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SELF PROPELLED  
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**GRIMME**  
HARVESTING SUCCESS!



**inform**

**Grimme NEWSLETTER**  
Autumn 2012

# Being Squeezed

**Are we seeing a squeezing effect, self propelled squeezing out trailed potato harvesters? Maybe there is a trend, but why?**

**W**ith wetter seasons becoming more evident, thus reducing the windows in which we are able to cultivate the potato crop in terms of planting and harvesting. It would seem 2012 is a year this is being experienced in several areas of the UK.

The advent of four and six row planters and now speedier belt planters, the opportunity for expanding daily planting production is a reality.

But what of harvesting? Harvesters in the main are two row trailed machines and these machines perform efficiently and economically in the majority of cases asked. However, is this trend in weather patterns allowing this to continue for the professional grower when the harvest window is shorter and the ability to lift is restricted not only by wet ground conditions but how the land is left after the harvester leaves the field gate? Much is asked by the landlords of rented land to leave the fields in good order but in timeliness for the next crop to be planted. Continued high cereals prices may dictate that this land will be

**“ ...for the professional grower when the harvest window is shorter and the ability to lift is restricted... ”**

less available and perhaps more marginal land offered for rent, which will bring added problems in the future.

The 2012 harvest will be interesting to follow in terms of the thoughts of harvester types when a new harvester is on the future shopping list.





CW 150 Destoner At Work



Grimme Technica

# Welcome

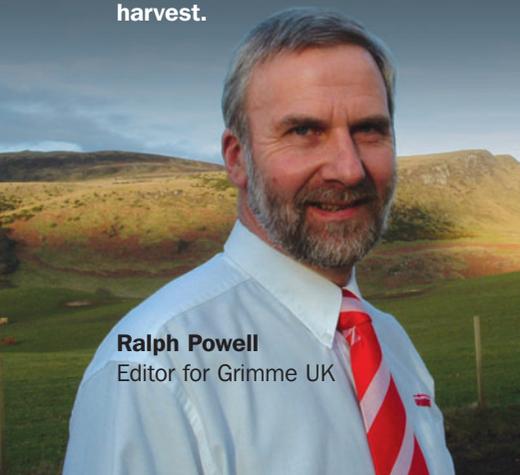
**W**elcome to the Autumn edition of Inform. Whilst I am retiring from the commercial side of the business (page 6), I will continue to edit Inform and support Grimme's marketing activities. I look forward to bringing you many more interesting features about our customers, our machines and our worldwide business.

Opposite you'll read that the right seedbed is fundamental to Andy Hammond's root crop business. Our centre spread focuses on Benzies - an exceptional family business in Turriff and a real success story built around specialisation and investment in added value.

You'll find details of the new 3 row GB330 belt planter too, plus some harvesting "Tricks and Tips". Our cover story looks at the increasing use of self propelled harvesters and you may want to take advantage of the operator training offered by Grimme.

Finally, some dates for your diary - Grimme Technica: 13-16 November, it's the must-see potato and root crop event for UK and European growers.

**Wishing you a successful harvest.**



**Ralph Powell**  
Editor for Grimme UK

## Destoning Prerequisite To Growing Carrots On Stony Soils

**D**estoning is a prerequisite to including carrots in the rotation for a Nottinghamshire root crop grower who also produces potatoes, parsnips, brassicas, leeks and rhubarb on his sand and sandy loam soils.

With any high value vegetable, it is essential to keep the beds clear of any obstruction that might impact on uniform germination says Andy Hammond of T Hammond and Sons based at New Farm, Redhill. However, with carrots it is even more important to have a fine tilth down to a depth to grow a uniform crop, which is what the customer demands.

T Hammond and Sons is a member of Sherwood Produce which is a six member, East Midlands producer organisation that supplies the multiples, wholesalers, processors and free trade.

"To even think about growing carrots on this land we need irrigation and relatively stone free soils," he says. "We are probably separating up to 300t of stones out of each acre of land, which means our two destoners are kept busy from early February to mid May working across all the root crop land which includes 250 acres of carrots.

"To grow the highest quality carrots we cannot afford to have any stones in the beds," he explains. "We are striving to produce the highest quality product and so we would not even entertain growing carrots on our land without destoning.

