



# The Cross Slot® Drill Down

CROSS SLOT NORTH AMERICAN NEWS DECEMBER 2010

## Cross Slot – The Leader in No-Till Technology

**Second hand  
Cross Slot  
drills are  
available**

**Contact  
Gavin Porter  
1 888 663 7773**

**Upcoming  
Activities  
for your  
calendar**

**Sales staff  
will be present  
at several  
upcoming  
farm shows and  
conferences:**

**• Washington  
and the  
Spokane  
Ag Show,  
1–3 Feb 2011**

**Custom seeders  
Dale Kopf and  
Jon Olson will  
be there for  
discussions and  
scheduling.**

**• Cross Slot  
Conference  
Pullman, WA  
7 Feb 2011**

**We look  
forward to  
renewing  
acquaintances  
and making  
new ones.**



### **Baker No-Tillage Limited establishes USA-wide sales office in Pullman, WA**

Cross Slot has been available to US and Canadian customers for several years, but with increased demand for this no-till seeder, it became obvious that additional personnel were required.

Baker No-Tillage USA Limited was established as a subsidiary of Baker No Tillage Ltd.

Being based in Pullman, WA enables BNT USA to provide its North American existing owners and new customers with a full Cross Slot service.

Enquiries can be made toll free on 1-888-663-7773.

### **Cross Slot USA partners with Agpro of Lewiston, ID**

Agpro, a manufacturing company of agricultural equipment including drills, has teamed with Cross Slot to provide Cross Slot openers on complete no-tillage drills.

New frame designs make it feasible to mount these precision openers on custom drills with variable widths and capabilities reducing the investment in a drill with Cross Slot openers.



### **Financial options for purchasing no-tillage equipment**

Competitive long term (up to 10 years) rates can be arranged through the Spokane County Conservation District for qualified Washington, Idaho and Oregon parties.

Contact Gavin Porter for more information. (See contact details on following page).

The Washington state sales tax exemption on farm equipment is due to expire 12/31/10.

Financing for other parts of the USA for terms up to 6 years is possible.

This is subject to credit approval by the financing party.

### **Section 179 still in play – providing better returns under a new regime**

Cross Slot Qualifies – the tax benefits are better than before. Contact us for an excel spreadsheet model to see by how much. Section 179 underwent big changes in 2010.

You can now deduct up to \$500,000 of equipment, software, and/or vehicles. This is a substantial increase!

The old limit was \$250,000 and the bonus 50% depreciation has also been re-instated for purchase amounts in excess of \$500,000.

### **Cross Slot owner-operator conference**

A one-day conference is being planned to bring together regional owners-operators plus those utilizing or interested in the Cross Slot technology to share their experiences and results of recent seedings.

Through presentations, discussion and personal contacts we will gain insight into the opportunities available with this unique capability. The proposed conference date is 7 February 2011.



## New Zealand & International Cross Slot drill owners tour the Pacific Northwest

Some 25 Cross Slot drill owners from Australia, Germany, Canada, USA and New Zealand arrived in Spokane in late June and joined together in an 8-day bus tour of the Palouse and surrounding area.

They were guests of several local Cross Slot and leading conservation tillage farmers in the Palouse and northern Oregon region.

Many of these owners and farmers produce excellent yields from their crops and are upset if they are not getting above average wheat returns per acre.

The tour highlighted the difference in management techniques used by the farmers to achieve these types of yields... especially as they felt the soils here are better with similar moisture levels.

## Two new Custom Conservation No-Tillage Seeding Machines are now available

Dale Kopf of Moscow, ID began custom seeding with a 25 ft Agpro/Cross Slot drill fitted with openers on 10 inch spacing in Spring 2010. Jon Olson of Garfield purchased a similar Agpro/Cross Slot drill for September 2010 startup.

These 25 ft drills are self contained as wing-up frames, air seeders with liquid fertilizer banded on each opener. Safety monitors are included on seed, fertilizer and seed depth plus GPS for auto steer and mapping. These custom operators have seeded a wide variety of crops, soils, residues and topography with excellent success.

Book these drills for next spring by calling:

Dale at 208-310-2787

Jon at 509-339-5522

or visit their websites:

Dale: [www.kopfcustomseeding.com](http://www.kopfcustomseeding.com)

Jon: [www.customseeding.com](http://www.customseeding.com).

### *“When used properly Cross Slot will increase yields”*

Over 6,000 acres in Washington, Oregon and Idaho have been drilled by Dale and Jon this year with very good results for guys who are learning a new system.

In particular, Dale drilled 160 acres of barley in late spring for Jon Olson using Cross Slot. Jon then drilled around 40 acres of barley alongside using his John Deere 455 for comparison.

## Cross Slot rapidly spreading beyond the PNW

Cross Slot has participated in several recent machinery fairs and field trials, including field trials at St John, WA; Cover crop field days in Kansas; Four States Farm Show in Kansas with local agent Storrer Implement and local owner Steve Frank; The “Big Iron Show” in Fargo, ND in October 2010 with local farmer and North Dakota Cross Slot product specialist Kevin Larson.

Cross Slot is working on getting new 45 foot designs into the North Dakota market and is currently working with Agpro to deliver a new 20 foot machine into Alaska.

## Cross Slot continues to seek new North American Product Specialists, Agents, Distributors, Manufacturers, Custom Seeders

As Cross Slot expands across the North American market we are seeking to find, in addition to more farmer owners, new Product Specialists, Agents/ Distributors, local manufacturers and custom seeders.

### *“Cross Slot is one “spoke in the wheel” to better crops”*

His test results showed a yield increase of 1,053 lbs (22 bushels) an acre for Cross Slot.

In fall seeding Jon drilled winter wheat into 440 acres of bluegrass take-out in Benewah County, ID. The bluegrass had been sprayed out leaving a heavy residue mass.

The farmer said “the resulting stand of wheat is the best you could possibly hope for. We are amazed. This stand is on our longest grass history, lowest Ph, all said ‘worst’ ground.”

### *“This is good news for those looking at CRP take-out”*



## Contact your nearest Cross Slot representative:

### Baker No-Tillage USA Limited

#### CEO

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## World Technology Awards

Baker No-Tillage Limited and its Cross Slot technology was nominated and made the finals as a corporate nominee for the World Technology Awards 2010, in the environment section.

This is significant recognition of the Cross Slot technology based on Cross Slot capability of increasing crops' yields in a commercial and environmentally sustainable way.