

# First Purchase Leads to Second

IOWA COOP LIKES M-C DRYERS FOR LOW MAINTENANCE, HIGH-QUALITY END PRODUCT



Mathews Company's MC 2250 tower series grain dryer at Winneshiek Cooperative Association in Cresco, IA. Photos by Ed Zdrojewski

Staffers at **Winneshiek Cooperative Association** in Cresco, IA (563-547-3660), liked the new **Mathews 2250 tower series grain dryer** they installed in the summer of 2008 so much they ordered a second unit.

According to **Grain Merchandiser Dale Heimerdinger**, the six-location cooperative based in northeast Iowa is installing a new Mathews Company 2400 grain dryer in Florenceville, IA.

The initial dryer from **Mathews**

**Company (M-C)**, Crystal Lake, IL (800-323-7045), was installed after the company evaluated two other grain dryer brands. And when decision time arrived for installing a second dryer, M-C was the choice again.

For the Florenceville project, Model M-C 2400 was selected based on its larger capacity of 2,400 bph flow-through with five points of moisture removal. It will be installed in time for the 2011 harvest.

Heimerdinger says all of the cooperative's six locations, which handled 6.5 million bushels of grain in 2010, had old dryers, and they are being replaced over the next several years.

Two people who were influential in the cooperative's choice of dryers were **Jeff Cruzen**, district sales manager for Mathews, and **Rich Jones** of **Rich's Electric**, a Mathews Company dealer in Davis Corners, IA, who has installed or supervised the installation of 15 Mathews dryers over the past 10 years throughout Iowa.

"Winneshiek Coop's older batch-type dryers were becoming obsolete, and upgrades were needed to allow them to achieve greater energy efficiency," says Jones.

## Dryer Features

The M-C 2400 at Florenceville will use liquid propane, because the location does not have natural gas service, says Heimerdinger. However, natural gas was the fuel of choice for the M-C 2250 at Cresco.

"The computerized controls are easy to operate, and they are maintenance-free," he says, adding that those factors were quite important to all of the outside employees who were used to the company's older dryers with high maintenance requirements. However, the new Mathews dryers are low-maintenance, he says, with easy access to those parts

that require attention.

Each dryer unit is powered by a single 100-hp motor. The 2400 model has additional moisture sensors, which was a special feature attractive to Winneshiek Coop.

"In this part of the country, an elevator has to have good grain dryers, since 80% of our volume goes through the dryer," Heimerdinger says.

## Efficiency and Quality

With energy costs increasing, the efficiency of the newer dryers was one



Grain Merchandiser Dale Heimerdinger.

of the key features in the selection process, he says.

According to Heimerdinger, the coop felt the M-C units are much more efficient both in the gas used for drying and for the electricity to operate the motor."

Furthermore, he says, the grain quality is much higher, because the M-C units do not have any augers, which helps reduce the potential of fines.

Both of the dryers are 12-feet in diameter and are pre-assembled modules that are built from the base up. According to Heimerdinger, unlike some tower dryers that are jacked up like steel grain tanks, the M-C tower dryer modules are stacked with a crane and can be built in three to four days.

*Stu Ellis, contributing editor*