



GRIMME
HARVESTING SUCCESS!

inform

Grimme NEWSLETTER
Autumn 2013

The First Twenty Years

November 1993 introduced Grimme (UK) Ltd as a daughter company of Grimme Landmaschinenfabrik GmbH & Co. KG.

A steep learning curve by all associated with the birth of this new company has in time seen the growth from rented buildings in Sleaford to owned premises at Swineshead. The current expansion at Station Road indicates the investment to the agricultural sector by Grimme and its completion should coincide with the twentieth anniversary of Grimme UK.

The Grimme product range has changed during this period, but maybe not so much as in the last few years as we now see a wider range of harvesters suitable for the UK market not only in trailed machines but also self-propelled harvesters.

“The current expansion at Station Road indicates the investment to the agricultural sector by Grimme...”

The introduction of trailed bunker machines with separating systems to suit UK harvesting techniques is creating an interest to overcome the number of tractors and machines/trailers in the field at harvest time. As this season's potato harvest draws to a close other crop harvesting continues so we urge all to be specially aware of the health and safety issues during this winter harvest period. Copies of the safety DVD produced in conjunction with the HSE are available.



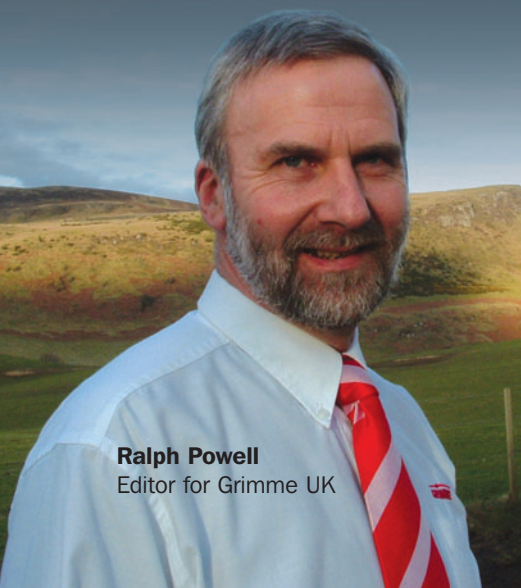


Welcome

As this year draws to an end, a large part of this edition looks forward not just to What's New from Grimme at AgriTechnica - with plenty to fill our centre spread, but also to the massive investment Grimme is making in the UK and Germany, which all aims to drive high quality manufacturing and customer service.

On that note you can read about the investment we are making here in the UK to develop the next generation of technical specialists who will support Grimme equipment as it becomes increasingly technically advanced.

There are some changes to our line-up too, with Glyn Argent taking responsibility for beet harvesting and the appointment of Sean Thurston as ASM for the South East. We also wish Barry Burrell a long and happy retirement. He will be missed by colleagues and customers alike.



Ralph Powell
Editor for Grimme UK

Bunker Self-Propelled Carrot Harvester Ideal In Wet Conditions

With their ability to be harvested virtually all the year round, carrots must number among the freshest produce to be marketed by supermarkets.

For Emmet Dunne, whose company Leo Dunne Ltd grows, harvests and packs over 220 acres of carrots each year for sale by Irish multiples, it is a business which he says can be incredibly demanding when the weather and conditions are everything but accommodating.

"Like most growers, we harvest to order," he says. "We are told how many tonnes are required for a given day and we have to do our best to not only lift that tonnage but also to wash, grade and package them."

"We tend to rent an area for two years – carrots in the first year and then cereals in the second," he explains. "This means we have a season to ensure we are handing back to the farmer land which has usually been subsoiled and is in good condition for him to re-plant."

The carrots are sown in succession from February to about mid-May, planted in three bands within the 75cm bed which is one less than most growers.

"I believe three rows provide the carrots with more space for air to flow through the canopy and this helps to reduce disease problems and the crop does better as a result," he says.

Harvesting normally starts in the second week of July and continues through to April of the following year.

Using a trailed harvester required the constant attendance of a fleet of tractor and trailers – a lot of traffic running about the fields.

"In wet conditions the field could become very heavily rutted and damaged," he says. "We were sending a lot of soil back with the carrots to the packing station which needed to be removed, so the sample was not that good."

BPC HARROGATE NOVEMBER 27TH AND 28TH

Grimme as co-sponsors of the event cordially invite you to join them on their indoor or outdoor stand to discuss any aspects of the potato machinery range from a complete handling, inspecting and grading line to a genuine parts such as stars for a destoner.



The solution he concluded was to invest in a self-propelled bunker-type harvester – a Grimme Varitron 270, which runs on a combination of wheels and a wide, weight-spreading track.

