

SUMMER 2007

# CANADIAN FARMING

**CASE IH**



## BE MORE PRODUCTIVE

Selecting, managing and using equipment plays a key role

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### BIODIESEL GAINS ACCEPTANCE

Case IH expands approvals

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### SHARPER DISK BLADES

New disk blades are designed to slice tough corn and bean stalks



## Powerful relationships

Often, when I visit with farmers, they'll tell me about the equipment they started farming with, or the tractor their father or grandfather used. Sometimes I'll get to see one of the old models, restored, and occupying a special place in the shed, and, in the heart of the owner.

I appreciate hearing those stories, and seeing those old tractors. Those experiences always remind me of the power of relationships in our business. We stand there and admire the iron, but it took communication, insight and trust of a dealer to get that equipment on the farm.

Agriculture's story is one of constant change and innovation. Every step of the way, a dealer has described how the new product can make a farmer's life a little easier or more productive.

It's a job that has always had challenges. Selling the advantages of tractors over horses required overcoming many objections, not the least of them being, "we've always done it this way."

Virtually every significant change... rubber tires, diesel engines, self-propelled harvesting equipment... required solid communication. And each step strengthened the relationship between the farmer and dealer.

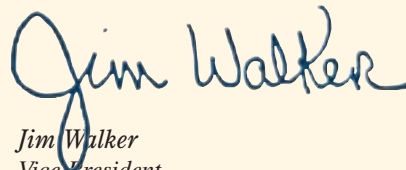
Today, the changes we're seeing in equipment are every bit as dramatic as going from a horse to a tractor. Automated guidance systems and touch-screen control of planting equipment are examples.

And, your need for solid information regarding technology like this is ever-more important. At Case IH, we recognize that every year, you have more at stake in your farming and ranching operations. Your equipment has to fit more specific performance expectations. You count on it to do its part in lowering your cost per acre, per bushel, per bale or per pound of gain.

We understand, and have made significant investments to help. In order to serve Case IH dealers faster, and with a greater depth of knowledge, we have doubled our sales regions from five to 10. Within each region are several territory sales managers charged with helping the dealers they are assigned to meet your needs.

Each territory sales manager is supported by a team including Case IH technical managers, product specialists, financial services managers and parts sales and service managers.

These territories and teams are aligned by major crops and types of farming operations. These teams are in place to provide Case IH dealers with all the support they need to help you be more successful. With this team behind them, Case IH dealers can spend more time sustaining the relationships that puts red equipment in your shed and your fields, and keeps it there.



*Jim Walker*  
Vice President

North American Case IH Agricultural Business



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Wider equipment, faster field speeds, less time spent servicing, faster transport speeds . . . these are among the many ways new equipment is helping you be more productive. Learn more in the article beginning on page 4.



### OUR MISSION:

To provide you with information about Case IH equipment, trends in agriculture and growers' experiences to help you successfully manage your farm business.

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# BE MORE PRODUCTIVE

**There are lots of ways to get more work done in a day. Selecting, managing and using equipment plays a key role.**

In farming, productivity is becoming more valuable. Your ability to handle more land if it becomes available, or to get the majority of your crops planted, sprayed or harvested ahead of the weather can make a big impact on the bottom line. As farm sizes increase, thousands of dollars are at stake based on your ability to be more timely.

Farmers have been searching for increased productivity from the time someone harnessed two oxen side-by-side. That quest for “bigger” continues unabated as tractor horsepower ratings and implement widths keep climbing.

More powerful tractors and wider implements are proven ways to boost productivity. But they're not the only way. Here's a look at ways to increase efficiencies throughout your operation. Some save a few minutes; others greatly increase output. The more you adopt, the more timely you'll be.

## Preseason

- Use dealer inspection services to keep key equipment in field-ready condition.
- Stock anticipated maintenance and repair items.
- Evaluate support capabilities (fuel, crop input supplies, planter or seeder tenders).

Have farmstead and field access points ready for easy equipment movement. Plan your order of field work, with options for weather.

## Daily maintenance

- Follow manufacturers' recommended service intervals (rather than servicing too often or too little).

## Operations

- Run faster. Use all the power your tractor can deliver. Weight your tractor properly, use the lowest tire inflation pres-

ures for the weight you're carrying, and use front and rear dual wheels, if needed, to keep wheel slip in the recommended range.

- Run wider. Wider implements cover more ground in the same amount of time, assuming you can maintain the same ground speed.

- Run longer. Another hour or two per day in the field will boost productivity and

get more return from your equipment investment. Guidance systems can help maintain efficiency during long days. But don't compromise safety; fatigue is a contributor to accidents.

- Reduce operations. Min-till, no-till, strip-till, chem-fallow . . . all these practices reduce the number of trips needed to prepare a seedbed. Evolutionary designs in openers and covering devices deliver effective performance in high-residue conditions.

- Be organized. Consider ways to maximize field time. Plan work so that travel is reduced. Planting, spraying and harvesting equipment requires efficient support to keep the equipment working.

## Management

- Review last year's fieldwork. Can you fix the bottlenecks? Can different equipment, better planning or a part-time employee make a difference? Keeping a daily log of fieldwork can be valuable for identifying ways to improve.

- Reduce variables. Identify and eliminate things that can slow you down. Weak vehicle batteries? Replace them. Low fuel supplies? Order more. Leaking tires? Fix them. Taking care of the little things not only reduces downtime, it can greatly reduce personal stress levels.

- Have options. Have fall-back plans in mind to make weather-delayed days productive for you and your employees.



## FASTER OR WIDER . . . BOTH WILL HELP YOU GET MORE DONE:

Use this formula to determine field capacity in acres per hour:  
 $(\text{Width} \times \text{speed} \times \text{field efficiency}) \div 8.25$

A 28-foot implement running at 80 percent efficiency at:  
 5 mph covers 13.57 acres per hour  
 5.5 mph covers 14.9 acres per hour  
 6 mph covers 16.29 acres per hour  
 6.5 mph covers 17.6 acres per hour

A 32-foot implement running at 80 percent efficiency at:  
 5 mph covers 15.5 acres per hour  
 5.5 mph covers 17 acres per hour  
 6 mph covers 18.6 acres per hour  
 6.5 mph covers 20.1 acres per hour





## BUILT-IN PRODUCTIVITY

Improving productivity is a key part of new equipment development. New equipment designs focus on productivity. Here are some examples of how Case IH designs, features and options can help you get more work done in a day.

### DAILY SERVICE AND PREPARATION

#### Powered equipment

- Ground-level access to centralized service points.
- Sight gauges for fluid levels.
- Performance monitors to help you plan scheduled service.
- Power Plus drive system on Axial-Flow 7010 and 8010 combines that reduces the number of belts and chains, and eliminates daily service requirements.
- Automatic lubrication systems reduce or eliminate hand lubrication.
- Fuel tanks sized for 10-hour shifts.
- Longer oil change intervals — up to 600 hours — saves maintenance time and oil and filter costs.

#### Planters

- One seed disk handles a wide range of seed sizes; no time-consuming disk changes.
- "Zero-index" depth control for accurate, consistent row unit depth adjustment.
- Bulk fill systems.

### OPERATION

#### Performance

- Power growth and Constant Engine Speed Control to maintain speed through tough conditions.
- Suspended front axles help maintain contact and allow faster ground speeds.

#### Efficiency

- Electronic end-of-row functions to handle multiple functions with one-touch command.
- Turn-Assist for fast response steering.
- Guidance systems, either assisted (lightbar) or automated, assure accurate field coverage; reduce fatigue.

#### Comfort

- Seating options, including upgraded suspensions, leather seating surfaces and heated seats.
- Automatic cab temperature control.

### TRANSPORT

- Faster transport speeds . . . up to 50 kph as an option on Magnum tractors\*
- Transmissions with AutoSkip and speed matching.

\* Check local regulations and manufacturers' recommendations for maximum transport speeds on towed equipment.



# BIODIESEL GAINS ACCEPTANCE

**Case IH expands approvals;  
fuel quality is critical**



**A**re you ready for biodiesel? Biodiesel is gaining acceptance as an alternative fuel. More fuel distributors are offering it; more equipment manufacturers are accepting it as an approved fuel.

