

# SENTINEL

KEEPING YOU UP TO DATE WITH ALL THINGS TAG





t's all change... The clocks going back have given us much appreciated lighter mornings. The unseasonably warm weather has also ended abruptly, leaving many of us reaching for the de-icer in the mornings!

The mild weather through October has kept our workshops busy, in a sign of a very unusual year, cultivations were well underway alongside silaging, as customers made the most of the late grass growth to bolster forage stores before the winter.

John Deere's new range of 9000 series forage harvesters has seen a limited launch for Maize harvest this year, proving themselves as very capable machines topping out at over 970hp! Read more about these new models (page 3).

With continuing uncertainty surrounding Brexit, many customers are focused on making measured business decisions for 2019, with each investment scrutinised to give maximum return. Deere's recent advertising has carried the Do More Guaranteed strap line, this has never been more relevant as collective belt tightening has seen many people trying to get the most out of their equipment and reduce running costs.

To help, we've got some great out of season service offers (page 9, 12, 16). By having work done at quieter times of the year, you can make big savings.

From Tractors to Gators and Greens mowers, low cost of ownership has long been a focus for Deere. Controlling servicing costs with competitively priced consumables, extended service intervals and fixed price PowerGard servicing plans all helps.

It also extends to the latest technology; Deere's ground-breaking fuel guarantee scheme has seen G J Gibbs earn a 'Efficiency Reward' from John Deere. By bettering the published fuel efficiency figures with their 7310R (page 10). Proving the power of JD Link remote machine monitoring, and the efficiency of the John Deere product line.

The eagerly anticipated results of our Combine Operator of the year challenge are also in, this competition sees performance data compared and ranked according to efficiency. Using the information provided by JD Link has allowed the winner to fine tune his harvest operation improving on last year's impressive results to retain the title (page 7).

It's not just in the field that our customers are experiencing the John Deere Difference, Manor House Hotel & Golf Club took product servicing costs and backup into account when deciding to invest in new John Deere equipment (page 8).

With all of these examples of how JD's technology is helping to improve efficiencies for our customers, maximise up time and keep operating costs down, what are you waiting for?

Contact your local sales rep and allow us to demonstrate what Do More Guaranteed could mean for you.

**Ben Tallis** 



**B**uilding on the success of the 8000 Series, John Deere has announced four new self-propelled forage harvester models from 625 to 970hp.

The 9000 Series features the latest forage harvesting technology and will provide customers with 10 per cent more productivity while at the same time consuming 10 per cent less fuel, compared to John Deere's current top of the range machines. In addition, when it comes to maize silage processing the 9000 Series consistently delivers 10 per cent higher kernel processing scores. These outstanding performance figures have been verified through numerous field tests by both John Deere and renowned independent research institutes.

The foragers have undergone a fresh, new design with striking elements including twin exhausts. At the heart of the three biggest models — the 9700, 9800 and 9900 — is a powerful 24.2-litre V12 Liebherr engine. This high-performance power unit is designed to operate efficiently at lower engine speeds; beneath 1400rpm it still provides outstanding torque capacity and copes easily with peak loads.

The new 9000 Series self-propelled forage harvesters are available with John Deere's complete range of AMS precision farming systems, for improved operator comfort and cutting quality. These include:

 The new HarvestLab 3000 NIR (near infrared) sensor — view and document real-time measurements of crop yield, moisture and other constituents such as protein, starch, fibre etc as totals or in convenient site-specific maps.

- HarvestLab 3000 also enables AutoLOC automatic length-of-cut settings and silage additive dosing on the move, based on dry matter content.
- The same sensor system can be used in stationary mode for analysing clamp silage in order to manage feed rations more accurately, and for analysing the constituents in manure (eg N, NH4, P & K) when operating a slurry tanker.
- RowSense feeler guidance allows the forager to automatically follow maize rows.
- Built-in temperature monitoring system, which keeps the operator informed about the KP bearing temperature. The kernel processor can be removed in just five minutes for quick changes between maize and grass.
- Active Fill Control (AFC) for automatic filling of trailers.
- The MyJohnDeere Operations Centre web portal for active fleet management and displaying machine and harvest data.

