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The real value of a good Netwrap

Everyone makes a bad bale now and again, yes? But what does it actually mean to you and, more importantly, to your business?

When Netwrap took over from fine twine for binding round bales, the higher 'quality' of the bale being made became obvious. Quality in this respect was the protection the Netwrap was able to provide to the valuable crop within. This was in contrast to the inability of twine to do anything more than hold the bale together.

Round bales do provide themselves a certain amount of weather protection, from the roof-effect of the crop stems being layed over and flattened against themselves, all in the same direction, almost like a thatch roof. Netwrap further enhances protection from rain of course, firstly by surface area covering and also from capillary-action of water tracking down the strands of Netwrap on the bale.

Now that Netwrap is the recognised way of binding round bales it has become easy to spot those that have been badly wrapped. This may be a result of incorrect baler set-up or, more likely, that the chosen Netwrap is not able to fully cover the bale. Whatever the reason the result is bad for the baler operator, especially so if contract baling for a customer, but also bad from the point of retaining the 'value' of the crop. This latter point is, surely, the most important as this is why you make the bale in the first place.



Consider this. Exposed edges of 10cm each side (only 4 inches in old-language so not much you might think) means 15% of the bale width is not covered. Therefore the Netwrap is only doing 85% of its job! This is the equivalent of three bales in every 20 not being protected at all, quite an alarming statistic when looked at in those terms.

Larger diameter bales are even more critical, as the greater bale circumference means more of the total crop volume is at risk. The diagram below is a stark reminder of how much crop is contained in the outer layer of a bale.

33% in the outer 15cm
 26% in the next 15cm
 20% in the next 15cm
 13% in the next 15cm
 8% in the inner 15cm



Making a round bale is, in essence, making food or a bed for your animals. The better the bale was protected the lower the amount of crop loss, making each bale go further when finally used and therefore providing a greater return in value.

This is equally important in silage baling (in fact often times it is even more so). After all these years the myth remains that 'any net will do for silage baling', thinking that it is not necessary for the net to fully cover the bale for silage, because it will eventually be wrapped in film giving it the protection. This is completely incorrect.

Good fermentation comes from eliminating all the air within the bale. Any un-covered parts of the bale width will create fluffy shoulders on the bale. These become a natural 'trap', collecting air within as the crop is folded down by the wrapping film. Added to this is the risk that the exposed

shoulders may contain tough stalks or stemmy crop that can easily puncture the film, allowing yet more air inside the bale.

“Minimising losses is key to ensuring home grown supplies last the winter and achieve the livestock performance producers are looking for,” says Research Scientist and forage specialist Rhun Fychan of the Institute of Biological, Environmental and Rural Sciences (IBERS) at Aberystwyth. The remedy is simple. “Make the best silage you can” he urges. “But even that needs to be done well to achieve the best results. Using Edge-to-Edge netwrap to achieve a consistently shaped bale, with square edged shoulders is vital to achieving both the tonnage and quality of forage desired”. Mould growth leads to spoiled forage, less nutritional value per bale and ultimately the need for more bales over winter.

In the quest to make the highest quality winter forage, the choice of a good Netwrap is as important as any other element in the process. Longer length rolls bring about efficiencies in operation but the actual quality of performance of the Netwrap is the most important factor. Many Netwraps look alike when packaged and on the pallet, it is impossible to know how good they are at protecting your valuable forage until you begin to use it and by then it may be too late.



Why change?

James Ireland has been using Tamanet in his contracting business for 14 years – and he sees no reason to change now.

“You know if you put a roll of Tamanet in, it does the whole roll and you’re never out of the cab,” says James. It comes down to quality and reliability – as well as knowing that the product is good quality, you need to know how long it will last. “Some of the other stuff is okay,” says James, “but you’re never sure if you’re getting the same number of bales off a roll. We have had the odd roll of something else in the past, but only if we have really had to.”

It all started with the John Deere baler James used when he first started out. Like many original equipment manufacturers, John Deere uses a rebranded version of Tamanet for its machines because it is the most trusted on the market. “It could be a wee bit temperamental with other types of net and Tamanet was the only one that wouldn’t give you any grief,” confirms James.

“It was a similar story when we picked up the Krone,” he adds. “It could handle other net but with the Tamanet, you just knew you could tread it in first time and go out baling with no problems.” And they’d be nice tidy bales every time.”

