

DAIRY SPECIAL ISSUE



INVESTING IN THE FUTURE OF DAIRY FARMING

T H WHITE Head of Dairy NIGEL ELLIS, reflects on developments in dairying, profiling some of the installations carried out in 2019 and introducing key members of the T H WHITE Dairy team...

In the two years since Nigel Ellis took over as Head of T H WHITE Dairy the milk price in the UK has remained volatile. Nevertheless, dairy farmers have continued to invest strongly in their businesses and Nigel is determined to offer customers the best service in the market.

"There are many dealers out there competing to sell equipment and parlour installations, but at T H WHITE we believe that farmers need far more than that from their supplier," says Nigel. "Our whole approach is based on long-term relationships, working with the farmer from the outset to ensure that what he is purchasing is right for the demands of his business, designing the installation to operate in the most efficient way, coordinating the build and installation and then making sure everything works as planned."

"Beyond that we will deliver servicing regimes appropriate to the equipment to keep everything running smoothly, and if something does go wrong we are on call 24/7 to get your dairy back in action as fast as possible."

To sustain this promise T H WHITE has not only increased the numbers working in the dairy

Top: The DeLaval VMS Voluntary Milking System broke new ground for increased yields, better cow health and greater profitability.

service department but has been instrumental in designing training packages to bridge the skills gap in the Dairy sector and entice newcomers to its sophisticated technology (more about this next month). Investment has also been made in the latest DeLaval VPR 200 diagnostic system which enables the technician to scan all the components of a dairy installation and instantly review which are functioning at their best and which may require servicing or other attention.

"Our Dairy Van service is an added benefit too, maintaining regular contact with our Dairy customers and keeping them supplied with consumables and new products that can help their businesses."

Nigel's view of the road ahead is clear: "The key to the future success of the dairy industry undoubtedly lies in new technology. Milk prices are unlikely to rise sharply and labour is increasingly harder to secure, so the best way to survive and expand is through efficiency, volume and automation."

"Some of the best solutions today are available from our dairy partner DeLaval. You will read in this special Dairy edition of White's World how traditional twice-a-day milking can be increased

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11 PAGES OF DAIRY CONTENT, PLUS...



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News and information from the T H WHITE Group

T H WHITE GROUP

DAIRY



Continued from front page
to three milkings through the use of robotic milking stations. At the same time monitoring and analysis systems such as Herd Navigator™ can make a remarkable difference in the control of mastitis or the detection of fertility. All the data collected from each cow can also be processed by the DeLaval DelPro™ application and presented as accurate and clear information leading to better health in the herd and helping farmers to make informed decisions for greater profitability. “For larger dairy farms we have seen the development of refined rotary milking systems. The DeLaval E100 and E300 rotary models show the way with their ability to handle large herds at each milking, all in speed and comfort for the animals.”

Above: The T H WHITE Dairy team gathered in December at the Y-Farms Partnership near Shepton Mallet to celebrate more than seven years of successful operation of the DeLaval 64-stall rotary milking parlour.
Below: Territory covered by T H WHITE Dairy, recently enlarged to include Oxfordshire and Warwickshire, further strengthening the relationship between DeLaval and T H WHITE.



Augmenting the technology coming from DeLaval, T H WHITE also offers the unique AirWash Plus automatic dip and rinse system – the only one compatible with any cluster and any liner. “It all adds up to a proposition that enable us to fulfil our purpose of helping customers to get the best from innovation and technology for generations,” Nigel concludes. We hope that you will find much of interest in the Dairy pages of this special issue. If you would like to know more about any of the technologies and solutions featured here, our dairy specialists are ready to help. Just call the Dairy team on 01373 465941 (Frome), or 01452 830303 (Huntley). If you prefer, you can contact Nigel on 07860 247367 or email nigel.ellis@thwhite.co.uk.

DAIRY HIGHLIGHTS FROM 2019

Matt Kingston, Tresham Farm, Wotton-under-edge
DeLaval 32x32 Fast Exit with feeding, AirWash Plus and backing gate.



“It’s such a great place to work!” So said Matt Kingston, standing in the vast new purpose-built shed which houses the family farm’s new DeLaval 32x32 fast exit milking parlour at Tresham, near Wotton-under-Edge. “The old parlour dated back to 1972 and despite having been updated to a DeLaval herringbone installation in 1994, it was a dark, cramped place to work. It got very hot in there which wasn’t so bad in winter but was a nightmare in the summer,” he said. “To be fair, the building wasn’t really large enough for the parlour which resulted in it being very cramped for the cows – they would sometimes step backwards in the milking stall, miss their footing and put a hind leg down onto the equipment. That was distressing for the animals and could often cause damage to the parlour – you had to really watch what was happening.



“It got to the point where I would come in after morning milking, slump into a chair and ask myself if I really wanted to be doing this.” By 2016 the Kingstons decided to address these issues head-on, not only with a new parlour, but also a spacious new shed to house it. With a 105ft roof span the new shed took the best part of two years to plan and build. “It was certainly tricky getting the huge steel components on-site,” Matt recalls. “They were far too long to be brought through the village on a vehicle so they had to come across the fields on a trailer. Even then they had to be raised to clear obstacles each side!” At Tresham Farm they are currently milking 250 cows, but there is the possibility of increasing the herd to 300 in the near future, or even 400 in the longer term. “We considered all the options for the new parlour. We didn’t think robotic milking would be the best solution for our size of operation, but we did consider rotary. Of course, that’s another step up in cost and with a rotary there is less opportunity to monitor each cow – once you have attached the cluster she has gone, whereas in a traditional parlour you have a little longer with each animal when you can tell if something is not quite right.” Following discussions with Matt, T H WHITE’s Dairy team designed the new parlour and work began on the installation in the new shed in late 2018. Tresham Farm’s contract for milk supply to Sainsburys has always meant that efficient milking and immaculate hygiene

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	Marlborough	01672 512328	
	Frome	01373 465941	
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standards are at the top of the list and the new parlour incorporates feeding, a backing gate, an auto-sort gate and – importantly – AirWash Plus. “I wouldn’t be without that now,” says Matt. “It keeps mastitis closely under control and, together with the new automatic foot bath, helps to ensure that everything is clean and healthy.” When we made a follow-up visit to Tresham in December, the new parlour had been in use for just over 10 months and everything was as scrupulously clean as the day it was commissioned. It’s no wonder that Sainsburys have held meetings there for their producers; it’s a real credit to the Kingston family who are playing an active part in keeping British milk production standards at an exemplary high level.

