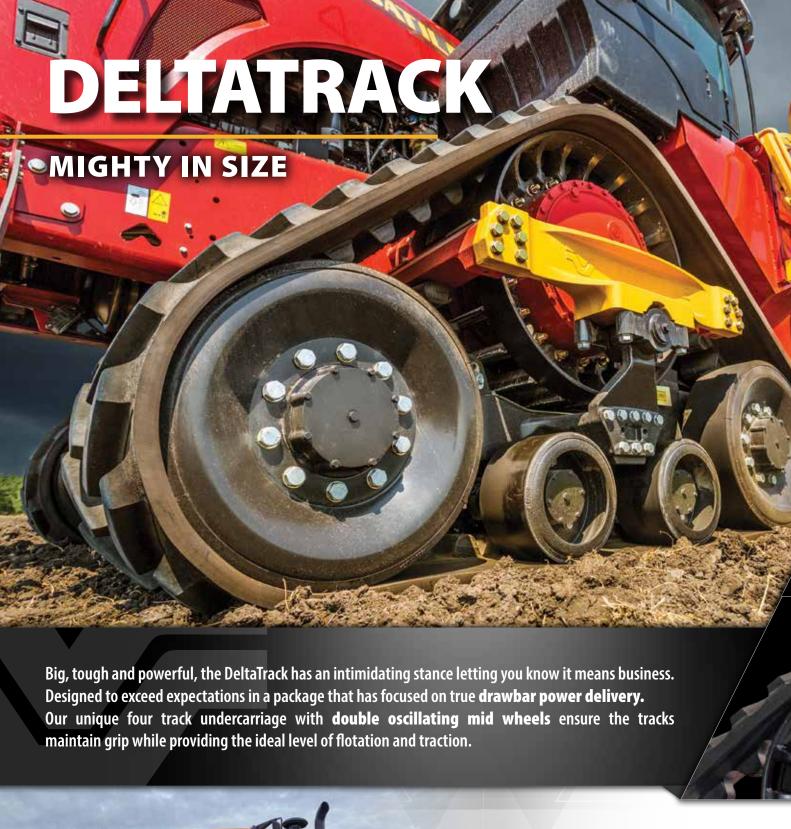


### DELTATRACK **ENGINE** 15L **CUMMINS 15L QSX** LARGE CAPACITY **TRANSMISSION 16/4 CAT POWERSHIFT SMOOTH SHIFTING** W S **COMFORT ACTIVE LEATHER SEAT HEATING/COOLING TRACTION DIFF LOCKS** DRAWBAR PULL **MAINTENANCE SIMPLIFIED** SERVICING **ECONOMY DIESEL ONLY** TIER 3

SIMPLY POWERFUL.

SIMPLY VERSATILE







### DELTATRACK CUSTOMER CORNER

CHTZIS HALLAM
Grass Patch, WA

**VERSATILE 520 DELTATRACK** 



"I reckon I'm one of the first people this far north of Esperance with one of these machines," says Chris Hallam. "I've had a fair bit of interest from others who are thinking about changing tractors. They've asked for an honest opinion and I've told them about it — especially the value for money."

Chris works a family-run farm at Grass Patch in Western Australia. His parents are still "plodding around" as he puts it, while Chris does all of the cropping. There are 2,700 hectares in all, with a little half for wheat and the rest split between barley and field peas. He uses his Versatile 520 DeltaTrack as a seeding tractor.

Chris tows a 50 foot Morris air drill with a Morris triple bin behind it. He put around 350 hours on it during the most recent seeding season.

"We use a seeder driver for the season but once you had a drive yourself you wanted to have another one. Changing from a twin track machine, which was like driving a brick, to using a Versatile was just heaven. It's like an older tractor, with simple technology, but it's a brand new tractor."

Another bonus for Chris has been the fuel economy of the 520 which, he admits, took him by surprise. He does the bulk of the servicing himself, leaving check ups on the diffs and transmission to his local dealer, McIntosh & Son. The buying experience was a pleasure. "They've been awesome," he says. "They had a Versatile out at a field day and I climbed into

it, over it and under it and I fell in love with just how simple it was. No bells and whistles and straight-forward technology. I thought, 'One day I want one of those."

Getting down to brass tacks, Chris is emphatic when he states the 520 DeltaTrack handles everything he needs for his operation. He loves its power – scaling up to a 60 foot seeder will not be an issue he says – likewise the field of vision and comfort of the cab. Turns out, some of his farming mates are impressed as well.

"I didn't want too many electronics or management systems. It's funny; I've had a few blokes who use different machines come and sit on mine and say, 'Value for money, this is so much better than what I've got."

With a bit of help over the phone, Chris has steered himself around using the Trimble GPS system and overall has found the 520 DT very user friendly.

