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Membership Directory pages 37 through 160 list member firms and their branches in alphabetical order of the city in which the firm or branch is located within the particular state, province or nation. The section begins with Alberta in Canada and ends with the state of Wisconsin in the United States.
The shareholders have changed but the mission remains the same! With three warehouses located in Red Deer, Regina and Winnipeg fully rejuvenated, the same enthusiastic staff is here to continue into the 40th year of service to approximately 1,200 agricultural dealers, farm supply stores and a large number of light industrial end users. The Westward trade area is covered by 5 outside Regional Parts Managers devoted exclusively to the sales and distribution of replacement parts and accessories, estate equipment and industrial products. Westward Parts Services Limited will continue to source, import and expand the broad range of replacement parts as in the past and is expanding the line of Westward Estate Equipment that is assembled at the Red Deer location.

**PRODUCTS:**

**COMPONENTS, ACCESSORIES & PARTS:** Hydraulic System Components; Implement Replacement Parts; Service Shop Eqpt; Tractor Accessories; Tractor Replacement Parts

**CROP & LIVESTOCK WHOLEGOODS:** Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Harvesting Eqpt; Haying Machinery

**RELATED INDUSTRY:** ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Outdoor Power Eqpt; Power Transmission Products; Safety & Environmental Products; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

**In addition to Sales, this firm offers the functions indicated ☑:**

- ☑ Warehousing
- ☑ Advertising & Promotion
- ☑ Credit & Collections
- ☑ Assembly
- ☑ Warranty Representation
- ☑ Manufacturing
- ☑ Marketing

**TERRITORY:** Alberta, British Columbia, Manitoba, Ontario and Saskatchewan
Botterill Sales

(Founded in 1994)

Box 1001
Newton, MB R0H 0X0
Canada

Web Site: www.botterillsales.com
Email: todd@botterillsales.com

KEY PERSONNEL: Todd Botterill, President

Botterill Sales is about making farming better. Our goal is to provide our dealers and end users of our products the tools they need to improve their lives. Whether this is by increasing profit to better their lifestyle, save them time to allow more time with family or by providing safer equipment to use daily, we know the only way to ensure repeat business is to solve problems for our customers. We use our nearly 20 years of experience in the Ag Industry to find the best products for our customers. We provide manufacturers access to progressive dealers and farmers and work hard to introduce new farming systems to Manitoba, Saskatchewan and Alberta.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts
CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt
RELATED INDUSTRIES: Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated □:
☐Warehousing ☐Advertising & Promotion
☐Credit & Collections ☐Assembly
☐Warranty Representation

TERRITORY: Alberta, Manitoba and Saskatchewan

Rep located in Manitoba
The shareholders have changed but the mission remains the same! With three warehouses located in Red Deer, Regina and Winnipeg fully rejuvenated, the same enthusiastic staff is here to continue into the 40th year of service to approximately 1,200 agricultural dealers, farm supply stores and a large number of light industrial end users. The Westward trade area is covered by 5 outside Regional Parts Managers devoted exclusively to the sales and distribution of replacement parts and accessories, estate equipment and industrial products. Westward Parts Services Limited will continue to source, import and expand the broad range of replacement parts as in the past and is expanding the line of Westward Estate Equipment that is assembled at the Red Deer location.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Implement Replacement Parts; Service Shop Eqpt; Tractor Accessories; Tractor Replacement Parts

CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Harvesting Eqpt; Haying Machinery

RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Outdoor Power Eqpt; Power Transmission Products; Safety & Environmental Products; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

TERRITORY: Manitoba, New Brunswick, Nova Scotia, Ontario and Prince Edward Island (note: arable land mass in these provinces is much smaller than the geographical map)
Maritime Farm Supply Ltd.  
(Founded in 1963)

38 Old Berry Mills Road  
Berry Mills, NB  E1G 3W4  
Canada

Phone: (506) 857-3134  
FAX: 506-859-7996

www.maritimefarmsupply.com  
justin@maritimefarmsupply.com  
mfs.accounting@maritimefarmsupply.com

KEY PERSONNEL: Paul Bloedow, Controller; Justin Akerley, Inside & Outside Sales

Maritime Farm Supply Ltd. has been involved in the import and distribution of agricultural wholegoods and parts in the Atlantic Provinces since 1963. The firm has office and warehouse space of more than 50,000 square feet and a sales staff of one outside and one inside personnel, as well as a support staff of five in parts, shipping, administration and office personnel. The firm is the only full service distributor of agricultural shortline located in the Maritime Provinces.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts; PTO Parts; Tractor Cabs  
CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt  
RELATED INDUSTRY: ATV Eqpt & Attachments; Lawn & Garden Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: New Brunswick, Newfoundland, Nova Scotia and Prince Edward Island

Distributor located in New Brunswick
Mohawk Equipment Limited is a wholesale supplier to farm equipment dealers and O.E.M. manufacturers from their warehouse in Brantford, Ontario. Mohawk operated under the firm name United Farm Supplies from their inception in 1957 until incorporation in 1961 as Mohawk Equipment Limited. The firm inventories a wide variety of implements, attachments and hydraulic components from Canadian, American and European manufacturers. Along with servicing their extensive dealer network, the firm also supplies hydraulics and accessories to original equipment manufacturers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Power Transmission Products; Skid STeer Attachments; Turf & Grounds Maintenance Eqpt

KEY PERSONNEL: Brian Goodfellow, President; Keith Goodfellow, Vice President; Bob Rook, Secretary; Linda Dawson, Treasurer

Mohawk Equipment Limited is a wholesale supplier to farm equipment dealers and O.E.M. manufacturers from their warehouse in Brantford, Ontario. Mohawk operated under the firm name United Farm Supplies from their inception in 1957 until incorporation in 1961 as Mohawk Equipment Limited. The firm inventories a wide variety of implements, attachments and hydraulic components from Canadian, American and European manufacturers. Along with servicing their extensive dealer network, the firm also supplies hydraulics and accessories to original equipment manufacturers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Power Transmission Products; Skid STeer Attachments; Turf & Grounds Maintenance Eqpt

KEY PERSONNEL: Brian Goodfellow, President; Keith Goodfellow, Vice President; Bob Rook, Secretary; Linda Dawson, Treasurer

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PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Power Transmission Products; Skid STeer Attachments; Turf & Grounds Maintenance Eqpt

KEY PERSONNEL: Brian Goodfellow, President; Keith Goodfellow, Vice President; Bob Rook, Secretary; Linda Dawson, Treasurer

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PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Power Transmission Products; Skid STeer Attachments; Turf & Grounds Maintenance Eqpt

KEY PERSONNEL: Brian Goodfellow, President; Keith Goodfellow, Vice President; Bob Rook, Secretary; Linda Dawson, Treasurer

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PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Power Transmission Products; Skid STeer Attachments; Turf & Grounds Maintenance Eqpt

KEY PERSONNEL: Brian Goodfellow, President; Keith Goodfellow, Vice President; Bob Rook, Secretary; Linda Dawson, Treasurer

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PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Power Transmission Products; Skid STeer Attachments; Turf & Grounds Maintenance Eqpt

KEY PERSONNEL: Brian Goodfellow, President; Keith Goodfellow, Vice President; Bob Rook, Secretary; Linda Dawson, Treasurer

Mohawk Equipment Limited is a wholesale supplier to farm equipment dealers and O.E.M. manufacturers from their warehouse in Brantford, Ontario. Mohawk operated under the firm name United Farm Supplies from their inception in 1957 until incorporation in 1961 as Mohawk Equipment Limited. The firm inventories a wide variety of implements, attachments and hydraulic components from Canadian, American and European manufacturers. Along with servicing their extensive dealer network, the firm also supplies hydraulics and accessories to original equipment manufacturers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Power Transmission Products; Skid STeer Attachments; Turf & Grounds Maintenance Eqpt

KEY PERSONNEL: Brian Goodfellow, President; Keith Goodfellow, Vice President; Bob Rook, Secretary; Linda Dawson, Treasurer

Mohawk Equipment Limited is a wholesale supplier to farm equipment dealers and O.E.M. manufacturers from their warehouse in Brantford, Ontario. Mohawk operated under the firm name United Farm Supplies from their inception in 1957 until incorporation in 1961 as Mohawk Equipment Limited. The firm inventories a wide variety of implements, attachments and hydraulic components from Canadian, American and European manufacturers. Along with servicing their extensive dealer network, the firm also supplies hydraulics and accessories to original equipment manufacturers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Power Transmission Products; Skid STeer Attachments; Turf & Grounds Maintenance Eqpt

KEY PERSONNEL: Brian Goodfellow, President; Keith Goodfellow, Vice President; Bob Rook, Secretary; Linda Dawson, Treasurer
Leading Edge Equipment Limited
(Founded in 1985)

454499 Trillium Line
Beachville, ON N0J 1A0
Canada

Phone: (519) 421-3223
FAX: 519-533-0808

Web Site: www.leadingedgeequipment.ca
Email: wayne@leadingedgeequipment.ca
wayne.symons@bushhog.com
heather@leadingedgeequipment.ca
gerald@leadingedgeequipment.ca

KEY PERSONNEL: Wayne Graham, Director/Sales; John Young, Sales & Parts; Wayne Symons, Sales; Gerald Scheerer, Sales; Heather Rutter, Parts

Leading Edge Equipment Limited, is an independent Manufacturer’s Representative for several companies in the Ontario and eastern Canada regions. The company is managed by Gerald Scheerer, Wayne Symons, Heather Rutter, and Wayne Graham, who between them have 60 years of experience in the farm equipment field. They are backed by an office staff and set-up crew who provide warehousing and shipping of parts and wholegoods from their central location. Our main goal is to provide top quality machinery for our dealers with superior service and parts supply.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts
CROP & LIVESTOCK WHOLEGOODS: Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑Warehousing
☑Credit & Collections
☑Advertising & Promotion
☑Assembly
☑Warranty Representation

TERRITORY: Eastern Canada
Walco Equipment, Ltd.
(Founded in 1972)

20 Arthur Street North
Elmira, ON N3B 1Z9
Canada

Web Site: www.walcoequipment.com

KEY PERSONNEL:  Laverne Martin, President; Albert Visscher, CFO;
Wes Gabior, Purchasing Mgr; Dan Holmes, Sales Manager

BRANCHES: Randolph, MN; St. Germain de Grantham, PQ

Walco Equipment Ltd. is a distributor of shortline agricultural equipment, and a supplier of all sizes and types of tire chain as well as industrial chain, hooks, cargo control and overhead lifting slings and component parts. Walco strives to supply quality products from around the world. Both wholegoods and parts are available. The company has been in business since 1972 and is active in Ontario, Quebec and the Maritimes, as well as in exports to the USA in the states of Michigan, Ohio, Kentucky, New York, New Hampshire, Maine, Vermont and Pennsylvania. Walco USA, Inc. is active in Iowa, Minnesota and Wisconsin.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☐ Warehousing ☐ Advertising & Promotion
☐ Credit & Collections ☐ Assembly
☐ Warranty Representation

TERRITORY: Eastern Canada — the Maritimes, Ontario and Quebec. Kentucky, Maine, Michigan, Minnesota, New Hampshire, New York, Ohio, Pennsylvania, Vermont and Wisconsin

Distributor located in Ontario
Eastern Farm Machinery Ltd.  
(Founded in 1952)

Box 3613  
Guelph, ON N1H 6P1  
Canada

Phone: (519) 763-2400  
FAX: 519-763-3930

Web Site: www.easternfarmmachinery.com  
Email: sales@easternfarmmachinery.com

KEY PERSONNEL:  Rob Snyder, President; Donna Lefneski, Secretary-Treasurer

Eastern Farm Machinery has been in the wholesale equipment distribution business since 1952. The firm currently covers the province of Ontario, and the state of Michigan from their location in south/central Ontario. The facilities consist of 35,000 square feet of warehouse and office space, a full service shop, parts department, wholegoods storage and truck loading facility. Eastern uses its own trucking fleet to deliver goods to approximately 300 dealers in addition to supplier pickups. The products handled range from agricultural to light industrial, commercial landscape and outdoor power equipment. The firm imports from five foreign countries in addition to the U.S. and takes title to all goods. They are capable of providing complete marketing, warehousing, promotional, service, financing and collection functions for the lines they distribute.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: GPS Guidance; Tractor Accessories
CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Feed & Livestock Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑ Warehousing  ☑ Advertising & Promotion
☑ Credit & Collections  ☑ Assembly
☑ Warranty Representation  ☑ Manufacturing

TERRITORY: Ontario and Michigan

Rob Snyder
HARCO Ag Equipment has been a shortline importer, distributor and manufacturer’s rep since 1982. The firm currently covers the provinces of Ontario, Quebec, New Brunswick, Nova Scotia, Newfoundland and Prince Edward Island and the states of New York & Pennsylvania. These areas are covered by four Territory Managers and two inside sales persons, servicing 400 dealers. HARCO Ag Equipment also owns a fleet of transport trucks which operate as a fully licensed contract carrier for all of Canada and the north-eastern and Midwestern states. This firm also has a full service shop and both indoor and outdoor warehousing on its 13 acre site just north of Harriston, Ontario.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRY: Commercial Eqpt; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Credit & Collections
- Advertising & Promotion
- Assembly
- Warranty Representation
- Manufacturing

DFK Equipment Sales Inc. (Founded in 1982)

475 James St. S.; Box 938
St. Marys, ON N4X 1B6
Canada

Phone: (519) 349-2080
FAX: 519-349-2099

Email: sales@dfkequipment.com
Web Site: www.dfkequipment.com

KEY PERSONNEL: Wayne Barber, President; Sherri Barber, Vice President;
Murray Barber, Director;
Francois Boucher, Vice President, chez Les Equipementes DFK Inc.