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DAIRY



Hann Farming, Rodden Down Farm, Frome
Four DeLaval VMS Classic voluntary milking units, Herd Navigator, DeLaval OptiDuo, robotic scrapers, 20,000-litre silo.

Martin Hann has followed in family footsteps as a lifelong dairy farmer. His father moved to Rodden Down Farm outside Frome in the 1960s, and now Martin, his wife Susie and their son Ryan have embraced robotic milking technology as part of a major upgrade for the future.

The new installation, which has been in use since April 2019, is truly impressive, featuring an expansive new shed, four DeLaval Voluntary Milking System (VMS) milking stations supported by DeLaval Herd Navigator software, a 20,000 litre feed silo, a pair of DeLaval OptiDuo auto feeders and robotic scrapers.

The Hanns have recently increased the number of cows being milked to



Susie and Martin Hann

just under 200 and there are plans to expand further to around 240. Based on a nominal figure of 60 cows for each VMS station, the new shed is set out in four sections, each with its own milking station.



The four DeLaval VMS milking units are housed in booths beneath the dairy office.

Before the upgrade Martin and Susie milked in a tandem parlour: "I always thought that was a good system and if I had to go back to more traditional milking I would probably choose a tandem again," he says, "but VMS technology has always attracted me. At first I wondered whether it would be suitable at Rodden Down as our cows spend time inside but are also free to graze on the surrounding pastures in the summer. Systems have moved on a lot in the last 15 years and we have put in



The DeLaval OptiDuo in operation at Rodden Down

automated pasture gates which allow the cows to come in and out as they wish; experience so far shows that they always return for milking.

"Now each cow is being milked on average 2.6 times a day instead of twice, with a consequent rise in yield. As you would expect, it has also made our lives a lot easier, giving us more time to attend to other aspects of the farm, but the real boon for us has been DeLaval's Herd Navigator."

This remarkable herd management system analyses milk samples to give detailed health and fertility profiles for each cow. It consistently predicts heats in the herd with a high degree of accuracy enabling accurate insemination. It will also detect clinical and sub-clinical mastitis up to three or four days before clinical signs are visible in the animals affected, as well as other health issues.

"Accurate identification of fertility has been a huge plus for us as it has meant we can keep the number of milking cows level throughout the year," adds Martin.

An intriguing item among the farm's new equipment is one of the first DeLaval OptiDuo robotic feed pushers in the UK. This battery powered unit follows a guidance cable buried in the concrete surface, using a twin-spiral rotating auger to remix feed and push it closer to the feeding rail without damaging or crushing the roughage. It can be programmed to work around the clock, meaning that cows have access to feed 24 hours a day. This allows heifers and lower ranked cows the same opportunity to feed, with less stress and competition from dominant cows.

With robotic scrapers added to the other new kit, Rodden Down Farm is well placed to compete effectively in the constantly evolving dairy industry.



Hugh Miles, Witham Hall Farm, Witham Friary
Two DeLaval V300 voluntary milking units

A few miles south-west of Martin Hann's farm, family relation Hugh Miles at Witham Hall Farm has also moved from a tandem parlour to robotic milking.

With 120 cows to milk Hugh opted for two of the latest DeLaval V300 Voluntary Milking System units which feature an incredible range of new technologies. A completely redesigned milking arm – which in many ways replicates actions of the human arm – incorporates DeLaval InSight™, a new and unique camera system. It learns and adapts to each individual udder, memorising the settings, eliminating the need for teat mapping and resulting in astonishing attachment rates of 99.8 per cent. The upshot is relaxed cows and efficient milking.

"We started to think about robotic milking because of the difficulty with labour," says Hugh. "The V300 units essentially replace one worker, but the challenge was more about the issue of finding people prepared to do the work these days."

Hugh runs the farm with his daughter Clare and wife Hilary, and is grateful for the easier working patterns that the VMS has created. "Clare and I share shifts and

because we no longer have to carry out the milking it means we can spend more time on all the other tasks around the farm. It has also given us more sociable working hours and I can monitor the whole thing from my mobile phone wherever I am. The system will even send me an alert if a cow has failed to leave the milking stall."

More than just taking care of the physical activity of milking, the V300 captures vast amounts of data at every milking, from every cow – even from each teat. This data is all processed, analysed

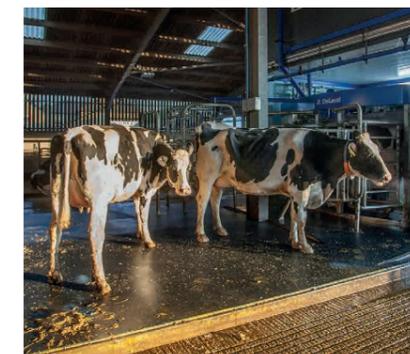
Hugh Miles and his daughter Clare with one of the DeLaval V300 robotic milking units which have improved milking and freed time for other tasks.

and delivered back in the form of simple visual reports. With a separate milk meter for each teat, the vacuum, pulsation and take-off are adjusted automatically, resulting in superior udder health.

The cows at Witham Hall Farm underline the success of the system; they are relaxed and calm awaiting their turn for milking, actually forming an orderly queue for the V300! Calmer cows are usually healthier cows with better longevity, productivity, reproduction and yield.

Although 'rule of thumb' suggests that one VMS unit is needed for every 60 cows, Hugh believes that is underestimating their capability. "Our yields have already increased since we moved to VMS and theoretically we should be at capacity milking 120 cows with two machines. But, looking at the milking patterns it's clear that each V300 could handle more – maybe even up to 70 cows."

Hugh's V300s have been at work since September last year. In March, when they have been in operation for six months, he plans to augment the system with DeLaval's Herd Navigator. "That will give us more control over fertility and will also reduce vet's bills, proving the worth of our investment."



The cows have adapted well to the new regime, forming an orderly queue for the DeLaval V300!

DAIRY

K J Osborne & Partners, Whitchurch Farm, Ston Easton
20x40 DeLaval 50 degree milking parlour, AirWash Plus



White's World last visited Whitchurch Farm near Ston Easton for our February 2018 issue when brothers Tom and Jonathan Osborne were working with the T H WHITE Dairy team to finalise plans for a new milking parlour.

Now, bar a few minor details, the work is complete – and what a difference! Alongside the cow shed that the brothers

built in 2003 now stands a large and impressive new shed, one half of which houses the new DeLaval 20/40 50 degree herringbone parlour, while the other half accommodates calf pens.

The dairy is light and spacious – in complete contrast to the old installation which dated from 1976. “It has cut at least an hour off milking times,” says Tom, “which has made a huge difference

to the way we can manage our time for other tasks.”

