

We THINK

We DO

We LIFT






# DIECI

Magazine

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# DIECI

## AGRICULTURE SPECIAL

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**Finland****Location:** HÄRKMERIVÄGEN (Finland)**Company:** AB EURO BULL OY  
Beef cattle farm**Owner:** Samuel Ingves**Machines:** AGRI TECH 35.7 VS

# Agri Tech for the LAND OF LAKES

187,888, and that's just counting those of a significant size... This is the number most frequently suggested by various sources that like to call Finland the "land of 1000 lakes" (and it strikes us that a thousand, in this case, is a rather drastic rounding down...). Considered, according to the famous magazine Newsweek, "the best country in the world", it has to be said that Finland does have one of the highest per capita incomes in Europe, the best welfare state, the best educational system, the best quality of life, and is also the least overpopulated, with a population density of just 16 people per square kilometre and a total population of only 5.4 million. Essentially an agricultural nation until the end of the 1940s, after the Second World War Finland experienced a veritable industrial revolution, so that agriculture now accounts for just 2.9% of GDP. Geography and climate are also important contributing factors in this regard: in addition to the lakes, some 73% of the country is forest, leaving only 7.4% of the land available for arable and livestock farming. And the climate cannot be overlooked: forget chocolate-box snowy landscapes and herds of reindeer... that only applies to the far north, while the rest of the country actually experiences significant temperature excursions, ranging from as low as -35 degrees in winter (depending on the prevailing winds) to +35 sometimes in summer, with great differences from one year to another. Not an easy climate for agriculture, to be sure. However... there are some exceptions, and one of these was brought to our attention by the Dieci Dealer in Finland, Tomas Kjellman: he is based in Härkmerivägen, in Ostrobothnia, the western region of Finland that looks over the Gulf of Bothnia, the stretch of sea that divides Finland and Sweden. Divides in a manner of speaking, given that Finland was under Swedish rule for centuries, still has close dealings with its Scandinavian neighbour, and Swedish remains the second language spoken in Finland.

We're talking about "Ab Euro Bull Oy", a large bull beef livestock farm run by Samuel Ingves. Not far from Härkmerivägen, construction work is almost completed on a new cattleshed which will take the total number of cattle at Euro Bull to over 1500 head. Such large numbers obviously entail a massive workload, both in terms of feeding the cattle and cleaning the cattlesheds, a massive workload that Samuel spoke to us about in our brief but enjoyable and entertaining chat.



"Certainly, it's hard work on a farm like mine, I don't think I'm exaggerating when I say I drive 1000 hours each year just feeding cattle and shifting manure! And with the opening of the new cattleshed, that work can only increase proportionately. That's why, together with my co-workers, we decided to purchase our third AGRITECH. With its compact size and great agility, it's perfect for our daily manoeuvring "back and forth" in barns and other tight spots, and it's powerful enough to let me do in half the time all those jobs I used to do using a traditional tractor. Just think of the amount of feed to be handled... and when it comes to feeding, time matters. There's also another more, shall we say, selfish consideration: here it isn't like in your part of the world, where you have sunshine all year round. Here, when it's cold, it's really cold! And after trying the AGRITECH heated cab, I wouldn't be without it again for anything in the world!"





**Location:** MELENDUGNO (Apulia, Italy)


**Company:** AZ. AGRICOLA CARROZZO  
Olive groves and olive oil production

**Owner:** Dott. Donato Carrozzo

**Machines:** AGRI TECH 35.7 VS and MINI AGRI 25.6

# DONATO CARROZZO Farm Company




Mr Donato Carrozzo 



The arrival of the vehicles in Melendugno 



Farm maintenance work 

For those of us who live on northern Italy's Po plain, the word "Salento" conjures up images of endless beaches, sheer white cliffs rising out of the sea, a scorching sun, the chorus of cicadas in the daytime, and glasses of Negroamaro in the cool evenings... Holidaymakers' snapshots: but there is so much more to Salento. Starting from its name, which in the ancient language of the Messapians (the ancient inhabitants of Salento in pre-Roman times) meant "Land between two seas". The roots of this civilisation can be traced back even further in time, and evidence of the ancient past survives in the "dolmens", prehistoric constructions dotted all over Salento. Two of the most famous examples are found in the municipality of Melendugno: the Placa Dolmen and the Gurgulante Dolmen. Melendugno also has other evidence of the area's ancient past, living evidence in this case: the hamlet of Borgagne is home to the oldest olive grove in all of Italy, estimated to be between 3000 and 4000 years old.


