

Box 14, Veyo, Washington Co.,  
Utah, August 16, 1945.

Dear Friends:

This letter is being addressed to a few friends. If you do not agree with me, will you be so kind as to send me your comments. They will be appreciated.

Last spring I made a trip across the United States and return by bus. I took different routes each way to cover as much agricultural country as possible. I talked with farmers wherever I could.

They told me the chief drawback to raising alfalfa hay was danger of spoilage due to rains.

Southern Utah is listed by the U.S. Weather Bureau as a very arid region, yet this summer local farmers lost heavily due to rains spoiling cut alfalfa. One farm we visited had forty acres of hay spoiled with little chance of any salvage.

Farmers tell me that properly prepared alfalfa meal is worth at least six dollars per ton more than baled hay.

Two of us visited alfalfa dryers in the Middle West and Central States. We found them very expensive installations and expensive to operate. They were stationary plants and the wet freshly-cut alfalfa was hauled to them. But even these expensive plants are evidently making money.

It occurred to me that I already had an invention which would make a portable hay dryer feasible, so we have invented and designed a machine which is self-propelled and which one operator can drive which cuts the alfalfa, dries it, and delivers alfalfa meal. The machine is about the size of a wheat combination harvester and thresher.

It consumes about fifty cents worth of fuel per ton of alfalfa meal. It produces about two tons meal per hour, therefore operator cost is about fifty cents per ton, or about one dollar per ton for fuel and operator. Another fifty cents per ton will cover amortization, depreciation and maintenance in the hands of a man who keeps it busy thruout the haying season. However, to be conservative, let's estimate the cost of operation at \$2 per ton of alfalfa meal.

Farmers inform me it costs them \$6 per ton to mow, rake, and bale hay. Therefore, if our method will increase the value \$6 per ton above baled hay, it seems reasonable they would gladly pay \$6 per ton to have my machine mow, dedhydrate and comminute into meal. All chance of spoilage will be eliminated if they do this, so it seems to me that a local operator of such a machine is assured of all the business he can handle.

I want to get a few "live-wires" to use these machines. I will agree not to sell machines to compete with you as long as

your service your district.

This machine may handle as much as three tons hourly but let us estimate two tons hourly in the hands of a capable operator. Logically, it seems to me, he would want to keep his machine going night and day thruout the haying season. Accordingly, the machine is equipped with electric lights.

If he operates the machine an average of ninety days thruout the haying season, he should, therefore, mow and process about  $90 \times 24 \times 2 = 4,320$  tons. If he clears \$2 per ton that should give him an income of \$8,640. If he charges six dollars per ton, he may even be able to double that figure.

My terms are these: on one machine, twenty-five cents per ton, on five or more machines, fifteen cents per ton, and on ten or more machines ten cents per ton, but you must agree to service the localities you place these machines in and give fair service to said localities. It seems to me that one capable man can handle a number of machines and hence the above inducement to do so.

I have not applied for patents on this machine but intend doing so. I ask that you treat this information as private and confidential. I have two patents issued on the heater I intend using and will apply for additional patents as soon as possible.

First come, first served. Additional machines will be placed in order of the first orders. That is, those sending us bonfide orders now will have first call on later machines. We have placed one machine with local farmers who approached us on this problem.

The price of a machine to you few "early-birds" is \$3500 each, \$500 down and the balance at the rate of \$500 each succeeding month until paid for. If some of you don't wish a machine now, you can send me \$300 down, and \$100 per month for seven succeeding months (\$50 per month for fourteen succeeding months if you prefer, on the balance) and this will be considered a downpayment on a machine which you can complete payment for later on, you receiving delivery when you have paid in full. A man purchasing a machine or one paying the \$1000 abovementioned are on the same priority basis. They have first call on later machines, in the order in which their orders or payments downpayments are received.

This machine cuts alfalfamuch like any mower. The plants fall onto a belt which conveys them thru cutters which slice the plants into short pieces. These are then pushed into cylinders. There are about ten such cylinders, rotating on spokes much like a wheel. One stage is the loading stage, eight stages are the heating ~~and cooling~~ stages, and one stage is the unloading stage. My patented Counterfile system gives the high efficiency possible and hence makes fuel consumption very low. You know the records my Counterfile heaters have made. The dried "hay" can either be pulverized or delivered "as is". A baling attachment can be added

at nominal cost, but most farmers tell me that meal is the thing. It seems that meal is selling at higher price than baled hay.

The machine is powered with a steam engine which receives steam from the same device which furnishes the heat for drying. The exhaust steam from the engine or engines used on the machine is used to also furnish heat for drying. More airless moisture than typical hay can be left in the meal, but, in general, it is believed that meal can be sold with more moisture than hay, and stock-feeders and others argue that the meal is more palatable and is a superior feed. Alfalfa meal is also used in human foods and beverages.

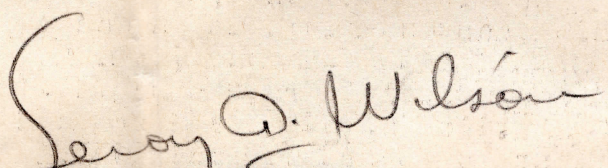
Do you know of a better business you can engage in?

The devices used for felling the alfalfa and conveying it are proven devices and principles. My heater and boiler are proven devices. Can you think of anything which won't work? Alfalfa has been dried and the dried meal is so palatable you want to eat it, especially as it comes from the dryers.

Here is a definite need and a means of profit and service to your communities. The farmers who are now procuring this machine from us would have easily paid for it had they had the machine this year and saved the hay they lost in the storms. This storm came without warning. This is likely to happen in any community most anywhere. This machine not only eliminates this gamble from farming but makes a more marketable, higher-priced product. You do the farmer a good turn, make a friend, and earn a good income at the same time.

I sincerely believe it is to your interest to either purchase a machine or make arrangements to have priority on some of the first machines.

Very sincerely,

  
Leroy A. Wilson.