DFK Equipment Sales Inc. has been in the business of marketing equipment for more than 35 years and is committed to developing markets for manufacturers with top performing dealers strategically selected throughout Ontario, Quebec and the Atlantic Provinces to promote and market these products. Our current office and 20,000 sq. ft. warehouse is located in St. Marys, Ontario, as well as a Quebec office and warehouse, and is supported by five salesmen, service personnel and parts department with bilingual (French and English) support.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Lawn & Garden Eqpt; Outdoor Power Eqpt; Recreation Vehicles; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: Maritime Provinces, Ontario and Quebec

Wayne Barber
Murray Barber
Francois Boucher

Distributor & Rep located in Ontario
Farm-Fleet, Inc.
(Founded in 1984)

23703 Welburn Road; RR #3
St. Mary’s, ON N4X 1C6
Canada

Web Site: www.farmfleet.com

Phone: (519) 461-1499
FAX: 519-461-1599

Email: paul.stubbens@farmfleet.com

KEY PERSONNEL: Paul Stubbens, General Manager; Dave Ball, Marketing Manager; Carolyn Noble, Office Manager

Farm-Fleet is a distributor of farm and lawn and garden equipment to dealers in Ontario, Quebec and the Atlantic Provinces of Canada. Founded in 1984, Farm-Fleet operates its distribution facilities out of St. Marys, Ontario and New Glasgow, Nova Scotia. Our product range varies from agricultural implements and their accessories to lawn and garden products. We publish our own wholegoods equipment catalog once a year. Also, more than one million Farm-Fleet sales flyers and catalogs are mailed to customers across Canada throughout the year.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Engine & Power Units; Hydraulic System Components; Implement Replacement Parts; Tractor Accessories; Tractor Replacement Parts; CROP & LIVESTOCK WHOLEGRODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeder; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: ATV Eqpt & Attachments; Commercial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Safety & Environmental Products; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☐Warehousing  ☑Advertising & Promotion
☐Credit & Collections  ☑Assembly
☐Warranty Representation

TERRITORY: Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland, Nova Scotia, Ontario, Prince Edward Island, Quebec and Saskatchewan
Les Ventes G. Kremmel, Inc.
(Founded in 1971)

3486 Connaught Avenue
Montreal, PQ H4B 1X3
Canada

Phone: (514) 486-9170
FAX: 514-486-0718
Email: kremmel@securenet.net

KEY PERSONNEL: George Kremmel; Daniel Kremmel; Mike Kremmel

Les Ventes G. Kremmel, Inc. has been a family owned manufacturer’s representative business as well as wholesale distributor of farm equipment since 1971. Our region of representation covers the eastern Canadian provinces which include Quebec, Ontario and the Maritimes. The firm employs three full times sales persons. Les Ventes G. Kremmel, Inc., represents many agricultural manufacturers from various parts of the U.S. and Europe. The firm provides a dealer network of more than 120 dealers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Engine & Power Units; Farm Hardware; Farm Supplies; GPS Guidance; Hydraulic System Components; Implement Replacement Parts; Tractor Accessories; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGODDS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Tractors; Wagons & Farm Transportation Eqpt RELATED INDUSTRIES: Commercial Eqpt; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Power Transmission Products; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Advertising & Promotion
- Credit & Collections
- Warranty Representation
- Assembly

TERRITORY: New Brunswick, Nova Scotia, Ontario, Prince Edward Island and Quebec
Walco Equipment, Ltd.  
(Branch of Elmira, ON)

364 Rt 122  
St. Germain de Grantham, PQ J0C 1K0  
Canada

Phone: (819) 395-5115  
FAX: 819-395-2624

Web Site: www.walcoequipment.com

**KEY PERSONNEL:**  Leo Boissonneault, Manager, Quebec

Walco Equipment Ltd. is a distributor of shortline agricultural equipment, and suppliers of all sizes and types of tire chain as well as industrial chain, hooks, cargo control and overhead lifting slings and component parts. Walco strives to supply quality products from around the world. Both whollegoods and parts are available. The company has been in business since 1972 and is active in Ontario, Quebec and the Maritimes, as well as in exports to the USA in the states of Michigan, Ohio, Kentucky, New York, New Hampshire, Maine, Vermont and Pennsylvania. Walco USA, Inc. is active in Iowa, Minnesota and Wisconsin.

**PRODUCTS:** **COMPONENTS, ACCESSORIES & PARTS:** Implement Replacement Parts; Tractor Replacement Parts  
**CROP & LIVESTOCK WHOLEGOODS:** Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt  
**RELATED INDUSTRY:** ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:

- Warehousing
- Credit & Collections
- Warranty Representation
- Advertising & Promotion
- Assembly

**TERRITORY:** Quebec
MTI Canada inc.
(Founded in 1955)

1720 Boul. Guillaume-Couture
Lévis, PQ G6W 0R5
Canada

Web Site: www.mticanada.ca
Email: jbacon@mticanada.ca

KEY PERSONNEL: Jean Bacon, President; Louis Brasseur, Buyer; Pascal Côté, Buyer; Étienne Gagnon, Sales Manager

MTI Canada inc. has been engaged in the distribution of agricultural machinery and replacement parts since 1955. The company distributes a large range of products including those listed below. MTI Canada employs eleven sales representatives covering the Provinces of Quebec, Ontario and the Maritime Provinces. The company represents manufacturers from many countries including U.S., China, England, Denmark, Italy, Sweden, Germany and Canada.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Implement Replacement Parts; Service Shop Eqpt; Tractor Accessories; Tractor Replacement Parts

CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Tillage Eqpt

RELATED INDUSTRY: Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt, Skid Steer Attachments; Turf & Grounds Maintenance Eqpt.

In addition to Sales, this firm offers the functions indicated ☑:

☑ Warehouse
☑ Advertising & Promotion
☑ Credit & Collections
☑ Assembly
☑ Warranty Representation

TERRITORY: New Brunswick, Newfoundland, Nova Scotia, Ontario, Prince Edward Island and Quebec (note: arable land mass in these provinces is much smaller than the geographical map)

Jean Bacon
Louis Brasseur
Pascal Côté
Étienne Gagnon
Westward Parts Services Ltd.

(Branch of Red Deer, AB)

201 Henderson Drive
Regina, SK S4P 3E1
Canada

Web Site: www.westwardparts.com

Phone: (306) 721-2113

FAX: 306-721-2977

Email: Info@westwardparts.com

KEY PERSONNEL:  Brice Drinkwater, Customer Service Manager (SK)

The shareholders have changed but the mission remains the same! With three warehouses
located in Red Deer, Regina and Winnipeg fully rejuvenated, the same enthusiastic staff is here
to continue into the 40th year of service to approximately 1,200 agricultural dealers, farm supply
stores and a large number of light industrial end users. The Westward trade area is covered
by 5 outside Regional Parts Managers devoted exclusively to the sales and distribution of
replacement parts and accessories, estate equipment and industrial products. Westward Parts
Services Limited will continue to source, import and expand the broad range of replacement
parts as in the past and is expanding the line of Westward Estate Equipment that is assembled
at the Red Deer location.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components;
Implement Replacement Parts; Service Shop Eqpt; Tractor Accessories; Tractor Replacement Parts
CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt;
Feeding & Livestock Eqpt; Harvesting Eqpt; Haying Machinery RELATED INDUSTRY: ATV Eqpt &
Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Outdoor Power Eqpt; Power Transmission
Products; Safety & Environmental Products; Skid Steer Attachments; Turf & Grounds Maintenance
Eqpt

In addition to Sales, this firm offers the functions indicated ☑:

☑ Warehousing  ☑ Credit & Collections  ☑ Advertising & Promotion
☑ Assembly  ☑ Warranty Representation  ☑ Manufacturing  ☑ Marketing

TERRITORY: Saskatchewan
Affordable Parts
(Founded in 1988)

3710 Mitchelmore Ave.
Saskatoon, SK S7P 0B9
Canada

Phone: (306) 244-2068
Wats: (800) 525-8189
FAX: 306-244-9699

Web Site: www.affordableparts.ca
Email: stan@affordableparts.ca
bob@affordableparts.ca
donb@affordableparts.ca

KEY PERSONNEL: Stan Thul, President; Bob Savage, Vice President; Don Borisko

Affordable Parts (1988), managed by owners Mr. Stan Thul (Pres.) and Mr. Bob Savage (Vice Pres.), offers farm part manufacturing and marketing as well as distribution to Alberta, Saskatchewan and Manitoba plus exporting into Australia. The firm has two sales representatives sharing the territories representing new and innovative products and ideas. With our slogan, “Working hard to keep Farmers. Farming!” our dealer network trusts we are commited to the agricultural industry. The anticipation of new products emerging is the energy and excitement of Affordable Parts. An open mind is paramount for this fast changing market and we are always seeking new ideas – Can we help you?

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Farm Hardware; Farm Supplies; Hydraulic System Components; Implement Replacement Parts; Service Shop Equipment; Tractor Accessories; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Cultivators & Weeding Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Power Transmission Products; Safety & Environmental Products; Turf & Grounds Maintenance

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation
- Manufacturing


Export: Australia

Stan Thul
Bob Savage

Distributor located in Saskatchewan
Adair Sales & Marketing Company Inc. is a family owned independent manufacturer representative agency. We represent quality agricultural and industrial equipment manufacturers in western Canada throughout the provinces of Manitoba, Saskatchewan, Alberta, and British Columbia. We strive to provide our dealers with superior quality products and take pride in our ability to develop profitable and long standing business relationships with our dealers. We recognize the value of positive manufacturer-dealer associations and we work hard to develop and maintain them. Dealers can be assured that they will receive competent and professional support from Adair Sales & Marketing Company, Inc.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Turf & Grounds Maintenance Eqpt

KEY PERSONNEL: George Adair, President; Shannon Soparlo, Vice President; Jayce Soparlo, Sales Representative; Levi Côté, Sales Representative; Owen Wall, Inside Sales Representative

In addition to Sales, this firm offers the functions indicated: Warehousing, Credit & Collections, Advertising & Promotion, Assembly, Warranty Representation.

