, are no problem for the test bed," says Bernd Rückert. "On the roller test bed, it is all about traction – that means, how do I bring the power from the tractor to the rollers, in other words, transfer it to the road or the soil. That is crucial for farmers." Even the Fendt forage harvester or combines can be tested on the full-vehicle test bed. They may have higher engine power, but the wheel power is not as high as on tractors.

320,000 m³/h air volume - the ventilation system
Another major feature of the system is a climate control system, which maintains a constant room temperature through the exchange of a large volume of air – 320,000 m³ per hour. A supply nozzle upstream of the test machine, has a 4 x 4 m honeycomb shape and ensures uniform, laminar flow along the vehicle. This unique climate control system, can simulate both cool temperatures as well as hot climate conditions of up to 45 degrees Celsius. "We now have the ability to test extreme weather conditions in Marktoberdorf," says Rückert. "For example, extreme situa-

tions exist in Southern Italy: I drive forward slowly and have a high outside temperature and a tailwind. The fan wants to transport the hot air towards the back, but cannot move it away. The engine heats up

Climate conditions up to 45 degrees Celsius

to a maximum. We can simulate that here. We turn the tractor around on the test bench, can put a maximum load on it in this driving direction and blow air from behind. We are creating heat build-up in the cooling system." The test results will flow into the development of new design stages and can be taken into consideration before the Fendt tractors go into field operation. With the new full-vehicle test bed, Fendt is well-prepared for the future. Fendt engineers can now design the complete vehicle even better and optimise it specifically for extreme climate zones. An important step for the further successful internationalisation of the Fendt operations.

The first Katana in Switzerland

Contractor Bruno Näf from Buckten is open for new technology. He bought a Fendt Katana 65 in the autumn of last year – the first Fendt forage harvester in Switzerland. And he has already visited the “birthplace” of his Fendt forage harvester.



Experience the Katana production live –
A visit to the AGCO works in Hohenmölsen.

“We were not satisfied with our old forage harvester and wanted to replace it,” remembers Bruno Näf. “We tested different brands. In the summer of 2014 we tried the Katana 65 for chopping grass.” After two days of test operation, it was clear to him and his son Lukas that the Fendt Katana 65 offers more than they had expected.

In the autumn of 2014, the Swiss contractor used the new machine for the first time in maize. Then the grass harvest in spring 2015 was added. The first conversion of the header from maize to grass was done together with the GVS Fried AG, which also provides Bruno Näf with service.

“Most of all, I like its power, good chop quality, handling when driving and the drive system with the ECO-Power mode,” says the 53-year-old, summarising his experience. “This helps us save fuel. Furthermore, the cab offers a good overview and the operating elements are very well arranged.”

Bruno Näf is already familiar with the operating philosophy of the Fendt Katana 65 from the Fendt tractors. His fleet comprises Varios from Marktoberdorf. Of course, the interested Swiss has already toured the modern Fendt factory in the Allgäu. So it was clear to him that he also wanted to get to know the



Service with quality – contractor Näf:
Lukas Näf (centre) and Bruno Näf (right).



First maize operations of the
Fendt Katana 65 in Switzerland.

production site of his new 650 hp forage harvester. His Fendt dealer, the GVS Fried AG, organised a visit to the AGCO factory in Hohenmölsen. He took the bus and headed 700 kilometres northwards. “Our whole team was enthusiastic about this trip,” remembers Bruno Näf about the visit in February of this

»Most of all, I like its power,
good chop quality, handling
when driving«

year. “You can see how clean and fully concentrated everyone works there. After the visit, we were more than convinced that we had made the right choice with the Katana 65.” And because Bruno Näf is interested in new things, he also toured Leipzig, the largest city in Saxony, which is only a half an hour away. In the late summer, contractor Bruno Näf and his three permanent employees as well as eight seasonal workers had their hands full of work. “My customers quickly recognised that the Katana does not damage the grass sward in the meadows, due to

ASR, which is very important in hilly terrains. The chop quality is also convincing. The uniform chop lengths in grass makes it easier to fill high silos with the forage blower. There was also positive feedback from customers regarding maize. The V-Cracker produces convincing fodder quality for maize. We are convinced that the Katana 65 can be used in different kinds of terrain and, in size and performance, is a suitable machine for Swiss contractors.”

