

SUMMER 2007

CASE IH

FARM FORUM



BE MORE PRODUCTIVE

Selecting, managing and using equipment plays a key role

BIODIESEL GAINS ACCEPTANCE

Case IH expands approvals

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.

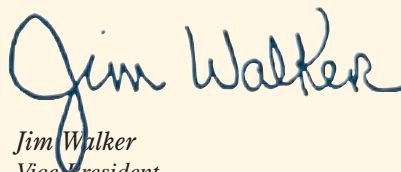
Today, the changes we're seeing in equipment are every bit as dramatic as going from a horse to a tractor. Automated guidance systems and touch-screen control of planting equipment are examples.

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**



Are 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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Ohio farmers pay attention to the details

CONSISTENTLY EFFICIENT

In farming, good consistent management usually pays off, if the weather or the markets don't throw too many curves.

Brothers Roger and Paul Kilbarger preside over a 1,900-acre cash grain operation near Thornville in southeastern Ohio that shows the results of their continual attention to details and their drive for new efficiencies.

Out of a farm family of six, Roger says he and Paul turned out to be the farmers. They started small. When Roger graduated from technical college with a mechanical engineering degree and Paul was fresh out of high school, they rented a piece of land together and bought a used tractor.

A few years later, in 1978, they bought their first piece of ground together and in 1980, formed a partnership.

When a 10-acre parcel came up for sale in 1990, the brothers saw the opportunity to replace facilities they'd been renting with their own permanent farm headquarters. Since then, they've built two large equipment buildings including one with heat and

a cement floor, more than 200,000 bushels of grain storage, and Roger's house.

The grain storage, especially, has been an asset to their operation. It has enough wet grain capacity to keep up with their combine and enough total capacity to hold nearly all their production. "We can keep the combine rolling," explains Roger's son, Ryan. "There's no waiting."

Investing in capabilities

To stay competitive, the Kilbargers continually analyze all aspects of their operation and look for ways to be more efficient. The underlying goal, Roger says, is raising more bushels. "We always go for higher yields. Volume is what's kept us alive for the past several years."

They farm a wide range of soils, although Roger says most of them tend to be lower in productivity, such as clay ground and rolling fields with thin topsoil. "We don't have the best soil in the world. It takes a higher level of management," Roger says.

The Kilbargers soil test every two years and study the recommendations of their local co-op which provides the analyses. "We're pretty conscious about what we should do, or not do, without cutting yield," Roger says. "Generally, we follow the fertility recommendations pretty closely," Ryan explains.

This typically includes fall applications of potash, starter fertilizer applied with the seed, and sidedressed nitrogen.

The Kilbargers' capabilities to analyze soils and yields got a boost when they got their first Case IH AFS site-specific yield monitor about 10 years ago. With it, they started a comprehensive site-specific farm management system including grid-based soil sampling and variable-rate fertilizer applications.

"In one field, we'd see corn yields rang-

ing from 100 to 200 bushels per acre and find four soil types," Ryan says. Relying on the maps, they have installed drainage tile installation and made focused lime and fertilizer applications.

They say the site-specific land improvements involve several years of investment, but now they're seeing the savings in input costs, and see less variability in yields.

"My goal is that someday, all these fields will be balanced in fertility and will have consistent yields," Roger says.

Their combine's yield monitor helps them evaluate corn varieties in side-by-side comparisons. The Kilbargers see value in new seed technologies, and as a rule don't plant hybrids that are more than three years old.

Recognizing that timeliness is a key component of yield, the Kilbargers run two planters. They've recently added a Case IH 1200 Series 12/23 split-row planter to complement their 12-row 30-inch 1200 Series planter. Ryan says that decision was helped by a few spring seasons when weather shut them down for a few weeks in the middle of planting.

"Having two planters helps us stay ahead of the weather. We can plant corn and beans at the same time, and doing so has boosted yields for both crops," Ryan explains. Compared to the drill they previously used, he says the 12/23 planter delivers a better stand. "We don't replant beans like we used to. It's been nice."

The Kilbargers plant into soil conditions that vary from no-till for soybeans to mulch-till for corn and rely on several types of tillage tools as needed to get the soil conditions they want. For example, if a wet fall results in compaction, they use a Case IH 730B disk-ripper to work up tight areas.

