

RAILZER



ABOUT BALZER

Abe Balzer founded Balzer, Inc. in Mountain Lake, Minnesota during the late 1940's. Being a farmer himself, he intimately understood the needs and challenges of farmers. He had an engineering mind and mechanical know-how which allowed him to build some of the industry's most innovative products.

Perhaps Abe's greatest gift was his ability to recognize that great people make great companies. During the 1970s, Abe stated that a manufacturing company must have personnel, a product, capital and time. He went on to say, "People, of course, are the most important." Abe had a strong desire to build high quality equipment for producers that would increase their productivity. This desire has remained throughout Balzer's history and is the company's foundation for success.



"People, of course, are the most important."

In 1976, Balzer was purchased by an investor group from nearby Mankato, MN. Balzer was then sold to a few management employees with a total of over 60 years experience in the industry in 1995. Today, Balzer remains a privately held corporation and has expanded its facilities and workforce to meet the growing demands of the market.

Through the years, Balzer has become much more focused. Balzer has claimed its position in niche markets where they offer innovative products that help producers increase profitability. Balzer remains a hometown employer whose people take pride in the work they do. Balzer has made a commitment to help producers be good stewards for agricultural environments.



HISTORY

1940s

- In 1946, Balzer was founded by Abe Balzer in his garage in Windom, MN with one employee
- Production of ten power boxes, called "The farmer's helper"
- Development of a conveyance for hauling manure
- Balzer moved from Windom to Mountain Lake, Minnesota in 1947

1950s

- Balzer designed and built an automatic coupler which greatly improved safety and efficiency on the farm
- Manure spreader became a production line item
- Balzer developed a side unloading box

1960s

- Balzer formed a corporation including Abe Balzer, Harry Wiens, Henry Wall and Sam Peters
- In 1964, a massive fire destroyed Balzer's facilities
- Balzer picked up the pieces after the fire and in 1967 doubled its space, adding 9,000 square feet of working room
- In 1969 Balzer added 6,000 more square feet of space including a warehouse

1970s

- Balzer introduced many innovative products including an auger mixer box, a tandem dual oscillating running gear, a 12 ton spreader and a 24 foot Balzer box
- Balzer expanded with the addition of a 260 by 100 foot all-steel building in 1976

1980s

- Production of liquid manure tanks begins
- Balzer recognized the need for flail shredders in the early 80s and began production of them
- In the late 80s, Balzer started marketing vertical and horizontal slurry pumps to compliment the slurry tank line

1990s

- In 1993, the South Plant and Warehouse was purchased, expanding Balzer's assembly and production space
- More assembly was added to the North Plant
- In the late 1990s, the Parts Warehouse was constructed, adding 9,600 square feet dedicated to repair parts
- Balzer began manufacturing drag-line hose equipment

2000s

- Balzer began manufacturing large capacity grain carts and hose reels
- Balzer patented the steerable axle system
- 2003 marked the beginning of V6 pump manufacturing at Balzer
- In 2004, Balzer began exporting grain carts
- In 2008, the first 2,000 bushel grain cart was built

Today

- Balzer currently employs about 100 people
- 2012 marks the introduction of Balzer's Row Crop Application System, changing the way liquid manure is applied and utilized
- Balzer is committed to serving niche markets with innovative products while helping producers make positive contributions to the environment



BALZER



MANUFACTURING

PARTS & SERVICE



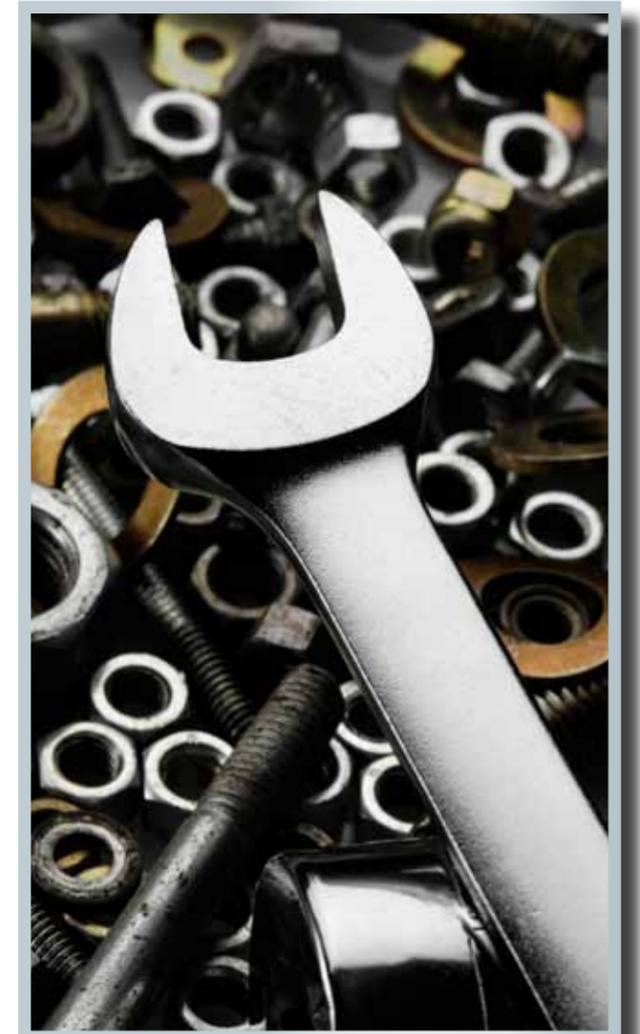
Manufacturing of innovative, world class products requires the best manufacturing equipment and technology. That's exactly what you'll find on Balzer's shop floors. Walking through Balzer's factory, one will see the latest in technology such as computer numerically controlled machines, lasers, plate processing equipment, submerged arc welding and much more.