"Biodiesel" is the fatty acid methyl ester derived from vegetable oils. In North America, soybeans are the primary source; in Europe and Canada, canola or a blend of canola and sunflower seeds are the sources. The raw vegetable oil must undergo a process called transesterification to remove glycerides to meet the North American standard ASTM D6751 or European standard EN 14214.

While images of cooking oil, home-made cold-pressed oil and other types of unrefined vegetable oils and animal fats being poured into vehicle fuel tanks have been popular in the general media, only transesterified biodiesel that meets ASTM D6751 or EN 14214 is approved for use in engines powering Case IH equipment.

Biodiesel is blended with petroleum-based diesel fuel to produce biodiesel blends. Two blends are becoming accepted by distribution channels and engine manu-

facturers. These are:

**B5:** A blend of 5% biodiesel and 95% diesel.

**B20:** A blend of 20% biodiesel and 80% diesel.

Pure biodiesel, without any petroleum, is **B100**, and has more limitations in its usage.

Case IH now approves the use of biodiesel blends up to and including B5 in all engines powering current production Case IH equipment. In addition, biodiesel blends up to B20 are approved in all current production Case IH equipment other than DX and DXE Series tractors. Pure biodiesel – B100 – is also approved for use in certain current models with restrictions (see sidebar).

Field reports of problems stemming from biodiesel blends are mostly based on fuel quality issues. Case IH recommends that biodiesel be purchased preblended from reputable suppliers who can assure that the biodiesel meets ASTM D6751 or EN 14214.

Biodiesel blends are more susceptible to cold-weather performance problems. For this reason, Case IH recommends that blends from B5 to B20 not be used at

temperatures below +16° F (-9° C). Instead, switch to standard diesel fuel blended to be suitable for the ambient temperature. B5 blends have cold-weather performance qualities similar to straight diesel fuel.

Other issues are related to sediment loosened from tanks and fuel lines. Expect to change fuel filters more frequently when adopting biodiesel blends, especially at the outset.

Biodiesel's affinity for moisture requires added care to prevent water from reaching the engine. Keep fuel storage tanks filled to reduce the amount of moisture-carrying air, and use a biocide during warm-weather months. Drain water from engine-mounted fuel filters frequently.

Because of potential oxidation and stability concerns, Case IH recommends that biodiesel blends not be held in on-farm storage tanks for more than three months. Similarly, equipment going into storage longer than three months should be run on straight diesel fuel for 20 hours prior to storage to totally flush the biodiesel fuel out of the system.

With these considerations in mind, you can adopt biodiesel blends with confidence for your current model Case IH equipment. Because the company's biodiesel evaluations began as part of the Tier 2 emissions systems development in 2001, recommendations exist only for current model equipment. B5 blends should be acceptable for older models of equipment, but higher biodiesel blends such as B20 could harm fuel system components. ■



## **B20 TO B100 APPROVED, BUT REQUIRES MORE ATTENTION**

**Case IH approves biodiesel blends from B20 to B100 for use in certain equipment models, but requires several specific conditions for engine warranty coverage to remain valid. These conditions include a signed agreement form acknowledging that the customer will follow requirements for equipment operation and maintenance. These include fuel system modifications, if needed, and fuel handling and storage practices that include having a biodiesel fuel certificate for each load showing compliance to ASTM D6751 or EN 14214. Contact your Case IH dealer for detailed information if you plan to run biodiesel blends greater than B20.**

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## Nova Scotia produce growers strive for customer-driven quality

# INNOVATIVE AND EFFICIENT

A desire to farm prompted Ron Sawler to buy a small dairy farm near Berwick, Nova Scotia, back in 1960. He soon realized he liked growing crops more than working with livestock and began raising vegetable crops. His passion for produce coupled with an innovative spirit led to the family operation called Sawler Gardens, which has become one of the leading providers of onions and carrots in the Maritimes.

Today, as Ron continues to identify new ways of growing crops more efficiently, his sons Mark, Peter and Roger handle daily management and operations.

The brothers say several key decisions of their father's laid the foundation for the current successful business.

Building their own cold storage was most significant. "Dad realized he could have better control of quality with his own cold storage, plus not have to pay someone else to do it," explains Mark, who has an engineering degree and handles the farm's packing, storage and marketing.

Rather than build the typical forced air storage, Ron built a jacketed cold storage facility that cools vegetables with high moisture air similar to the crisper portion of a refrigerator. The result is produce that stays fresh and crisp longer. It was a significant investment in a new technology that raised the farm's profile among the region's produce buyers and greatly extended the farm's marketing season.

A second change was introducing onions as a primary crop along with carrots and stepping away from a wider mix that at one time included cabbage and tomatoes. "The onions are a higher value crop that provide a good rotation. They've been a good addition," says Peter, who returned to the farm after earning a business degree and focuses on crop production.

In addition to its primary crops of carrots and onions, Sawler Gardens produces parsnips, beets and turnips on 450 acres with another 300 acres used for rotations.

### Customer driven

The Sawlers take a broad view of their business. Rather than focus on any single aspect of production, their actions and investments are geared toward producing crops that will be desired by their customers.

For example, as consumers have moved away from soups and stews to more raw and minimally processed foods, carrot flavor has become a competitive advantage. The Sawlers worked with variety selection, planting dates, fertility and other variables to develop a more flavorful carrot.



Three Case IH MX Magnum tractors handle tillage, in-row ripping and field improvements such as land leveling.



Mark, Roger and Peter Sawler now manage the business that provides onions, carrots and other produce to Atlantic Canada.

The Sawlers use a dozen field tractors in their operations. Midrange models including this Maxxum MXU110 tractor handle much of the work.



It's that kind of philosophy – meeting customer needs, rather than simply trying to generate more carrots per acre – that drives the Sawlers' decisions.

Having control over all aspects of the operation is an advantage. Unlike produce growers who lease ground, the Sawlers own theirs, and continually make improvements. Land work including leveling and eliminating low spots is an on-going activity that ultimately leads to more efficient production.

As their father did, the brothers see technology as a way to give them more insight and control over the operation. When site-specific technologies and autoguidance systems became available, they bought an RTK system, even though they lacked a specific plan for using it. "We saw it as the type of technology we want to have on the farm," Mark explains.

Some benefits of autoguidance were immediate. Their fields looked better with perfectly straight rows. They spent less time dealing with balky planter row markers. Gaps and overlaps in spray applications were eliminated. And their specialized harvesting was more efficient thanks to the straight rows.

Other benefits of site-specific technologies were more far-reaching. Recognizing the ability to make accurate computer-based maps of each of more than 40 small fields, Peter used field mapping as the base for a detailed field management system. With it,

he can immediately identify nearly any activity that relates to the field. If field number seven needs a spray application, the system will tell his employee where the field is, how much spray product and water will be needed, which spray nozzle to use, and the ground speed and engine speed to run the tractor. That level of detail applies to all field activities.

This system greatly improves accuracy and generally makes things run more smoothly when up to 70 people are working at peak times. It's also a key part of the family's commitment to food safety. Sawler Gardens follows Canada's voluntary On-Farm Food Safety program, and the ability to identify and track all activities that affect a food product from the field to the truck is key.

"Now we can assure safety on paper, in a professional manner," Mark explains. "It's all part of a plan."

The Sawlers speak with pride about their employees. They have about a dozen people who work with them full-time, and Peter says they all work well as a group. At planting and harvest times, several dozen more part-time employees assist. Many are local residents who work with the Sawlers every year.

Peter says their interest in providing a good workplace for employees extends to their equipment. For example, suspended front axles on their Case IH Magnum tractors were chosen for the dual role of improving traction in high draft load applications such as ripping and land leveling, and to improve operator comfort.

"We all grew up running equipment, and know how rough it can be out there," Peter says. "When people have better equipment, they're more willing to do what we ask of them."

Case IH equipment and the Case IH

dealer have a long history with Sawler Gardens. "Our dealer consults with us. He keeps us up to date on new equipment and what our options are," Peter says.

They have 12 field tractors ranging from three Magnum tractors – two MX285s and an MX220 – to several Maxxum models and older smaller models. Peter points to the Maxxum MXU110 tractor as a workhorse that handles tasks ranging from bedding to seeding to cultivating. They have several sets of wheels and tires including high-profile vegetable tires which they switch on their tractors to handle specialized tasks throughout the season.