Longtime Case IH owners, the Kilbargers



Paul, Roger, Ryan and Jennifer Kilbarger.

today continue to count on a Case IH fleet. In fact, Ryan and his wife, Jennifer used their MX200 Magnum tractor plus four other MX Magnum tractors borrowed from neighbors as a backdrop for their wedding photos.

In the field, they use a Steiger STX275 Steiger four-wheel drive tractor on the 12/23 planter and their grain cart. Their MX200 Magnum tractor is matched to the corn planter and handles general tasks. An older 9280 Steiger tractor delivers ample power for their tillage work.

They've owned Axial-Flow combines since they were introduced, trading up every four years or so; this year they'll run an Axial-Flow 2577 equipped with a six-row head and a 30-foot grain platform. Its capacity is a good match for their grain hauling and drying systems.

Former users of a pull-type sprayer, they purchased an SPX3185 sprayer with a 90-foot boom to be able to spray faster and more accurately. Although they initially figured it to have a long payback period, the Kilbargers say the self-propelled sprayer has been a good addition. Paul, who handles the spraying, says they're now spraying most of their fields two or three times in a season, and the SPX3185 delivers the timeliness they want.

The Kilbargers see technology bringing more efficiencies to their operation. That's why Roger recently upgraded his computer to a wireless laptop and added a dedicated wireless high-speed broadband access line for it from his cellular provider. This lets him use the computer anywhere on the farm.

For example, in the event of an equipment breakdown, he can access the parts schematic on the Case IH website on his laptop while viewing the



Ryan Kilbarger shows his father, Roger, an online schematic of the fuel filters for their STX275 tractor. With their wireless Internet connection, they can access parts and service information at www.caseih.com on their laptop computer as they view the component in the shop or field.

actual component in the field. If he needs further assistance, he can call his Case IH dealer on his cell phone, and both can view the same parts schematic to discuss which parts are needed. Or, he could simply e-mail the dealer with his parts request.

"We're 50 miles from our dealership. Being able to order parts faster and more accurately will help. We'll spend less time on the road," Roger says.

"We see more of our suppliers wanting to communicate via the Internet and e-mail," Roger adds. "That's why we made this investment in the high-speed wireless and the laptop. It will definitely help our operation."

Growing with straw

As Ryan Kilbarger began working into the family's farming operation, he also wanted business to handle on his own. Five

years ago, he and a friend formed a partnership to bale and sell hay and straw.

They purchased a pair of Case IH SBX540 small square balers plus a DCX101 rotary disc mower conditioner. They buy standing straw and hay, cut and bale it, and sell it to straw resellers and livestock producers.

Straw is proving to be a better product for them. Too often, weather conditions make hay production challenging. "It's either too wet, too dry, or too humid for top-quality hay," Ryan says, adding that horse hay buyers, especially, want perfect hay.

To move the second-grade hay, they've developed business ties with some beef producers and have started their own small beef herd.

Their business has grown; last year, they sold 60,000 bales of straw. "July's a busy month," Ryan explains. ■



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 *Farm Forum* 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.



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. ■



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.

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, financial consultants say, is to prepare a balance sheet to get an accurate picture of your current financial condition. Then, plug several income scenarios to get an idea of where you might stand, financially, by the end of the year.

With this information in hand, visit your accountant or tax advisor to identify options.

"We encourage people to come in early while there's ample time to be proactive. Most farmers are on a cash basis for income tax reporting, so whatever steps you take to manage tax liabilities must take place in 2007," says Ty Inglis, Partner at Eide Bailly, LLP, an accounting firm based in Sioux Falls, South Dakota that has agriculture as one of its focus industries.

Inglis says two main areas to consider are debt reduction and equipment upgrades.

"The first thing we'd look at is high interest rate debt. Especially if people are highly leveraged, it usually makes sense to pay it down," he says.

Equipment upgrades are another timely move. "We continue to have the Section 179 depreciation rules that allow you to expense up to \$108,000 of equipment purchases," Inglis says.

"Farming is a capital intensive business and there's always a need for new equipment. Section 179 is one of the biggest tax

advantages out there for farmers, and we encourage them to use it."

Robert Craven, Director of the Center for Farm Financial Management at the University of Minnesota, agrees with the prioritization of reducing high-interest debt and evaluating 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. It can help you from a tax perspective."

