



A VIEW FROM THE CAB PROFILE

A Move Toward Efficiency



Brant and Maaïke Ryzebol find plenty of uses for their Fendt tractors at their new dairy location near Mantorville, Minnesota.

Brant Ryzebol recognizes a good thing when he sees it. A little less than a year ago, he moved his entire Ryzebol Dairy operation from Bad Axe, Michigan, to Mantorville, Minnesota — a distance of more than 700 miles — primarily because the new location offered enough land to expand and produce his own livestock feed.

"In Michigan, we literally had several thousand dairy cows within a couple miles of us," he explains. "There was no way to grow. Since we didn't have any farmland, we had to buy 100 percent of our feed, as well as find fields where we could spread the manure. Both were becoming more difficult and expensive. Essentially, we were buying all our feed from area farmers, providing them with free fertilizer and then paying somebody to haul it there."

Consequently, when he found a dairy in Minnesota, with most of the 2,800 acres he now farms included in the deal, Ryzebol and his wife, Maaïke, and their two children headed west.

"It had previously belonged to three brothers who were wanting to retire," Ryzebol adds. "So we bought their cows and have built the herd to 1,500 cows, with plans to expand to 2,000. The best part, though,

"THEY'RE ESSENTIALLY THE SWISS ARMY KNIFE OF THE TRACTOR WORLD."

> BRANT RYZEBOL, RYZEBOL DAIRY, MANTORVILLE, MINNESOTA ABOUT THE FENDT 1000 SERIES



is we have so much more control over our feed supply and manure," he adds, noting that their crops consist of corn and alfalfa.

Of course, 2,800 acres of new farm ground also called for new equipment. That's when Ryzebol recognized a good thing in the new Fendt® 1000 Series tractors. He liked them so well, in fact, that he didn't buy just one or two, but three 1000 Series models with two more on order. The current models include two 1050 units and a 1046. The two more on order with Lindstrom Machinery Company in Mondovi, Wisconsin, are both Model 1042 tractors. In addition, the dairy owns a Fendt 933 and a Fendt 820 — the latter being the only tractor he brought with him on the move.

"We particularly like the Fendt 1000 Series," he says. "We already have over 300 hours on them due to the fact that we can do so much more with each tractor. They're essentially the Swiss Army Knife® of the tractor world.

With the 1050s, for example, we can use them all winter to haul manure, put the duals on them for spring and use the same tractor for heavy tillage and planting. We had the 1046 on a 60-foot planter this spring and it did a beautiful job."

Ryzebol says that in addition to pulling a 5,000-gallon manure spreader and a 60-foot field cultivator, the 1000 Series models have been used to pull the corn planter, push and pack silage in a bunker silo and transport silage.

"Some tractors are best suited for one application, while others are good for something else," Ryzebol relates. "This machine is good for a wide range of applications, which allows us to fully utilize our assets."

Ryzebol says he and his employees also enjoy the comforts of the suspension system on their Fendt tractors.

"The 1000 Series models, in particular, are in the same performance class as articulated tractors," he says. "Yet, they have the ride quality and comforts of a smaller chassis, making them the ultimate package. The comfort of air cab suspension and independent front axle suspension also allow us to run longer hours," he concludes. "In effect, we're able to get a lot more work done in a 24-hour period."

“WITH THE FENDT MONO-BLOCK DESIGN, IT TAKES **LESS THAN FIVE MINUTES** TO REMOVE OR CHANGE THE WEIGHT...”

> CHUCK SCHRADER,
FENDT MARKETING SPECIALIST,
NORTH AMERICA



Flexible Ballasting

As we all know, heavy equipment is one of the leading causes of man-made compaction layers, which leads to less aeration and more root restriction. Fortunately, Fendt tractors are not only efficient and easy to operate, but they can also be gentle on the soil. That's because all Fendt tractor series boast a low vehicle weight with a high payload. This allows enough capacity for versatile ballasting options, which means they can be heavy when they need to be and light when too much weight is detrimental.