Sawler Farms has a shop with the capability to build and maintain the specialized planting, harvesting, sorting and packing equipment needed for an operation of this size. Ron's interest in developing or improving much of the equipment has kept the shop busy over the years. Recently, the brothers have made a point to do detailed equipment service after fall work is completed so that it's stored in field-ready condition. Mark oversees equipment maintenance.

The Sawler family continually fine-tunes their business, looking both at internal efficiencies and at meeting market demands. In years past, they saw competitors coming from other provinces and maybe a few states. Now they see their products in grocery store shelves alongside produce from Chile, Argentina, Brazil and others.

"The pace of consumers' changing tastes is increasing, and there are more options for them," Mark says. "That's why we continually work with retailers to make sure we're meeting their needs." ■

**Detailed computerized field records let Peter Sawler track field activity and provide accurate instructions to employees. He says their RTK-based autoguidance systems help provide the straight rows shown behind him, allow in-row ripping and improve harvesting efficiency.**





# THERE'S VALUE IN THAT CROP RESIDUE

As ethanol demand continues to push grain demand, researchers are looking to other avenues to supply the ever-increasing thirst for this renewable fuel source. And once again, the research has turned to agriculture.

Cellulose-based ethanol production has been touted as another supply source for fast-growing ethanol demand. The process uses cellulosic biomass, which includes agricultural plant byproducts such as corn stover and grain straws, to produce ethanol. Although in its infancy, cellulose-based ethanol production is gaining a closer look because of the massive amounts of plant biomass produced in agriculture – much which remains on the ground well after harvest as crop residue. The thought is that this biomass could be collected and used to produce ethanol. A win for producers by generating additional revenue, and a win by the ethanol industry by securing another source for fuel, right?

Soil scientists say not so fast.

"I applaud the efforts of the ethanol industry in looking for other sources, but we need to look at the big picture," says Dan Towery, owner of Ag Conservation Solutions. Towery previously served as agronomist of the Conservation Technology Information Center, and managed the National Crop Management Residue Survey.

"The residue that's out on the field after harvest serves a very important purpose in reducing soil erosion, improving soil health and improving water quality. We need to ensure that any move to harvest this residue takes that into account."

Crop residue is especially important on fields that are prone to erosion, says Mike Hirschi, professor, extension specialist and associate head at the Department of Agricultural

and Biological Engineering at the University of Illinois. "Producers are now using crop residue as an important tool in resource management. I'm concerned that there may be the temptation to take crop residue off the field without considering the full impact."

While the amount of crop residue that can be removed will vary from region to region, and even from field to field, experts caution that what's left after the combine rolls through the field helps improve soil health and puts nutrients back into the soil.

"Straw and stover put back in nitrogen, phosphorous, potassium and many micro-nutrients, along with carbon," says Jeff Schoenau, senior research scientist at the Department of Soil Science at the University of Saskatchewan. "It's not just waste. Crop residue is an important way to recycle nutrients."

And while soils high in organic matter that aren't prone to soil erosion may withstand crop residue removal without an immediate impact, the nutrients must be returned to the soil by other means. "And you may not notice the effect of removing some of these nutrients right away," Schoenau says. "But continued removal over time without replacement can impact the soil's overall health and ability to produce optimum crop yields."

Hirschi says crop residue builds organic matter and has a long-term impact on the overall soil profile. "Obviously that depends on where you farm," he says. "Some areas see crop residue that breaks down rather quickly."

And it's a cumulative effect. "Residue builds up over years," Hirschi says. "It's impact on soil health is longterm."

Hirschi recalls the 1988 drought, where the amount of soybean residue was significantly reduced. "But because we had a good corn year in 1987, the soils were still protected by that crop residue," he says.

The fear is that removing crop res-

idue on highly erodible land for one or two years might not be noticed "until the residue amount is reduced and we get a 30-year rain-storm that can cause significant erosion problems. That would wipe out decades of work to improve soil management," Hirschi says.

Schoneau says some agricultural land may tolerate residue coming off the ground to a certain extent. But it's important to understand how much organic matter and nutrients the residue is adding to the soil and consider the effect of residue removal on carbon and nutrient balances in the soil.

Another impact Hirschi questions is the entire idea of harvesting the crop residue from the field. "We need to ensure that if we start removing residue, we're not removing too much," he says. "And then there's the issue of putting additional traffic on the field to harvest the residue. That could bring additional problems with compaction."

Crop residue is often referred to as trash or waste material, a term that bothers soil scientists like Towery. "I'm not an elitist regarding calling crop residue trash, but it's important to understand that crop residue is an important component to many farming practices. It's the first line of defense to protect the soil from soil erosion," he says.

It's unlikely that drive toward additional sources for ethanol will slow down anytime soon. "Crop residue is one source, but there are others, including switchgrass, that could provide the cellulose source needed," Towery says. "But when we're looking toward crop residue as a source, we must come into it with our eyes open and ensure we're not removing too much residue, too often – reducing future productivity and negatively impacting water quality." ■

**Crop residues reduce erosion and provide nutrients.**



## A new 24-row planter delivers the high-capacity precision performance these Iowa growers want

# ‘A TREMENDOUSLY GOOD PLANTER’



### Owner Profile

**Dean and Murl Dodds**  
Algona, Iowa

**Crops:** Corn, soybeans  
**Acreage:** 2,600 plus custom farming services

### Comments

“It’s a very simple planter to set and run.”

“However you want your kernels spaced, that’s how they’re going to be. The seed spacing is right on the money.”

“They have the folding and unfolding perfected.”

“I plant about 7 mph, and wouldn’t hesitate to plant at 8. I have that much confidence in this planter.”

“These row units will plant in any conditions we have.”

“Our Case IH dealer has been very good to us. That’s another reason why we’ve stayed with the Case IH planter.”

For the past several planting seasons, Dean Dodds and his son, Murl, of Algona, Iowa, knew they needed to upgrade their planter. Longtime users of Case IH Cyclo Air planters, their 24-row 955 Cyclo Air planter delivered the capacity they needed to cover 2,600 acres of their own ground plus nearly that much more in custom planting. And the Early Riser row units are unmatched in their ability to produce an ideal seed environment.

But the metering system – innovative when it was introduced in the 1960s – lacks the precision that today’s costly corn hybrids need to deliver their full yield potential.

The Dodds were aware of a solution: the Case IH 1200 Series planter, which replaced the old Cyclo Air. In many independent tests, its ASM meter has set new industry standards for population accuracy and its ability to handle a variety of seed sizes without changing plates. But its many configurations didn’t include the 24-row version that works well for Dodds’ operation.

That was their dilemma . . . they wanted to stay with the brand and the dealer support that has been so strong for them, but they clearly needed a high-precision 24-row planter.

Their problem was solved last year when their Case IH dealer told them a bigger planter had been added to the 1200 Series line.

“When we learned Case IH was coming out with this 24-row planter, that took the question out of it for us. Based on our ex-

perience with the Case IH planters and our Case IH dealer, there was no question we’d get the new planter,” Dean says.

The combination of the proven Early Riser row units, the high-capacity bulk fill system and the ASM metering system in an easy-to-transport front-fold configuration was exactly what they wanted. They placed their order for the 24-row Early Riser 1250 planter last summer.

But Dean had some hesitation about the new planter’s management system controlled by the AFS Pro 600 display. “I’m not a computer person,” he says. “I was quite concerned, really, about learning how to run this.”

He and Murl attended a class for new planter owners at the Case IH training center in Nevada, Iowa, which helped, as did a special seminar held at his local Case IH dealership. But it wasn’t until Dean began working with the monitor in the field that he started feeling comfortable.

“The instructors said, ‘Just do what the monitor tells you to do,’ and they’re right,” he says.

With nearly 1,900 acres of experience with the new planter when *Canadian Farming* visited, Dean handles it smoothly and effortlessly. “Simple” and “easy” are two words he frequently uses to describe the planter and the monitor.

“Watch,” he says, as he taps the screen a couple of times with his finger. “I just

The Dodds plant at about 7 mph. The planter’s GPS-linked AFS Pro 600 monitor provides detailed planting performance information.