Carrots are lifted by a full width share that takes the whole bed on board, the soil being separated out by the harvester's webs before the carrots reach Grimme's twin Multi-Sep unit, subsequently passing via a cleaning elevator into the harvester's 7t capacity moving floor bunker. "The Multi-Sep cleaner is the key," insists Mr Dunne. "It does an excellent job treating the crop gently so there is little if any damage or breakage and the sample is clean."

“Like most growers, we harvest to order, he says. We are told how many tonnes are required for a given day and we have to do our best to not only lift that tonnage but also to wash, grade and package them.”

Harvesting now requires fewer tractors, trailers and drivers. The harvester simply empties its load using its 1.2m wide transfer elevator into trailers parked on the headlands while the full trailers are being transported and emptied.

Mr Dunne comments that during the difficult wet autumn of last year, the Varitron 270 managed to keep working in appalling conditions.

"It was impressive how it stayed on top of the ground making very few ruts" he says. "With a front and rear steering system it can make speedy headland turns and not have to work in lands to accommodate a side off load. For a harvester which lifts the thick end of 7000 tonnes of carrots for us each year, I have to say it does a first rate job."



The Time Has Come...



Barry Burrell (Steptoe) has decided to retire from his sales role at Grimme Swineshead. Well known and renowned in Lincolnshire, Cambridgeshire and other areas throughout the UK, Barry has seen many changes during his forty year association with Grimme.

Barry worked for Pearsons before joining Grimme UK and has continued his area sales role as part of Grimme UK and latterly Grimme Swineshead.

His enthusiasm will be sadly missed as he leaves behind him a wealth of knowledge of both machines and customers. He will however keep his hand in at Swineshead a couple of days a week cataloguing secondhand machines and controlling show display material.

Barry and his wife June were joined by many staff and customers for an evening reception to mark his retirement in August. Colleagues from Germany and the UK were able to reminisce with Barry over his career supporting the Grimme product and with his foresight to nurture his successors – who have a hard act to follow.



Agritechnica 2013: (Left) The BeetBeater separating stones (Right) The new control desk

EasyLift top lifter: (Left) 2-row top lifter SP200 (Right) Showing one person can change the top lifter belt

What's new from Grimme at Agritechnica 2013

Grimme group is making a significant investment in the latest digital technology.

Its website at www.grimme.com has a completely new look, and automatically adapts to the display sizes of your computer, smart phone or tablet PC. A new media library has also been added with over 2,300 pictures, 230 videos and 320 leaflets.

Grimme is also launching a number of special apps for I-pads and I-phones - available at the App store free of charge. First will be calculators for potatoes per hectare depending on spraying tracks, row width, tuber distance and cultivation method. This gives growers a basis for calculation of the volume of seed required.

Innovative "AirSep" trash separator

For those customers working in stony conditions, Grimme has developed "AirSep", which separates trash and wet clods from the harvested crop pneumatically.

It works very gently. An airstream lifts the crop and moves it gently forwards. Stones and clods sink to the bottom and are separated through a stone flap. This is similar in concept to water systems but enables dry storage of the harvested crop.

A two row potato harvester with brush type separators can achieve an output of 30 tons per hour. Harvesters fitted with the "AirSep" are able to reach an output of about 60 tons per hour with high separation accuracy.guaranteed.



Agritechnica 2013

Grimme is using Agritechnica to showcase some important changes and additions to its range of sugar beet machinery. These include:

Biogas-beet preparation

Grimme's "Beet-Beater" offers an innovative solution for the dry preparation of energy beet in biogas for all year round production. A 20 m³ buffer hopper offers significant gains in operating efficiency.

New harvester control centre

The main functions of the Rexor 620 and 630 are now integrated into the new armrest control centre or the new ride lever which provides direct control without the distraction of other operations on the display. The control centre is height and distance adjustable. to suit individual operators.

New engines - new technology

The new fuel-efficient 530 HP, 12.8 litre Mercedes engine with AdBlue is now standard in the 620. This meets the strict Tier 4 exhaust emission standard. The REXOR 630 already boasts the latest 625 HP, 15.6 litre engine.



RowRunner track assistance

The RowRunner track assistance system keeps the tractor independently on track whilst harvesting row or ridge profiles. As soon as the tractor-implement is located in the crop row, a mechanical feeler at the tractors' front detects the contours.independent of GPS.

The. signal data can be used to autosteer the tractor. freeing the operator to make adjustments to the attachment and to check the work results.



Mechanical Axle Cleaning for harvesters

In the fight against potato disease, it is essential (or even mandatory) to remove soil and haulm from the axle of potato harvesters with every change of fields in affected areas.

