

Ben Burgess Connected News

News, offers and updates.



Profit From Insight

Farming in 2023 with Precision Ag



Prepare



Manage



Plant & Seed



Harvest



Protect & Nurture

'where service still counts'

Re-introducing Connected News...

Welcome back

We've faced some serious challenges since the last newsletter; the pandemic and the war in Ukraine being a couple of the big examples. We've had **component shortages, volatile input prices and changing rules on exports affecting both yours business and ours**. We are still facing these challenges, and have some big ones coming up (like the complete removal of BPS by 2027). However, we are **feeling positive about what we can offer** here in the Precision Ag department.

Supplies are picking up, and we're more able to order and receive parts and machines. There's some fantastic new equipment and software coming out along with great updates for what is already available. I'd like to take this chance to tell you how much you can **benefit from the training and optimisation days** we run throughout the year. Keep an eye out for the **S, T and X series combine days we're running in June and July**.

There have been some changes in how you can contact us. We've got a **new support line** which you can use to contact our team so that we can get your query solved as soon as possible. Find out more on page 4. If you've got any comments, questions or would like to give a testimonial on how we've helped you, we'd love to hear from you. **Our contact details can be found on the page 3, or there's a QR code to get access to the feedback form on the last page.**



Carl Pitelen
Group Precision Ag & Harvest Machinery Manager

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In this issue...

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Learn about who we have in the business to support you and your machines. 4

New Technology

A new StarFire™ receiver, Harvest Lab™, displays and software updates among other things 5

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Ben Burgess News

Acquisition of JW Doubleday

In line with John Deere's dealer of tomorrow strategy, Ben Burgess has formally acquired the Doubleday Group. All employees and Doubleday depots across Lincolnshire & Norfolk now operating as part of the Ben Burgess Group.

New Role: Service Advisers

To offer a pro-active service for our customers, we have introduced Service Advisers into the Aftermarket department. Service Advisers monitor machine alerts and service intervals to minimise your downtime.



Precision Ag News

Meet the Precision Ag Team

Group Precision Ag Managers:



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Precision Ag: Connected Support

ExpertConnect™

Introducing John Deere ExpertConnect™, a one-touch platform designed to get your problem resolved as quickly as possible. With one text, call or WhatsApp, we can get you to the right person within our Precision Ag team.

Text, call or WhatsApp 07828 577784 or get the App using instructions below:

How to use the ExpertConnect™ App:

- 1) Search for JohnDeere ExpertConnect in your app store. The app is available for FREE via Apple App Store and Google Play. Download the App.
- 3) Register for a free customer account
- 4) Select Ben Burgess from the directory as your preferred dealer and then we will be added to your contacts list.
- 5) When you need to use it click on Ben Burgess and it will give you an option to phone or text to submit a support ticket. This notifies the Ben Burgess Precision Ag team that you, our customer needs assistance. We can then connect live with you via voice, text or a live video session.



Connected for life: Support within the dealership

Remote Service Advisor

We can use the John Deere Operations Center™ to increase your machine uptime by **identifying potential machine issues before they happen**, reducing the need for diagnostic call outs and therefore reducing your costs. In addition, with your permission, your **Ben Burgess Precision Ag specialist can remotely access your machines and look at your diagnostic codes** through the John Deere Operations Center™ to ensure it is running at peak performance. This also means we can do **over the air** software updates.

Remote Display Access

Remote Display Access allows our Precision Ag specialists to give **immediate support** by connecting to your in-cab display. Once connected, we can assist with set-ups, troubleshoot and optimise the performance of your machines.

Expert Alerts

Should you give consent, John Deere's Expert Alerts system analyses your telematics and uses algorithms to **predict certain upcoming issues before they arise**. The generation of automated diagnostic and repair information allows us to take a proactive approach to machine maintenance which means less downtime for your machines and reduced repair costs.



Find out more by scanning the QR code



Precision Ag Updates



The StarFire™ 7000 offers **greater accuracy, faster pull-in times, and 5 years season-to-season repeatability**. Meaning less hardware, faster recovery times from shading events, and confidence that your guidance lines and boundaries won't shift from year to year. As accuracy and repeatability continue to be more important to get to plant-by-plant accuracy, the StarFire™ 7000 offers an Advanced TCM calibration feature. With an increased number of service parts the new Receiver provides sustainable and economical cost of ownership.