**Dean Dodds and his son, Murl, see greatly improved planting accuracy with their 24-row Early Riser 1250 planter. The front-folding planter transports on the road within the width of the tractor duals; twin seed hoppers hold 120 bushels of seed corn.**



changed the seed population from 34,000 to 33,000. It's that easy."

The AFS Pro 600 display provides information and touch-screen control of virtually all aspects of the planter's functions. When linked to a GPS antenna, it displays a map of planting progress, which can show that all areas have been planted before you leave the field. That's especially helpful in irregular-shaped fields, or if you're shut down by weather and return to the field a few days later.

All planting data, including field name and corn variety, can be transferred to a computer for further record keeping and analysis. Dodds have been using site-specific yield maps with their combine's AFS yield monitor, and see this planting information as the next step in improving overall management.

In fact, they'll move the AFS Pro 600 display into their combine this fall. With field and variety information in place, they'll be able to make fast, accurate variety comparisons. "We buy a lot of seed corn from what we see on

the yield monitor," Dean notes.

For the Dodds, planting is a fast-paced operation. Dean heads to the field at maximum road speed with the planter trailing within the width of the tractor's duals. He pulls into the field, taps the monitor and watches the planter unfold in less than a minute.

With a few more taps on the monitor to start the systems, and a few clicks on the tractor's gear selector, he's moving through the field at 7 mph with 24 rows of corn planted behind him. He says his 215-PTO-hp Case IH MX255 Magnum tractor is a good match for the big planter in lighter soils, he'd recommend a bit more power for planting in heavier soils or tougher conditions.

The planter's twin hoppers hold 60 bushels each of corn. He uses a bulk bin system so he reloads with the equivalent of 50 bags per refill. During a good day of planting, he counts on covering 400 acres, which only takes two or three refills.

From their first few days in the field, the Dodds recognized the accuracy of the ASM meter. "All the information we're see-

ing from agronomists tells us that uniform seed spacing makes a difference, and that's what we're getting with this planter," Dean says. "The kernels are spaced exactly how we want them. The population control is excellent, too. If we want to plant 34,000 seeds per acre, that's what it plants."

Another benefit they're seeing is the total information and control from the AFS Pro 600 display. Beyond the simplicity and convenience, Dean says it adds confidence by letting him know exactly what's taking place at all times, and providing detailed information when problems occur. Among the screens he watches most often are the ones showing seed calibration, seed tank vacuum and seed delivery air pressure. With a lot of small fields to manage, he also frequently refers to the displays showing the farm name and acres planted.

While the monitoring and metering systems are dramatically improved from the Dodds' previous planter, the ground-engaging aspects of the Early Riser row units are familiar, which they like. Most of their corn is planted into mulch till conditions, but one landowner has no-till ground. "We can go into any conditions and plant. Maybe we'll let the depth down a notch if we need to. That's it. It just works, and does an exceptionally good job," Dean says.

The 24-row Early Riser 1250 planter gives the Dodds a valuable combination of the time-honored Early Riser planting units for a seed environment that encourages prompt, even germination, and the highly accurate seed rate and seed in-row spacing performance that gives each plant the room it needs for maximum growth. It's assembled in a simple, familiar robust design that's controlled by state-of-the-art technology.

"We needed a more precise planter, and I'm glad we got this one. I think it's going to be a tremendously good planter," Dean says. ■





# SHARPER DISK BLADES

## New disk blades are designed to slice tough corn and bean stalks

New genetically engineered corn and soybean varieties stand stronger, resisting lodging, and are better all-around performers in the field. They're also tough and hard to cut.

Traditional disk harrow blades are struggling to cleanly slice these new types of crop residues, especially in damp or high residue conditions.

This comes at a time when more growers need effective residue management for consistent planting and seeding in min-till conditions. A trend to more corn-on-corn adds to the residue management challenges.

Case IH has addressed this problem with improvements to the legendary Earth Metal blades including a new Super Sharp edge.

Earth Metal blades have earned a reputation for long wear and resistance to breakage. Recent improvements in the disk blade manufacturing processes have resulted in blades that are tougher and longer lasting than previous Earth Metal blades.

Highlights from this process include:

- A new alloy steel which can be heat treated up to 52 Rc Rockwell without brittleness or loss of elasticity.
- A 2,000-ton press to stamp blades in

preparation for edging, notching, shaping and heat treating.

- Heat-treated disks are water-quenched while firmly locked in their dies. This contributes to overall blade toughness and durability. This process produces a blade with less wobble, ensuring proper fit of the disk scraper to the disk blade.

The blades are finished with the new Super Sharp edge treatment that's as much as five times sharper than conventional disk blades.

This Super Sharp edge is applied to blades that already have good cutting

Earth Metal blades with the Super Sharp edge are now standard on all Case IH tandem disks for effective management of Bt corn stalks and other tough-stemmed crop residues.



Using the EdgeCare sharpening machine, Case IH dealers can sharpen the Super Sharp edge without reducing blade diameter. The sharpening process maintains factory approved levels of hardness and ductility.

performance. The crimp-center shallow-concavity design of previous Earth Metal blades continues. These blades pull easier, compared to full concavity blades, and have a steeper vertical cutting angle for improved soil penetration with the same weight.

With the Super Sharp edge, these performance qualities are improved.

Like previous versions, these new Earth Metal Super Sharp blades are self-sharpening. However, to restore the high level of sharpness required by the toughest crops, Case IH dealers can sharpen them with the new EdgeCare sharpening machine. The EdgeCare sharpening tool can sharpen Earth Metal blades without reducing blade diameter.

Regardless of whether or not they are sharpened, these new blades will last longer before needing replacement. The reason: The diameter on all 26-, 28- and 32-inch blades has been increased by 1/2-inch to provide more material in the critical 2- to 3-inch wear zone. If you're running a 28-inch blade that you normally replace when it wears to 25 inches in diameter, you'll get 17 percent longer life before you reach that point. ■





# MAKING THE MOST OF A 'GOOD YEAR'

Occasionally a good year happens, when markets, weather and good luck come together to give you more income than you anticipated, even by your most optimistic projections.

Then what do you do? How do you maximize the value of a high income year, especially if you're not sure you'll have this level of income next year?

The first thing Terry Betker suggests is to identify exactly where your income came from. Based in Winnipeg, he's a partner and director of practice development for agriculture at Meyers Norris Penny, a chartered accountancy and advisory firm, and farmed previously.

"Did you receive CAIS payments from previous years?" he asks. Income not directly related to current year performance can have you thinking you earned more from farming than you actually did.

Similarly, Betker says to consider whether your higher income came from improved production that could be repeatable in future years, or is the result of high market prices which may be less predictable.

Answering both these questions will help you determine how confident you can be about forecasting income for the next few years, which can impact your current decisions.

Is your "good year" mostly sitting in crop inventory? Especially if market conditions are unclear or don't portend significant rises, Betker suggests converting it to cash sooner rather than later. "Something could happen elsewhere in the world and your inventory could quickly drop dramatically in value," he says.

So with your income identified and turned into cash or otherwise protected against downturns, it's time to pay off the highest interest loans, right?

Here's where you and your accountant should huddle. Logic favors reducing the highest interest rate debt first, but Betker suggests paying down whatever debt is consuming the most cash, regardless of interest rate. "If crop prices come back down, you want your cash flow to be as strong as possible," he says.

No matter what pay-down approach you take, above-average income presents an ideal opportunity to get your balance sheet in line and presents the opportunity for new investments.

Robert Craven, Director of the Center for Farm Financial Management at the University of Minnesota says that along with reducing overall debt, you should evaluate your overall farming capabilities, including equipment needs.

"If you've been conservative on equipment replacement, this is a good opportunity to look at necessary upgrades if you have the money on hand," he says.

Betker is more comfortable recommending purchases such as farm equipment that have shorter-term payment schedules rather than land purchases with loan payments stretched out 20 years or more, especially if you're basing repayment performance on current strong grain prices.

Craven encourages farmers to be analytical, rather than emotional, about land purchases. "Historically, rates of return on farmland aren't very high," he says. "In Minnesota, in 2006, we saw an overall 9.6% rate of return. That crept up from 8.1% in 2004. You can't borrow money at 9% and expect the leverage to work in your favor."

Another investment option is a capital cash reserve which Betker says businesses

frequently carry. "It's a cash account available to stabilize a business through cycles of profitability. It's something farmers could consider rather than restructuring debt, where you're using equity as your capital reserve," he says.