The construction team moved on-site in August 2018 and the new parlour was brought into use in April 2019. The Osbornes decided to stick with a herringbone parlour as it is best suited to the farm's needs.

“We are milking just over 200 cows and the throughput with the new parlour is great,” says Tom. “We did briefly consider a robotic milking system but we have 120 acres of grazing land and our cows spend a lot of time outdoors, so we didn't feel VMS would have worked for us. Going for a herringbone parlour also meant that the cows were familiar with the system and apart from one or two stragglers they took to it straight away. Within a few milkings they were literally running in!”

The new parlour is more spacious for the cows and is also fitted with the AirWash Plus automatic dip and rinse system which saves a lot of time and maintains top hygiene standards. “Although we have always had a healthy herd and low veterinary bills, our bactoscan and cell counts are now even better,” Tom adds.

All-in-all a job well done which has assured milking standards at Whitchurch Farm for years to come.



Top: Tom and Jonathan Osborne in their new parlour. Above: The large new shed housing the parlour.



David Cotton, Bridge Farm, Near Glastonbury
20,000-litre silo, Compact Glycol Water Chiller (CWC) and Heat Recovery Unit (HRU)

Over the years, the economics of milk production have encouraged the formation of larger herds with higher yields. So it was that David Cotton, whose dairy farm is at West Bradley near Glastonbury, was faced with the need to upgrade the milk cooling and storage part of his business.

23 years ago, when it was installed, David's 9,000 litre milk tank was ample for the farm's output, but now that he is milking 250 cows and producing 8,000 litres per day he found himself right on the limit of capacity and relying on daily collections.

“I knew we needed more capacity but my decision on the best solution coincided with an incentive from our milk buyer Arla, based around giving them more flexibility on milk collection times. That meant we would have to be able to store at least two days' output in tightly controlled conditions,” David explains.

The solution, put together with assistance from T H WHITE Dairy engineers, comprised a DeLaval 20,000

litre cooling tank, a compact water chiller (CWC), plate cooler and heat recovery unit. Unlike conventional cooling units, the CWC uses glycol which can be cooled more rapidly than water without freezing, at the same time consuming less energy. Milk from the line is first filtered and then fed to a plate cooler style of heat exchanger where the chilled glycol is used to pre-cool the milk. The milk then flows to the 20,000 litre tank where the milk is maintained in perfect condition at 4deg C. In such large tanks there's a need to protect the quality of the first litres of milk that enter the empty tank, so the evaporators in this silo tank feature a unique lateral configuration that ensures milk quickly covers an entire evaporator plate for efficient heat transfer. Gentle internal mixing also ensures consistency of temperature throughout the tank.

At the same time the DeLaval heat recovery unit is able to recover up to 60 per cent of the heat extracted during the milk cooling process which then produces hot water for use in pipeline and parlour cleaning.

“It's a perfect solution,” David enthuses. “In general we now have a milk collection every other day, but we have the flexibility to deviate from that if necessary – it has boosted our returns and it suits Arla, so good all round.

“Although we had been using it for 23 years, the old milk tank was still in excellent condition so we have retained that, giving us a total capacity of 29,000 litres of temperature-controlled milk. If the collection tanker happens to arrive during milking we can also divert the milk into the original tank while the new one is being emptied.

“The whole system was installed very neatly by a single T H WHITE engineer who made a beautiful job of it. We are impressed!”



Top: The new 20,000-litre cooling tank at Bridge Farm. Above: The CWC and heat recovery system.

DAIRY

Arthur Rolf, Park Farm, Beaulieu
FAN 1.2-780 separator pump, Bauer mixer



Dairy farming is a business that requires acumen and foresight to achieve the optimum balance between production, environmental impact and profitability. At Park Farm, Beaulieu, Arthur Rolf has been applying these skills while also moving the farm towards greater self-sufficiency.

One of the areas he has addressed recently is slurry handling: "All dairy farmers have to decide how best to deal with large quantities of slurry. We knew we wanted to make it work for us and we also wanted to maintain good environmental standards.

"We were vacuum-tanking our slurry onto maize ground, but we knew that separating the solids and liquids would make it easier to handle, improve environmental control and result in products that had a value to us. That was when I called Bob Gallop at T H WHITE.

"Bob really knows his stuff and is always prepared to get stuck into a challenge, so when he recommended a Bauer mixer and a FAN separator pump we were receptive."

As the installation was to be partly grant-funded Arthur obtained three quotes and he was pleased when the one from T H WHITE was the most competitive. "At Beaulieu we are some way outside T H WHITE's usual territory," Arthur explained, "but there are no slurry equipment suppliers particularly near us, so whichever company we chose would be some distance away. Being able to go with T H WHITE and have someone as knowledgeable as Bob on the end the phone gave us a lot of

confidence for those inevitable occasions when we need to solve a problem."

With the tender accepted the installation was carried out. A Bauer mixer now ensures the slurry is evenly distributed before passing through the FAN 1.2-780, mounted on steel staging. Founded in 1986, FAN Separator GmbH –



now part of the Bauer Group – developed the first press screw separators, including the patented full floating screen technology employed in all FAN and



Top: Arthur Rolf, moving towards self-sufficiency in fertilizer. **Middle:** FAN 1.2-780 **Above:** The completed installation

Bauer PSS separators.

"In the late 1970s we were milking 540 cows, but following the introduction of milk quotas and a change of approach that figure has dropped to 340 today, says Arthur. "Now, instead of going for high yields of around 12,000 litres per cow, we aim for an average yield of 7,400 litres and we try to keep our cows outside for 270 days a year. Remarkably that is actually a more profitable model – the cows are happy and the amount of slurry to be dealt with is reduced.

"Not only does the FAN separator feature high quality stainless steel internal components for long life, but the fact that there is no need for the separator to be used in the summer months when the cows are outside, makes me think that if I clean it thoroughly every year it will outlast me!"

The FAN separator delivers dry matter to a bunker and the liquid element to a holding tank. "Following separation, the dry material is worth about £5 a ton to us as farmyard manure, while the nitrogen-rich fluid is worth £54 per cubic metre. The new set-up means we are now around 70% self-sufficient in fertilizer for grass, maize and haylage."

Arthur believes that the dairy industry must now face up to pressing environmental challenges: "Methane is clearly a big problem and the media are very quick to spotlight issues mainly being raised by the vegan community about methane from dairy cows. However, it's important to keep this in perspective; while dairy farmers can certainly play their part in the control of methane, many other sectors – including the chemical industry – are contributing to the problem. Large volumes of methane are also being released as the icecaps melt and as a result of fracking. We need a universal strategy to address this, rather than singling out the dairy industry.