Normally this is a manual operation adding up to 15 minutes in the changeover time from field to field.

The mechanical axle cleaning shaft in combination with the V-shaped axle cover for trailed and self-propelled potato harvesters eliminates much of this manual work.



New EasyLift top lifter intake for ASA-LIFT vegetable harvesters

ASA-LIFT, now a Grimme subsidiary, has developed a new strong top-lifter intake unit that makes pulling easy - Welded hollow profiles also improve the stability of the intake section

'Easy-Lift' incorporates stone protection, which automatically removes stones in the intake unit to avoid bruising of the crop and down time caused by stone blockages.

New too is belt guidance. Two joined tensioning rollers keep the clamping strength constant, which in turn reduces the power requirement. The rollers are maintenance free and quickly exchangeable.

The belts in the 'Easy-Lift' intake unit are easily changed by the operator in a few minutes.

100 miles for charity

Cycling enthusiasts from Grimme cycled the 100 miles from York to Swineshead at the beginning of September to raise money for Freewheelers EVS. Enduring side winds and eventually tail winds the group safely arrived at Station Road. Raising over £3,500 for the local area of Freewheelers.



Pulling Away

As a break away from the workshop and his apprenticeship, Ashley Craggs from York finds time to enjoy tractor pulling. At a local event Ashley competes with his tractor.





Pictured above from left to right: Thomas Thornally • Oliver Wilson • Joshua Clover • Peter Lavan • Russell Lister
Thomas Pearson Ashley Craggs • Phillip Teague • Peter Stocks • Jack Samways • Daniel Taylor



Left to right: Rootster, Rexor 620 and Maxtron Sugarbeet Harvesters

Your Future – Our Future

Grimme UK and BMC have joined forces to offer two Level 4 programmes in Land based Engineering and Business Management .

Stop Press

The HNC level programme will bridge the gap between the practical skills based Level 3 Apprenticeship courses and high end theoretical level degrees in the land based sector with tailor-made support for employees in the next stage of their careers in land-based engineering and business. Grimme has also pledged to provide potential bursary assistance with tuition fees for high flyers that show great passion and commitment to the course.

Pictured right: Grimme UK and Brooksby Melton College finalising the course, Mark Bendle and Russell Lister



The days of fixing farm machinery with a hammer and an adjustable spanner are long gone. Of course, these are still in the tool box but so are more sophisticated tools driven by the design, construction and operating systems of the latest machinery.

The latest computerised operating systems are designed to make life easier for the operator and to achieve maximum field performance. But what happens when these break? A hammer and adjustable are no use when a Cambus cable fails. Informed diagnostics may help a technician locate the fault but the cause still has to be identified and the machine repaired and Grimme has always recognised the importance of apprenticeships as a central part of the development and progression of the individual through the company. Now, Grimme UK is following a similar path to support the product right down the chain.

It aims to develop the skills of all its young employees by offering them training and development opportunities that allow them to achieve their potential in whatever area they shine. This includes formal training at college matched by further development at work to provide opportunities for “graduates” to follow a career route that’s right for them – maybe as a technician, a product support specialist or, perhaps, in sales and management.

In association with Brooksby Melton College (BMC), Grimme, like other major manufacturers, introduced a programme to kick start training and development for its own engineering apprentices and for others employed in its dealer network.

However, it is clear that a “one-size fits all” programme cannot balance the long term needs of the individual, the employer or the industry.

The current college-based programme is designed to deliver NVQ Level 3 qualified engineers. This is a solid foundation on which to build for the future. However, to keep pace with the demands of growers who have to work their root crop machinery more intensively and to maintain the skills and knowledge necessary for its support, the programme must enable technicians to achieve Level Four and beyond.

Russell Lister, Head of Aftersales for Grime UK, sums this up as, “Your future - Our future”, which recognises that Grimme’s future success and that of its customers relies on sowing the right seeds today, but that this offers equal opportunity to young people eager to advance, whether they already work within the Grimme network or want to join from outside.

It could be argued that there are flaws in this model. – Of course, some students will fall prey to other industries and employers once they are qualified. Others may fail to qualify or may not wish to proceed beyond the standard level. However, this is no reason for not having a programme, which will push the training boundary to new levels to take account of the changing demands of our customers, the machinery they use and the advanced technical skills that are necessary to maintain it.

In short, a future in which we all share.

“...Grimme’s future success and that of its customers relies on sowing the right seeds today, but this offers equal opportunity to young people eager to advance...”



Changes in the South East for Grimme UK

The expansion by Grimme Landmaschinenfabrik GmbH & Co. KG with its range of sugar beet harvesting machinery and the takeover in November 2012 of the Kleine sugar beet equipment now allows Grimme to offer a full range of sugar beet harvesting and handling equipment.



