

Lad Benes and his son Laddy resell parts for Allis Chalmers tractors, crawlers, and implements.



They concentrate on used OEM parts but also remanufacture some rare parts.

## They Resell Allis Chalmers Parts, Equipment

L&L Parts has a 300-ft. long shed nearly filled with Allis Chalmers tractors, crawlers, implements and parts. Lad Benes and his son Laddy have supplied the needs of farmers and collectors alike since 2012, carrying on a family love of the brand.

"My dad farmed with Allis equipment, and so did I," says Lad Benes. "When I quit farming, I had some older Allis tractors that I planned to restore, but never did. Laddy suggested we part them out instead."

Still in high school, Laddy turned his role in the business into an FFA project. After attending a few swap meets and tractor shows, the two began expanding their supply, buying parts and equipment.

"People started bringing parts to me at swap meets, and I started getting calls from people," says Benes. "They or their dad had been Allis Chalmers dealers and had boxes of new parts."

Today L&L Parts gets most of their supply within a 5-state area surrounding Minnesota. However, they have travelled as far as Texas.

Buyers find out about them at meets and shows or through word of mouth. New customers also arrive via the L&L Parts Facebook page.

"Laddy posts equipment for resale or to be parted out as soon as we get it," says Benes. "He also uses Craigslist, but Facebook has been an important source of new business as

well."

The Benes concentrate on used OEM parts, avoiding aftermarket parts, with the exception of some suppliers, such as tractor cab parts from Hiniker, Stoper, Year-A-Round and Full Vision. They have started remanufacturing some rare parts. They concentrate on older equipment through the 8000 Series.

"We stick with orange equipment," says Benes. "We don't work with the really old equipment that was painted green."

While most of their parts are for tractors and implements, they do carry some for Gleaner combines and early corn and bean heads. What they have depends on what they

have been able to source.

"The most unusual items we've sold so far were Allis Chalmers toy chainsaws," says Benes. "A man had 6 of them he wanted to sell. We bought them and had no problem reselling them."

While they respond quickly to email and inquiries on Facebook, both Lad and Laddy have off-farm jobs. Phone calls are most likely answered and voice mails responded to after 8 p.m. Central time.

Contact: FARM SHOW Followup, L&L Parts, 10537 State Hwy. 22, Wells, Minn. 56097 (ph 952 290-1063; llacparts@gmail.com; www.facebook.com/LLParts/).

## Word Of Mouth Built Parts Business

Rick Stair has customers in all 50 states, often grouped by area. The list keeps growing as he expands his list of products, adapts to changes in the industry, and satisfies new customers.

"It's amazing how many customers will have the same zip code," says Stair. "Customers talking to neighbors is where new business comes from."

People increasingly rely on neighbors for recommendations and online businesses for parts because of how the industry is changing. With nearly 50 years experience in ag parts, Stair has seen plenty of change. He literally grew up in the business, not yet in his teens when his father bought an Oliver dealership in 1971. By 1981 he was the parts manager. When the dealership sold in 1992, he continued working in dealerships, finally setting up Rick's Ag Parts.

"It used to be that a specific model tractor used a single part for 10 to 15 years," recalls Stair. "Now various models may use various parts all in the same year, making it hard for a dealer to know what to stock, so many don't stock at all. They call or go online to order the part to be delivered in a few days."

Stair notes that as parts managers retire,

there is less and less help for customers needing parts for older equipment. "At age 60, I can't believe I'm considered an old timer," says Stair.

Stair brought his experience and supplier contacts to the new business, initially specializing in Fiat-made Oliver and White tractors. In the past 10 years he expanded to Massey Ferguson, Ford New Holland, Fiat Hesston tractors and New Idea parts. Recently, he added pto driveline-related items. He also sells paint, seats, roller chain, accessories and lubricants.

Hay and forage equipment has become a growing part of his business.

"Hesston and New Idea items are our most common requests, but we sell plenty of New Holland, Case and Deere hay equipment items also," says Stair.

One reason for Stair's growth in sales may be his user-friendly websites. While packed with brand names and items, there is also a searchable database. You will also find something not found on similar online stores-tips for searching. They include how to word a search, use of double quotes, keywords like, and search filters. Following the tips makes



With almost 50 years experience in ag parts, Rick Stair has seen plenty of change and has expanded his parts business accordingly.

it easier to find a part.

He offers links to brand parts websites, including Case IH and AGCO. He also scans some hard to find parts books; however, he finds less need for that today.

"Most of the catalogs are available online, or my customers have acquired their own,"

says Stair, adapting to those new realities as he has in the past.

Contact: FARM SHOW Followup, Rick's Ag Parts, 874 Ridgecrest Dr., Wooster, Ohio 44691 (ph 330 466-2164; info@RicksAgParts.com; www.RicksAgParts.com).

## Rubber Tubing Keeps Mower Deck In Place

James Minix, Morrison, Tenn., says he used to have problems keeping the front arm in place on his 2000 Deere LT 155 lawn tractor when mowing over rough ground. The arm attaches to a front lifting guide on the deck with 2 "hooks" on it, and gaps between the hooks and deck could allow the arm to jump out of the bracket, especially when backing up or driving over uneven terrain.

Minix solved the problem by placing a piece of heavy-duty rubber tubing through both gaps, and then inserting a heavy duty,

24-in. long zip tie through the tubing. He secured the zip tie to existing holes in the bottom of the deck.

"The tubing fills the gaps between the hooks and deck to prevent the arm from jumping out of the hooks. I haven't had to buy another \$15 damaged deck hanger for 3 years," says Minix. "Whenever I want to remove the deck I just remove the tubing."

Contact: FARM SHOW Followup, James Minix, 136 Barbara Spears Rd., Morrison, Tenn. 37357 (ph 817 937-9655).



James Minix used rubber tubing to keep the front arm in place on his Deere lawn tractor when mowing over rough ground.

## Easy Way To Send Your Ideas

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