

DRIVING SPRAYERS

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BATEMAN



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It's all about teamwork

Some of you may know that I am a keen follower of motorsport, in particular F1. I've always been fascinated by the level of teamwork that goes into getting a car around a circuit, from factory to race crew and driver.

Here at Team Bateman our design and development teams at the factory are continually looking for those marginal gains, we're prototyping innovations every week. Our technical team and service engineers are backing our drivers up in the field, making sure they stay ahead in their race against nature.

A passion for solving spraying problems is behind every innovation and update you find on our machines; the latest Pulse Width Modulation (PWM) is one such example. Capstan

AG is our PWM partner, on page 4 Brian Finstrom from Capstan explains the benefits of Pinpoint III PWM.

Our Team Bateman demonstration crew are currently showing our PWM and other innovations to farmers across the UK. A regular question when demonstrating our sprayer is which boom configuration is most suitable? There are two booms available on a Bateman, we've highlighted the properties of each for you on page 10 and 11.

The measure of a successful team is the length of time people are happy to remain part of it. We have a fantastic team of people at Bateman, many of whom have been with us for a long time. One such team member at 33 years' service and counting is Phil Brant, we asked Phil to tell us about his journey which you can read on page 14.

We've always believed in being self-sufficient, around 90% of parts on our sprayers are made in our factory, which is why our shelves are always stocked with the parts our customers' need. This applies equally to legacy models as it does to our current model range. Bob Shelswell runs a 2003 registered RB25, on page 18 he explains why.

In many cases the sprayer is the most used machine on the farm. We

work closely with our customers to produce machines that meet their individual needs, make spraying days and nights easy and minimise costs. It's very much a team effort.

Best wishes for the remainder of the season.

Jason Bateman
CEO
R. J. Bateman Engineering

“A passion for solving spraying problems is behind every innovation and update you find on our machines.”

Pinpoint III PWM:

Capstan AG is our Pulse Width Modulation (PWM) partner. Brian Finstrom from Capstan joined us on our stand at LAMMA 2023 to demonstrate the benefits of Pinpoint III PWM. For those unable to attend LAMMA we've asked Brian a few questions on your behalf..

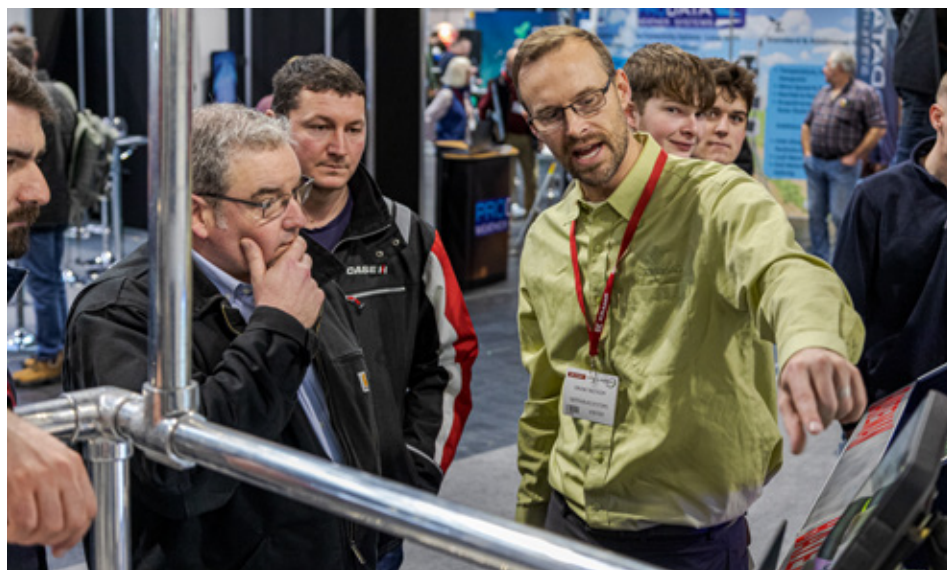
WHAT IS PINPOINT III ENVELOPE WHEN COMPARED TO PINPOINT II?

PinPoint III has been in the works for a while as we were wanting to make not just an ISOBUS version of PinPoint II, but to take advantage of the option to fully take over the flow control of the liquid system. Our goals for the product were driven by the feedback we had received from users that had PinPoint or PinPoint II, which were developed before any other PWM nozzle control systems were available in the market.