"Another challenge partly answered by slurry separation is that of urea. We return the separated liquid to the land using a dribble bar injector which reduces the release of urea to the atmosphere by over 60%. Even though we are not in a Nitrate Vulnerable Zone (NVZ), we

have had so much rain this year that much of the ground is waterlogged, meaning we can't inject at the moment. To prevent this becoming a problem in the future the next development on the farm could be a 4 million litre holding tank – sufficient to store three months' output."

It's great to meet a farmer like Arthur Rolf who not only has a positive vision of dairying, but is constantly considering new ways to balance his business with the changing world around him.



D & R Johnson & Son, Middle Farm, Shrewton
Bauer 655 separator pump and MEX mixer, collection tank and solids bunker (with Agribuild)

The sweeping downland of Salisbury plain outside the village of Shrewton is host to Middle Farm, where the Johnson family have been dairy farming since 1986.

Although still a medium size dairy operation, Middle Farm's herd has grown progressively over the years and today 140 cows are being milked. Like all dairy farmers, the Johnsons have faced the challenge of slurry disposal, turning what could have been a problem into a benefit. Tom Johnson takes up the story:

"We needed to increase our capacity for slurry handling and create a situation where we could more easily use the end products on our own 350 acres of farmland. Most of

the land is either used for grazing or growing feed, so producing our own fertilizer contributes positively to the economics.

"Luckily our decision to tackle the job coincided with two things: eligibility for grant aid and a chance meeting with T H WHITE's slurry specialist Bob Gallop at an agricultural show. We hadn't worked with T H WHITE before but we instantly warmed to Bob – he really knows his subject and he was able to help us towards the right solutions."

As well as specifying the necessary hardware, Bob introduced the Johnsons to Agribuild who participated in the tender for the groundworks and building elements of the project.

The tenders from T H WHITE and Agribuild were competitive and work on the new slurry installation was completed in April 2019. A new collection tank and solids bunker was constructed and fitted with a Bauer 655 separator pump and a MEX mixer, also from Bauer. These ensure that the nutrients are dispersed evenly and the separator divides the solids and liquid elements.

"The liquid has a high nitrogen content," says Tom, "so we can apply that to the land with a dribble bar. The dry solid residue is now much easier to handle too and is also high in nitrogen, but it's slow release nitrogen which makes it very useful on the fields.

"After less than a year we have already cut our fertiliser bill by a third as a result of recycling the farm's slurry in this way – strong proof, it were needed, that we made the right choices!"



Top: David and Tom Johnson are delighted with their new separator, which has been in use since April 2019. **Above:** Two views of the installation under construction.

DAIRY

MEET OUR DAIRY TOP TEAM

GEORGE ENO Capital Plant Sales Specialist Living the 'good life'

George specialises in conventional milking systems.

He joined T H WHITE 23 years ago as a Dairy Service Engineer, moving into sales in 2009. He loves getting to the bottom of what a farmer is aiming to achieve with a new installation, be that higher throughput, milk yield recording, animal identification, group or individual cow monitoring, and he then recommends equipment accordingly. He has found that whilst automation is a fast growing segment, there is still always a place for a simple systems that can be served by DeLaval's robust, reliable equipment.

"DeLaval kit is probably the toughest and most reliable in the market," he says. "It's a company that invests heavily in R&D, listening to customer concerns and responding with solutions that meet those challenges, such as the stable harmony cluster designed to maximise milking speeds with low cyclical vacuum fluctuations."

George knows that farmers get bombarded by salesmen, but coming from an agricultural background in which he worked in herd management for 15 years gives him the edge. "They appreciate that I know what I'm talking about, but they listen most to what other farmers say, so I often arrange visits to nearby farms where they can see DeLaval equipment, DelPro and various other milking technologies in operation."

As a service engineer, George has witnessed how trust grows with farmers when they experience T H WHITE after-sales and service, knowing we will support problems for the life of the equipment supplied.

One of George's proudest moments was a speedy parlour move for Bevan Lewis Baker, in Kemsey Commander, Monmouthshire. Weeks of careful planning enabled George and the team to lengthen the parlour and move the existing equipment to a new site, all in one day.

Out of hours George is a bit of a green energy geek – windmills, wind turbines, solar panels, ground source heat pumps are his passion, not to mention his productive vegetable garden, allotment and the three sheep he keeps. A true case of living the self-sufficient 'good life'!



MIKE HOWES After Sales & Project Manager Retired Rugby player

Mike works closely with the sales team to scope the concept, materials, design oversight, cost control, staffing, welfare, and management of subcontractors and third parties for each project.

Mike joined T H WHITE in 1977 on an apprenticeship programme, achieving a HND in Agricultural Engineering. That choice was quite random – arriving late to a careers advice meeting at school he was made to draw a career path card. It read Agricultural Engineer – so he thought why not, and followed it!

Mike completed extensive supplier equipment training and his experience gained him a promotion to Service Manager in 1994. He left T H WHITE on several occasions – the first time in 1984

to work for the British Antarctic Survey for several years, followed by a spell in Saudi Arabia on a project creating the world's largest pivot irrigated farm. In 2000 he was appointed Technical Services Manager of a 400-acre Center Parcs estate but returned to T H WHITE in 2011.

Dairy technology is now moving ahead faster than ever which means Mike and his team have to be (and are) adaptive, fast-paced and responsive. "Many of us have worked together for a long time – there's a good vibe in a tight ship! We live our customers' pressures and help each other, recognising our scarce skill set in this sector," says Mike. "DeLaval is the world VMS market leader and I'm proud to represent the brand."

Mike is a retired rugby player, but it's a passion he has passed to his daughter and he now enjoys the excitement of watching her play.



ANDREW WELCH Service Coordinator Mountain biker

Andrew is our Service Manager at Frome, also supporting our Huntley branch.

Brought up on his grandparents' Dairy farm at Twinhoe near

Bath, milking is in Andrew's DNA. He still remembers drinking from the churn when little and doing the Sunday milk round.

Andrew worked as a farm labourer in his teens and joined T H WHITE in 1975 on the engineer's programme, becoming a fully qualified agricultural engineer.

After a brief interlude in the family business Andrew returned to T H WHITE amid the 1980s recession, calling customers to seek orders for on-site repairs and upgrades in the Cheddar area. Relocating to Frome in 2000, Andrew joined the Dairy team.

Today, he and his engineers service

our own DeLaval equipment and other brands in a large south west territory spanning Somerset to Hampshire, South Wales, as far north as Herefordshire and east to Berkshire.

