# Post-Harvest Review

## Deere Creates New Management Solutions

LENEXA, Kan. — In order to help farmers better utilize new technology with their equipment and with their operations, John Deere has created an Agricultural Management Solutions (AMS) group. The objective is to integrate technology into farm equipment and to develop agricultural solutions around a customer's business practices.

"We've identified four basic management areas that focus on farming operations," said Barry Schaffter, vice-president, Agricultural Management Solutions (AMS). "These include production activities, equipment management, agronomic and information services, and farm business management."

The AMS group will integrate new technology into farm equipment and offer products and services to help farmers take advantage of this technology to become more productive and profitable.

"With the fast pace of computers and new technology," said Schaffer, "farmers need help on how to best use this technology. Customers have told us that if we can't show them how to save a dime with the new technology, they don't want us to put another nickel into the machinery."

The main goal of AMS will be to help customers reduce input costs, increase yields, gain more efficient use from their equipment, and enhance opportunities for increased income through commodity management.

"John Deere offers a full line of equipment with the latest in high-technology systems," said Schaffter," and we want to offer our customers, worldwide, a full-solution package for their farming operations."

**Coming up with new ways to solve on-farm tasks. Key to making precision agriculture work lies in understanding how to integrate the technology and apply site-specific information in making decisions that meet whole-farm management goals.**

## Deere 4710 Self-Propelled Sprayer Boosts Productivity

LENEXA, Kan. — Built on an innovative four-wheel independent-strut vehicle suspension system, the new 4710 Sprayer from John Deere features increased power, faster field and transport speeds, larger solution and fuel tanks, and increased underframe clearance.

The 4710 Sprayer is powered by a 6.8-liter John Deere Powertech® engine that generates 200 horsepower at a rated speed. When the engine lugs down, in muddy or loose soils, for instance, the turbocharged engine delivers a 10 percent power bulge above rated horsepower (up to 205 hp).

A new four-range hydrostatic transmission allows working speeds up to 20.2 mph and transport speeds up to 29.6 mph. The primary brake is integrated into the Hydrostatic Master Control and a service brake, located at the operator's right foot, provides more braking control.

The 4710 has a 95-gallon fuel tank with an 800-gallon solution tank. For easy accessibility, all solution valves and the solution tank quick-fill are consolidated into two manifolds that can be accessed from the ground.

The patented vehicle suspension system positions a large strut and air spring under each wheel to isolate and absorb bumps and jolts. A scissors-type linkage helps keep the wheel tracking properly, similar to the linkage on an airplane's landing gear.

Three boom suspension systems are designed to maintain uniform spray coverage, helping to reduce spray drift. A large hydraulic accumulator in the lift cylinder controls vertical suspension and cushions bouncing, while a center-pivot roll suspension keeps the boom level with the ground on terraces and sidehills. Yaw suspension ties the left and right wings together around a pivoting central axis to work in concert and prevent the boom from "flapping," even in high-speed turns. Sixty-inches of underframe clearance provides the added space required for many late-season applications such as tasseled corn.

## Precision Ag Management

erators to easily share electronic data files or reports with their crop consultants, and even upload the files and consult with suppliers and experts on-line," said Porter. JDmap works in tandem with the VantagePoint Network (www.vantagepoint.com), an on-line information system serving agriculture and the farming community.

The payoff comes when the producer uses this information to determine *exactly* how many bags of each seed variety is needed, thus reducing overstocks and saving precious working capital and inventory costs. In addition, the farmer can capture early purchase discounts, while at the same time potentially creating maps for variable rate seeding to take advantage of the specific yield characteristics of each acre in a field.

However, this detailed analysis would not be possible with just a yield monitor or a GPS receiver. It takes an integrated package to take raw information and translate it into usable information.

Whether growers are taking in heavy-hitting concepts such as the driverless tractor or deciding whether the latest in technology is a financially sound purchase, how they will manage that new technology is in the forefront of their minds. Olson said information-intensive management practices will become increasingly important as producers adapt to the growing complexity and risk exposure in farming. "Managers need improved information technology, greater information processing capability, and better decision-making aids — that's precision agriculture."

**Precision agriculture's technology potential has been discussed for years, but producers and experts say that unless a new technology adds dollars to the bottom line today, such hi-tech tools are really no more than a hi-tech diversion.**