



Agronic Grass Rakes

Ownership Cost Benefits

Our guide to why Agronic rakes are the best choice for your operation.

**GROUND
GEAR** INNOVATION
MEETS
KNOW.HOW

Agronic grass rakes save you time and money. Fact.

Find out how this breakthrough grass raking technology can vastly improve your bottom line.

01 / Superior European innovation

Lower bottom line for your operation.

The Total Cost Of Ownership is an increasingly common purchasing approach among our customers.

It is important to consider not only purchase costs of the equipment but also future costs that machine ownership entails.

Using a combination baler/wrapper with the Agronic rake on the front, you immediately save on two tractors, drivers and diesel. Fact.



Save time and money with the Agronic front-mounted rake



02 / 8 essential reasons to make the switch

Agronic front-mounted rakes vs two tractor operation.

Annual savings through combined operation

1	Save on fuel, insurance cover, R&M and dead running to jobs by removing the need for a 2nd tractor *Based on commercial hourly rate \$50 (+ GST) x 150 hours operation:	\$7500	150 hours. 75% that operator is in tractor raking. So have used 150 hours for fuel / running costs on 2nd tractor compared to 200 hours for operator and payroll costs.
2	Lower capital cost \$30,000 WR 600 vs capital cost of \$150,000 for 2nd tractor. Higher return for lower investment = Increase in profitability. Lower capital costs = Less interest & quicker payback timeframe	\$120,000 at 4% Return \$4800	A return on investment needs to be considered for where else in the business \$120,000 could be invested, or even another investment elsewhere. 4% return is higher than bank deposits or govt bonds and we think broadly in line with return on high capital equipment in a contracting business.
3	Save on depreciation of 2nd tractor Depreciation rate of \$13.35 per hour x 150 hours 2nd tractor operation	\$2668	Based on depreciation rate 13%, 150k Capital cost, 200 hours rake operation. Average of first 3 years depreciation from new (Based on 960 tractor hours per year to get non-seasonal deprn spread).
4	Save on 2nd operator Based on conservative hourly rate \$25 (+ GST) x 200 hours operation	\$4000	Based on having an independent contractor (seasonal worker) on call and available for 40 hours a month in season.
5	Save on 2nd operator payroll costs Based on conservative hourly rate \$5 (+ GST) x 200 hours operation.	\$1000	Based on payroll & accomodation allowance costs (+ 20% of operator cost figure).
6	Save on consumable spare parts, maintenance & repair costs Compared to Rotary, Vee Rake or Rolla-Bar (Basket Rake) systems there are a lot less moving parts critical to the smooth operation of the rake		
Total Cost Benefit Savings		\$19968	
Intangible Benefits:			
7	Simpler logistics Less stress and organisational time required for the baleage side of the operation Capital investment saving 120,000 saving \$13250 + GST per year		Obviously we can't put a number on this. However operations managers are extremely busy in weather disrupted seasons. With a rake and baler in combination is less one man to manage.
8	Less driver fatigue & less frustration for the baler operator Front mounted is the natural position a rake should be for a number of reasons. Less neck and back strain, turning in seat to see how the rows are forming. The baler driver has the opportunity to optimally match row shape and width to the baler pickup.		Obviously we can't put a number on this. However you don't want your main baling operator walking off the job because he is frustrated with the performance of the rake operator.

* Have used a conservative average based on hire companies rental of tractors where a fixed hourly rate is assumed to include scheduled maintenance.

* Also factoring in fixed monthly charges by tractor rental companies (ie minimum 150 hours per month) pushes the hourly rate up higher given that if the weather doesn't allow working, the fixed monthly charge still needs to be paid.

03 / Customer oriented approach

Offering flexibility and tailor-made solutions.

Ground Gear gives customers bottom line tactics to improve their productivity and efficiency to better understand customers opportunities and the cash flow challenges they face. These include estimates for ownership and operation, tailor-made financial solutions, which include a range of leasing terms.

We offer all these propositions for customised value to all types of companies, no matter their size. Each company's needs are unique, and our solutions are as well.



Greater productivity & efficiency = Better bottom line



04 / Finance

Our leasing options

Ground Gear provides the means to purchase the equipment you need for your operation – without dipping into your working capital – with a range of leasing options.

Lease term	Upfront payment	Monthly ownership costs. Monthly lease payments. (Indicative) (Based on DLL Finance Lease Quote).	Cost per bale: Contracting	Cost per bale: Farming - Owner Operator	# RV % at end of lease.
			Ownership cost after 20% initial investment / Or disposal of old technology Rake.		
24 Month Lease	\$6600 (Varies with different mounting options).	\$563 after Upfront Payment.	\$1.62 (8,000 bales over 2 seasons).	\$3.24 (4,000 bales over 2 seasons).	48%
36 Month Lease	\$6600 (Varies with different mounting options).	\$538 after Upfront Payment	\$1.57 (12,000 bales over 3 seasons).	\$3.14 (6,000 bales over 3 seasons).	33%
Other Lease Term or Hire Purchase	Please contact Ground Gear on sales@groundgear.co.nz				# RV = Residual Value

**To find out how you can make the switch and
save time and money - contact us today:
Freephone 0800 894 171.**