Andrew is the primary customer contact point for breakdown and he liaises with engineers to determine the best skill set to tackle a problem. He also deals with all refrigeration service contracts and bulk milk tank maintenance. When livestock are involved, there is often no time to spare. Although it can be a challenge to take calls in the middle of the night, work out what's wrong and pick the right skill to solve the fault, Andrew enjoys the satisfaction of having helped many customers to achieve a positive outcome.

When not at work Andrew can be found restoring retro equipment and organising Frome Mountain Bike Group rides.



BOB GALLOP Slurry Specialist Avid gardener

Working at the mucky end of agriculture as T H WHITE's Slurry Specialist may not be everyone's idea of a dream job, but it's a very necessary part of

the cycle that delivers real benefits.

Bob has been with T H WHITE for 45 years, joining as a mechanic and working his way up the tree over the ensuing 13 years to become Workshop Foreman. In 1989 he left for a two year spell at a Deutz tractor and RAB equipment dealership in Westbury, before embarking on a wonderful adventure running a Ford tractor dealership workshop in Tanzania. Exciting

as that was, it played havoc with family life so he returned to T H WHITE in Frome as an Area Sales Representative. In 2013 the company decided to appoint a Slurry Specialist and Bob got the job.

T H WHITE is a dealer for a select group of slurry equipment suppliers – Bauer for all fixed equipment, Hi Spec for tankers, Tramspread for umbilical equipment, Storth for auto scrapers and mixers and Vogelsang for applicators. Being able to represent them in this small sector of the vast agricultural industry means that Bob can offer a comprehensive and professional service.

Away from the muck Bob enjoys delving in another kind of mud – as an avid gardener!



PAUL DERRICK Capital Plant Sales Specialist Skittles supremo

Paul is proud of the fact that any dairy or refrigeration equipment that's bolted or fixed to a wall, ceiling or framework, is

something he sells! Since May last year he has been project managing his own sales, directing our workshop engineers through Andrew Welch and Chris Newey, ordering capital goods, parts and ancillary equipment, and overseeing completion of projects to the to a clients' specifications. Every day brings a new challenge and new problems to solve, which he relishes.

But Paul's enthusiasm for farming goes way back – to the 1970s in fact when his father was friends with a local farmer who allowed Paul to spend weekends and holidays helping on the farm. He enjoyed the environment and applied to our tractor workshop, joining in 1977 as a junior engineer. Advancing

to being a qualified technician, Paul took advantage of every opportunity to learn the ins and outs of New Holland, Kuhn, Opico, Manitou and more...

After 19 years he took up a fresh challenge in Dairy van sales, visiting half a dozen farmers a day with supplies and talking about all-important upgrades and refurbishments. Our van operatives are great brand ambassadors for T H WHITE are instrumental in building rapport and trust among our customers.

Paul was excited by the way technological improvements were freeing-up farm labour, allowing a stronger focus on the husbandry side of animal welfare. He later took the role of workshop foreman before moving to Dairy capital sales in 2001, supplying both robotic VMS solutions and conventional systems.

When not working Paul is an accomplished skittle player for three different teams, captain of two and a few league championships under his belt.

GARY GRANT Capital Plant Sales Specialist

Gary grew up around farms and began his career by milking cows working for farm contractors before joining T H WHITE as a Dairy Engineer in 1995.

After a brief spell away, he returned in 2005 and by 2011 he had worked his way up into Dairy sales where he now specialises in conventional herringbone and rotary parlour systems. Where a customer is interested in robotic milking Gary will rise to the challenge too, as seen in the installation recently completed for Hann Farming (see page 4), calling as necessary upon the expertise of our VMS specialists to take the conversations forward. That's part of the benefit of working in a large and experienced team.

Gary is a big fan of Herd Navigator, DeLaval's proactive herd management tool which identifies when a cow is in heat and how much feed is needed at differing stages of lactation, making cow health and reproduction a seamless process.

DeLaval's DelPro integrated farm management platform has also been a game changer for Gary's customers. Monitoring the herd's well-being 24-hours a day, it brings all that data together allowing herdsman to make decisions related to performance, feeding, health, milking and reproduction in one tidy application that can now be remotely accessed from anywhere with DelPro Companion. Gary appreciates the freedom and outdoor lifestyle of his farming career and the customer relationships he has built.

ROB WHEELER Draughtsman Scooter roofer



Rob is the Dairy team draughtsman. He will often have three large builds on the drawing board, ranging in value from a few thousand pounds to more than a million. He loves

starting with a concept and developing it into a fully operational solution – schemes can range from cow moving and handling systems, to a parlour design or a green field site.

For many of these projects T H WHITE will be acting as principal contractor, so as well as building work and planning submissions, every detail has to be accommodated right down to cladding and wi-fi points.

Having grown up on a dairy farm, Rob joined T H WHITE in the 1970s as an apprentice at Devizes, taking only a brief break to work in his family's catering equipment business. Here he trained in CAD design, a step which enabled him to return to T H WHITE in 2008 as the dairy designer. Has undergone extensive training on DeLaval parlours, IOSSH and more CAD design development.

Rob has seen enormous changes in equipment based around computerisation and was closely involved in the design of the complex quadruple VMS milking installation for Hann Farming near Frome (see page 4).

In his spare time Rob renovates and rides vintage scooters and rallies them at his local club in Radstock.

CHRIS NEWEY Capital Plant Sales & VMS Specialist Leisure fisherman



Chris Newey is our VMS Specialist, also responsible for capital plant sales and Frome service co-ordination. He joined T H WHITE in 2017 following a career in mechanical

engineering with Dairy dealers.

From the first time he saw robotic milking in action Chris was excited about the possibilities of the technology and has since made it a speciality. He is particularly pleased with the result of having moved Hugh Miles from a conventional to robotic milking system (see page 5) – in fact Chris has never seen someone so happy: "I think he was elated due to all the extra sleep," he says!

Chris' mornings are usually spent organising our engineers' schedules, getting parts ready and arranging service visits for the team. Dairy equipment is serviced annually as a minimum, but robotic units – which are at work 24/7 – require a service three times a year, so Chris pro-actively schedules client appointments, allocates an engineer and briefs them.

Later in the day he will return to capital plant sales, responding to enquiries for new installations or upgrades. This often involves a site visit to survey requirements, develop designs and cow traffic plans, followed by conversations with DeLaval to refine proposals. Chris is always looking to achieve best value and longevity for the customer from each solution he presents. He ensures he discusses future plans – does the client want to focus on technology or not? Do they want to grow their herd? Price variations between conventional and robotic equipment are minimal, but expansion is key and conventional solutions can be expanded easily without large investment – but create more labour challenges and longer working hours for the farmer. Robotic equipment, on the other hand, comes with more back-end technology to maintain, but frees-up labour to create a more flexible working day with focus on cow welfare. So the two paths level out depending on customer needs.

