

# Performance and Service

NEW MATHEWS 4800 DRYER SELECTED BASED ON SATISFACTION WITH OTHER UNITS



*Fredericksburg Farmers Coop installed a Mathews Model 4800 tower dryer in 2012.*

“I am sure the other tower dryers are good, but we did not explore those options because of the local sales and service that was available,” says **Jim Erickson**, general manager of **Fredericksburg Farmers Coop** at Fredericksburg, IA, on the company’s 2012 purchase of a **Mathews Company** Model 4800 tower dryer.

“There has been minimal service needed at this point, and we are very pleased with the dryer we bought,” he relates.

The installation of 4,800-bph dryer was part of a major upgrade of the Fredericksburg facility in the summer of 2012. The coop, which has eight grain,

agronomy, and petroleum facilities in northeastern Iowa, replaced a Mathews 1,800-bph low-profile dryer installed in 1994 with the new and larger model.

“It is just a wonderful dryer. It is very efficient for us. We have not seen all of the final numbers yet to see how efficient it is, but as far as capacity goes it is doing everything they said it would plus more. It is very easy to run, and my employees are very happy with it,” says Erickson (563-237-5324).

### Substantial 2012 Workout

At Fredericksburg, Erickson has 1.8 million bushels of storage and says the new Mathews 4800 dryer performed well while drying the 2012 corn crop. He says moisture averaged 18-19%, with yields down about 20% from 2011. “We ran about 1 million bushels through it, and it worked very well,” he adds.

The Model 4800 is the largest tower dryer made by Mathews Company, Crystal Lake, IL (800-323-7045), and a significant part of the selection decision was the experience that Erickson had

with Sumner Electric of Sumner, IA, which sells and services Mathews dryers.

“Sumner has service that is just awesome, unbelievable. We decided to take a serious look at the tower dryer, and we went from 1,800 bph to almost 5,000 bph drying capacity at this location,” he says.

Erickson says Sumner Electric has installed Mathews dryers at three other company locations and provides all of the service. “We went to him because of his prior sales and service record.” Regarding the new Model 4800 unit, Erickson says, “There has been minimal service needed at this point, and we are very pleased with the dryer we bought.”

### Ease of Operation

Erickson says the dryer’s controls are all computerized, and it has been very easy for his employees to learn the dryer’s operation. “There is a lot more information available to our people. They are very pleased with the capability of running the dryer from a computer. It is a lot different than what they were used to.”



*Fredericksburg Farmers Coop General Manager Jim Erickson (left), Loren Gitch of Sumner Electric, and Superintendent John Isenhower.*

### **Installation Process a Surprise**

Erickson said most new dryers are delivered in sections, but the Mathews unit came in a collection of parts. "Mathews provided a crew of four or five workmen for a week, and they just started on the bottom, got it all bolted together, and wired it at the same time it was going up. They came in and did a tremendous job, and we had excellent service from Mathews Company," says Erickson.

### **Major Upgrade Project**

Erickson says the older unit had been in service for nearly 20 years, and the coop had been happy with its performance, "but as agriculture has changed in the last 3-4 years, the capacity of our customers has grown tremendously, and

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*-Jim Erickson, Fredericksburg Coop*

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we have a need to grow with them."

The replacement of the dryer was part of a \$1.5 million renovation and upgrade project at Fredericksburg, which included the new dryer, as well as removal of a wooden elevator dating from 1960. The coop also erected two new 8,000 bph legs for wet and dry grain, installed new 8,000 bph conveyers, and added 40,000 bushels of wet storage and 270,000 bushels of dry storage.

Erickson adds, "We are planning on a major project at one of our other locations next year, and I am so pleased with this one, I am sure we will install another Model 4800 tower dryer from Mathews Company."

*Stu Ellis, associate editor*