"Both our destoners are web rather than star machines because we find them much more flexible in that regardless of the weather conditions the webs still work the same.

The potential impact of increased wear and tear on reliability means Mr Hammond changes his destoners after a maximum of four seasons.

His reasons for purchasing a Grimme CW150 Multi-Web destoner with boulder box are because

of its free flowing intake web, the quality of the bed that is formed behind the machine ready for the planter and the robust build quality and excellent service from local dealer B and B Tractors.

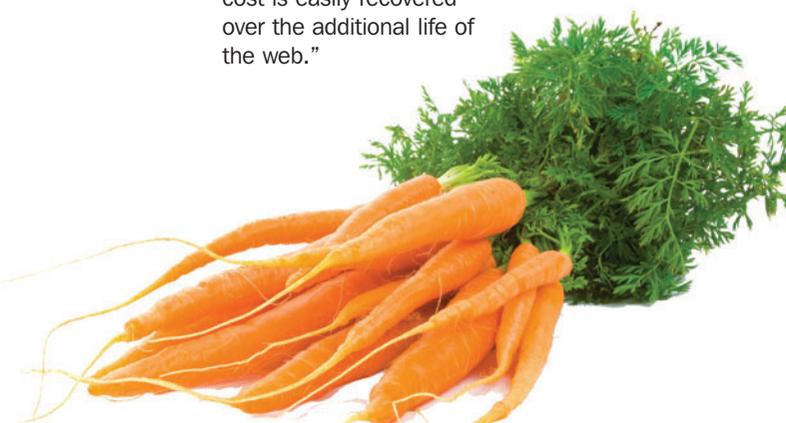
"When we had the Grimme on demonstration it outperformed our existing machines particularly when going downhill. Our Scanstone machine tends to "bulldoze" in front of the intake and we lose soil into the wheelings, whereas with the Grimme it keeps flowing evenly through it," explains Mr Hammond.

Mr Hammond's Multi-Web destoners have four webs. It is the intake web that does most of the work, he says. And it's the two main webs that are changed depending on what crop is being grown in the field. For example, for carrots he uses a 32mm pitch web and for parsnip, leeks and potatoes it is a 35mm pitch web.

"We start destoning in February with the leeks because we only destone down to 10 inches which is easier to do in the wet," he says. "Then we move onto the carrots, potatoes and parsnips depending on the drilling/planting regime."

Last season Mr Hammond covered 355 acres on one Grimme intake web compared to the Scanstone which would need changing two or three times for the same area.

"The fastest wearing part of the web is where it makes contact with the drive sprocket," he says. "Grimme drive sprockets are rubber coated so the rate of wear is significantly less. On other machines the webs are driven by metal sprockets and it is simply metal wearing against metal. Grimme webs are more expensive but this extra cost is easily recovered over the additional life of the web."



# News & Events

## Technica 2012

13th to 16th November 2012

**The Grimme factory will host its bi annual Technica Show in November.**

As many of you are aware, Grimme UK have in the past organised chartered flights during the show dates. It is our intention to do the same this year.

**Following the successful format of the past the daily visit schedule is:-**

<b>Tuesday 13th</b>	Birmingham
<b>Wednesday 14th</b>	Edinburgh Humburside
<b>Thursday 15th</b>	Norwich
<b>Friday 16th</b>	Stansted

Flights will depart these airports at 7.30am and fly to Munster, and return from Munster 18.30pm (all times are local times).

To book your place, (as seats are restricted to 50 per flight, except Humber side which is 49) please contact your local Grimme Dealer once you have received Grimme UK's direct mail letter. Your dealer will have all the details. The cost of the flight is £125.00.





Gairnieston

## Benzies – An Exceptional Family Business

**A** farming enterprise which has grown into one of the largest farm businesses in the North-east, specialising in potatoes and carrots with extensive packing and cold storage facilities, was recently opened to the public for an evening visit.

The farm at Gairnieston, Turriff, owned by Philip and Hazel Benzie and operating as Benzies, last year won the Royal Northern Agricultural Society's Good Farming Practice awards and was described by the judge, David Brown, Dipple, Lochabers, as an "exceptional family business both in scale and tidiness".

