

# Blackcurrant

IBA – 3rd to 6th April 2014



**M Vai – P Boisseau**

# Blackcurrant Harvester

Marco Vai - Philippe Boisseau

Poland

June 2014

# CNH Industrial

## Our Products



Trucks



Buses



Firefighting Equipment



Crawler Excavators



Skid Steer Loaders



Engines  
and Transmissions



Tractors



Combines



# CNH Industrial

## Group Structure



# CNH Industrial

Key Figures (31 Dec 2013)

1

group

12

brands

48

R&D Centers

62

plants

190

national markets

71,192

employees

6,300

individuals dedicated to innovation

7,710

active patents owned

\$ 1,222

million invested in R&D

\$ 12

million invested  
in training

\$ 2,277

million trading profit

\$ 33,836

million revenues

\$ 8,713

million total  
available liquidity

# Brands

## Case IH, Steyr, New Holland Agriculture



Instantly identified by its machines' signature red color, Case IH builds upon a tradition of leadership in agricultural equipment which stretches back to 1842. A global provider of powerful, reliable and high performance equipment, for crops ranging from corn to sugarcane, the brand offers a full range of agricultural equipment including tractors, combine harvesters and implements. Case IH and its employees are dedicated to helping professional farmers overcome the challenges of modern farming.



Headquartered in St. Valentin with distinctly Austrian DNA, Steyr is an undisputed leader in the local 'premium' agricultural machinery market. Ever since 1915, the brand's red and white tractors have been synonymous with high quality and reliability, and have not only set benchmarks in their native Austria, but have gone on to experience growth in important European markets such as Germany, Italy, Spain, Poland and the Benelux. Nineteen different tractor models are currently manufactured at the St. Valentin plant, which has recently undergone significant investment.



Since 1895, New Holland Agriculture has been committed to providing solutions that improve farming efficiency and productivity by using accessible technology. New Holland has been actively promoting renewable fuels, emissions reduction systems and sustainable agricultural technology through its Clean Energy Leader® strategy since 2006. New Holland offers cash crop producers, livestock farmers, contractors, vineyards and groundcare professionals from across the globe the largest choice of easy-to-operate tractors, harvesters, material handling and seeding equipment with more than 100 product lines and over 400 models.



# Brands

## CASE, New Holland Construction



In the business of earth moving for more than 170 years, CASE sells and supports a full line of construction equipment around the world, including the first ever factory integrated backhoe loader right through to today's excavators, motor graders, wheel loaders, vibratory compaction rollers, crawler dozers, skid steers, compact track loaders and rough-terrain forklifts. Through CASE dealers, customers have access to a truly professional partner with world-class equipment and aftermarket support, industry-leading warranties and flexible financing.



New Holland Construction is a global construction equipment brand, with a network of 800 dealers and more than 2,100 outlets in 100 countries. Deriving from a rich and diverse set of historic construction equipment brands, Fiat Kobelco, O&K, New Holland and Fiat Allis, New Holland Construction is a pioneer in the development of advanced and sophisticated earth-moving technology. Together with its comprehensive product range, the brand continues to invest in further developing its dealer network and promoting the philosophy of listening to its customers by taking a personal approach to their businesses and rapidly finding the correct solution.



# Brands

Iveco, Iveco Astra



## IVECO

A global manufacturer of light, medium and heavy commercial vehicles, Iveco designs, manufactures and markets a wide range of light, medium and heavy commercial vehicles for road and off-road use. The key players in the brand's product line-up are the Daily, a vehicle that covers the 2.8 – 7 ton gross vehicle weight segment, the Eurocargo from 6 – 16 tons, the Trakker (dedicated to off-road missions) and the Stralis, both over 16 tons. Committed to safe, efficient and sustainable mobility, Iveco has been investing in the development of alternative drive systems for over 30 years. It offers EEV (Enhanced Environmentally Friendly Vehicle) engines running on diesel as well as compressed natural gas on its entire range.

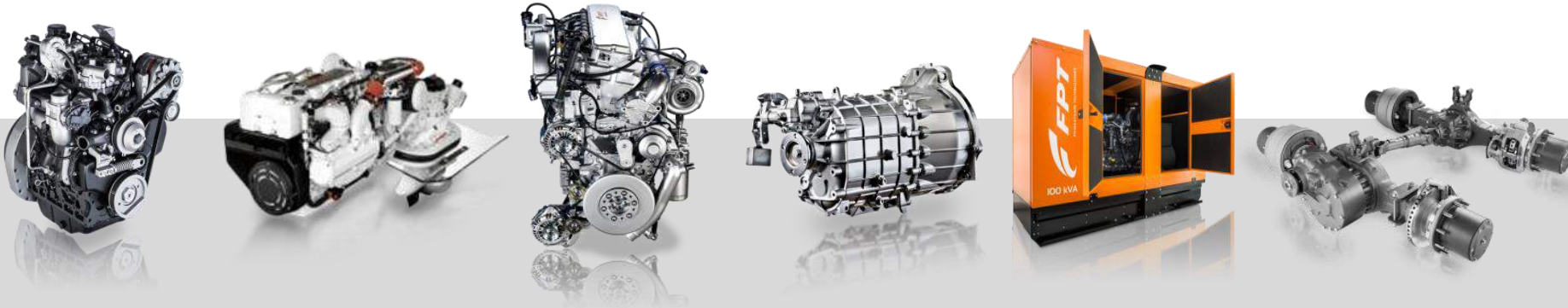
## IVECO ASTRA

A premium manufacturer of construction and mining equipment, Iveco Astra has over 65 years' experience building machines for the global construction sector. It develops robust, reliable and versatile trucks that include rigid and articulated heavy duty dump trucks and specialized vehicles. These vehicles are customized to meet specific client needs and are built to operate on challenging and remote work sites such as quarries and mines. Ongoing research at the brand has led to the development of efficient technologies and the reduction of emission levels.