Chris rates the reliability of DeLaval equipment highly, and with proactive service planning the need for breakdown support is minimised, but T H WHITE is always on call with highly trained engineers.

When not at work Chris is rather proud of the fact that he can be found fishing, shooting – or sleeping!

T H WHITE AGRICULTURE

AGRICULTURAL EQUIPMENT WINTER SERVICE 2019-20

STILL TIME FOR WINTER SERVICE DISCOUNTS!

10% OFF

Labour and In-Stock Parts For orders placed before 14 February 2020, invoiced before 30 April 2020

We will service ANY make, ANY model, ANY age

Request your service slot online NOW at: www.thwhiteagriculture.co.uk/get-in-touch To qualify, bookings must be placed by the dates shown and must include parts and service work. Extended payment terms available subject to credit approval. T H WHITE Terms & Conditions apply to all Winter Service packages.

MACHINERY IMPORTS

PRAISE FOR POSITIVE DEALER CONFERENCES

T H WHITE Machinery Imports – UK distributor of Ferris, Wright and Spider mowers – was delighted to welcome sales representatives from 11 different dealerships in November for the first of a new series of UK Dealer conferences.

Delivered at the impressive venues of Haynes International Motor Museum and the RHS Garden at Wisley, over 30 representatives attended across two dates in November, with further Dealer Conferences in the pipeline for 2020.

Attendees heard about all three premium brands, learning more about their core USPs, new innovations and future plans for each.

Hosted by the Machinery Imports team, delegates were able to ask questions and speak directly to staff from the brands, with guests including Lubor Hladik, International Sales Manager for Spider, and Gerd-Jan Driessen, New Business Development Manager for Ferris. Many dealers shared their experience



Haynes Motor Museum, Sparkford

of the industry over the past few seasons, as well as their opinions and experiences of the machinery they work with.

Gerd-Jan was very positive, commenting "There was an open and constructive atmosphere, with dealers and manufacturers sharing their views, special attention being paid to current market issues and how Ferris is addressing these challenges to outperform competing brands."



Wisley Gardens, Surrey

Spider's Lubor added: "We definitely see the importance of close manufacturer and distributor relationships. Together with the Machinery Imports team we want to focus on dealer support to ensure all dealers are fully conversant with Spider machines and servicing."

Grant Buckingham, Area Sales Manager at Ernest Doe praised the event from a dealer perspective "It was a very enjoyable day. I thought the format was very good, not too technical, but a good reminder of the attributes and features of the brands and models."

As an extra thank you for attending, delegates were treated by Machinery Imports to free access to the Haynes Motor Museum and a personal guided tour of Wisley gardens at the end of each conference.

To find out more about the range of machinery available from Ferris, Wright, Spider and Jensen visit www.thwhite.co.uk/machinery-imports.

MACHINERY IMPORTS BIGGA THE BETTER!

The latest Ferris, Wright and Spider machines will be on show at the BIGGA Turf Management Exhibition.

It will take place at the Harrogate Convention Centre from 21-23 January. Find us on stand 228 in the Red Zone.

PROJECTS

DATES FOR YOUR DIARY: LAMMA 7 & 8 JANUARY 2020
LAMMA – the UK's leading agricultural machinery, equipment and technology show, will again be held at the NEC in Birmingham in 2020.

T H WHITE Projects will be in Hall 7 on stand 722 so please come along, rest your feet & have a coffee/tea with us.

We can guarantee it's well worth taking the day out to visit the extensive show and view the incredible array of equipment on display.

AGRICULTURE

BE SURE TO RESERVE THE HIRE EQUIPMENT YOU NEED FOR 2020



T H WHITE PRO AGRI

Many farmers find that hiring equipment for the season is a cost-effective way of ensuring capability and reliability while still benefiting from the latest kit.

In 2020 T H WHITE Pro Agri is operating a Case IH tractor hire fleet with machines from the Farmall, Maxxum and Puma ranges available for everything from demanding arable and silage tasks and grass and hay work, to amenity applications. It is expected that the new Hire fleet will land at T H WHITE in late February, but based on the experience of previous years demand will be high, so please do contact us now to stake your claim and be sure of getting the kit you need in 2020!

We can accommodate short or long-term hire, so whether you are planning to hire for a week, a month, or even a year, we can put together the right contract. And if you are looking for multiple machines or even a small fleet, we will pull out the stops to make sure you have exactly what you need – just let us know as soon as possible.

All our Case IH hire contracts are backed by Service Support from our team of qualified engineers.

You can register your interest with T H WHITE Pro Agri now on 01264 811260 (Stockbridge), or 01373 465941 (Frome).



JANUARY OFFERS BEAT THE FREEZE!

AMBRA

AGRIFLU CONCENTRATED ANTIFREEZE 20 LTR £65

Concentrated antifreeze coolant fluid for use in tractor engines and agricultural machinery. Effective to -38degC, protects against formation of limescale and overheating. **Other sizes available.**



Holts

CONCENTRATED PROFESSIONAL SCREENWASH 5 LTR FROM £3.32

Quickly removes the dirt that builds up while you drive and has a specially developed no-smear formula to leave your windscreen crystal clear. Dilute with water to your needs, and use it in all seasons.

HOLTS DE-ICER FROM £1.65

Holts De-Icer is a powerful aerosol which works down to -20degC, removing frost quickly and easily without smearing.



T H WHITE AGRICULTURE

FROM T H WHITE AGRICULTURAL PARTS STORES
PRICES SHOWN EX-VAT For current offers see: www.thwhiteagriculture.co.uk

LORRY CRANES

TOP SCORE FOR ZOE!

Palfinger UK's new recruit Zoe Ellis is proving her exceptional training ability only 8 weeks into her new role, with a near-perfect audit score from ALLMI.

The audit was part of Zoe's reaccreditation upon joining the Palfinger UK training team. She achieved a mightily impressive 97.5% score, receiving 307 points from a possible 315 in total, her highest audit score to date.

Zoe joined the business in October and is responsible for providing ALLMI accredited Lorry Loader Operator and slinger/signaller training in the East of England. She was delighted with her score, "I know that I am a competent trainer with plenty of industry experience," she said, "but it was great to receive such a high score on the audit to support that. I am looking forward to sharing my knowledge with customers to help them achieve their ALLMI qualifications."