You may want to fund a retirement RSP account. Betker notes that farmers may have a lot of catch-up eligibility if they have not contributed in past years.

Funding succession plans is still another option, either by helping a younger family member get established, or to begin distributing shares as part of a planned transition process.

Bigger incomes mean bigger tax issues. Betker says one common way to reduce taxable income – prepaying for next year's inputs – can also help guard against potentially higher prices and help assure availability.

If you're not incorporated, now could be a good time to consider doing so, Betker says. "I'd suggest talking with a tax specialist. They can help you identify some of the more advanced tax management strategies."

What about paying off all debt? Comforting as it may sound, Betker says to first revisit your balance sheet. "If you're only 30 percent leveraged and it's nicely structured between long term and short term, and you're out-earning the cost of capital, from a business perspective, don't pay it off," he says.

Of course, there's more to money than business. Craven recommends investing in personal enrichment for you and your family. "Take an executive management workshop. Take a nice vacation. Do something you enjoy. It might not help from a tax perspective, but it can help you," he says. ■

## Evaluate your overall farming capabilities.

***This article was developed in cooperation with CNH Capital. CNH Capital provides a comprehensive range of services, including wholesale and retail financing, leasing, insurance, asset management, and revolving lines of credit, for the global marketplace. Building on nearly 50 years' experience in the equipment finance industry, CNH Capital is helping Case IH dealers and well over half a million customers throughout North America, Latin America, Europe and Australia.***



**Good  
time-management  
skills are an  
advantage for  
those who  
demand more.**

# Succession planning

## Like a lot of things in farming, succession planning isn't what it used to be

Farm succession planning used to be so simple. Everything went to the boys, and hopefully they'd get along. No sons? Then it was up to at least one of the daughters to marry a good farm boy so the operation could be passed on to them. And retirement was simple for dad: He kept showing up everyday to run things.

Like a lot of things in farming, succession planning isn't what it used to be. Certainly, this logical progression of passing the operation onto the next generation has worked. The opportunity for families to work together while building for the next generation is a core appeal of farming.

But increasingly, handing the operation over to the next generation is more complicated because "the operation" and the "next generation" may not fit the classic mold that made transition simple.

For example, the operation may not have the size needed to support several families, or larger operations may involve partners not related by family. Sons and daughters may have little interest in the farm, and extended families may enter into the equation.

Add to this the bottomless list of complex succession planning strategies, and it's enough to make you want to avoid the topic altogether. But you can't. Even the most basic succession planning will save

your heirs stress and money when the time comes.

Recognizing that succession planning articles quickly become complicated and detailed to address specific situations, *Canadian Farming* has taken a different tact.

We've identified several farm scenarios with elements common to many operations. Then we asked people with special insight on estate and succession planning for their comments. Our scenarios include the primary operator being in his early 50s who is running a viable farm business but whose management efforts have focused on establishing the current business without regard to succession.

No matter what type of farm business, the experts say you need to have a basic vision of what you want to take place before you take specific actions.

"Do you want the farm to continue? Do you want to retire from the farm or continue working around the place? How much of your retirement income must come from the farm?" asks Mike Duffy, Iowa State University Extension farm management specialist and Director of the Iowa State Beginning Farmer Center. "Before anything can be done, people have to come to grip with their values and their goals."

"There needs to be an open discussion about what all parties want to see based on their goals," says Peter Coughler, succes-

### OUR PANEL



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Succession Planning and  
Business Agreements  
Program Lead  
Ontario Ministry of Agriculture,  
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Brighton, Ontario



#### **Mike Duffy**

Professor, Agricultural  
Economics  
Director, Beginning  
Farmer Center  
Iowa State University  
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#### **Dave Baker**

Farm Transition Specialist  
Beginning Farmer Center  
Iowa State University  
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sion planning and business agreements program lead for the Ontario Ministry of Agriculture, Food and Rural Affairs. "This helps establish a vision of where the operation is headed. If everyone can agree on the general direction, the succession plan process can move ahead."

Succession planning is a process, not an event. It takes time and effort to develop goals and come to a consensus. "Communication is critical in all of this – even small misunderstandings, when mixed with inadequate communication strategies, can have detrimental impacts upon the process," Coughler says. "Of course, the financial viability of the farm business comes into play because if the business is not profitable, at least in the long-run, then succession is a challenge."

Dave Baker, farm transition specialist at the Beginning Farmer

Center at Iowa State University, offers a unique perspective in farm succession planning. Not only does he deal with the subject every day, he has been actively farming for 30 years and has come through the process of buying out an individual who retired and left the farm at age 62.

"All farm succession scenarios have basic business needs, but most needs and issues start with the human element," Baker says. "Solving the farm succession crisis must start with dealing with human emotions."

We asked these experts for broad-stroke input that everyone who is or will be facing succession issues can benefit from.



### SCENARIO: CASH GRAIN FARMER

- ✓ 600 acres owned; 2,000 acres farmed total
- ✓ Owned inventory of current equipment
- ✓ Potential heirs:
  - Son interested in operation
  - Two daughters:
    - One off-farm working. Return to farm not likely.
    - One in high school; career interests not determined.

### Observations:

**Duffy:** The son wants to farm, but if the parents want to bring him in now, they will need more income. So there are two major issues: one is how to ensure there will be enough income for two families and still maintain a retirement income for the parents; the second is dividing the estate.

Let's look at income first. Expansion is one strategy, but they need to maintain current income because the father isn't old enough to retire.

Another option is for the son to work off

the farm to gain income. He can help on the home farm, start his own operation with rented land using the father's equipment, or enter some sort of equipment share arrangement.

A third option is to consider adding a livestock operation. The son can add value from his labor. The bottom line is for the son to start working his way into the operation.

Regarding dividing the estate, the biggest part will be the land. If the land is divided equally among the three children, the odds are that the farm as it exists today will not continue. This gets into the issues of fairness versus economic reality that families have to address for themselves.

There are several options available but now is the time to start estate planning. Again, have a vision for what you want to see happen to the farm.

**Coughler:** With three children and at least one, the son, interested in the farm business, there needs to be initial discussions among family members about their goals and what they would like to see happen with the farm business in the future. This may be very revealing about career directions and expectations related to the business.

Certainly, if the son would like to farm, the question of whether he gets along with other family members, especially the current management team, needs to be addressed. A temporary business arrangement to test the working relationships and to see if he really does want to farm is something to consider.

The son's management skills must be evaluated. Is there a development plan for him to refine his management knowledge and skills? This could include formal training, mentoring, business sharing arrangements and even off-farm employment. Off-farm employment can provide opportunities for the development of new skills, which can be useful back

in the family farm business, in addition to more income.

Income and farm profitability is always an issue. Can the current operation be modified or expanded to generate more income to support additional family members? What are options to bring in additional income?

Lifestyle expectations also come into play in these discussions. Differences between generations can create tension and disagreements, so there needs to be an understanding reached. This is a good time to start discussing these issues and move ahead with some planning.

**Baker:** Income from a 2,000-acre farm can be adequate for two families or a first generation and son. One of the issues to face will be the seasonal demand on labor and management for a crop farm.

Off-farm income is recommended for the son to generate additional income and to teach him business skills from other styles of management. The desire and ability to mentor the next generation is critical to succession. Every effort should be made to treat son and daughter fairly, and to assist nonfarming heirs in pursuing his or her career (i.e., college tuition, business capital, encouragement).

Farm business assets could be placed in an LLC to allow for management by farming heirs while allowing for nonvoting shares going to nonfarming heirs. This will allow the farm business to continue without conflict between siblings and the business can continue to generate income for future heirs. Machinery sharing agreements, buyouts and per acre rents are acceptable. Life insurance on the first generation paid by the farming heir allows buyout of nonfarming siblings to ensure the business assets stay intact. Expansion into livestock is questionable without having experienced mentors and or a second generation that is interested in livestock.