- **Advanced Terrain Compensation Module (TCM)**
- **Multi constellation (GPS, GLONASS, Galileo, BeiDou)**
- **SF1: +/- 15cm accuracy**
- **SF-RTK: +/- 2,5 cm accuracy & 5-year repeatability**
- **RTK: Base Station or Mobile RTK, incl. RTK Extend - 14 days**

HarvestLab™ 3000

One Sensor, Four Applications:

Forage Analysis, Manure Sensing, Mobile Laboratory, Grain Analysis

The HarvestLab™ 3000 sensor uses **near-infrared (NIR) spectroscopy for analysis of harvested crops and slurry**, enabling a **more sustainable, efficient and economic operation**. It provides statistically solid data, eliminating errors that occur during manual sample collection and transport to the lab caused by oxygen and heat exposure. All data is displayed and site-specifically documented in real time, allows operators to adjust settings and automates machine optimisations in-field.

Manure sensing can analyse components of liquid organic fertilisers during filling and application. Ground speed and flow rate can be adjusted to allow for fluctuations in nutrient content.

During forage harvesting, HarvestLab™ records dry matter content, crude protein, starch, crude fibre, neutral detergent fibre, acid detergent fibre, sugar and crude ash. The changing dry matter of the silage is accounted for by exact adaptation of the length of cut, allowing for better compaction and higher fermentation quality.

As a stationary unit, with a turntable, HarvestLab™ can be used to:

- **Constantly analyse feed quality of silage from the silo to enable accurate feed rationing.**
- **Determine gas formation potential within a silo**, to predict how much biogas can be produced with the biomass.

HarvestLab™ Grain Sensing **measures and monitors protein, starch and oil values in wheat, barley and oilseed rape.**



HarvestLab™ Customer Testimonial:

Last year, Luke at Dilham Hall put a HarvestLab™ 3000 on his 9600 forager. He could use the real time data reported into the John Deere Operations Center to make accurate, on-the-spot decisions. The field-specific analysis enabled him to harvest the crop when it met the dry matter requirements of the customer. It also acted as a check and balance against his financial returns.

'In this day and age of big data, the John Deere Operations Center™ is great resource to have all your data in one place, we even used it to invoice last year which saved considerable time.'

The Gen 5 Display: Bigger, faster, clearer

Tied with a StarFire™ Position receiver, the G5 Universal display provides the power needed to perform all of John Deere's Precision Ag features

3x faster processor for quicker cold boot times

Brighter, clearer 1080p HD resolution

G5

10.1-inch touchscreen
35% larger than previous models

Permanent AutoTrac™, Section Control, and AutoTrac™, RowSense™ license available

Command Center

Base includes Data Sync, Documentation, Over-the-Air Updates, and Remote Display Access



G5 Plus

John Deere's largest display ever!
12.8-inch touchscreen

AutoTrac™ RowSense™ permanent license available

Available with optional 1- or 3-year G5 Advanced license

Command Center

Base includes AutoTrac™, Section Control, Data Sync, Documentation, Over-the-Air Updates and Remote Display Access

G5 Advanced Package

Designed for easy adoption of future autonomous technologies, this package adds more precision and automation to your display, in 1- or 3- year renewable licences.

Implement guidance

AutoTrac™

AutoTrac™ Implement Guidance Passive allows you to achieve the **highest precision standards on any terrain** by **changing the path of the tractor to compensate for implement drift**. All you need is a second receiver for your implement, a harness and an Ultimate activation. The implement shared signal StarFire **communicates its exact position to the AutoTrac system** on the tractor **allowing the tractor to adjust its path accordingly**. Now, the weight of your pull-type implement won't cause downhill drift, gaps or overlaps!

JD Active

JD Active Implement Guidance allows **communication between tractor and steerable implement**, ensuring that they are **kept on the same track** (following the same path). It uses two StarFire™ Receivers, one on the tractor and one on the implement. The implement should have



side-shift drawbar, axle or disc steering. RTK or SF3 signals can be used to follow straight, curved or circular tracks and correctional signals can be shared in dual-receiver applications. **Benefits include** perfectly aligned tracks so no crop damage on subsequent passes, lower risk of irrigation pipe damage, and straight furrows and seedbeds.