After undergoing demanding DLG field tests in the highyielding maize fields of northern Italy and Germany, the new John Deere 9800 self-propelled forage harvester demonstrated significant increases in performance and efficiency. The machine was comprehensively tested and has received official DLG certification.



## WASTE HANDLER CUTS COSTS

Based in rural Herefordshire, Mayglothling Waste Ltd. is one of the largest specialist waste contractors in the UK. It's services range from all kinds of wet and solid waste management, to industrial cleaning, drain cleaning and pumping stations - to name but a few. A family business with a forty year heritage, the company develops strategic solutions that overcome waste management difficulties that are experienced by a broad range of industries and customers.

"One of our strengths,' commented Managing Director, Jonathan Mayglothling "is that we have developed proven, waste management expertise that enables us to handle even the most extreme and sensitive waste management issues, which are ultimately processed into manageable materials. We invest in highend equipment for handling all kinds of materials, which enables significant performance efficiencies throughout our operation and making light work of challenging environments."

The company has recently added two new Kramer telescopic materials handlers to its fleet, which are specified to handle high volumes of solid wastes, loading into 32 tonne aluminium body tipper lorries.

"One of our local suppliers, Tallis Amos Group (TAG), recommended we took a look at their Kramer range of materials handlers," said Jonathan, "particularly as we needed reliability and performance for the long term. We did look at other machines out there and one of my operators was tasked with comparing the top brands, to evaluate what would make the most sense, both financially and from ease of operation. He came back with a very clear message that the Kramer handlers had far more to offer than the other regular yellow materials handlers and, because TAG was providing the after-sales service, he felt absolutely certain that functionally, the Kramer would be much better suited to our operation."

Mayglothling Waste has therefore taken on two Kramer model KT357 Telehandlers with 3.5 tonne capacity and up to 7.0m lift height. Powered by a 136hp diesel engine, the KT357 has a steering configuration which gives four wheel-steer for excellent manoeuvrability and extended performance. It turns out that the operating position and the infinitely adjustable damping on the 3 function hydraulic control was much more advanced and more comfortable to use, minimising losses from fork or bucket.

"We've dealt with TAG regularly over the years and have come to rely on their recommendations because they know what they are talking about," added Jonathan. "Simon Amos assembled a package deal for us where we keep the two Kramers for a guaranteed three year period and they look after everything for us including full maintenance and any replacement parts. The benefit is that we have a known contract over the next three years, know exactly what it is going to cost us to the penny and there are no nasty surprises caused by any breakdowns or repair requirements. The deal means we can manage our cashflow on these two machines precisely through the contract period, then change the machines out at the end of the agreement. It just makes a lot of sense choosing the the right machine and the complete package because it gives us total peace of mind." he concluded.

To find out more about Mayglothling Waste, please visit: mayglothlingwaste.com



# THOROUGH EXAMINATION (LOLER/PUWER) AVAILABLE AT TAG



If you own or operate a fork lift truck or telescopic handler you are required by law to ensure that it holds a valid report of Thorough Examination.

This requirement for Thorough Examination is embedded in Health & Safety legislation; Lifting Components are covered by the Lifting Operations and Lifting Equipment Regulations 1998 (LOLER 98) and all other safety related items such as brakes, steering, tyres etc are covered by the Provision and Use of Work Equipment Regulations 1998 (PUWER 98).

You will receive a certificate of compliance on which each implement will show its Thorough Examination status, this needs to be carried out yearly or sooner depending on the type of implement you are operating.

Call Geoff Pullen at Bibury on 0345 222 0456 for more information





Winning the TAG, Combine Operator of the Year award, two years in succession must suggest that Tony Price, head man at R A Godwin Farms, near Longney, Gloucestershire has a few tricks up his sleeve. The TAG award collects 'authorised' seasonal performance data from John Deere combine owners in the region and compares them - setting a form of benchmark. The idea is to collect data via JDLink, to find out who does what, how it affects overall machine performance and running costs and then, identifies areas where operators can reduce costs, improve efficiency and increase output. The differences can be quite significant.