TERREITORY: Alberta, British Columbia, Manitoba and Saskatchewan
Membership Directory pages 37 through 160 list member firms and their branches in alphabetical order of the city in which the firm or branch is located within the particular state, province or nation. The section begins with Alberta in Canada and ends with the state of Wisconsin in the United States.
White’s, Inc.
(Proceed of Houston, TX)

511 East 2nd Street; Box 1024
Stuttgart, AR 72160

Phone: (870) 673-7258
FAX: 870-673-7259

Web Site: www.whitesinc.com
Email: wholegoodsales@whitesinc.com

**KEY PERSONNEL:** Mackie Phillips, Warehouse Manager; Steve Kimes, Territory Manager

White’s has been involved in the import and distribution of agricultural and light industrial equipment in the Southwest and Mid-South since 1920. Five territory managers and seven inside sales persons cover the firm’s trade area. The corporate office is located in Houston, Texas, with a branch office and warehouse located in Stuttgart, Arkansas. The firm has a separate parts and service department. White’s currently services more than 450 active agricultural and industrial dealers. Products handled range from hay machinery to industrial power take-off machinery. The firm imports from three foreign countries in addition to its U.S. manufacturers and currently represents and distributes for 32 different companies. The firm provides complete marketing, warehousing, promotion, service, financing and collection functions for all the product lines it distributes and represents.

**PRODUCTS:**

**COMPONENTS, ACCESSORIES & PARTS:** Engine & Power Units

**CROP & LIVESTOCK WHOLEGOODS:** Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

**RELATED INDUSTRY:** ATV Eqpt & Attachments; Commercial Eqpt; Industrial Eqpt; Irrigation Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Power Transmission Products; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:

- Warehousing
- Credit & Collections
- Advertising & Promotion
- Assembly
- Warranty Representation

**TERRITORY:** Arkansas, Louisiana, Mississippi and western Tennessee

**Distributor located in Arkansas**

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For over 50 years, Gearmore, Inc. has been providing affordable, quality tractor attachments and farm equipment through a network of servicing tractor dealers. The firm’s Los Angeles location offers immediate access to major ports, international airports and transportation routes throughout California and the western United States. Gearmore is a full-service wholesale distributor offering a multitude of value-added services for their customers and suppliers. The firm sells equipment manufactured world-wide to offer the most advanced technology available.

**PRODUCTS: COMPONENTS, ACCESSORIES & PARTS:** Hydraulic System Components
**CROP & LIVESTOCK WHOLEGOODS:** Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt
**RELATED INDUSTRY:** ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Outdoor Power Eqpt; Turf & Grounds Maintenance Eqpt
Solex Corp.
(Founded in 1965)

220 South Jefferson Street
Box 490
Dixon, CA 95620

Phone: (707) 678-5533
FAX: 707-678-9788

KEY PERSONNEL:  David Fountain, General Manager; Darryl Fountain, Sales Manager

Solex Corporation has been involved in the importing and distribution of farm machinery in the Western U.S. for more than 40 years. The firm’s sales force consists of four outside salesmen and three inside sales persons. Solex maintains 35,000 square feet of office and internal storage along with 150,000 square feet of fenced outside storage. At the present time, Solex imports and distributes lines from 42 U.S. and European manufacturers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: GPS Guidance CROP & LIVE-STOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: Industrial Eqpt; Lawn & Garden Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:

- Warehousing
- Credit & Collections
- Assembly
- Advertising & Promotion
- Warranty Representation

Ag West Marketing
(Founded in 2002)

Box 1149
Tracy, CA 95378-1149

Phone: (209) 836-1246
Cell: (209) 607-0323
FAX: 209-836-8979

Email: jseimas@agwestmarketing.com

KEY PERSONNEL: Joseph Seimas; Dawn Seimas

Ag West Marketing was established in 2002 for Joseph Seimas, president and founder to better serve the needs of manufacturers in the agricultural, GPS Guidance, industrial, and environmental industries. The services of Ag West Marketing extend from finance, budgeting, and sales forecasting to inventory control, advertising, field demonstration, and trade show involvement.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: Light Forestry Eqpt

In addition to Sales, this firm offers the functions indicated ☑:

☐ Warehousing  ☑ Advertising & Promotion
☐ Credit & Collections  ☐ Assembly
☐ Warranty Representation

TERRITORY: Arizona, California and Nevada

Rep located in California
KP Sales and Marketing, Inc. was formed in September of 1991 by Ken Pryzgoda to operate as an independent manufacturers representative company. The manufacturers that we represent currently serve construction, tractor and implement dealers with equipment for agricultural, landscape, forestry, outdoor power, light industrial and turf management in the Rocky Mountain region, including Colorado, Wyoming, New Mexico, eastern Montana and the Nebraska panhandle. We believe that through our aggressive approach to marketing all of our products, we can best represent our manufacturers and aid our dealers. Our products are featured on our web site. We maintain a full-line catalog and we regularly advertise these products in several regional and national periodicals. The KP Sales team has more than 75 years of combined sales experience. Ken Pryzgoda spent seven years in dealership sales and seven years with a wholesale agricultural equipment distributor, before starting KP Sales and Marketing in 1991. Dave Sagel spent 20 years in dealership parts and sales, 19 years as a top salesman with Tractor Implement Supply Co., and has been with KP Sales since 2001. We are members of EMDA (Equipment Marketing & Distribution Association) and an associate member of FEMA (Farm Equipment Manufacturers Association). We actively support our agricultural and industrial community. Our years of experience and approach to sales and service have made KP Sales & Marketing, Inc. one of the most successful and respected rep companies in this region.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt
Bridgestone/HosePower
(Founded in 1991)

50 Industrial Loop North
Orange Park, FL 32073

Phone: (904) 264-1267
FAX: 904-621-0960

Web Site: www.hosepower.com
Email: wfields@hosepower.com

KEY PERSONNEL: Wanda Fields, Inside Sales & Marketing Director;
Todd Jorgensen, Vice President of Sales;
Courtney Colvin, Inside Sales & Marketing Support

Bridgestone/HosePower is North America’s Premier Hydraulic and Industrial Hose Sales and Service Company established in 1988. With more than 45 service locations throughout the United States, Canada, and Mexico, Bridgestone/HosePower can service your company virtually anywhere. We offer award winning Counter Service, Mobile Hose Repair, and state of the art OEM Centers. Current products include: Industrial and hydraulic hose and fittings, diesel exhaust fluid (DEF) products, oil & gas exploration products, composite, thermoplastic, dock & barge ship-to-shore products, underground mining products, and mobile repair service.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Tractor Replacement Parts

RELATED INDUSTRIES: Irrigation Eqpt

In addition to Sales, this firm offers the functions indicated:

- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: North America, South America, Central America, Europe

Distributor located in Florida
Founded in 1929, Lovett & Tharpe has grown to serve the needs of more than 500 farm equipment dealers in five states. Facilities include an 88,000 square foot warehouse, delivery trucks and an inventory of wholegoods and parts from more than 30 domestic and foreign manufacturers.

**PRODUCTS:**

- **COMPONENTS, ACCESSORIES & PARTS:** Farm Hardware; Implement Replacement Parts; Tractor Accessories
- **CROP & LIVESTOCK WHOLEGOODS:** Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt
- **RELATED INDUSTRY:** ATV Eqpt & Attachments; Industrial Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

**KEY PERSONNEL:** Edward M. Herrin, Jr., President; Sharon Moye, Sales Manager; Dana Brantley, Office Manager
Chapman Marketing
(Founded in 1979)

135 Treanor Drive
Milledgeville, GA 31061

Phone: (478) 747-0638
Email: chapmktg@hotmail.com

KEY PERSONNEL: William Chapman; Henry Chapman

PRODUCTS: CROP & LIVESTOCK WHOLEGODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt

RELATED INDUSTRIES: Industrial Eqpt; Skid Steer Attachments

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Credit & Collections
- Warranty Representation

TERRITORY: Alabama, Florida, Georgia, North Carolina and South Carolina
Implement Sales, LLC  
(Founded in 1954)

1574 Stone Ridge Drive  
Stone Mountain, GA 30083

Phone: (770) 908-9439  
FAX: 770-908-8123

Web Site: www.implementsalesga.com  
Email: sales@implementsalesga.com

KEY PERSONNEL: Mitch Elkins, President

Implement Sales LLC distributes agricultural wholegoods in the Southeastern United States. Products sold include both domestic and imported equipment. A complete inventory of repair parts is maintained for all product lines. The company, founded in 1954, has a 31,000 square foot warehouse and office facility. Four territory managers and three inside sales persons cover the firm’s trade areas. At present, the company imports and distributes for over 30 U.S., European and Canadian manufacturers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts
CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments

In addition to Sales, this firm offers the functions indicated ☑:

☑ Warehousing  ☑ Advertising & Promotion
☑ Credit & Collections  ☑ Assembly
☐ Warranty Representation

TERRITORY: Alabama, Florida, Georgia, North Carolina, South Carolina, Tennessee and Virginia

Distributor located in Georgia  67
General Implement Distributors
(Branch of Salt Lake City, UT)

300 East Overland Road
Meridian, ID 83642

Web Site: www.generalimp.com

Email: rnielson@generalimp.com

Distributor located in Idaho

KEY PERSONNEL: Ryan Nielson, Branch Manager

General Implement Distributors has been actively wholesaling farm machinery since 1938. The firm’s ‘Silver Service’ includes 16 delivery trucks, a multi-million dollar inventory at six locations, and an experienced sales staff. The firm employs 13 territory managers who cover most of the western U.S. (see map). General Implement distributes domestic and imported wholegoods lines and, in addition to supporting the unit lines in the field, the firm distributes after-market parts lines. Their current network exceeds 1,200 dealers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Implement Replacement Parts; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
- ☑ Warehousing
- ☑ Advertising & Promotion
- ☑ Credit & Collections
- ☑ Assembly
- ☑ Warranty Representation

TERRITORY: Western U.S. to include Arizona, northern California, Colorado, Idaho, Louisiana, Minnesota, Mississippi, Montana, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Texas, Utah, Washington, and Wyoming.

Ryan Nielson
KEY PERSONNEL: Joe Wetzel

As an independent manufacturer’s representative, Wetzel Sales represents the following manufacturers: Amulet Backhoe & Excavator Attachments, CONEQTEC Universal, Grouser Products, KENCO Rock Solid Attachment Solutions, Loftness Manufacturing, and Premier Auger & Trenchers. WSI covers the states of Illinois and Missouri where contacts are made to construction equipment dealers, light industrial equipment dealers, agriculture dealers and semi-trailer dealers.

PRODUCTS: CROP & LIVESTOCK WHOLEGODS: Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt RELATED INDUSTRIES: Commercial Eqpt; Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt
Dow Marketing Group, LLC
(Founded in 1978)

11291 E. Lake Edward Lane Phone: (217) 868-5171
Effingham, IL 62401 FAX: 217-868-2051

Email: dowmarketing@gmail.com

KEY PERSONNEL: Mike Dow; Dave Dow

Dow Marketing Group is an independent Manufacturer’s Representative firm in the state of Illinois that specializes in agricultural products. Dow Marketing was founded by Dave Dow in 1978 and is family owned and operated. Dave, and his son, Mike Dow, have established an extensive dealer network throughout the Illinois territory. Dow Marketing continues to pursue growth by establishing new dealers while maintaining a solid relationship with current dealers through careful client management.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Farm Hardware; Implement Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRIES: Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated
- [ ] Warehousing
- [ ] Credit & Collections
- [ ] Warranty Representation
- [ ] Advertising & Promotion
- [ ] Assembly
- [ ] Client Care & Management

TERRITORY: Illinois

Rep located in Illinois
A.M.S. Incorporated
(Founded in 2000)

102 Amazone Trail (Broadway)
Ogden, IL 61859

Phone: (217) 582-2288
FAX: 217-582-2427

Web Site: www.amsincorporated.net
Email: info@amsincorporated.net

KEY PERSONNEL: Jac M. Knoop, President; D. Ann Siderius, Office Manager, Secretary/Treasurer; J. Mattheus Knoop, Agricultural Lines – In house Sales; Lucinda Paganin, Municipal & Golfcourse Lines; Dave Wakefield, Parts & Warehouse Manager

We are working with dedicated Independent Representatives all across the USA from the Atlantic to the Pacific Ocean and from the Northern to the Souther Porder. Products marketed are highly specialized tillage tools for the most accurate depth controlled seedbed preparation, planters for corn, beans and vegetable crops, crop sprayers. For municipalities we offer mowers, scarifiers, sweepers, fertilizer-sand- and saltspreaders and over seeders. We also market grapple buckets and rock buckets and land levelers of extreme high quality. Also are land rollers and other specialized implements in our program.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: GPS Guidance; Implement Replacement Parts; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Planting Eqpt; Tillage Eqpt RELATED INDUSTRY: Lawn & Garden Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: All lower 48 states.