### SCENARIO: DAIRY FARMER

- ✓ 400 cows milked, 200 acres owned (corn, pasture)
- ✓ Updated efficient dairy, several full-time employees (labor)
- ✓ Potential heirs:
  - Daughter completing animal science degree; interested in returning
  - Son, continues to make bad lifestyle choices; works occasionally on farm
  - Nephew, employed on farm; has assumed good management role

### Observations:

**Duffy:** A decision will have to be made with respect to the son and the nephew. It might be best to set up the estate so that the son gets something other than the farm. Then, if the bad choices continue, at least they won't affect the continuation of

the farm.

Another decision must be made regarding the daughter and the nephew. Is there expectation of the nephew being part of the farm's future? This should be a family discussion, and he should be part of the estate plan, if that's the decision.

The transition with the daughter should follow a more or less specified path. There should be a testing stage to make sure everyone can work together, and a commitment stage where the daughter would start making her own contributions of property and vesting her interest in the business. Then as the three parties begin working together, the father could eventually withdraw from the business.

This is a complex operation. It's possible for there to be a good division of labor and management. There are employees to manage, animals to care for, and crops. Each of the partners could contribute in their area of specialty.

**Coughler:** This appears to be a fairly sophisticated business. However, there's still a need to clarify everyone's roles and responsibilities. And, a discussion of everyone's goals will help to frame the future direction of the operation.

A decision will be needed regarding the son. He might need to consider other opportunities. An estate plan might be developed so he will get a piece of the estate rather than being involved in the farm business.

It's possible to look at this dairy farm scenario relative to the transfer of manage-

ment and ownership. Decisions will be needed related to the management role of the daughter in the operation and where this fits with the nephew. If the daughter and nephew are to work together, do they get along with each other?

Management abilities will also be a consideration in everyone's roles. What skills and knowledge does the nephew bring to the operation? How about the daughter? If both are to be involved in the operation, successor development plans should be developed to help refine their skills and knowledge. In time, a process for the transfer of management responsibilities will need to be developed.

There is an opportunity to have a role in the farm business for both generations with their specializations, but a clear understanding of roles and responsibilities will be needed.

**Baker:** An efficient 400-cow dairy can support two families, but the management ability of second generation is critical to operating it. A buyout over time can be set up quite easily by splitting the milk check with the daughter and the nephew.

If the irresponsible son does not show good decision skills for his personal affairs, I would not trust him with any portion of the business. The next generation must have respect for first generation and what they have built.

Communication between all stakeholders is critical. Acceptance and congruency of each other and their respective goals is critical. Rent on land and facilities should cover the parents' retirement needs.



### SCENARIO: GENERAL FARMING/ PRODUCE OPERATION

- ✓ 400 acres owned, 3,000 acres farmed total
- ✓ Onions, potatoes, fresh market produce
- ✓ Cooler, with one full-time salesperson
- ✓ Complete fleet of crop production equipment
- ✓ Incorporated with three principals, not related by family

### Observations:

**Duffy:** Communication among the three principals is key here, for deciding how to continue the business. This is a situation where you can bring a person in to take over your part of the business, or help someone get started on their own using your knowledge, expertise and equipment.

**Coughler:** Business success and the

continuation of this operation will revolve around good business practices, a clear understanding of everyone's roles and responsibilities, and ongoing discussions and open communications.

This is a business arrangement and as such a strong shareholder's agreement would be a good business tool. It would clearly articulate how various scenarios and contingen-

cies would be handled. This would address roles and responsibilities; how to bring in another principal/shareholder; the valuation process; the transfer of shares; retirement and/or withdrawal of a shareholder; death of a shareholder; disability of a shareholder; option to purchase and buying out one of the other principals; the dispute resolution mechanism; and winding down and dissolution of the business. A number of business issues can be clarified by developing a shareholder's agreement upfront.

**Baker:** Business ownership and management must be documented and display legal structure. Shares can be gifted, sold and distributed as necessary to continue smooth transition of this type of enterprise. The next generation must realize the importance to continue present business strategy and slowly transform to their own style. Communication between the three primary parties is a key focus area. ■



# CASE IH NEW PRODUCTS

Case IH continually introduces new and updated equipment. Here's a look at several new products that can bring new efficiencies to your farming operation.

## NEW PULL-TYPE SPRAYERS

Case IH has expanded the leadership spray technology of its Patriot self-propelled sprayers into a new line of pull-type sprayers that are productive, rugged and easy to use.

The new SRX100, with a 1,000-gallon (3,785-liter) tank, and the SRX160, with a 1,600-gallon (6,056-liter) tank, are each available with suspended or wheeled booms in widths from 80 to 134 feet (24.4 to 40.8 meters). Perforated windscreens on the spray booms reduce drift by up to 86 percent and provide air-flow turbulence within the crop canopy to assure more uniform spray coverage.

Spray booms are supported with a center pivot parallel link suspension system that absorbs field shocks and keeps the boom level for improved accuracy. An 8-foot (2.4-meter) breakaway section provides impact protection. The booms fold forward for efficient transport.

Cart tire track widths are infinitely adjustable from 60 to 120 inches (152 to 305 centimeters) on the SRX100 and 72 to 120 inches (183 to 305 centimeters) on the SRX160. Dual tires and



New pull-type sprayers include the SRX100 with a 1,000-gallon tank (shown) and the SRX160 with a 1,600-gallon tank. Forward-folding spray booms are offered in widths from 80 to 134 feet.

fenders are available.

The sprayers are designed to be user-friendly both in operation and cleanout with features such as an easy-to-read main tank sight gauge, a forward slope to the tank for total drainage, and a 120-gallon (460-liter) clean water rinse.

The SRX sprayers are available with

an AgriCheck or SP655 monitor/controller. A variety of pump and nozzle configurations are offered, including single, double and triple nozzle bodies. Other options include two types of automatic height control systems and an optional foam marker.



Match the 13-foot RDX131 rotary disc header to WDX1902 or WDX2302 windrowers.

## A NEW SMALLER HEADER FOR HIGH-HUMIDITY HAY MAKING

Windrows having a thinner crop mat dry faster. And when the humidity's high, as it often is during the summer months in the Eastern states and provinces, anything that can speed hay drydown helps hay producers.

That's the logic behind the new Case IH RDX131 rotary disc header which can be matched with the Case IH WDX1902 and WDX2302 windrowers.

Its 13-foot-wide (4.96-meter) cut lays a less-dense windrow compared to wider headers. Faster drydown produces a higher quality

hay crop. And, its smaller width makes it easier to manage in small fields and when traveling on narrow roads and bridges.

Rotary disc headers are a good choice for heavy tangled crops and where field obstructions such as rodent mounds exist. Other Case IH rotary disc headers include the RDX181 with an 18-foot (5.48-meter) cutting width and the RDX161 with a 15-foot 5-inch (4.7-meter) cutting width. All feature a modular cutterbed and independent disc modules for reliability and ease of service.

## NEW PLANTERS FOR SPECIALTY CROPS

Two new versions of the Case IH Early Riser 1200 Series planter have been developed to provide industry leading planting accuracy to cotton, row-crop and specialty crop growers.

These six-row mounted planters are offered in a wide-row configuration, with 36-, 38- or 40-inch (9.14-, 9.65- or 10.16-centimeter) row spacings which continue to be favored by many cotton growers and specialty crop producers. A narrow-row version, at 30 inches

(7.62 centimeters), meets the planting requirements for traditional row crops.

Both models use two proven Case IH planting technologies: the Early Riser row unit and the Advanced Seed Meter (ASM) system. The Early Riser row unit provides an ideal seed environment; the ASM system delivers

**The accuracy of the Early Riser 1200 Series planter is now available in a six-row wide-row mounted configuration.**



highly accurate seed populations and handles a wide range of seed sizes without changing seed discs or vacuum settings.

## NEW, MORE EFFICIENT AIR HOE DRILLS



**New ATX Series air hoe drills deliver improved depth control over rolling terrain and a wide range of options for efficient seed and fertilizer delivery.**

Case IH has advanced the performance and productivity of its air hoe drills with two new models: the ATX700 and ATX400 Series air hoe drills. Ranging from 27 to 70 feet (8.2 to 21.3 meters) in width, the ATX Series offers options to meet a wide range of seeding conditions.

Choose the ATX700 for exceptional capacity. It's offered in 60- and 70-foot (18.3- and 21.3-meters) operating widths. The ATX400 is available in a range of working widths from 27 to 51 feet (15.5 meters).