Roger Godwin farms just over 1400 hectares in the Severn Basin, near Gloucester of which around 900 ha are down to combinable crops including field beans, oilseed rape, spring and winter wheat as well as maize for silage. In 2012, Roger changed out his main combine for a high capacity John Deere S680 with a 625R header (25ft). He also runs a smaller John Deere 2054 combine with 16ft header.

"We have a lot of small fields, ranging from 1ha to 20ha, the average size of which is 5.2ha with narrow lanes connecting various parts of the farm, so we didn't want to go too big, but we wanted capacity. Unfortunately, here in the Severn Vale we're also blessed with a lot former ridge and furrow land - limiting header size,

which is where the smaller combine header comes in handy" commented Roger.

Except rape and bean straw, which is chopped by the combine, the rest of the straw is sold and baled by contractors for their customers. But with all these small fields and the 'header on and off' regularly, how did Tony Price, Roger Godwin's combine operator manage to find so much efficiency?

Tony Price said "With the larger combine, we were able to reduce costs by cutting out one tractor, trailer and a driver. I focus on a number of time saving actions that improves our harvesting efficiency. For example with small fields, I tend to plan combining by taking four headland cuts, then cutting up and down, rather than in lands. That means we waste less time on the headlands because we can turn sharply without changing gear, we also unload on the go. Stopping to unload is a big consumer of time and fuel. Because our combine has a fourteen thousand litre (14,000l) grain tank which unloads in ninety seconds, we generally time the unloading so that the trailer is full by the time we are nearest the field gate. The combine is then empty. That saves a lot of time and gives the grain carts a chance to get back to the field without holding up the combine. Having the 625R header means a faster forward speed and more flexibility on the headland as well as managing the unloading cycle."

Richard Allard, Group Service Manager at TAG added. "We have evaluated some fifteen combines in our territory this year and the differences in performance are staggering. Some examples from our analysis shows that Tony Price and his \$680 combine were seventy-seven percent efficient (77%) in the harvesting process. Four percent of their time they were harvesting and unloading, only one-percent of the time was the combine tank full and combine idling, while only two-percent was related to headland turns while the separator was engaged. There are a lot more measurements that we can evaluate but one significant performance parameter - the harvesting percentage for some operators was as low as only fifty percent. Loss of efficiency in the harvesting process means much higher harvesting costs, greater fuel consumption and lost time in the process. This Combine Operator of the Year Award enables us to share the parameters with our customers and operators, to make them aware of where cost savings can be made"

Roger Godwin concluded, "I'm very proud that Tony has won these awards. He has been able to uncover the potential inefficiencies in our harvesting process and turn them into cost savings - it's something he is very good at as he is always looking for ways to cut-costs. If operators know what is being measured, I think they are far more likely to take care of each operation, ensuring that they are being as efficient as possible in everything they do. By comparing the results with other users, we can learn a lot from each other and make savings throughout each process."



## H CLASS TRAINING FOR TAG

During October customers along with Rob Davies — Transport Manager, James Hazelwood — Sales & Support Demonstrator and Anthony Nelmes — Agricultural Technician attended a 2-day training course held by Geoff Pullen — TAG Product Support to gain a Category H licence qualification. The tests were carried out by DVSA and we are very pleased to say that everyone passed!

Category H is the entitlement you require if you wish to drive a tracked vehicle that is steered by means of its tracks on the road.

2 Day H Class training course including DVSA Test £350 + vat per person Call Geoff Pullen at Bibury on 0345 222 0456 to book your course.







Two very successful days of H Class training and tests.

Thank you to Leominster for lending us their 8345RT



## **KEEPING IT PERFECT AT MANOR HOUSE**

Arguably, one of the most beautiful settings for a championship golf course, The Manor House Hotel and Golf Club in deepest rural Wiltshire has a thriving private and corporate membership, with mainly 'stay and play' guests adding to the mix. It's part of the 'Exclusive' group of luxury hotels and venues and sets very high standards for a year-round playing facility that exudes quality in everything it offers its clientele. It's privately owned, situated on 365 acres of wooded terrain, close to the picturesque village of Castle Combe, and is a relatively young golf course as it was only established in 1994.