We have had a faithful group of operators for many years that use their sprayers throughout the spray season that we can count on to give us their perspective on what works or not, PinPoint III is ultimately meant to address their needs and hopefully most of their wants.

WHAT ARE THE DIFFERENCES BETWEEN PINPOINT II AND PINPOINT III?

If you were to just look at the hardware, there is actually very little difference with the exception that there is not a separate display in the cab of the sprayer. PinPoint III uses an ISOBUS Virtual Terminal as the interface so the operator will interact through their in-cab field computer which for most Bateman machines is an Ag Leader or Topcon. The main ECU for PinPoint III is also new but outside of that, the boom parts are all pretty much the same. That also means that PinPoint II



systems can be upgraded to PinPoint III in the future if desired.

THE SOFTWARE FOR PINPOINT III IS WHERE THE REAL CHANGES EXIST:

PinPoint III is a full ISOBUS rate controller which means that the Capstan system is solely responsible for applying the desired rate. This is different from PinPoint II in that PinPoint II had to interact with another rate controller to do pressure and flow control. The benefit for PinPoint III is that there is no competing system trying to adjust anything while spraying. It allows for faster rate response and easier troubleshooting.

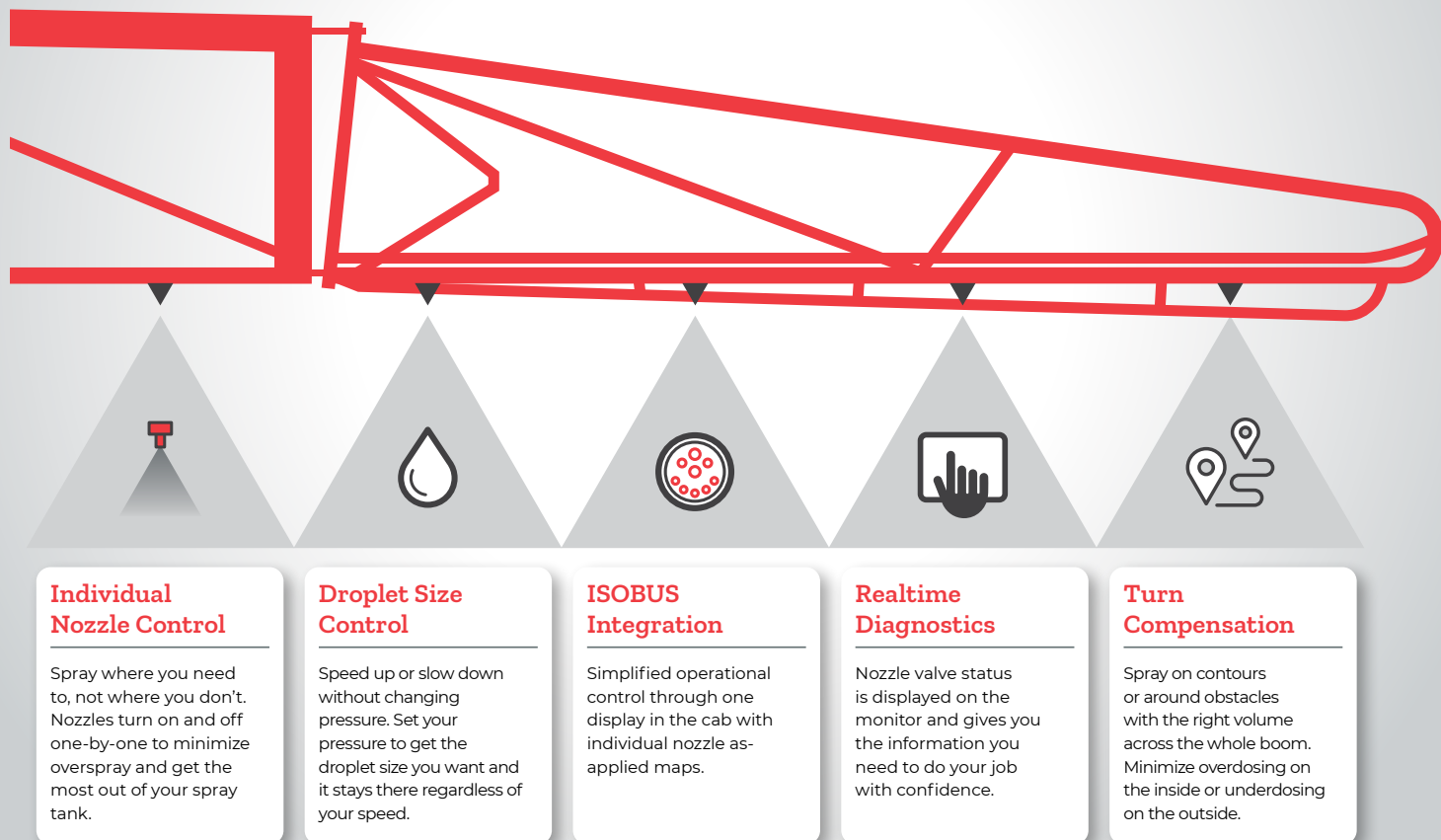
PinPoint III is also an ISOBUS Task Control client for section control. That means that it tells the field computer (Ag Leader, Topcon, etc.) all of the boom information like how wide it is and how

