

GIVES PRICES AND LOCATION OF 10,000 TRACTORS, COMBINES AND HEADERS

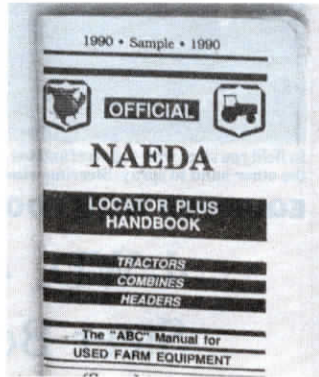
New Guide Helps Locate Used Tractors, Combines

"We've had tremendous interest. There's nothing else like it anywhere," says Bill Tiberend, distributor of the new "Locator Plus Handbook", a where-to-buy "blue book" guide for used tractors, combines and headers that's published monthly for equipment dealers, farmers, bankers and anyone else looking for equipment or who wants to get the latest prices as well as actual "where to buy" information.

The new equipment guide is the brainchild of Illinois dealer Bob Corley who was tired of looking through dealers' newspaper ads to research the price of used equipment. So he decided to publish his own guide that would help other dealers locate or price used equipment.

His 4-person staff scans 55 newspapers, magazines and specialty farm publications for dealer display ads, collecting and organizing information by type and make. Each one of the average 10,000 listings per issue gives the make, model, price and a dealer code that lets you look up the name and address of dealer in the back of the book.

"It gives us a quick reference," says Rob Roberts of Roberts Farm Equipment Co. in Lebanon, Ind. "We average out the prices to get an idea of what the market is. And it's a real time-saver if you don't have the implement your customer is looking for. This way, you can find it easily."



New guide is published monthly.

Although the guide is currently limited to tractors, combines and headers, Tiberend says it may be expanded in the near future to include planters. A recent issue listed about 6,000 tractors, 3,000 combines and 1,000 headers and ran about 255 pages. Although the biggest market for the book is among equipment dealers, some farmers have also subscribed to the guide. And bankers and insurance companies use it as a guidebook for setting prices. It sells for \$94 a year.

Contact: FARM SHOW Followup, Locator Plus Handbook, 8 S. Washington St., Sullivan, Ill. 61951 (ph 217 728-7364).



Cattle wear radio-activated ear tags with electrical contacts touching their skin.

EARTAG SHOCKS CATTLE IF THEY WANDER OUT OF GRAZING AREA

"Fenceless" Electronic Cattle Grazing System

It might not totally do away with the need for fences but researchers at the USDA experiment station near La Grande, Oregon, say their new "fenceless" grazing system will allow rotational grazing across big open range areas without the need for temporary fences.

Tom Quigley and Art Tiedemann have been working on their fenceless grazing system for several years. They've now reached the point where they're looking for manufacturers to work with them in developing final miniaturized working prototypes.

The system consists of a transmitter that installs in the middle of an area where you don't want the animals to graze. The transmitter sends out a signal over a 360° area. Cattle wear radio-activated ear tags with electrical contacts touching their skin. If an animal wanders into the excluded area, the ear tag picks up the transmitter's signal which buzzes a warning sound. If the animal continues into the area, he gets a mild electric shock that continues repeatedly until the animal leaves the area.

"At first we tried just using an audio warning but they ignored it after a while. The shock catches their attention. So far it's

worked with every animal we've tried it on," says Quigley. He notes that the shock delivered is much less than the shock of a typical electric fence, but cattle ears are very sensitive so it gets their attention.

The transmitter can be adjusted to work over a 1/4 to 1/2 mile radius area.

In tests Quigley says most cattle don't need electrical stimulus after the first couple days. As soon as they hear the audio warning, they back off. The ear tags will be powered by 6-month batteries so they'll last nearly an entire grazing season before needing changing. Then they'll have to be replaced just like an ordinary eartag.

Quigley says the electronic fencing system could be used for rotational grazing, rounding up cattle, or as a temporary barrier during fence repair. But it probably won't eliminate conventional fencing around the perimeter of a grazing area because of the possibility that the transmitter could go off or that cattle from another ranch without ear tags could wander in.

Contact: FARM SHOW Followup, Tom Quigley, USDA Forestry and Range Sciences Laboratory, 1401 Gekeler Lane, La Grande, Ore. 97850 (ph 503 963-7122).



Bucket is equipped with 2-ft. long, independently controlled wings on each side.

INCREASE PRODUCTIVITY 50%

"Power Wing" Bucket For Front-End Loaders

A new "power wing" bucket equipped with 2-ft. long, independently controlled wings on each side increases bucket loading speed 50% and lets you do jobs you couldn't handle with a conventional bucket, according to Henke Mfg., Waverly, Iowa.

Each wing is independently powered by a 10-in. hydraulic cylinder controlled from the cab. The bucket, available in 4, 6, 7, and 8-ft. widths, quick taches to the loader.

"Depending on wing position the bucket can be used as a V-plow, scraper, or close quarter cleanup tool," says Arnold Freund, director of sales and marketing. "The independent wing control lets you maneuver the

bucket into close quarters such as free stalls and around feed bunks and hog pens. It works great for handling materials like fertilizer, snow, and manure and for scooping up broken round bales in the field where you can squeeze the open wings around the loose hay. By mounting a bale spear in each wing you can also use it to move round bales."

The four models range in price from \$1,800 to \$3,600.

For more information, contact: FARM SHOW Followup, Henke Mfg. Corp., 2105 E. Bremer Ave., Waverly, Iowa 50677 (ph 319 352-5150).

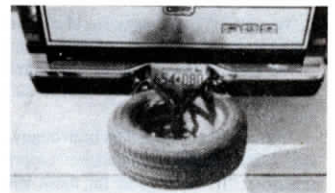
BOLTS ONTO STEP BUMPER AND SECURES TIRE VERTICALLY BEHIND THE TAILGATE

New "Fold-Down" Spare Tire Carrier

New "fold-down" spare tire carrier bolts onto the step bumper of your pickup and secures the tire in a vertical position behind the tailgate where it's easy to reach, says Brighterway Products, Rochester, Minn.

"Most other spare tire carriers mount under the pickup bed where the tire is hard to reach and often difficult to remove because of rust and dirt buildup," says Ervin Matzke, owner. "Our Port-A-Spare tire carrier eliminates those problems without interfering with visibility of the license plate or use of the hitch. It folds down out of the way whenever you want to use the tailgate."

The bracket can be adjusted to fit any size tire by repositioning a pin. Two models are



Tire carrier folds down out of the way. available to fit small or large pickups as well as trailers. Both sell for \$79.95. Dealer inquiries welcome.

Contact: FARM SHOW Followup, Brighterway Products, Box 7267, Rochester, Minn. 55903 (ph 507 289-0482).