Course Manager, Robert Preston heads-up a team of two full-time gardeners who maintain all the garden facilities around the hotel grounds, plus a team of seven greenkeepers keeping the 18 hole course in tiptop condition. "I work with a great team of professional greenkeepers and groundsmen," commented Robert Preston, "the dedication they give through the many challenging and busy schedules we experience, is the reason we have such well-kept facilities. In addition, we have the freedom to choose what we consider to be the best equipment for the task and when I first came here, we would have a mix of brands, but today, virtually everything we use is John Deere."

Since Robert took on the Course Manager role in 2015, annual rounds have increased year-on-year and membership still has a waiting list in place for 7 Day categories. Recent investment in new machinery has included a new John Deere Progator 6x4, a John Deere 2500E Precision Mower, John Deere HPX815 Gator and a John Deere 3045R Compact Tractor - which all join the existing fleet of John Deere machines at the facility.

"When I first took on the course manager role," added Robert, "I wanted everything to be as efficient and as cost-effective as possible, so we got three quotes for everything we were considering acquiring, plus we analysed the cost of replacement parts and servicing and cost of ownership. We had used John Deere before and they had given excellent after-sales service, so that was a major part of our decision-making process. Over the past three years, the package and the support we have received from TAG, has been exceptional, Bob Culverhouse and the team are almost like an extension of our own team and therefore everything just seems to work perfectly. We have our own on-site maintenance facilities that help us maintain a tight ship. Everything is kept in a clean, reliable and highly presentable condition, reflecting the pride we have in everything we do. If we do need an urgent part or call-out at any time, TAG are always there at the drop-of-a-hat and nothing is too much trouble. They are second-to-none!"

Probably one of the best measures of any commercial facility is the customer feedback. Said Robert. "If we don't do our job properly, we expect to hear about it from our membership. But we have some great members here and they are just as quick to tell us that they think the course is the best it has ever been. It is music to our ears, but we are always looking at ways to improve what we have to offer. It's somewhat like a jigsaw puzzle that when all the right pieces are placed in their right positions, the picture is perfect. That's how we feel in working with TAG, John Deere and our entire team of groundsmen and greenkeepers. Perfect!" he concluded.







Thumbing through any tractor brochure today, it seems everyone is talking about fuel consumption. When you consider that over the lifetime of a tractor the initial purchase price is a drop in the ocean compared to the cost of the fuel used to keep it running, it's hardly surprising that that fuel efficiency has become such an important factor when selecting a new tractor.

John Deere's engineers have made impressive progress in optimising fuel consumption in real world applications, during tasks such haulage work, they'd done all the testing and were confident that they had some of the most fuel-efficient tractors in the market place.

In a bold move, last year they launched an industry leading Fuel Guarantee scheme. Putting some weight behind their paper promises. Expected fuel consumption figures were published for a range of 6-cylinder models, customers taking delivery of eligible JD Link equipped tractor could apply for the fuel guarantee programme.

The scheme is simple;

**FUEL GUARANTEE** - Use more than our target fuel consumption and we'll refund the difference

**EFFICIENCY BONUS** - Use less than our target fuel consumption and we'll pay you a bonus of 2x the difference

JD Link was crucial to the whole programme, allowing fuel consumption to be monitored remotely, any performance issues could be identified and put right helping to reduce running costs further.

TAG Leominster's customer, G J Gibbs's came in under the target of 25 l/hr in transport, using an average of just 23.2 l/hr in his 7310R. Tom Folly presented Melvyn Thomas, Mr Gibbs' operator with an Efficiency Bonus cheque for  $\pounds 248.58$ 

John Deere are continuing their Fuel Guarantee scheme for new tractors, proving that an investment in John Deere technology pays off on the road and in the field. Ask your sales representative for more information.

## **GENERAL DATA PROTECTION REGULATION (GDPR)**

TAG is fully GDPR compliant, you are receiving this promotion as an existing business customer of TAG or because you opted in to receive marketing information. If you wish to update or check your preferences, please email marketing@tallisamosgroup.co.uk. Our updated privacy policy can be found at www.tallisamosgroup.co.uk/privacy-policy



Data from the NFU indicates that since the inception of the Rural Crime Team in Gloucestershire, there has been a marked decrease in rural crimes.