many sections it can control, and then the field computer is able to turn those sections on and off. This lets your field computer map individual nozzle sections for as-applied information rather than the normal 3m or 6m sections. This is different than PinPoint II, which worked off of a separate map and sometimes there might be a mismatch due to settings. With PinPoint III, that potential issue goes away as long as the boom location on the machine is set up correctly.

Software updates, though hopefully not frequently needed, are also easier with PinPoint III as the updates can be loaded via a smartphone. No USB drives or computers will be required under most circumstances, which allows the faster deployment of new features when they become available. The smartphone app also allows for nozzle checks from behind the machine if catch tests or nozzle checks are desired.

Use less chemical with PinPoint III

Experience the next generation of application control with PinPoint™ III Envelop™ Building on the Blended Pulse™ PWM pressure control, PinPoint III adds full rate control functionality and ISOBUS integration to further improve the application quality, pressure control, and simplify operation.



HOW ABOUT THE DIFFERENCES BETWEEN PINPOINT III AND OTHER SYSTEMS ON THE MARKET?

I would understandably be biased in comments about competitive systems available so my thoughts on those systems would be less helpful than to simply let people know that when they are working with a Capstan System, they are working with the people that brought PWM into the industry in the first place. Our team of engineers and field staff have heard just about every question that one can think of and walked fields with customers that have had problems to work through. We also manufacture

and design our systems, both hardware, software, and components, in-house so we are able to find issues quickly and implement solutions faster than most larger companies.

DOES THAT INCLUDE YOUR NOZZLE VALVES?

Yes, in fact, we have actually launched a new design that is aimed at improving the longevity and performance of our valves. We call them our Spitfire valves. We have been testing them extensively both in our laboratory and also with field units in a few countries around the world to make sure that our results are checked against real-world use. So far, we have been very pleased to see that the field performance

agrees with our lab torture tests that the valves and plungers are lasting significantly longer than our baseline valves that we have been selling for many years.

IS PINPOINT III EASY TO SETUP AND USE?

Bateman have hit the ground running with it. The fundamental similarities to PinPoint II, along with the simplified machine connectivity, make adjusting to PinPoint III easier. Operators with PinPoint II experience seem to take to using it quickly as well. If in doubt, we have several owners that I am sure would be happy to share their experience.

Lightweight design, heavyweight performance

The RB26 is the most agile and compact sprayer in the Bateman range.

The RB26 comes into its own on smaller farms and even for those contractors who require the output of a self-propelled sprayer, but like the compact, lightweight and manoeuvrable nature of this machine and the fact it treads very lightly across the ground.

The RB26 also offers the same options of Bateman Boom Levelling and Capstan Pinpoint III Pulse Width Modulation which are available on the larger RB35 & RB55 machines. This enables us to provide a

high-output, efficient machine that you will be happy to work in when spraying over long hours.

The majority of customers running an RB26 specify our Standard Contour Boom, which is a tried, tested and proven boom that more than meets their requirements. However, we also offer the larger Variable Geometry Boom on our RB26 models, which provides greater flexibility to operators, especially if spraying on undulating land with the positive and negative incline.