Retirement funding, Craven says, should be another priority. With a trend toward more cash renting of land and less land ownership, today's farmers may lack that land asset base that provided income for previous generations of retired farmers.

If you haven't done so already, he recommends initiating a retirement account in which to invest pretax dollars. Depending on the type of account you select, you can reduce your taxable income and have the gains from the account grow tax-free or tax-deferred.

For example, with a SEP account, he notes that you can contribute up to 25% of your Schedule F income. "It's an opportunity to set aside a significant amount of money if you're facing a lot of taxable income," he says.

So if you're underleveraged, own a current equipment fleet and good facilities, and have a funded retirement account, the next logical move is to buy more land, right?

Here, the experts let the numbers, rather than emotions, talk.

"If we look at ag, historically, rates of return aren't very high, particularly on farmland," Craven explains. "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."

Inglis knows there's often a mentality to "buy more land" but encourages farmers to do the financial projections to see if it will cash flow. "You may be better off putting your money someplace else," he says.

On the other hand, Craven notes that if you have money earning low rates of interest in the bank, adding land could make sense especially if it fits your overall growth or succession strategy.

Another place for "extra" funds, Craven says, is your own personal enrichment and satisfaction. "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. ■

CHARITABLE EXPENSES EARN DEDUCTIONS

If you're fortunate to have significant stock or land investments that have appreciated substantially, current tax laws offer several good options.

You can sell the properties with capital gains capped at 15%. Many observers expect this relatively low capital gains rate to be challenged, if not changed, when the tax laws are revisited in 2010.

Donating appreciated assets through vehicles such as charitable remainder trusts can reduce your tax expenses and provide full asset value to your charities.

Consult with your tax advisor about the most efficient way to manage appreciated assets.

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, *Farm Forum* 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



Peter Coughler

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



Mike Duffy

Professor, Agricultural
Economics
Director, Beginning
Farmer Center
Iowa State University
Ames, Iowa



Dave Baker

Farm Transition Specialist
Beginning Farmer Center
Iowa State University
Extension
Ames, Iowa

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 tank, and the SRX160, with a 1,600-gallon tank, are each available with suspended or wheeled booms in widths from 80 to 134 feet. Perforated windscreens on the spray booms reduce drift by up to 86 percent and provide airflow 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 breakaway section provides impact protection. The booms fold forward for efficient transport.

Cart tire track widths are infinitely adjustable from 60 to 120 inches on the SRX100 and 72 to 120 inches on the SRX160. Dual tires and fenders are available.

The sprayers are designed to be user-



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.



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 clean water rinse.

The SRX sprayers are available with an AgriCheck or SP655 monitor/control-

ler. 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 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 cutting width and the RDX161 with a 15-foot 5-inch 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 row spacings which continue to be favored by many cotton growers and specialty crop producers. A narrow-row version, at 30 inches, 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 deliv-

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



ers 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 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 operating widths. The ATX400 is available in a range of working widths from 27 to 51 feet.

Both ATX Series models are designed for exceptional land following capabilities and seed placement accuracy. Frame sections and wings are designed to "flex and

follow," maintaining precise opener depth. Key flex points are protected with high-quality chrome pins, nongreasing polyube 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 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.

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.



HIGH-SPEED HURDLES

Companies work to bridge the rural digital divide

The Internet continues to evolve into an extremely powerful tool that's finding its way into every aspect of daily farm life. And with this continued growth has been a demand by rural consumers for Internet connections that can bring information to their computers at increasingly faster speeds.

The Internet is now more than a decade old, and has exploded in use. It's estimated that nearly 81 million homes have Internet access, which is an increase of nearly 75 percent since 2000. And fueling this growth has been broadband, or high-speed, Internet access. More than 60 percent of all Internet households in the United States have broadband access, and that's expected to grow to 80 percent by 2010, according to Goldman Sachs research.

But move to the farm, and broadband access drops off significantly. According to a 2005 USDA survey, only 14.5 percent of total U.S. farm operations have broadband. Other surveys have put this number even lower. That's compared to urban/suburban businesses, where nearly 90 percent have broadband access.

Lack of broadband access hinders full access to information available on the Internet. Dial-up services are only 1/15th the speed needed for today's rich media Web browsing. Graphics, audio and video found on today's Internet can only be effectively delivered with high-speed Internet.