THE BASEL REGION

Bruno Näf lives in the Upper Basel region in the Northern Jura Mountains. The region transitions from flatland (330 m), to pre-alpine hills, and up to mountains (900 m). The parcels are primarily small structured with an average of one or two hectares. Fruit and a great quantity of cherries are produced in the region.

5 stars for open communication spaces

A bright and sunny day and a blue sky do not actually belong to the requirements of a certified Fendt business. That is not why the agricultural machinery centre of the ZG Raiffeisen Technik GmbH in Aach-Linz/Pfullendorfer received a 5-star rating from AGCO. Still, this weather makes for a good first impression. Entering the yard, one immediately sees that everything is tidy, the rooms are friendly and bright, the range of products is well sorted and the large workshop building is well equipped. And then there is something here that is cannot be bought: the employees enjoy their work.



The workshop area covers 556 m², the sales room with Agrishop is 200 m².



From right: Georg Baumann, Managing Director of the ZG Raiffeisen Technik and Markus Blender, Branch Manager of the ZG Raiffeisen Technik GmbH in Pfullendorf.

“When we decided to build the new centre, I got together our young workshop supervisors to assist in developing new, practice-oriented standards for our branch offices,” explains Georg Baumann, Managing Director of the ZG Raiffeisen Technik. “For me this also includes spaces that offer opportunities for open communication, as well as an adequately large area for expansion.” In April 2013, after nine months of construction, the new agricultural machinery cen-

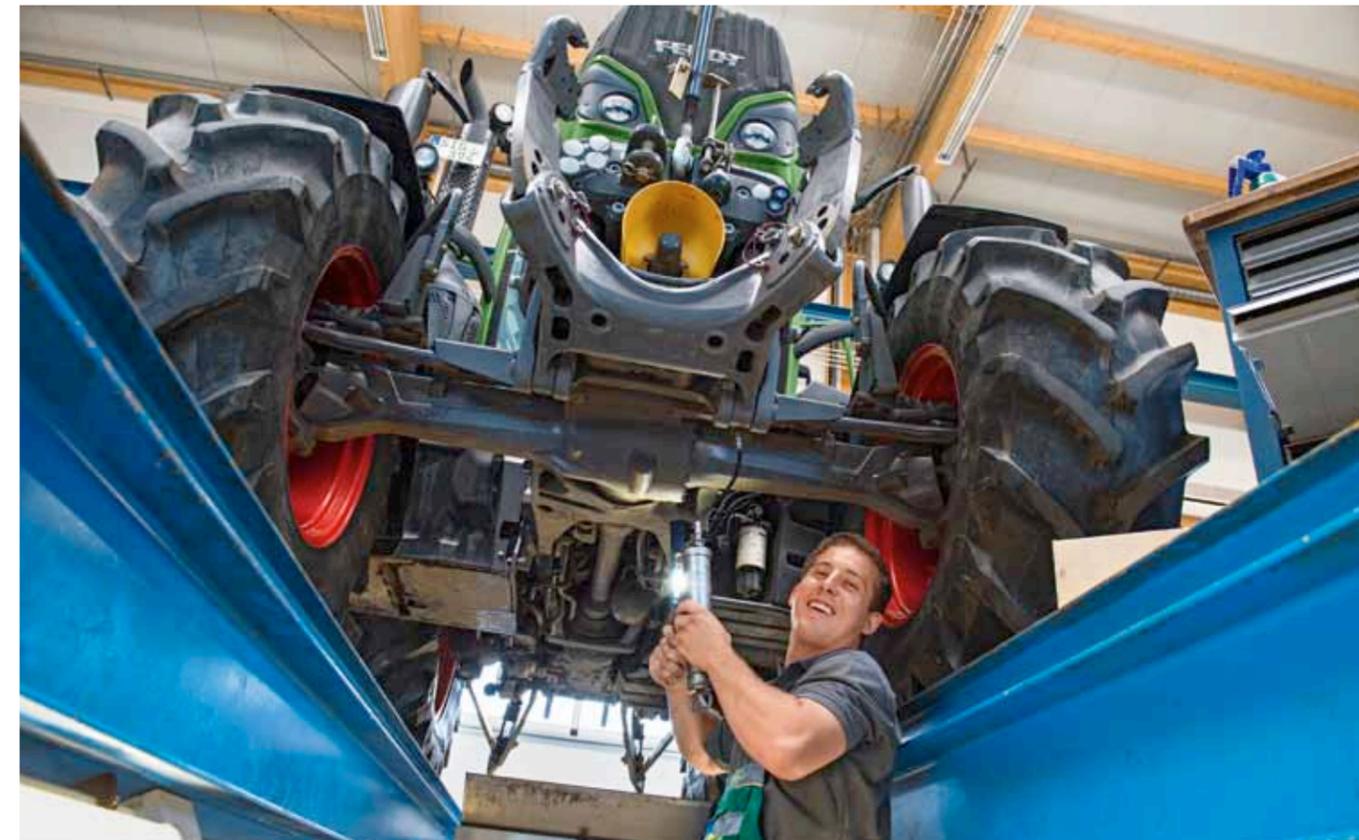
tre opened its gates. The new building, located near the main site, became necessary in order to be able to serve customers in the best possible way in the future. The construction work was performed by around 20 regional construction companies. In addition, the focus was also on sustainable construction, e.g. through short transport paths. The wood for the construction, for example, came from the region and did not need to be shipped great distances. The outdoor area is also generously sized, so that even large machines can be manoeuvred with ease.