"However there is still much to do," says PC Ashley Weller, Cotswold Rural and Environmental Crime Liaison Officer, Gloucestershire Constabulary. "We were set-up to serve the rural community and to help guard against crime towards wildlife and rural property and we are beginning to make a difference. We've been getting a lot of help from our friends at Tallis Amos Group, who are assisting us in our cause, getting the message out to the rural community."

Helping raise awareness of the Rural Crime Team, TAG has donated a new John Deere 6130R tractor for use as a high-profile promotion that can be driven around the region, bringing much-needed attention to the

cause. The tractor has been painted in Police colours and has made a major impact at local events. It was handed over to the Rural Crime Team by Colin McIntyre, TAG Director at the Moreton Show at the beginning of September this year.

"This sponsored donation by TAG has been a great asset to our team in helping us spread the word and raise awareness of our presence in the rural communities, it draws new people in," added PC Weller, "this tractor has cost neither the Police nor the taxpayer a single penny, it was donated totally for the purpose by the team at Tallis Amos Group. It has helped us significantly in our quest to raise awareness at schools, local amenities and throughout our rural communities. Keep a look-out for the Police tractor in your area - and keep an eye-out for rural crime." he concluded.



Contact your local TAG depot to find out more about the range of security products, such as ATV Trac and Cesar / DataTag which help with the prevention and recovery of stolen vehicles and may entitle you to discounts on you insurance.



# EXPERT CHECK: PRE-SEASON SERVICE CAMPAIGN

**OFFER ENDS 31 JANUARY 2019** 

Call us before 31st January 2019 to schedule your Pre-Season Expert Check and benefit from our special offer terms - it will pay off next harvest. While you're at it, ask us about our Harvest promise for next season!



## EXPERT CHECK FOR T-SERIES COMBINES

£360\*

Uptime when you need your combine most - that's what you get from our 175-checkpoint comprehensive T-Series combine and header Expert Check. From prefessionally checking the feeder houses lup clutch tourque to competently assessing wear status and calibrations - our experts dont miss a thing,



## EXPERT CHECK FOR S-SERIES COMBINES

£400\*

The comprehensive S-Series combine and header Expert Check comprises of 175 check points that are thoroughly examined by our experinced service technicians. The main rotor drive is checked, including a detailed assessment of wear status and calibrations



## EXPERT CHECK FOR W-SERIES COMBINES

£360\*

High performance with smooth crop flow and exceptional straw and grain quality will be yours next season after a thourough 185-check point inspection. From professionally checking the feeder houses lip clutch torque to competently assessing wear status and calibrations - our experts don't miss a thing.

<sup>\*</sup> Expert Check is a multipoint check that can be carried out at a fixed price or in addition to your full winter service. Our Harvest Promise is only available on combines no older than 7 years & had an expert check completed by our trained technicians prior to the current season. We reserve the right to charge for cleaning if needed. Prices are subject to VAT @ 20%. Call your local service manager for more info.



## **CHRISTMAS GIFTS FOR** THE ENTIRE FAMILY

We have a wide range of Die cast Models, Toys, Pedal / Battery Powered Tractors, Games, Stocking Fillers, Tools, Adult / Children's clothing and much much more!



Order before 7th December 2018 for a guaranteed Christmas Delivery\*



<sup>\*</sup>Subject to stock availability



You can rely on us to keep you moving, we're pleased to introduce our new mobile parts service. Phil Taylor, with the newest addition to the customer service team, our mobile parts van.

Carrying a range of blades, oils, filters, spark plugs and consumables as well as seasonal offers, Phil will be operating the following route schedule;

- Mon Swindon and Wiltshire
- Tue South Gloucestershire, Bristol and Bath
- Wed North Somerset and Bristol
- Thur Gloucestershire
- Fri Worcestershire and Herefordshire

To take advantage of this new service you can order parts from your local TAG branch for delivery on the next run. Alternatively, you can call Phil the day before and add your requirements to your order.