Quite often we receive enquiries from customers looking for a low hour, preowned RB26; however, when we run the numbers, a new RB26 is well within their reach. Whether new or pre-owned, the warranty and finance packages we offer make the RB26 a very attractive machine which delivers a low cost of ownership whichever route you take.

For more information on the RB26 speak to us on: **01769 580439** or visit: **batemansprayers.com**



AT A GLANCE

- 3,000 litre Stainless steel tank
- 18 – 24 metre standard Contour boom
- 24 – 36 metre Variable Geometry (V.G) boom
- John Deere 185 bhp, 6 cylinder turbo diesel
- BBL & PWM available as an option





Having completed my first year at Bateman, I'm pleased to say that all my preconceived thoughts about Bateman, the quality of machines, backup and the attention to detail has exceeded my expectations.

I'm certainly enjoying the challenge; working with forward thinking farmers to find solutions has always been my passion since I started in the machinery sector sixteen years ago.

In a year or two we'll be celebrating the 50th anniversary of Bateman in the UK, which is an incredible feat. It's great to see that after all these years the passion still burns brightly throughout the business, exciting new innovations are always at the forefront of our minds. If you stand still in Agriculture, you'll end up going backwards, therefore, looking ahead and progressing the machines is so important, it's something the business has been doing especially well over the past few years, capitalising on new technologies, it's certainly an exciting time to be a part of something big.

After enjoying a fast start to 2023 with the Lamma show kicking the year off in style, Spring work was earlier than normal thanks to an exceptionally dry February, although an unseasonably wet March and a wet April did dampen a few spirits in the industry. However, with more settled weather into May, crops are looking healthy, I'm pleased to say there is renewed optimism in our on-farm conversations about the remaining year ahead.

So far it's not been an easy year for farmers, but when has farming ever been easy? British farmers are incredible people, often staring adversity in the face, but always coming up with new ideas and innovations to stay profitable and move forwards. One of the most enjoyable parts of my role is listening to farmer's stories

and offering solutions within the agronomy aspect of their businesses.

The uncertainty of recent crop prices on farmers and contractors has led to conversations about how much they appreciate the relative certainty of Bateman's cost of ownership. We're not immune from price increases any more than the next company, however the fact that we make the majority of components in-house enables us to have much greater control of our material costs. Our pre-owned machines also offer a low cost route for owners looking to change their machines. This along with our low maintenance & downtime costs is resulting in very low cost of ownership for our customers' especially when compared to other sprayers in the market.

Over the past 12 months there has been much discussion about new chemicals especially with PWM systems. We have not experienced issues like some manufacturers with certain chemicals, however, I think it's worth pointing out that running with the recommendations is very important. In order to eliminate or at least vastly reduce the issues that could occur such as running higher water rates in certain chemicals make sure to maintain sprayer hygiene at the end of each day. Not only will this improve reliability through the busy season, longevity of machines is also increased.

A particular passion of mine is specifying exactly the right sprayer for the customer. No two Bateman sprayers are alike, this is because we only specify what is required. Some people might be surprised at



the lengths we go to in making sure the right choice of tyre is specified to ensure the carrying capacity is correct for the application. All of our tyres are roll tested and specified for each machine based on the machine weight and requirements of the farm. For example, high-speed road work needs a finely balanced tyre that can handle being dropped to a lower pressure to give a good rolling circumference and applying as little pressure on the ground as possible, which has certainly been highly prominent this Spring.

We are finding that some customers are now looking to run one tyre all year round to cut overall costs and more importantly



tread as lightly on the ground as possible, therefore, we have worked closely with tyre suppliers to make sure we have the right solution for our customers.

Show season is always an interesting time of year, we get to meet up and discuss our machines, any issues & solutions and generally catch up with our current and potentially new customers, which is something Bateman has always enjoyed and I certainly look forward to catching up with everyone at the upcoming shows. In the meantime I'm always available on the phone or email to discuss any requirements or questions you may have.

Carl Goff is Technical Sales Manager for the South of England.
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Do you take the Standard

An important question when specifying a sprayer is which boom configuration is most suitable?

We offer two different booms at Bateman, Standard Contour and Variable Geometry. Both booms are strong, reliable and well respected within the industry, boasting millions of spraying hours behind them. The floating design of our booms provides more control of boom height and contouring compared to other booms on the market.

