

# August 2003 Drying System Products Update

## Wet Harvest Expected For Southeast in 2003

Now may be the time for some last minute attention to your drying system. Improvements made now will pay dividends for years to come and might make this year go much smoother. The following is an excerpt from a recent AP article about this year's potential hurricane threat.

*"The National Oceanic and Atmospheric Administration now expects seven to nine hurricanes, including three to four major storms packing winds of at least 111 mph. An above-average two hurricanes and two tropical storms have formed so far as the season approaches its peak, from mid-August through October. The full season began June 1 and ends November 30."*  
AP News Article-August 7, 2003



For the latest forecasts and storm activity, visit the National Weather Service at:

<http://www.cpc.noaa.gov/products/outlooks/hurricane.html>



## Uncle Sam wants YOU...

To make upgrades! The ***Jobs and Growth Tax Relief Reconciliation Act of 2003*** offers two key incentives that may allow you to reduce your taxes on capital expenditures. Consult with your CPA to determine your eligibility for these recent changes.

The first change allows additional first-year depreciation for capital expenditures made after May 5, 2003 and before January 1, 2005. This increase can amount to 50% of the cost (tax basis) of the new equipment. Used equipment purchases are not eligible for this change.

The second change of note for capital expenditures is an increase in the Section 179 Expense Reduction from \$25,000 to \$100,000. This means you can immediately deduct up to \$100,000 of most new and used equipment the year it is put into service. Income limits and total purchasing caps apply.

***It's not very often that Uncle Sam gives you some of your money back...you better take him up on it while you can!***



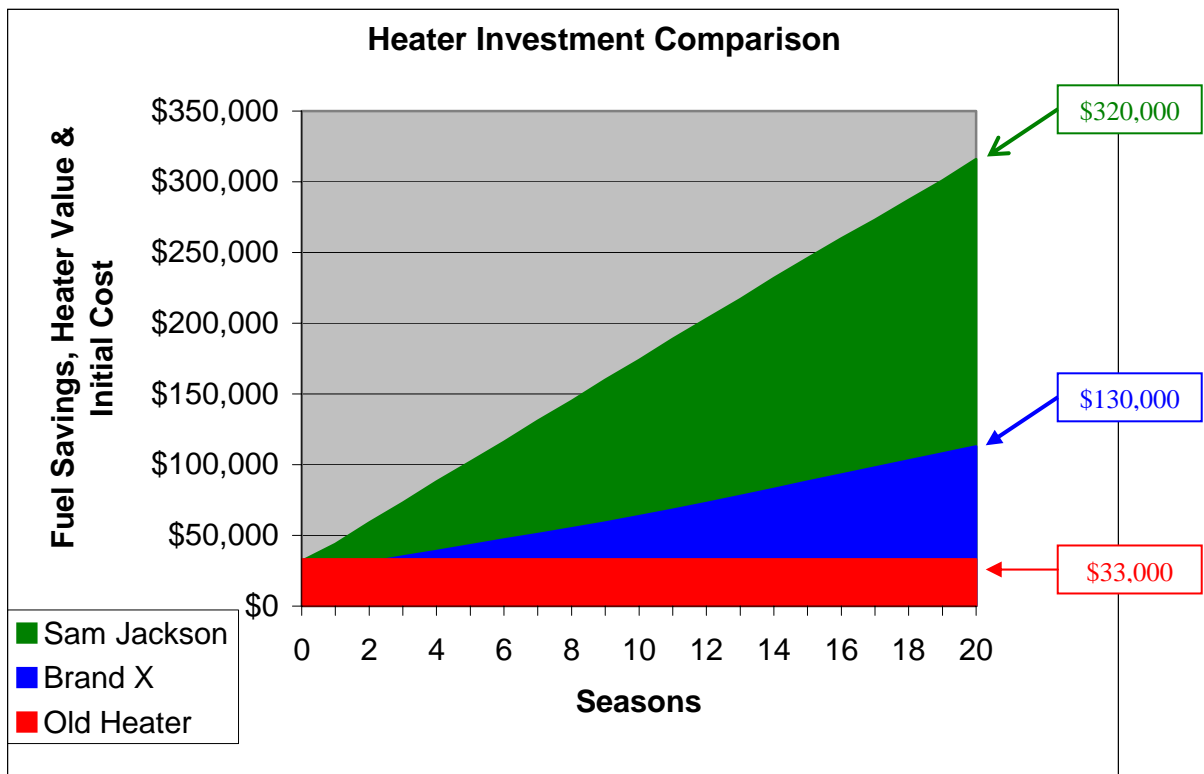
### Too Late? Hardly!

It may seem a bit late to be contemplating drying system improvements and for some major projects, it may be. But we offer several products that are quick to install and offer a fast return on their investment. In fact, each year we have some customers who install some of these products **during** their season for immediate benefit. So is it too late for making improvements? It's only too late if your bank account doesn't have room for the increased profits from increased productivity and fuel savings.

We have Moisture Mirrors, Heaters, Hot Boxes, and Sleds in stock and ready to ship. Call today to find out how you can put these products to work for you this season.

### Buying Equipment as an Investment

Lots of folks ask me, "My old heaters run, why should I upgrade?" Just consider the returns on fuel savings alone...one conservative estimate for a 25,000 bale per year gin shows a return of 12.1% a year!



The graph above shows how your heater purchase performs as an investment with just the returns on fuel savings. Factoring in increased productivity, your investment in new heaters can easily return 85% a year or more! If you would like for us to work up a comparison for your gin just give us a call!

## Top Tips for Tip-Top Drying Performance

Drying systems are subject to neglect once they are installed, but a little attention and regular maintenance can go a long way toward better performance. Below are a few tips for making sure your system is tuned-up for 2003.

- Seal leakages. Spend time sealing access doors, repairing shaft seals, siliconging leaking joints, and maintaining vacuum flights. Not only will your cotton flow better, but you will dry better as well.
- Spend time training your ginners on your automatic temperature control. Not only will this save the gin fuel, but the cotton will be treated better and your ginners will be saved from un-choking some nasty surprises from wet cotton.
- Make heater adjustments and clean-up burner heads before the season starts. Inspect the spark plugs and flame rods and replace as needed. (Use a never-seize compound to make future removal easier...your knuckles will thank you!) Look through your error history log and call your manufacturer for help resolving reoccurring problems.
- Make it part of your regular routine to check cyclones and incline bellies for build-up/chokes. If you have a Hot Box, make sure it gets checked on the inside on a regular basis as well.
- Monitor for unbalanced cotton splits. If you are running a split system, make sure cotton is splitting evenly between the two sides. If you have a Moisture Mirror, check out the Flow Analyzer option to make this easier.

## We Are Here To Help!

We've got an experienced and dedicated staff ready to help you. If you've got questions or comments about drying give us a call!

You can reach Martin, Chris, Mark Gentry, Mark Davis, Gus, or Clay at our Lubbock office at (806) 795-5218. You can reach me at (214) 695-0158.

Thanks,

Neil Turner

*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 at (214) 695-0158 or by e-mail at [neil@samjackson.com](mailto:neil@samjackson.com).*