Both ATX Series models are designed for exceptional land following capabilities and seed placement accuracy. Frame sec-

tions and wings are designed to "flex and follow," maintaining precise opener depth. Key flex points are protected with high-quality chrome pins, nongreasing polyurethane bushings, polyurethane pads and barrel bolts. On the ATX400, a parallel linkage between the front casters and the rear press wheels keeps the frame level.

Select from a wide range of trips, openers and press wheels to meet specific conditions. Choices include Stealth openers for single-shoot, double-shoot, side band and paired row applications plus C-shank or vertical edge-on openers to place seed and fertilizer exactly where you want it in any type of surface residue coverage.

"Split row" shank configurations, vertical clearance up to 32 inches (81.2 centimeters) and ample depth between shank rows allow for excellent residue flow and a smooth field finish.

The variable packing pressure of the ATX700 lets you adjust pressures to field conditions; on-row packing of the ATX400 encourages fast, even germination.

Match the ATX400 or ATX700 to any of the four models of Case IH ADX Series air cart. Two- and three-compartment models range from 180 to 430 bushels of seed capacity. Or carry seed plus fertilizer or granular products for single- or double-shoot applications.

### Learn more in person or online

See your Case IH dealer for more details on how Case IH equipment can help you be a more efficient producer. You can also find more information and specifications at [www.caseih.com](http://www.caseih.com).



# AN IMPROVED LIGHTBAR

**New EZ-Guide 500 offers bigger color display, greater accuracy**

You'd think the automated integrated guidance systems that provide the within-an-inch accurate hands-off steering would have pushed the simple little lightbar well into the shadows of technology.

Far from it. The lightbar – which uses GPS signals to illuminate LEDs that tell you which way to steer to stay on path – has enjoyed continual evolution in technology and capabilities. It's kept its advantage of low cost and ease of use, yet has new features that make it an integral part of site-specific farming systems, in addition to being a welcomed steering aid.

The EZ-Guide 500 is the newest generation of the lightbar. It enhances the basic LED guidance indicators with a large color display and the ability to provide the same within-an-inch accuracy of the most sophisticated systems.

The 7-inch diagonal color screen – a first for this type of lightbar – is easier to read compared to smaller gray scale screens. That's good, because it offers new levels of on-screen mapping and

other visual reference information.

Choose overhead or perspective views to see your position in the field and where you've been. Zoom-in/zoom-out control helps you identify any skips or overlaps and includes "where applied" mapping capability.

## Upgradeable accuracy

The EZ-Guide 500 can be upgraded to higher levels of accuracy. Its dual-frequency GPS receiver is built in, so you can purchase higher accuracy signals without purchasing an external receiver. Choose from WAAS, OmniSTAR XP, OmniSTAR HP or RTK signals.

Accuracy ranges from 6 to 8 inches with WAAS to 1 inch with RTK. Of course, this is the accuracy level displayed by the lightbar. It's up to your hands on the steering wheel to deliver that level of accuracy to the ground . . . unless you match the EZ-Guide 500 with the EZ-Steer assisted steering system. EZ-Steer uses a motorized foam rubber-coated wheel pressing against the steering wheel to physically steer the tractor, combine, windrower, sprayer or most any other farm vehicle equipped with a steering wheel.

The EZ Guide 500 can also drive the Trimble AgGPS Autopilot integrated steering system.

While the RTK accuracy can be suitable for row-crop applications including spray-

ing and harvesting, fully integrated automated steering systems such as the Trimble AgGPS Autopilot or Case IH AFS AccuGuide are recommended for highly accurate and repeatable tasks such as strip-till and row-crop planting.

You manage the EZ-Guide 500 using large function and control buttons. Text appears at the bottom of the screen to provide tips and prompts.

From the beginning, farmers have embraced lightbars for their low cost, simple operation and accuracy. With them, tasks such as pulling wide tillage tools became easier and more efficient. Implements such as these could be used at night as efficiently as in daylight. The ability to transfer the lightbar among vehicles is another advantage of these guidance systems.

Now, with higher levels of accuracy, improved visual displays and downloadable coverage maps, the EZ-Guide 500 showcases the latest technology offered by lightbars. Especially when matched with the EZ-Steer assisted steering system or the integrated AgGPS Autopilot system, the EZ-Guide 500 can improve the accuracy and productivity of field operations including tillage, fertilizer and anhydrous ammonia applications, seeding, spraying hay operations and combine harvesting.

Contact your Case IH dealer for more information on the Case IH EZ-Guide 500 and the complete line of Case IH guidance products. ■



**Choose from several types of views to see your position in the field and how much ground you've covered.**



**The EZ-Guide 500 will control the EZ-Steer assisted steering system.**



# CONNECTING TO THE FUTURE

With a wireless connection in your laptop, it's possible to access schematics of equipment components at the parts locator section of [www.caseih.com](http://www.caseih.com). Here, farmers identify the fuel filter parts number and location for their STX275 Steiger tractor. With a few clicks, they can find parts numbers and schematics for any of the tractor's parts.

**Canada's a leader in Internet usage. The advantages continue to grow.**

Remember when the Internet was a new concept? All the promises of instant communication and access to nearly unlimited amounts of information seemed hard to imagine.

Now, for many of us, the Internet and e-mail are an integral part of our daily lives. We turn to the Internet for current weather, market and news. We check e-mail for notes from friends and family. And increasingly, we're ordering goods, paying bills, and generally making our farm businesses run more smoothly.

Thanks to a variety of government initiatives including a "connectedness agenda," Canadians enjoy a high level of Internet access and significantly, high-speed broadband access. A 2005 survey by the Organisation for Economic Co-operation and Development ranked Canada broadband subscribers at 21 per 100 inhabitants. That compares to 16.8 subscribers per 100 inhabitants in the United

States and 13.8 per 100 in Australia, for example. Note that in Canada, broadband is defined as speeds in excess of 64Kbps, a lower threshold than in other countries, which partially accounts for Canada's high broadband penetration rate.

Regardless of how you define it, the broadband advantage is significant. Compared to dial-up connections, broadband lets large content-rich files download in seconds, rather than minutes. As a user, you won't let impatience overcome the benefits of accessing large files.

While Canada's overall Internet usage numbers are high (the national average of Internet use was pegged at 68 percent in 2005, according to Statistics Canada's Internet Use Survey), rural areas lag. The survey found that only 58 percent of residents living in small towns or rural areas accessed the web.

That number includes a population that tends to be older with lower household in-





comes compared to urban areas. People with university degrees are nearly three times more likely to have Internet access at home compared to those lacking a high school degree. As you'd expect, younger people are more active Internet users than older people, although even the 55 to 64 year old age group rates at 50 percent for Internet use.

A 2006 *Canadian Farming* survey identified very similar results. In it, 59.5 percent of the respondents say they can access the Internet from their home or farm office.

### More information, more transactional

As the Internet evolves (remember it was only in the mid-1990s when it began to gain traction with consumers), its content is becoming more information

based and transactional. More than half of Canadians surveyed report doing electronic banking and bill paying (58 and 55 percent, respectively) online. In fact, Canada is a world leader in Internet adoption, time spent online, and electronic banking and bill payment.

At Case IH, the expansion of its website ([www.caseih.com](http://www.caseih.com)) and Internet capabilities include the development of an online parts locator function. By entering the model number of a late-model Case IH machine, you can find parts numbers and detailed schematics showing the part in relation to other parts that comprise the component.

You can print the parts list to have in-hand at your Case IH dealership for accurate parts ordering, or print the schematic as a reference piece if you are performing the service or repairs. With a wireless Internet connection in a laptop computer, it's even possible to be online with the parts locator in the field to help identify components.

Another service on the Case IH website is two types of used equipment locator services. One, called Used Equipment Locator, lets you search used equipment for sale by Case IH dealers. Another, [eqpower.com](http://eqpower.com), offers more capabilities including showing equipment offered through CNH Capital as well as dealers, and the ability to calculate loan payments and submit credit applications.

It's services like these joining the well-established weather and market services plus a wide range of government, university and commercial agricultural new sources that will continually make Internet access a more valuable component of farming in Canada.

If you have Internet access, make a point to regularly visit ag-related sites. You'll find they are constantly being updated and enriched. If you're not yet on broadband, check into getting it. You'll welcome the upgrade in speed.

