

Easy to learn and use, precision farming technologies from AGCO offer cutting-edge solutions for greater efficiencies and profitability. BY DES KELLER

THE QUALITY OF MACHINERY—the iron, its design and functionality—will always be important. More often in the years ahead, though, customers will want to know what the machinery can deliver in the way of precision farming capabilities.

“Even with the exceptional productivity gains farmers have made in recent years,” says Bruce Hart, AGCO’s director, ATS Global Marketing, “there will continue to be expectations of greater gains to come. Things like uptime will need to be increased, so will in-field efficiency, yield per acre—even in less-than-perfect conditions. One of the biggest differentiators in the future to help with this will be electronics.”

In some ways, that future has already arrived. Ken Salsman considers that nearly every time he cuts hay using his Hesston® by Massey Ferguson WR9770 windrower equipped with autosteering, “I really like the accuracy,” says Salsman, who farms about 500 acres near Macon, Mo. “Each swath is the same as the one

before. The bales can get lopsided if you don’t get the same cut every time you go through the field. Plus, I can cut for six to 12 hours and not feel nearly as tired as when I’d run four hours before we had this system. I save fuel because I’m not overlapping.”

Now, even more revolutionary and helpful tools are being incorporated into farming operations. The latest advancement allows the machines to recognize and communicate their own maintenance needs, while also helping make real-time adjustments in the field.

As an example, Hart talks about the bottleneck that can occur at harvest as farmers coordinate the logistics of combines, grain carts, trucks, driers and storage bins. “They want to observe all those functions going on at the same time,” he says.

Much of that can be accomplished through AGCO’s new AGCOMMAND, a telemetry system that tracks the location and activity of machinery either via computers in the office or through a >>