Data Sync

What is Data Sync

Data Sync is a shared, centralised, data management system where your set up data is **consistently synchronised**. Free of charge, and farm manager controlled, this system makes **data handling easy**. It is designed to complement the current data transfer between Gen 4 (and in the future Gen 5) screens and John Deere Operations Center™. The data set will be available on-the-go across the fleet as data changes are undertaken. This includes data set creation, deletion and any edits.

What data is synced?

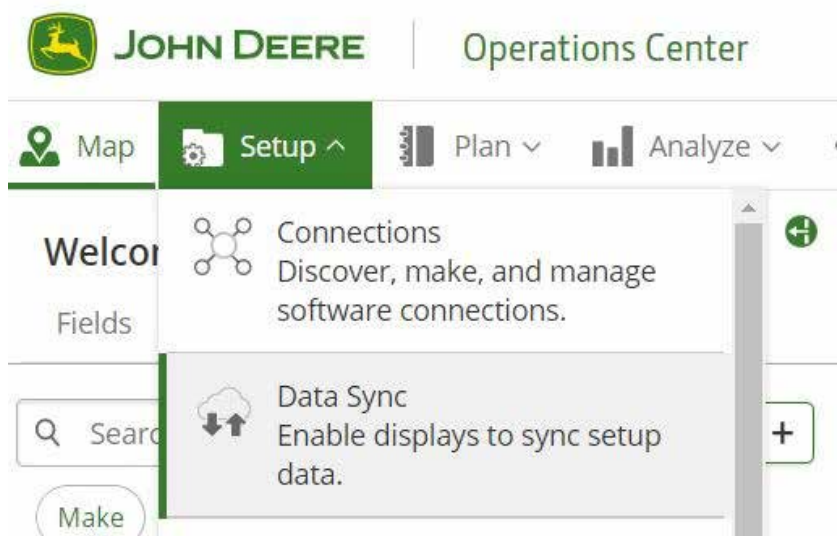
- Client, farm and field
- Boundaries
- Guidance Lines (straight, curve, circle)
- Products: Varieties, chemicals, fertilisers and tank mixes
- Flags
- Operators

Managing your data

Using a combination of DataSync and Work Planner, the manager can efficiently manage field work. To improve data cleanliness, the manager can choose which displays are synchronised and which displays can input data.



How to enable DataSync



Get in touch if you want help with data cleansing before you start using Data Sync

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BEFORE USE: Ensure you have the correct client, farm, and field boundary.

On this screen you'll have the option to review data and choose which individual machines to share data with.

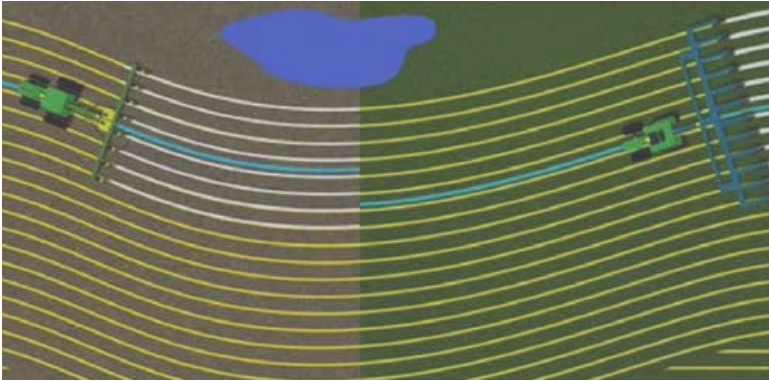
It is accessible from the John Deere My Operations Center by clicking on 'Setup' tab and selecting 'DataSync':

What can you do with Data Sync?

- Remove work associated to creating and sending setup files to machines
- Create, edit, or delete data in the field and automatically share those data management changes with machines operating within your sync'ed organisation
- Get to the field faster with automating what were before manual steps in managing setup data on and off machines
- Create guidance lines in one operation and automatically share them to a machine in a different operation: along with all enabled machines.



AutoPath™



AutoPath™ creates guidance lines using maps generated during the first pass through a field. All you need is **Automation 4.0** and a **StarFire™ Receiver** on the implement that is doing the first field work. This will record the exact location of each tramline. This data is **automatically stored in the John Deere Operations Center™** and used to create accurate guidance lines in all subsequent field work in that field, for implements of any width covering external boundaries, internal boundaries, headlands, and crop rows.

