

# DRIVING SPRAYERS

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ISSUE 3 | WINTER 2024



**BATEMAN**



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JASON BATEMAN

# Making every second count

**W**e've been experiencing extreme weather over the past few months, in particular the amount of rainfall that's hit most parts of the UK. Spraying, just like any other farming task, has always been about making the most of windows of opportunity. Now, more than ever it's important to have machinery and back up you can rely on. Michael Reed explains why he relies on Bateman on page 4.

A noticeable recent trend has been the move towards larger machines. This logic ties in with getting chemical down whilst the weather allows, but there's more to it than just larger tanks and booms. Larger tyres offer better flotation particularly when driving on ground that is soft. Reducing compaction is high on many farmers' agendas, we're now fitting larger tyres as standard on new RB55 orders. This machine offers best in class weight and compaction for 5,600 litres, we've given you the low down on page 8.

During the shows we attended in 2023, it was great to meet up with our customers. One topic that never fails to be mentioned is the lengths we go to in order to

support our drivers, especially during peak spraying times. We value your feedback and never take anything for granted, which is why we're working hard behind the scenes to make things even better. On page 6 you can read some customer comments about our back up.

Are you a High Hour Hero? You often tell us just how much you like spending time in your Bateman. We'd like to hear from you, see page 12 for details.

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**“Now, more than ever it's important to have machinery and back up you can rely on.”**

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I look forward to meeting many of you during 2024 and wish you the best for the season.

Jason Bateman  
CEO  
R. J. Bateman Engineering

# Three times ten equals

Michael Reed of P Reed and Son runs three farms, ten miles apart across South Warwickshire. The business relies on an RB35 for all spraying duties.



**T**he main crop grown is wheat, both milling and feed. Other crops include oilseed rape, winter beans, spring beans, spring oats, spring barley, peas and occasionally winter barley.

#### **What Bateman sprayer do you run?**

It's an RB35, with a 4,000-litre tank and a 32-metre boom. We specified Pulse Width Modulation, Bateman Boom Levelling and the Lighting Pack. We also decided to fit the larger circumference tyres.

#### **You moved from an RB26 24mtr to an RB35 32mtr, can you tell us why and how you find it?**

The extra 8 metres on the boom and the larger capacity tank fits in with our drilling width. We now drill with an eight-metre drill, the 32 going that bit wider just makes life a lot easier, we can now cover the ground more quickly.

I would also say that the taller tyres have helped with better weight distribution on the fields – we make less compaction. We've noticed the extra speed on the road too, it doesn't hang about. Basically, we can keep on top of the job.

#### **How long have you been running Bateman sprayers?**

For over 30 years. We started with a Hi-Lo 2,000-litre tank, moved to the RB25 two and a half thousand litre, then up to the RB26 with a 3,000-litre capacity. Now we're using the RB35 with 4,000 litres, the sprayer is getting bigger like everything else machinery-wise on the farm.

#### **Why do you choose Bateman?**

For several reasons. Bateman have never let us down; they make reliable machines which last a long time, are easy to use and simple to maintain. Also, they are much

# thirty five



sought after and hold their value, which is an important consideration.

**You chose Pinpoint III PWM what difference has it made to target application? (Are there other obvious benefits)?**

We had to think hard about choosing PWM, because of the additional cost. However, we have quite a lot of irregular shaped fields and curved margins, also, having moved up to a wider boom width I was a bit concerned about us over and under-applying.

We have bought accuracy. We now achieve accurate application all the time, which is impressive, it makes our decision easy to justify. When conditions aren't quite right, we can adjust the droplet size and work in the fields, previously we wouldn't have been able to do this. Another plus is

that it's very easy to use.

**Can you describe the terrain you spray across and the benefits that BBL provides?**

We've got a few banks and undulating ground, it's not all level by any means. Bateman Boom Levelling has made a noticeable difference, we used to have to manually adjust the boom height, whereas now the boom does the job for us.

I was recently spraying at night; the boom control was fantastic and with the boom lights switched on I had good vision down the boom and all around. I was quite happy to be out there, and although I was finished by 10pm, I could have comfortably carried on.

**How would you rate the back up from Bateman?**

Should we have a problem, which

doesn't happen very often, or if there's something we don't understand, I can guarantee that whoever is on the other end of the phone will know exactly what I'm talking about. I value that level of service.

I prefer for Bateman to carry out an annual service and MOT, just to make sure everything is in order. I've been very impressed by their service engineers too.

**Are you able to sum up what owning a Bateman means to you?**

It means reliability, we can depend on Bateman. We enjoy driving the sprayer, it's a machine you want to jump on and use. With the cost of chemicals now, it's probably the machine where most of the expense goes, more than ever we need to apply chemicals accurately and efficiently. I trust Bateman to help us achieve the best results for our business.

