

Deutz-Allis Extends Warranties On Tractors, Combines

New extended warranties now back the entire Deutz-Allis line of air-cooled diesel tractors and rotary Gleaner combines.

A four-year 4,000-hour warranty covers all the company's farm tractors from 40 to 193 PTO horsepower. The Gleaner combine extended warranty is a five-year 5,000-hour program.

"Extending the warranty periods supports our reputation for dependable farm equipment. It shows our customers that we back our products," says Bill Templeton, vice president of marketing for Deutz-Allis.

No other North American farm equipment supplier offers as broad of coverage over its entire tractor line, Templeton noted.

"This sets us apart," he says, noting that the Deutz-Allis warranty covers the company's small, mid-sized, special-dimension and large farm tractors, including the newly introduced high-horsepower 9100 Series models.

The warranted tractors, powered by renowned Deutz air-cooled diesel engines, have demonstrated reliable performance, reduced downtime and efficient operation, adds J.R. "Russ" Green, Deutz-Allis tractor marketing manager.

"We're the first industry player to have a four-year warranty across its whole tractor product line," Green says. "This is full coverage -- from the hitch pin to the weight bracket." Some components, such as tires and batteries, would be covered by manufacturer warranty.

Other manufacturers have offered extended warranties on their larger row-crop tractors, he notes, but not across their entire product line.

"We feel comfortable offering this warranty because our equipment is field-proven. Because the engines are air-cooled, farmers benefit from efficient performance and fewer breakdowns," Green notes.

Typically 40 percent of equipment downtime is caused by breakdowns in liquid-cooled systems, he says. The Deutz air-cooled engine design eliminates the need for these systems -- and the costs of fixing these kinds of breakdowns, he explains.

"In farmers' terms, this means that the engine won't overheat during heavy spring fieldwork. It won't pop a hose during planting operations. And it won't blow a water pump when you need to get the crop in the ground water rather

than be running across the countryside to get a part," he adds.

Smooth-running operations are just as critical at harvest, notes Tom Stadtmueller, Deutz-Allis combine marketing manager.

"At harvest you need to be in the combine, not be up to your elbows replacing a radiator hose," says Stadtmueller.

"Our entire rotary Gleaner combine line is powered by the Deutz engine. The product is dependable, and the warranty demonstrates to our customers that we mean what we say about the heart of the Gleaner," he says.

The combine warranty offers full coverage for the first two years, then adds three years of extended coverage over the engine and power train. The key components that are covered in years three through five include: the cylinder drive gear box; the transmission, the hydro unit, the final drives and the internal components of these major units; plus the front and rear axles.

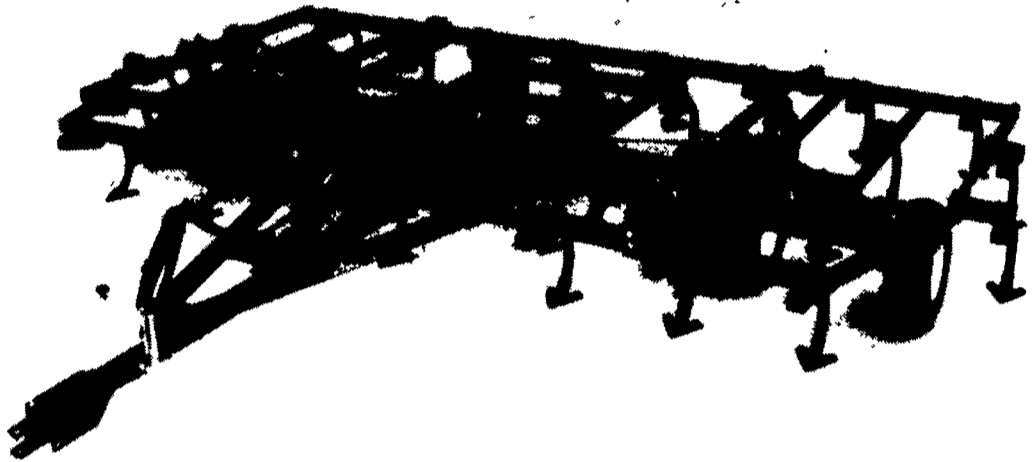
Both the tractor and combine warranties have deductibles built into the programs. For combines, there's a \$100 deductible for each repair starting in the second year

of the warranty. For years three, four and five, there's a \$400 deductible per repair.

For tractors, starting the second year of the warranty the deductible for tractors under 100 PTO horsepower is \$150 per incident. For tractors over 100 PTO horsepower, the deductible is \$250 per incident.

Deutz-Allis dealers across North America have details on the new warranty program, notes Templeton. "We invite producers to stop in and see what sets us apart," he says.

Kewanee Offers New Cultivator



This new field cultivator from Kewanee Farm Equipment offers improved clearance and less plugging. Kewanee's 380 Series field cultivator has unique, heavy-duty shanks that provide more vibrating action and less opportunity for trash to slow farmers down. Shank spacing is 6 or 7 1/2 inches, allowing farmers to match conditions for maximum soil mixing and chemical incorporation. Non-folding models are available from 10 feet 6 inches to 15 feet 8 inches and winged and flex-winged models come in widths of 16 feet 6 inches to 53 feet 2 inches.

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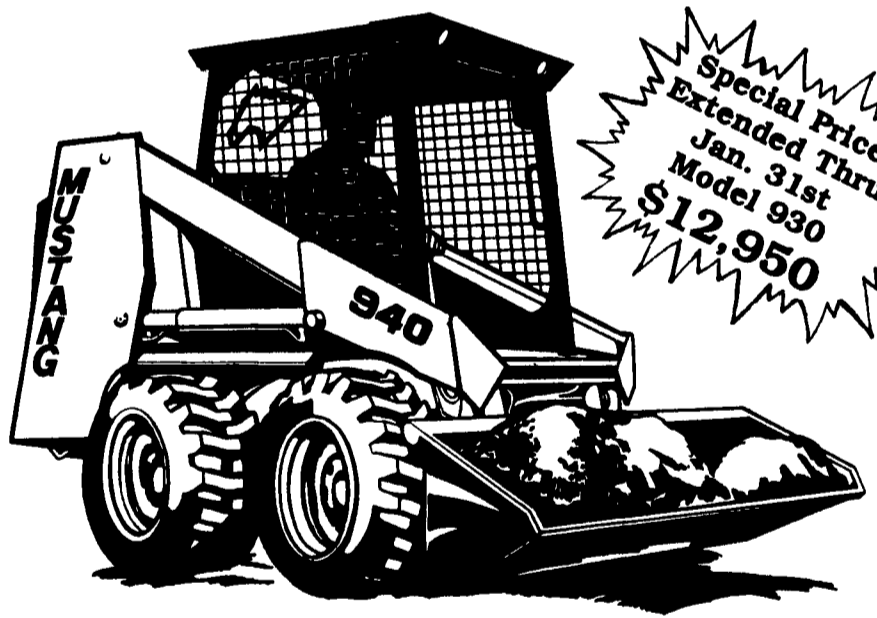
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