



Fendt Advances Opportunities With Pre-Owned Purchase

COLDSPRINGS FARM, NEW WINDSOR, MARYLAND

When Matt Hoff purchased a used Fendt Model 926 tractor nearly seven years ago, he was primarily looking at the transport speed that Fendt offered, which would allow him to reduce travel time when hauling manure and silage. However, like many Fendt owners it only took one tractor to make a lasting impression. Since buying that first used model with nearly 3,600 hours on it, Matt and his wife, Debbie, who operate Coldsprings Farms in New Windsor, Maryland, have since acquired three new Fendt 900 series tractors. Even though his dealer — M. M. Weaver and Sons, Inc. based in Leola, Pennsylvania — is nearly 2½ hours away. Matt says the service and dealer support have been exceptional. However, the reliability, fuel economy and available reverse station option also keep him coming back.



Although the farm has nearly 2,400 acres of crops and forage, the main enterprise is a 1,100-cow dairy that keeps Hoff and 26 fulltime employees on the go virtually year-around. Consequently, the Fendt tractors are either cutting hay, hauling manure or pulling silage wagons.

According to Hoff, the history of the farm dates back to 1868 when his ancestors settled in the area ... making him the fifth generation to manage the operation. Throughout that time, dairy cows have been part of the program. It's just that there are a lot more of them now.

"Dad expanded to about 260 head in 1966," he explains. "Then, in 1976, we went to about 350 head. However, we built a new 350-cow barn in 1995 and went to about 700 head."

Hoff notes that it wasn't until after his father passed away in 2005 that he expanded to 1,100 head with about 980 producing at any one time. Of course, more cows mean more waste and more feed. (Con't from page 3)

Still Superior The Second Time Around

"Now, with the AGCO Certified Pre-Owned program, this may be the perfect time to acquire the technology you've always wanted."

PRE-OWNED

FENDT

When is a used tractor a better investment than a new competitive model?

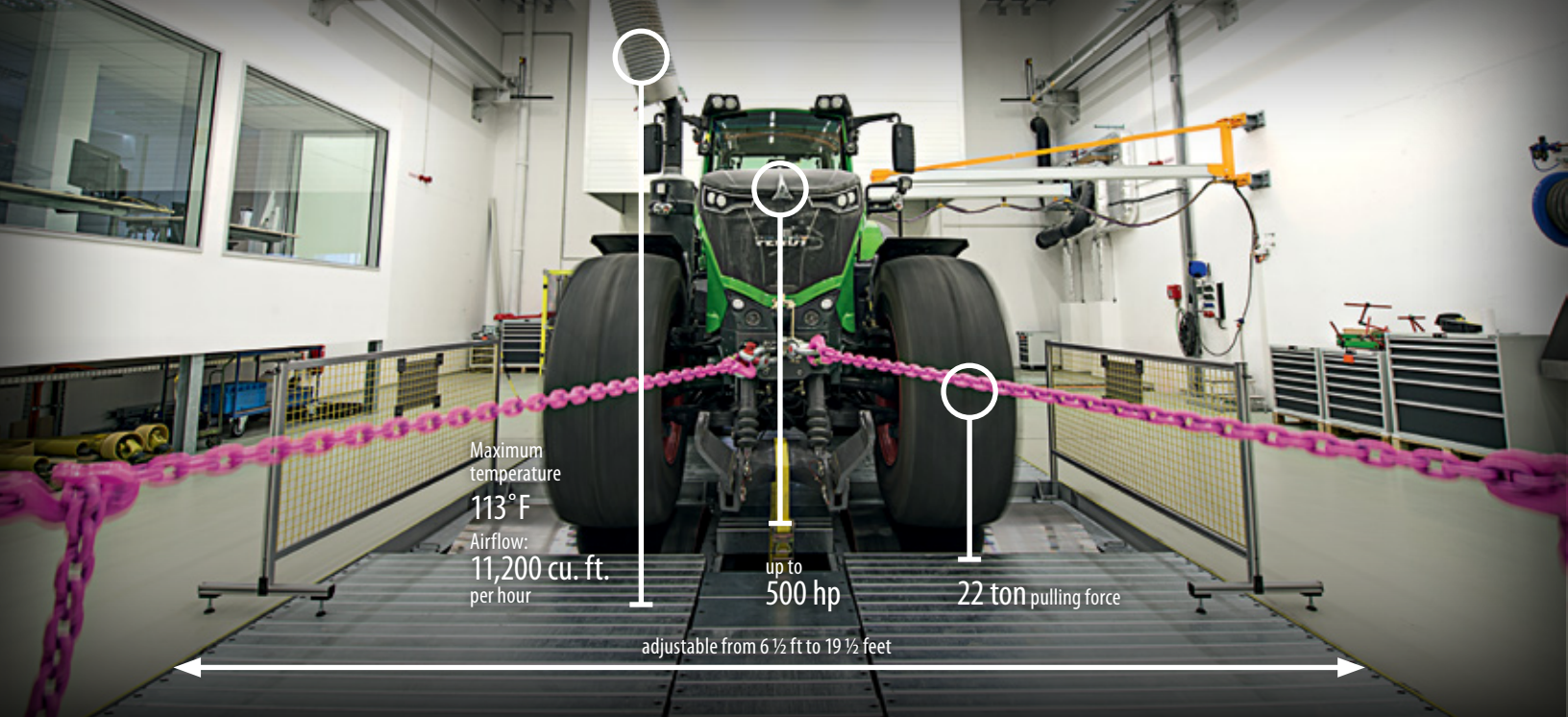
The answer is simple! It's when you purchase an AGCO Certified Pre-Owned Fendt tractor instead of a comparable new model from another brand. After all, no other tractor can match the technology and efficiency of a Fendt tractor, which means you still get more for your investment with a pre-owned Fendt.