# Brands

## FPT Industrial



FPT Industrial is a brand of CNH Industrial dedicated to the design, production and sale of powertrains for on and off-road vehicles, marine and power generation applications. The FPT Industrial sales network consists of 100 dealers and over 1,300 service centers in almost 100 countries. A wide product offering, including five engine ranges from 42hp up to 1006hp and transmissions with maximum torque from 200 Nm up to 500 Nm, and a close focus on R&D activities makes FPT Industrial a world leader in industrial powertrains

# Innovation and Technology

## Key numbers



**6,300**  
individuals dedicated  
to innovation



**\$1,222 million** invested  
in **Research**  
and **Development**



**+7.4%** in the number of  
**employees** active in **R&D**

**7,710** active  
**patents** owned

**48**  
**R&D Centers**

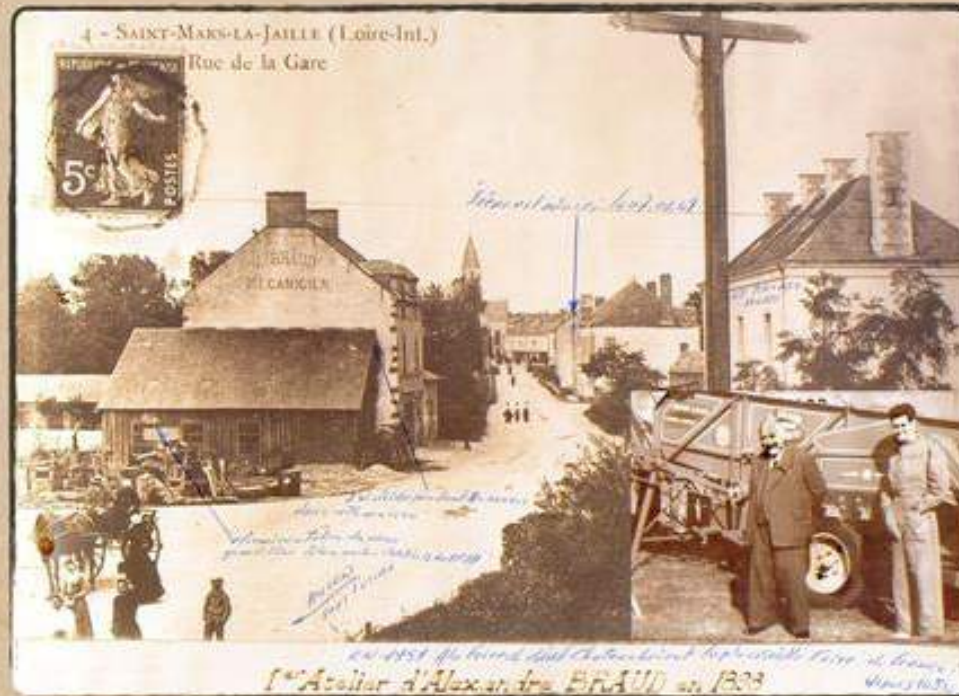


# Key Dates – Key **BRAUD** machines



# BRAUD history

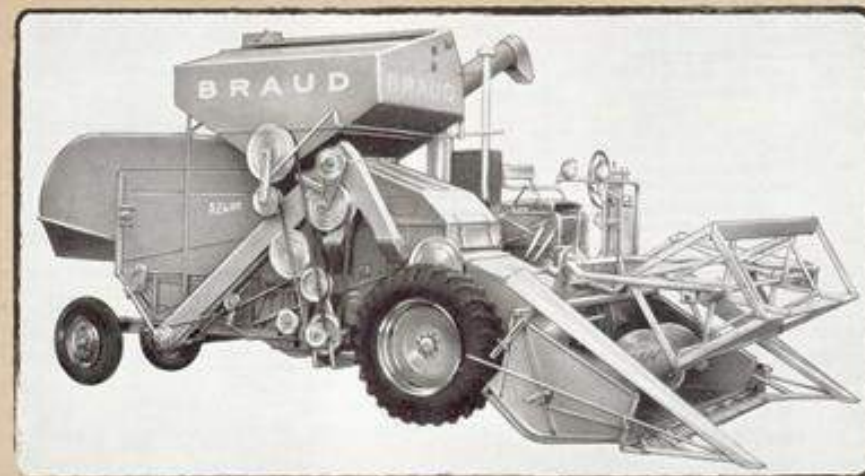
**1898** - Braud begins the production of treshing machines





# BRAUD history

**1954 - A2080 - A2480** - the first Self Propelled Combine Harvester



# BRAUD history

**1975 - Braud 1020** - the first Self Propelled Grape Harvester





# BRAUD history

**1980 - Braud 1014 - Gold Medal at SIMA**



# BRAUD history

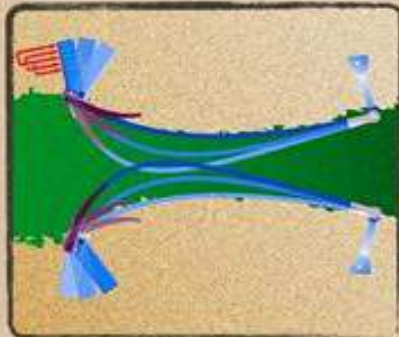
**1984** - Braud is acquired by Fiat Agri