But it’s not just the work in the field. James says that the Tamanet he uses produces stronger bales, which keeps his customers happy. “We picked up a McHale Fusion when we took over the business of another local contractor when he retired,” explains James. “It’s a good machine because baling and wrapping in the field is far quicker. You can pick the bales up there and then, or the next day if it’s raining.



“Now, the McHale will deal with cheaper, nastier net because it’s just basically coming out of the baler and getting wrapped. “But you hear about it in the winter when the farmer takes the plastic off and the bale falls to bits. With the Tamanet, they take the plastic off and the bale stays together and they can take it to the feeder or whatever they are doing with it.”

James works with his father, uncle and two employees on the contracting business based on his farm in Ayrshire, 20 miles south of Glasgow. Baling is a big part of their business, mainly silage and hay. “It’s mainly grassland work around here – we maybe get four or five days of straw baling in the whole season. There’s a lot of haylage, because there are a lot of horses in the area.”

They have a few cattle on their own farm and, as well as the baling work, they provide contracting services for forage and slurry.”

They also carry out municipal work for some of the local golf courses, cutting and baling rough grass through the winter – something the Tamanet copes with easily.

“It’s short, wet, nasty stuff, and uses quite a lot of net,” says James. “It’s probably not what the machine is designed for, but it can deal with it!”

For James and his business, using Tamanet means there is one less thing to worry about so that he can get on and focus on his core business. His dealer, Hamilton Bros, provides excellent service, meaning that he just has to pick up the phone, place an order for 20 rolls of Tamanet and wait for it to arrive. “They deliver it, and off you go.”

Tama - The Complete Package

When you choose Tama, you are not just accessing the most advanced products in the marketplace but also support from the world’s largest network of suppliers, crop packaging experts and our on-line support tool, Tama Assist.



YOUR SUCCESS IS OUR GOAL

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Discover

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TRAINING

Twine Selector



Choose your right twine

Enter

Tama Assist is available at www.tama-uat.co.uk

Twine time

Tama is doing twine, it is here to stay, and it's investment and work with the OEMs shows that, all backed by Tama Assist and our dedicated Service team"

Jonathan Coleclough, Technical Manager for Tama UK.

Farmers and contractors are set to benefit from big investments in bale twine

BALING with inferior twine makes as much sense as filling a formula One car with cheap fuel from a discount superstore. The investment in mechanical technology will never be realised – hampered by an inappropriate consumable product.

Modern balers, just like F1 cars, need the right consumables to deliver. "Loading any old bit of rope into a modern high-density baler – which you've invested up to £150,000 in, or more for ultra-HD balers – just doesn't make sense," says Doncaster-based Jonathan Coleclough, Technical Manager for Tama UK.

"If the twine isn't right you can't make good bales, and you can't capitalise on your investment. We have a full range of twines and can advise on the correct twine to deliver the highest output and best performance from your baler, in your conditions. Last year showed that all too clearly."

Huge investment

Over the past five years Tama has invested heavily in twine, all around the world, as part of its long-term strategy to offer the best possible portfolio of crop packaging products. Acquisitions in the USA, Far East and Europe mean Tama is now in the unique position of being able to offer truly global crop packaging solutions.

Advanced raw materials and improved processes mean Tama's twines deliver premium performance in all baling situations, helping users reap the rewards of longer spools of stronger twine, producing better knots and better bales – whatever the baler, crop and condition.

Choose the right twine

Last year's extreme baling conditions, the toughest in the UK since Hesston launched its first large square baler in 1978, brought the new international twine segmentation into sharp focus.

Super-dry crops and hot weather left most operators seeking more robust twine. "With the extreme conditions experienced last year and the high demands placed on the twine, people needed answers quickly," reflects Mr Coleclough. "Tama's colour-coded range of twines gave users the ability to step up to the level they needed, with the confidence that all Tama twines are validated by all the major OEMs around the world. By contrast the confusing branding of competitor products

left many operators baffled, and often making wrong choices." Tama's five-colour segmentation allows users to match twine choice to their baler, crop type and baling conditions, with industry leading manufacturing processes and guaranteed length allowing up to 25% more twine per spool pack when compared to competitors.

Excellent service

The quality of back-up counts too. "Our new Tama Assist on-line brings all the farm-grown knowledge we have acquired from baling all around the world to help UK operators achieve the output they want," says Mr Coleclough.

