

BERTHOUD

**Press conference
AGRITECHNICA
Tuesday November 10,
2009**



Patrick DENIZET – Commercial Director

Welcome!

We are very pleased to welcome you on our stand so we can inform you about the **BERTHOUD** developments since last AGRITECHNICA.

Specialist for sprayers for agriculture and viticulture, we are leader on the French, Belgian, English and Hungarian markets.

With the more than 30 % increase of our turnover since 2007, **BERTHOUD** developed the export markets, which do now make up for a third of our sales.

Our export sales take mostly place in three areas, that is to say 30 % in Western Europe, 35 % in middle and Eastern Europe, 30 % in the CIS and 5 % in the other countries.

This situation led us to increase our factory by 11000 m².

In spite of a sudden drop of sales since spring 2009, **BERTHOUD** reinforces the export team with a Russian technical salesman and two additional after-sales technicians

BERTHOUD has always been involved with the International Authorities for regulations for pesticide applications. Jean-Christophe ROUSSEAU, in charge of our marketing for vineyards and orchards, uses +60% if his time for this purpose. He is also the Chairman of the ISO technical committee "Crop protection equipment". In this way, **BERTHOUD** assimilates the normative rules in the conception of the machine.

Besides is **BERTHOUD** the only sprayer manufacturer registered by the French Ministry of Agriculture, as Training Centre for sprayer controllers for the compulsory controls.

For all our product ranges we continue to update them in order to meet the requirements of the market. As well as the new small mounted **ALTO**, we are also pleased to show you here our new self-propelled sprayer **RAPTOR**, the trailed

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TENOR with the **KONDOR** boom and the **ELYTE** with the rear folding **ULYS** boom fitted with a new suspension for unequalled stability.

François-Xavier JANIN – Row crops products manager

Our new small mounted range **ALTO** from 300 to 800 litres meets the requirements for environment and the needs of modern farmers: compact design and many possibilities : without boom but with 1 or 2 hose reels, booms from 7 to 15 m, hose reel and boom for for ex. orchards. They come with the constant pressure or the DPM regulation (**ALTO PLUS**).



ALTO 800

Our **ELYTE** can now be fitted with the **ULYS** boom with compact rear folding and 4 widths: 18, 20, 21 and 24 metres.



ELYTE rampe ULYS

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Our specific developments:
The **AXIALE** suspension allows the work on flat ground, turns or slopes with no action from the user.
And for the **ELYTE**: the boom lift by a central arm brings 3 advantages: large variation in height under the boom, less residues thanks to the spray lines passing through the central arm and the transfer of the weight on the tractor's hitch (due to the boom).



ELYTE 1200

As on our mounted sprayers, our **TENOR** and **RAPTOR** can now also be fitted with a compact 3 stage folded boom.
Available with a width of 32, 33, 36, 38 m, the **BERTHOUD** developed **Pendulum-Axiale** suspension allows the use with Axiale or Pendulum-Axiale mode for flat ground with ruts. The user can switch from one mode to the other from the cab. This is Berthoud's response to all ground layouts.

Exclusive from Berthoud. The **mechanical DPA** regulation for our trailed **RACER**, **MAJOR** and **MAXXOR** is easy to use and very precise. The pump is driven by the sprayer wheel and delivers only the required volume.



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RAPTOR, our new self propelled with rear boom is available with 3200, 4200, 5200 litres booms from 24 to 42 m, a DEUTZ engine with 180 to 240HP and a road speed up to 40 km/h.



RAPTOR 4200

The new hydraulic system **BOSCH REXROTH** has two pumps and 4 motors with variable delivery and benefits from the **AUTOMOTIVE** drive pedal.

Furthermore, speed can be stored with the **HYDROPILOT**.

Next, for more comfort and ergonomics, the soundproof cab is fitted with an entry in the rear part which creates more space, and with automatic air conditioning. The large windscreens allow to see all around even when the boom is folded and all the functions are laid together to be used within reach.

As a standard, the sprayers come with the **DP Tronic** regulation, with the connection for **GPS** automatic sections or rate control.



RAPTOR GPS HD

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Another equipment developed by **BERTHOUD**, the **DUALELEC**, Agribox 2009 Silver medal, automates the 17 sprayer functions, controlled from the cab and the control panel. Residues are reduced due to the in-cab rinsing functions, the **NIVOMATIC** level gauge with filling auto stop and the modulation of the agitation depending on the level in the tank.



DUALELEC

We also developed a new tower to be mounted on the **FRUCTAIR** and used for fruit hedges and large vineyards. This vertical tower allows an even air flow and optimize the applications.



FRUCTAIR

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Extension of the factory



Aménagement d'une ère d'entrepotage pour les machines en instance de départ

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