Jac M. Knoop
J. Mattheus Knoop
Lucinda Paganin
John Day Company
(Branch of Omaha, NE)

1000 East 1st Avenue
Milan, IL 61264

Phone: (309) 787-4659
FAX: 309-787-4691

Web Site: www.johnday.com
Email: agsales@johnday.com

KEY PERSONNEL: Adam Miner, Branch Manager

The John Day Company is a leading, regional wholesale distributor of agricultural, industrial, material handling, power transmission, safety and MRO products. We actively market products to both domestic and international customers. Our ag sales department includes five Territory Managers and experienced inside sales staff to aggressively market our ag. Industrial, material handling and safety related products. Located in the Midwest, the John Day Company is positioned logistically for warehousing and competitive shipping of wholegoods and aftermarket parts. Since 1909, the John Day Company has focused on the needs of our customers and providing innovative solutions at a reasonable price. Still a family business, the John Day Company understands what is required to be successful and extending relationships to our customers and our suppliers. Our associates and locations in Omaha, NE, and Milan, IL are committed to meeting our customer's goals and our company's success.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Farm Hardware; Farm Supplies; Hydraulic System Components; Implement Replacement Parts; Service Shop Eqpt; Tractor Accessories; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery RELATED INDUSTRY: Commercial Eqpt; Industrial Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Power Transmission Products; Safety & Environmental Products; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☐:
☐ Warehousing ☐ Credit & Collections ☐ Advertising & Promotion ☐ Warranty Representation

TERRITORY: Illinois, Indiana, Iowa, Missouri and Wisconsin

Adam Miner
Peters Sales Company
(Founded in 1984)

4005 Almahurst Drive
Springfield, IL 62712
Phone: (217) 899-0558
FAX: 217-529-0394
Email: peterssalesco@aol.com

KEY PERSONNEL: Mark Peters; Clifford Mansfield

Peters Sales Company was established in August of 1984. The company is a rep firm with its focus on equipment for production agriculture. We are well established with the dealers in our territory and provide them with services such as product training and hands-on field support of the equipment we represent. Most products we represent are designed for high acreage farmers with high horsepower equipment.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑Warehousing  ☐Advertising & Promotion
☑Credit & Collections  ☐Assembly
☑Warranty Representation

TERRITORY: Illinois and Missouri

Rep located in Illinois
East Central Marketing, Inc.  
(Founded in 1979)

Box 155  
Greentown, IN 46936-0155

Phone: (765) 438-0145  
FAX: 765-628-7357

Email: ecmtacheny@sbcglobal.net

KEY PERSONNEL:  Mark Tacheny; Cathy Tacheny

East Central Marketing was established in 1979 by Mark Tacheny, operating as a manufacturer’s representative. With background experience in manufacturing and service, Tacheny’s objective is to provide manufacturers with quality representation based upon thorough product knowledge. His company goal is to reach and maintain sales levels that exceed the expectations of the manufacturer. Special skills include: photography, ad production and service troubleshooting.

PRODUCTS:  **CROP & LIVESTOCK WHOLEGOODS:** Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt;  **RELATED INDUSTRIES:** Industrial Eqpt; Light Forestry Eqpt

In addition to Sales, this firm offers the functions indicated □:
- □ Warehousing  
- □ Advertising & Promotion  
- □ Credit & Collections  
- □ Warranty Representation  
- □ Assembly

**TERRITORY:** Indiana, Michigan and Ohio

Rep located in Indiana
Mark Peterson Marketing, Inc.
(Founded in 1998)

4420 Grand Avenue
Des Moines, IA  50312
Phone: (515) 279-3967
FAX: 515-279-8168
Email: mpmiiowa@yahoo.com

KEY PERSONNEL:  Mark Peterson

Mark Peterson Marketing, Inc. is a company specializing in wholesale sales of farm equipment in the state of Iowa with the following objectives: Represent and promote lines to farm equipment dealerships, ranging from single store to multi-store operations statewide; Effective in generating and maintaining increased unit sales on an annual basis; Participate in dealer training demonstrations and provide assistance with local and regional farm shows; Build customer confidence through ongoing contact, follow-up and support.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Implement Replacement Parts; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Tillage Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑Warehousing  ☐Advertising & Promotion
☑Credit & Collections  ☐Assembly
☐Warranty Representation

TERRITORY: Iowa

Rep located in Iowa 75
The Stankee Company, Inc. represents manufacturers of high quality product lines. As a wholesaler, we are able to provide transportation, warehousing, and sales support services to our dealers. Currently, we are proud to supply a wide range of equipment for the agricultural, farm & ranch, light industrial, outdoor power and forestry industries to retail dealers in Iowa, Wisconsin, and Minnesota. The Stankee Company continues to look to the future and is committed to understanding the needs of our dealers and their customers by providing the right solutions to their equipment needs.

PRODUCTS: CROP & LIVESTOCK WHOLEGODS: Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt

RELATED INDUSTRIES: Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt
KEY PERSONNEL:  Mike Busch

Mid-States Equipment Co., Inc., began business in 1949 as a retailer and wholesaler of farm chemicals, fertilizer and ‘first generation’ weed sprayers. Through the years, the firm’s business has expanded to include manufacturing capabilities which complemented their retail and wholesale business. Mid-States Equipment currently concentrates primarily on representing short-line manufacturers by wholesaling ag-related equipment to dealers throughout Iowa and Nebraska.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS:  GPS Guidance; Implement Replacement Parts  CROP & LIVESTOCK WHOLEGOODS:  Chemical Application Eqpt; Feed & Livestock Eqpt; Grain & Feed Handling Eqpt; Wagons & Farm Transportation Eqpt  RELATED INDUSTRY WHOLEGOODS: ATV Eqpt & Attachments; Commercial Equipment; Lawn & Garden Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:  
- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: Iowa and Nebraska
RM Enterprises

(Founded in 1991)

Box 298
Slater, IA 50244

Phone (Ries): (515) 290-5443
Phone (Sean): (515) 231-0011
FAX: 515-228-3527

Web Site: www.rmequipment.com
Email: ries@rmequipment.com
        sean@rmequipment.com

KEY PERSONNEL:  Ries Morrissey; Sean Morrissey

RM Enterprises is an independent manufacturer’s representative servicing agricultural, consumer, light industrial and turf management dealers in and around Iowa. The firm is equipped to transport displays or complete machines to dealers. RM also actively participates in dealer demonstrations and in several trade shows in the surrounding area.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: Industrial Eqpt; Skid Steer Attachments

In addition to Sales, this firm offers the functions indicated ☑:
☐ Warehousing  ☐ Advertising & Promotion
☐ Credit & Collections  ☐ Assembly
☐ Warranty Representation

TERRITORY: Iowa

Rep located in Iowa
Beaver Valley Supply Co., Inc.
(Founded in 1944)

East Highway 36; Box 419
Atwood, KS 67730
Phone: (785) 626-3251
FAX: 785-626-3524

Web Site: www.beavervalleysupply.com
Email: info@beavervalleysupply.com

KEY PERSONNEL: Frank A. Chvatal, President; Scott Chvatal, Vice President;
Mitch Chvatal, Director of Purchasing; Mike Chvatal, Sales Manager

Beaver Valley Supply Co., Inc. has been involved in the wholesale equipment distribution business more than 60 years. The firm currently covers Arizona, Colorado, Iowa, Illinois, Kansas, Missouri, Nebraska, New Mexico, Utah and Wyoming from its headquarters in Atwood, Kansas and its other location in Denver, Colorado. From its spacious warehouses in Atwood and Denver, Beaver Valley Supply operates its own truck fleet to deliver 95% of its products to its more than 600 dealers. The firm maintains a full stock of parts to support its products and utilizes an experienced staff of ten salesmen to call upon and assist its dealers in the promotion of their products.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Farm Hardware; Farm Supplies; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Crop Conditioning & Storage Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Recreation Vehicles & Attachments; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☐Warehousing ☑Advertising & Promotion
☒Credit & Collections ☐Assembly
☒Warranty Representation

TERRITORY: Arizona, Colorado, Idaho, Illinois, Iowa, Kansas, Missouri, Nebraska, New Mexico, Utah and Wyoming
KEY PERSONNEL:  Bill Kern

We emphasize ag machinery and light industrial in our operation.

PRODUCTS:  **CROP & LIVESTOCK WHOLEGOODS:** Crop Conditioning & Storage Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt  **RELATED INDUSTRIES:** Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
- ☑Warehousing
- ☑Advertising & Promotion
- ☑Credit & Collections
- ☐Assembly
- ☑Warranty Representation

**TERRITORY:** Colorado, Kansas and Missouri
Price Bros. Equipment Co.
(Founded in 1938)
619 South Washington; Box 3207
Wichita, KS 67201-3207
Phone: (316) 265-9577
FAX: 316-265-1062
Web Site: www.pricebrosq.com

KEY PERSONNEL: Dick Price, Jr., President; Trey Price, Vice President, Wholesale Manager; Tim Egan, Controller

Price Bros. Equipment Co. has had continuous family ownership since 1918. Located in Wichita, Kansas, Price Bros. originally dates back to the early 1900s. We began selling Fordson tractors in 1918 and by 1938 we had three traveling salesmen selling shortline equipment in Kansas and Oklahoma. In 1963 a light industrial division was formed to sell trenchers and other light construction equipment to the end consumers. Price Bros. was a charter member of FEWA in 1945. We pride ourselves not on brick and mortar, but on our employees who provide service and support. Our employee team is comprised of skilled professionals who take true ownership in a job done right. It is our mission to provide our customers with products and services of superior value. Currently Price Bros. has territory managers traveling in eight states (see map).

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Crop Conditioning & Storage Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Tractors; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Commercial Eqpt; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Recreation Vehicles & Attachments; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☒Warehousing ☑Advertising & Promotion
☒Credit & Collections ☑Assembly
☒Warranty Representation ☑Delivery

TERRITORY: Northwest corner of Arkansas, Colorado, Illinois, southern half of Iowa, Kansas, Missouri, Nebraska and Oklahoma

Distributor & Rep located in Kansas
Harper Marketing Group is an Independent Manufacturer’s Representative Company based in Louisville, KY and owned by Galen Harper and family. Galen has a background in farming and has worked as an engineering and design consultant for a number of different manufacturers, travelling extensively throughout the US and Canada. Harper Marketing Group currently reps for several manufacturers covering the states of Indiana, Kentucky, Ohio, Hawaii and West Virginia.