AutoPath™ collects data **during the first pass** so that the next passes can be done quickly and confidently. **It minimises crop damage thus protecting yield potential** over the whole season. During harvest, you're guided to a proper starting point within the field, and from there guidance lines are provided to the combine based on the header width.

MachineSync

- Spill-free, precision unloading on-the-go
- Reduced risk of machine collision
- Improved harvest efficiency
- Prioritised combine unloading

Machine Sync allows a 'Leader' machine to **control the speed, direction and position of 'Follower' machines wirelessly**. Harvest operators can connect up to 6 machines with their own wireless network.



Machine Sync Customer Testimonials:

"We didn't fully realise the benefit of Machine Sync until we implemented it! With it we can maintain combine optimum capacity by:

- Maintaining speed and cut while emptying
- Cutting operator fatigue
- Eliminating spillages."

Tim, Assistant Farm Manager at Chivers Farms

"Its all about the consistency of filling the trailers. It puts the operation of the trailer tractor in control of the combine operator allowing the combine to maintain harvesting speed while unloading"

Harry, Farm Manager at Honingham Thorpe Farm



Work Planner



Work Planner is included in the next Gen 4 software update. Work Planner makes it easy for you to create workplans from your computer or phone. In the John Deere Operations Center™ you can automatically import them into your display, wirelessly. Once you reach the boundary, you're just one touch away from starting the field work, reducing set up time and allowing accurate data collection. **All you need is JD Link™ and a Generation 4 Display.**

AutoPath™ is compatible with Work Planner, so it's easier and more accurate to set guidance lines for your entire season when drilling.



Send plans wirelessly - no more time-wasting texts, calls, or lost thumb drives.



No wasted time in cab - one click in your display and you're ready to work.



Work plans help operators get the right work done with fewer mistakes.



Work plans get your combines working faster, giving you more time to harvest.

Newsletter guests

Andrew Wolff

Arable Product Manager | Farmplan | Proagrica Ag Solutions

'For many years now Farmplan's Gatekeeper program has been able to integrate with John Deere 2630 controllers, providing users an unparalleled level of functionality with the ability to send prescription work plans out of Gatekeeper and import back in the as-applied or yield data captured in the field by John Deere machinery.

Upon release of the Gen 4 controllers the ability to pass instructional work plans to John Deere was not available but as of Oct 2022 Gen 4 can once again receive work plans from a Gatekeeper user and pass these on to the John Deere Operations Center™, ready for an operator to send them on to the in-cab controller.



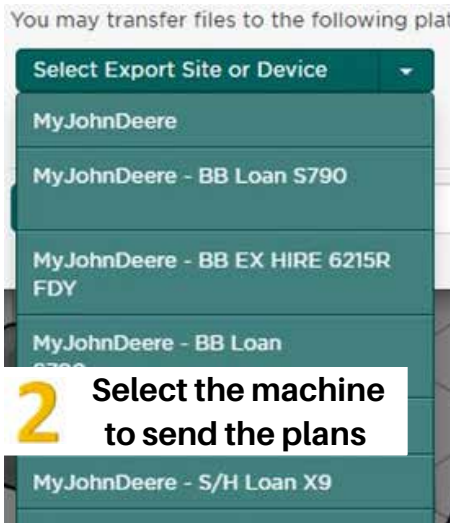
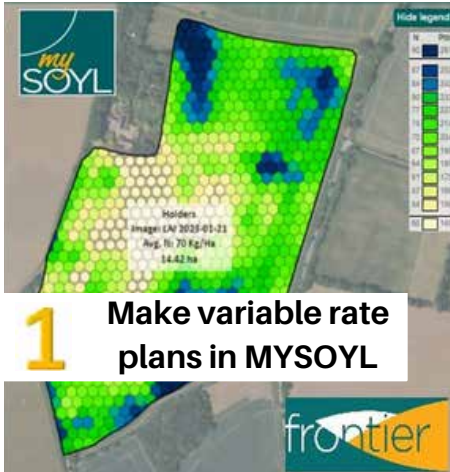
Work Plans issued from the office can now be modified on the fly by operators dealing with the ever-changing work environment'



Stuart Alexander

Area Business Development Manager | SOYL

Stuart grew up on a family farm in South Norfolk. After university and a stint with John Deere UK, he spent 10 years in the agricultural software sector. He is now Area Business Development Manager for SOYL (part of Frontier) specialising in soil health and precision ag products.



