

SALVAGE YARDS OFFER 50% SAVINGS ON PARTS TWO YEARS OLD AND OLDER

Save Money: Buy Used Tractor Parts

"If we don't have it, no one else does," claims David Dyke, president of Worthington Tractor Salvage, Worthington, Minn., one of the largest tractor and combine used parts dealers in the U.S.

Dyke has two semi-trailers scouring the country 365 days a year for "good junkers".

"Everyone asks me if I can tell from selling parts what's the best or worst tractor ever built," Dyke told FARM SHOW. "I have to tell them demand just reflects the popularity of a tractor, and the fact that there are more of them out there, not that it's inferior."

To get the parts farmers want, the Worthington yard buys junked tractors — more than 350 a year — in proportion to how many tractors of each model were actually sold. Parts in stock reflect as close as possible the number of those tractors on the market.

"The 1939 H and M Farmall is the oldest good junker we still buy. The newest junker on the lot is a 2-year-old 1086 International we bought from an insurance company," Dyke told FARM SHOW. "If we're doing our job in targeting salvaged tractors to the market, virtually all the parts in a newly-junked tractor will be sold within 3 to 4 years."

All but about 50 "do-it-yourself" tractors on the lot are torn down, and the parts cleaned, sorted and stocked in bins in the large combination office and warehouse. Dyke and his helpers say that 75% of the time they can tell you within 60 sec. of your call whether the part you want is in stock. The rest of the time they can usually find out in 2 to 3 min. by walking back into the shelves to look.

Before being stocked, each part is checked over, and some — cylinder heads, electrical parts, radiators, etc. — are regularly re-built. "Uniformity is the key. We try to avoid selling the same part at different prices because of wear. Worn parts are re-built or not sold at all," Dyke said.

When you call a tractor salvage

yard, you should have as much information as possible on the tractor, including make and model, and serial number.

"Serial numbers are even more important on combines, because models within one year are often updated and parts changed. Tractors from the same year are more uniform," points out Dyke.

As a rule, you'll save about 50% on used parts over new prices. If you decide within 30 days you don't need the part, or find it's defective, you can return it to Worthington "no questions asked".

Parts are shipped the day of your order by UPS, Parcel Post, truck or air freight. Customers in a big hurry often fly into Worthington's airport, about 4 mi. from the salvage yard.

Although Dyke's salvage yard has grown in recent years, and the company owns three salvage yards around the country, many smaller yards are failing. "Auto salvage yards can do well working within a 15 sq. mi. area, but tractor population per sq. mil. is smaller. You need to cover at least 18 to 20 states to stay in business, and this is increasingly expensive," he explained.

"Contrary to what most people believe, used parts do not sell better when the economy sours. Much of a salvage yard's business comes from farmers reworking tractors, such as changing from narrow to wide front and, in bad times, that work is postponed," Dyke explains.



Because of frequent model updates, used combine parts are more difficult to track down, says Dyke.



At Worthington Tractor Salvage, Inc., most tractors are stripped and the parts taken inside, cleaned and stocked for resale.

Major Tractor, Combine Salvage Yards

Here is a list of where to call or write to reach major tractor and combine salvage yards throughout the United States.

Allen Implement Co.
Carson, IA 51525
Phone 712-484-2233

Balcom Implement
Fairmont, MN 56031
Phone 507-238-1514

Bozeman Machinery Tractor
Salvage, Inc.
122 Idalou Rd.
Lubbock, TX 79403
Phone 806-762-5133

Central Tractor
Box 3330
Des Moines, IA 50313
Phone 515-266-3101

Daniel Implement Co., Inc.
Highway 720
Frisco, TX 75034
Phone 214-350-4232

Jerry Everitt
Rt. 2
Strawberry Point, IA 52076
Phone 319-767-2175

Florin Tractor Parts
8345 Florin Rd.
Sacramento, CA 95828
Phone 916-383-0317

Al Galloway, Inc.
North U.S. 27
St. Johns, MI 48879

Joe Goodman Tractor Parts Co.
P.O. Box 80957
Lincoln, NE 68501
Phone 402-489-7173

Koch Tractor, Inc.
Richland Center, WI 53581
Phone 608-647-2136

Kruse Tractor Parts
P.O. Box 828
Seymour, TX 76380
Phone 817-888-5501

Bob Logan Tractor Co.
Franklin Grove, IL 61031
Phone 800-435-7758 (toll-free)

Mid-South Tractor Parts, Inc.
Rt. 2, Box 316
Sikeston, MO 63801
Phone 314-471-3969 or
800-325-7070 (toll-free)

Sharon Tractor Parts
Rt. 3
Iowa City, IA 52240
Phone 319-683-2816
Surplus Tractor Parts Corp.
Box 2125
Fargo, ND 58107

Wendell West
Rt. 1, Box 125
Honey Grove, TX 75446
Phone 214-623-4502

Wengers' Farm Machinery, Inc.
South Race St.
Myerstown, PA 17067
Phone 717-866-2138

Worthington Tractor Salvage, Inc.
Rt. 4, Box 14
Worthington, MN 56187
Phone 800-533-5304 (toll-free)

Glue Trap For Rats, Mice

"It catches mice and rats like flypaper catches flies," says Graham Murdock, of Nichols Enterprises, marketer of Stick-Em, a new "foolproof" trap that's safe, non-toxic and non-poisonous, yet traps and tenaciously holds rodents as they cross the sticky substance in search for food.

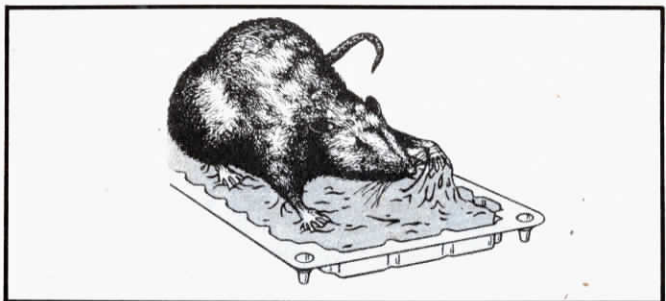
"Stick-Em solves the problems of bait shyness, and tolerance build-up. It's also a safe alternative to rat poisons that present dangers to children, pets and livestock," Murdock explains.

The 5 x 10 x 1/2 in. glue traps are packaged two per polybag and are ready for immediate use.

Stick-Em is a new adhesive that will not run or dry out. A key to its success is that it catches rats and mice immediately when placed in their runs.

"A major problem encountered by adhesives in the past has been dust. This dust problem has been overcome with Stick-Em. Rats and mice still get caught as they sink into the soft, stringy adhesive beyond the layer of dust. In addition, traps can be placed under a faucet and the dust rinsed off," Murdock explains.

He points out that Stick-Em glue traps will catch and hold several rats and mice, and are reusable. The traps



Rats and mice stick to Nichols Enterprises glue trap, and die there.

will catch, on the average, 3 to 4 rats and 8 to 10 mice per trap when reused, he points out.

A trial package of Stick-Em (two 5 by 10 in. traps) is available for \$4.00

per package, including shipping.

For more details, contact: FARM SHOW Followup, Nick Nichols Enterprises, 507 1/2 So. Glenwood, Springfield, Ill. 62704 (ph 217 573-8021).