**PRODUCTS:**

**COMPONENTS, ACCESSORIES & PARTS:** Service Shop Equip; Tractor Accessories

**CROP & LIVESTOCK WHOLEGGOODS:** Chemical Application Equip; Cultivators & Weeding Equip; Grain & Feed Handling Equip; Planting Equip; Tillage Equip; Wagons & Farm Transportation Equip

**RELATED INDUSTRIES:** Commercial Equip; Light Forestry Equip; Skid Steer Attachments; Turf & Grounds Maintenance Equip

In addition to Sales, this firm offers the functions indicated:

- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

**TERRITORY:** Hawaii, Indiana, Kentucky, Ohio, and West Virginia
KEY PERSONNEL: Dana Greenlaw, Manager

J. S. Woodhouse Co., Inc. was established in 1843 and has been involved in the import and distribution of agricultural implements in the Northeast for more than 160 years. The firm has seven territory managers and four sales offices and warehouses — the corporate office in West Springfield, Massachusetts, occupies 20,000 square feet; the Lewisberry, Pennsylvania, branch has 20,000 square feet; the Syracuse, New York, branch occupies 20,000 square feet and the Fairfield, Maine, branch occupies 8,000 square feet. The firm’s product mix includes agricultural implements, forestry implements, light industrial equipment, turf, lawn and garden equipment, and aftermarket spare parts. Woodhouse owns and operates its own delivery trucks to service their 1,100 tractor dealers and 750 turf, lawn and garden dealers. The dealer network is supported with a stock of machinery and complete inventory of repair parts. Woodhouse currently handles product lines from approximately 35 U.S., Canadian and European firms.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑Warehousing ☑Advertising & Promotion
☑Credit & Collections ☑Assembly
☑Warranty Representation

TERRITORY: Maine
KEY PERSONNEL: Bill Shyman, CPMR

WSA, Inc. was formed as a partnership in 1986 and incorporated in 1990. The sole officer of the corporation is William Shyman. In 1996, we completed construction on a new office/warehouse building in Mt. Airy, Maryland. Mt. Airy is located off Interstate Route 70 in Frederick County, Maryland, strategically located near the large Baltimore/Washington/Northern Virginia metropolitan market. In addition, Mt. Airy is only three hours from Richmond, Virginia, four hours from the growing Tidewater area of Virginia, and five hours from Roanoke, Virginia. Throughout our many years in business our mission has remained essentially the same— to be the best manufacturer’s representative in the Mid-Atlantic region, serving the Agricultural, Landscaping, and Lawn and Garden equipment industries. We strive to provide manufacturers with quality representation of their products, to provide dealers with quality products and excellent product support, to partner with both our principals and dealers in the pursuit of profits, and to provide our employees with secure employment and equitable rewards for their effort. Our emphasis during our years in business has been to build lasting relationships with both manufacturers and dealers. We have more than nineteen years of service with one of our principals, and more than one hundred dealers with whom we do business with on a regular basis.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Planting Eqpt; Tillage Eqpt RELATED INDUSTRIES: Lawn & Garden Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:

☑ Warehousing ☑ Credit & Collections ☑ Warranty Representation

☐ Advertising & Promotion ☐ Assembly

TERRITORY: Delaware, Maryland, Pennsylvania, Virginia and West Virginia

Bill Shyman, CPMR
J. S. Woodhouse Co., Inc.
(Founded in 1843)

1314 Union Street; Box 1169
West Springfield, MA 01090

Phone: (413) 736-5462
Fax: 413-732-3786

Web Site: www.JSWoodhouse.com
Email: Info@JSWoodhouse.com

KEY PERSONNEL: Charles J. Reilly, III, President; William J. Reilly, Vice President; Robert C. Reilly, Vice President; Joe Barrows, Branch Manager

BRANCHES: Fairfield, ME; Syracuse, NY; Lewisberry, PA

J. S. Woodhouse Co., Inc. was established in 1843 and has been involved in the import and distribution of agricultural implements in the Northeast for more than 160 years. The firm has seven territory managers and four sales offices and warehouses — the corporate office in West Springfield, Massachusetts, occupies 20,000 square feet; the Lewisberry, Pennsylvania, branch has 20,000 square feet; the Syracuse, New York, branch occupies 20,000 square feet and the Fairfield, Maine, branch occupies 8,000 square feet. The firm’s product mix includes agricultural implements, forestry implements, light industrial equipment, turf, lawn and garden equipment, and aftermarket spare parts. Woodhouse owns and operates its own delivery trucks to service their 1,100 tractor dealers and 750 turf, lawn and garden dealers. The dealer network is supported with a stock of machinery and complete inventory of repair parts. Woodhouse currently handles product lines from approximately 35 U.S., Canadian and European firms.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Tractor Accessories
CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☐ Warehousing ☑ Advertising & Promotion
☐ Credit & Collections ☑ Assembly
☐ Warranty Representation

TERRITORY: Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia and West Virginia

Distributor located in Massachusetts 85
KEY PERSONNEL: Mike Kowalczyk; Craig Kowalczyk

MJK Purveyors Inc. was formed in 1985 after 11 years of working direct for a manufacturing company. Primary lines are ag and light industrial. As our slogan says, “Quality Lines for Quality Dealers,” we strive to only work with top manufacturers within their industry. We proudly represent some eight lines with 80 primary dealers in three states: Michigan, Indiana and Ohio.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt. RELATED INDUSTRIES: Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☒:
☐ Warehousing ☐ Advertising & Promotion
☐ Credit & Collections ☒ Assembly
☐ Warranty Representation

TERRITORY: Indiana, Michigan and Ohio
Niska Marketing
(Founded in 2016)

1605 Larkwood Dr.
DeWitt, MI 48820
Phone: (517) 204-3887
Email: niskamike@yahoo.com

KEY PERSONNEL: Mike Niska, President

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt

RELATED INDUSTRY WHOLEGOODS: Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated

□ Warehouse
✓ Credit & Collections
✓ Warranty Representation
✓ Advertising & Promotion
✓ Assembly

TERRITORY: Indiana and Ohio

Rep located in Michigan
R. H. Wiles Sales, Inc.
(Founded in 1972)

10273 Mt. Hope Road
Carson City, MI  48811

Phone:  (989) 584-3836
FAX:  989-584-6449

Web Site:  www.wilessales.com
Email:  wilessales@wilessales.com

KEY PERSONNEL:  Richard H. Wiles; Ross H. Wiles

R. H. Wiles Sales started out as a small agricultural distributor by Robert Wiles in 1972. In 1973 his son, Richard Wiles came into the business after graduating from Ferris State University. As the years went by, the business has evolved into a representative/distributor agri-business, serving their territory of Michigan. R. H. Wiles Sales has always handled and will continue to sell only top quality products to aid the consumers in improving their operations and to run smoothly on a day-to-day basis. We are proud to announce that we have added a third generation with the addition of Ross Wiles (Richard’s son) to the family business. With this balance of people, products and services, we look forward to many more long and successful years in the agricultural business serving our community and surrounding areas.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS:  Farm Hardware CROP & LIVE-STOCK WHOLEGOODS: Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Wagons & Farm Transportation Eqpt  RELATED INDUSTRIES:  ATV Eqpt & Attachments; Commercial Eqpt; Industrial Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Snow Removal Eqpt; Turf & Grounds Maintenance

In addition to Sales, this firm offers the functions indicated ☒:
☒ Warehousing  ☒ Advertising & Promotion
☐ Credit & Collections  ☒ Assembly
☒ Warranty Representation

TERRITORY:  Michigan

Richard Wiles
Ross Wiles

Rep located in Michigan
Farmco Distributing, Inc.
(Founded in 1983)
13619 South DeWitt Road Phone: (517) 669-8391
Lansing, MI 48906 FAX: 517-669-6405
Web Site: www.farmco.com

Farmco Distributing, Inc. has been a wholesale distributor of quality machinery since 1982. Full time sales, parts and warehouse staff provide the latest in technology and service to Michigan equipment dealers.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehouse
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: Michigan
Edney Distributing Company, Inc.

8485 215th Street W.
Lakeville, MN 55044

Phone: (888) 443-3639
Phone: (952) 469-5267
FAX: 952-469-5269

Email: sales@edneyco.com
LinkedIn: www.linkedin.com/groups/Edney-Distributing-Company-Inc
Twitter: @EdneyCo

KEY PERSONNEL: W. Douglas Edney, President; Jennifer Edney, Vice President; Julie Huyck, Finance Director; Darcy Singleton, Controller; Duane Gramstad, Operations & Logistics Director; Gary Berger, Sales & Marketing Manager; Mark Davis, Sr., Warehouse Manager

DEALER SUPPORT CENTERS: Huron, SD; Lakeville, MN; Fargo, ND; Portage, WI

Edney Distributing Company, Inc. is a wholesale distributor of high quality equipment focusing on the following markets: agricultural, lawn and turf maintenance, forestry, and light industrial. A complete listing of our products can be viewed on our website. Our offerings include grain and hay handling equipment, rotary cutters, spreaders, chippers, riding mowers, ATV & skid steer attachments, and snow blowers. Our dealer network is represented in South Dakota, North Dakota, Minnesota, Wisconsin, Iowa, upper Michigan, northern Illinois, and eastern Montana. We are proud to supply them with innovative attachments and specialized equipment from manufacturers around the world. Most of the manufacturers for whom we distribute products have been business partners with us for many years, some dating back to the 1950s. Services provided by our experienced and knowledgeable team include sales, product promotion and representation, transportation logistics, marketing, assembly, warranty coordination, and warehousing.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Credit & Collections
- Advertising & Promotion
- Assembly
- Warranty Representation
- Transportation Logistics

TERRITORY: Northern Illinois, Iowa, upper Michigan, Minnesota, eastern Montana, North Dakota, South Dakota and Wisconsin

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Credit & Collections
- Advertising & Promotion
- Assembly
- Warranty Representation
- Transportation Logistics

W. Douglas Edney
Jennifer Edney
Julie Huyck
Duane Gramstad
Gary Berger
Mark Davis, Sr.
McDaniel Sales
(Founded in 1999)

7330 Farm Hill Drive
Minnetrista, MN 55364

Phone: (952) 446-9054
Cell: (507) 829-5714
FAX: 952-446-1199

Email: mcdanielsales@hotmail.com

KEY PERSONNEL: John McDaniel; Dan Teich

PRODUCTS: CROP & LIVESTOCK WHOLEGODDS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑Warehousing ☐Advertising & Promotion
☑Credit & Collections ☐Assembly
☑Warranty Representation

TERRITORY: Minnesota, North Dakota and South Dakota
Walco USA, Inc.
(Branch of Elmira, ON)

4469 292nd St. East; Box 57
Randolph, MN 55065

Phone: (507) 663-9090
FAX: 507-663-0999

Web Site: www.walcoequipment.com

KEY PERSONNEL: Steven F. Pressnall

Walco USA, Inc. is a distributor of shortline agricultural equipment, and suppliers of all sizes and types of tire chain as well as industrial chain, hooks, cargo control and overhead lifting slings and component parts. Walco strives to supply quality products from around the world. Both wholegoods and parts are available. The company has been in business since 1998 and is active in Minnesota and Wisconsin.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated: Warehousing, Advertising & Promotion, Credit & Collections, Assembly, Warranty Representation

TERRITORY: Iowa, Minnesota and Wisconsin

Distributor located in Minnesota
KEY PERSONNEL:  Christopher H. Finck, President

Show-Me Shortline is a short-line equipment distribution company that works with agricultural equipment dealers throughout the United States and abroad. We specialize in grain baggers, bale wrappers, balers, tillage, TMR Mixers, harrows and more!

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Crop Conditioning & Storage Eqpt; Cutter/Mixers/Feeders; Dry Grain Bagging Systems; Feeding & Livestock Eqpt; Grain & Feed Handling Equipment; Haying Machinery; Tillage Equipment; Wagons & Farm Transportation Eqpt

In addition to Sales, this firm offers the functions indicated:
- ✔ Warehousing
- ✔ Credit & Collections
- ✔ Warranty Representation
- ✔ Advertising & Promotion
- ✔ Assembly

KEY PERSONNEL: Marcus Kimball; Pete Kimball

Pete Kimball Sales has been in the rep and distribution business since 1973, specializing in wholegoods of the agricultural and light industrial machinery with two men on the road and one in the office.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Crop Conditioning & Storage Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: Commercial Eqpt; Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt
In 1986 we began earning our reputation as quality marketers of agricultural and industrial equipment. Our goal has always been to market high quality products and provide excellent customer service. With years of experience in the industry, we have achieved this goal by matching our customers with the best equipment for their specific needs.

