Expanding the History of 70 years of Innovation

Looking back to 1947, when the doors of Hagie Manufacturing first opened, it was a company built with vision, great leadership and family values. Today, Hagie continues to optimize customer growth by providing the most innovative application equipment in the crop protection industry. While much has changed, much remains the same. Over 70 years later, Hagie proudly builds upon a rich heritage in innovation and a foundation dedicated to solving problems.

In 1954, just seven years after Ray brought to market the first Hagie self-propelled sprayer, Hagie Manufacturing moved from the field to the factory with the purchase of a 48 by 80 foot manufacturing building that was located just west of the Hagie’s Hybrid seed corn plant.

In the years to follow, the Hagie brand experienced exponential growth which led to facilities expansions that today exceed over 385,000 square feet. Today, the Hagie Manufacturing facilities proudly remain located in the heart of Clarion, Iowa, where Ray Hagie originally envisioned and gave Hagie Manufacturing its start.
The Value of Thinking like a Farmer

Business isn’t always learned in the classroom or behind the covers of textbooks. Farmers are the original entrepreneurs, and they can teach us a lot about being a great leader.

Ray Hagie’s path to building Hagie Manufacturing did not start with a business plan and loans. It started with solving a problem. Little did Ray know in 1947, that bringing to market the world’s first self-propelled sprayer would forever change the agricultural landscape. He was simply delivering a solution where there was a need.

Born an innovator, the Iowa State College graduate returned to his family farm in 1933 armed with a degree in Animal Husbandry and an entrepreneurial mindset. One of Ray’s first decisions on the farm post-college was to dedicate 1.5 acres to experiment with hybrid seed corn. When a drought hit three years later and Ray’s hybrids withstood the challenge, the increase in demand for the hardy hybrid varieties led to the opening of Hagie’s Hybrids seed corn plant in 1944.

At first time, Ray’s wheels continued to turn as the agriculture industry was experiencing a labor shortage while men were serving our country in World War II. Ray envisioned a resolution to this need and, in 1946, developed a self-propelled “personnel mover” to help reduce the painstaking time associated with detasseling. This innovative machine carried women and children through cornfields, allowing them to efficiently perform detasseling with reduced fatigue. The originality of the product created high demand, was attributed to the creation of jobs, and enhanced quality of life in the time of need following The Great Depression.

By the end of World War II, Dow released the pesticide/herbicide, known today as 2,4-D, for use in the control of broad-leaf weeds. Ray envisioned a more efficient solution to apply this product, leading him to bring to market the world’s first self-propelled sprayer and to the founding of Hagie Manufacturing in 1947.

Today, Ray Hagie’s reputation as an industry pioneer and true leader precedes him. His influential impacts to the industry did not come to fruition through a roadmap that paved his way to success, but rather were culminated as a result of his immense passion and dedication to solving problems. A true pioneer of the industry, Ray was unique in his abilities to think like a farmer, envision solutions and lead a company with the purpose of providing quick to market innovations for customer needs.

In 2016, Ray Hagie was named to the distinguished Association Of Equipment Manufacturers Hall of Fame, honoring pioneering individuals who have made a significant and lasting impact on the agriculture industry.
Feet on the Ground. Eyes on the Horizon

We are committed to providing our customers with innovative application solutions to make them more profitable and productive. In doing so, we are helping to sustainability feed the world.

While the number of employees and the space required to operate has vastly increased since 1947, Ray Hagie’s principles — to operate with honesty, respect, and trust — remain at the heart of everything we do. Our success lies not in the name, Hagie Manufacturing, but in the individuals who are steadfast in representing the Hagie brand every day. Our team members have instituted positive change for our company and customers, and continue to dedicate themselves to our mission.

Joining Forces

In 1947, Ray Hagie introduced the world’s first self-propelled sprayer. Over 70 years later, Hagie Manufacturing continues to build upon its reputation for delivering innovative, solution-driven products. In 1962, John Deere released the versatile Hi-Cycle high-clearance sprayer. This basic unit could be adapted for a variety of uses.

