

Mechanic Contracts With Farmers To Maintain Their Machinery

With implement dealers getting farther apart, and good farm mechanics becoming harder to find, the need for preventive maintenance has never been greater. It led mechanic Veryl Reiher, Gillespie, Ill., to set up a full-time business contracting with area farmers to maintain their equipment on a regular basis.

Reiher spent 30 years as a mechanic for local Massey and Deere implement dealers, "moonlighting" for 25 of those years. Now he works full time maintaining machinery for several nearby farmers.

He works on tractors, trucks, combines, and whatever else needs regular maintenance or repair. Farmers generally haul equipment to Reiher's shop for repairs. However, he travels to farms for routine maintenance. Much of the equipment he maintains is owned by larger farmers and is of older vintage - 1980 or older. He keeps careful records of each machine.

"The number one reason farmers want my service is that they hate downtime. They know it's less expensive to do regular maintenance than it is to fix it later," says Reiher. "I charge \$40 per hour but may soon raise that to \$50 per hour, which is what local implement dealers are charging."

Reiher works on a lot of "orphaned" brands

including Massey Ferguson, Minneapolis Moline, Allis-Chalmers, and even Volkswagen cars. "In most cases the mechanics at implement dealers have no idea how to work on this older equipment. That's a real problem because it's the old machinery that breaks down most often. One of my customers lives about 40 miles away and drives by two implement dealers just to get to my shop. He recently had the transmission go out on a big Massey Ferguson 4-WD tractor. He brought me the entire transmission assembly including the final drives, rear end, and hydraulic pump."

Reiher says that by contracting with a limited number of people he can learn to read them and know what they want. "I promise them I'll look over their equipment periodically. For example, I might schedule to work on their equipment one day a month, or two half days a month, etc. The timing depends on the kind of equipment and how many hours it's used each year. In some cases I keep the service schedule books, and in other cases the farmer does that. The only time I call them is when there's a borderline case between repairing or buying new.

"I've built up an extensive supply of parts through local dealers which reduces the time



Veryl Reiher works full-time maintaining machinery for several area farmers. "In some cases I keep the service schedule books, and in other cases the farmer does that," he says.

I have to spend looking for parts. I have aftermarket parts contracts with companies such as TISCO, AMI, BMD, and Ag Parts. They order the parts I need and send them directly to me. I'm also a TISCO dealer. However, I'm not in the business of making money

by selling parts, but by selling service. Therefore I'm not afraid to use rebuilt or used parts."

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"Power Chip" Boosts Deere Engine Horsepower

In the last issue of FARM SHOW we reported on a new "Power Box" that's said to boost Deere engine horsepower. After the story ran we heard about a similar but less expensive power booster.

The Schlagel "Power Chip" works on Deere 7.6L and 8.1L electronically-controlled diesel engines, which are found on 8100, 8200, 8300, 8400, and 9100 tractors and 10 series tractors and 9000 series combines with Bosch fuel injection systems. The engines are also found in cotton pickers and other self-propelled machinery.

The Power Chip plugs into the existing wiring harness at the fuel pump, electronically boosting output of the injector pump. It's just like cranking up the fuel pump on an older, non-electronic engine, say farmers who've tried it.

Six models are available, says Dave Zimmerer, Schlagel Mfg. "They're designed to boost horsepower by 10, 20, or 30 percent on 8.1-liter and 7.6-liter engines. Power chips can be used for more than one engine as long as the engine size is the same. For example, a Deere 8300 and 8400 will take the same

power chip if the engine size is the same. This is also true with the Deere 9000 series combines. The chips will not function when installed on the wrong size engine."

The Power Chip installs quickly and easily, says Zimmerer. "All you do is plug it into the existing wiring coming from the injection pump and attach it to an existing fastener. As a result, you can boost the horsepower when you need it the most and simply remove it when the extra power is not needed. The chip does not show up on tractor diagnostics and will not bring up malfunction

codes when the tractor is scanned."

Sells for \$400 plus \$10 S&H. Comes with a 30-day limited warranty. The Power Chip is not endorsed by Deere & Co. and may void warranties.

Contact: FARM SHOW Followup, Schlagel Mfg., Rt. 1, Box 155C, Torrington, Wyo. 82240 (ph 888 889-1504 or 307 532-4451; fax 307 532-8994; E-mail: schlagel@prairieweb.com; Website: www.schlagel.net).

"Good As New" Ford N-Series Tractor Parts

After years of producing some of the best reproduction parts available for Ford cars, Dennis Carpenter, Concord, North Carolina, has added a line of "as original" N-Series Ford tractor reproduction parts.

The line includes tractor lights with the Ford script engraved into the lenses, and the very difficult-to-find complete grille assemblies with air foil-shaped cross section grille bars that exactly match the original air foil-shaped cross section grille bars.

"In some of the replacement grilles available, the cross section bars are made of round steel bar or tubing. Ours are made exactly like the originals," says Terry Rodenhuis. Prices for grille assemblies range from \$250 to \$325, depending on the year.

Rodenhuis says the company also makes a number of other N series parts, including wiring harnesses and many molded rubber parts, such as gear shift boots and steering column dash grommets. "Many of our Dennis Carpenter parts are made on-site to insure quality and attention to detail, so the buyer gets a replica part that is 100 percent accurate in every aspect, from appearance to

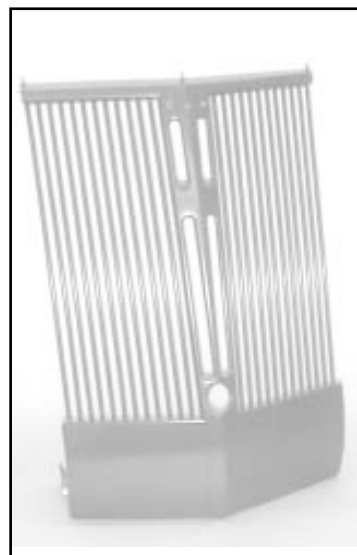


This N-Series Ford tractor is equipped with many of Dennis Carpenter's "as original" reproduction parts.

fit," he says.

A catalog of tractor parts can be ordered for \$3, or downloaded free from the company's Website. In addition to parts for collectible Ford cars, pickups and tractors, Dennis Carpenter also makes authentic replacement parts for Cushman motor scooters.

Contact: FARM SHOW Followup, Terry Rodenhuis, Dennis Carpenter Ford Products, Box 26398, Charlotte, N. Carolina 28221 (ph 704 786-8139 or 800 476-9653; fax 704 786-8180; E-mail: info@dennis-carpenter.com; Website: www.dennis-carpenter.com).



Carpenter's parts line includes complete grille assemblies with air foil-shaped cross section grille bars that exactly match the original ones.



Replacement tractor lights have the Ford script engraved onto the lenses.