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REID AUBREY

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Resource Recycling Surplus Record

Many changes have been taking place in Oregon's agriculture. Average size of farms has increased. The trend is toward fewer but larger, highly mechanized farms, leading to changed demand for farm machinery and consequently changes in farm machinery firms to meet the changing demands of farmers. In general, the research question of interest was: "What are the most effective and efficient ways farm machinery firms might adjust to the changing demands of farmers for used farm machinery and related products and services. The specific purposes of this study were to 1) evaluate farmers' and dealers' attitudes and preferences relative to guarantees on used equipment, farm service centers and information services, 2) to evaluate inconsistencies between farmers and dealer attitudes and preferences, and 3) to evaluate which of selected farm, farmer, dealer, and dealership characteristics may or may not be related to respective attitudes and preferences of farmers and dealers. Farm machinery dealers in Oregon, Washington and Western Idaho were sent questionnaires. Questionnaires were also sent to a sample of all Oregon farmers. The relationships of interest were tested for significance via a computerized contingency analysis. The farmers' attitudes and preferences suggest strongly that gross sales of used

equipment could be increased if machinery dealers would provide guarantees more acceptable to farmers. Apparently, smaller farmers in particular might be induced to purchase more used equipment if guarantees were more acceptable to them. Farmers in general indicated a preference for used equipment guarantees that cover all breakdowns for a longer period, with larger farmers preferring guarantees covering only major breakdowns. Farmers were divided as to whether used equipment guarantees should cover all or half the labor costs of repairing breakdowns, but felt more strongly that guarantees should cover all parts costs. They were also divided as to whether the guarantee period should be 30, 60 or 90 days. Dealers, however, strongly preferred guarantees covering 30 days and 1/2 the labor and parts costs. Farmers preferred to have more acceptable guarantees rather than lower prices, which suggests a willingness to pay some price for the added services. Farmers indicated farm service centers would be more convenient for them. Smaller farmers were more inclined than larger farmers to prefer doing business with a farm service center. The study indicates about 2/5 of a service centers' customers would be within 25 miles and 4/5 within 50 miles. Farmers much preferred to have service centers house competing suppliers of products and services, and decidedly felt the service center should be located outside the city limits of towns. Farmers were divided as to whether the service center should be operated as a farmers' cooperative, as independent business or as a combination of both. Three fourths or more of the farmers preferred that farm service centers carry the following products, listed in order of priority,

highest priority first: Farm machinery; fertilizer; chemicals; hardware and power tools; tires, batteries and accessories; and feed, followed closely by a preference for a blacksmith and machine shop, and irrigation supplies. Farmers indicated a substantial preference for machinery related information/educational services, with primary preference for material relating to machinery and equipment maintenance, minor engine repairs, equipment leasing and engine tune-ups. The information/ educational services appealed particularly to larger farmers, farmers planning larger machinery expenditures and younger farmers. *Repairing Machinery Cooperatively in Indiana* Surplus Record Dealer Problem-Solving Handbook Createspace Independent Publishing Platform

MICRO-ORGANISMS AND THEIR CONTROL ON FRESH POULTRY MEAT

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machinery. Each model is illustrated and has a specification box that details its capabilities.

Farm Machinery Situation Surplus Record SURPLUS RECORD, is the leading independent business directory of new and used capital equipment, machine tools, machinery, and industrial equipment, listing over 110,000 industrial assets since 1924; including metalworking and fabricating machine tools, chemical and process equipment, cranes, air compressors, pumps, motors, circuit breakers, generators, transformers, turbines, and more. Over 1,100 businesses list with the SURPLUS RECORD. April 2023 issue. Vol. 100, No. 4

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Dealer Problem-Solving Handbook Beginning in 1956 each vol. includes as a regular number the Blue book of southern progress and the Southern industrial directory, formerly issued separately.

MACHINERY

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Dealer Problem-Solving Handbook

Walter J. McDonald's Dealer Problem-Solving Handbook is the resource guide or concordance to his first two volumes in his "Dealer Development Portfolio." This text is a comprehensive problem-solving, trouble-shooting tool for dealer management. Dealer Operations and Sales Problems are listed by Revenue Center. Causes are discussed and possible solutions are referenced in detail by page in books one and two: "Achieving Excellence in Dealer/Distributor Performance" and "Strategies, Tactics, Operations for Achieving Dealer Excellence" Each dealer performance deficiency is shown in the Handbook with possible cause(s) and locations of potential Corrective Action(s) in the first two texts. "Achieving Excellence in Dealer/Distributor Performance" focuses on how to optimize quantitative results in Dealer Revenue Center Operations and Financial Performance. This text focuses on the 48 Critical Profit Variables or Benchmark Performance Standards for the five Dealer Revenue Centers: New and Used Machinery Sales, Rentals, Parts and Service. "Strategies, Tactics,

Operations for Achieving Dealer Excellence" is the comprehensive guide to building Revenue Center management strengths based on World Class Dealer Best Practices. In this work McDonald provides a roadmap on ways to structure and deploy highly competitive dealer operations in New and Used Machinery Sales, Rentals Service and Parts.

"Strategies, Tactics, Operations for Achieving Dealer Excellence" is the comprehensive guide to building Revenue Center management strengths based on World Class Dealer Best Practices. McDonald provides a roadmap on ways to structure and deploy highly competitive dealer operations in New and Used Machinery Sales, Rentals Service and Parts. McDonald's "Master's Program in Dealer Management" now also includes this third volume, the "Dealer Problem-Solving Handbook." This is the highly-useful reference guide to the over 950 pages of his first two books. Problems are listed by Dealer Revenue Center with guides to finding potential solutions in both the "Achieving Excellence" and "Strategies, Tactics, Operations" texts. Comments by Industry Executives: Over the years Walt has amassed a plethora of valuable information and insight on what makes a successful equipment distribution business. Those of us who have participated in any of his workshops appreciate the passion he has to help improve performance. These are not passive events where we are lectured to all day. Benchmarking, challenging reflection, brainstorming solution options through best practices, discussions with peers - all focused on identifying and validating decisions we need to make. We are all lucky he made the effort to organize his knowledge in a format that will have on-going value for our industry

for generations to come. Walt's third volume, the "Dealer Problem-Solving Handbook" in his "Master's in Dealer Management" compilation, has more tools for success available than we could of imagined a decade ago. Get started now so your journey to success is well underway. And, now this third volume is available to provide stimulation and support to sustain your momentum. Mr. John M. Vandy is currently the President of Exotex, Inc., and Vice President and General Manager of GTherm Energy, Inc. Formerly: Training Manager, J.I. Case Corporation

CONFECTIONERS JOURNAL

SURPLUS RECORD, is the leading independent business directory of new

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