

THE ANVIL



HAMMERING OUT NEWS, EVENTS AND KNOWLEDGE FROM SUMMERS MANUFACTURING

Q&A with Summers Engineers

Own Summers Equipment
Your Way

Do You Know Your
Summers Dealer?

Supersprayer Boasts
Improved Features



Battling Herbicide Resistant Weeds

How farmers can prepare their sprayers to defend this year's crop.

The fight against weeds was always a no-holds-barred backroom brawl. Then with the advent of glyphosate and Roundup-Ready crops, farmers suddenly had the upper hand. It was a simple spray-and-watch'em-whither process.

Ah, the good-old days.

"Those days are basically over," said Rex Guthland, a sales representative for Hypro. "The challenge for growers now is that they're going to have to use a more diverse range of herbicides applied with more passes across the field, which results in more time and more machine wear."

Since the mid 2000s, weed resistance to glyphosate has grown rapidly, posing a serious threat to yields around the world. But all is not lost. Farmers can get the winning edge on weeds; however, it requires a tweaking of spraying best practices.

Making Adjustments

There is still herbicide hope, namely in 2,4-D and dicamba. These chemicals, in conjunction with their chemical-tolerant crop varieties, may be the ticket to suppress herbicide resistance. But farmers need to make a few sprayer modifications first.



"We can't use the same tips we're used to using. Now we need smaller droplets," Guthland said. "But we can't just go out with a finer sprayer without other adjustments, too."

Drift control becomes a concern with finer spray. Guthland recommends first verifying the correct spray from the herbicide manufacturer before matching it to a sprayer head that allows for adequate flow and speed. On Summers Supersprayers, five-head pinwheel nozzles come standard, so farmers can have a variety of nozzles and adjust as needed.

Story continues on inside flap.

Farmers don't typically get credit for being very creative. But, let's face it, when times are challenging — like they are now — no one's better at being creative and turning challenges into opportunities quite like farmers can.

We see it every day, not only with the countless farmers we support with our equipment, but also the many farmers who work here at Summers. In one way or another, everyone here is directly connected to agriculture, beyond working for an agricultural equipment manufacturer.

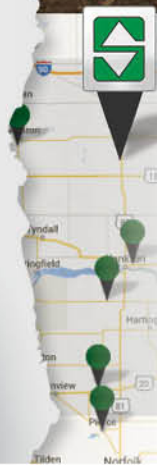
Since farmers do their best to be creative with challenges presented by a down market, we thought it only made sense that we do our best to be creative too...by presenting some unique financing programs for the upcoming season (learn about this by reading the "Own Summers Equipment Your Way" article in this issue.)

The fact is we're all in the same boat together. To keep doing the best job you can do, you need the proper equipment. And we need to keep developing, producing and selling equipment to ensure our high level of innovation, quality and support. But we also know that we need to make acquiring that equipment as painless as possible, especially when times are a bit tougher.

So I encourage you to check out the new financing programs we're rolling out, and let us know if you have any questions or suggestions. The bottom line is we're willing to work with you to help make this upcoming season as successful as possible. It's the least we can do to help you keep improving...while allowing us to do the same.

You have our word on it!

BRIAN PERKUHN
Vice President
of Sales



Do You Know Your Summers Dealer?

You can get the latest information from Summers in this newsletter and at summersmfg.com. But sometimes it's nice to speak to someone face-to-face (especially when it comes to the latest promotions). If you haven't talked to your dealer yet, start by finding the nearest one using our handy locator at summersmfg.com/dealer-locator.

Q&A with SUMMERS



When it comes to land rollers, Summers has the competitive edge.

Although some farmers treat land rollers as a commodity that can be purchased cheap and replaced every few years, the ones built to a high standard can withstand season after season of smashing down rocks, busting clods and preparing the seedbed. On the other hand, thin frames, small tires, shoddy welds and cumbersome brace supports are all signs that a company cut corners during design or manufacturing.

That's one reason Summers went to such lengths to make its SuperRollers the toughest available – aspects that Travis Westlind and Paul Wilhelmi can attest to. These Summers engineers have been closely involved with land rollers, as well as the improvements to the 2016 lineup. They farm, too, and practice what they preach. The Anvil sat down with them to talk about what sets SuperRollers apart.

