

A formidable combination

Together, tractor manufacturer, **Kubota**, and international tyre company, **Trelleborg**, are producing some of the world's best agricultural products, particularly suited to farmers' specific needs.

Steve Jobs, the late IT entrepreneur, once said that enterprises never achieve great heights in isolation, but rather as teams. This principle applies to the cooperation between Kubota, one of the world's foremost manufacturers of tractors and agricultural machinery, and Trelleborg, an international tyre manufacturer. Kubota and Trelleborg have been working together for the past 18 years.

CUSTOMISED TYRES

Trelleborg's success in the agricultural sector is a result of its continued investment in research and development. "We go to great lengths to understand farmers' tyres needs," Louw Joubert, product manager of Trelleborg South Africa, says.

Trelleborg demonstrates its commitment to agriculture by customising tyres to suit farmers' specific requirements. Trelleborg's stand at Nampo Harvest Day 2016 exhibited some of these customisations, including the conversion of the standard 480mm x 85mm x 38mm tyres on the Kubota M9540 to wider turf tyres of 850mm x 50mm x 30,5mm. The rim, adjustable to fit wider tyres, was imported from Sweden. For a vegetable farmer, the same Kubota M9540 tractor with standard tyres was converted to



narrower, higher tyres of 230mm x 90mm x 38mm. Louw explains that the narrower, fixed width rims are locally manufactured according to specifications.

TREAD DESIGN

The essence of Trelleborg's advanced technology is the unmatched performance of its Trelleborg Progressive Traction, with innovative tread pattern and dual track. The tyre's tread pattern allows excellent grip on a variety of conditions. The wider tread reduces vibration, wear and fuel consumption. A narrow ridge, superimposed onto the wider tread pattern, further increases traction.

"Another important factor that increases the efficiency of this design is the way in which the tyre's inter-pattern terraces improve its self-cleaning ability," explains Louw. "The result is that, under high torque conditions, our Progressive Traction technology significantly outperforms our competitors' tyres in the same premier class, and far outperforms the average tractor tyre. The reduced working time/ha reduces exhaust emissions and increases cost-efficiency. The

new tread pattern also reduces tyre sink into the soil, while the greater flexibility of the sidewalls increases the surface contact with the soil thereby reducing compaction. This extra-wide track gives us maximum flotation."

Tallie Giessing of Kubota South Africa says that the relationship between Trelleborg and Kubota also benefits Kubota's clients. "The performance of these tyres is a decisive factor in the overall efficiency of a tractor. For us, Trelleborg's ability to adapt to a variety of working conditions is an important factor in reducing the total cost of owning and operating a Kubota tractor," Giessing says.

"A strengthened Trelleborg will undoubtedly benefit the partnership and our clients."

THE MITAS ADVANTAGE

With its recent acquisition of CGS and its Mitas brand, Trelleborg expects its tyre sales in agriculture to nearly double, thus establishing Trelleborg as a world leader in its field. "CGS's polymer solutions will strengthen several business units in Trelleborg's current structure," explains Trelleborg chairperson and CEO, Peter Nilsson.

- Phone Trelleborg SA on 011 865 3110.
- Phone Kubota SA on 021 854 5239.

BOTTOM RIGHT:
The Kubota M9540 with its wider turf tyres (850mm x 85mm x 38mm) at Nampo Harvest Day 2016.

BOTTOM LEFT:
The Kubota M9540 with its higher Trelleborg tyres (230 mm x 90mm x 38mm) at this year's Nampo Harvest Day.
COURTESY OF KUBOTA