Our Contour boom is designed for spraying in more compact environments, this robust, well-built boom provides great height control and contouring on rolling topography. The Standard

Contour boom is available on our RB26 and RB35 models in 18m to 24m widths.

The Variable Geometry boom offers more flexibility to customers that farm on more challenging and undulating ground. Positive and negative incline off the main centre frame provides greater accuracy when spraying on banks. Available in widths from 24m to 42m, our Variable Geometry boom is available as an option on the RB26 and RB35 and comes as standard on the RB55.



or Variable route?

Another unique benefit of the Variable Geometry boom is hydraulic breakback. Situated at every fold point down the boom, even at the main centre frame joint, hydraulic breakback affords the operator peace of mind that should they get too close to that pole or tree in the field, we've got their back.

The Bateman boom is a modular design, which means it's relatively quick and inexpensive to change the boom width if you decide to change your on-farm plans or when the machine is sold to the next owner who requires a different size. There's always value in a Bateman boom, spare sections are often offered for sale by farmers and are much sought after for the aforementioned reason.

Because we design and manufacture our booms in-house, there are endless possibilities for bespoke configurations. For example, a customer recently requested Triplex nozzle bodies with our Accurate second line on a Contour boom. Ordinarily this wouldn't work, however, a discussion in our design room led to a modification which created more space but still retained the integral strength. The result was a boom configuration that matched the customer's exact requirement.

To find out which boom will suit your work best contact us on: **01769 580439** or visit: **batemansprayers.com**



The ultimate even-flow fertiliser spraying system

Our Accurate Dribble Bar system is another example of how we keep things simple when finding a solution to a requirement.

Accurate is a second line on the machine for Liquid Fertiliser applications. Available on both our Contour and Variable Geometry booms, Accurate is self-contained – the dribble bars are protected within the framework of the boom. Individual dribble bars are connected via an ingenious linking system forming a straight, solid line, which prevents accidental damage or twisting.

Automatic section reduces over application and increases output, turning sections on and off at field

boundaries and previously applied areas. Real time crop information is available via sensors that measure crop vigour.

Accurate is tried and tested with thousands of hours in the field behind it. Bateman customer Ian Aldworth drives an RB26..." The Agleader is fully capable to cope with variable rate files and it's very user friendly. We have been applying variable rate granular P&K since 2012."

For more information contact us on: **01769 580439** or visit: **batemansprayers.com**





A cab for all seasons

Bateman is unique in that we design and build a cab completely from scratch in our factory.

Not relying on third parties brings many benefits, in particular we have the autonomy to introduce design innovations, plus the flexibility to retrofit components and wiring to customers' machines.

We've always designed our sprayers around the operator. The unique curvature of the glass provides greater visibility to the boom whilst spraying. We also believe an operator should be safe from potentially harmful vapours, this is why

the air in our cabs is circulated via CAT4 Filtration. Unlike other manufacturers who either don't specify it from new or in some cases don't even offer it as an option, CAT 4 Filtration is fitted as standard across our model range.

When you spend long hours in the cab, you deserve a comfortable, effortless operator environment. We believe our cab offers the ideal solution; this is what some of our customers have to say...

"The cab is very comfortable, it's got a

good air conditioning system, you're not taxed at the end of the day." **David White, RB26 Operator**

"Good visibility all round, it's an absolutely fantastic cab. We often do 12 hour days, you get out of the cab feeling just as fresh as you did when you got in."

Richard Fox, RB35 Operator

"It's got a lot of room; the layout is very good and it's simple to operate. We're very, very pleased with it." **Dunmore Hind, RB55 Operator**

Richard Fox, RB35 Operator



Bateman through and through

Special Projects Foreman Phil Brant has been part of our team since 1990. We sat down with Phil to talk about his career with Bateman.

You joined Bateman over 33 years ago, how did it all begin?

I met a friend when I was out one night who worked for Bateman and he suggested I joined the team; they were actively looking for someone to work on the hydraulics. At that time, I worked for TTB who built fire engines, water bowsers, oil tankers and different things like that. I had been with TTB for over 13 years and remember thinking that was long enough in a particular job!

I rang Richard Bateman, who invited me to Bycott and showed me around the factory. He explained what he wanted done, how it all ran, how the pipes had to look on the hydraulics, he was really keen on the hydraulics, getting them in the right position for the right flow. I remember Richard saying he wanted them looking like peas out of a pod. I was impressed by what I saw and took the job.