# BRAUD history

**1988 - 20 series** - Gold medal at SITEVI for the S.D.C.



# BRAUD history

## 1994 - Saphir Range





# BRAUD history

**1999 - VN Range** - for the most prestigious narrow vineyard in the world



# BRAUD history

**2001 - SB65** - for extra-large vineyards and super intensive olive orchards





# BRAUD history

## 2003 - Gold Medals at SITEVI and EIMA for the VL/VM



# BRAUD history

## 2009 - The Braud 9000 concept

**Gold Medal** at SITEVI for the EnoControl

**Silver Medal** at SITEVI for the IMS





# BRAUD history

New Braud 9090 X *OLIVE* Super High Capacity



NEW HOLLAND  
AGRICULTURE

NEW HOLLAND  
AGRICULTURE

Specialty & Grape Presentation



9060L





# 9090X Grand export







9090X Olive







VM VL PLUS



A blue New Holland VN2080 tractor is shown from a front-three-quarter perspective, driving through a vineyard. The tractor is positioned in the center of the frame, moving towards the viewer. It has a large black cab with a driver visible inside. The vineyard rows are filled with grapevines that have leaves in shades of green, yellow, and red, indicating autumn. In the background, there are trees and a building under a clear blue sky. A dark blue horizontal bar is overlaid on the left side of the image, containing the text 'VN2080' in white.

VN2080

# Grape, Olive and Blackcurrant

Coex



# Specialty Crop focus

## Grapes



- **~6 Millions** hectares (for vine)
- ~25 major countries
- 50% mechanizable.
- **Of which 50%** are already mechanized
- Potential mechanisable:  
->more than 1 milion Ha.

## Olives



- **~9,2 Millions** hectares
- 3 types of orchard:
  - 76% Traditional
  - 22% Intensive
  - 2% Super intensive
- **2% Self Propelled Mechanization**



## Small Fruits



- 30.000 Ha Blueberry
- 52.000 Ha Black Currant
- Red Berry
- Poland (50% Surface)
- France, NZ, Germany, USA, UK, Denmark etc..

