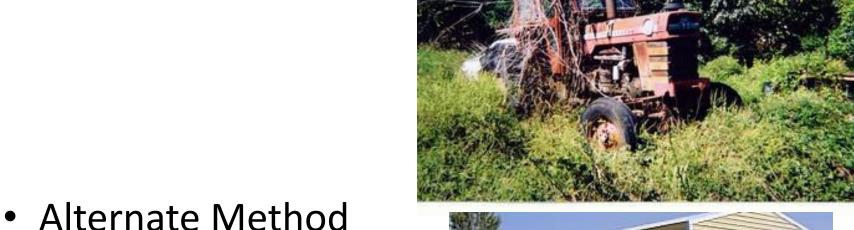
How to buy the right tractor for



Dan Wiest

Lesson 1 - Knowing the steps to buying a tractor

Traditional Method



Results can vary



Lesson 1 - Knowing the steps to buying a tractor

- Traditional Method
 - 1. One of a kind tractor deal comes your way
 - You can't stop bidding
 - 3. You bought it, now how will you get home
 - 4. You call your buddy, who has a trailer
 - 5. You manage to load it, with only minor damage to the trailer
 - You manage to make your way home and unload your new jem
 - Your wife gives you "the look", as you quickly drive past the house hoping to miss her
 - 8. You find justification for your purchase

Lesson 1 - Knowing the steps to buying a tractor

Alternate Method

- 1. You conduct research and case studies
- 2. You establish your cost limit
- 3. Openly discuss with your wife, showing illustrations of increased happiness in your life
- 4. You finish that three year old project for your wife as a countermeasure to ensure increased happiness, and to increase space to store your new treasure
- 5. You save your money to buy the tractor
- 6. You identify transportation for your tractor
- 7. You shop around, staying in your limit, until you purchase your new find
- 8. All goes well, you find your new treasure at home safely in your shop

Lesson 2 – Tractor Scouting

1. Know your Color

2. Know the value of your find



Lesson 2 -1 Know vour Color



Color Determines

- Price
 - JD Green vs. Oliver Green Big Difference
 - MM Yellow vs. Case Yellow
- Value
 - Sustained value for your choice of paint
 - JD Green vs Cockshutt Red/Yellow
- Reliability/Strength/POWER!!
 - JD Green vs. the more powerful & Reliable IH Red
- Parts Availability
 - IH Parts availability vs. Cockshutt
 - Obsolete line of tractors make parts hard to find
- Part Cost Color matters!!
 - IH parts (lower demand, lower cost)
 - JD parts(Higher demand, higher cost)
- Points to remember
 - Sometimes it determines your friends
 - Rust is not a color, it is a frame of mind
 - Suggestion Identify with your wife's favorite color wherever possible





Next time our lessons continue

- Know the value of your find Junk or Treasure
- Closing the deal
- Transportation home
- Repairs
- Justification for new tools