The leaders in application equipment joined forces in 2016. The joint venture brings Hagie application solutions with unique late-season capability to the John Deere sprayer portfolio. It also expands Hagie’s footprint to serve more customers through the John Deere dealer network. A partnership designed to capture the synergies and strengths of both brands, this relationship is designed with the benefit of our customers in mind.
Building An Innovative Family Since 1947

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Built upon a rich heritage in innovation, Hagie products continue to evolve with the same purpose of solving problems today. This “evolution” is what keeps the products capable of meeting ever changing customer needs. One may think that clearance, weight, or the front-mounted boom may offer the biggest advantage; however, the real advantage lies much deeper than features. The true Hagie Advantage comes from a deeply ingrained desire to help customers solve problems. Every feature is designed with customer need in mind, while many features are derived through customer ideas. Rapid evolution, or value creation, happens when great customers work with great engineers who understand customer need. Innovation is at the root of our company, alive in every team member and expressed in every product. This seemingly simple principle is truly the fundamental Hagie Advantage.

The Hagie Advantage

Over the years, Hagie Manufacturing produced a wide variety of products including: Marigold harvesters, grape harvesters, pickle pickers, feed bodies, livestock handling equipment, seed corn hocking beds, gas hounds, exercise equipment, along with a garbage collection system.

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While all were manufactured at one point by Hagie, none have stood the test of time like the self-propelled sprayers.

Ray Hagie set the standard when he created Hagie Manufacturing. He built a company that focuses on customers first, and answers their needs by delivering innovative solutions in a quick to market approach. Today, Ray Hagie’s legacy lives on, as the company he originally envisioned in 1947 proudly remains an innovative, solutions-based leader that is celebrating its 70th anniversary in 2017.

Our Philosophy

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Our People, Our Purpose

Proud to call Clarion, Iowa, our home. Hagie Manufacturing’s facilities are situated within the heart of Wright County, a prominent agricultural Iowa county and leader of grain and livestock production across the state and nation. The Clarion Partnership for Growth positions Clarion as the city of choice for companies seeking a cost-competitive, strategic central U.S. location, with a forward-thinking community, providing ground breaking solutions that enhance growth and profitability for businesses.

It is our privilege to continue to grow the Hagie brand on the same soils that Ray Hagie laid his roots on over 70 years ago.

Culture is the Personality of the Organization

We strive to be as innovative with our people as we are with our products.

The Hagie team is comprised of engaged and passionate people who aim to grow. Through providing an invigorating environment for success, our team wakes up to a larger sense of purpose and a greater sense of ownership in all that they do, both personally and professionally.

Innovation is an expectation for any aspect of the company in which our team members can positively influence. In return, the goal is to make a difference, while truly making our team members better people for their experience with the Hagie family.

At Hagie, we are committed to making care of our team members, not just by offering a paycheck, but by providing a thriving environment.

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Building An Innovative Family Since 1947

HAGIE FAMILY VALUES

Deliver Wow! We are committed to exceeding expectations, while being a bit unconventional in the process.

Passion is the fuel that drives our employees and our company forward. This passion led to the founding and continues to be a constant in our company today.

We recognize the importance of professional education, both personal and professionally for everyone.

Passion, Trust, And Pursuing Fun Together Our company was founded on these three basic principles and we continue to treat everyone in the same measure today.

Collaborate And Drive Change We believe the best teams not only work together, but interact with one another outside of the facility. Great ideas grow wherever a positive, creative environment exists.

Strive For Continuous Improvement We constantly work to improve our processes and products.

Be Humble We work to carry ourselves with a quiet confidence that includes modesty, respect, and equality.

The values of an organization are those qualities we cultivate and preserve that form the foundation on which we perform our tasks and conduct ourselves. In an ever-changing world, core values are constant. These values underlie our work, how we interact with one another and how we fulfill our mission. We call our values the Hagie Family Values.

Cultivating Values

The Next 70 Years

We are proud and humbled by the fact that today, we continue 70 years of innovation and service in the agricultural industry. We open our next chapter with our feet on the ground and our eyes on the horizon. Following suit with Ray Hagie’s original vision in 1947, we are committed to solving problems and being quick to market in delivering the industry’s most innovative application solutions to meet customer needs.

To the customers and partners who trusted us in our first 70 years, and to those with whom we look forward to partnering. Thank you.

hagie.com