

# Equipment sales likely to drop

CHICAGO -- Farm equipment retail sales will be down five per cent in dollar volume in 1978, but sales of farmstead type equipment could rise by about the same amount according to a recent survey of manufacturers by the Farm and Industrial Equipment Institute, trade association for the industry's manufacturers.

Results of the latest semi-annual survey of industry outlook by the FIEI reflected the weakness of crop prices and the relatively strong position of livestock farmers.

The forecast is based on estimates made by 47 manufacturers of field type machinery and 38 manufacturers of farmstead type equipment. The survey was made in late November and results were reported at the annual winter conference (1/20/78) of the FIEI Farm Equipment Division by the current Division President, Boyd C. Bartlette, who is vice president of the Farm Equipment Marketing for Deere & Company.

Farm equipment manufacturers, as a group,

thought tractor sales might drop by 10,000 units, or 6.9

per cent, to 133,500 tractors. They expected the greatest decline in the under 100 horsepower models.

In other product lines, here is what manufacturers anticipate:

A drop of 5.3 per cent in self-propelled combine sales to 27,000 units, with most of the decline in wheat areas. Sales of windrowers and swathers to be off 4.2 per cent, lower sales of moldboard plows, disk harrows and field cultivators, and a sharp drop of 22 per cent in sales of cotton strippers.

Sales of field type products also are reflected in improved strength in livestock prices according to the estimates of manufacturers. They expect an increase in sales of forage harvesters, mower conditioners, manure spreaders, hay handling equipment and grinder mixers.

In general, manufacturers of equipment used in field work felt inventories of equipment now on hand were "too high."

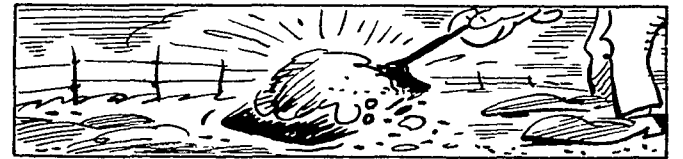
Farmstead type equipment manufacturers expected better sales because

of improved livestock prices, the continued need for additional grain storage facilities and more on-farm storage and a trend to greater automation of farmstead operations.

The manufacturers expect sales to go up five per cent,

grain bin sales to rise three per cent, but crop dryer unit sales to remain relatively steady.

A number of the manufacturers also sell lawn and garden equipment. Bartlette said they expect a five per cent increase in sales in 1978.

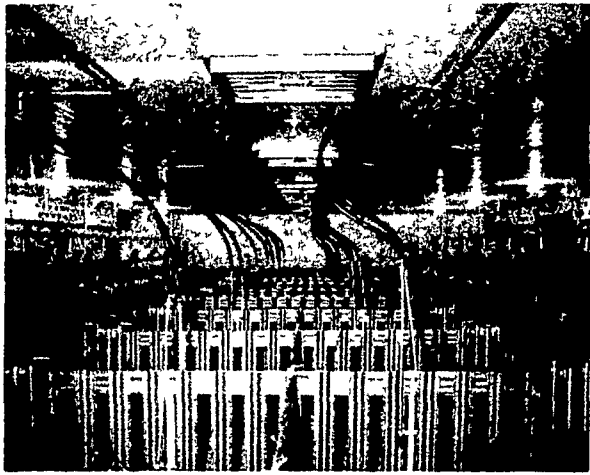


A pound of fertile garden soil may contain as many as 50 million bacteria.



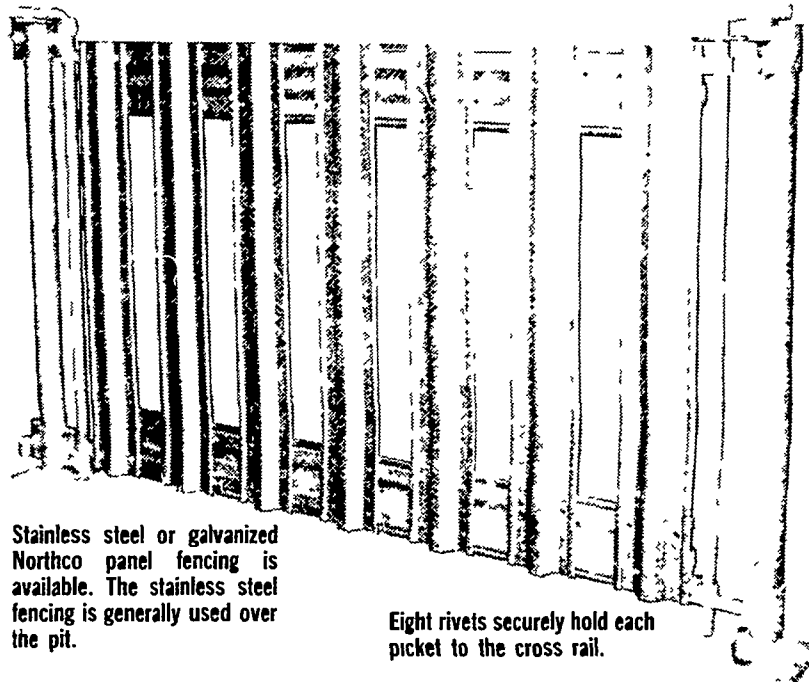
## HOG FENCING BUILT TO LAST AND LAST!