# Out in front for back up

In a world of so-called customer service where ‘computer says no’ is deemed a quality experience, it’s reassuring to know that in the event that you need our assistance, you’ll actually get to speak to someone who can genuinely help.

**A** phone call to our office will put you in touch with our Team Bateman sprayer specialists. Between the team there’s a wealth of technical knowledge spanning all eras of Bateman sprayers, more often than not they will get you up and running without the need of a service visit.

It’s about making a difference to you and your work, as Bateman Sprayer Specialist Mark Bawden explains: “It’s not just a job, I really enjoy what I do, it’s the same for all of us. I think it helps that we’re in an office together and can share knowledge to help each other out. I couldn’t see it working if we were all remote. Getting a customer up and running is very satisfying, particularly when it’s been a challenge, but that’s what we’re here for.”



Warwickshire based farmer and RB35 owner David Jones really appreciates the service our office-based support team provides: “The Bateman back up is something that always makes me smile. To me it’s second to none, there’s a lot of knowledgeable people in the office with great on the ground information that can help me and my operator. They do a fantastic job”

If for any reason we can’t fix your problem over the phone, we run our own team of dedicated service engineers, trained in-house, covering the whole of the UK and Ireland. This enables us to prioritise calls to breakdowns and ensures that when our engineer arrives they will have the right parts for your sprayer. Our service engineers are not paid by the hour, so they won’t leave you until you’re back up and running.

Sam Kay farms in the Vale of York and operates an RB35. In over a decade of running a Bateman there have been few occasions for the need of an engineer. However, Sam has been impressed when a visit has been required: “In the event of a breakdown which can’t be fixed over the phone, I’m astonished at how quickly an engineer is on site, making sure that we’re back up and running.”



Another unique feature of Bateman is the range and depth of Parts that we stock for all eras of our crop sprayers. The majority of component parts on our sprayers are manufactured in our factory, which means that parts are readily available off the shelf for immediate dispatch. If you order an urgent part before 1pm, our parts team will endeavour to get the part to you for the very next day.

For over a decade Stuart Burnham has run a legacy Bateman RB15 which was joined fairly recently by a legacy RB35. Stuart is very impressed by the availability of parts for legacy sprayers: “Parts are readily available and reasonably priced; they arrive the next day if you order them in time. I’ve never had to have a parts book to give Bateman a part number, whoever you’re talking to on the phone knows exactly what you’re talking about, I don’t know how they do that? I cannot fault them.”





## WHAT THIS MEANS FOR YOU

- In-house technical support
- Dedicated out of hours number
- Own field engineers trained in-house on all aspects of Bateman sprayers
- Fully equipped vans covering the whole of the UK
- Unrivalled parts service with majority of parts manufactured by Bateman
- Same day and next day parts delivery

# The RB 55 gives you more for less

Shorter weather windows have forced many growers and contractors to rethink their spraying strategies. This has led to an increase in the demand for sprayers with more capacity and wider booms, along with the need for greater efficiency and less compaction.

 ur RB55 self-propelled sprayer offers the perfect solution for increasing spraying capacity. We fit a 5,600 litre baffled stainless steel spray tank with integrated clean water rinse tank, the tank is centrally mounted which enables a near 50/50 weight distribution when the boom is unfolded.

The much copied but never bettered Bateman Variable Geometry (VG) Contour boom is fitted as standard on the RB55. With a maximum width of up to 42m, V.G boom options are: 12/20/24m, 12/24/ to either 28-30-32 or 36m and 14/28/ to either 40 or 42m.

Leaving a smaller footprint on the soil is

high on most farmers' agenda. The RB55 is a remarkably compact design, is the lightest machine in its class for tank capacity and produces less compaction compared to other brands. The RB55 features our lower back frame to allow for larger tyres, now fitted as



### AT A GLANCE

- 5,100-5,600 litre stainless steel tank
- 24-42m Variable Geometry boom
- E-drive transmission with cruise, field, road and eco modes
- 275 bhp, 6-cylinder turbo diesel engine
- BBL and PWM available as options



standard to this machine, enabling higher capacities to be carried whilst applying low ground pressure.

When you drive a Bateman sprayer you feel connected with it. Our E-Drive transmission is also

a standard feature on the 55. Designed to provide a wider range of control in all situations, E-Drive includes powerful boosted braking (hydrostatic) and dynamic braking,

using the emergency brake pedal.

Drivers also benefit from selectable road, field and cruise driving modes.