The workshop covers an area of 556 square metres and the sales room with Agrishop 200 sqm – plenty of space for customers and their wishes. The ZG Raiffeisen Technik GmbH invested a total of two million euros in the new agricultural equipment centre.

“Naturally, we also discussed what we need for the new location,” says Georg Baumann. “But it quickly became clear that today a modern business must

»What counts for our customers is simply how fast and how well the dealer does the work.«

have the appropriate special tools, diagnostic devices, etc. on hand for professional farmers. What



The workshop pit is designed for an axle load of up to 20 tonnes.

AGCO'S 5-STAR CERTIFICATION

The agricultural equipment company, the AGCO Corporation, has been certifying its dealers with up to five stars since 2009. This rating includes customer benefits, such as highly trained specialists, special tools in the workshop, an extensive spare parts stock as well as a fully equipped workshop vehicle for on-site repairs. The benefits of the particular branch office also go into the rating. These include, for example, the motivation of the staff or documentation of business performance, which can be reported to customers.



Farmer Hubert Müller has a mixed farm with a biogas facility, pig fattening and poultry.



Fully equipped workshop vehicle for repairs on location.



Personnel with first-class training: "To go for master craftsman certification was a personal decision. I have the opportunity, to further develop my professional knowledge and career, also in regard to a higher position in the future." (Martin Gomringer)



The new workshop hall is bright and offers a lot of space.

counts for our customers is simply how fast and how well the dealer does the work." Farmer Hubert Müller has been a customer at the ZG Raiffeisen Technik in Pfullendorf since the very beginning. "Our farm is 8 km away. The old branch office was only 4 km away," explains Müller, however, that does not scare him away. "With the move to the new premises, the know-how has also grown through the technical equipment. The workshop is ideal. The new rooms also have a great ambience. The team is top notch. I get along well with all of them and receive excellent support. When I call them up, they are always ready to help me." A new roller brake test stand, an assembly pit as well as a large workshop crane make the work easier for the workshop staff.

»When I call them up, they are always ready to help me.«

The three trainees are young, highly motivated employees. "We have a farm at home," explains Michael Dilger, trainee in his 3rd year. "When I was a kid, I really liked to help repair things at home when something broke. Technical things just interest me!" Jonas Müller, in 2nd year training, adds: "Agricultural machinery interests me, because it is not only about nuts and bolts, you also need to know about electrics and hydraulics." The Agrartechnikzentrum Pfullendorf has stocked a sufficient supply of spare parts in its two-storey parts warehouse. "During the harvesting time, in particular, we must help our customers quickly," explains the branch office manager Markus Blender. "Our promptness, continuous service availability and, not

least, the great motivation of our employees are what make our business a success." Customer Hubert Müller can only confirm this statement. He has four Varios of his own and expects outstanding service. "When I leave a machine here, I want the fault to be remedied and that it works afterwards. The repairs here are done quickly, because the workshop keeps the replacement parts in stock." He has a concrete example for this: "We mowed grass last Sunday. The front mower broke down at half past seven. I called the emergency service number and at eight, a ZG employee was already in the farmyard. I immediately received a replacement mower and was able to start working again immediately." For this operational reliability combined with expertise, commitment and outstanding technical equipment, the Agrartechnikzentrum of the ZG Raiffeisen Technik GmbH in Pfullendorf received the first 5-star rating in Germany from the AGCO Corporation.