### NORTHCO PANEL FENCING



NORTHCO PANEL FENCING is available in stainless steel or galvanized. Stainless Steel panels are generally used over the pit.

Panels are designed with a positive locking system and can easily be opened with Northco's gate closure rod.



Stainless steel or galvanized Northco panel fencing is available. The stainless steel fencing is generally used over the pit.

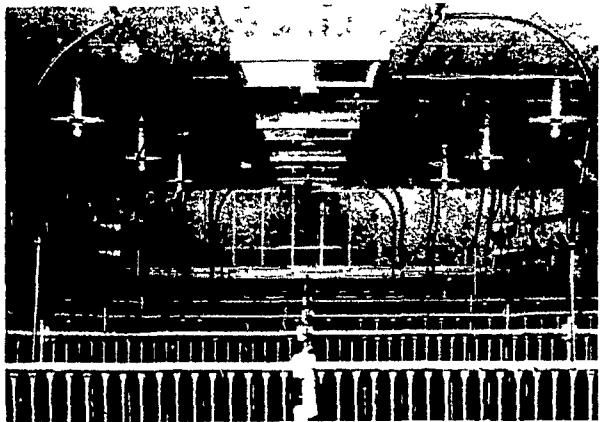
Eight rivets securely hold each picket to the cross rail.

### HOG PANEL FENCING

MADE FOR CONFINEMENT

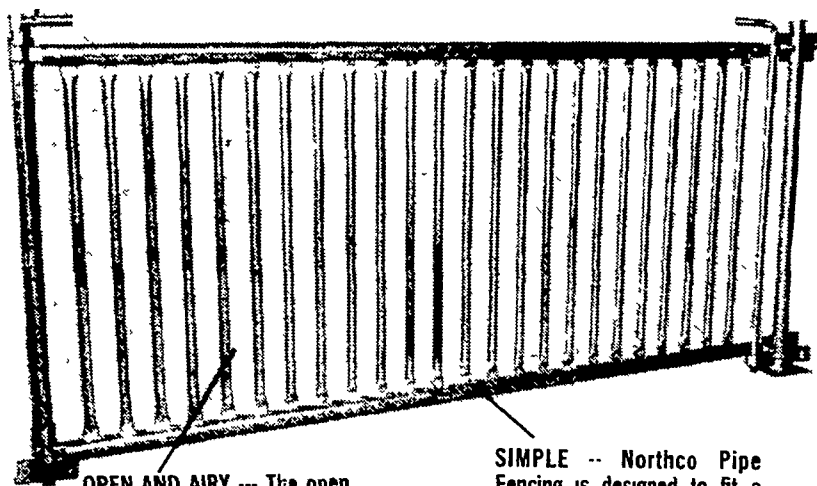
- Northco Hog Panel Fencing is built specifically for hog confinement by the experts in the field. That's why Northco Panel Fencing has advantages like these
- UPRIGHT PICKETS—Hogs can't climb the upright pickets and the "open" design of Northco Panel Fencing aids the ventilation system
- EVERY SECTION SWINGS—The closure rod can be quickly removed so every fencing section in the building will act as a gate.
- EASY TO INSTALL—Hinges allow for some length adjustment to simplify installation. Also Northco Panel Fencing can be ordered in sizes to fit almost any hog building including both total confinement and open front systems.

### NORTHCO PIPE FENCING



NORTHCO PIPE FENCING is available with picket spacing of 2" for nursery, 3" for finishing and 4" for gestation.

Sorting hogs is easier with aisle gates that open at either end. Northco's gate closure rod simplifies opening and closing time and keeps the gate locked securely the rest of the time.



OPEN AND AIRY -- The open design of Northco Pipe Fencing allows for easier air movement and better ventilation.

SIMPLE -- Northco Pipe Fencing is designed to fit a variety of pen and house arrangements.

### PIPE FENCING BUILT HOGHOUSE TOUGH

- STRONGER MATERIAL—Northco Pipe Fencing stands up strong to hoghouse abuse. Structural steel vertical pickets and horizontal rails made of 1.66-inch galvanized tubing add strength and increase resistance to corrosion.
- BETTER DESIGN—Hogs can't climb the vertical pickets used in Northco Pipe Fencing. This open design also allows for easier air movement and helps prevent manure build-up.
- ADAPTABLE—Northco Pipe Fencing comes in 2-inch, 3-inch and 4-inch spacing for use in nursery, finishing and gestation systems. Standard lengths from four to twelve feet are available

The Northco Hog Experts have designed SUCCESSFUL hog confinement systems since 1963. This experience is part of the reason Northco is considered the leader in hog confinement.

## THOMAS FARM SYSTEMS, INC.

57 WEST MAIN STREET LEOLA, PA. 17540

Jim Thomas

PHONE: (717) 656-2677



For more information complete this coupon and return to  
THOMAS FARM SYSTEMS, INC. 57 W. Main St., Leola, PA 17540

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE \_\_\_\_\_

H-1-28