From a typical mixed farming enterprise 15 years ago, growing 70 acres of potatoes as part of the rotation, and diversification into 30 acres of carrots 8 years ago, the farm is now an £8 million turnover business, growing 1070 acres of potatoes and 350 acres of carrots as well as 1000 acres of winter wheat, spring barley and oilseed rape.

Ware and salad potatoes are sold to Airdrie-based Albert Bartlett and Sons, Britain's leading supplier of fresh potatoes and carrots to Yorkshire based M H Poskitt, for ASDA, as well as other packers.

Benzies are also the exclusive suppliers of carrots for Bartlett's Scotty branded product launched last year in ASDA and Morrisons stores. Late season carrots are packed in 1.25 tonnes bags for 3 customers in Ireland. All grain and OSR is marketed through Scotgrain.

"All our business is by gentleman's agreement and we have no written contracts," says Mr Benzie, who has been the driving force behind the phenomenal expansion of the business. *Continues above right...*

**"It is all a question of trust and I am very comfortable with that."**

The company is also a supplier to Fife-based Kettle Produce and provided storage and packing facilities for Kettle when a fire destroyed their packhouse three years ago. More than 50,000 tonnes of carrots were washed for Kettle over 18 months with the plant working 24 hours a day.

Mr Benzie's whole business philosophy is based on trust and loyalty and this applies to suppliers as well as marketing outlets for produce grown on the farm.

Most of the machinery on the farm, including 10 tractors, is John Deere purchased from HRN Tractors and Grimme potato equipment. All the new buildings have been erected by W.R. Summers of Keith.

**“ Benzies is a superbly run business and is a lesson on how a market can be established and built up with flair and entrepreneurship and, above all, meeting the requirements of customers. ”**

"Of course we get quotes and compare prices to make sure we are getting the best deal but I like to work with people who have given good service in the past," says Mr Benzie.

Gairnieston and Upper Oldmill are both owned and extend to 520 acres with a further 730 acres rented. But a large acreage is rented on a seasonal basis throughout Moray and Aberdeenshire for potatoes.

All arable operations are carried out from Gairnieston with their own equipment and staff, with additional tractors and drivers hired-in at peak periods. The only operation contracted out is spraying.

Mr Benzie is assisted by his father, Ewan (who reckons he spends most of his time carting fuel to the tractors where ever they are working) and stepson Charles Duguid, who is learning all aspects of the business.



**The farm employs 50 full time staff plus seasonal labour and Mr Benzie pays warm tribute to his staff, many of whom have worked on the farm for a long time and are key to the success of the business.**

Great use is made of GPS technology to control the application of fertiliser and a GPS controlled John Deere Green Star RTK system is used with the three-bed ridger to ensure a high degree of accuracy. GPS is also used to steer the potato planter.

The potato acreage is split into 450 acres of salad potatoes, 270 acres organic and the rest ware, with Rooster, King Edward, Osprey and Desiree being the main varieties grown, plus Charlotte, Vivaldi and Maris Peer for salad production and a number of specialist varieties.

All potatoes are graded into tonne boxes at Gairnieston and delivered to Albert Bartlett & Sons using the farm's fleet of five lorries.

The organic acreage – all rented land – includes Rooster, Maris Peer, Vivaldi, Valour and Osprey and a gas burner is used for weed control.

Carrots were introduced to spread the risk of growing only one crop and have grown into a major part of the business. Total annual production is now 16,000 tonnes (dirty weight) with most carrots leaving the farm in retail packs. This has meant a huge investment in specialist field machinery and washing, polishing, grading, packing and cold storage facilities.

"Carrots are a good fit as we can use the same equipment as we have for potatoes," Philip explains. "But the investment of £1.5 million we made in packing in 2008 is the best investment we have ever made and has brought us closer to the market."

The harvesting of carrots takes place throughout the year from mid July to early June, which has been facilitated by the packing plant. Previously, carrots planted in May may not have been harvested and marketed until the following May. Around 270 acres of carrots is covered in straw annually.

Latest investment is £240,000 in polythene tunnels for the chitting of seed potatoes with a view to earlier harvesting and higher yields. It has proved particularly beneficial this spring with adverse weather throughout April delaying planting. It is hoped the planting of sprouted potatoes in early May will help ensure an early harvest.