I built the hydraulics side of the chassis, put the wheel motors on, fitted the pipes, put the cab and the wings on drove the machine into the car park ready for the sprayer to be fitted. Later on, my role changed a bit, I looked after the sprayer side, hydraulics and the electrical bay, then I was promoted to Foreman.

Can you remember your first day?

It's difficult to remember 33 years ago! However, I can remember coming in, Richard spending a bit of time with me, and my friend showing me the ropes, he was Foreman at the time and walked me around the machine, explained what they wanted to achieve and how they wanted it done.

I was also shown around the workshop, told what went where and what happened at certain points. But apart from that, it was a very short induction, I would

say within an hour we were done and it was on with the overalls and on with the job.

What motivates you to keep working at Bateman?

Well, I do four days a week now, I still enjoy it, the challenge, just coming in and being part of a team. It means a lot to me, I've had so many years here, I've become friends with the Bateman family, they've always been good to me. I can't keep away and get very emotional just thinking about the company.

What do you like most about your current role?

Every day is different. Anything that's new I get involved with it, one minute I could be looking at some new hydraulic pipes, we might be fitting a new pump or whatever. We'll trial it on the machine, see if it works better and evaluate it for production, just small, incremental steps but they make a big difference to our customers.

I'm also involved with quality control, checking that everything looks as it should - how are the pipes running? Going back to the beginning really, maintaining our quality of design and build ethos.

What is your proudest achievement at Bateman to date?

I would say being Foreman and being able to play my part in looking at new things as well. We pride ourselves on getting the machines looking right when they go out, it's always nice to see two machines loaded on the lorry, ready for customers.

Knowing what has gone into each machine that leaves the factory makes me proud. It's a real team effort from start to finish. The fact that around 90% of parts are made in-house, I know we've got to buy motors and engines in, but our hydraulic pipes are made in-house, the cab is made in-house, we don't rely

Continued overleaf >

on anybody else. It's a massive achievement to be able to make our sprayers from scratch.

What's the biggest challenge that you've faced in the time you've been here?

I think the biggest challenge is nothing other than progress. Things are moving all the time, so you've got to stay one step ahead. You go back to the early days when I started, it was a very basic machine, it had the spray lines at the tank, the pump, hydraulic motors and an engine. That was it.

Nowadays, you've got satnav, auto steer, booms which are self-leveling, different boom configurations, various spray systems and so on. All of the time there's little things going on, there are upgrades being introduced nearly every week - different valves and different ways we pipe things up, it's never ending.

What words would best describe Bateman?

Quality, Team, Friends, Driven, Fair.

What sets Bateman apart from everyone else?

I was at the LAMMA show earlier this year. When I looked at other machinery, there were things that I saw and thought, have you really done that? I may not know everything about spraying crops, but I like to think I know a lot about building a sprayer and our machines are at the very top.

We stand out for the quality of design, the way it's built and the comfort that our customers enjoy, particularly when they are in the cab for many hours. A lot of people talk about designing a machine around the operator, but I think we're the only ones that actually do it. The back-up we provide our customers is also the best in the business.

What advice would you give to anyone now starting on their journey with Bateman?

Bateman isn't just any old sprayer, it's an iconic brand within the farming community. It's a massive achievement to be able to do what we do here, I would say understand what you are part of and be proud.

If you look at the company now to how it was when you joined, how different is it?

Very different, it's grown massively, from producing the Hi Lo when I first joined, to the 3 machines in our range today and the high volume we now build. Because of this the way we work is very different, there are more health and safety regulations that we have to follow and unlike years ago, there's a lot more training required as manufacturing technology is always changing.

Machines are much bigger, there's a lot of technology in the cab, booms can be 42 metres wide, we're fitting larger wheels these days, tank capacities are obviously much greater, there've been some huge changes over the years and there's plenty more to come. But whatever changes have come in, I think a lot of people still like the ride of the Bateman, we've always got it spot on.

What would you like to see Bateman do in the future?

Keep building quality sprayers. I'm looking forward to next model coming through, I'd like to think I may be part of its development. I just want to see Bateman go from strength to strength.