"While many rural areas have seen an increase in cellular phone services, broadband hasn't kept up," says Claiborn Crain, a legislative and public affairs officer for Rural Development Utilities Programs at the U.S. Department of Agriculture.

"It can be expensive to bring broadband to a rural audience," Crain says. "But need will help drive the demand."

Services providers and government agencies have been scrambling to deter-

mine how more rural residents can access broadband service.

Crain says many local communities have worked together to bring high-speed Internet service to their town, either by developing the service themselves or working with service providers.

As technology moves forward, more rural residents may find high-speed Internet access more readily available. In fact, several companies are working to bridge the high-speed Internet gap.

For many, wireless may be the answer.

Scott Zimmer is president of Air Advantage, a rural Internet Service Provider that offers its high-speed services to the thumb of Michigan. The company still has requests for dial-up Internet service, but their main thrust is the use of a wide-area wireless broadband network. They started in 2002 by placing five towers on grain silos. Today, Air Advantage serves 3,500 customers.

While cable and DSL are the more common broadband Internet services in suburban and urban areas, Zimmer says they are both limited when it comes to serving rural areas. "DSL and cable can only go so far, depending on if they have the infrastructure," he says. "With wireless, we can serve a much larger area with less equipment expense."

Larry Sevier, CEO and general manager of Rural Telephone, in Lenora, Kansas, says broadband access in rural areas isn't just a luxury anymore: It's a necessary tool to drive economic and business development in rural areas.

Rural Telephone, a cooperative, and its subsidiary, Nex-Tech, has 100 percent broadband coverage in a 25-county area of western Kansas. The majority of customers are served with DSL over fiber-fed digital loop carrier and fiber to the premise, and the remaining customers are served with li-

Broadband access is a necessary tool to drive economic and business development.

censed and unlicensed wireless technology as well as satellite Internet service.

"Certainly, the cost of deploying new technology can be a limiting factor in expanding broadband to rural areas," Sevier says. "Nex-Tech has successfully used the Rural Utilities Service (formerly known as the Rural Electrification Administration) broadband loan program to deploy fiber to several communities in western Kansas that did not previously have access to advanced communication services."

Andrew Kreig, president of the Wireless Communications Association International, says that every broadband Internet access technology has its pluses and minuses. "And the plus for wireless broadband is that it has the capability to more readily serve the rural audience," he says.

In fact, Kreig anticipates a significant wireless broadband technology breakthrough by the middle of this year that will have very important benefits for the rural community. "This new technology is the latest generation of wireless that is low cost, has a larger range and reach, and better technology than the previous wireless solutions," he says.

Kreig cautions that wireless may not be the best solution for everyone. "There are circumstances where wired services or satellite providers may be more viable





options," he says. "But we think that advanced wireless services will help bring broadband to the rural audience."

Looking to the sky

WildBlue, one of several satellite providers, has been providing satellite-delivered broadband service specifically targeted to underserved and rural communities, for two years, and "it has been a challenge to keep up with the demand," says LaRae Marsik, a spokesperson for WildBlue. The company is adding approximately 10,000 customers per month to its services, many in rural communities that are off the broadband grid of other providers.

"Depending on where you are located, the further away you are from a population center, the more limited your options from cable or DSL providers," Marsik says.

Cliff Ganschow agrees. He's chairman of Agristar Global Networks, which has been providing broadband service to agriculture since 2001. "The distance limitations of DSL and tower-based wireless broadband mean that for the great majority of farms and ranches, these technologies will not be an Internet access option in the foreseeable future.

"Satellite coverage reaches any location, and all you need is a small satellite dish to be connected."

When first introduced, satellite services had little to no awareness in the rural community, and were viewed as expensive luxuries. Now on the sixth generation of satellite technology, Agristar services "have come a long way in just a few years," Ganschow says.

Sevier says the first step for a producer looking for broadband access is to evaluate the various services and determine which products are available, and right, for your situation. "Satellite technology has opened many areas to access where it was unavailable before," he says, but it may be out of the price range for many rural customers.

"We have seen demand for advanced communication services increase among our producer/farmer customers," Sevier says. "High-speed Internet access has opened up a world of information and access for our rural customers. Access to information allows them to enhance their margins and to improve their farming practices without leaving home."

