

Louisiana Ag Commissioner,
Dr. Mike Strain,
SPECIAL GUEST SPEAKER
at the *National
Conservation Systems
Cotton & Rice
Conference,*
January 26
& 27, 2009
in Marksville,
Louisiana *pg.18*



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Spraying Efficiency

Equipment Technologies Introduces 2009 Apache Series Sprayers

pg. 2

Equipment Technology's CEO
Matt Hays explains the selling
point is simplicity –
simple engineering,
simple sprayer.

Photo by John LaRose, Jr.



Nitrogen Management

pg. 3



Fabián
Fernández,
University of
Illinois
Extension Soil
Fertility and
Plant Nutrition
Specialist,
explained tools
to improve
nitrogen
efficiency.

Photo by John LaRose, Jr.

Multiple Uses For Telone II Yields Could Increase

pg. 16

Gene Burris of Louisiana
State University's
Northeast Agricultural
Center's Research
Station showing a
Premier Nitrogen
Pressure System from
Chemical Containers Inc.

Photo by John LaRose



Spraying Efficiency

Equipment Technologies Introduce 2009 Apache Series Sprayers

BETTY VALLE GEGG
MidAmerica Farmer Grower

MOORESVILLE, IND.

Equipment Technologies (ET) rolled out their new and improved, full line of 2009 Apache Series sprayers at a press event hosted at their Mooresville plant recently. The launch prompted the strongest response from their dealer network and growers in the company's 12-year history.

The overwhelmingly positive response is credited to the company's commitment to understanding the grower, according to Paul Nielsen, sales manager, located in Martin, Tenn.

"Many companies have a philosophy of continuous improvement, but most get caught up in the wrong details and lose sight of the goal," he said. "Our goal is simple: Know the grower and respond by building what they demand. ET has always been able to do this better than anyone else. It may sound simple but, trust me, it's not. A lot of listening, planning and careful execution is required to bring to market a sprayer that fits well in so many diverse areas – whether across North America, Ukraine or Russia."

**"Our goal is simple:
Know the grower
and respond by building
what they demand."**

PAUL NIELSEN
Sales Manager, Equipment Technologies

ET's CEO Matt Hays added that having good supply partners that provide high quality, durable components also adds to efficiency. The assembly plant in Mooresville utilizes 100 suppliers that provide 500 parts to manufacture the sprayers. A handful of those suppliers are located outside the United States.

"The selling point is simplicity – simple engineering, simple sprayer," Hays said. "The

direct drive concept means more power to the ground and no hydrostatic wheel motors to fail.

Two sprayers a day come off the assembly line at the 110,000 square foot facility. Nine work on assembly, five are full-time welders and four are material handlers. Engineers are focused on continuous improvement with an eye to delivering more value to the farmer.

The No. 1 mechanical drive sprayer can pull out of tough spots in two-wheel drive as the Cummins engine provides more torque if the machine starts to slip. Proper distribution ensures that the right amount of weight is on the rear axles for reliable traction. The torque converted transmissions can multiply engine torque up to two times and the limited slip differentials provide positive traction to both rear wheels in slippage conditions.

The machines are lightweight, so they don't contribute to compaction. A sturdy rear axle is the main component. The three models provide a crop clearance of 31" to 48". Being mechanical drive as opposed to hydrostatic, there are less hoses to cause breakdowns.

"We are all about passing value on to the customer," said Hays.

The 2009 models are led by the enhancements of the AS715, which carries a 750 gallon poly tank and includes increased fuel economy, horsepower and torque as well as improved operator comfort and easy-to-understand controls. Compared to its predecessor, the AS710, the brand new AS715 boasts a peak increase of 26 hp and an impressive 32 percent increase in torque, all while increasing fuel efficiency by 6 percent. The 48" crop clearance option will support dual and float tires. The machine has a heavy duty front axle with adjustable axle width up to 144" for stability on hills. Full hydraulic power brakes provide easier response and stopping power.

Two other sprayers that round out the line are the AS1010 which has an 850 or 1,000 gallon tank and the AS1210 with a 1,200 gallon stainless steel tank. All are powered



Paul Nielsen, Sales Manager with Equipment Technologies located in Martin, Tenn.
Photo by John LaRose, Jr.

by Cummins Tier III engines, ranging from 160 hp, 215 hp, to 275 hp respectively.

Kevin Covey, service manager, explained how the Apache promotes trends in precision agriculture.

All have Raven AutoBoom, AutoSteer and AccuSpray, which allows variable rate applications on 10-foot spans of the 80-, 90- or 100-foot booms.

Double pane glass on each cab with small dividing supports allows a 360-degree birds-eye view from the cab.

ET's commitment to provide a quality product is evidenced by its investment on each machine for quality control. Employees spend a full day double checking and subjecting the machine to 64 separate ordeals. Every component is checked for fit, finish and functionality. Even the cast and camber of the front tires are checked with a digital protractor.

Over 2,000 units are now in service, with another 450 added this year. Customer satisfaction is well documented by farmers and custom operators in states throughout the Midwest. One third of the company's business is in Canada.

"We are close to our customers," he added. "We know what they need."

ET's philosophy includes an employee-first culture.

"If you take care of your employees they will take care of your customer," Hays said. "That's the most important thing. It can provide significant advantages. Customers love the machine and our dealers are happy."

Because the Apache is so simply

CONTINUED ON PAGE 17

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