Pulse width modulation (PWM) is a very popular option on the RB55. Our technology is developed with partner, Capstan AG. PinPoint III Envelop™ is the next generation of blended pulse width modulation which expands the flow and pressure stability to another level of control all through compatible ISOBUS displays.

An example of the effectiveness of our PWM would be if a machine with 10 auto sections is replaced with individual nozzle control, the farm size is shrunk between 3-5 percent. Therefore, huge savings are achieved from the reduction in chemicals and much more if liquid fertiliser is being applied through the sprayer.

The list of standard features on the RB55 is impressive and includes: chassis auto greaser, LED light pack, TankMatic and SprayBib tyres.

**To find out what the RB55 could do for your business speak to us on: 01769 580439 or visit: [batemansprayers.com](http://batemansprayers.com)**





It's been a season of mixed fortunes for farmers and growers in my patch. As I write this it's the end of November 23, our potato customers were enjoying a reasonable year until extreme wet weather put paid to harvest in October, they are still trying to get crops out and put new in.

**F**armers in the far North have managed to get the drill in for Autumn crops, however, in Lincolnshire they've been struggling to get anything drilled at all.

It's at times like these that you appreciate the hours that our farmers and growers put in so that they can make the most of what, in some cases, are the tiniest of windows, but as they say 'every second counts'.

Staying with the theme of time, during this year's demonstration programme, it's been heartening to hear so many customers praise our machines and the back-up we provide, which allows them to make the most of those precious opportunities to press on.

Business has been pressing on in Scotland that's for sure. Along with our Bateman approved partners CT Scott and Agrivista we've completed a host of demonstrations, received many repeat orders and also welcomed new customers to Bateman. One new customer in particular moved away from a trailed sprayer and into the cab of our 5,600 litre RB55! In order to in his own words: "Keep on top of the job."

I had to laugh when just after unloading our RB35 demonstrator one farmer when looking around it turned to me and said: "Jonathan, it's a Bateman, nothing's changed!" To which I replied that it may look familiar on first glance, but so much has changed and continues to change year on year.

For example, the very demonstrator that particular farmer was looking at was fitted with our new lower



back frame designed to accommodate taller tyres. We're fitting these tyres to an increasing number of new machines; they are now standard on the RB55. Our machines across the range are not as heavy as other makes, when you combine our lighter machine weights with larger tyres it allows growers to reduce soil compaction. Taller tyres also improve roading speeds.

Pulse Width Modulation (PWM) has almost reached 'must have' status on new machine orders. Previously, for some farmers it was perhaps hard to justify the cost, but for those spraying liquid fertilizer the savings are pretty much instantaneous. I think in 5 years' time PWM will be the same as GPS was 20 years ago, it will be fitted to most if not all machines. It's good to see more availability of air-inclusive jets that are suitable for PWM from manufacturers who are obviously investing in technology for PWM.

We introduced our new Slow Fill system at Cereals and have received very favourable feedback during demonstrations. Slow Fill allows you to pause the filling in order to rinse any chemical cans with clean water via the chemical inductor, it also simplifies the process of tank and line washing out.

I've been in this game long enough to know that the salesperson sells the first machine but it's the backup that sells the second. I think it's fair to say that our backup sells the third, fourth and so on. However, it's not just about technical advice, parts and service support, important as this is, our warranty on new



engines is 5,000 hours or five-years. John Deere stopped providing this warranty as standard a few years ago, we pay extra in order to maintain the same level of support to our customers. It's important to them and important to us.

It always makes me smile just how many legacy Bateman machines are still going strong, especially when I meet a customer for the first time who is running a machine purchased from another farmer many years ago. Mind you, if you look at a 16 year old Bateman that's been looked after they can often look nearly new, the boom is as straight as the day it left the factory.

I think a lot of people don't realise that our Variable Geometry Boom, which was launched Cereals in

2000, was the first 36 meter steel boom of its kind manufactured in the UK. It's such a flexible and forgiving boom as to what you can do with it. Often copied, but never bettered, we've fine-tuned it a bit over the years, but it's principally the same structure. Whereas other manufacturers have gone through so many different incarnations of booms trying to emulate our design.

Thank you to all that have placed business with us this year. I've enjoyed meeting many of you during on-farm demonstrations and at the various shows we've been at throughout 2023. I look forward to meeting you next year when we start again at LAMMA. Let's hope next spring is a dry one!

Jonathan Hardy is Technical Sales Manager for the North of England.  
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# Are you a High Hour Hero?



You often tell us just how much you like spending time in your Bateman. We'd love to know how many hours you've done in your current machine.

**W**hether you're in a 1990 Hi Lo or a 2023 RB35, we'd like you to get in touch. To qualify as a High Hour Hero, it's not the age of machine that matters but the hours it's doing – the more the better!