**PRODUCTS:** **CROP & LIVESTOCK WHOLEGODS:** Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

**RELATED INDUSTRIES:** ATV Equipment & Attachments; Industrial Eqpt; Outdoor Power Eqpt; Recreation Vehicles; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt
ACI Distributors, Inc.
(Founded in 1984)

3220 New Town Blvd.
St. Charles, MO 63301

Phone: (636)947-4457
FAX: 636-947-6048

Web Site: www.acidist.com
Email: bstout@acidist.com
mjansen@acidist.com

KEY PERSONNEL: Brad Stout, President; Mark Jansen, Vice President

BRANCHES: Statesville, NC

ACI Distributors is a full-service distributor of agricultural, light industrial and outdoor power equipment. The company started in 1984 and was incorporated under the present ownership in 1987. ACI is a leader in marketing equipment in the Midwest, South and Southeast. The firm has a dealer base of more than 1,500 firms and recognizes the importance of servicing that network with the best customer service possible. Presently the firm distributes for 20+ manufacturers and believes it is critical to form a mutually successful and profitable relationship with its manufacturers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Engine & Power Units CROP & LIVESTOCK WHOOLEGOODS: Chemical Application Eqpt; Cutter/Mixer/Feeders; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt. RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
- ☑Warehousing
- ☑Advertising & Promotion
- ☑Credit & Collections
- ☑Assembly
- ☑Warranty Representation

TERRITORY: Alabama, Arkansas, Colorado, Florida, Georgia, Illinois, southern Indiana, Iowa, Kansas, Kentucky, Louisiana, Mississippi, Missouri, Nebraska, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, & Virginia.
General Implement Distributors
(Branch of Salt Lake City, UT)

5516 Holiday Drive; Box 80110
Billings, MT 59108-0110

Web Site: www.generalimp.com

Phone: (406) 245-6627
FAX: 406-245-6737

Email: jhove@generalimp.com

KEY PERSONNEL:  Jim Hove, Branch Manager

General Implement Distributors has been actively wholesaling farm machinery since 1938. The firm’s ‘Silver Service’ includes 16 delivery trucks, a multi-million dollar inventory at six locations, and an experienced sales staff. The firm employs 13 territory managers who cover most of the western U.S. (see map). General Implement distributes domestic and imported wholegoods lines and, in addition to supporting the unit lines in the field, the firm distributes after-market parts lines. Their current network exceeds 1,200 dealers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Implement Replacement Parts; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:

☑ Warehousing      ☑ Advertising & Promotion
☑ Credit & Collections  ☑ Assembly
☑ Warranty Representation

TERRITORY: Western U.S. to include Arizona, northern California, Colorado, Idaho, Louisiana, Minnesota, Mississippi, Montana, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Texas, Utah, Washington, and Wyoming.

Jim Hove
Midland Implement Co., Inc. has celebrated 75 years in distribution of product for agricultural shortline manufacturers. The firm’s success is reflected by their ability to change with the ever changing demands of the ag business. Midland has been involved with pure wholesale distribution, independent repping and, depending upon the circumstance, a combination thereof. The firm employs 50 full time employees throughout the organization with 15 full time traveling sales people that sell and demo products. Midland’s facility is located on eight plus acres with 63,000 square feet of inside storage. They have a fleet of delivery and demo vehicles to assist each sales person. Midland services approximately 400 dealer accounts as shown in the area map. Beside the Wholesale Ag Product Division, the firm has two other wholesale divisions: Irrigation and Outdoor Power products. Each division is operated as a profit center.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Farm Supplies; Hydraulic System Components; Implement Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Crop Conditioning & Storage Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: Industrial Eqpt; Irrigation Eqpt; Outdoor Power Eqpt; Recreation Vehicles; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑Warehousing ☑Advertising & Promotion
☑Credit & Collections ☑Assembly
☑Warranty Representation

TERRITORY: Idaho, Montana, western half of North Dakota and northern Wyoming
Waechter Sales & Marketing, Inc. (WSM), is an independent manufacturers representative serving agricultural and industrial dealers in Nebraska, Colorado and Kansas. WSM is a relatively young firm based in Grand Island, Nebraska. The goal of WSM is to provide both the manufacturer and the dealer with excellent customer service and support.

**PRODUCTS:** **CROP & LIVESTOCK WHOLEGOODS:** Grain & Feed Handling Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

**RELATED INDUSTRIES:** Turf & Grounds Maintenance Eqpt

**TERRITORY:** Colorado, Kansas and Nebraska

KEY PERSONNEL: Henry Waechter, Corby Goerl

In addition to Sales, this firm offers the functions indicated ☑:

☑ Warehousing  ☑ Advertising & Promotion
☑ Credit & Collections  ☑ Assembly
☐ Warranty Representation

Rep located in Nebraska
Open Country LLC
(Founded in 1995)

3490 Rd 121
Gurley, NE 69141

Web Site: www.opencountryllc.com  Phone: (402) 490-0635
Email: open1countryllc@gmail.com

KEY PERSONNEL:  Dan McMartin, Owner

Open Country LLC is a Midwest/Nebraska based agricultural, material handling and turf manufacturers’ representative firm serving the Midwest. Open Country LLC chooses the brands and companies that they represent carefully. We only select companies that are leaders in their area of manufacture. We specialize in vertical tillage, material handling and landscape and turf manufacturing services. We specialize in comprehensive hands-on, personal service for each deal.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Tractor Accessories CROP & LIVE-STOCK WHOLEGOODS: Crop Conditioning & Storage Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Eqpt; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRIES: ATV Eqpt & Attachments; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated

- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: Colorado, Iowa, Kansas, Missouri, Nebraska and Wyoming

Rep located in Nebraska
KEY PERSONNEL:
John D. Fonda, C.E.O.; Nancy Kurtenbach, President, CFO;
Kent Zimmerman, VP, Ag Sales Manager
Dennis LaForge, COO, Industrial Sales Manager

BRANCHES: Milan, IL

The John Day Company is a leading, regional wholesale distributor of agricultural, industrial, material handling, power transmission, safety and MRO products. We actively market products to both domestic and international customers. Our ag sales department includes five Territory Managers and experienced inside sales staff to aggressively market our ag, Industrial, material handling and safety related products. Located in the Midwest, the John Day Company is positioned logistically for warehousing and competitive shipping of wholegoods and aftermarket parts. Since 1909, the John Day Company has focused on the needs of our customers and providing innovative solutions at a reasonable price. Still a family business, the John Day Company understands what is required to be successful and extending relationships to our customers and our suppliers. Our associates and locations in Omaha, NE, and Milan, IL are committed to meeting our customer’s goals and our company’s success.

PRODUCTS:

COMPONENTS, ACCESSORIES & PARTS:
Farm Hardware; Farm Supplies; Hydraulic System Components; Implement Replacement Parts; Service Shop Eqpt; Tractor Accessories; Tractor Replacement Parts

CROP & LIVESTOCK WHOLEGOODS:
Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery

RELATED INDUSTRY:
Commercial Eqpt; Industrial Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Power Transmission Products; Safety & Environmental Products; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Credit & Collections
- Advertising & Promotion
- Warranty Representation

TERRITORY:
Wheat Shock Equipment Sales LLC
(Founded in 1990)

5914 South 167th Ave.
Omaha, NE 68135

2086 Roach
Salina, KS 67041

Phone: (402) 670-6446
FAX: 402-289-3055
Email: weavergroup05@aol.com

Phone: (785) 201-7950
Email: crnothern@gmail.com

KEY PERSONNEL: Glen “Chip” Nothern; Jim Weaver

Wheat Shock Equipment Sales provides professional representation of products to the agricultural industry.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: GPS Guidance  CROP & LIVESTOCK WHOLEGOODS: Feeding & Livestock Eqpt; Haying Machinery; Tillage Eqpt  RELATED INDUSTRIES: Industrial Eqpt; Skid Steer Attachments

In addition to Sales, this firm offers the functions indicated ☑:
-Warehousing  ☑Advertising & Promotion
-Credit & Collections  ☑Assembly
-Consulting

TERRITORY: eastern Colorado, Iowa, Kansas, Nebraska and Oklahoma
CADCO
(Founded in 1984)

1365 Strykers Rd
Phillipsburg, NJ 08865

Phone: (908) 213-0303
FAX: 908-213-1881

Web Site: www.cadcodist.com
Email: timc@cadcodist.com

KEY PERSONNEL: Timothy Congdon, CPMR, President; Cris Kalaskey, Inside Sales & Marketing Manager; George Smith, Parts Manager; Ben Rymon, Operations Manager; Stephen Mitchell, VP Sales & Marketing; Tom Maher, Warehouse Manager; Marlin Weaver, Sales Manager; Steve Cahaley, Charles Craig, Rick Maenner, Paul Dufault and Kevin Yusko, Territory Sales Managers

CADCO is a wholesale distributor of lawn and garden and light industrial equipment. The firm was started in 1984 and moved to its current location by 1999. CADCO has continued to expand its facilities since then with two additions to the present structure. The firm operates two warehouse locations. These dealer support centers total more than 70,000 sq. ft. of warehouse and office facilities. CADCO currently supplies more than 600 dealers with products from the U.S., South Korea and China.

PRODUCTS: RELATED INDUSTRIES: Lawn & Garden Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☐Warehousing ☑Advertising & Promotion
☐Credit & Collections ☐Assembly
☐Warranty Representation

TERRITORY: Delaware, Maryland, New England states, New Jersey, New York, Pennsylvania, Virginia and West Virginia
Cummings & Bricker, Inc.  
(Founded in 1961)  
100-120 Lehigh Ave.; PO Box 928  
Batavia, NY 14021-0928  
Phone: (585) 343-5411  
Web Site: www.cummingsandbricker.com  
Email: support@cummingsandbricker.com

KEY PERSONNEL: Gene Cummings, President; Lynn Cummings, Controller; Scott Allen, Sales & Inventory Control; Scott Rudolph, Sales & Logistics; Johann Hausfelder, Parts Mgr.

BRANCHES: Carlisle, PA

Cummings & Bricker, Inc. sells diversified lines of agricultural equipment, light industrial, forestry, and landscape equipment through equipment dealers in the Northeastern, Midwestern, and Mid-Atlantic United States. Warehouses are staffed by full time office, sales, parts, and service personnel who provide personalized service to the customer. As a full service distributor, Cummings & Bricker, Inc. bridges the gap between manufacturer and dealer, providing functions which lower distribution costs through warehousing and marketing. With over 50 years of experience, Cummings & Bricker is held in high regard as a leader in offering quality and innovative products to the agricultural industry. Our distribution business is geared strongly toward providing dealers with a reliable source of diversified products from internationally respected manufacturers. Our portfolio includes hay and forage products such as bale wrappers, mowers, rakes, tedders, bale processors, and TMR mixers. We also offer a wide range of light forestry products including wood splitters, wood processors, skidding winches, wood chippers, grapples, and chipper shredders. State of the art tillage implements, loader and skid-steer attachments, backhoes, combine header carriers, wagons, scraper blades, snow blowers, snow blades, manure spreaders, specialty vegetable equipment and a host of other products complete the catalog.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts  
CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt  
RELATED INDUSTRY: Commercial Eqpt; Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Credit & Collections
- Advertising & Promotion
- Assembly
- Warranty Representation

TERRITORY: Delaware, Indiana, Maryland, Michigan, the New England states, New Jersey, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Virginia and West Virginia

Distributor located in New York
Bender Enterprises

(Founded in 2017)

14 Gibson St.
Oakfield, NY 14125
Phone: (585) 409-8149
FAX: 585-948-6110
Email: ronb.be@outlook.com
Email: brianac.be@outlook.com

KEY PERSONNEL:  Ron Bender, Owner; Briana Carr, Administrator

Bender Enterprises is an Independent Manufacturer's Representative company owned by Ron Bender. Established in May of 2017, Bender Enterprises currently is representing three manufacturers - one Canadian and two U.S. based - covering the New England and Mid-Atlantic states with a home base in Oakfield, New York. Prior to 2017, Ron represented solely for Arts Way Manufacturing (Armstrong, Iowa) as a Territory Manager and covered the north east states (VA to ME) for 9 yrs. Ron began working on a farm at the young age of 16 and started in the ag equipment industry in 1991 as a Parts Manager. He has held numerous positions in the ag equipment industry, before becoming a manufacturer representative, including parts, sales, equipment tech, assisting engineers and customer service. Together with his daughter, Briana Carr, Ron operates Bender Enterprises with a company mission to provide the best customer service to dealers and through the dealers to the customers. By representing multiple manufacturers, Bender Enterprises is able to provide our end retail customers with the best value for their money and the perfect piece of equipment to suit their specific needs and desires. Our strong knowledge of the ag industry and high customer service standards make us a representative company our dealers and manufacturers can rely on.

