



FIELDPILOT® 220

**Extremely simple and
incredibly affordable
assisted steering**



FieldPilot 220 System Components (clockwise from top):
CenterLine 220, Steering Valve, Steering Control Module

Precise, accurate assisted steering

- Hydraulic steering interface for optimum performance
- 6 to 10" pass-to-pass accuracy with built-in WAAS/EGNOS GPS receiver
- Tilt compensation and gyro-stabilization to ensure accuracy on side slopes and uneven terrain
- Ideal for tillage, preplant and solid-seeded crop spraying

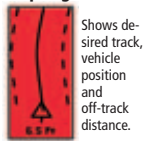
Easy operation

- Manual first pass, automated subsequent passes with manual headland turns
- Same intuitive simplicity as the popular CenterLine® 220 Guidance System
- CenterLine 220 console displays assisted steering information in parallel (straight line A-B) and curved A-B guidance modes
- Compact – keeps cabs clutter-free
- Easily installed and portable

High value, low price

- Increase productivity with improved accuracy, lower input costs, reduced operator fatigue and improved nighttime operation
- Superior hydraulic performance at a very low cost

Map Page



Shows desired track, vehicle position and off-track distance.

Data Page



Swath Number
Track Direction
Off-Track Distance
Speed Guidance Mode

Be sure to see the FieldPilot 220 in operation at the Farm Progress and Husker Harvest shows!



has become

TeeJet®

www.teejet.com

Know when to bill the full custom rate

Profit Planners

I did some custom planting for a guy this spring and about 20% of it needs replanted. Should I charge the full rate that I charged the first time or a reduced rate? I told him the ground was too wet to plant but he told me to go anyway, so I'm not feeling like it was my fault.

Myers: A custom pass is a process under the other guy's recommendation and management, win or lose. From what you described, I suggest charging the full rate with any deviation from that by your grace.

Gottschalk: Charge the full rate if being right is more important to you than planting for him next year.

Erickson: I would charge the same full rate for replanting as you did for the original operation. Your customer made the decision on when to plant and should bear the responsibility of his decision. Replanting actually will take you more time on a per-acre basis than the first time planting since it will be less efficient.

Evans: You have the same cost in the replanting, so charging the rate per acre to replant the problem area seems appropriate particularly since you informed your client of the concerns. Depending on distance, you still are out the trip cost for a very few acres on this second trip, which should also enter into your considerations.

Farm protection plan

My wife and I farm with her parents. They own 600 acres and we are buying 80 acres from them on contract. My wife's sister and brother don't care about the farm. Her parents haven't planned ahead, and we're nervous. How do we protect our business?

Erickson: The key to good estate and succession planning is communication.

You and your wife need to talk to her parents to learn of their plans and

to inform them of your concerns. Keep an open mind and do not be threatened by their thoughts. Be willing to spend money to get good advice and then use the advice to make a better plan for all involved. That includes the off-farm heirs as well.

Myers: You should start by visiting candidly with her parents regarding estate-planning issues. Assuming that siblings don't care is a disaster waiting to happen. To protect your business, you need to have an idea of what the in-laws and heirs are thinking and willing to commit to today — a reasonable expectation. Then, adapt your plan to this newfound knowledge.

Gottschalk: You must address this issue through a clear understanding with her parents. To say her siblings don't care is a very naive attitude. The farm is money; everybody cares, and they want their share as soon as possible and in cash. After you have a clear understanding of her parent's plans and after those plans have been communicated to the heirs, then you can make plans with some confidence. Do not allow this issue to go on unresolved until the death of one of your in-laws.

Evans: Many agricultural agreements are not in writing, and this is a setup for trouble whether it is tenant rental agreements, farm succession or otherwise. It is imperative that you sit down and work out an agreement. Some say, "Well, that shows distrust or will rock the boat setting off a firestorm." Trust me, this firestorm will be far less than the firestorm you will have down the road when everyone acts upon their presumptions. The sister and brother probably don't want to think about when Mom and Dad are gone. However when they are gone, they may want their portion in cash from a land sale.

Working now to educate, build relationships and set up agreements on paper where they would have cash income from you as a tenant would be wise. Seeking professional legal help would be wise. Get references and talk to others to make sure you are getting good legal advice.

Meet our panelists

- **David Erickson**, farmer
Altona, Ill.
- **Dan Gottschalk**, financial consultant,
Delphi, Ind.
- **Steve Myers**, farm manager,
Busey Ag Resources,
Leroy, Ill.
- **Mark Evans**, Purdue Extension
educator, Greencastle, Ind.

Send us your tough farm-management questions! If your inquiry is published, your identity will not be revealed.

Write: Send your letter via regular mail to Profit Planners, *Prairie Farmer*, 1301 East Mound Rd., Decatur, IL 62526-9344

E-mail: cstout@farmprogress.com

Evans joins Profit Planners

PROFIT Planners brings on a new panelist this month. Mark Evans is an Extension agriculture and natural resources educator in Owen and Clay counties in Indiana. He has worked for Purdue for 14 years, after earning a bachelor's of science and a master's degree in agronomy from Purdue. Mark lives near Greencastle, Ind., with his wife, Beth, and two sons, Justin and Cody. His hobbies include cutting wood, working outside, helping with church activities and teaching.