



Clear. Committed.



## EFS Precision Newsletter WATER MANAGEMENT Winter 2009

# Strengthened Commitment in leading Precision Water Management

EFS Precision (the GPS and Water Management Solutions division of Elmira Farm Service) – a key supplier in Ontario – strengthens its commitment to being a leader in service and expertise through the recent addition of the Trimble product line, as well as adding precision specialist Larry Prong to the team.

“We’ve assembled an arsenal of solutions to meet all applications and an exceptional team to back it up. Larry joins us with a vast knowledge of precision solutions, especially with the Trimble and Ag Leader products,” says Dave Petheram, EFS Precision Manager. With the addition of Larry Prong, EFS Precision has over 15 years of in-field experience with GPS guidance and management software in the ag and water management sectors.

EFS Precision has one of the most comprehensive product line-ups, as the only provider in Ontario carrying John Deere, Ag Leader, and Trimble products all under one roof. EFS Precision can tailor solutions to fit all water applications and brands of equipment.

Success for today’s producers depends on a key balance of brains and brawn to manage efficiencies and control cost between equipment and crop inputs. With ever-present fuel and input cost pressures, and machinery spanning the limits that roads and highways allow, GPS and Water Management software is recognized as the next frontier in advancing efficiencies and productivity in crop production.



The EFS Precision Team has the knowledge and equipment for all your Water Management needs. The EFS Precision team is: Dave Petheram, Larry Prong, Philip Horst

# Strengthened Commitment

in leading Precision Ag Solutions



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For producers ready to head in that direction, EFS Precision offers customers a full service experience from on-site quoting, to trial use, full installation, training and maintenance programs – as well as on-site or over the phone service and trouble-shooting. EFS Precision boasts one of the most complete teams in Ontario with three dedicated full-time staff, backed by a team of service technicians at the five EFS locations in southern Ontario.

“We invest a lot of time and energy building great relationships with our customers. Combined with our experience, we work closely with customers to realize the efficiency gains in their particular operations,” says Larry Prong. Depending on the complexity of the operation, on average it takes a season and a half with a GPS system for

a producer to be fully comfortable. “We’re there to help you through the whole process,” says Prong. “We provide confidence to producers. Confidence in the potential of the technology, as well as confidence in the system they choose and support that we provide.”

“It’s great to work with customers to better their operations. There’s excitement and reward in knowledge/ efficiencies. Customers have let us know they’ve experienced immediate returns on their systems – through saved fuel, inputs, time, effort and increased yields,” says Philip Horst of EFS Precision. “Precision agriculture represents the intersection of the latest technology with traditional farming practices – and we’re here to help guide the way.”

## Software Highlight

### AGPS-Pipe Pro

## AGPS

Advanced Geo Positioning Solutions

AGPS-Pipe Pro is a unique software that saves drainage pipe (tile) installers time, effort, and money. This software calculates the slopes and grade breaks for an entire main or lateral using Vertical Curve Technology™ and controls the machine grade during installation. Look to AGPS-Pipe Pro to deliver:

### Parameter driven Vertical Curve Technology™

- Minimum and Maximum slope
- Minimum, Optimum, and Maximum depth
- Recalculate any time
- See the proposed design before installing any pipe
- See pipe depths for the entire line

### 3D Machine Control

- Automatic grade control
- Proportional valve for smoothest corrections, also compatible with pulsing valves
- Capable of installing pipe at minimum 0.05% slope with RTK GPS

### Pass Label

- Select tile size, then automatically increments a unique line number

### Installation Tracking

- Exports to .dxf format, read by a CAD program
- Relocate easily
- Distance report totals mains and laterals per day and job

### Works with any style plow

- Use RTK GPS or GPS/Laser combination

### Forward slope control

- Automatically control parallel plow's forward slope
- Control double-link plow in hard or soft conditions
- Blade slope is automatically changed as design slope changes

### Easier, More Flexible planning

- Rotate and align grid
- Parallel offset lines
- Background drawing import
- Aerial image import
- PTL (Previous Topo Lay), lets you simply click your heading on the screen
- Import a designed field from a variety of programs (.dxf & more)

# Contractor

## Celebrates 25 Years, Changes and Technology

"I grew up on a farm near Listowel and enjoyed the equipment part of farming the most," says Ron Williams of Williams Drainage, celebrating 25 years of business this spring. "The drainage industry allowed me to work with construction equipment, and still have a hand in agriculture." Since 1984 Williams Drainage has been servicing farm and municipal customers in Huron/Perth/Wellington and Waterloo counties.

"I bought a wheel-trencher from an existing company that was getting out of drainage – and started our business by laying clay tile. It was a chance for me to get my foot in the door and get going, but I did it with the intent of someday getting my own plow," which Ron did in 1987. The business flourished, balancing a mix of farm and municipal/commercial work depending on demand. Now Ron, his son Matt and their team average approximately 2 million feet of drainage tile per year.