"Having used it for a full season now I have to say just about everything it grabs me. It has everything I wanted."

"When it came to buying the 520, I didn't need convincing," Mark says. "But I did my homework and laid everything out. What do I want? What's important to me? I wanted a decent warranty, I wanted power and I wanted a tractor that was going to be supported. Versatile have got mileage on their side and they'll be around to service it."

# SCRAPER SPECIAL







Demanding scraper applications need a machine that can stand the test of time. With our heavy duty drive line featuring machine forged steel axles, a **Caterpillar** powershift transmission and **Cummins** QSX15 engine, all complimented by the largest frame on the market, there is no better choice for your earth moving jobs. The **standard warranty of two years** or 2000 hours is our stamp of approval for reliability.





"We're between Inglestone and Westmar in Queensland. My son is fifth-generation; we've been here since 1938."

So says Phil Coggan on the family property, Enarra. It's a sizeable operation, spread over 55,000 acres. Phil crops 30,000 acres and on the rest runs some 6,000 head of cattle, with a 1,000 head feedlot for ewes and 4,000 ewes overall. To top it off there are 650 to 700 breeders.

"We do all of our own earthworks and roadworks, much of the spraying, too," he says.

"Except when it's wet and we get the big crop-dusters in. We do our own harvesting as well, apart from chopping silage. For us, it's farming, planting and deep ripping."

For such scale, a farmer is going to need machinery and plenty of it. Phil owns three Versatile tractors; ranging in horsepower, a DeltaTrack 620, a 570 HHT Scraper Special and a 320 FWA. He bought the DeltaTrack initially, for deep ripping, and loves its CAT transmission and torque.

"Then we bought the 570 HHT for the dual Ashland scrapers," he says. "I'd been having a few electronic issues with another tractor and the 570 hasn't had those at all. Plus it gets power to the ground, whereas my previous green tractor derated in the lower gears with a loaded scraper. The Versatile's don't do that — they just pull."

He admits operating two buckets is challenging, but fine once the driver gets used to it. He also finds servicing a cinch because everything is accessible.

"There aren't many spare minutes in the day," says Phil. "So when I buy a tractor I want something that's simple, doesn't have too many electronics on it and is easy to service so we can do it ourselves. What we find with the Versatile machines is that we get the mechanics to come out from the dealership and do the 1,000 hours service and the rest we do ourselves."

There are big plans at Enarra and Phil can see the Versatile 570 doing a heck of a lot more tough work. A new 1,500 mega-litre dam is on the agenda, likewise the repair of around 600 kilometres of contour banks which are coming up to being 20 years old. He uses the new Terra Cutta (GPS) software and reckons the scraper does "...a beautiful job."

Naturally, with the kind of investment Phil makes in his farming machinery, a strong business relationship with those he is buying from is vital. In this regard, his words are unequivocal:

"Our dealer in Goondiwindi (SFM Machinery) is excellent; the best machinery dealer we've got."

# FOUR WHEEL DRIVE











"The only way to improve in farming is to get more efficient," says Mark Crawford from Temora, New South Wales. "That means getting bigger and getting over the ground quicker. We've barely tickled the surface of the 520 with the power it's got; you barely notice you're pulling anything behind you."

Temora is about an hour north of Wagga Wagga and Mark runs 4,000 acres in total, 3,000 that belongs to the family and another 1,000 leased off a neighbour.

Cropping keeps them busy enough — canola, wheat and barley in rotation — and there are cows and sheep on the remaining land. "Just to fill in our spare time!" Mark jokes. He took delivery of his Versatile 520 HHT before the 2019 planting season.

"We went with the 520 because it was ready to go, they offered a pretty good deal and in essence it had everything we were looking for. It's probably a little bit overpowered for what we're using it for, but it's always easier to expand once you've got the horsepower out the front."

Mark comes from a Versatile family. An old Versatile 835 has been around the farm for 35 years and it's the simplicity, reliability and robustness that remain the drawcards.

"They're pretty hard to match," he says. "We like the ease of servicing around the articulation and how accessible everything is. The transmission shifts so smoothly between gears when it's under load on the road, plus we were able to plug our Greenstar™ GPS straight in and make it talk to the tractor's steering hydraulics. It makes things more accurate and more reliable."

In the middle of the season Mark will spend some serious hours in the cab. He appreciates its comfort and space — he and wife Bianca now have a little girl who likes to join Dad from time to time — and describes the suspension as "unreal".

"You could be doing 18 hours some days and that comfort factor makes it better for you the next day for sure."

Ultimately, the buying decision (Mark bought through G&M Ag Repairs and Machinery in Temora) came down to horsepower, consistency and no nonsense operating.

