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To: Drying System Update Recipients
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November 2002 Drying System Products Update

New 2002 Drying Systems Get Tested

It is starting to look like the folks who made drying system improvements this year had a crystal ball. Rainy weather and wet cotton seems to be the order of the day for much of the Cotton Belt. In 2002 we added several new Collider Dryers to our installation base, including several upgrades from Fountains. I am happy to report all of these systems are working well and we appreciate having good customers to make it all happen.

But don't just take my word for it. Give one of us a call and we'll find the Collider Dryer nearest you for you to see in action. There is no substitute for seeing one firsthand and hearing the stories directly from the folks who have used it.

When Life Gives You Lemons Make Lemonade

That must be the philosophy of the folks at Meadow Farmers Coop in Meadow, Texas. Last Saturday they found themselves in the same situation a lot of gins can relate to. The rains have kept their farmers out of the fields and the gin was caught up. The rains had also made what cotton that had made it to the gin pretty tough to process.

Well, Meadow Coop decided to spend this week upgrading their drying capacity instead of waiting for the weather to cooperate. By this weekend they will have installed a new Collider Dryer, a new heater and the necessary sheet metal and fan changes. They will be ready to tackle the rest of this year's crop and able to take advantage of the higher turnouts, better cleaning, and faster production that the Collider System offers.

Hot Box Tips

- * Clean out the inside periodically
- * Consider adding a stabilizer shock if the inlet gate fluctuates
- * Try adding some weight to the trash gate to help trash kick out
- * Look for places to seal air leaks.
- * Monitor trash gate for jams (some heaters do this automatically)
- * If you would like more single-locking, consider adding a Flail



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Tip for Getting the Most from Collision Air

One of the nice features of our heaters is that they lend themselves to a variety of applications, including the ability to split the output into two lines. While this is an economical layout in terms of initial cost, several customers have opted to have independent heaters for collision air. An independent heater offers an extra edge for performance and can pay big dividends when ginning challenging cotton.

Installing a dedicated heater for collision air offers the following benefits:

- * Independent temperature controls guarantee proper temperatures for each line.
- * Option to gin with only one heater and lower temperatures in dry conditions.
- * Changes in airflow will show up quicker and will be easier to identify.

Moisture Mirrors Getting Big Thumbs Up

We now have approximately 40 Moisture Mirrors in operation and they have been getting good reviews from users. Some ginner were at first very skeptical, worried that it might be hard to use or that it would slow them down. Those same ginner have come to depend on the information the Moisture Mirror gives them and now recognize it as a valuable tool that helps them do their job. After a couple of weeks of using a Moisture Mirror, one ginner told me “It let’s me gin at lower temperatures with confidence.”

The managers have recognized its value, too. One manager explained, “It opened up a whole new line of communication between me and my ginner.” In many cases the ginner uses that information to explain what he is doing and the manager uses it to give the ginner clear goals for what they expect.

It’s Time for the Early Bird Discount Again!

This is our 6th year to offer the Early Bird Discount. This discount gives you the opportunity to save 10% off of Samuel Jackson products ordered by January 17, 2003. This offer is only available to domestic gins on equipment to be shipped for use next year. If you are considering any changes next year, we encourage you to take advantage of this offer.

Neil Turner
Vice-President of Sales & Marketing

Drying System Updates are written on a periodic basis to keep our customers informed of the latest developments. To receive this update by e-mail or to be removed from this update recipient list, please contact Neil Turner using the information at the top of this letterhead.