It's impossible to talk about Salento without mentioning olive groves. Apulia is the Italian region with the greatest olive growing heritage, boasting over 350,000 hectares of olive groves across the region, with some 84,000 in the Lecce area of Salento alone, and 30% of trees are more than a century old. A boon for the region's environment, history and way of life, declared a Unesco "world heritage site". A heritage to nurture and protect, both from natural events like the recent scourge of Xylella, and from the demands of modern-day life, like the planned Trans Adriatic Pipeline, whose route will come ashore on the Adriatic coast precisely at Melendugno: local administrations have signed agreements stipulating that the 8000 olive trees along the gas pipeline route are not simply chopped down, but uprooted and transplanted! This struggle to protect the land is fought on multiple fronts, not just with court hearings and official papers, but also in day-to-day work, on the land, with the right equipment. Someone who knows this well is Donato Carrozzo, who runs a 19-hectare farm in the municipality of Melendugno, with over 2000 olive trees, many of which are over a century old. To look after his olive grove and his company to the best of his ability, Mr Carrozzo chose two DIECI machines, a Mini Agri 25.6 and an Agri Tech 32.9VS. He sent us some photos, and shared his thoughts with the editorial team of "DIECI MAGAZINE": "The first photo is the one that means most to me: it pictures the day the two machines arrived in Melendugno, a day I'll never forget. It might seem like an exaggeration, but honestly, with all there is to do on a farm like mine, these two pieces of machinery have been a blessing. They're powerful machines, yet lightweight and extremely agile, essential characteristics for manoeuvring between the trees, and with the series of accessories available, I can to all intents and purposes do everything I used to do with a tractor.

Take the olive harvest, for example: both machines are already set-up for the dedicated accessories, and using the Agri Tech with the shaker attachment and the Mini Agri with the harvester umbrella, I can get the job done much faster and using less labour, something I could never have done using the tractor. Once I've harvested all the olives, I can use the Mini Agri to collect the crates and take them to the warehouse, ready to be delivered. What's more, the versatility of the two machines enables me to use them, as you can see from the photos, for all the other work to be done on the farm: jobs like pruning, material and equipment handling, maintenance and, again thanks to the accessories available, even construction work. I think the popularity of telehandlers as multipurpose machines is here to stay. If they had the recognition they deserve, they would make traditional agricultural tractors obsolete, as the latter are now no more than a symbol of the agricultural mechanisation of the last century, and only survive, with all their limitations, thanks to the




adaptations carried out by farm companies, with front attachments. My experience with these machines has convinced me even more that they are essential pieces of equipment for a company like mine, struggling with ever-tighter profit margins and work times. I would go as far as to say that if I had to sell them, my company would go bust! Finally, I would like to say a few words about DIECI: I remember when a few years ago, after an 800 km trip, I was immediately welcomed with great warmth and kindness, none of the waiting rooms and formality that you get from other companies. Mr D'Agostino showed me around the company, we stopped to talk to various department employees, and I really got the impression that they were like a "family". The clichéd saying that "the customer comes first" is actually true here. Courtesy, detailed technical explanations and advice are always on offer. In short, it's a company with a human dimension. It has a modern plant which has kept abreast of the times, always at the cutting edge of innovation, while nonetheless maintaining a traditional, personal relationship with its customers. Nowadays, that's no small thing." We thank Mr Carozzo for his story, his praise, and for his enthusiasm, and we hope, perhaps during a holiday in the near future, to visit his beautiful part of the country.