Zoe joins an already established team of three full-time ALLMI trainers at Palfinger UK who provide accredited, HSE recognised training throughout the country at customer locations and our depots in Falkirk, Bradford and Devides.

To find out more about training from Palfinger UK, or to request a price for training with Zoe or another member of the team, visit www.palfinger.co.uk/training and complete the online enquiry form.

PLANT UPGRADES AND REPLACEMENT

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If you are thinking about modernising your site operations either on intake, storage, drying or new buildings, our skilled professionals are ready to assist.

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- Design & Construct
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- Refurbishments
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- Health & Safety

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T H WHITE PROJECTS



CALL US NOW AND BE PREPARED

AGRICULTURE

FOCUS ON HONDA 2020 ATVs AND UTVs

This month we are spotlighting the most popular models in the Honda ATV and UTV ranges...

Honda entry level TRX250TM/TE Fourtrax

The 2wd TRX250 is the lightest weight model in the range, both agile and economical, perfect for light duties and rounding up livestock. Choose either manual foot gearchange or easy push-button electric shift, backed by a Honda two year warranty. From **£4,350.00** + vat

Honda entry level TRX420FM and FM2 Fourtrax all round 4wd

A tough performer in all conditions, 2/4wd on demand, 385kg towing ability and straightforward 5 speed foot gearchange.



Honda TRX420 FA5

Ideal for , equestrian yard and farm work. Choose the TRX420FM2 in either green or red if you would like the benefit of power steering, which is less tiring and makes

reversing incredibly easy, especially with a trailer. The TRX420 Manual range starts from **£6,425.00** + vat

Honda TRX42FA2 and FA6 Fourtrax for heavier work

With additional electric gearchange and full automatic option, the DCT transmission on the FA models give you more gear options than any other ATV on the market. For 2020 the advanced new 'Skip Switch' enables you to select reverse as you come to rest with virtually no delay – all at the press of a button. Choosing the TRX40FA6 model gives the rider the benefit of comfortable and robust independent rear suspension for grip and stability along with a rear hydraulic disc brake. From **£7,325.00** + vat



Above: Honda TRX520 FM6
Below: Honda Pioneer 700

Honda Pioneer 700

A lightweight, versatile two seater UTV, that's as economical and agile as an ATV. Weighing only 574kg dry and the ability to tow 680kg the Pioneer is a brilliant performer, especially off road in wet conditions. Powered by a reliable 680cc engine with a torque converter, the transmission seamlessly shifts automatically. Features include 2/4wd and difflock, independent suspension, fantastic ground clearance and brisk performance. Options include half cab or full cab. From **£11,500** + vat.

All Honda ATV and UTV products carry a two year minimum warranty (subject to offers) and each is provided with an optional free Datatool tracking device and EASI rider operator training.

For more information and to find out about our current offers please contact Tim Rochfort 07973 911934, Toddington, who will put you in touch with your local Honda specialist at Frome, Knockdown or Marlborough.



Honda TRX420 FM

Honda TRX500FM6 and FA6 Foreman

These are the top of the range heavy duty models with 600kg towing ability, strong independent suspension and an 85kg rear rack capacity. Power steering, 2/4wd and difflock are standard features. Choose from the FM6 with manual foot gearchange or the FA6 with high and low range, DCT auto and electric shift transmission with the fast 'Skip Switch' reverse button. From **£8,300.00** + vat

AGRICULTURE

ANDREW COLLIER IS MASTER TECHNICIAN

Andrew Collier has been awarded Master Technician status in two New Holland categories by Oliver James, New Holland After Sales Area Manager. The recognition came for Andrew's knowledge of both Tractors and Precision Land Management (PLM).

A TNA (training needs analysis) is conducted at the beginning of an engineer's development cycle to assess learning gaps and performance. Progressing through these courses allows an engineer to qualify as a Professional Technician. But achieving Master Technician status takes this to another level.

Andrew joins three other T H WHITE colleagues who hold Master Technician status (Lawrence Fisher, Nathan Reeves and Pete Francis), but he is the only one in-house to hold two categories. In fact, there are fewer than 10 technicians



nationally who hold this accolade. Qualifying Master Technicians are invited to New Holland's Zedelgem factory just outside Bruges for the annual tractor update meeting, enabling even more in-depth knowledge to be acquired. Andrew will also have the honour of his photograph being displayed in the CNH training centre in Basildon. Well done Andrew – thank you for your provision of excellence to our customers.



PROTECT YOUR PEOPLE AND PREMISES

SAVE 10%* ON YOUR CURRENT FIRE AND SECURITY COSTS BY SWITCHING TO T H WHITE.

We know that even with the best intentions it's not always easy to keep on top of maintenance, so T H WHITE has a great offer to address ALL your fire and security service needs, saving you money at the same time. **For a limited period we are offering 10% OFF* existing annual fees from any other supplier for fire & security servicing contracts, including extinguishers.**

OR ADD A NEW TECHNOLOGY TO YOUR EXISTING SERVICE CONTRACT WITH US AND RECEIVE 10% OFF ANY EXTENSION.

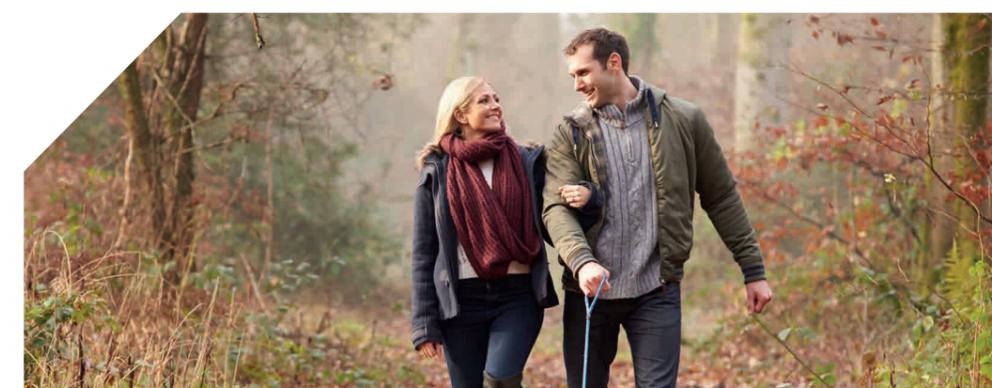
If you already have a service contract with us and you add a new technology, we'll reduce the cost of that extension by 10%. So, if we currently service your alarm system, you could add fire equipment, or vice versa. Or, perhaps, add CCTV or door access...