Two cold stores, with a capacity for the storage of 6000 tonnes of potatoes, were built last year with electricity being provided from a 2.3mW Enercon wind turbine which was commissioned in November 2010.

The farm uses about 15% of the electricity generated with the rest being sold to Marks and Spencer through the national grid in an arrangement brokered by Greenspan.

The additional storage has replaced storage rented on other farms and, with reduced haulage costs and cheaper electricity, Mr Benzie is looking for a five or six year payback.

Benzies is a superbly run business and is a lesson on how a market can be established and built up with flair and entrepreneurship and, above all, meeting the requirements of customers.

**This article is reproduced by the kind permission of Edwin Gillanders and Farm North-East food agriculture and rural magazine.**





## Thanks Ralph

### Grimme Scotland Sales Manager Eases Into Retirement

**A**fter an agricultural career spanning over 35 years Grimme (UK) Ltd's sales manager for Scotland and with UK responsibilities for marketing and advertising Ralph Powell, has retired. However, he is being retained as a consultant on the advertising and marketing for the company.

As a well respected and highly qualified agricultural engineer, Ralph will be missed by work colleagues and friends the length and breadth of the UK. Retirement does not mean he can hang his boots up just yet though, because his son Christopher has followed in his footsteps and is now running his own successful Grimme dealership for northern Scotland, and his wife Barbara needs help with the family's dog boarding kennel business based at home in Perthshire.



Ralph's career started at the Royal Agricultural College where he read engineering followed by related courses at both Writtle Agricultural College and at the University of London – Wye College. He cut his teeth as sales manager for Mathews and Yates Ltd based in the south east and then as sales and service manager for W. J. Morray Engineering Ltd for northern England, Scotland and Northern Ireland. Subsequent sales manager roles at Richard Pearson (Scotland) Ltd and T R P (Scotland) Ltd culminated with a move to Grimme in 1993 where he remained up until retirement at the end of August 2012.

Replacing Ralph is Graham Fryer who becomes business manager for Scotland and Ireland. With over 24 years experience working with Grimme – through Richard Pearson Ltd, James Fowler and Root Systems Ladybank and as Grimme area sales manager for the south west – he is perfectly placed to maintain and develop business to new and existing clients. Taking on the Grimme mantle in the south west from Graeme is Kevin Mowbray who will work closely with farmers and dealers on sales, support and advice. Kevin brings a wealth of experience to the company gained from 16 years with Simba as territory manager, followed by eight years self employed selling trailers and tow bars and subsequently selling Quicke and Trima loaders from East Anglia to Wales through the holding company Alo UK Ltd.

### 'Thanks Ralph'

Thanks Ralph ~ From Lloyd Ltd And The Borders And East Lothian Farmers

At Kelso Show this year, Ralph received a presentation from Lloyd Ltd and The Borders and East Lothian Farmers, in recognition of his long and dedicated service to these potato growers. Eddie Allan from Lloyd Ltd and Mike Dagg representing the Borders and East Lothian Farmers made the presentation at which many of the potato growers were present.



Left: Eddie Allan & Ralph Powell  
Right: Mike Dagg & Ralph Powell

### Ralph's Retirement Acknowledged Further North

The potato growers from Aberdeenshire, Morayshire and Ross-shire organised a surprise presentation in Turriff last month for Ralph, co-ordinated by C C Powell Ltd – Alan Twatt spoke on behalf of the farmers present and those absent thanking Ralph for his dedicated support over the last 35 years.

Right:  
Allan Twatt  
& Ralph  
Powell



## Tips 'N' Tricks + About The New GB330

### GZ, GT and Self Propelled Harvesting Tips

**A**s harvest gets under way, how can the efficiency of the harvester increase when difficult conditions beset us?

**Diablo Pressure** – One of the Terra Control settings allows the pressure exerted by the diablos onto the potato ridges to be altered to suit the ridge conditions.

**Clean Control (if fitted)** allows various hydraulic functions to be preset for varying conditions thus enabling the operator to have settings suitable for these settings stored within the machine control systems.

**Remove centre shares** and lift the individual rows reduces the extracting pressure from the centre of the separator especially as the centre belts on the webs carry more soil.