Phil can be contacted direct on 07800 773151 or you can call your local depot on 0345 222 0456.















164 PS



NO ADBLUE



#### **BOOK A TEST DRIVE TODAY**

#Over 40 MPG figure applies to manual transmission models. MPG figures are official EU test figures for comparative purposes and may not reflect real driving results. Official fuel figures for the Isuzu D-Max range in MPG (I/100km): Urban 30.4 - 38.7 (9.3 - 7.3). Extra Urban 40.9 - 50.4 (6.9 - 5.6). Combined 36.2 - 45.6 (7.8 - 6.2). CO2 emissions 163 - 205g/km. For full details please contact your local Isuzu dealer or visit isuzu.co.uk





## **NEW COMMERCIAL SERVICE MANAGER**

We are pleased to announce the appointment of Chris Pryce in the new role of Commercial Service Manager for our Leominster Branch.

Chris who studied agricultural mechanics, welding and fabrication at Holme Lacy College, followed by a career in the Army where he worked his way up to the rank of Lance Corporal. Chris was trained on a variety of vehicles and plant equipment finally managing a team of Royal Engineers. Upon leaving the Army Chris joined Tallis Amos Group Leominster working in the parts department. Whilst learning a lot about the business and the customers his desire to work with mechanics quickly saw him take the opportunity to join the expanding Turf and Isuzu workshop where his work ethic and determination has had a positive impact to the department over the last 12 months. With the addition of Yanmar to the company's portfolio of products, it is an exciting time for Chris to take up the role and focus his experience on shaping the Commercial Service Department.





## **USED MACHINERY**



## John Deere 6215R

2017

£115,000

Autopower Command Arm 50k, TLS & Cab Suspension, Autotrac & SF6000 Receiver, 483 Hours, 0% Finance Available, ask for details.



#### John Deere 8295R 2010 £72.000

Autopower Command Arm 50k, TLS, Active Seat, Autotrac Ready, 5750 Hours



#### John Deere 7280R 2013 £69.950

Autopower Command Arm 40k, TLS, Front Linkage & PTO, 4578 Hours



John Deere 7260R 2012 £74,950

Autopower Command Arm 40k, TLS, Active Seat, PUH, 2610



#### John Deere 6230 2012 £38.000

PowerQuad Plus 40k, Air Con, 2 x SCV's, 631 loader, 3000 Hours



John Deere 6210R 2014 £58,000

Directdrive Command Arm 50k, TLS & Cab Suspension, Front Linkage & PTO, 5100 Hours



#### John Deere 6155M 2017 £68,000

AutoQuad Plus 40k, TLS Axle, Air Con, Air Seat, Autotrac Ready, 980 Hours

Call 01386 576 666 for more information. All prices Ex-VAT



#### John Deere 6110M + LOADER

2017 £56.750

PowerQuad Plus 40k, TLS Axle, Air Con, 623R Loader, 820 Hours



#### John Deere 6090MC 2014 £40.000

PowerQuad 40k, Air Con, Air Seat, H340 Loader, 2406 Hours



#### John Deere 5075E 2017 £34.000

75 HP, 12/12 Power Reverser, Air Con, H240 Loader, 86 Hours



#### John Deere 732i

2015 £35,000

24/12m Booms, 3200 lit Tank, Isobus, 2630 Control, Auto Steer Drawbar



#### Isuzu D-MAX Yukon 2.5 TDI

2017 **£19,500** 

Isuzu D-Max 2.5lit, Manual, 3.5T Towing, Double cab, Tow Bar, Yukon spec, 5342 miles



### Isuzu BLADE AUTO

2015 £16,950

Isuzu D-Max 2.5lit, Auto, 3.5T Towing, Double Cab, Tow Bar, Blade Spec, 62750 miles



## John Deere W550

2012

£85,000

Level Land, 30km/h 2WD Five Walker, Chaff and Chopper, Electric Sieve Adjust, Lateral tilt, 618R Header, 667 Hours

Call 01386 576 666 for more information. All prices Ex-VAT



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