

## Product Helps Solve Hard Water Problems

CLEVELAND, Ohio — "Hard water" has always been a concern for homeowners, farmers, business owners, and industry. Although most of our nation's water supply is clean enough for drinking, much of it contains varying amounts of dissolved minerals, primarily calcium (lime), in the form of calcium carbonate.

Calcium scale buildup is responsible for clogging valves, faucet aerators, steam irons, coffee makers, and irrigation sprinkler heads. It reduces heat transfer in home water heaters, increasing energy costs and is accountable for elevated operation and maintenance costs in numerous industries.

In its untreated state, hard water forms a hard crystalline scale on surfaces, such as water pipes, reducing the interior diameter of pipes while reducing water flow and pressure.

Traditional water softeners, used to combat destructive scale, replace calcium carbonate with sodium chloride (salt) which is considered unhealthy for drinking. They also add salt to our groundwater, which endangers the environment.

Now there's SoPhTec, an amazing "Magnetic physical water conditioner" that controls and eliminates scale buildup without the use of chemicals or salt.

The SoPhTec System, designed for home use, consists of models C-500 and C-250, are small compact units that easily clamp on to most water source pipes. Other models are available for farm and

industry use. SoPhTec utilizes specially configured magnetic resonance equipment to control and eliminate scale buildup. SoPhTec is not a water softener as it does not add or remove anything from the water. SoPhTec technology makes natural water, with all of its important minerals intact, act like "soft" water.

SoPhTec houses a powerful configuration of magnetic fields that eliminate calcium scale buildup by changing the physical characteristics of water. These magnetic fields fracture the molecule clusters that encapsulate foreign particles in the water, allowing the calcium carbonates to float freely in solution through water, instead of clinging to the inside surfaces of water pipes. In other words, this amazing magnetic effect supercleans the surface of pipes and other containers, thereby reducing the extensive damage to these surfaces caused by the buildup of lime scale.

SoPhTec is easy to install, has no moving parts, and requires no maintenance or service. It saves energy in heating hot water tanks and saves money on soap, shampoo, detergents and swimming pool chemicals. SoPhTec is safe to use on lawns, shrubs, and fish ponds. It protects expensive plumbing, ceramic tiles and swimming pools from corrosion, algae, lime scale damage and, most importantly, is environmentally safe, using no harmful salt (as many people are watching their salt intake).

## New Tractor Available

MIDDLETOWN, Del. — The first of the much-anticipated Case IH MX 170 tractor recently rolled off the assembly line in Racine, Wis. en route to its final destination — Hooper, Inc. here in Middletown.

Hooper got the jump on the competition, selling the first-ever MX170 to Jonathan Quinn of Warwick, Md. According to Chuck Hooper, Quinn's Case IH dealer and head of operations at Hooper, Inc.'s Middletown location, the MX 170 is not a difficult piece of equipment to sell.

"We're thrilled to have sold the first MX 170s ever built," said Hooper. "And we anticipate selling a bunch more, because it is a tractor that delivers what our customers want."

Hooper cited the versatility of the MX 170 as one of the key factors in its popularity. Quinn, who manages 1000 acres on his Warwick, Md. farm, plans on using the MX 170 in all aspects of his operation. Among the features that impressed Quinn the most were the MX 170's 145



Chuck Hooper, left, presents the keys to the new MX 170 tractor to Jonathan Quinn.

PTO horsepower, outstanding lugging performance, the turning radius, and the design of the cab, which provides greater visibility and ease of operation.

Both Quinn and Chuck Hooper were present as Quinn's MX 170 was unveiled at the Case IH facility in Racine, Wis. Case IH provided both with a tour of the Racine plant, where Hooper and Quinn were able to watch MX and Magnum series tractors roll off the assembly line.

"John and I were both very pleased with the Case IH plant and the facilities," said Hooper.

## Company Introduces Finish Mowers

ROCKFORD, Ill. — Woods Equipment Company has introduced three new rear discharge (RD) finish mowers specifically designed for landscape and grounds maintenance professionals who need the flexibility of rear discharge mowers.

The new RD series includes the RD8400, RD7200 and RD6000, which offer cutting widths of 84, 72, and 60 inches respectively.

"In the design of the new RD series, Woods Equipment Company asked grounds maintenance professionals what they needed in a rear discharge mower," said Pete Officer, marketing manager for turf and grounds at Woods Equipment Company. "In direct response to this market research, our new series features a rounded front and tapered rear deck which allows a closer cut next to buildings and other obstacles."



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Another feature developed through market feedback was the removable chain shielding. Woods' RD series offers a five-bolt chain shielding across the

back to act as a guard against thrown objects.

The quick-detach system allows for easy removal of the chain shielding to avoid grass clumping, yet still meets all applicable safety standards. The RD series meets applicable ISO and ASAE safety standards with or without the chain shielding.

The drive system includes several enhancements for heavy-duty durability and longer life. A cast-iron sheave with taper lock bushings results in longer belt life. Taper rolling bearings offer improved durability in high shock conditions.