We will also present such positive examples of dealers in the upcoming issues.



Customers profit from the well-filled spare parts stock.



Thanks to technology: Harvesting Special

Combines, forage harvesters and balers – they come onto the field when farmers drive in the harvest. For the Agritechnica 2015, Fendt presents the E-Series combines, Katana 65 and 85 forage harvesters as well as the Fendt big baler with new features. We will already reveal to you today, what you can experience in Hanover in November.



Fendt Katana 65 with new features



Since its market launch in 2012, more than 200 Fendt Katana 65 forage harvesters have been sold on the market. This year, it was launched on the Spanish and Czech markets. It is now available in 13 European countries and has been in successful operation there under different operating conditions. In addition to compliance with the new Tier 4 final emissions standard, the forage harvester has been further optimised in response to the constantly climbing demands of the markets.

The Fendt Katana 65 is convincing, above all through its crop flow components, and produces the best chop quality. The unique swinging frame directly on the intake, six feed rollers and infinitely adjustable control does an excellent job of compressing the crop on the way to the cutterhead. Furthermore, the Katana 65 still has the largest cutterhead on the mar-

ket – now alternatively with 20, 28 and 40 knives. And it has a full line of headers for all applications (maize, grass and WCS headers). The Visio5 cab is distinguished by high ride comfort as well as the unified operating concept, the Fendt Variotronic. The automatic shearbar adjustment as well as knife wear can be displayed in the terminal.



Fendt Katana 85 with WCS header

Optimisation of vehicle design

Regarding vehicle design, the panelling and frame of the Fendt Katana 65 were optimised to reduce the weight of the machine. Furthermore, the tank design concept was also revised and can now be optionally equipped with a silage additive system, which is easily accessible and can be controlled and monitored from the terminal. Accessibility to all major components is also crucial for daily maintenance and clean-

Tank concept now optionally available with a silage additive system.

ing. The design of the Katana, with its longitudinally mounted engine, is still ground-breaking here. Optional LED lighting packages are now available for the entire vehicle, such as LED maintenance lighting all the way around the vehicle. The back of the forage harvester has been redesigned and now offers generous storage spaces for tools and fast access to the batteries.



NEW PRE-OWNED MACHINE PROGRAMME ALSO FOR THE KATANA

Fendt is introducing a certified pre-owned machine programme for all of its machines, including the Fendt forage harvester. Authorised Fendt dealers check the machine thoroughly and offer the refurbished and certified pre-owned machine with a one-year Fendt warranty.

Benefits for customers: They get an attractive used machine, which holds its value and includes a transparent breakdown of its condition and history. Furthermore, customers have the option of extending this OEM warranty.



New, extra wide and extra high front tyres with widths up to 900 or 42 inch rims (for example, 900/60 R38 with a diameter of 2.06 m or 710/70 R42 for an outer width of only 3.2 m) make the Katana 65 predestined for all operating conditions.

New, lively MTU engine

The Katana 65 is equipped with an MTU 6R 1500 engine with a 15.6-litre displacement and 460 KW/625 hp starting with the Agritechnica 2015. The engine has enhanced maintenance-friendliness and is more durable and easier to care for than its predecessor. A revised engine installation as well as a completely new cooler unit make it ready for the most adverse harvesting conditions.

The oil change interval was increased from 250 hrs to 500 hrs, which halves the maintenance intervals and also saves time and costs amounting to 1 euro per operating hour.

Furthermore, the turbo-compound system now has a higher efficiency, which reduces fuel consumption and ensures more power without extra fuel consumption.