Balzer has made a commitment to in-house fabrication, which allows much more lean and efficient production. Perhaps one of Balzer's greatest advantages is the ability to constantly adapt to the market's need. Balzer's size and specialized focus translates to a very nimble business strategy in which products can be changed and improved almost instantly. This is something the management team at Balzer believes in strongly and this benefit is directly transferred to the dealer network and end user.

Repair parts and service are two of the most critical elements for dealerships and producers. Balzer understands this. That is why, when you come to Balzer, you will find 9,600 square feet of climate controlled storage for repair parts. This allows Balzer to fulfill their commitment of stocking the right parts and getting them to you when you need them. Balzer also has the ability to make large shipments daily.

Because Balzer employees are closely linked to the land, they understand the importance of being available for questions and support during the most critical time of year. Balzer offers extended hours for parts and service during crunch time so you can speak to a real person when you need support. In 2013, Balzer introduced a dealer web portal which makes parts catalogs, owner's manuals, assembly instructions and other critical materials available to dealership personnel online 24/7. Dealers also have the option to order repair parts online through the web portal for convenience and efficiency.

These are just some of the many ways Balzer shows its commitment to helping your business succeed.



PRODUCTS



One of Balzer's specialties is manure handling equipment. Within Balzer's offerings you'll find a complete line of products to fit the vastly different needs of today's operations. Balzer offers Vacuum and Top-Fill Tanks in sizes from 800 to 12,000 gallons. For a complete system approach, Balzer offers Horizontal and Vertical Slurry Pumps for agitating and filling, Tank Injectors, Lagoon Pumps and Prop Agitators as well as a complete line of Direct Injection Equipment.

Balzer believes in helping producers increase profits while making positive contributions to the environment.

The Flail Shredders and Choppers are available in sizes 4 to 30 feet (1.22 to 9.1 meters) wide with several mounting configurations. Models are specifically engineered for corn, cotton, rice, residue management and orchard pruning's management practices. Balzer uses technologies in the manufacturing processes of choppers and shredders to ensure consistent, superior performance. All products feature the Balzer exclusive lifetime knife warranty.



The Field Floater 5 is Balzer's Large Capacity Grain Cart series. They're available in 1325, 1550 and 2000 bushels (36, 42 and 54 metric tons) capacity. It features the industry's fastest unload rate of 1,090 bushels per minute (65,400 lbs./minute or 29,727 kg/minute). Balzer's patented steerable axle system allows the axles to walk independently, making a smooth ride out of the toughest terrain. These grain carts have excellent floatation to minimize compaction. The independent undercarriage is capable of carrying loads in the harshest of field conditions.

Balzer was the first in the industry to manufacture a 2,000 bushel grain cart with the ability to load two semi trailers in a single trip. The Field Floater 4 was designed for maximum harvest efficiency. Innovative technologies such as the joystick control, bi-directional unload auger spout and electronic scale system make grain cart operation simple and convenient.

To learn more about Balzer products, please visit www.balzerinc.com.



GLOBAL

Balzer Inc.
Mountain Lake, Minnesota



Balzer Inc. is committed to providing the best agricultural equipment to producers all across the globe. Balzer uses a network of overseas partners who are trained to provide high quality service to customers in local markets. Balzer has taken significant steps in manufacturing processes to design and manufacture container-ready products, making overseas shipments more cost effective and convenient for our partners. By focusing on some of the fastest growing and productive areas of the world, Balzer continues to see a great global demand for its products.



Balzer grain carts are designed to be container-ready for ease of shipment.



BALZER

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