Q *Before we get into the equipment itself, can you briefly explain what land rollers are primarily used for?*

TRAVIS: Their greatest benefit is getting the field in as good a condition as possible for planting and harvest. It's about creating a smooth, flat surface free of rocks, dirt clods, root balls and other debris. So a header can be as low as it needs to without fear of damage or excessive wear to it or a combine. They also increase seed-to-soil contact when used after planting, and research has shown land rollers actually boost yields in certain crops.

Q *So would you say land rollers are tools modern farmers should consider on their farm?*

PAUL: Most definitely. At one time land rollers were somewhat of a novelty, but any reservations about them have all but disappeared as more and more farmers see results for themselves.

Q *Given the popularity of land rollers, it seems farmers have many options to choose from on the market. So what makes Summers SuperRollers different?*

TRAVIS: Land rollers may be relatively simple pieces of equipment, but they work in some pretty harsh field conditions. SuperRollers are designed and built with features that may seem like overkill to some, but they help assure a long working life with minimal downtime.

Supersprayers Boast Improved Features

The Summers LT and XLT Supersprayers have recently received improvements for increased efficiency and spraying productivity. Express Booms are now standard. This modular, stainless steel system rids trapped air in the boom for faster on and off times and decreased downtime. It also assures chemicals are completely flushed from the system to mitigate the risk of cross contamination. The nozzles have been given a boost, too. Optional five-head pinwheel nozzles are now standard features. They are available with 80- or 110-degree combo tips and come with stainless steel inserts. To see everything Summers' full line of sprayers and applicator equipment has to offer, talk to your dealer or visit summersmfg.com/sprayers-applicators.

RS ENGINEERS

Q *The frame seems especially heavy compared to some other models.*

TRAVIS: Exactly. For us, it's all about giving our producers a product that will enable them to cover the acres they need every single day. We know they appreciate the extra effort we put into building SuperRollers, as well as the fact that they have the highest residual resale values of any land roller on the market.

PAUL: Don't forget about the drum walls. They're much thicker than comparable land rollers, which help maintain the integrity of the drum after years of rolling, even in tough rocky conditions. Also, you need weight for effective rolling. Our philosophy is that we might as well put the weight into having heavy drum walls and heavy frames that will stand the test of time. Plus, they're heavy enough to do the job, so adding water isn't required.

Q *We noticed some land rollers use small rollers to cover the seams between the larger drums. Does this design cause any issues?*

PAUL: Cosmetically, this approach may make the field look consistent; however, these smaller sections likely won't have enough weight to push something like

a large rock into the ground. Plus, having those small rollers adds a lot of unnecessary bearings and moving parts, which could mean more maintenance and potential downtime.

Q *So what design does Summers use instead?*

TRAVIS: We design our SuperRollers to have complete coverage by staggering the rollers, which allows for just slight overlap. That way the field finish is consistent, and even large rocks can be pushed down without trouble.

Q *Has the demand on land rollers changed in recent years to warrant this "overbuilding" of SuperRollers?*

TRAVIS: Well, farm sizes have definitely changed. They've been getting larger and larger, so producers need to cover more acres per day and have farther to travel from field to field than they used to.

Q *Is that why you put so much emphasis on the transport system?*

PAUL: Precisely. As farms have grown, they've also become more spread out, so it's not uncommon today for

producers to have land 30, 40 or 50 miles away. The result is a lot more road travel for equipment. This is why we've gone to great lengths to ensure our land rollers have the most robust transport system on the market.

Q *Speaking about that, tell us a bit about the exciting enhancements to the 3- and 5-section 2016 model trail type SuperRollers.*

TRAVIS: Well, it starts with the premium tires, which have increased in number to 12 on the 5-section and eight on 3-section rollers. We've also designed oscillating tandems for all transport wheel sets to ensure the tires stay on the road in varying road conditions, which is especially beneficial when traveling on roads or trails with sloped shoulders, crowns or ever-present potholes. Added to the attributes our land rollers are already known for, these enhancements will lead to better results and overall improved experiences for producers.



See why you should roll with Summers land rollers. summersmfg.com/land-rollers





Own Summers Equipment Your Way

Flexible financing options now available.

Watching the bottom line of a farming operation isn't always easy. Sometimes equipment purchases are inevitable, and when it just doesn't make financial sense to keep repairing an outdated piece of equipment, it's better to invest in a new tool.

OWN IT YOUR WAY

Low Lease Payments

TERMS UP TO 7 YEARS

Low Variable Rate Loans

TERMS UP TO 5 YEARS

0% for 6 Months Fixed Rate Loans

TERMS UP TO 5 YEARS

That's why Summers just launched new flexible financing options — leasing, variable rate loans and fixed rate loans — that make it easier than ever to begin using a new piece of equipment.