**Take advantage** of the waterfall effect to break up larger clods.

**Fit larger spiral segments** in the first rows of a Multi-Sep unit be it a single or double separator unit.

**Fit smaller RS** rollers, perhaps only where the maximum soil is to be separated.

**Can the trailers carry less crop (bulk/boxes)** to reduce the potential of getting stuck or forming deep ruts.

#### Harvester Operator Training.

Specialised training to suit new and existing harvester operators carried out with Grimme UK Staff.



**G**B330 – plant more per square meter The new 3-row GB330 belt planter is based on the successful GB230.

The row width is set at a fixed setting of 42 cm and is not able to be changed. Especially for seed-potato producers, the better distribution per square meter is a positive development.

Adoption to various varieties is possible by the switching off of the centre planting element and creating a two-row machine set at 84 cm row width.

With the special features of the belt planter a higher working speed compared with cup planters is possible. The 3 ton bunker has enough capacity to ensure a high acreage is planted per fill of the hopper.

For potato planting in separated beds there is a special soil deflection unit fitted to the machine.

“ With the special features of the belt planter a higher working speed compared with cup planters is possible. ”

This so called FLOW-BOARD was awarded the silver medal at the Agritechnica by the DLG. It is a combination of a shaping board with a furrow opener which follows the contours of the ground thus ensuring a constant coverage of the planted crop in a well-shaped ridge. This leads to better crop growth and reduced greens. The hydraulic depth control is operated from the terminal mounted in the tractor cab.

#### Advantages

More crop per m<sup>2</sup> compared to a 2-row planting system.

3-rows per bed for better distribution and better growth of the seed.

Higher working speed with belt planting elements.





### International Events

**AGROSALON 2012** | 10.10.2012 - 13.10.2012  
in Moscow / Russia [www.agrosalon.ru](http://www.agrosalon.ru)

**BEET EUROPE 2012** | 7.10.2012  
Seligenstadt / Germany [www.frankenrueben.de](http://www.frankenrueben.de)

**INTERPOM | Primeurs 2012** | 25.11.2012 - 27.11.2012  
in Kortrijk / Belgium [www.interpom.be](http://www.interpom.be)

**Sima 2013** | 24.02.2013 - 28.02.2013  
in Kortrijk / Belgium [www.interpom.be](http://www.interpom.be)

# World Potato Congress

**G**rimme attended the WPC in Edinburgh and enjoyed the opportunity of discussing potato production with many overseas visitors. The potato world is very small and it is evident that many of the issues experienced in the UK are similar in other countries – on different scales or techniques but the overall pattern is the same – price, potato blight, yield and increasing production costs.

The drive to reduce production costs was a very common theme with the speakers, as was product quality, but questions needed to be asked about the long term solution to overcome these issues when cost of production and farm gate price are going in opposite directions. To sustain production of this versatile food source on a world wide scale farm gate price must reflect the difficulties in getting potatoes to this point. Will GM be allowed to enter the equation, or does trying to always obtain the perfect apple potato go by the by? The end user needs to be made more aware of issues at hand when picking potatoes off the shop shelf.

### The Future - Grimme's Perspective

Future production of one of the world's versatile foods is paramount to feed the ever increasing world population. The diversity of where in the world potatoes are grown determines the equipment required to achieve this goal. Development of growing techniques and the associated machinery for this is mirrored by the demand for the crop and the products it gives us.

Our aims for the future are to harvest potatoes more gently, thus producing higher quality with less waste. And combined with this aim is another – to increase capacity of growing, harvesting and handling systems. With rising production costs ways have to be found to reduce these costs.

*Continues above right...*

The use of machinery to produce potatoes more efficiently is one of these ways. Labour costs are areas where these efficiencies can be seen.

From basic planting machines to the most advanced harvesting equipment has to be provided.

The developing countries of the world, although requiring simpler equipment at the moment and in the near future will benefit from the innovations seen for already developed countries.

**Grimme's future developing markets, China, India, South America and South Africa all demand indigenous development.**

With dedicated people from these countries working with us, our aim at Grimme and Spudnik is to provide the transfer of knowledge we have to not only support, grow and harvest our nutritional needs but also our social needs.

**Below: The Grimme Stand at the World Potato Congress, Edinburgh May 2012.**



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