To find out how to claim your 10% discount call 01380 726656, email efs.thwhite.co.uk quoting 'Discount 10' or complete the online form at efs.thwhite.co.uk/contact

*Terms & conditions: To qualify customers will need to provide evidence of annual contract charges or 12 months of invoices from their current supplier. The discount offer is also open to existing T H WHITE customers taking on a new technology with us. For example, if we currently service your fire alarm and you wish to add CCTV or Door Access. We reserve the right to decline a service contract subject to survey.

T H WHITE
ENERGY, FIRE
& SECURITY

01380 726656
efs.thwhite.co.uk



JANUARY SALE Top brands at amazing prices

T H WHITE COUNTRY STORE
London Road, Marlborough (A4 towards Hungerford)
Open Mon-Fri 8.00am to 6.00pm; Sat 8.00am to 5.30pm;
Sun 10.00am to 4.00pm

T H WHITE
GROUND CARE

**SAVE 10% ON
WINTER SERVICING**

Book a winter service for your groundcare machinery before 31 March 2020 to receive a 10% discount on labour and in-stock parts.

Our Groundcare service teams can service any make, any model and any machine. With specialist training and a wealth of industry experience, our teams work with state-of-the-art equipment to ensure your machinery is in top condition ready for the new season.

Our great end-of-season service deals include:

Kawasaki Mule DX/DXT from £385

Iseki SXG323 ride-on mower from £385

Amazon Profihopper from £550

We will also carry out in-situ cutting cylinder regrinding **from just £85**

View all the details and request your discounted service online NOW at thwhitegroundcare.co.uk/servicing, or just call any of our Groundcare branches listed on Page 3.

TH WHITE AGRICULTURE

EX-DEMO • EX-HIRE • EX-DISPLAY



REF: 41113077
Case IH Farmall 115C HD, 40kph, airseat, pushback seat, front weight **£39,050**



REF: H1111351
Case IH Puma 200 T4B, 50kph, exhaust brake, air trailer brakes, adv hmc, 156l pump, 4 rear valves **£92,750**



REF: 61115681
New Holland CR8.90 Combine, 30ft varifeed header, engine hrs 193, threshing hrs 116 **£POA**



REF: 61112530
New Holland T7.245 AC T4B, 50 kph, eco cvt, fender PTO control, full autoguidance **£97,000**



REF: 51114907
New Holland T7.230 SW MY18 (SWII), T4B 50 kph, Power Command, Michelin tyres **£95,500**



REF: 61105502
Väderstad Carrier 525XL, Disc Cultivator, 5.25m working width **£38,150**



REF: H1110778
Pöttinger Lion 6000 Power Harrow, 6m folding width for tractors up to 270hp **£25,000**



REF: 11116388
New Holland Disc Cutter 320P Mower Condition **£10,950**



REF: 41112274
Case IH Puma 200, T4B, 50kph, Michelin tyres 650/70R42 **£105,350**



REF: 11115797
Väderstad Rapid RDA600S Combi Drill, 3 rows of coulters, depth control **£82,000**



REF: H1113075
Case IH Puma 175 CVX, 50kph, front linkage, full autoguidance **£94,450**



REF: 41113171
Case IH Maxxum 150, 50kph, cab suspension, front weight **£63,850**



REF: H1111046
Case IH 8240 Combine autoguidance, hi-cap unload auger, engine compressor, luxury cab, magnacut **£POA**

HIGH QUALITY USED AGRICULTURAL EQUIPMENT



REF: 61118811
2018 New Holland CR9.90, 28.5 flex tracks, 35' varifeed, twin rape knives, 1 year service plus remaining **£268,500 RL**



REF: 51119217
2015 New Holland CR9.80 T4A, 35ft varifeed, tracks, 4 wheel steer header trailer, 1000 drum hrs **£165,000 JW**



REF: 61117978
2018 New Holland T7.260AC, T4B engine, MY18, 50kph, comfort pack, front linkage **£98,500 RL**



REF: J1118097
2012 New Holland T7.250, 50kph, Powershift, sidewinder, front linkage **£43,000 WF**



REF: H1118523
2017 Case IH Axial Flow 7240, 25' varifeed header, 1 rape knife, full AFS, 2 seasons warranty **£183,500 CM**



REF: 41116117
2015 Case IH Puma 200 ECO CVX, 50k CVT, front axle & cab susp, air brakes, front linkage **£58,000 SC**



REF: 11112865
2015 Manitou MLT 735 120 powershift LSU, fully dealer serviced, very nice condition **£39,000 CD**



REF: J1116832
2016, Manitou MLT 629, 5 hyd spools, 48" fixed forks, pneumatic seat with susp, air con **£36,000 WF**

COMBINE HARVESTER

2011 New Holland CX8060 self levelling, 24ft new varifeed header **£POA AT**

TRACTORS

2017 New Holland T7.210 AC, 50kph, front linkage, air brakes, front suspension, 4 rear remote valves, LED work lights **£59,900 PC**

2015 New Holland T6.155 SWB, 50kph, cab & front suspension, low roof, New Holland loader from factory, 3,000 hrs, FSH **£48,000 AD**

2016 New Holland T7.200 SWB, intel iView 4, Powershift, 50kph with air, front linkage & PTO, 3 slice mid-mount valve block **£37,900 PC**

2014 New Holland T6.155, VGC **£36,200 AT**

2011 Claas Axion 810, 50kph, full powershift, air brakes, front linkage **£27,750 AT**

2019 EX-DEMO Kuhn FC9530 folding Triple Mower Conditioner, PTO, lights & signal **£POA CO**

2007 Opico Gaspardo, immaculate **£6,000 RL**

2014 Manitou MLT629 Elite, Manitou headstock, good condition **£32,000 JH**

2015 New Holland RB150 Roll Belt Baler, great condition, 3500 bales **£24,500 AT**

2017 Polaris Ranger UTV, diesel, electric power steering, tipping back, new rear tyres **£8,500 TR**

MACHINERY

2018 Manitou MLT741-140, Deutz stage 4 engine, 136hp, M-vario+ transmission, JMS joy stick, 460/70-24 tyres **£55,000 PC**

2009 Väderstad RDS 600S, new metal **£22,500 AT**

2018 New Holland T6.155, VGC **£36,200 AT**

2011 Claas Axion 810, 50kph, full powershift, air brakes, front linkage **£27,750 AT**

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2014 Manitou MLT629 Elite, Manitou headstock, good condition **£32,000 JH**

2015 New Holland RB150 Roll Belt Baler, great condition, 3500 bales **£24,500 AT**

2017 Polaris Ranger UTV, diesel, electric power steering, tipping back, new rear tyres **£8,500 TR**

2018 New Holland T6.155, VGC **£36,200 AT**

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