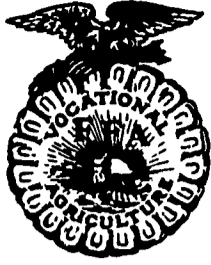


From Local Ag Teachers:



Thoughts  
in Passing



Clifford Grube

outside usually takes care of the inside. Dented sheet metal, rust, haphazard repairs and welds, badly worn parts, etc. scare me off. Before you buy a worn piece know what it is going to cost to repair it. Parts are expensive and it doesn't take too many before you're close to new price.

Speaking of new equipment, don't get the im-

pression that I'm against it because I'm not. New equipment has definite advantages. (1) You have a guarantee and (2) it is probably more advanced than an older model and (3) it is supposed to be almost trouble free. Dealers can make some pretty good arrangements on new equipment especially if they

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The article this week was prepared by Clifford Grube, teacher of agriculture at Warwick High School.

As I do every winter, I've been spending my Saturdays at farm sales. I'm not quite sure why I go, it isn't because of the fantastic food or because I like to shuffle around in sub-freezing weather or even the challenge of parking my truck in a muddy field. The real reason is because I am a machinery nut and in the back of my mind I always expect to get the bargain of a lifetime. However, at every sale there are at least a hundred other people just like me which usually assures the seller that his stuff will bring its fair price. I have bought things that I didn't really have any need for only because I thought it was priced right. That's really the beautiful thing about an auction. Everything is sold and everything is turned into cash. Machinery is sold for prices at which it would sit for years at a dealer's lot unsold.

Being a true farm machinery fanatic, I have followed sales for years and am amazed at what's happening to the prices of used equipment. This year things are generally real high and I am at a loss to explain exactly why. When the number of farmers is declining each year, and those still operating are doing so with less and bigger equipment, why the demand for small and moderate sized equipment, some of which is either obsolete or just about shot? One thing that I have noticed is that you see more "non-farmer" people bidding on these items. Small tractors such as the 8-N Ford and Cubs are bringing more than they cost new twenty years ago. The lack of live PTO and hydraulics, power steering and "on-the-go shifting" does not bother these buyers.

We also know that machinery sells better in some areas than others. Items such as pull-type corn pickers, Sauder loaders and Allis-Chalmers "G" tractors sell well here, but are slow moving elsewhere. Another thing that influences value is the manufacturer. A good dealer means popularity of a particular brand of equipment in an area while the same machine just one hundred miles away may sell for less solely because it is not the right shade of green.

Now, if a particular machine is coming up for sale that you need, I would be sure to find out what this thing costs new. This, of course, doesn't sound like such a brilliant statement, but you would be surprised how many one or two year old machines are sold within fifty or one hundred dollars of their present new cost, and I'm talking about machines costing two thousand and up.

When you are in the market for used tractors or implements don't overlook

your local dealer. He often might have just the thing you want and have it priced lower than what it would bring at a sale. He will probably stand behind the machine and knows how its previous owner used it. Just because a guy trades something it doesn't mean its worn out. Contact your dealer and tell him what you need and what you want to pay. He might not have anything now, but he may be able to give a prospective trader a better price knowing that he has a buyer

lined up. Much used equipment never gets placed on the lot.

I like to buy clean used equipment that has been well cared for. New paint doesn't impress me. A guy who takes care of a machine on the

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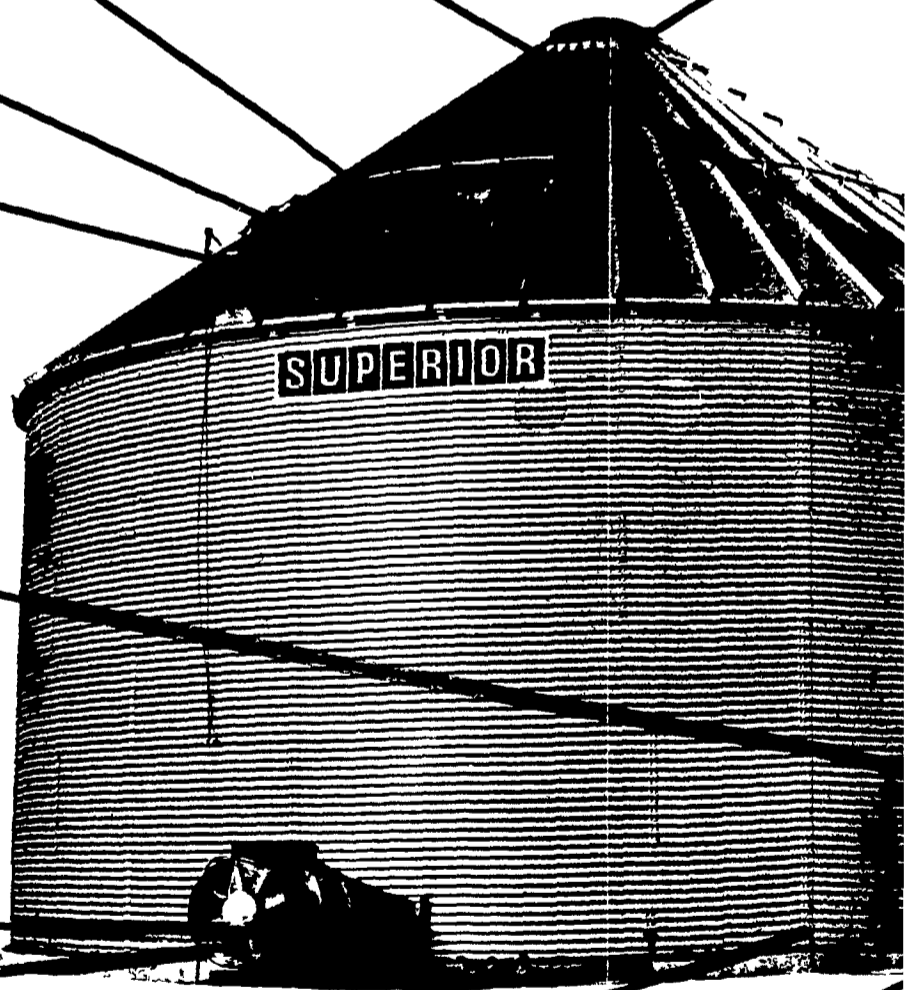
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