According to Eric Lescourret, AGCO director of Commercial Strategic Initiatives, every tractor offered through the Fendt Certified Pre-Owned Program undergoes a thorough 120-point inspection and testing process to make sure all important systems and parts are up to strict standards. Next, each tractor goes through a rigorous reconditioning process to repair or replace any necessary components. Some machines are even upgraded with new technology.

"Repairs aren't made by some guy with a wrench, either," Lescourret relates, noting that AGCO is the first agricultural equipment manufacturer to stand behind equipment with a certified pre-owned program. "Every step of the inspection and reconditioning processes is performed by AGCO-certified technicians who have passed two levels of specialized inspection and product training.

"Finally, we believe so strongly in our relentless inspection and reconditioning process, that we offer a first-class extended coverage plan on every machine," he continues. "Any Fendt 700 through 900 Series tractor that is less than five years old with fewer than 3,000 hours is eligible for our comprehensive one-year AGCO Protection plan," he adds, explaining that a deductible of \$250 will be applied per incident.

"Maybe you've always dreamed of owning a Fendt tractor, but the time, or budget, just wasn't right," Lescourret concludes. "Now, with the AGCO Certified Pre-Owned program, this may be the perfect time to acquire the technology you've always wanted."



Fendt Unveils New Vehicle Test Bed



Top photo: The standardized pink chains can withstand forces of up to 22 tons. Above: The distance between the axles can be flexibly adjusted from 6½–19½ ft, which ensures that all tractors can be tested – from the 200 Series to the 1000 Series.



In the background: The honeycomb-shaped supply nozzle blows air into the testing room, creating laminar flow of up to 12 ½ mph.

After a year of construction, AGCO Corporation has completed one of the world's most modern test beds at its Fendt tractor factory in Marktoberdorf, Germany. The heart of the system is a 1,100-ton concrete base that provides stability while the tractor rides on four smooth, steel rollers that measure approximately six feet in diameter. Each roller is driven and braked by electric motors in the basement below the test bed, to simulate both road and field conditions.

In effect, technicians can apply up to 16.5 tons per vehicle axle and exert another 16.5 tons per axle with a pull-down device and ratchet. This allows them to simulate the weight of the tractor, along with the downward pull of an implement on the rear axle to replicate a field operation. The powered rollers can also simulate driving on a road at various speeds. Either way, the anchor chains attached to the tractor can withstand forces up to 22 tons while the system itself can handle pulling forces of more than 175,000 foot pounds of torque. Plus, the distance between the rolls can be adjusted from 6 ½ to 19 ½ feet to accommodate any tractor in the Fendt product line.

"Even tractors with more than 500 horsepower, like the new Fendt 1000 Series*, are no problem for the test bed," says Bernd Rückert, head of the Fendt vehicle test bed team. "It is all about pulling forces ... that means, how do we transfer the power from the tractor to the rollers or, in other words, transfer it to the road or the soil. That is crucial for farmers."

Another major feature of the test bed is a climate control system, which maintains a constant room temperature through the exchange of 11,200 cubic feet of air per hour. A supply nozzle upstream of the test machine has a 13 X 13-foot honeycomb-shaped outlet to ensure uniform airflow around the vehicle. This unique climate control system can also simulate both cool temperatures, as well as hot-climate conditions of up to 113 degrees Fahrenheit.

The bottom line for customers is that test results can be incorporated in the development of new designs and can be taken into consideration before the Fendt tractors go into field operation. And that translates into even greater reliability from one of the world's most reliable tractors.

**Fendt 1000 Series coming soon to a dealer near you.*



"The Fendt tractors look complicated, but they're really easy to operate once you learn how to use the controls," Hoff continues. "And they're so comfortable to drive. You're not worn out after a long day of driving over rough fields and hauling silage down the road."