"A lot has changed since our beginnings; new technologies, more stringent regulations – there's much more to consider. Water still runs downhill – we just have better ways of doing it," says Ron.

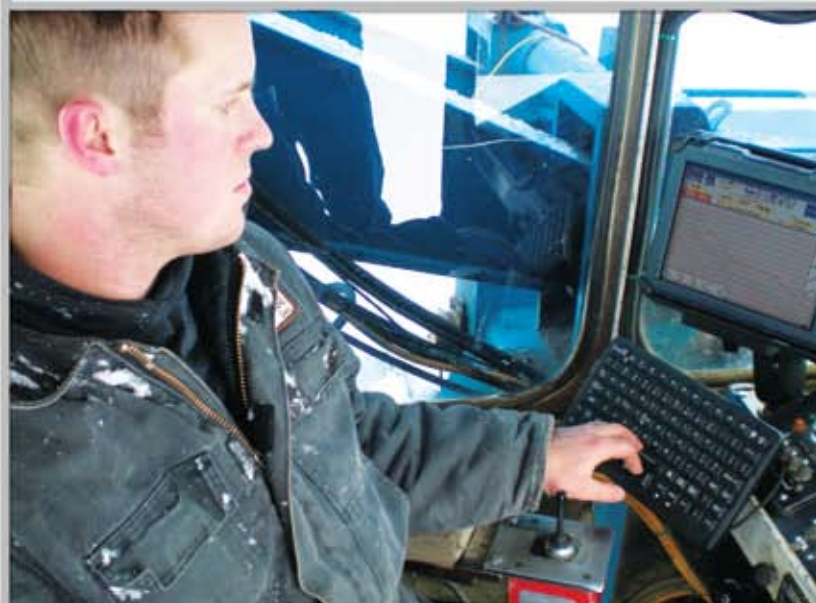
"Laser grading came along in the 70's – that's what I learned on, but things really depended on the weather. Fog, rain and snow used to be a problem, even wind would cause havoc with the laser," says Ron. "Using GPS, we've gained days in the fall, and it's lengthened our season by simply being able to work in all types of weather," says Matt Williams.

The Williams' aren't new to GPS; like many contractors they've been using GPS mapping for over 10 years. "GPS allowed us to increase the accuracy of our maps. From there we began using the light bar about 6 years ago, getting us to the next step; quick measuring, machine guidance and virtually eliminating the need for flags," says Matt. "We even use our original GPS maps when doing new jobs in adjacent fields, or upgrades to existing systems; and we know exactly where the runs are. Now that we've upgraded and have the full AGPS Machine Control software package to run the equipment, paired with Trimble RTK GPS components – efficiency has peaked."

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Williams Drainage team left to right is: Ron Harper, Tim Heipel, Matt Williams





# Hardware Highlight

**The Trimble AgGPS 442 Rover Receiver and the AG900 Base station – an excellent combination.**

Trimble offers you a choice of GPS receivers so that you can select one that fits your budget and performance needs. For maximum operating times, choose the 72 Channel AgGPS 442 receiver which provides unprecedented vertical and horizontal performance and supports GLONASS.

The 442 Receiver is an excellent high accuracy RTK receiver using a local RTK network or base station such as the AG900. The AG 900 Base provides reliable +/- one inch pass-to-pass and year-to-year accuracy.



Owner: Ron Williams

## Contractor

**Celebrates 25 Years, Changes and Technology**

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“Guess work is gone. We can guarantee exactly where the runs are, the depth and grade, and ensure our customers of an accurate, professional job. Collectively we’re spending more time in the cab, installing pipe – less time setting-up, and no time moving and resetting the lasers,” adds Matt.

Full guidance systems and software provides means for more creative and effective planning of jobs. Contour draining is becoming a common practice. “Our system allows us to develop plans for more challenging terrain with longer continuous runs, less connections, less mains, and again, less stops and starts,” says Ron.

“It’s been great to work with Philip Horst and the team at EFS Precision. This whole process has been an evolution for us that we’re glad we’ve taken on. This last phase – moving to full machine control, takes quite a bit of training, time and correspondence,” says Matt. “It’s been a high learning curve, but the knowledge and support from Philip has been second to none.”

The Williams’ have realized returns in all areas of the business; material estimating, the ability to plough in both directions, lengthened season, more ‘good’ days in a season, and more production on those days. “We’ve only had the AGPS system for about two months, but already we’re seeing returns in efficiencies and time,” says Ron. “Added up, it won’t take long for the system to pay for itself, making us more efficient and more profitable.”



**EFS Precision**

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