# Specialty Business Segment

Main Products and Markets share

75%

30 HD Olive Harvester

50%

330 Grape Harvester

30%

2800 Standard



20%

1700 Value

50%

750 Crawler

30%

50 SP Coffe Harvester

10%

700 Standard



**CASE IH**  
AGRICULTURE



# A World Distribution: Branches & importers

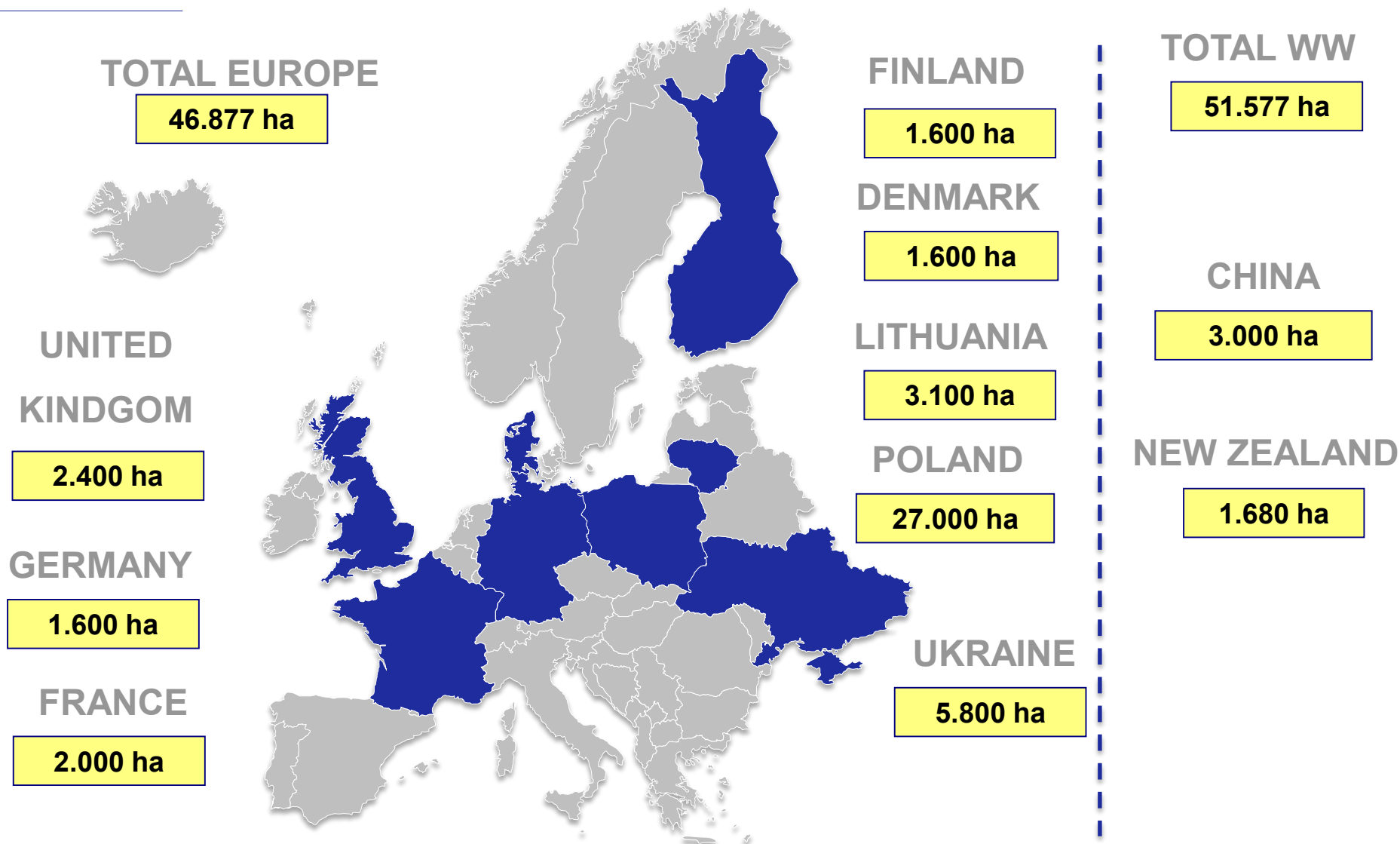


# Blackcurrant Harvester





# World's 2013 Blackcurrant Surface



# World's 2013 Blackcurrant Surface

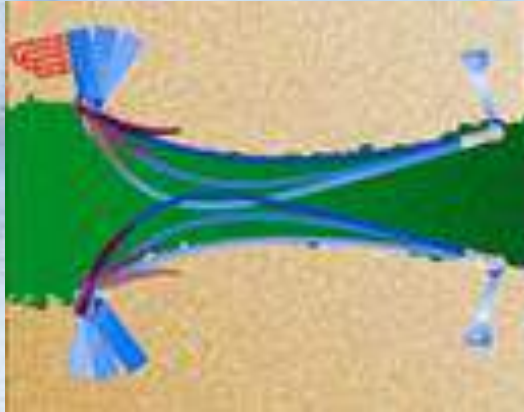
COUNTRY	2010			2011			2012			2013		
	Hectares	Total Yield tonnes (forecast 21 May)	Actual crop harvest 2010	Hectares	Total Yield tonnes (forecast May)	Actual crop harvest 2011	Hectares	Total Yield tonnes (forecast 16 May)	Actual crop harvest 2012	Hectares	Total Yield tonnes (forecast May )	Actual Crop Harvest 2013
DENMARK	1,600	8,500	10,900	1,600	7,000	8,400	1,600	7,000	8,900	1,600	11,000	12039
ESTONIA	350	400	270	420	200	200	440	250	200	300	250	250
FINLAND	1,730	2,000	2,200	1,650	2,500	2,500	1,600	2,500	1,700	1,600	2,200	2,200
FRANCE	2,200	7,500	7,500	2,000	7,500	7,500	2,000	6,500	5,664	2,000	7,000	7,000
GERMANY	1,600	9,000	6,000	1,600	4,500	4,500	1,600	4,500	5,000	1,600	8,000	9,000
HUNGARY	350	2,000	1,200	300	600	900	300	600	600	250	500	500
LATVIA	848	2,120	300	878	1,756	351		300	300	542	1,355	1,355
LITHUANIA	3,500	7,000		3,500	7,000	6,000	2,890	6,000	8,000	3,100	8,000	8,000
NETHERLANDS	470	2,800	2,800	420	2,000	2,000	370	2,100	2,600	325	2,400	3,100
NORWAY	160	600	320	160	500	520	160	550	523	160	500	494
POLAND	25,000	115,000	110,000	25,000	80,000	80,000	26,000	90,000	95,000	27,000	95,000	105,000
UKRAINE	5,200	30,000	25,830	5,100	25,000	25,700	5,500	28,000	33,000	5,800	35,000	35,000
RUSSIA								Not available	See below			Not available
SWEDEN	300	1,300	700	300	1,000	1,000	300	300	750	200	700	700
UNITED KINGDOM	2,250	10,500	12,300	2,400	10,750	10,750	2,400	10,000	9,500	2,400	12,000	14,000
EUROPE TOTAL	45,558	198,720	180320	45,328	150,306	150,321	45,160	158,600	171,737	46,877	183,905	198,638
AUSTRALIA	78	500	500.00	78	450		78	Not available	365	20	200	150
CANADA							40	Not available	40			40
CHINA	2500	13500		3300	15000	15,000	3,300	Not available	11,000	3,000		9,000
NEW ZEALAND	1,600	6,350	6500.00	1,500	9,000	9,000	1,500	7,700	7,900	1,680	8,300	8,400
U.S.A.				120	300		120	Not available	200			Not available
Non E.U TOTAL	4,178	20,350	7000.00	4,998	24,750	24,000	5,038	7,700	19,505	4,700	8,500	17,590
WORLD TOTAL	49,736	219,070	187320.00	50,326	175,056	174,321	50,198	166,300	191,242	51,577	192,405	216,228





# The Basic principles of BRAUD Harvesting

# SDC Shaking system



- Set of shaking rods on each side
- Curved shape for softness: the Shaker Dynamic Control
- Lateral alternative movement to the canopy
- Give acceleration to the vegetal, Does not beat the canopy
- >respectful of the vine stock.
- Fruit (heavier) fall down, most leaves remains on vine stock.





