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## FLANGE GASKETS...IS IT THAT BIG A DEAL? NOT IF YOU BUY A REINKE!

If you're a regular reader of our newsletter, you know I have written about the features and benefits of purchasing Reinke pivots. One of those features is the flange gaskets used by Reinke, more importantly the flange construction. And yes, I know most of you that read this are Reinke owners, but some also own other brands. I feel there is a need to bring out the benefit of our V-ring flange and gasket construction, so everyone understands how great this feature is. Our competitors are notorious for running down Reinke systems and I know if you sat thru one of their sales pitches you've heard them, like the following:

"Those lightweight things, they're going to rust out.... or they're going to blow over"

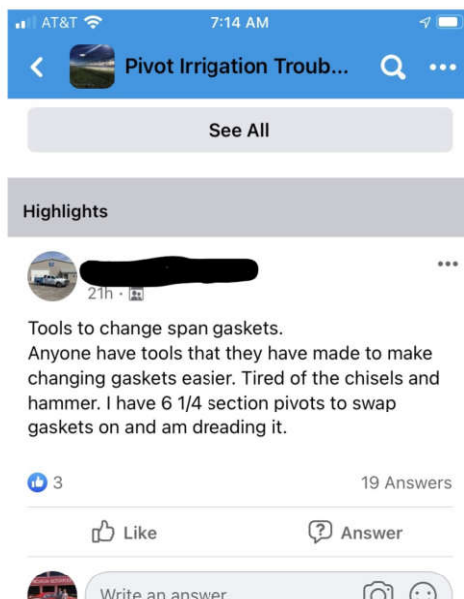
"Those cheap gear boxes...they don't last"

And it goes on and on. But wait...they don't tell you about their stuff, you know, like how you're going to pay for that big service charge when they come out and change all the gaskets in the spans. Yea, that one. Below is a screenshot from a Facebook pivot troubleshooting page. The person that posted works for a Valley dealer in Michigan. He is asking about better ways to change flange gaskets on Valley systems because he's really dreading it. Oh yea, it also says he has (6) 160-acre systems to do.....WHAT???! The post also goes on with 19 answers from various Valley and Zimmatic service people that give different methods on how to change or "Band-Aid" span gasket failures on their systems. OMG.... LOL and all the other acronyms. Obviously, this is a huge problem. Why would you purchase a system that is absolutely going to need this type of repair?

Reinke owners do not suffer this consequence. In fact, Reinke is so confident in their flange gaskets that if they fail within 25 years of purchase, they cover cost of replacement. I have been involved in installing, servicing and selling Reinke systems for 37 years and have not seen a V-ring flange seal fail, even past 25 years. The only time I have seen a flange leak is when the gasket is installed improperly or was left out at time of construction (and yes it happens).

So why purchase something you know is going to fail and cost you more money.

**Buy Reinke!**





*Jason Preston*  
FSI General Manager

## Notes from Jason's desk Selling ROI...or not

I've been involved in the center pivot irrigation business for over 37 years. I have been directly involved in the sales end of it for over 25. I am regularly asked by new customers and potential irrigators "what is the payoff on irrigation?".

My first response to this question is honesty, "I'm not really good at telling you that". Now. Before you think that's a short coming, think again. I prefer to rely on facts. You know, the things that are real and can genuinely be considered actual and constant. Attempting to tell a farmer what the pay off on a purchase would be involves knowing everything like land cost/rent, input costs, crop yields (with and without water) as well as crop revenue. As we all know in this business, these change every year and sometimes quite rapidly. Another issue with this process is the growers themselves. Are they going to invest in the crop itself to ensure the irrigation equipment is going to produce an efficient payoff? This involves a planting, fertilizing and irrigation schedule that makes yield increases to justify the equipment purchase.

Another variable is cost of operation. Available power plays a large role in what it takes to irrigate efficiently. Hi-pressure vs low-pressure, single-phase vs three phase or is it diesel power, being either generator or gear operated pump, all of these have different cost factors and can vary widely depending on use and set up.

Yea, I can run the numbers for you. I can make some estimates on potential yield increases by adding irrigation to your operation. I can do that. Remember, this is only theoretical and if you've been in ag business long enough, you know nothing stays the same, it's constant change.

My best statement when it comes to convincing a new prospect that irrigation pays is my years of experience selling, installing and servicing center pivots. I have personally sold somewhere in the area of 800 new systems and 100 or more used systems. FSI as a company has sold close to 1500 new Reinke systems in its 40 years of existence. Out of all of these systems, I have only seen (1) customer who said it did not pay and sold off his only pivot. 6 years later, he drilled (2) wells and installed (5) new systems. Every customer I have dealt with after purchasing their first system, adds, more.

There are other benefits to irrigation that are not as easily measured as yield. They are quality and consistency of crop. Insurance that the dollars you invested to plant it, pay off. Also turning marginal farms in to high quality, high producing acres. So many things to consider in your ROI number.



So you ask me about payoff or ROI. I may be hesitant but trust me. I only rely on things I can count on

# CLASSIFIEDS



**\$12,500**

**CADMAN 2625 (USED)**

- 2.625 ID hose/900' long
- 155 - 205 gpm
- 240' - 252' lane spacing
- Shows little use



**\$2,500**

**BERKELEY B4EYRMBH PUMP (USED)**

- Frame mount/coupling drive
- 5" flanged suction
- 4" flanged discharge
- 1000 gpm @ 158 psi @2000 rpm w/200 hp



**\$2,500**

**BERKELEY B4JQBH SAE 2 PUMP (USED)**

- 1200 gpm @ 140 psi (125 hp required)
- 950 gpm @ 140 psi (100 hp required)



**\$2,000**

**BERKELEY B3ZPBH 30 HP PUMP (USED)**

- Baldor electric motor 480v 3 phase
- 4" flanged suction
- 3" flanged discharge
- Packing/7.125 impeller
- 500 gpm @ 73 psi



**\$550 EACH 2 tires available**

**RHINO GATOR TIRES (NEW)**

- 11.2 X 38 tire size
- Tire and rim come assembled



**\$1,500**

**NACD SAE MOUNT PTO CLUTCH (USED)**

- SAE 3# bellhousing
- 140 hp rated
- Includes ring gear & PTO shaft
- Low hours

## UPCOMING EVENTS



Join us at booth numbers 609 and 610 on December 7, 8 & 9 for the Great Lakes Expo Fruit, Vegetable & Farm Market at Devos Place in Grand Rapids.



We will have a booth at the 2022 Great Lakes Crop Summit on January 26 & 27 at Soaring Eagle Casino & Resort in Mt. Pleasant.



The 2022 Winter Potato Conference will be held February 2-4 at the Amway Grand Plaza in Grand Rapids. Come visit our booth!

# FALL WINTERIZATION/PREVENTATIVE MAINTENANCE PROGRAM



Our fall winterization/preventative maintenance program runs through December 31st! We will winterize your center pivots, risers, wells and centrifugal pumps so you are ready to go next spring.

Once our service techs have completed the PM on your systems, you will get a detailed report with recommended repairs (if applicable).

Call today for more information or to schedule your winterization/preventative maintenance and save on down time next year!

**FARM SERVICES, INC.**  
4840 North Greenville Road  
Lakeview, MI 48850

**WE HOPE YOU HAVE A**



**VERY MERRY CHRISTMAS!**

*Farm*  
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