PRODUCTS: CROP & LIVESTOCK WHOLEGoods: Crop Conditioning & Storage Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRY WHOLEGoods: Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated

- Warehousing
- Credit & Collections
- Warranty Representation
- Advertising & Promotion
- Assembly
- Freight of Small Pieces

TERRITORY: Connecticut, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont

Rep located in New York
J. S. Woodhouse Co., Inc. was established in 1843 and has been involved in the import and distribution of agricultural implements in the Northeast for more than 160 years. The firm has seven territory managers and four sales offices and warehouses — the corporate office in West Springfield, Massachusetts, occupies 20,000 square feet; the Lewisberry, Pennsylvania, branch has 20,000 square feet; the Syracuse, New York, branch occupies 20,000 square feet and the Fairfield, Maine, branch occupies 8,000 square feet. The firm’s product mix includes agricultural implements, forestry implements, light industrial equipment, turf, lawn and garden equipment, and aftermarket spare parts. Woodhouse owns and operates its own delivery trucks to service their 1,100 tractor dealers and 750 turf, lawn and garden dealers. The dealer network is supported with a stock of machinery and complete inventory of repair parts. Woodhouse currently handles product lines from approximately 35 U.S., Canadian and European firms.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
- ☑ Warehousing
- ☑ Credit & Collections
- ☑ Warranty Representation
- ☑ Advertising & Promotion
- ☑ Assembly

TERRITORY: New York
KEY PERSONNEL: Fitzhugh Sealey, President; Velvet Sealey Leggette, Secretary/Treasurer

The Gaston Sealey Co., Inc. has been a family owned wholesaler distributor of farm equipment since 1952. The firm employs two inside sales persons, four traveling salesmen, two parts persons and four floor personnel. The company’s office and warehouse occupy 140,000 square feet. Gaston Sealey handles 40 product lines, importing hay lines from Italy, as well as other European products. The firm provides its dealer network of some 500+ firms with its full service wholesaling functions.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Implement Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Crop Conditioning & Storage Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: Industrial Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑️: ☑️Warehousing ☑️Advertising & Promotion ☑️Credit & Collections ☑️Assembly ☑️Warranty Representation

TERRITORY: Florida, Georgia, North Carolina, South Carolina, eastern Tennessee and Virginia
Since 1955, Tri-State Distributors of Statesville, Inc., has been distributing short line equipment through dealers in North Carolina, South Carolina, and Virginia. Tri-State represents more than 30 manufacturers of farm, turf and light industrial equipment including companies in Brazil, Canada, Denmark, Ireland, England, and Italy. Tri-State Distributors is a service-oriented company with two outside salesmen and two inside sales persons with a combined job experience of more than 100 years in the equipment business. To keep up with our changing industry, Tri-State is always looking for new lines of equipment to enhance its already full line of products. Tri-State Distributors is proud of its 59 year history of offering fast, courteous and professional service to its network of approximately 300 dealers.

**PRODUCTS:**

**ACCESSORIES, COMPONENTS & PARTS:** Implement Replacement Parts

**CROP & LIVESTOCK WHOLEGOODS:** Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

**RELATED INDUSTRY:** ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

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**TERRITORY:** North Carolina, South Carolina and Virginia

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**KEY PERSONNEL:** Mark Wagner, President; David Gabriel, Vice President

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**In addition to Sales, this firm offers the functions indicated ☑:**

☑ Warehousing  ☑ Advertising & Promotion

☑ Credit & Collections  ☑ Assembly

☑ Warranty Representation
KEY PERSONNEL: W. Douglas Edney, President; Jennifer Edney, Vice President; Julie Huyck, Finance Director; Darcy Singleton, Controller; Duane Gramstad, Operations & Logistics Director; Gary Berger, Sales & Marketing Manager; Josh Thomas, Warehouse Manager

DEALER SUPPORT CENTERS: Huron, SD; Lakeville, MN; Fargo, ND; Portage, WI

Edney Distributing Company, Inc. is a wholesale distributor of high quality equipment focusing on the following markets: agricultural, lawn and turf maintenance, forestry, and light industrial. A complete listing of our products can be viewed on our website. Our offerings include grain and hay handling equipment, rotary cutters, spreaders, chippers, riding mowers, ATV & skid steer attachments, and snow blowers. Our dealer network is represented in South Dakota, North Dakota, Minnesota, Wisconsin, Iowa, upper Michigan, northern Illinois, and eastern Montana. We are proud to supply them with innovative attachments and specialized equipment from manufacturers around the world. Most of the manufacturers for whom we distribute products have been business partners with us for many years, some dating back to the 1950s. Services provided by our experienced and knowledgeable team include sales, product promotion and representation, transportation logistics, marketing, assembly, warranty coordination, and warehousing.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑ Warehousing ☑ Credit & Collections ☑ Advertising & Promotion ☑ Assembly ☑ Warranty Representation ☑ Transportation Logistics

TERRITORY: Northern Illinois, Iowa, upper Michigan, Minnesota, eastern Montana, North Dakota, South Dakota and Wisconsin
Dick Hansen Sales, Inc.  
(Founded in 2005)

P.O. Box 676  
West Fargo, ND  58078

Phone: (507) 215-0114

Web Site: www.dhsagmachine.com  
Email:kyle@dhsagmachine.com

KEY PERSONNEL:  Dick Hansen (701-361-7165); Doug Hansen (701-361-2777)  
Kyle Hansen (507-215-0114)

Dick Hansen Sales was established in January, 2005. Dick has been selling wholesale & retail agricultural equipment since 1969. We presently have three sales people calling on dealers in the four states of Minnesota, North and South Dakota and Montana. We participate in 9 regional farm shows giving our products exceptional exposure to a regional farm audience. We also hold several product field demonstrations during the year with our dealers and customers alike to showcase our machinery in action. We also have full time parts/service men on staff at our warehouse to offer warehousing space for strategic parts positioning and timing along with equipment assembly and some warranty work.

PRODUCTS: CROP & LIVESTOCK WHOLEGODS: Chemical Application Eqpt; Crop Conditioning & Storage Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt  RELATED INDUSTRIES: Industrial Eqpt

In addition to Sales, this firm offers the functions indicated ☑:  
☑ Warehousing  ☑ Advertising & Promotion  
☑ Credit & Collections  ☑ Assembly  
☑ Warranty Representation

TERRITORY: Minnesota, Montana, North Dakota and South Dakota

Rep located in North Dakota
General Implement Distributors
Formerly West Country Products
(Branch of Salt Lake City, UT)

1312 - 21 Avenue NE; Box 2062
Jamestown, ND 58401

Phone: (701) 251-2182
WATS: (866) 974-2182
FAX: 701-252-5121
Toll-Free FAX: 800-682-2359

Web Site: www.generalimp.com

Email: jonr@generalimp.com

KEY PERSONNEL: Jon Richardson, Branch Manager; Paula Schmautz, Purchasing Buyer

General Implement Distributors has been actively wholesaling farm machinery since 1938. The firm’s ‘Silver Service’ includes 16 delivery trucks, a multi-million dollar inventory at six locations, and an experienced sales staff. The firm employs 13 territory managers who cover most of the western U.S. (see map). General Implement distributes domestic and imported wholegoods lines and, in addition to supporting the unit lines in the field, the firm distributes after-market parts lines. Their current network exceeds 1,200 dealers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Implement Replacement Parts; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
- ☑ Warehousing
- ☑ Advertising & Promotion
- ☑ Credit & Collections
- ☑ Assembly
- ☑ Warranty Representation

TERRITORY: Western U.S. to include Arizona, northern California, Colorado, Idaho, Louisiana, Minnesota, Mississippi, Montana, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Texas, Utah, Washington, and Wyoming.
Robert A. Jurgens Marketing
(Founded in 1970)

3475 97th Avenue SW
Taylor, ND 58656-9603

Phone: (701) 974-3628
FAX: 701-974-3322

Email: rajurgens@mycfrw.net
rajurgens@hotmail.com

KEY PERSONNEL: Robert Jurgens; Linda Jurgens

Bob Jurgens has been a manufacturers representative since 1970. He has been a member of the Agricultural & Industrial Manufacturers Representatives Association since 1975, and also served on the Association’s Board of Directors. Jurgens began his selling career by selling seed corn directly to farmers farm-to-farm in 1958. The territories traveled include North Dakota, South Dakota, Minnesota and Montana. This company has been family owned all of the operating years. Bob, his wife Linda and another inside sales person handle the sales and other duties of a distribution and representative firm. The company has warehouse and assembly facilities available, and light trucks and trailers also help in the distribution of the equipment they sell.

PRODUCTS: CROP & LIVESTOCK WHOLEGoods: Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: Montana, North Dakota and South Dakota
North Country Marketing, Inc.  
(Founded in 1991)

1740 West Main Avenue  
West Fargo, ND  58078

Phone: (701) 277-1022  
FAX: 701-277-0945

Web Site: www.northcountrymarketing.biz  
Email: stew@northcountrymarketing.biz

KEY PERSONNEL:  Stewart Peterson

North Country Marketing Inc. represents manufacturers of agricultural, light industrial and lawn & garden equipment. Our headquarters, located in West Fargo, North Dakota, serves our marketing network of more than 350 high profile dealers in a nine state region.

PRODUCTS: CROP & LIVESTOCK WHOLEGODDS: Chemical Application Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Tillage Eqpt

RELATED INDUSTRIES: ATV Equipment & Attachments; Lawn & Garden Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:

☑Warehousing  ☑Advertising & Promotion  
☑Credit & Collections  ☑Assembly  
☑Warranty Representation  ☑Demos & Trade Shows

TERRITORY: Iowa, Maine, Minnesota, Nebraska, New York, North Dakota, Ohio, South Dakota and Wisconsin

Rep located in North Dakota
Superior Implement & Supply Co.
(Founded in 1946)

In business since 1946, Superior Implement and Supply Company, Inc. is a wholesale distributor of top grade farm equipment, outdoor power products and light industrial equipment. We are proud to serve over 200 dealers and thousands of customers throughout a seven state area including Indiana, Michigan, Kentucky, West Virginia, Western Pennsylvania, Western New York and our home state of Ohio. We represent over 15 manufacturers, many of which have been in business with us for several decades. Located in Greenville, Ohio, SISCO is ideally located to service our territory. With over 24,000 square feet of office and warehouse space standing on 10 acres, we are fully staffed to provide warehousing, marketing, parts, service, delivery and financial services to a growing number of agricultural and outdoor power equipment dealers. Our experienced sales force is comprised of hands-on individuals equipped with trucks and trailers which enable them to "show and sell" as they travel.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRY: ATV Equipment & Attachments; Commercial Eqpt; Lawn & Garden Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt.