Experts agree that rural audiences are hungry for high-speed Internet. "The demand for high-speed Internet will continue to grow in rural communities," says USDA's Crain. "More people are looking at high-speed Internet access as a business necessity, and suppliers will work to meet that need." ■

RICH INFORMATION AWAITS HIGH-SPEED USERS

A slow connection or one that ties up your telephone line may keep you from "digging deep" into various Internet sites.

There's a lot you may be missing. 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. 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.
- 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.

While all this information is available to dial-up users, high-speed broadband users are able to navigate among the various sites faster.



Visit Case IH on the World Wide Web at www.caseih.com.

CASE IH AWARDS TRACTORS TO FARM BUREAU ACHIEVEMENT AWARD WINNERS

Each year, the American Farm Bureau Federation holds a national Outstanding Young Farmer and Rancher Achievement Award competition.

Farmers and ranchers, between ages 18 and 35 who have won at the state level, compete at the national level competition held at the American Farm Bureau Federation Farm Bureau annual convention.

There, contestants are evaluated on a combination of the growth and financial progress of their farming operation, Farm Bureau leadership, and leadership

outside of Farm Bureau. Judges look for excellence in management, growth and scope of the enterprise, and self-initiative.

2007 marks the 14th year Case IH has been a primary sponsor of the Achievement Award competition, providing the four national finalists with the use of a Case IH tractor. This year, Case IH awarded each finalist with a DX34 Farmall tractor.

"We're thrilled to be a sponsor of the Farm Bureau Outstanding Young Farmer and Rancher Achievement Awards," says Randy Wood, Case IH senior marketing

director for tractors and precision farming. "We get the opportunity to meet many innovative young farmers."

These national finalists were named at the American Farm Bureau Federation's 88th annual convention held in Salt Lake City, Utah. In addition to the tractor awarded by Case IH, CNH Capital, the financial services organization dedicated to supporting Case IH, presented them with a \$250 gift card, redeemable for parts or service at their local Case IH dealer.



Paul and Christy Fugate
Tazewell, Tennessee
DX34 Farmall tractor

Paul and Christy Fugate run 1,500 head of stocker cattle, 1,600 head of finished cattle, 100 head of beef cows and 100 hogs on 2,200 acres in a farming operation that's been in the Fugate family for more than 200 years. "By sponsoring Farm Bureau's Outstanding Young Farmer and Rancher Program, Case IH is putting their money where their mouth is – showing people their commitment to the future of agriculture in this country, and setting a pretty strong example," Paul says.

Pictured: Tim Foster of West Hills Tractor in Jonesborough, Tennessee, presents keys to the Case IH DX34 tractor to Paul and Christy Fugate and their children. Behind the tractor, from left, are Charles Curtis, director of special programs for Tennessee Farm Bureau Foundation; Tim Mills, Case IH territory sales manager; and Lacy Upchurch, president of the Tennessee Farm Bureau Federation.



Jared and Ginger Johnson
Aurora, Utah
DX34 Farmall tractor

Jared and Ginger Johnson graze 370 mother cows and 50 heifers plus provide summer grazing for 700 head of customers' cattle on their ranch. They also work with the state to manage the ranch as a co-operative wildlife management unit. "The tractor will be great for doing chores," Jared says.

Pictured: Steve Schulte, Case IH territory sales manager; Jared, Ginger and Katelyn Johnson; and Darren Neilson, manager, and Brett Barrow, sales manager of Case IH dealer Equipment Center in Richfield, Utah.



Andrea and Steve Johnson
Bowling Green, Florida
JX80 Farmall tractor

Andrea and Steve Johnson manage a citrus and cattle operation scattered across 4,900 acres in Florida's Hardee, Manatee and Polk counties, and own and manage a citrus harvesting/caretaking business that provides fruit brokering, marketing, harvesting and custom caretaking. They upgraded the original prize of a DX34 tractor to a JX80 Farmall tractor. "We plan to put a boom on the tractor and use it as a herbicide tractor for the citrus groves," Andrea says.

Pictured: Steve and Andrea Johnson and their son, B.J.



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 numbered 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. 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 or at 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.

Submit your Axial-Flow combine experiences by e-mailing nacustomerservice@cnh.com. Put "Axial-Flow Field Report" in the subject line.



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