Whether it is an on-line guide to pre-season set-up, baler-specific trouble-shooting lists to help diagnose baling issues, or a super slick twine selection tool, Tama Assist has it covered. "With six crop packaging experts in the field, we are able to offer unrivalled support, should the need arise, bringing a wealth of knowledge and experience," Mr Coleclough adds.

Manufacturer validation

Approval from the major baler manufacturers – including Case IH, CLAAS, John Deere, AGCO, New Holland and Kuhn – is important too. "Ours is the only range of twine products that has been validated in the UK by all the major manufacturers. Working with them from the design of new machines to final field testing, we ensure our twine works hand in glove with the machines farmers and contractors own."

Twines by colour segment

Tama's range starts with the blue segment twine, LSB Max 3,200m/pack, for light baling conditions where maximum length is the priority. Next comes the green segment twine, LSB Long 3,000m/pack, with the strength and suppleness of knotting for all crops in normal baling conditions.

Where high density is required the orange segment twine, LSB Power and LSB Power XL, is the most popular and best performing twine for all crops and balers, with lengths of 2800m per pack, but also available as a large 1650m per spool respectively.

For more demanding situations the red segment twine, HD Extra, is specially designed for use in 'extra' high density balers, such as AGCO XD and Krone HDP 1 balers, or extreme baling conditions, such as high temperature and low humidity.

Finally, the brown segment twine, HD Prime, is for the highest density balers packing short straw into extremely dense bales, in the hottest, driest conditions.

"It all means users are able to look at their situation, taking account of their baler, crop type and prevailing conditions, and choose their twine from the appropriate segment colour, with real confidence," says Mr Coleclough.

Here to stay

"Tama is committed to twine, and is here to stay, it's investment and work with the OEMs shows this. And it's all backed by Tama Assist and our dedicated Service team, in case they are ever needed. It gives UK farmers and contractors a great opportunity to really benefit from their investment in the latest baling machinery" he concludes.

Twine focus

- Long-term investment
- New manufacturing facilities
- New five-segment twine range
- Colour coding aids selection
- Fully validated by baler makers
- New Tama Assist
- Established Service team
- Stronger, better quality twine for better knots
- Quality twines allow longer spools
- More bales per spool cuts costs
- Less downtime swapping spools



The new twine warehouse established this year at Epack, Tama's production site in Hungary.



Tama Presents:



International Baler Twine Segmentation

Lamma move a success!



2019 saw the Lamma show move to the NEC in Birmingham. Tama was there with Tama Assist to help farmers and contractors with their questions about the upcoming season. The new indoor setting was a big change to previous years, with the warmer conditions allowing for more in-depth conversations and the Tama stand saw a constant flow of people visiting and chatting with the team.

"We were kept very busy throughout the two days" said UK Sales Manager Warren Tatton "Being at the NEC, rather

than outside, we found people were happy to engage in meaningful discussions about all manner of crop packaging needs. We were very happy with the turnout and will be back again in 2020 for sure".

The next stop for the Tama team is Cereals. Held at Boothby Graffoe near Lincoln on the 12th and 13th June, Tama will be on hand to discuss anything crop packaging related. So pop along to stand 265 and say hello!



It's Not Just Netwrap
IT'S A SOLUTION

Tama
FARM GROWN SOLUTIONS

When you buy TamaNet+, you get a world-leading edge to edge solution product, support and a whole lot more.
Tama - We're more than just products... we're solutions

"Adopt Arquata"



On 24th August 2016 a terrible earthquake hit a wide area in Central Italy. The European-Mediterranean Seismological Centre put the magnitude at 6.1Mw and the initial earthquake was followed by at least 2,500 aftershocks.

The seismic episodes went on for months, even registering well into 2017. Almost 290 people were killed and more than 300 were badly injured. Severe damage was reported in the town of Amatrice, near the epicentre, in Accumoli and also in Pescara del Tronto. Small villages in the area were decimated, with Arquata del Tronto almost completely destroyed.

THE IMPACT ON THE POPULATION

The violence of this earthquake didn't just have a physical impact. The seemingly endless sequence of aftershocks, the death of so many people and the view of completely destroyed villages all around caused a deep sense of instability, leading to numerous cases of psychological fears and panic attacks amongst the population.