# NORIA SYSTEM

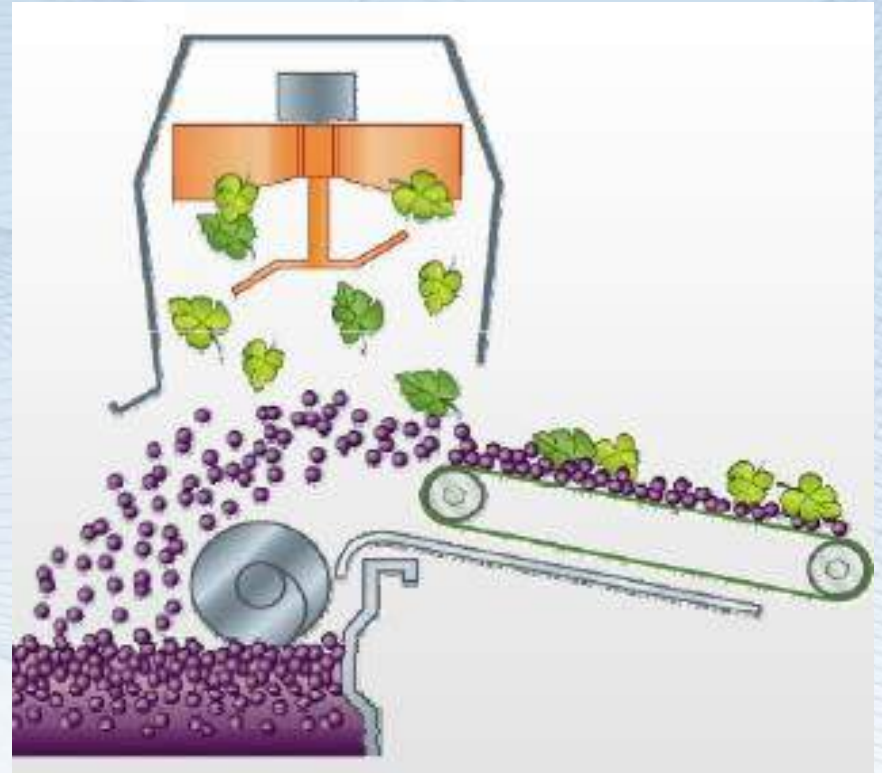


- 2 chain of baskets on each side
- Receive the falling fruit from shaking system
- Hydraulic driven, linked to the transmission
- No relative movement in between feets and baskets
- No ground losses, perfect seal.
- Full respect of the canopy
- No damage made to the feets

# CLEANING



- Crop is unloaded at top from the Noria
- Crop is spread onto belt conveyors
- Suction fan cleans harvest from leaves and other unwanted material
- Fan speed adjustable to fine tune the cleanliness expected





Since 1980 more than 13.800 units fitted with the Noria  
Since 1988 more than 10.000 units fitted with SDC  
Shaking



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## **BRAUD 9000 Blackcurrant Harvester 9060L and 9090X**



# The Cab Benchmark





Full visibility from cab





**Full visibility from cab**





# BRAUD 9000



New Holland IntelliView™ III touch screen Display

**Full control**



# BRAUD 9000



6 Cylinders Engines - Fuel consumption 11-13  
Ltrs/hr

## Fuel efficiency

# BRAUD 9000



RTS – Row Tracking System (Optionnal)

