

“Having Baler’s Choice gave me an extra 4,000 bales work.”

Baler’s Choice hay preservative and MF HayBoss automatic applicator equipment

Alistair Coulthard

Baling contractor

Stockton-on-Tees, County Durham

Despite the dreadful conditions in 2012, having a MF HayBoss (Harvest Tec) Automatic Applicator fitted to his baler to apply BALER’S CHOICE preservative proved invaluable to Alistair Coulthard, giving him the ability to bale an extra 4,000 bales.

The Automatic Applicator system, which incorporates a highly accurate moisture meter, is used on a Massey Ferguson 2160 baler, hired through Big Bale North. In his first year with the baler in 2010, Alistair cleared 10,000 bales, rising to 12,000 the following year. However, despite the conditions in 2012 and having only baled 150 bales by July, by the end of the season he still managed to bale over 12,000 bales.

“It was a bit of a struggle, but having the HayBoss Automatic Applicator and BALER’S CHOICE preservative certainly helped us,” says Alistair, who is based near Stockton-on-Tees. “Whilst I used a bit on hay, it was mainly used on straw and was a big saviour and without a doubt was justified. Having the HayBoss applicator and BALER’S CHOICE I reckon gave me an extra 4,000 bales this year and certainly enabled me to go baling on days when otherwise you would not go.”

“Prior to having the application system, because customers had enquired about it, I had previously priced up a BALER’S CHOICE system, but couldn’t really see how it could be justified. However, having got one there is no doubt it can be justified.”

“Being able to bale at higher moisture contents has also definitely brought in more work. The last customer I baled for wanted 300 acres of straw baled which had been down three weeks. Yes, it’s an extra cost but it potentially makes something that ends up mouldy and wadded, so hardly good for bedding, into good quality straw that’s free of dust and mould.”

Alistair also reckons that the ability to safely bale at higher moisture contents, means that he gains at least an extra 2.5 to 3 hours a day baling time. As a rule, he tends to not bale much above 20%, and all the bale output, weights and BALER’S CHOICE preservative application data is all recorded, with the amount used charged as an extra.

“Because I am mainly baling for farmers, they can see that BALER’S CHOICE does work and don’t question the extra cost. As a rule I try not to bale above 20%, which keeps the extra cost reasonable. But that year I baled a lot of rough crops that were right up at the top end of the scale, but was pleasantly surprised no-one queried the cost of doing it. Everyone who had bales that year all wanted more again the following year.”



“Because it is fully automatic, the application system is a dream to use. The ability to record exact data such as bale weight and the amount of preservative applied, if any, not only provides me with accurate data for invoicing, but also means that the information is there should there be a query.”

“The other great advantage of the BALER’S CHOICE preservative is that it does not damage the baler. Big Bale North do monitor my baler because another customer had used a different preservative that damaged his balers. But because the BALER’S CHOICE preservative is buffered, there has not been any problem and they have been more than happy.”

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