And if you are among those farmers who don't yet have a computer with Internet access, go ahead and take the plunge. Computers and the Internet are continually getting easier to use, and the world's information is literally at your fingertips. ■

## RICH INFORMATION AWAITS INTERNET USERS

Companies and organizations are continually adding new levels of content to their sites to help you be a more informed consumer. And, all signs point to more interactive business taking place over the Internet.

Case IH is among those companies that continually enriches its Internet site. As you'd expect, you'll find descriptions and specifications of current equipment at [www.caseih.com](http://www.caseih.com). But there's a lot more available. Here's a sample:

- Configure and price new equipment on Machine Builder.
- See a detailed comparison of Case IH Steiger and John Deere 9020 Series tractors at AdvantageCaseIH.
- View online tutorials about using new products such as the AFS Pro 600 monitor.
- See demonstrations of unique equipment features such as Turn Assist available on Maxxum tractors.
- View the latest Case IH news releases.
- Apply for credit through CNH Capital.
- Search for used equipment through the Used Equipment Locator and [eqpower.com](http://eqpower.com).
- Hear podcasts such as the Turning Tech to Profit series.
- Search for part number and view part schematics which can be printed for reference.
- Order Operators manuals, Repair manuals and Parts catalogs.



Visit Case IH on the World Wide Web at [www.caseih.com](http://www.caseih.com).



Kristin Gall, left, describes finding and restoring his late grandfather's Farmall 1206 to Case IH Vice President Jim Walker on stage at the 2007 Case IH dealer meeting in Orlando, Florida.

Case IH dealers view Kristin Gall's Farmall 1206 following his presentation. The restoration included the AM radio sold as an accessory through International Harvester dealers.

## AN AMAZING JOURNEY

Kristin Gall's journey to find and restore one special tractor started a chain of events that put him on the front page of a national newspaper and on stage in front of more than 1,000 Case IH dealers.

Gall, a farmer from Ethel, Missouri, remembered the International Farmall 1206 that his grandfather, Leonard Gall, bought used in 1973. When Gall found his late grandfather's notebook with maintenance records and the serial number of the Farmall 1206, he recalled being around the tractor as a kid and sitting on it at night, listening to its AM radio.

With the serial number, Gall realized there was the chance he could find that original tractor. "It would be like getting a member of the family back," he says.

Through conversations with area farmers who recalled Gall's grandfather and his tractor, the trail led to

a salvage yard in Iowa. There, Gall located the Farmall 1206 tractor. It was in scrap condition, but in Gall's eyes, the 1206 he remembered from his grandfather's farm shone through.

He bought it for \$1,000 in 2003, and bought another old Farmall 1206 to use as a donor tractor for the restoration. Over the next year, he turned the pile of old iron into a beautifully restored Farmall 1206, and then wrote about his experience in *Red Power Magazine*, a magazine for IH Collectors and Enthusiasts.

And the story might have ended there had a reporter for the *Wall Street Journal* not learned of Gall's efforts and thought it would make a good story for the newspaper's occasional human interest pieces. The article on Gall's tractor appeared on the front page of the 2.1-million circulation newspaper on January 3, 2007.

The story caught the attention of

Case IH executives who were planning the company's annual dealer meeting. They felt that Gall's effort to reconnect with a tractor was a wonderful illustration of the tradition and heritage that Case IH recognizes as an important link between the company and its customers.

Case IH invited Gall and his wife, Marta, to be its guests at the February dealer meeting in Orlando, Florida, and shipped his tractor there to be part of the display. During the meeting, Gall addressed the dealers about his experience with the tractor in an on-stage discussion with Case IH Vice President Jim Walker. Off-stage, he met with other Case IH executives and explained to them how much International Harvester heritage meant to farmers.

"I talked with them about things we'd like to see, and the things that I thought were on the right track," Gall says.

"This trip was pretty much a dream come true for an ol' farmer like me," Gall continues. "I left Florida happier about Case IH's future than I have ever been, and I want to thank Case IH for this opportunity of a lifetime."



## CASE IH REPS GET NEW RED E85-READY TRUCKS

In a move to boost Case IH visibility and to join the growing ranks of ethanol-based E85 users, Case IH is establishing a fleet of new trucks for its field representatives.

Case IH territory sales managers, technical managers and product specialists will be driving bright red flex fuel Ford F150 pickup trucks that can use E85 – which is 85% ethanol and 15% regular unleaded gasoline, or regular unleaded gasoline.

Ken McCauley, president of the National Corn Growers Association, welcomes the move.

"Case IH is a vital part of agriculture, and this shows that company's commitment to helping us move ahead into the future," he says. "Corn growers and ethanol are the big winners in Case IH's announcement to buy flex fuel vehicles for its entire fleet."

In 2006, there were nearly 1,200 fuel stations offering E85 fuel, with the number expected to nearly double over the next year.

Case IH has also expanded its recommendation for soybean-based biodiesel. Every engine that powers Case IH equipment is approved for B5 biodiesel blends. Blends up to B20 are approved for more than 90 percent of all models sold in North America and Europe.



**E85-ready red Ford F150 pickups for Case IH field representatives help drive demand for ethanol-based fuel and "spreads the red."**

## AUTOLUBE SYSTEM offered on new Axial-Flow combines

An automatic lubrication system is available as an option on 2007 model year 2577 and 2588 Series Case IH Axial-Flow combines.

Made by Lincoln, a world leader in lubrication pumping equipment, the system meters small amounts of grease to bearings and critical wear surfaces while the combine is running. This keeps components lubricated and maintains a grease seal to block chaff and other crop contaminants from lubricated areas.

By eliminating the need for most manual lubrication, the system improves harvest productivity by reducing daily maintenance. And, it reduces the chances of a bearing failing from lack of lubrication.

## WATERCOLOR PAINTING COMMEMORATES AXIAL-FLOW 30TH ANNIVERSARY

An original watercolor painting commemorates 30 years of Axial-Flow combine harvesting heritage. Case IH commissioned award-winning Wisconsin artist Tom Nachreiner to capture the legacy of Case IH harvesting equipment.

The 20- by 24-inch print depicts a current model Axial-Flow combine and an owner. In the background, images include the reaper invented by Cyrus McCormick and demonstrated in 1831 as the world's first mechanical grain harvester, and a 1400

Series combine which was the first Axial-Flow combine model introduced in 1977.

The print is available in a special limited edition, signed and number by the artist, for \$99.99; an unsigned version is available for \$49.99. Prints may be ordered through your Case IH dealer or by calling (262) 636-7540 and requesting the Axial-Flow print.

Orders can also be placed online at [www.rotaryleadership.caseih.com](http://www.rotaryleadership.caseih.com). Click on the "Merchandise" link.



### CASE IH SPONSORS TECH-FOCUSED PODCASTS



Look for the "Turning to Tech" logo to access a podcast on either the Case IH or Farm Progress Publication website.

The Case IH-sponsored "Turning Tech to Profit" series of articles produced by Farm Progress Publications are now available as podcasts through [www.caseih.com](http://www.caseih.com) or at [www.farmprogress.com](http://www.farmprogress.com).

The series shares insights on how new farming technology can improve productivity. Featured guests include university and Extension specialists.

There's a series of four podcasts independently produced by Farm Progress editors; revisit the Case IH or Farm Progress websites to hear the newest feature.

### WHAT HAVE AXIAL-FLOW COMBINES MEANT TO YOU? SHARE YOUR THOUGHTS.

The Axial-Flow combine ranks as one of the milestones in farm equipment history. Has it been an important part of yours? Maybe it was the first piece of equipment you bought on your own, or that marked the beginning of a partnership with a friend or family member.

Maybe its clean-grain performance prompted you to grow higher-value specialty crops, boosting your bottom line. Or maybe it was your first red product that started a lasting relationship with your Case IH dealer.

These combines have meant a lot of things to a lot of people. As part of the Axial-Flow combine 30th anniversary, Case IH invites you to share your Axial-Flow combine stories for online viewing at [www.rotaryleadership.caseih.com](http://www.rotaryleadership.caseih.com).

Submit your Axial-Flow combine experiences by e-mailing [nacustomerservice@cnh.com](mailto:nacustomerservice@cnh.com). Put "Axial-Flow Field Report" in the subject line.



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