

Kelley Engineering boasts variety of products

BROOKSTON, Ind. – Kelley Engineering was founded in 1971 by Walt Kelley in Brookston. Over the years, he built his reputation on solving problems and making things work. The first products he represented were Chem-Farm tanks, nozzles, sprayers and incorporation kits. He later added hydraulic pumps, planter kits, pick-up sprayers, rope-wick booms, pull-type sprayers, foamers, radar guns and Hiniker spray and NH₃ control systems in response to the revolution in farming from the 1970s through the 1990s.

Kevin Kelley entered the business in 1999. He is responsible for guidance systems, AgLeader systems, system software updates, custom cable solutions and troubleshooting, among other things. Just as Walt added product lines in response to the constant evolution of farming, Kevin has responded by adding Raven products in 2005, Outback Guidance products in 2006, AgLeader and Trimble products in 2007 and Nichols Tillage NH₃ knives for Fall 2007.

“Many of our customers were using both Hiniker and Raven controllers in their operations. Most were using the Hiniker controller for NH₃, but when they added a self-propelled sprayer it usually came with a Raven controller,” Kevin said. “By adding Raven, we looked to create more value for our customers by giving them one dealer that has experience with and knowledge of both products, who can repair both products and has products on the shelf. Now farmers are moving to the AgLeader InSight and the John Deere GS2 systems to have a common control system for their anhydrous and spray systems. Since we have experience with both systems, we are unique in that we can integrate both existing and new systems with the AgLeader and John Deere control systems.”

“I had two cases this year on SPX self-propelled sprayers - One was getting the AgLeader DirectCommand system and one was getting the AgLeader EZ-Boom system. In the first case, the customer was told by his dealer that one of his two fence row nozzle sections would not work with the DirectCommand system. However, understanding the Raven wiring and the AgLeader wiring allowed us to re-wire a portion of the harness to give the customer automatic control of all boom sections. In the second case, the customer was told that he had a different control valve than what he actually did. In both cases, experience with the underlying Raven components allowed us to make the systems work as intended and expected. We have also had customers with Hiniker systems who were told that they had to buy a whole new Raven NH₃ system for \$6,000 or a new flow meter for \$600 to convert from Hiniker to AgLeader or John Deere when all they really needed was a Raven control valve or an adapter cable. Knowledge and experience can save the customer a lot of money - that’s value.”

Harry Javens, the company’s parts manager, has been with the business for more than 25 years. He is an integral part of the operation, managing most of the day-to-day dealings, including service calls, spray and NH₃ system builds, pump repairs, billing and parts ordering.

“We may not stock as much as some large chains, but we do stock over 1,300 items, and we pay attention to what our customers need,” he said “If I have to special order a part, I most often order extra so that next time I will have it on the shelf. I think our customers appreciate that extra attention.”

“Today, we use our over 60 years of combined knowledge and experience in spray, NH₃ and guidance applications to provide our customers with the solutions they want and superior support after the sale,” Kevin added. “We don’t just sell you a bag of goods – we personally use or have experience with everything we sell. That is our competitive advantage.”

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