In order to provide immediate security, the first action of the Italian authorities was the evacuation of the population towards the Adriatic coast. Unfortunately this choice caused two main consequences: huge problems for those farmers who had animals on pasture at that time, and a large population fall in an part of Italy already suffering from families leaving the area.

The Winter of 2016/2017 was particularly cold and a lot of snow covered the rubble, making it even more difficult for those helping to clear the rubble and make partially collapsed buildings safe.

THE NOVATEX INTERVENTION: SIDE BY SIDE WITH FARMERS

Novatex management felt involved in this dramatic issue because it had seriously hit people and agricultural operators so close to their own world. It was therefore decided that a structured intervention aimed at the effective needs of the local population was required.

This choice was made because Amatrice and Norcia, areas also affected by the earthquake, had already attracted the attention of public and private help, since they are rather well-known for their food products all over the world. Arquata was at risk of being forgotten and the young local farmers who had lost all their investment and most of their dreams needed help and motivation to keep their hopes alive. And, perhaps most importantly, be able to remain on their own land.

A 5-YEARS PROJECTS NAMED "ADOPT ARQUATA"

And so, the project named Adopt Arquata was born. Led by Novatex Italia the project will last five years and is divided into three phases:

First emergency - A Novatex donation of 80,000 Euros was made in 2017 to launch the project. A key part of getting to this figure was fund-raising campaigns involving all Italian farmers who bought Novatex netwrap that year. For each roll sold 1 Euro of the sale price was donated by the farmer, plus 1 Euro offered by Novatex. With all proceeds going direct to the Municipality of Arquata.

Consolidation - Novatex is offering free supply of crop packaging tools for the 2018 and 2019 seasons, to help farmers who lost equipment and resources in the earthquake.

Support Value and Identity - Targeted donations will be made by Novatex for specific purchasing of tools and machines. This will allow more efficient productivity, improve quality and distinctiveness of the local products, promote identity and therefore increase the value of the local agri-food industry.

This huge effort from Novatex and all its Italian farmer friends is intended to be a signal of hope for those in the area, and to say to those impacted so hugely by the earthquake "Do not leave your own land because you are not alone!"

Since 2016 we support the farmers hit by the earthquake in Italy.

"Their will to stand up is our greatest incentive. Because they deserve a new start and now they are going to get it."

NOVATEX
www.novatexitalia.it

Rani Renovates



Major Stretchfilm manufacturer Rani Plast is modernising its machinery by investing in a new line for stretch film, which will focus on the bale wrap films for the agricultural sector. This continues the heavy investment Rani has placed in agricultural products over the past few years. The company has, amongst other things, introduced one of the world's largest machines for agricultural films and the investment is now continuing with this new line for bale wrap film.

"The machine will produce stretch film, most of which will be bale wrap film for agricultural use. The films will be produced in our factory in Finland and will be exported throughout the world" says Sales Manager Christer Vidjeskog.

Representing the latest technology in the industry, the new machine will produce films in five layers. The machine increases Rani Plast's capacity in bale films, which means that customers can be provided with a faster and more flexible service.

In order for the new machine to fit into the factory, the building itself will be expanded. The work began in early 2019, with the machine itself will be delivered in the summer of 2019.

Rani Plast is one of Europe's leading suppliers of agricultural stretch films. In order to maintain this position, the company constantly renews its machines and processes. "In 2019, we are investing as much as 10 million euros in upgrading the equipment in order to make even better films than before," says Vidjeskog.



2019 prices – what you need to know

The 2019 season, we hope, will address the problems of a poor silage season in 2018. Many aspects of farming make baling a key part of their business but with many variables it is hard to know what is going on.

From a pricing perspective, PolyPropylene (PP), the raw material used in baler twine, has seen a significant rise over the last two years which will undoubtedly filter through to the finished products at farm level. PolyEthelene, (PE) used in the production of stretchfilm and netwrap, has been stable in price and no major difference should be seen in netwrap and stretchfilm prices from the 2018 season.

There is an assumption that PP and PE pricing is often aligned with oil pricing, and whilst it is true to a degree, many other market factors can change the structure of the price of the finished product. Here in the UK we have fluctuations in the foreign Exchange to contend with and as most finished products come from the EU we are seeing much uncertainty this year for reasons that we all know of!



All businesses thrive on key decisions being made, to help drive profitability and manage cash flow. It is therefore vitally important this year to ensure your business is ready with the right products and in good time - well before you need them.



www.croppackaging.com

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