Further development of the diagnostics and setting options

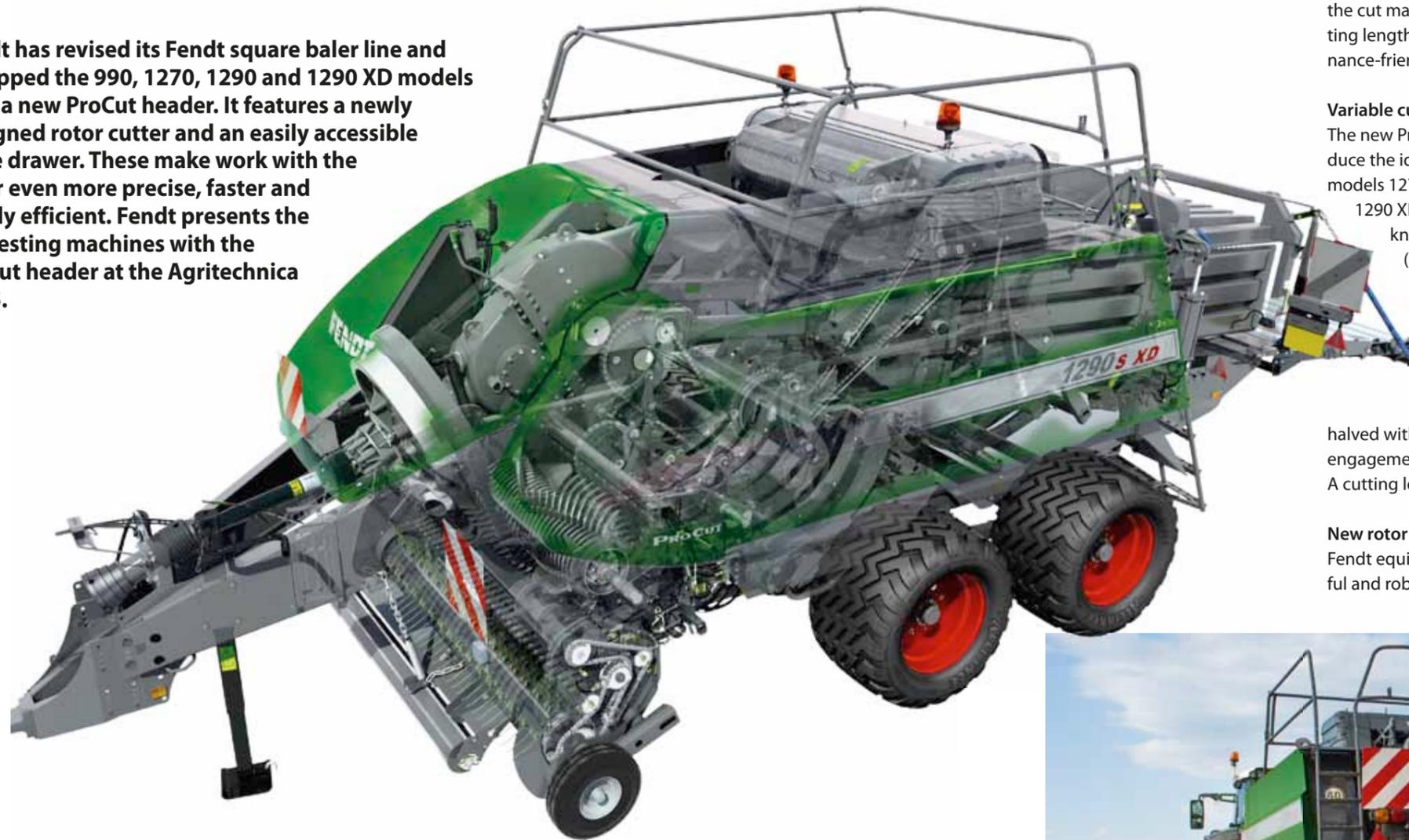
The Fendt Katana 65 features a unique hydraulic system with a high self-diagnostic capability, which can be called up directly on the terminal. The already excellent diagnostic capacity of the forage harvester has been enhanced with additional parameters.

Series production start of the Katana 85 with new V-Cracker

The larger 850-hp Katana 85 also went into series production with the new emissions standard Tier 4 final. Pre-tensioning with springs, and thus more progressive power take up, means the cracker can split the kernels even better. The new V-Cracker is now also available for the Katana 65.