**More tracking**



# BRAUD 9000



90° steering/ 600-800mm levelling / Automatic levelling/90°

**More traction**

# BRAUD 9000



Dedicated Branch lifter

**No bush splitting**



# SHAKING



## ROTOR SHAKING

Fingers have to penetrate the bush and shake

**Working speed: 1,5kph max**

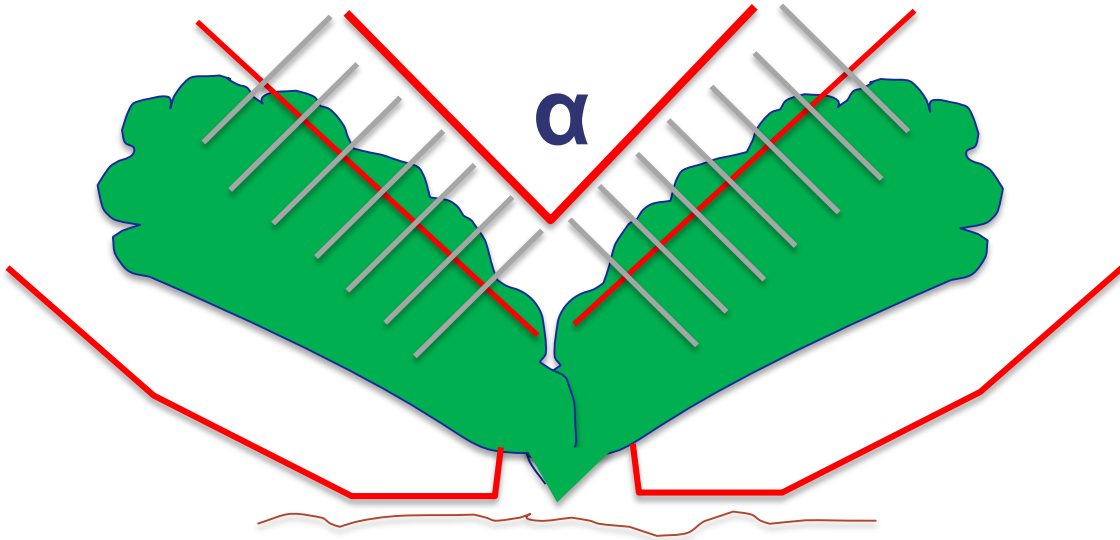


## SDC SHAKING

SDC Shakers simply shake the whole bush

**Working speed: 2 to 3kph..**

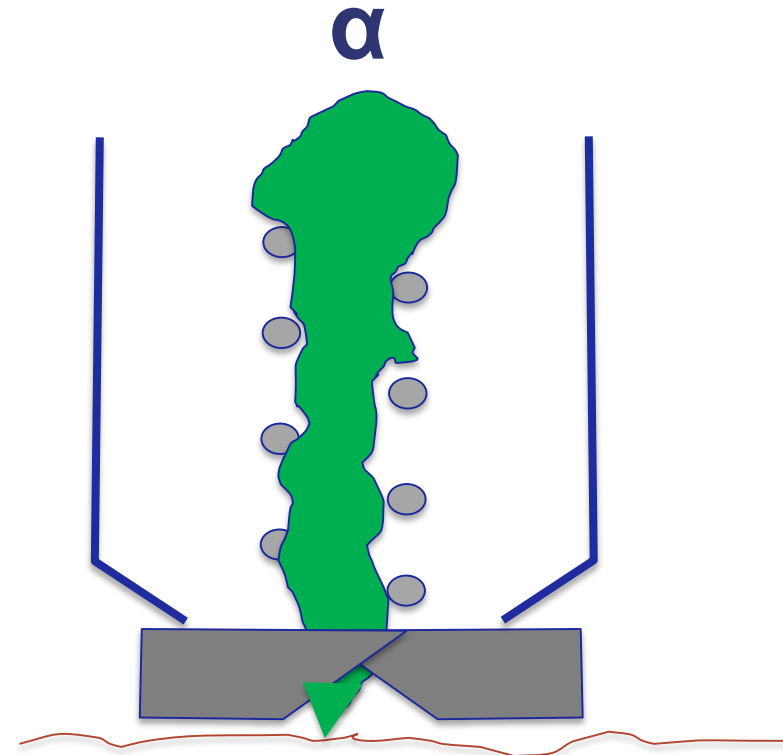
# SHAKING



## ROTOR SHAKING

$$\alpha = >40^\circ$$

BUSH SPLITTED  
BRUISES



## SDC SHAKING

$$\alpha = 0^\circ$$

TOTAL CARE OF BLACKCURRANT BUSH  
LESS WOOD DAMAGE



# BRAUD 9000



SELF ALIGNING NORIA

## Total Blackcurrant feet care

# BRAUD 9000

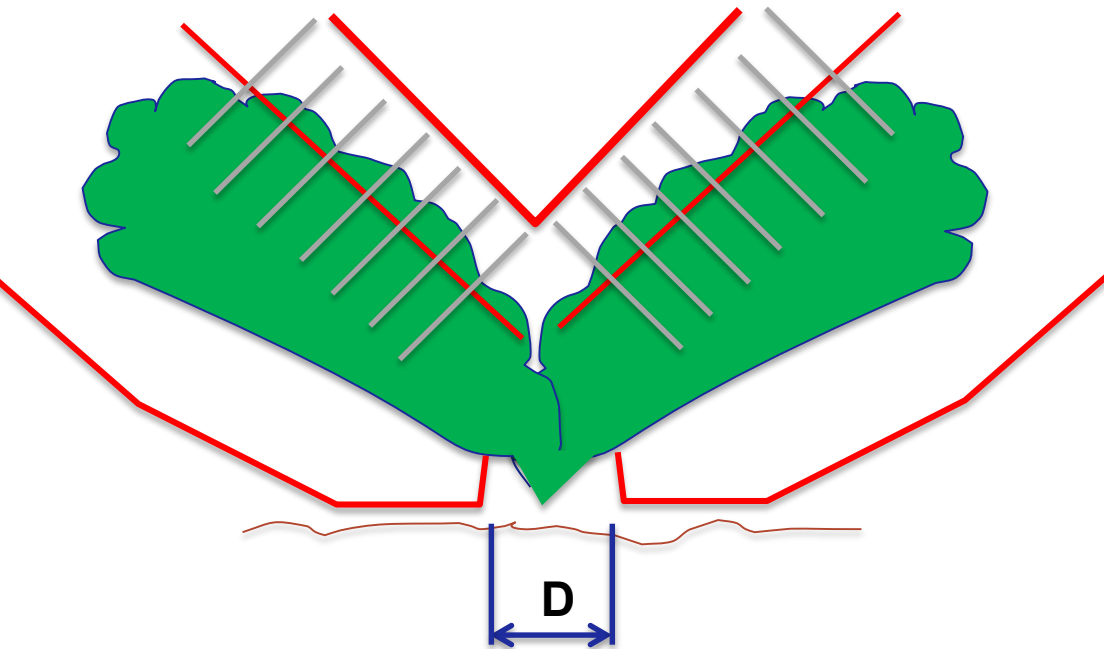


PLASTIC BUCKETS NORIA

**Total fruit care**



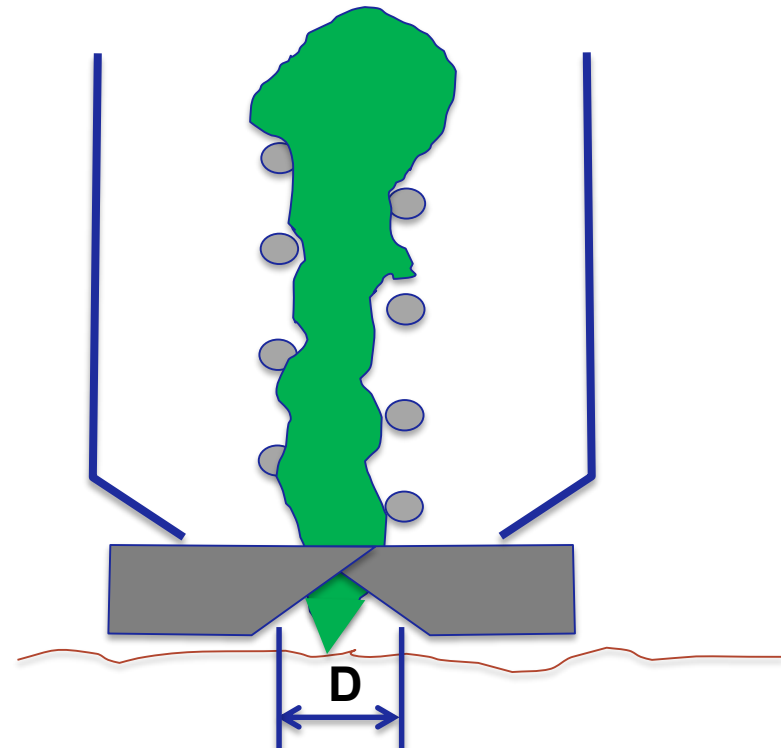
# CONVEYING



## CONVENTIONAL CONVEYOR

**$D = >400\text{mm}$**

FRUIT GROUND LOSSES



## NORIA

**$D = 0\text{mm}$**

LESS FRUIT LOSSES

NO WOOD DAMAGE

# BRAUD 9000



700 mm wide cleaning conveyors

**High capacity**



# BRAUD 9000



2 or 4 cleaning fans

