

# How to buy the right tractor for you!!



Dan Wiest

# Lesson 1 - Knowing the steps to buying a tractor

- Traditional Method
- Alternate 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
2. 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
6. You manage to make your way home and unload your new jem
7. 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 your 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