The RD Series also includes interchangeable caster wheels that can be adjusted to the specific tractor size and set-up, while still remaining out of the tractor's way. A V-forward design keeps the mower at an optimal distance from the tractor.

## Hesston Introduces Windrower

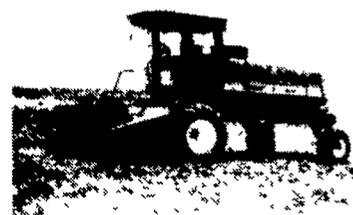
ATLANTA, Ga. — With the introduction of a new Model 8450 self-propelled windrower, Hesston has taken hay harvesting to a new level in power, capacity, and comfort.

Designed for customer operators, commercial hay producers, and large livestock operations, the Model 8450 is built for fast, high-volume cutting, thanks in part to more than 65 changes and improvements over the Model 8400 it replaces.

"In simple terms, the Model 8450 is a no-nonsense business machine that offers everything in the way of horsepower, dependability, and comfort that large-acreage operators have been looking for," said Ken Johnson, general marketing manager for Hesston products.

It starts with a deep-channel mainframe that provides the strength and stability to carry the machine through the roughest terrain. And to make sure it has enough power for any situation, Hesston equipped the 8450 with a 110-horsepower, turbocharged Cummins diesel engine and variable, two-speed hydrostatic drive.

A rear-tilting engine hood provides quick and easy access for both service and maintenance. Meanwhile, a 60-gallon



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fuel tank ensures plenty of diesel for all-day operation. There's even an access ladder and platform for quicker and easier refueling.

That's because the 8450 stands a little taller than most self-propelled windrowers, allowing it to cross the tallest and widest windrows without disturbing the crop. The 37.5 inches of ground clearance is due in part to the use of 19.5x24 high-flotation turf or bar tread tires in the front and 14L x 16.1 tail wheels in the rear that adjust out to 120 inches for working in beds.

The most appealing amenities on the Model 8450, however, are found in the new Command-Center cab, which features 73

square feet of tinted glass and a panoramic, curved windshield. The wide, air-suspension operator's seat adjusts for height, fore/aft position, lumbar support, and personal back comfort for long days in the field. You won't have to reach for the controls, either. The entire console is attached to the seat and moves with the operator. Yet, it can be moved fore and aft or vertically in relationship to the seat for individual fit.

A single ergonomic control handle regulates ground speed and direction and includes switches for header tilt, reel lift, and speed and monitor selection.

Also attached to the console is another feature unique to the 8450 — an electric monitor that provides a wide variety of information and warning functions. In addition to visual and audible warnings for all engine and transmission functions, the monitor includes visual warning for intake air restriction and turn signal indication. Computerized functions additionally include a lubrication reminder and monitoring of engine hours, engine speed, header speed, auger clutch slip, system voltage, header hours, acres harvested per hour, sub acres (resettable), and total header acres.

## AgChem Service To Offer Alfalfas

EVANSVILLE, Wis. — Ag-Chem, Inc. and AgChem Service, serving customers in the Northeast and Mid-Atlantic, are joining W-L Research, Inc. as distributors of W-L Alfalfas.

"The addition of these two strong agronomic companies will increase the availability of award-winning W-L Alfalfas to livestock and dairy farmers throughout the Northeast and mid-Atlantic regions," said Dick Kauffman, research agronomist for the Northeast at W-L Research, Inc. "Ag-Chem, Inc. and AgChem Service provide exceptional service and products to their customers and we expect this addition of W-L brand alfalfas to continue their customer-service traditions."

Ag-Chem, Inc., provides a complete line of agronomic services for customers focused on agriculture, horticulture, and turf in Delaware, Maryland, New Jersey, Pennsylvania, Virginia, and West Virginia.

Chemicals, custom application, fertilizer, seed, seeding and soil testing are some of the products and services they've offered to customers in their six-state territory since 1975.

"We feel W-L Alfalfas offer the top performance and value that farmers demand," said Ag-Chem, Inc. sales representative Tom Mullineaux. "W-L is widely known for its quality alfalfas and we are pleased to make these W-L Alfalfas available to our customers."

For more than 30 years AgChem Service has sold and serviced a full line of agricultural, turf, and ornamental products for farms, golf courses, and lawn-care companies in Connecticut, New Hampshire, New York, Maine, Massachusetts, Pennsylvania, Rhode Island, and Vermont.

"AgChem Service wishes to provide the best products and services to our customers," said AgChem Product Manager

Charlie Smith. "W-L Alfalfas have long been recognized as an outstanding line of alfalfas and we are pleased to include them in our product line."

W-L Alfalfas have won four straight grand-champion dairy hay division, World's Forage Superbowl awards. Each winning variety was developed and produced by L-L Research, Inc. at locations such as their Northeastern Research Facility, near Mount Joy, Pa.

"W-L is committed to develop better seed through research and that focus includes a strong commitment to the Northeast," said Kauffman.

Two W-L Alfalfas recommended for production in the Northeast are WL 324, a high-yielding variety with outstanding-persistence and winterhardiness and WL 325HQ, a variety with very high yield potential, superior multiple pest resistance and outstanding forage quality.