Guidance and Section control are now adopted by thousands of farms in the UK to apply fertiliser and pesticides more accurately leading to improved efficiency and reduced overlap of products. **Did you know, with the same in-cab equipment you could be doing so much more?**

We are all struggling with the fluctuating cost of inputs, disappearing active ingredients and pesticide resistance whilst at the same time trying to farm sustainably and responsibly to protect our soils, our businesses and the environment for the next generation. Of course, no one has all the answers but by **embracing technology** we can start to make a difference. By gaining a **better understanding of our soils and our fields**, we can apply products variably to grow a better crop and put your inputs where they're needed and less where they're not.

'Ah', I hear you say, 'it's complicated to make variable rate plans and learning how to use new technology is time consuming and frustrating, particularly when I have more urgent things to deal with.' The good news is, it's easier than ever before.

At SOYL, we work with you to understand your farm and your requirements. We use satellite imagery to better understand the variability in your fields, we sample and analyse your soils and then, using our knowledge and expertise, **we can build you John Deere ready variable rate plans.**

Getting the plans to your John Deere **couldn't be easier**, no memory sticks needed, just click a button in our MySOYL App and the variable rate file is sent wirelessly to your in-cab device. We will help you work out the best strategy for your business depending on the kit you have. You could start with variable seed or fertiliser on one crop or go straight in with a full variable approach across your farm.

Whatever you choose to do, both SOYL and Ben Burgess will be there to guide you along."

Precision Ag Events

Tractor Optimisation Days

This February, we hosted tractor **optimisation days** in our Oakham, Ellington, Newmarket and Coates branches. These days were designed to help operators get the most out of their machines.

These days covered:

- A **tyre pressure demonstration** from Brocks Wheel and Tyre (BWT)
- A **machine walk-around** of a 6R, with maintenance tips and tricks and how to get the best efficiency from the tractor.
- In depth **John Deere Operations Center™** training
- Joystick control and screen optimisation
- An overview of what our new **Service Advisers** do

There are more tractor optimisation days planned, so keep a look out and sign your team up!

Customer Feedback from the Optimisation days:



Average rating of instructor



Average rating of training



Combine Optimisation Days

6th June

X9 Optimisation
Coates

27th June

S & T Optimisation
Ellington

6th July

S & T Optimisation
Beeston

13th July

S & T Optimisation
Swineshead

Look around the S & T or X Series combines with expert optimisation training from John Deere and the Ben Burgess Precision Ag team. Learn all about the in-cab set up, technology, MyJohnDeere setup & operation before your 2023 harvest.



Register your interest in one of the days here:



Or contact one of the Precision Ag team

Don't Forget

Greentronics

RiteYield technology from Greentronics makes it possible to install an affordable weighing system in nearly any harvester with a conveyor belt. To calculate yield data, the weight of the crop is measured as it passes over sensors in the conveyor. Yield data is combined with GPS data to create a complete yield map.



Connected for life

Our dealership is here to support your machine for life. We've got parts and service departments who can help with machines of all ages and models. We've got the Precision Ag team who are here to support you with your new machines and with the integration of new technology in to your older machines. Our newly established Connected Support department is there to advise you on service intervals, Expert Alerts and call you about your diagnostic codes to reduce downtime across your fleet.

We now have stock of Buschel Drop Pans. The Buschel Drop Pan offers you the chance to measure losses, maximise grain yield and optimise your harvest efficiency. Follow the QR code on the right to a video to find out more.



Photo From: <https://buschelplus.ca/smartpan-system/>

In the next issue...

Autonomous 8R

Its big, its green and its ready for market in the US. The machine combines Deere's 8R tractor and new advanced technologies.

Strip It!

We've been testing strip tillage with some of our customers so that we can highlight the benefits we found in the next issue.

Here's the Drill

Find out if you can plant with more precision. We're talking about how to get the most out of the tech already on your drill.

NUE Trials

We'll update you on current trials we're doing on nitrogen use efficiency by analysing protein using a HarvestLab™.

We want to hear from you...



With the re-introduction of this newsletter, **we want to hear from you.**

Do you have a question, an answer, a comment?

Would you like to give your opinion on **how technology has helped you?**

Email one of the Precision Ag team using the details on page 3 with your comments, or scan the QR Code to fill in the form:

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