"We've got a John Deere™ as well and compared to the Versatile, there's a lot of technology we simply don't use," says Mark. "There's a lot of hidden tech in the Versatile but there's nothing more we could ask of it. I mean, it's purpose is big horsepower to pull — and that's exactly what it does."

## FRONT WHEEL ASSIST









#### FWA CUSTOMER CORNER

SOPHIE BOSHAMMER

Bigalow, QLD

**VERSATILE 400 FRONT WHEEL ASSIST** 



Sophie Boshammer and her father Neil farm up at Bigalow, Queensland. They both do contracting work when time allows and Sophie has recently been contract spraying around New South Wales, pulling a trail boom spray behind their recently purchased Versatile 400 FWA.

"The home farm, that dad bought off his dad, is 110 hectares," she says. "It was basically grain farming and they ran a few sheep. We then cleaned it up and grow cotton and wheat but we've just harvested sorghum now. Plus we've got an irrigated block of about 120 hectares just up the road and that's where I'm based."

Demonstrating its flexibility and capabilities, they've also used the 400 for picking up round bales, harvesting crops with the tractor on the chaser bin, hitching it to a mulcher and also offsetting their own paddocks.

"The Versatile is so very versatile!" says Sophie. "We got it earlier this year and it has probably done about 150 hours. We've got the 8 metre offsets on it now, getting ready to fertilise and plant. We're also looking to contract a side buster to push up irrigation beds and put anhydrous ammonia gas into the soil. Very happy with our tractor — it's simple yet sophisticated."

Sophie is the only employee of her father's farm so she had quite a lot of influence on the buying decision. She also knows she'll be taking on a lot more when Neil retires. To this end, the local Versatile dealer in Toowoomba has been really helpful.

"We changed brands because of a lack of customer support from a previous dealer" she says. "We started talking to Michael Cook and Sam Borchardt at Engage Ag and they were part of the reason we got into this Versatile. They've given us great support and follow up service. Anything I needed, I'd call the guys and they'd talk me through it."

They've just put the duals on the 400 as it's about to do some ripping. Sophie reckons they've barely scratched the surface with its power to date and so she's keen to get into some tougher work.

"I love the fact that it doesn't have fancy bits, but it just has everything you need," she says. "It's very easy to use, to set up the hydraulics and certain pressures. If there's a problem it will show you. Because it has a Cummins engine it's easy to service. We've found it to be fantastic so far."





Having the **largest cabin in the industry** provides one of the most comfortable environments for long days behind the wheel. Standard with multiple storage compartments, power connections and a monitor mounting bar allowing you the ultimate flexibility.

Our cabins come equipped with automatic **climate-controlled** air conditioning and has been field proven in the Australian climate, the new DC cabins also greatly improve sealing and noise.



TRIMBLE PRECISION AGRICULTURE



MATZK CTAWFOTZD VERSATILE 520 HHT FOUR WHEEL DRIVE

Trimble Precision Ag products are one of the most in demand systems in Australia, the new generation Trimble GFX-750 and NAV-900 can be factory optioned for the entire Versatile tractor range. Offering a true Trimble hardware option allows you to continue using a familiar user interface and simplifies any farm data exchange across existing Trimble systems, saving valuable time.

The 25.6cm touch screen includes the PIQ interface on an Android operating system, supported apps can be installed for machine utilisation and cloud-based data exchange. The easy to learn and use interface provides great flexibility for different users and requirements.

Standard with ISOBUS functionality for UT based implements, camera inputs and capable of RangePoint™ RTX corrections with further upgrade options for higher accuracy and console functions like task controller, next swath head land turns and cloud-based farm sync. A remote support function is also included allowing a remote connection to the console from a device or PC via TeamViewer.

The NAV-900 guidance controller is Trimble's most advanced GNSS receiver to date, built for maximum uptime and a wide range of accuracy options from basic to high precision. This new guidance controller features Trimble's most powerful GNSS engine. It tracks more satellites from more constellations, leading to better reliability and performance in harsh

environments and also faster RTX convergence time with flexible accuracy options to suit your farming operation.

Trimble has a positioning service for every agricultural need, no matter what you farm, how you farm, or where you're located. Year over year, stay on the line for every application the first time, every time.

The need for more productivity and improved input costs in minimal time requires a dependable solution. Trimble precision farming systems offers a way to further improve the focus Versatile tractors have applied to this area.

The DeltaTrack offers the ability to pull some of the largest implements available in the Australian farming segment having a Trimble Precision AG system now allows the most precise machine placement on your fields minimising cost for crop inputs and tractor operational costs.

When using the CenterPoint™ RTX satellite correction signal you can achieve up to a 2.5cm repeatable passes, allowing extremely accurate vehicle placement and greatly reducing overlaps.



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