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2. Juli 2014

Bauer: Direct sales approach for large slurry tankers

by WniF staff editors | Published July 2, 2014



Bauer is relaunching its high-specification tankers in Britain by supplying contractors and large farm operators direct at more favourable prices, but with service and parts support still available nationwide through Bauer dealers.



Bauer is now supplying its poly-tank slurry and biogas digestate spreaders direct in the UK and Ireland to establish close links with operators and ensure price competitiveness with other suppliers of high-spec spreaders.

"The market for large tankers with specialist application equipment is very competitive with a number of players involved," Bauer UK & Ireland's sales manager, Adrian Tindall, said. "Dealing direct with the professional operators most likely to use our machines will enable us to ensure we provide the right features and specification for their needs, at prices competitive with other high-quality products."

Bauer tankers available in sizes from 10.5 cubic metres to 24 cubic metres (10,500 to 24,000 litres) are unique in the UK and Ireland for having a hand-made polyester tank mounted on a galvanised steel chassis. The heart-shaped tank cross section results in a low centre of gravity for good stability in hilly fields and on the road, while indents provide ample space for wide and large diameter flotation tyres to minimise soil compaction.

Using polyester rather than steel saves a significant amount of weight compared to a good-quality steel tanker – as much as 3t with the 24 cubic metre model. It also provides a container impervious to corrosion.

"That's particularly relevant to farms and contractors involved in handling biogas plant digestate, which can be more corrosive than regular livestock slurry," Mr Tindall said. "Together with the corrosion-resistant galvanised chassis, it means these tankers clean up really well and can look like new even after a lot of use, which results in strong resale values."

The tankers are available with Bauer's spiral or centrifugal high-capacity pumps giving fast filling and spreading rates. A front-mounted filling arm is available for quick turnarounds at the slurry store and a cleaner working experience for the operator.

Application options include a double-nozzle spray boom for surface spreading up to 27m wide, and a dribble hose applicator in widths from 9m to 30m with a macerating distributor, hydraulic drip stop and hydraulic folding.

A drag shoe applicator with working widths of 5.3m to 21m provides in-crop application of slurry or digestate directly onto the ground; a disc injector in 5.2m to 8m widths places liquid beneath the surface for minimum losses through evaporation and quick resumption of pasture grazing; and a spring tine cultivator injector is available for incorporating slurry or digestate into seedbeds.

Chassis options include a cranked single axle for smaller tankers in the range to give an extra-low centre of gravity; rear-steer tandem axles with leaf spring or air suspension – the latter is standard on the triple axle 24cu m model – and four-point rear linkage for a mounted applicator.

"With all those options, each tanker is specced and priced individually," Mr Tindal said, "but an 18.5 cubic metre tandem-axle machine with 15m dribble bar will be about £70,000; and an auto-loading system will add about £6,000."

For more information visit: www.bauer-at.com.

Quelle: <http://www.wnif.co.uk/articles/1435/1/Bauer-Direct-sales-approach-for-large-slurry-tankers/Page1.html>

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