

**"GOOD AS NEW — AND COST A LOT LESS"**

## Booming Demand For Rebuilt Corn Planters

By Frank Buckingham

Restoring old tractors has become an interesting hobby for numerous farmers and equipment dealers. However, most of their restored machines become collector's items, unused except for perhaps an occasional parade.

But the restoration work of Lorenz Elling, Swanton, Ohio, has a different purpose. He buys and reconditions corn planters, then sells them.

It all started about five years ago when Lorenz's doctor told him to quit farming. So, he rented out his farm, but refused to head for a rocking chair. Lorenz says he always enjoyed repairing machinery and decided to make that his retirement hobby. He was familiar with John Deere corn planters because he had been using them since 1939, and decided to concentrate on only that one line. The first year he repaired and sold 16 planters, the next year he sold 23, and by 1979 he was up to 30 planter sales. This year, he had already sold 28 reconditioned planters before the planting season started, and had "a couple dozen more" just waiting for buyers.

Says Lorenz, "I don't get into the real old models. Most of them are so worn out and obsolete that I don't want to bother with them. And, I stick strictly with John Deere plate-type planters. The plateless planters have a whole different set of parts and every one of them has to work just right or you don't have anything."

Lorenz buys used planters at farm auctions and from equipment dealers. During the summer and fall months, he strips down the planters, replaces worn gears and chains, and makes any major repairs to the frame, tongue, etc. In winter he works inside, reconditioning seed boxes, and fertilizer and chemical attachments.

Lorenz keeps a large supply of planter parts on hand and buys all his parts from a Deere dealer just 12 miles away. When he starts repairing units he works on one item at a time. He may spend several days on seed boxes, then turn to chemical attachments, etc. Because many parts are interchangeable between four and six-row planters, he will assemble a planter exactly the way a customer wants it. Many of his planters are sold with new seed boxes, new chemical and fertilizer attachments, new furrow openers and with any other broken or worn parts replaced.

But he cautions that you can't expect to buy several planters and cannibalize one or two to repair the others. The same parts wear out on each one. But sometimes he buys un-restorable planters and uses the wheels, tongue and other frame parts

for different planters.

Lorenz offers no warranty on his planters but insists they are "as good as new and cost a lot less." He gives each one a new coat of paint and provides a new operator's manual with each.

When asked how much time it takes to restore a planter and how he sets prices, Lorenz answered: "I may spend a week on just one machine; The next one may only need a few hours of work. So, I guess I lose money on some and make a little on others." Some of his completely restored units have sold for one-third or less of the price of a comparable size new planter.

For anyone interested in such a hobby, he has some suggestions: First, pick a line of equipment you are familiar with, and that there's a market for. By working only with John Deere planters, he can reduce his parts inventory and take advantage of parts interchangeability between models.

For more information, contact: FARM SHOW Followup, Lorenz Elling, R. 1, Swanton, Ohio 43558 (ph 419 826-2181).

## NEW PASTE INDICATES AMOUNT OF WATER PRESENT; CARTRIDGES ABSORB IT.

### Got Water In Your Fuel Tanks?

With fuel prices heading out of sight, two products — a water indicator paste which turns red when it comes into contact with water, and water-eating cartridges which absorb water but not petroleum products — are gaining quick acceptance among farmers with large, on-farm storage tanks.

Just smear Weil Products' green Detex paste on the end of a gauge pole and slip it into your tank. The paste turns red in water and, since water settles to the bottom in gas or diesel fuel, you can measure exactly how much water is in the tank.

Detex paste comes in 2½ oz. jars and you use "just a dab at a time", according to R. A. Weil, sales manager. Retail price is \$1.95 a jar. Another paste product that does just the opposite — finds gas or diesel fuel in water tanks — sells for \$2.25 a jar.

For more information on Detex paste, contact: FARM SHOW Followup, Weil Service Products Corp.,

## COMPLETE GUIDE TO NEW AND USED MODELS

### Blue Book Pinpoints Tractor's Value, Age

You're not likely to pay too much for a used tractor, or undersell your old one, if you keep a copy of the latest Farmers' "Blue Book" for tractors around for reference.

The 1980 edition of the book, published by the Farm Blue Book Company of Louisville, Ky., is just off the press. It contains a wealth of new and used tractor information, plus the average auction prices being paid for used foreign and domestic tractors throughout the U.S. Auction prices, rather than dealer prices, are used, explains publisher Larry Nevenhoven, because that is the only place a true market value is obtained.

Besides used tractor prices, the book also contains:

**Farm tractor serial number location guide.** Tells where to look on each tractor model to find its serial number.

**Farm tractor serial number guide.** A guide to a tractor's age by its serial number.

**Used farm tractor model guide.** Gives you details on different tractor models, such as weight, pto horsepower, engine, cid, fuel, list price, etc.

**New farm tractor model guide.** Lists "specs" on current tractor models, such as weight, four-wheel drive options, price, pto horsepower, en-

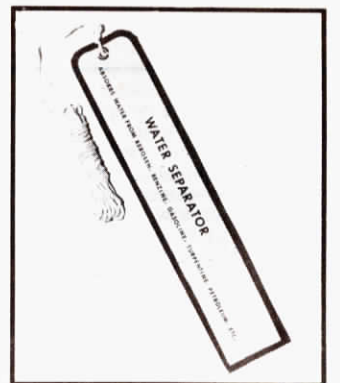


gine, cid, tires, etc.

"Other than the dealer's guide, which has a controlled circulation for dealers and bankers only, this is the only book of its kind available to every agriperson," Nevenhoven told FARM SHOW.

All models, from the Russian Belarus and the Italian SAME, to the American Big Bud, are included.

The 192 page book sells for \$5.50. For more information, contact: FARM SHOW Followup, Blue Book Company, P.O. Box 43225, Louisville, Ky. 40243 (ph 502 245-6371).

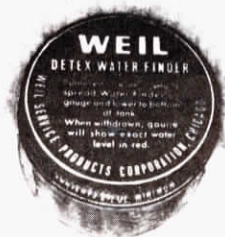


Water cartridges absorb water from fuels so you don't have to empty tanks.

cartridges which absorb water on contact, yet do not pick up oil, gasoline, kerosene, turpentine or other liquids less dense than water.

You just tie the water-eater to a string, lower it to the bottom of the tank and leave it for several minutes. Each cartridge absorbs up to 1 lb. of water. They can be dried and reused indefinitely. Suggested retail is \$16.95 each.

For more information on the water-eating cartridges, contact: FARM SHOW Followup, Potter Industries, 421 Dover Drive, Des Plaines, Ill. 60013 (ph 312 528-6800).



Smearing "Detex" water finder paste on a stick tells you how much water you've got in your fuel tanks.

2434 West Fletcher, Chicago, Ill. 60618 (ph 312 528-6800).

Once you know you've got water in your fuel tanks, how do you get it out?

If you pump it out, you'll waste fuel. And, if you empty the tank completely, you'll waste time and labor. One alternative is Potter water-eater