The Fendt 1000 Series is particularly adept at this concept. While the 800 and 900 Series feature a permissible gross payload of nearly 16,000 pounds, the Fendt 1000 Series can be as light as the basic unladen weight of 30,666 pounds or as heavy as the maximum overall weight of 50,706 pounds. That translates into a permissible payload of over 20,000 pounds, which is invaluable, since ballasting determines the amount of slip in any given field condition, affecting fuel consumption, field operation time and compaction.

“Unfortunately, there's only so much weight you can take off of a typical four-wheel-drive articulated tractor,” says Chuck Schrader, a product marketing specialist for Fendt tractors. “Yet, with a constant power output of 380 to 500 horsepower and the appropriate amount of ballast for traction, the Fendt 1000 Vario is ideally suited for heavy draft work. Then, when less weight is required, ballast can be easily removed and the full power and torque of the tractor can be applied to the application, rather than to carrying weight and burning extra fuel.”

It's not just the ability to remove ballast, either, Schrader relates. It's also the ease

with which it's removed. While 'suitcase' weights seem to be the standard in the industry for weighting the front of the tractor, Fendt offers a choice of mono-blocks that attach to the front 3-point hitch or to the pair of rigid carrier arms that are standard in the absence of the optional lift.

“A lot of farmers have good intentions of removing front ballast when it's not needed,” Schrader adds. “But to remove 2,000 pounds of suitcase weights, you're talking about handling 20 individual 100-pound weights. So it's easy to let it slide.

“With the Fendt mono-block design, it takes less than five minutes to remove or change the weight,” he adds. “If you don't have the front 3-point hitch, it's still an easy process. You just release the air on the front axle suspension and drive forward to where the arms can pick up the weight.”

To make hook-up even easier — which also applies to front-mounted implements — Fendt even offers a camera that is incorporated into the Fendt logo on the hood. The image, meanwhile, is projected on the Varioterminal, so hook-up is flawless.

In addition to five different mono-blocks ranging from 1,918 pounds to 7,275 pounds, the Fendt 1000 Series can also be fitted with rear wheel weights ranging from 1,433 pounds to 2,755 pounds each.

“The 800 and 900 Series are each available with four different front mono-block weights,” Schrader concludes. “Of course, another nice thing about the mono-blocks is that they're all interchangeable between models, which adds to the convenience if a producer has more than one Fendt series.”

The Principles of Ballasting

Ballast is the important link between field speed and drive wheel slip. While over-ballasting a tractor wastes fuel and increases drivetrain wear due to increased rolling resistance, under-ballasting a tractor wastes fuel from excessive tire slip and causes premature tire wear and leads to lost productivity.

Fortunately, slip can be controlled by adding or removing ballast from the tractor as needed. If slip is lower than 10 percent, ballast should be removed from the tractor. If slip is higher than 20 percent, more ballast should be added. That's where the flexible ballasting feature on Fendt tractors comes into play. This is particularly important on the 1000 Series, which can be configured for both row-crop and heavy tillage applications.

In addition to achieving the appropriate overall loaded weight of the tractor, it's important that the weight be distributed between the axles in the proper ratio. As a general rule, tractors like Fendt, which feature front-wheel-assist, require about 40 percent of the weight on the front axle and 60 percent on the rear axle. However, in no case should the ballasting weight exceed the tire's recommended load carrying capacity. For more information on tire load capacity, consult the tire manual for the maximum tire load in relation to tire size, type and inflation pressure.



A Profitable Investment

In 1968, John Lindstrom made a decision that would drastically change the future of Lindstrom Equipment Company. That's when the family patriarch purchased the Anderson Equipment Company in Modena, Wisconsin, to become a full-line Massey Ferguson farm machinery dealership. Prior to that, the company, which got its start 10 years earlier in 1958, primarily sold silos and material handling equipment.