**Clean harvest**

# BRAUD 9000



2 Hopper or Side conveyor

**Productivity**



# 2 Hopper version



Capacity:  
3200Ltrs



# 2 Hopper version



Full respect of the  
crop



# Side conveyor version

Side conveyor on Right+1600Ltrs  
bin





Side conveyor version



Side conveyor on Right+1600Ltrs  
bin





# BRAUD 9000



Quick coupling frame – **Within 10 Mins**

## Multifunction

# BRAUD 9000



**Modular frame - Multitools**

**Multifunction**



# FRIULI Spraying



SPRAYERS  
**FRIULI**

 **NEW HOLLAND**  
AGRICULTURE



# FRIULI Spraying



SPRAYERS  
**FRIULI**

 **NEW HOLLAND**  
AGRICULTURE



# FRIULI Spraying



SPRAYERS  
**FRIULI**



 **NEW HOLLAND**  
AGRICULTURE

# BRAUD 9000



Multipurpose arm

**Multifunction**



# Topping Provitis Partnership

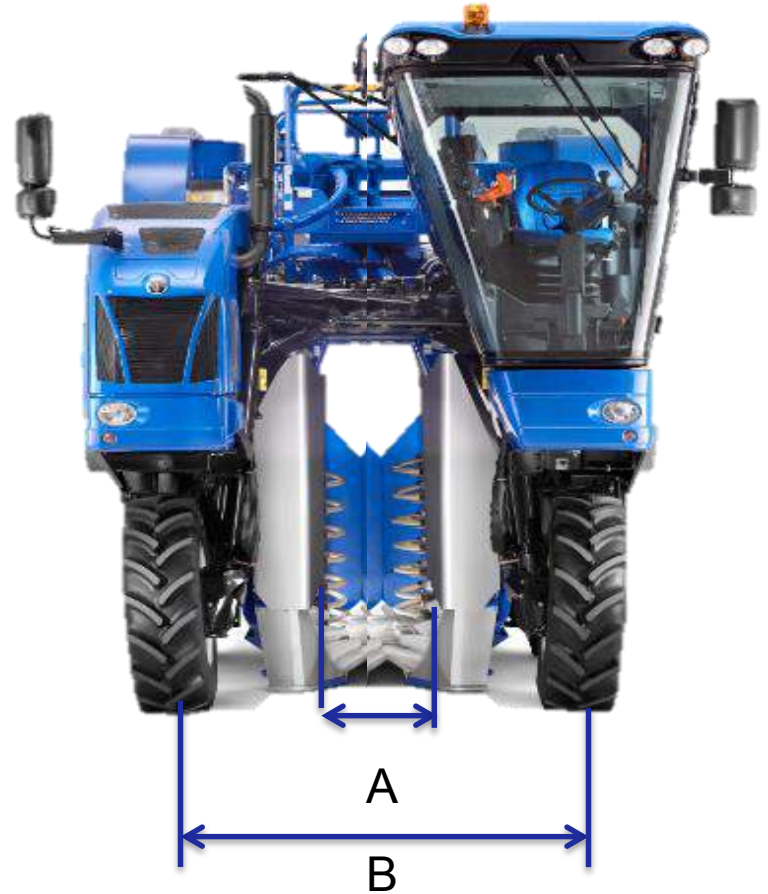


# PRODUCT OFFERING Blackcurrent



**9060L**

**A= 500mm    B=1870mm**



**9090X**

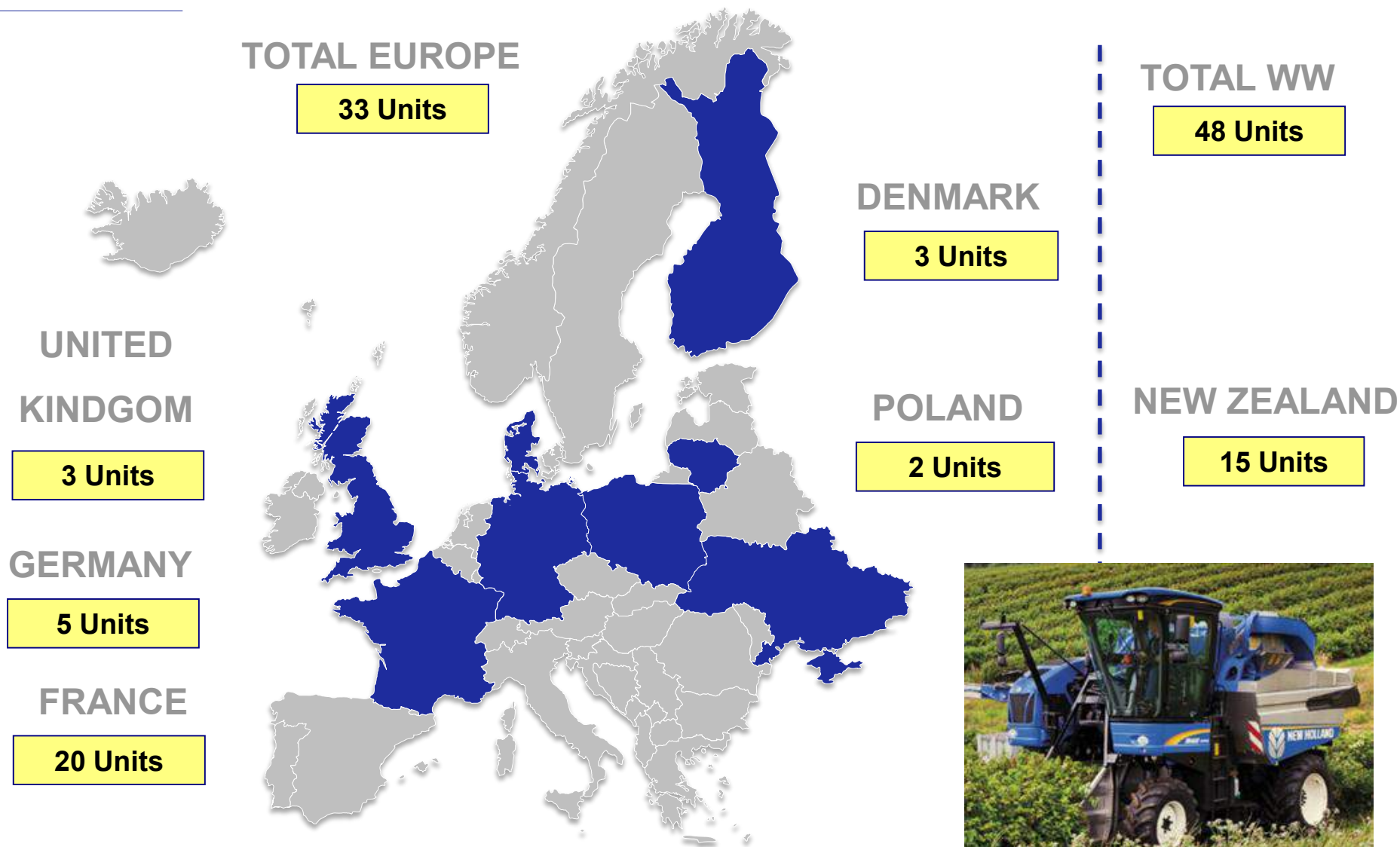
**A= 660mm    B=2140mm**



# New **BRAUD 9000 L/X Blackcurrent** Product offering

<b>BRAUD 9000 L/X Blackcurrent</b>		<b>9060 L</b>	<b>9090 X</b>
Power Rating ECE R 120/ISO 14397	kW /Hp	111/151	129/175
Nb Cylinders/Type		6/turbo intercooler	6/turbo intercooler
Harvesting Head with electrical pinch and quick shaker coupling		X	-
Harvesting Head with extra large hydraulic adjustable Frame and quick shaker coupling		-	X (X-tra large adjustable frame)
Fans		2 (4 opt)	4
Clearance with Harvesting head on ground	mm	2000	2000
Clearance with Harvesting head fully raised	mm	2600	2800
Side conveyor +1600ltrs follow up bin		Option	Option
Storage capacity availability	Ltrs	3200	3200

# Blackcurrant New Holland Harvesters





# Distribution in New Holland dedicated dealership

## Worldwide presence and Service



# Network of 17 New Holland Dealers in Poland





# Service and availability of New Holland Spare Parts



A photograph of two men in a vineyard. The man on the left, wearing glasses and a dark jacket with a yellow collar, is looking at the man on the right. The man on the right, wearing a black polo shirt, is holding a bunch of dark grapes. In the background, there are rows of grapevines and two blue New Holland harvesters. The sky is clear and blue.

Continuous training for  
mechanics





Thank You!  
Dziękuję!