- Matt Hoff

Coldsprings Farm, New Windsor, Maryland

Fendt Advances Opportunities With Pre-Owned Purchase *(Con't from page 1)*

"I actually traded that first used Fendt for a new reverse station 927 about four years ago," he explains. "Then, this past spring, I leased a Fendt 930 and a reverse station 933. The 927 was starting to get quite a few hours on it, so I wanted another reverse station model as a backup," he continues, noting that he uses a 30-foot header on the reverse station models to cut alfalfa and forage.

"We also custom haul manure for a neighboring dairy, so we spend a lot of time on the road with two liquid tankers and one dry spreader," he adds.

In between, the tractors can often be found pulling three large 29-foot, triple-axle forage wagons that help the crew keep up with a self-propelled forage harvester. In addition to corn silage, Hoff puts up 200 acres of alfalfa silage five times a year, as well as 1,000 acres of triticale.

"I do have a few John Deere tractors, as well. However, they're primarily just used for specific applications," he admits, explaining that the newest one is used for pulling a John Deere planter. "We did have one of the comparably sized John Deere tractors on a forage wagon, though, and it seemed to be using around two to three more gallons per hour under full load. The

other problem is that everybody would rather drive the Fendts. I don't spend much time on the tractors anymore, but when I do, I'd rather drive the Fendt tractors myself, too.

"The Fendt tractors look complicated, but they're really easy to operate once you learn how to use the controls," Hoff continues. "And they're so comfortable to drive. You're not worn out after a long day of driving over rough fields and hauling silage down the road."

Hoff says the Fendt CVT transmission is also a huge benefit when spreading manure and keeping pace with the forage harvester, especially since the driver is required to follow alongside with a tractor and wagon.

"The best feature, though, is the service we get from M. M. Weavers. We've had very few problems, since the Fendt tractors are so reliable. However, the times we have needed something, they've been out here right away. As an example, we found we needed a new fuel injector pump on the used model we bought. Weavers had a guy out here within about 12 hours with everything he needed to get us going again. Their highly trained and knowledgeable technicians make it feel like they are right down the road."

Upcoming Events

September 1-3
Expo-Champs
Saint-Liboire, Quebec

September 12-20
Clay County Fair
Spencer, Iowa

September 15-17
Canada Outdoor Farm Show
Woodstock, Ontario

September 15-17
Big Iron Farm Show
West Fargo, N.D.

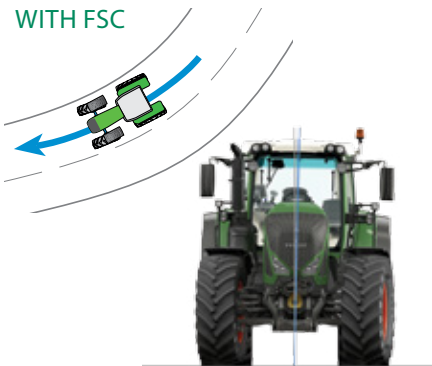
Sept. 22-24
Ohio Farm Science Review
London, Ohio

November 11-14
Agri-Trade Equipment
Exposition
Red Deer, Alberta, Canada



If you have any plans to be in Germany later this year, you might want to adjust your schedule to include one or more days from November 10-14. That's when Hanover, Germany, will once again host AGRITECHNICA, the world's largest farm equipment show.

Rates as low as

0%
36 MonthsAsk your Fendt Dealer
for more details.**WITHOUT FSC****WITH FSC**Enhanced steering control and transport speeds up
to 31 mph allow for reduced travel times.

Fendt Stability Control Offers Unique Benefits

Taking a curve at a high rate of speed with a sports car may be exhilarating, but one seldom gets the same level of excitement in a tractor. In fact, it's generally not a safe practice ... especially if you're towing an implement or carrying a load on the 3-point hitch. That's not the case, though, when you're driving a Fendt tractor around that same curve.

Among the countless other features that are standard on a Fendt tractor, which are either optional or unavailable on other models, is Fendt Stability Control. Granted, standard-equipment front axle suspension goes a long way toward providing vehicle stability. While front axle suspension is optional on many comparable tractors, Fendt 900 Series tractors feature self-leveling hydro-pneumatic, independent wheel suspension with up to 12 inches of suspension travel on each front wheel.

The hardness grade of front axle suspension is also dependent on ground speed so the operator is always assured of a smooth ride. However, front axle suspension can also be a hindrance when negotiating a curve in transport mode.

"That's where the Fendt Stability Control (FSC) anti-sway system comes into play," explains Josh Keeney, Fendt Tactical Marketing Manager for North America. "This speed-dependent, self-activating system provides lateral stabilization by damping side-to-side movements. In effect, it locks the differential, as well as the front axle suspension cylinders between the right and left sides to ensure maximum steering precision, driving stability and braking."

As Keeney explains, the FSC system automatically engages at speeds above 12.4 miles per hour, or 20 kilometers/hour. When speeds drop below the FSC threshold, the system automatically disengages to restore compensation between the left and right sides of the tractor to ensure maximum ground contact.