Ironically, Lindstrom Equipment made another wise move in 2001 when they started selling the Fendt brand. Since that time, Lindstrom has added a second location and grown Fendt sales substantially.



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> GARRETT LINDSTROM, 3RD GENERATION OWNER,
LINDSTROM EQUIPMENT COMPANY, MODENA, WISCONSIN

"We recognized a few years into the franchise that Fendt held a huge advantage in that there was nothing else like it in the area or in the industry," says Garrett Lindstrom, a third-generation owner who shares management with his cousins, Adam Lindstrom and Nathan Deutscher. "So we started selling Fendt on the creature comforts, the versatility, the warranty on Fendt products and the service from Lindstrom Equipment, which includes 24/7 support from our service department," he adds, noting that the dealership has a direct telephone line to the service technician who is on call that night. "And with 15 years experience with Fendt tractors, we believe we have some of the top technicians in the country. Finally, we have loaner machines available for all applications, from mixing feed to pushing and packing silage, for use by a customer while his or her machine is being repaired."

Garrett says they also came to understand that the initial Fendt sales called for a four- to six-hour investment on their part to demonstrate the tractor and to make sure the potential customer was completely comfortable with the tractor

and controls. Naturally, the sales got a little easier on repeat purchases, and once the customers started talking about them in the coffee shop and corner café.

Although one might expect loader tractors to account for the majority of sales in dairy country, Lindstrom says the 900 Series is actually the biggest seller, even though dairies and the industries that support them are responsible for nearly 85 percent of their Fendt tractor sales.

"That 300-horsepower range seems to be the key," he says, noting that the 900 Series accounts for nearly 50 percent of their market. "They're looking for something to use with a triple mower, to pull a big manure tanker or to handle a 11- to 13-shank ripper. The 800 Series represents another 20 percent or so of our market and the 700 Series accounts for another 20 percent, as well.

"Now that the 1000 Series is available and equipment is getting bigger, I look for that line to take over about half of the 900 Series sales," he adds.

Another interesting statistic is that nearly 75 percent of the Fendt tractors Lindstrom Equipment Company has sold have gone



The management team at Lindstrom Equipment Company includes (left to right) Nathan Deutscher, Brent Lindstrom, Adam Lindstrom, Garrett Lindstrom and Bruce Lindstrom.

out the door in the optional black paint scheme. So Lindstrom keeps both black and green Fendt tractors in stock, with the understanding that the customer can order a Fendt in any color that is available, including white, which was ordered for a customer in 2015.

Of course, that's another feature that's not available on any other brand. You can get competitive tractors in red, green, blue, yellow or orange. But it's kind of like when Henry Ford commented, "People can have the Model T in any color — so long as it's black." Lindstrom not only offers the best tractor in the industry, but gives customers a choice of colors.



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RATES AS LOW AS

2.24%*

New Fendt Tractors –
Low Rate Financing or Lease
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U.S.: 0% for up to 12 Months*
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*Finance: 2.24% for 36 months. Lease: 2.24% for 36 months. Offer valid on select models and subject to credit review and approval by AGCO Finance LLC. Attachments and implements sold separately. Offer applicable on retail installment contracts only. Leases applicable for 36 month minimum term, with advance payment due at signing. Restrictions may apply. Dealer participation may vary. Contact your participating dealer for more details. Offer may be subject to change without notice. Offer expires September 30, 2017 and is subject to change without notice.

Whether you're in the market for a new or used Fendt, now is the time to lock in a low 2.24% lease or finance package on select Fendt models. This limited-time offer expires September 30, 2017 and may be subject to change without notice, so don't delay.



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With Fendt, it's all in the family.



UPCOMING EVENTS	SHOW/EXHIBIT	LOCATION
September 12–14, 2017	Canada's Outdoor Farm Show	Woodstock, ON
September 19–21, 2017	Farm Science Review (AGCO)	London, OH
November 12–18, 2017	Agritechnica	Hanover, Germany

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