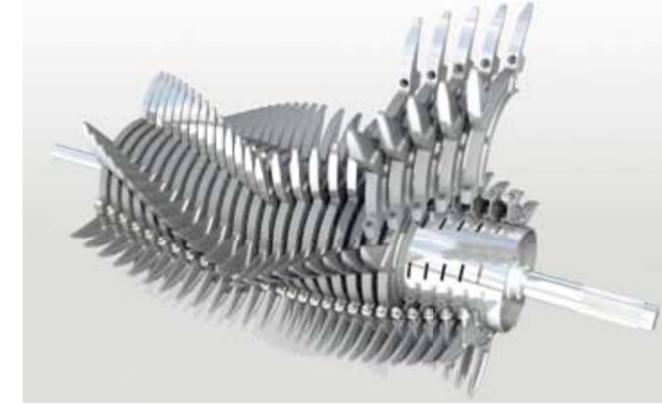
ProCut – and the cut is just right

Fendt has revised its Fendt square baler line and equipped the 990, 1270, 1290 and 1290 XD models with a new ProCut header. It features a newly designed rotor cutter and an easily accessible knife drawer. These make work with the baler even more precise, faster and highly efficient. Fendt presents the harvesting machines with the ProCut header at the Agritechnica 2015.



Based on decades of experience in development and production, the Fendt square balers are distinguished by their robust and durable design as well as high output capacity. When developing the next generation, the focus was always on further improving these positive properties as well as on operation and maintenance. In terms of their design and technical specifications, the Fendt square balers, which are produced in the AGCO manufacturing facilities in Hesston, USA, fit exceptionally well to the Vario tractors. All square balers are ISOBUS compatible without restrictions and can be operated through the Fendt Varioterminal 10.4" in Fendt tractors. The latest enhancements have further improved the quality of

the cut material, increased the variability of the cutting length and optimised operation and maintenance-friendliness.



The new ProCut header has a high output.

the cut material, increased the variability of the cutting length and optimised operation and maintenance-friendliness.

Variable cutting length can be set in the terminal
The new ProCut header has a high output. To produce the ideal lengths for straw and silage, the models 1270 (bale size 120 cm x 70 cm), 1290 and 1290 XD (bale size 120 cm x 90 cm) now have 26 knives instead of 19, and the 990 model (bale size 80 cm x 90 cm) now has 17 instead of eleven knives. With a full knife set, they produce a theoretical cutting length of 43.5 mm, for example, for short bedding material. Since every second knife can be put on a second track, the number of knives can be halved with the push of a button using the group engagement function for the knives in the terminal. A cutting length of 88 mm is possible.

New rotor cutter increases output and saves fuel
Fendt equipped its square balers with a very powerful and robust main gearbox for the best operational

security. The unique baling system, with a mechanically controlled pre-compression chamber, guarantees uniformly shaped, highly dense bales. The main bale chamber is responsible for solid compression. The new rotor cutter has a 650-mm diameter

The number of knives can be halved with the push of a button.

(+ 8.5%), a speed of 120 rpm (+ 13%) and six rotor tines per rotor ring, which ensures a high cutting frequency and thus increases the throughput rate, while keeping fuel consumption low. The v-shaped arrangement of the rotor tines sets up the crop for a perfect cut – with a uniform, efficient cutting process and no load peaks.

Changing knives in next to no time

The number of knives can be changed or knives can be replaced in a jiffy from the easily accessible knife drawer. With the aid of hydraulic group engagement of knives in the cab, the knives can be lowered easily. When in this position, the knife drawer can be pulled out with a handle. The double hydraulic knife protection, which secures the knives on both sides with two hydraulic cylinders, ensures safety. If necessary, the rotor tines can be unscrewed and replaced. The rotor tines are hardened with carbon, the knife with tungsten carbide and are therefore especially robust and durable.

The Fendt square balers are available with a new ProCut header and will be available on the market for the first grass cut 2016.



The new Fendt square baler has unlimited ISOBUS-capability.



“E” like ever-ready and effective

To be able to offer small and mid-sized agricultural enterprises highly efficient, powerful combines today and in the future, Fendt has decided to continue to optimise the Fendt 5225 E and Fendt 5185 E combines series to meet the continually increasing requirements. This also includes the modern AGCO POWER engine, which complies with the latest emissions standard through the use of SCR technology. This engine technology protects the environment and is designed for the lowest operating costs.





Optimisation 5225 E combine

The long service life of the efficient, sturdy and operator-friendly 5225 E combine means high seasonal performance and reliability. The machines in the "small" Fendt combine series offer straightforward operation, as well as convincing technology and impressive power. Many components, such as the threshing unit or the straw walkers, have been adopted from the high-performance ranges and offer superior threshing quality and operational reliability in the Fendt E-Series. In addition to low repair costs, an excellent resale value secures the high profitability of the combine. Important components include the double turns made of chrome steel at the ends of the augers, the modular design of the table and elevators, which allow easy replacement of individual parts, as well as slip clutches that offer protection for the individual components.