Leasing

For those interested in leasing, terms of 3 to 7 years are available with either semi-annual or annual payment options. The first lease payment or trade equivalent is due at signing.

Variable Rate Loans

There are also variable rate loans of 3 to 5 years. Choose between semi-annual payments with 10 percent down or trade equivalent, or annual payments with 20 percent down or trade equivalent.

Fixed Rate Loans

And finally, fixed rate loans of 3 to 5 years with 0-percent interest for the first 6 months are available. Then pick semi-annual payments with 10 percent down or trade equivalent, or annual payments with 20 percent down or trade equivalent.

New financing programs are available for U.S. farmers only. To take advantage of this special financing, contact your local Summers dealer, or contact Summers at sales@summersmfg.com or 800-732-4392.



For more details on what these financing options mean for you, visit summersmfg.com/own-it-your-way

*On approved credit. Terms and conditions apply.

Battling Herbicide Resistant Weeds

Continued from cover story.

To help farmers with this, Hypro developed the SprayIT app, which shows the desired droplet size, sprayer tip classifications and even pressure-dependent droplet spectrum for any manufactured chemistry.



Assuring the boom is set at a low level and stays there consistently will also help with drift control. The Summers line of

Supersprayers comes with the option of adding the NORAC Boom Height Control system, which automatically raises or lowers the booms to maintain a consistent height over changing ground contours.



Cleanliness is Key

Apart from tips, hygiene can't be overemphasized.

"Chemical residue is a big deal, and can cause significant crop damage," Guthland said. "Boom hygiene, tank cleanliness and overall sprayer cleanliness are a higher priority than ever."

That's why Summers made the Express Boom cleanout standard on all Supersprayers. With a normal boom-end stop, chemicals can get trapped and stay in the boom despite flushing with vast quantities of water. The Express Boom allows full cleaning with less water and in a shorter amount of time.

Avoid Compatibility Issues

Compatibility issues between chemicals can also crop up with residual herbicides. That's where something like the Summers Spray Fill Xpress can greatly assist.

"You don't want to wind up with cottage cheese because you premixed chemicals together," Ruthland said.



Along with speeding up sprayer fill times, the Spray Fill Xpress has a unique batching process that allows farmers to precisely measure each chemical before individually adding them to the water stream.

Although there is great concern about the impact of herbicide-resistant weeds, farmers can get the upper hand by following chemical best practices, fine-tuning their hygiene regimen and closely following the chemical manufacturer's suggestions. Doing all that will lead to a much more one-sided fight — for the farmer.

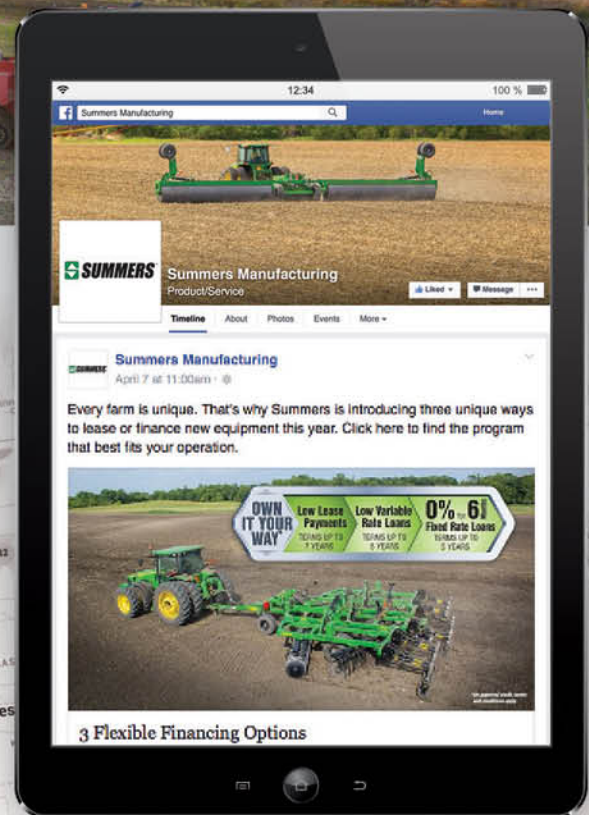


Want to learn more about Supersprayers or the Spray Fill Xpress? Then visit summersmfg.com/sprayers-applicators



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