

Dealer part of technology success

By WILLIE VOGT

WHEN it comes to a range of precision agriculture tools, farmers need support. When Randy and Shaun Glinge (see story on previous page) fire up their lightbar guidance system this spring, they're not working alone. They'll rely on Darryl Roeder, an

AMS tech with Gilsinger Implement, out of Plymouth, Ind., for help.

Roeder says the best way to start with precision guidance is to get a system. And for first-timers the new value entry from John Deere that his dealership is marketing is one answer.

"I think it's excellent," Roeder says. "For some customers, the only way to

get them to go with these products is to get them out and using them." That's the system the Gingles will be using on their operation.

Roeder notes that farmers who have "driven a tractor all their lives" often don't see the immediate benefit of a system that offers guidance. However, he has found that once tried, a farmer

won't go back to unaided tractor guidance.

"In my experience, if you let them run it, they won't let you take it back," he quips.

In this series, we're going to follow the Gingles as they install the equipment and work with their dealership to maximize the benefit of precision guidance. The WAAS-based GPS receiver and lightbar system is detailed in the story below.

Support key

New technology, no matter how "established," is still new to a specific farm. And bringing in those new tools requires proper training, installation and setup. If you're looking at enhancing your equipment with precision guidance tools, the dealer you choose is important, too.

"We have to know how to solve the problems, and we have to know who to turn to if there is trouble," Roeder says. "That's the training we have and the service we can offer."

Keep up with this project next month when we discuss the installation and the decisions the users make ahead of spring planting. And follow what we learn by visiting the Farmer Iron Blog at www.farmprogress.com.

PRECISION
START



Make the leap to John Deere precision technology. The new GreenStar™ Lightbar and StarFire™ 300 receiver deliver a well-designed parallel tracking system at an easy-on-your-budget price. The insightful duo immediately identifies off-track error, then directs you to a better path, saving you time, effort, and money; especially on costly inputs like fuel and fertilizer. Likewise, you can move them from machine to machine putting the pair to work in multiple applications from tillage to spraying and everywhere in between. Visit your John Deere GreenStar Certified dealer today to learn more. www.JohnDeere.com/lowcost



 **JOHN DEERE**
Nothing Runs Like A Deere™



WAAS GUIDANCE: John Deere's new GPS receiver is the StarFire 300, which will be at work on the Glinge operation.

Precision at work

HERE'S a quick rundown on the tools Randy and Shaun Glinge will put to work on their farm. They will be getting a StarFire 300 receiver paired with a GreenStar Lightbar, which are both new for this season.

The StarFire 300 receiver uses a Wide Area Augmentation System differential correction, a free service, for 13-inch pass-to-pass accuracy. The system also provides simulated ground speed output that can replace radar signals and reduce the number of tools you have to connect to your machine.

The GreenStar Lightbar is the display tool for keeping the machine in line. The 27 LED lights in the display give the operator the information needed.

Three lights in the middle are green, the rest — 12 on each side — are red. Keep the display green and you're on track.

Learn more about these systems by visiting www.johndeere.com/ag and click on the GreenStar link.