 Maintenance in the olive grove




 The olive harvest




 Maintenance in the olive grove



 Construction work on the farm



 One of the many accessories that can be used

**Sudan****Location:** AL GHABA (Sudan)**Company:** NORTH STATE PROJECT  
Forage and cereal crops**Owner:** Al Rajhi International Group**Machines:** AGRI TECH 35.7 VS

# Agri Tech on the NILE

One of the largest nations in Africa, Sudan extends along the course of the Upper Nile, the river which flows across the whole country and which since time immemorial has linked the history of Sudan to that of Egypt and the neighbouring Arabian peninsula, with which it shares a language (Arabic) and a religion, Islam. Sudan is a member of the United Nations and the African Union, but also (because of its close ties to the Muslim world) the Arab League and the Organisation of Islamic Cooperation. That is why one northern Sudanese province, the region of Al Ghaba, was chosen for the "North State Project", an agricultural development project financed by the "Al Rajhi International Group", a Saudi Arabian holding company which for over 70 years has been supporting similar projects all over the world, aimed at promoting farming to provide food for Saudi Arabia and other Islamic countries. The project (linked to other similar ones already up and running along the Nile) involves increasing the production above all of cereal crops and forage, through the creation of a series of infrastructures including canalisation, pumps to draught water from the Nile, and the drilling of deep wells. The plants, which extend for dozens of kilometres, are self-sufficient in terms of energy thanks to photovoltaic systems, and they enable the creation of veritable green "oases" of farmed land amidst the arid, desert-like surroundings. The harvested crops provide food for the Sudanese and Saudi populations, in an exchange that involves the installation, by the Saudis, of advanced infrastructures and technologies, while Sudan provides large parcels of land and labour. The photo shows one of several AgriTech 35.7 models purchased by the project technicians, as it is being used to harvest forage crops for the local population. Agritech is the ideal machine for the job, as it features a "Vario System EVO2" transmission with 4 drive modes (Automotive, Loader, Creeper and ECO) that allow it to tackle the great distances and arid climate of the region. A climate that is tackled also thanks to the cab, a comfortable and safe "work environment" that facilitates long working shifts: in addition to the air conditioning, it also features a joystick integrated in the armrest, soundproofing, a steering wheel adjustable in both height and reach, electric windows, storage compartments, stereo system, sunblind, ergonomic seats, openable roof hatch, high driving position for optimum visibility, high-efficiency windscreen wipers, two independent rearview mirrors, and much more besides. Nothing has been left to chance, to guarantee a safe and supremely comfortable day's work, even on the plains of Al Ghaba in northern Sudan.



# COTTON PRO

## The evolution of the species

It's highly likely that the t-shirt you are wearing is made of Australian cotton. Australia is the world's second-biggest exporter of cotton, with over 500,000 hectares of cotton plantations, mostly in the states of Queensland and New South Wales, owned by around 1200 companies, nearly all of which are family-run. It's in the pages of "New Farm Machinery", an Australian magazine, that we learn about Kevin and Tim Blake, who run a "small" farm (600 hectares) in Boroondara, not far from Ghoolendaadi in New South Wales. The farm has belonged to the Blake family for over 50 years, and like other farmers in the area, in addition to cotton they grow barley, wheat and hay, both to feed the 125 Aberdeen Angus cattle on the family farm, and to sell. The handling and lifting requirements on a farm of this kind are part and parcel of everyday life for the Blake family, who have to deal with the logistics of moving hay and cotton, and with 125 head of cattle to be fed and looked after. For these reasons, since 2007 Tim Blake has been the happy owner of a DIECI Cotton Pro 75.10. Just like the local wildlife, which over the course of thousands of years has adapted to the unique Australian habitat and climate, the Agri Max (the "species" from which the Australian Cotton Pro evolved) has adapted to the needs of cotton harvesting: the world's number one textile crop, raw cotton is packed in massive bales which can weigh up to 2 tons. But cotton is a difficult material to handle: extremely absorbent, it tends to absorb any humidity, so bales must be covered with a layer of protective material and exposed as little as possible to the elements. Moreover, cotton has another far more dangerous aspect, which must be taken into account, especially when it is stored in large quantities. Cotton fibre and dust that builds up in warehouses is highly flammable and can lead to serious fires if it comes into contact with naked flames, sparks, or even just overheated objects. For this reason, the DIECI Cotton Pro 75.10 has been designed to avoid any such hazards: The alternator is completely insulated in an airtight sock, thus avoiding any contact with airborne cotton. Exhaust, turbo compressor and oil cooler are all covered with heat-insulating material, radiators and air intakes are mounted on the rear, protected by a grille and a reversible cooling fan, designed to "blow away" any build-up of flammable fibres. As for the rest, the Cotton Pro 75.10 features the same characteristics and advantages as its family of origin, "Agri Max", compact and agile machines characterised by impressive power coupled with great lift capacity, making them ideal for working environments where there is the need to handle large volumes while simultaneously reducing work cycles. To round off by quoting the Blakes, "...it may be possible to get by with what you've got. But if you can have the right machine for the job, life can be just that little bit easier."