PowerFlow and FreeFlow tables

Whether FreeFlow or PowerFlow table – both systems make a good cut when it comes to uniform crop feed and a high output. The Fendt PowerFlow table, with a working width of 5.50 metres on the 5225 E, offers great advantages, especially when working with different types of crops; for example, it features an active crop flow.

Flexibility: The FreeFlow table with working widths from 4.80 m to 7.60 m.

Fendt offers even more flexibility with the FreeFlow table with widths ranging from 4.80 m to 7.60 m. The table is equipped with a large diameter auger, Schumacher cutting system as well as a low maintenance hydraulic reel drive and is a low-cost alternative to the PowerFlow table.

Speeds up the harvest and is gentle on the grain

Whether you are harvesting grain, oilseed rape or maize – the large, high capacity 600-mm threshing cylinder in combination with the large concave area guarantees intensive, but gentle, threshing and separating. With one of the largest concave areas in its power class, the new generation 5225 E combine drives in large harvest volumes in the shortest time. In addition to the sturdy standard concave, a sectional concave is available as an option to permit flexible changeovers, for example, when going from grain to maize harvesting.

New styling

The design of the operator environment is decisive when it comes to getting the best performance out



Fendt 5225 E with a powerful AGCO Power 6-cylinder engine.

of the machine. The new comfort cab with the Skyline roof on the Fendt 5225 E combine offers plenty of space and, through the glazed areas and large side mirrors, it provides an optimal view to the table, the stubble and sides of the machine. Grain tank and unloading auger are grey like in the high-capacity Fendt combines. Essential on long work days is a comfortable sitting position. The air-suspended driver seat offers maximum comfort and, in combination with the adjustable steering column, permits operators to assume a healthy sitting position at all times. The 5225 E is equipped with an air-conditioning system. The operating elements are ergonomically arranged. And thanks to the new multifunction lever, the operator has the machine under control around the clock.

SCR – economical and environmentally-friendly

The 5225 E combine is equipped with a powerful AGCO Power 6-cylinder engine, Tier 4 final. With a 7.4-litre displacement, common rail high-pressure injection system and 4-valve technology, it delivers a maximum output of 218 hp. Fendt relies on the fuel-saving SCR technology for compliance with the latest emissions standard Tier 4 final according to EU regulations. This significantly reduces the emission of particulate matter and therefore CO₂ emissions, lowers fuel consumption and prolongs engine life.

Optimisation 5185 E combine

Like the 5225 E combine, Fendt has also equipped the robust 5185 E combine, which is well suited for traditional family-run enterprises, with a new engine, the smaller 4.9-litre AGCO Power 4-cylinder engine with 176 hp. Fendt also relies on the fuel-saving SCR technology for compliance with the latest emissions standard Tier 4 final according to EU regulations for these combine models.

In addition to the standard concave, the harvesting machine is available with an optional sectional concave, which increases flexibility and guarantees a speedy changeover from grain to maize harvesting.

Styling in family look

Grain tank and unloading auger are now in grey like on the high-capacity Fendt combines and the 5185 E sports the family styling of the Fendt combine. The 5185 E is equipped with an air-conditioning system and a new multifunction lever. The new control display provides operators with the best overview.

The new Fendt 5225 E and Fendt 5185 E combines will be fully available for the Harvest 2016.

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Fendt
Variodrive | Fendt 1000 Vario | 380 - 500 hp | 279 - 368 kW

The first standard tractor in this performance class that delivers 500 hp to the ground: Fendt 1 000 Vario.

The first tractor with the low speed concept for all components – for maximum torques up to 2,400 Nm already at 1,100 rpm – *Fendt iD*. The first drive train with variable all-wheel drive for 100% traction and 10% smaller turning circle through pull-in turn effect – *Fendt Variodrive*. The first of its kind where transparent, connected services increase your operating efficiency in real-time – *Fuse Connected Services*. Be the first, too: Agritechnica, Hall 20, and at your Fendt dealership starting 2016. **Fendt 1000 Vario. German Meisterwerk.**



Fendt is a worldwide brand of AGCO.



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