The Bateman Hi Lo



From one extreme to another

It's been a year of weather extremes so far here in North Devon. We experienced the driest February on record closely followed by the wettest March. April has been hit and miss too; we could certainly do with a sustained dry spell.

Luckily, we decided to make the most of the window of opportunity that February's unseasonal weather provided. Having walked the fields, we decided to go early and applied liquid fertilizer. We couldn't quite believe we were out there; this is the first February ever that we have been able to do such.

There's not much to say about March. Fast forward to April and we've applied T1 fungicides to our winter barley, winter wheat and winter oats. On wheat in particular we're focussing on treating Septoria Tritici. We've also fed a foliar potash trace element to all crops, as leaf samples were showing deficiencies.

Our hybrid winter barley is looking well, it's likely that awns will be emerging during early May. If the ground continues to dry we'll be out cultivating and drilling for spring oats anytime soon.

In between the showers the farm has been alive with wildlife. I've noticed plenty of hares racing across the fields and I've also spotted plenty of deer tracks, but the deer have kept themselves hidden from view.

When you consider the weather patterns from February to April, the farm is looking as well as it has ever looked. What our crops desperately need now is a good dose of sunshine. Don't we all!

Matthew Alford is our Agronomist, and has been working with us since 2019. Before his current role with Agrii, Matthew gained extensive experience using Bateman sprayers and spent 5 years contract spraying at Bycott Farm.



Bob Shelswell

Budbrooke Farm, Warwickshire



Can you tell us about your work?

We predominantly farm broad acre crops – wheat, barley and oats, I also contract spray.

I would say spraying in the region of 9,000 acres a year across 5 farms including my own.

What Bateman do you run, what width is the boom and capacity of tank?

We run a Bateman RB25, it has a 24 metre boom and a 3,000 litre tank.

How long have you run your Bateman – did you purchase from new?

The RB25 has been on the run with us for about 9 years, it's a 2003 model and I think we're the third owners. When we purchased the sprayer it had over 7,000 hours on it and it's now got 12,500 hours on the clock.

Why did you choose a Bateman?

I chose Bateman because my previous sprayer broke down and a friend with a Bateman helped me out, which sold the brand to me. It was straightforward to operate and easy to drive. I knew about Bateman, but didn't think I could afford one, however after searching I found this RB25 and have never looked back.

Have you ever considered a trailed sprayer?

I considered a trailer sprayer when I once shared one for a while with a neighbouring farm. However, it ties the tractor up and in the winter when you are trying to back up into wet corners it's difficult. We spray quite a lot of small fields, with a self-propelled it's there, it's easy you jump on it and go, whereas with a trailed you've got to mess around hitching it to the tractor. I wouldn't do contracting if I didn't have a self-propelled,

at some of the places I work the water is not easily accessible, backing a trailed sprayer to fill up would be a nightmare.

What nozzles do you use?

I run anything from a Guardian Air 025 up to a Flat Fan 05. However, if I could only have one nozzle it would be a Guardian Air 03, the drift reduction is phenomenal, if you keep the pressure up you lose the big drops and get better coverage. Perhaps for autumn or spring black grass I'll use a Flat Fan 04 at 200 litres, because you get a better coverage by angling one nozzle forward and one down.

What coverage would you achieve during a typical day?

I've sprayed up to 300 acres in a day. It's difficult around here as there's lots of small fields, lots of small loads, I've got one farm with 6 and 7 acre fields and they've all got different things on which really ties you down. I'd like big flat fields at 500 acres and I could really crack on.

How would you rate Bateman's service for a legacy sprayer?

Second to none. Nothing is too much trouble, they pick the phone up and are always cheerful and the advice is brilliant. Whoever you speak to they seem to know about the machine, despite the fact it's 20 years old. Parts are never an issue, I think they had to make a part for me recently but it still arrived when they said it would.

What does Bateman mean to you?

A well made machine, good quality, good service and longevity. If I have to buy another sprayer it will be a Bateman.





PRE-OWNED BATEMAN SPRAYERS

Once a Bateman, always a Bateman. Pre-owned Bateman Sprayers are just as hardworking and hardwearing today as they were on their first day.

A range of Pre-owned Bateman Sprayers are listed on our website. They are offered for sale by their respective owners, with appropriate contact details supplied for each listing.

Visit batemansprayers.com/used-crop-sprayers, or for more information contact Head Office on **01769 580439**

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