### Australia

**Location:** BOOROONDARRA (Australia)

**Company:** BLAKE'S FARM  
Cotton and cattle farming

**Owner:** Kevin and Tim Blake

**Machines:** DIECI COTTON PRO 75.10





Italy

**Location:** PISTOIA (Tuscany, Italy)**Company:** VIVAI SOLDI  
Flowering and ornamental plants**Owner:** Doriano Soldi**Machines:** MINI AGRI 25.6

# MINI AGRI in the Garden of Europe

The plain between Florence, Prato and Pistoia is universally known as "The Garden of Europe" due to the huge number of nurseries which, since the mid 20th century, have characterised the landscape in this part of Italy. This alluvial plain is blessed with a particularly favourable microclimate and benefits from southerly exposure at the foot of the Apennines, which protect it from cold winds. The alluvial soil (particularly fertile and slightly sandy, ideal for healthy root systems in plants) plus the great abundance of groundwater and surface water, are the fruitful legacy of an ancient lake basin which once covered the plain, fed by the Arno, Bisanzio and Ombrone rivers and their tributaries. The area was renowned since ancient times for the exceptional quality and great abundance of its fruit and vegetables, which thanks to the unique local conditions were able to vegetate even three or four times a year. In 1859 the Faculty of Agriculture of Florence university launched a flower growing project for experimental purposes in this area, following the example of several local growers who had already opted to boost their income by producing ornamental plants for grand Florentine villas. Gradually, as demand grew, this business extended to occupy the entire plain, transforming it into a massive open-air nursery with thousands of species and varieties. Today a quarter of all the ornamental plants grown in Italy comes from the Pistoia area, home to more than 1400 companies spread over approximately 5000 hectares, with highly skilled and specialised staff working in what has become a traditional sector in this region. Businesses are often handed down from one family generation to the next, but they use avant-garde techniques and materials. It's thanks to our local area dealer, FIL SERVICE of Montemurlo, that we got to know one such company, the "VIVAI SOLDI" nursery in Pistoia, managed by Mr Doriano Soldi. For over sixty years, the VIVAI SOLDI nursery has been producing and selling top quality ornamental plants and flowers, with a huge variety of trees and flowers that is constantly updated. Managing a nursery with such a large variety of species necessarily entails never-ending work: with the continuous cycle of all the various stages from germination and flowering to bedding out and then shipping of plants in bloom, there is never moment of rest... It is easy to imagine the many and varied handling requirements that are an integral part of the day-to-day work of a nursery of this kind: pots, bags of fertiliser, soil, shelves of seedlings, plants, bulbs, often manoeuvring in tight and fragile spaces such as sheds and greenhouses full of pots, and with the constant toing and froing of trucks loading and unloading... To solve these handling problems, VIVAI SOLDI nursery purchased a Mini Agri 25.6, the "mini telehandler" designed to cater to the needs of "small jobs": excellent for agricultural work, it's the ideal machine for working in tricky, tight spaces, such as nurseries.

The large windows of the cab (ROPS – FOPS approved) provide excellent visibility, for manoeuvring nimbly between the countless possible obstacles in a nursery, while the doors in DCS (an innovative and ultra-lightweight composite material, created by the Dieci Research and Development division) considerably reduce the overall machine weight, minimising pressure on the ground and increasing heat and sound insulation. In addition, the Mini Agri 25.6 can be fitted with the entire range of accessories offered by the company: winches, lifting hooks, grippers of various kinds, buckets for excavation and inert material, accessories that increase its already impressive characteristics of versatility and wide scope of use, even in the particular work environment of a nursery. "Give us bread, but roses too" went the lyrics of an old song, words that seem tailor-made for the Mini Agri of the Vivai Soldi nursery!

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