In addition, we'd really like to find the oldest Bateman still in use in the UK. There are plenty that we know of, but there may be one or two that we don't.

There's Team Bateman merch for the highest hours and the oldest machine still running. Share your story by completing the simple form and send us a picture of you and your Bateman by 31st January 2024.



Over 13,000 hours and still going strong. Bob Shelswell runs an RB25 with a 3,000 litre tank and a 24 metre boom.



# Bycott Farm Diary November

We welcomed a new family to the farm in September. A colony of UK Western Honeybees were delivered by Quince Honey Farm based locally in South Molton. Thirty hives are now situated on the farm.

**W**e've got one field into a cover crop which contains phacelia, vetch, mustard, radish, crimson clover, sunflowers and borage.

Phacelia and borage are particularly liked by bees. However, whilst sunflowers don't produce honey, they are a valuable source of nutrition to honey bees who bulk up on the flowers during the end of the season. Our sunflowers were very good, I expect they enjoyed themselves.

Drilling season went well. It's good to see the farm holding up in such adverse conditions, since the beginning of October we've had well over six inches of rain. The work we've put into our fields is now paying dividends.

By mid October all crops at two or three leaf stage were treated with a BYDV treatment including trace elements. We excluded two fields of Winter Wheat which we've planted with RAGT Grouse, a BYDV-resistant variety.

During late October I was invited to the Bateman factory for an evening. I was on hand to field agronomy questions from a touring party of Devon Federation of Young Farmers' Clubs. It's always a pleasure to spend time talking to young people who are keen to become the next custodians of our industry.

A big thank you to Philip Palfrey's wife Lara who baked special Bateman themed cupcakes for the evening, they were magnificent and disappeared far too soon for my liking!

At the time of writing, it looks like there's a spell of 7 to 10 days of dry weather approaching, I hope everyone gets the remaining root crops out and cereal crops in.



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.

# NAKED TRUTHS

## Bateman Sprayers produce charity calendar to support YANA

**T**ake 13 guys with nothing to lose except their clothing, add a series of messages designed to promote mental wellbeing within the agricultural and rural community and there you have it; 'Naked Truths', the first and probably the only Bateman calendar of its kind.

During one balmy Saturday in October, thirteen of Bateman's finest assembled at the factory keen to strip off for a good cause, or in some cases just keen to strip off. With a nod, a wink and a few excuse me's each of Bateman's would-be models stepped up, disrobed and smiled for the camera.

However, behind the smiles there's a serious message. Working in agriculture and the countryside is usually a good way of life but it is a demanding and stressful occupation. So, it's not surprising that many

people involved with agriculture can feel isolated, depressed or unable to cope as well as normal.

Teaming up with YANA (You Are Not Alone) Bateman are hoping to raise awareness and at the same time help the charity. The calendar is available to purchase via YANA's Just

Giving page with proceeds going towards funding the charity's vital work - providing confidential support and funded counselling, building understanding of mental health, investing in mental health first aid training and suicide prevention.

Carl Goff, Bateman's Technical Sales Manager covering Southern England, also known as 'Mr January' commented: "Farming is enjoyable but can be hard work and mentally draining at times. We want to raise awareness that there is support available, specifically for the farming community, and if this calendar helps one person find the help they need right now or in the future, then I feel it was definitely worth all the effort."



YANA's Charity Manager

Emma Haley added: "We are delighted to join up with the team at Bateman's to produce this calendar.

Yes, it's a fun calendar, but it models the importance of being vulnerable and bearing all, with people we trust, for the sake of looking after our mental health. The money raised will help provide funded counselling for people who are already struggling."



# YANA

RURAL MENTAL HEALTH SUPPORT

Helpline: 0300 323 0400  
Email: [helpline@yanahelp.org](mailto:helpline@yanahelp.org)  
Website: [www.yanahelp.org](http://www.yanahelp.org)  
General Enquiries: [admin@yanahelp.org](mailto:admin@yanahelp.org)

## PHOTO OF THE MONTH

Throughout the season we ask our drivers to share photos of them and their Bateman on our Facebook page. We pick a monthly winner who receives Bateman merch, here is a small selection of 2023's monthly winners. We'll be running the competition again from this March and look forward to receiving your photos. **Good luck!**



March Winner – Peter Duke



June Winner – Liam McNally



April Winner – Steve Corish



July Winner – Andrew Cassells



May Winner – Charlie Freeman



August Winner – Martin Bower

# 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](https://batemansprayers.com/used-crop-sprayers), or for more information contact Head Office on **01769 580439**

## BATEMAN

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