



Clear. Committed.



**EFS Precision Newsletter** **AGRICULTURE** Winter 2009

## Strengthened Commitment in leading Precision Ag Solutions

EFS Precision (the GPS and Ag 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 precision ag 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 ag 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 drainage sectors.

EFS Precision bolsters one of the most comprehensive product line-ups, as the only provider in Ontario carrying John Deere, AgLeader, and Trimble products all under one roof. EFS Precision can tailor solutions to fit all crop 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 Ag Management software is recognized as the next frontier in advancing efficiencies and productivity in crop



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

## Strengthened Commitment

in leading Precision Ag Solutions



production.

*Continued from cover story:*

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 largest 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.”

## Automatic Steering

Entry level to complete automation



### StarFire ITC GreenStar Mobile Processor & 2600 Display

### The Overview.

Automatic steering products on the market today can generally be divided into two categories – mechanical steering systems and hydraulic steering systems.

### Breaking it Down.

Mechanical systems are typically lower cost and are field installed. Most can be easily moved from one power unit to another, and operate in several guidance patterns based on operator choice. These systems rely on driving the steering shaft to provide tractor guidance by attaching a drive assembly.

Hydraulic systems are now found as base equipment on many new tractors on the market. This can also be a field installed item, however their integration normally makes the install more complex – yet the end result is an uncluttered operators station. Hydraulic systems are plumbed in after the steering wheel so unlike mechanical systems the steering wheel does not move in the cab while operating. Hydraulic systems offer advantages in improved performance in high accuracy applications, and generally a cleaner install.

### Accuracy catered to the task.

The accuracy required for tillage is often different than that required to plant corn. Automatic steering systems can completely replace mechanical marking systems, or be used in conjunction with them depending on accuracy. Correction signals from the John Deere StarFire™ or OmniStar™ satellite networks are used to increase accuracy. RTK technology where the grower connects to a local correction signal is presently the ultimate in repeatable accuracy. Not all systems can be upgraded to increased accuracy services after purchase so this can be an important consideration.

### What else can GPS offer?

Automatic steering which makes the most from every pass isn't the only way you can see payback on your GPS investment. The same unit that runs the steering can also keep field records, control planter and rate controllers, automatically run sprayer boom sections or shut off individual corn planter units. This is an important consideration when evaluating GPS systems.

# Application Control Products

## Automatic boom switching & rate control for sprayers

Integrating a GPS system with sprayer controls provides growers with an inexpensive tool that provides immediate payback through efficient product application.

GPS has had a dramatic impact on spray applications by reducing the amount of overlap, and minimizing skips. You make the most of the chemical being applied and save money at the same time. Taking this one step further, application control systems are getting even smarter by taking over the rate control functionality of legacy controllers and adding individual boom switching control. The result? A system that will automatically turn boom sections on/off as you drive out/in of a headland area. On odd-shaped fields this system really shines, by automatically turning individual boom sections on/off to optimize application.

There are a number of products on the market that offer this functionality, but the EZ-Boom 2010 system from Trimble and Ag Leader has entered the market at an amazing price point. With a starting US List price of \$1,895 the EZ-boom product will replace many older Raven rate controllers on pull-type

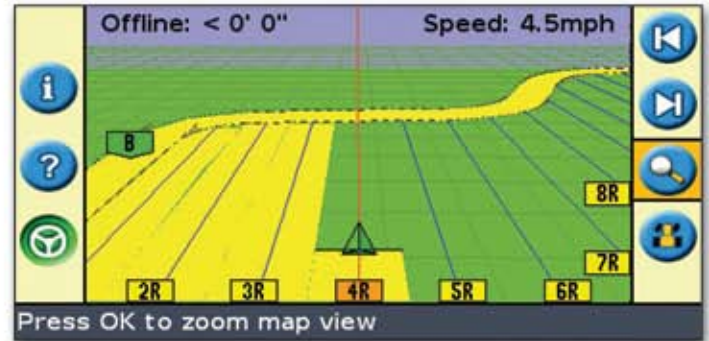
### EZ-Boom 2010 Quick Facts:

- Automated 10 section boom control
- Calculates total applied spray area
- Programmable rate control
- Replaces most legacy Raven rate controllers
- Requires EZ-Guide Plus or EZ-Guide 500 GPS
- **Reduce chemical application costs!**
- **Maximize application performance!**

**EZ-Boom  
2010**



### EZ-Guide 500 Display



sprayers, providing both rate control and boom control of up to 10 sections. Additional harness adapters may be required for some sprayers.

The EZ-Boom requires an EZ-Guide Plus or EZ-Guide 500 light bar as its GPS source. The newer EZ-Guide 500 display provides coverage mapping capabilities, allowing you to save and print out maps of every spray application.

### Customer Profile: Carl Israel Farms Ltd.



#### The System.

GreenStar 2 hydraulic AutoTrac system used in tillage tractor and combine.

EZ Guide 500 Lightbar in JD 6500 Self Propelled Sprayer.

#### The Result.

"The AutoTrac really helps when disc ripping to prevent ridging when you are too wide or narrow. This gives us a more consistent seedbed in the spring.

Using the light bar in the sprayer allows me to not have to rely on foam that evaporates or is hard to see in the dark. Having the map show you where you've covered in the field gives me confidence." - *Carl Israel*



## Customer Profile: Blaney Grain Farms



## Customer Profile: CFS Ltd.



### The System.

Apache sprayer with AgLeader Direct Command and auto steering.  
EZ guide 500 EZ Steer & Norac Boom Height Control.

### The Result.

"In 2001 I purchased a lightbar, and now auto steer is a must have. Managing steering and boom controls have overlap way down allowing us to do a better job.

What we called a quality spray job 10 years ago is the norm now." - *Dennis Frey*

### The System.

GreenStar 2 hydraulic AutoTrac systems used in tillage, spraying and planting tractors for guidance and documentation.

GreenStar 2 Rate controller system integrated with a Fast pull-type sprayer - controls rate, auto boom section, steering and documentation.

Apex data management software.

### The Result.

"The integration of the GreenStar 2 system with the planting, and harvesting equipment allows us to keep records straight.

Our sprayer setup has been trouble free and AutoTrac and SwathControlPro are winners for productivity and input savings." - *Larry Blaney*

## Customer Profile: W&R Checkley



**EFS Precision**

**www.efsprecision.com**

**1.866.669.5535**

### The System.

Original GreenStar Hydraulic Auto Trac system in combine.  
GreenStar2 hydraulic auto steer, boom section control and documentation in sprayer.

Hydraulic auto steering in 8330 tractor shares above systems.

### The Result.

"We plant 24 hours a day and the auto steer takes the stress off the operator during those still nights where you can't see through your own dust.

Keeping the combine head full on every pass adds up at the end of the day. I don't like going to the field without it."

- *Bob, Chris & Dustin Checkley*