

Century Engineering controlled droplet sprayers feature 50 or 125-gallon capacities.

### Controlled droplet sprayer cited

CEDAR RAPIDS, Ia. — Century Engineering is introducing a new line of 3-point sprayers for Controlled Droplet Application (CDA). These units are available in 50 and 125 gallon capacities, and offer a choice of 120" boom using up to 4 direct drive CDA nozzles, or 320" boom for up to 9 CDA nozzles. Units with 320" boom offer optional gauge wheels to maintain desired boom height.

Choice of 8-roller, PTO centrifugal, or hydraulic centrifugal pumps is offered, with manual

controls on 8-roller pump units, and option of manual or electronic controls with centrifugal pumps. Jet agitation is optional. Additional features include break-away boom with 2" square tube boom construction, wiring harness, and parking stand. Sprayers are available without CDA nozzles, or complete with Micro Max nozzles.

Century Engineering manufactures a complete line of spraying equipment and is located at P.O. Box 3018, Cedar Rapids, IA 52406.

## Equipment sales drop expected

CHICAGO — Difficult product export markets and the planting reductions resulting from the U.S. government's Payment in Kind (PIK) program are expected to result in a percent reduction in dollar volume of retail farm equipment sales in 1983, according to median estimates in a recent survey of members of the Farm and Industrial Equipment Institute (FIEI). Most items of equipment are forecast to decline in sales from 1982 to 1983, but rebound above 1982 levels in 1984.

Peter Perkins, vice president and group manager, Food Machinery Group, FMC Corporation, reported these forecasts in the State of the Industry Update presentation at the May FIEI Marketing and Management Conference. The estimates were obtained from an April survey of FIEI members. FIEI members expect that farm tractors over 40 horsepower will drop 5% in sales in 1983 before a 16% improvement in 1984. However, spare parts sales by farm equipment suppliers are expected to grow 5% each year.

"As is to be expected, the government's PIK program is exerting the greatest short term influence on farm equipment sales. Despite the negative short term

effects, the reduction in planted acreage should improve commodity prices, enhance farm income and diminish carryover stocks. These factors, together with some pent up demand, should prove beneficial to farm machinery suppliers in 1984 and beyond.

"The farm industry still faces a potential overcapacity situation should a complete return to previously planted acreage occur. The overcapacity is likely to persist until a global economic recovery takes place that will allow U.S. grain exports to expand

once again. A substantial grain agreement with the U.S.S.R. would be helpful, and we must avoid the natural tendency to restrict trade in trying to solve our problems. Don't forget, exports have provided the market for one of every three acres of U.S. agricultural production," noted Perkins.

The State of the Industry forecasts reflect the median responses of manufacturers of field machinery and farmstead equipment, tabulated by the FIEI. Seventy-nine companies participated in the survey.

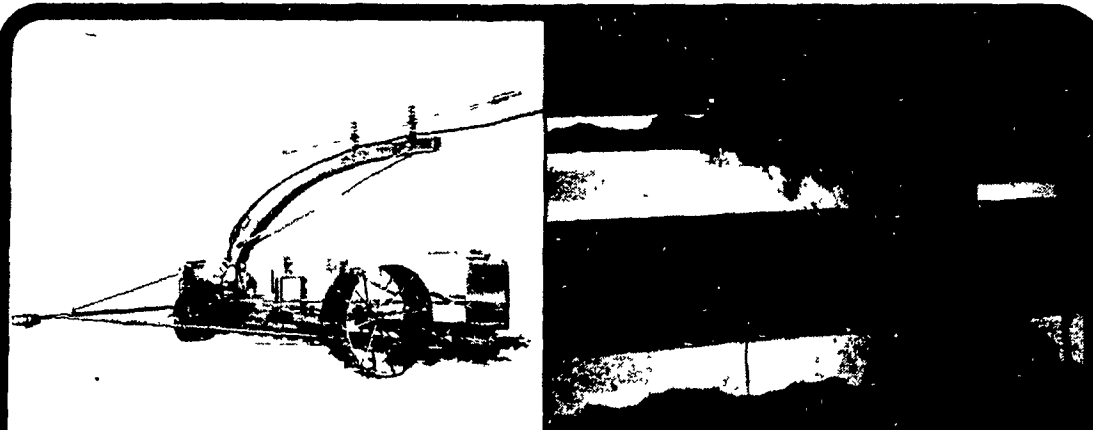
### Nix Besser ewe tops sale

YORK — A purebred Dorset ewe, consigned by Robert Herr, of Lancaster, topped the York Sheep and Wool Producers field day sale, held May 14 at the York Fairgrounds. Cathy Hawthorne paid \$147.50 for the Lancaster County-bred entry.

Host club member Troy Ness of Dallastown got top price in the ram division of the sale, with Cathy Strine bidding last at \$135 for his purebred Suffolk consignment. Seven rams in the sale averaged over \$66.

A market-lamb consignment by Robert Leib of Mechanicsburg headed up the price list in that category, with Dallastown 4-H'er John Myers paying \$107.50 for the crossbred. Average for the 38 market lambs in the sale was \$52.50.

Wrapping up the sale was a feeder pig consignment auction. Dave Holloway of New Freedom topped the 24 entries with his Duroc market pig, purchased by Greg Bankert of Hanover for \$71.00. Average for the feeder pig sale was \$55.00.



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