

AGRA

Description:

Agra's agriculture and farm products include elevator plant design & construction, belt conveyors, screw conveyors, seed bins, seed cleaners, hopper bottom grain bins, feed bins, square bolted bins, ethanol plant construction services, bucket elevators, bucket elevator design and construction services, railcar unloading conveyors, bulk weigh systems and grain cleaners. The Company's primary focus is on the design, manufacture and sale of equipment for the seed corn industry, as well as the design and construction of seed corn processing facilities. Manufactured equipment includes corn dryers, choppers, conveying systems, bulk storage and conditioning towers. The Company also has expertise in the design and construction of feed mills and ethanol plants. The Company's primary advantage over its competitors is the Company's willingness to make a commitment to improving the technology used in the seed industry. The Company has patents outstanding on a number of items including a revolutionary seed corn dryer and bucket elevator. The new seed corn dryer has enable the Company's customers to reduce the time it takes to dry corn. This speeds up the production process and results in savings due to reduced energy use, reduced payroll, and in some cases, the ability to reduce the number of dryers in a facility. The Company constructed the first dryer of this type in 1997, for Mycogen Seeds at Marshalltown, Iowa. The dryer lived up to expectations and was a success. The anticipated reductions in drying time and energy costs were realized. Damage to seeds during production is a major concern to customers. Every seed that gets damaged reduces the customer's bottom line. The Company is continually focusing on ways to improve the equipment used during the production process to reduce the amount of damage caused. One such innovation is the improvements the Company has made to bucket elevators. The Company has reengineered the standard design of the bucket elevator. The improvements result in less damage to seeds during transportation and reduce the amount of spillage common to other types of elevators. The Company will continue to focus on areas to improve the equipment used in the seed industry. This has enable the Company to be a leader in the area of new technology and on the leading edge as well as keeping customers satisfied. The Company's ability to construct high

quality and profitable feed mills is also well known.
In 1997, the Company constructed two the three
new feed mills constructed in Wisconsin.

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