With this expansion Grimme UK has now appointed Glyn Argent as Sugar Beet Sales Manager and in conjunction with after sales support provided by Swineshead, Grimme are able to offer their full range of sugar beet harvesting and handling equipment. Glyn is well known within the south east as the Grimme Area Manager for potato and vegetable equipment. ‘The opportunity to represent this new venture was one I wanted to be involved in’ declares Glyn. ‘The sugar beet market is totally different from the potato sector and we have to realise this to expand our business within it’, says Mr Argent

Promotion of the product range will commence with a comprehensive demonstration programme, which will be announced in the near future and the successful trailed Rootster harvester will be the mainstay of this programme. Fully trained service support technicians will be based at Swineshead to support existing and new customers as we enter the 2013 season. The Kleine range of equipment suitable for the UK market will be introduced also in the near future.

Taking over from Glyn in the role of Area Sales Manager for the potato range of products is Sean Thurston. Sean joins Grimme UK from Ben Burgess Ltd, who with their four depots in East Anglia is well known in the potato sector of the agricultural machinery dealers. In conjunction with Grimme UK, Ben Burgess will be involved with the Varitron 220 and 270 models self-propelled potato harvester demonstration programme this autumn.

In an on-going supportive role, Ben Burgess will be able to supply sugar beet machine parts from parts stock at the Aylsham branch.

For further information, please contact Glyn Argent
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Sean Thurston has taken over from Glyn as Area Sales Manager for the South East.

With an extensive knowledge of the Grimme product whilst at Ben Burgess Ltd., Sean will be covering the East of England region. Sean joined Ben Burgess as a technician in 1990, moving to sales in 2000 where he was area sales manager working between Norwich and Aylsham. This background will ease him into his new role at Grimme UK Ltd. Away from work Sean enjoys squash, cycling and keeping fit.



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INTERNATIONAL EVENTS

AGRITECHNICA
Hanover.

10.11.13 – 16.11.13
www.agritechnica.com

2A

2B

Output Doubles with New Investment

In 2010, Grimme Landmaschinenfabrik GmbH & Co. KG experienced a sharp rise in the demand for their products throughout the world consequently Grimme took the decision to increase production capacity by the building of two brand new factories. This enabled the transfer of manufacturing of self-propelled harvesters and webs from Damme to a new industrial area ten miles away at Rieste which had been purchased a few years earlier.



The new facilities employ a team of 240 people, of which a 110 working on the web assembly line. This development is headed by 36 year old Felix Lingsen who having studied Agronomy at university began his career with Grimme in 2008, working within the logistic centre at Damme.

Here he gained experience in running a responsive parts supply chain and being involved with the new build from day one, Felix took charge of the self-propelled and web and factories in December 2011.

"Compared to our old factory at Damme, the new building for web manufacture gives us 9600 square metres of floor space and larger offices. Investing in our new belting production line, riveting machine and bending machine alone has made a huge difference to our production capacity. Also by improving our focus on reduced build times, we have been able to double our output and are currently producing on average 550 webs per week," says Felix. Throughout 2012 we made in excess of 32,000 new webs. Felix continues "we are able to replenish any out of stock webs to our factory quickly which is our goal."



The production team is focused and realise how much Grimme customers rely on their machines and appreciate how costly machine down time can be. Everyone regularly receives practical training learning about the impact of abrasion on the webs produced and our team leaders appraise every worn or broken web returned to them. This all helps to understand the impacts of life in the field," he concludes.

Grimme is committed to offering products with the highest customer value and delivering an exceptional aftersales support. Rising prices of raw materials such as steel and rubber are challenging and whilst some manufacturers have lowered the quality of their products accordingly, Grimme have refused to compromise. Grimme continues to purchase raw materials from 'high end' suppliers with whom there is a special working relationship spanning many years with the emphasis on quality.

Grimme customers worldwide benefit from genuine parts, manufactured to high standards from quality materials. Vigorous quality control and in depth research and development, which is a main criteria of the Grimme business, goes a long way to maintain the Grimme standard. Parts availability worldwide is supported even more strongly now by the marketing of the Grimme product through Grimme daughter companies.

Pictured above: 1) Grimme Damme 2A & 2B) The new web factory and team
3) the new factory site for webs and sp harvesters

Agritechnica 2013

Grimme Landmaschinenfabrik GmbH & Co. KG is still expanding, and with the introduction of a new daughter company in Belgium and the further involvement with ASA-Lift and Kleine for future products from these specialised manufacturers.

Looking towards another successful year, Grimme will be exhibiting at the 2013 Agritechnica Show in Hall 25.



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