TERRITORY: Indiana, Kentucky, Michigan, western New York, Ohio, western Pennsylvania, and West Virginia
Ford Distributing
(Founded in 1976)

4061 Perimeter Drive
Columbus, OH 43228

Phone: (614) 873-4620
FAX: 614-873-8584

Web Site: www.forddistributing.com
Email: Sales@forddistributing.com

KEY PERSONNEL:  Adam Scott, Division Manager; Adam Crozier, Sales Manager; Ben Croson, Inside Sales; John Adams, Sales; Tom Kizer, Sales; Matt Troxell, Sales; Jason Teman, Sales; Drew Headley, Sales

Ford Distributing was founded in 1976 and operates as a division of Hayward Distributing, with corporate offices in Columbus, Ohio. Ford serves a large dealer network offering many lines of agricultural and industrial equipment, consumer products, and aftermarket parts. The company employs five territory salesmen, two inside salesmen, as well as key warehouse personnel to handle machine assembly, logistics and parts distribution. We strive to deliver many of our products fully assembled on our fleet of delivery vehicles. Our central Ohio location allows for quick delivery to all corners of the territory, and is a convenient location for inbound truck and container traffic.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS:
Implement Replacement Parts; Tractor Replacement Parts

CROP & LIVESTOCK WHOLEGOODS:
Cultivators & Weeding Eqpt; Haying Machinery; Tillage Eqpt

RELATED INDUSTRY:
Light Forestry Eqpt; Industrial Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑ Warehousing  ☑ Advertising & Promotion
☑ Credit & Collections  ☑ Assembly
☑ Warranty Representation

TERRITORY: Illinois, Indiana, Kentucky, Michigan, Minnesota, Ohio, West Virginia and Wisconsin

Distributor located in Ohio
Southwest Distributing Co., Inc. was founded in 1974. The company distributes farm equipment, implements and parts in the states of Arkansas, Kentucky, Oklahoma, Tennessee and the Texas panhandle. Southwest Distributing has their own trucks and delivers 95% of equipment sold to some 400 dealers. The company has been importing equipment from Canada, Italy and Spain for the last several years. This imported machinery now represents well over 50% of the company’s total sales. Southwest Distributing built a new office and warehouse in 1982 and completed an expansion of these facilities in 1997. The firm has three outside territory salesmen and three inside order people.

**PRODUCTS:**

**CROP & LIVESTOCK WHOLEGOODS:** Chemical Application Eqpt; Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt; Haying Machinery

**RELATED INDUSTRY:** Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

**TERRITORY:** Arkansas, Kentucky, northern Mississippi, Oklahoma, Tennessee and Texas panhandle
McNeil Marketing Company
(Founded in 1991)

P. O. Box 961
Albany, OR 97321
Steve’s Phone: (541) 979-8998
Brett’s Phone: (208) 251-6774
FAX: 541-791-7190
Email: s.prouty@comcast.net
bsjmathie@msn.com

KEY PERSONNEL: Steve Prouty, President; Debbie Prouty; Brett Mathie, VP Sales; SanDee Mathie

McNeil Marketing Company was established as an independent manufacturer’s rep company in December, 1991. The company has three active sales associates proudly serving Oregon, Idaho, Utah, Washington and northern Nevada. McNeil Marketing Company specializes in innovative agriculture and industrial equipment providing our dealer network with prompt, effective communications and consistent sales support. This provides our dealer network with a competitive edge and excellent profit potential.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: GPS Guidance  CROP & LIVE-STOCK WHOLEGOODS: Chemical Application Eqpt; Crop Conditioning & Storage Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRIES: Industrial Eqpt; Lawn & Garden Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: Idaho, Montana, northern Nevada, Oregon, Utah and Washington

Steve Prouty  Brett Mathie
General Implement Distributors

(Branch of Salt Lake City, UT)

5735 NE Skyport Way
Portland, OR 97218

Phone: (503) 641-1865
FAX: 503-626-8298

Web Site: www.generalimp.com
Email: rnielson@generalimp.com

KEY PERSONNEL: Ryan Nielson, Branch Manager

General Implement Distributors has been actively wholesaling farm machinery since 1938. The firm’s ‘Silver Service’ includes 16 delivery trucks, a multi-million dollar inventory at six locations, and an experienced sales staff. The firm employs 13 territory managers who cover most of the western U.S. (see map). General Implement distributes domestic and imported wholegoods lines and, in addition to supporting the unit lines in the field, the firm distributes after-market parts lines. Their current network exceeds 1,200 dealers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components; Implement Replacement Parts; Tractor Replacement Parts

CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:

- ☑Warehousing
- ☑Advertising & Promotion
- ☑Credit & Collections
- ☑Assembly
- ☑Warranty Representation

TERRITORY: Western U.S. to include Arizona, northern California, Colorado, Idaho, Louisiana, Minnesota, Mississippi, Montana, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Texas, Utah, Washington, and Wyoming.
N. W. AG & Industrial Agents, Inc.
(Founded in 1976)

24250 SE Canterbury Lane
Damascus, OR 97089
Phone: (503) 666-2911
FAX: 503-658-2013
Email: fuller6977@comcast.net

KEY PERSONNEL: Dana Fuller; Nancy Fuller

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRIES: Industrial Eqpt; Light Forestry Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑Warehousing ☑Advertising & Promotion
☑Credit & Collections ☑Assembly
☑Warranty Representation

TERRITORY: Idaho, Oregon and Washington
KEY PERSONNEL: James Cummings, Chairman of the Board; Nathan Cummings, Vice President; Doug Nelson, Sales & Logistics; Tina Cornman, Office Co-ordinator; Jeremy Kremski, Sales Mgr; Holly Saporito, Marketing Mgr.; Rich Merrill, Service Mgr.

Cummings & Bricker, Inc. sells diversified lines of agricultural equipment, light industrial, forestry, and landscape equipment through equipment dealers in the Northeastern, Midwestern, and Mid-Atlantic United States. Warehouses are staffed by full time office, sales, parts, and service personnel who provide personalized service to the customer. As a full service distributor, Cummings & Bricker, Inc. bridges the gap between manufacturer and dealer, providing functions which lower distribution costs through warehousing and marketing. With over 50 years of experience, Cummings & Bricker is held in high regard as a leader in offering quality and innovative products to the agricultural industry. Our distribution business is geared strongly toward providing dealers with a reliable source of diversified products from internationally respected manufacturers. Our portfolio includes hay and forage products such as bale wrappers, mowers, rakes, tedders, bale processors, and TMR mixers. We also offer a wide range of light forestry products including wood Splitters, wood processors, skidding winches, wood chippers, grapples, and chipper shredders. State of the art tillage implements, loader and skid-steer attachments, backhoes, combine header carriers, wagons, scraper blades, snow blowers, snow blades, manure spreaders, specialty vegetable equipment and a host of other products complete the catalog.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: Commercial Eqpt; Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
- Warehousing ☑Advertising & Promotion
- Credit & Collections ☑Assembly
- Warranty Representation

TERRITORY: Delaware, Indiana, Maryland, Michigan, the New England states, New Jersey, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Virginia and West Virginia.
Hamilton Equipment, Inc.
(Founded in 1938)
567 South Reading Road; Box 478
Ephrata, PA 17522-0478
Phone: (717) 733-7951
FAX: 717-733-1783
Web Site: www.haminc.com

KEY PERSONNEL: Robert J. Hamilton, Jr., President; Jan Reddig, Sales Manager;

BRANCHES: Raphine, VA

Hamilton Equipment, Inc. is a wholesale distributor of farm equipment, lawn & garden equipment, and light industrial equipment. The company currently operates from a main warehouse in Ephrata, Pennsylvania, with 49,000 square feet of warehouse space and a branch office in Raphine, Virginia, with 33,000 square feet of warehouse space. Dealer services include toll free telephone ordering, factory pick-up and dealer delivery via Hamilton trucks, same day parts shipments, full-time service department, inventory financing, and a large inventory of parts and wholegoods. Hamilton Equipment is primarily an ‘equipment’ distributor. The firms’ sales are derived from selling attachments for farm tractors, versus wholesalers that concentrate on the sales of after-market repair parts.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated □:
□Warehousing □Advertising & Promotion
□Credit & Collections □Assembly
□Warranty Representation □Freight

TERRITORY: Delaware, Maryland, New Jersey, Ohio, Pennsylvania, Virginia and West Virginia
J. S. Woodhouse Company, Inc.
(Branch of Springfield, MA)

572 Industrial Avenue; Box 313
Lewisberry, PA 17339

Phone: (717) 938-5100
FAX: 717-938-8769

KEY PERSONNEL: Brian Owens, Manager

J. S. Woodhouse Co., Inc. was established in 1843 and has been involved in the import and distribution of agricultural implements in the Northeast for more than 160 years. The firm has seven territory managers and four sales offices and warehouses — the corporate office in West Springfield, Massachusetts, occupies 20,000 square feet; the Lewisberry, Pennsylvania, branch has 20,000 square feet; the Syracuse, New York, branch occupies 20,000 square feet and the Fairfield, Maine, branch occupies 8,000 square feet. The firm’s product mix includes agricultural implements, forestry implements, light industrial equipment, turf, lawn and garden equipment, and aftermarket spare parts. Woodhouse owns and operates its own delivery trucks to service their 1,100 tractor dealers and 750 turf, lawn and garden dealers. The dealer network is supported with a stock of machinery and complete inventory of repair parts. Woodhouse currently handles product lines from approximately 35 U.S., Canadian and European firms.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑ Warehousing
☑ Advertising & Promotion
☑ Credit & Collections
☐ Assembly
☑ Warranty Representation

TERRITORY: Delaware, Maryland, New Jersey, Pennsylvania, Virginia and West Virginia
Edney Distributing Co., Inc.

1895 Highway 14 East
P.O. Box 198
Huron, SD 57350

Phone: (888) 443-3639
Phone: (605) 352-8616
FAX: 605-352-4899

Web Site: www.edneyco.com
LinkedIn: www.linkedin.com/groups/Edney-Distributing-Company-Inc
Twitter: @EdneyCo

**KEY PERSONNEL:** W. Douglas Edney, President; Jennifer Edney, Vice President;
Julie Huyck, Finance Director; Darcy Singleton, Controller;
Duane Gramstad, Operations and Logistics Director; Gary Berger, Sales and Marketing Manager

**DEALER SUPPORT CENTERS:** Huron, SD; Lakeville, MN; Fargo, ND; Portage, WI

Edney Distributing Company, Inc. is a wholesale distributor of high quality equipment focusing on the following markets: agricultural, lawn and turf maintenance, forestry, and light industrial. A complete listing of our products can be viewed on our website. Our offerings include grain and hay handling equipment, rotary cutters, spreaders, chippers, riding mowers, ATV & skid steer attachments, and snow blowers. Our dealer network is represented in South Dakota, North Dakota, Minnesota, Wisconsin, Iowa, upper Michigan, northern Illinois, and eastern Montana. We are proud to supply them with innovative attachments and specialized equipment from manufacturers around the world. Most of the manufacturers for whom we distribute products have been business partners with us for many years, some dating back to the 1950s. Services provided by our experienced and knowledgeable team include sales, product promotion and representation, transportation logistics, marketing, assembly, warranty coordination, and warehousing.

**PRODUCTS:**

**COMPONENTS, ACCESSORIES & PARTS:** Implement Replacement Parts

**CROP & LIVESTOCK WHOLEGOODS:** Chemical Application Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

**RELATED INDUSTRY:** ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:

☑ Warehousing
☑ Credit & Collections
☑ Advertising & Promotion
☑ Assembly
☑ Warranty Representation
☑ Transportation Logistics

**TERRITORY:** Northern Illinois, Iowa, upper Michigan, Minnesota, eastern Montana, North Dakota, South Dakota and Wisconsin
Peterson Marketing, Inc.
(Founded in 1998)

604 East Piping Rock Lane
Sioux Falls, SD 57108

44085 US Hwy 18
Freeman, SD 57029

Phone: (605) 359-5900
FAX: 888-332-0411
Email: dpeterson@macdon.com

Cell: (605) 321-6154
FAX: 888-804-0123
Email: marcs@svtv.com

Web Site: www.petersonmarketinginc.com

KEY PERSONNEL: Dan “Bubba” Peterson; Marc “Sworty” Svartoien

Peterson Marketing, Inc is an Independent Manufacturers Repping company out of Sioux Falls, South Dakota. Dan Peterson started the company in 1998 and today, with his business partner Marc Svartoien of Freeman, South Dakota, cover the states of South Dakota and Nebraska.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Fertilizer Spreaders; Haying Machinery; Harvesting Eqpt; Grain Handling Eqpt; Grain Bagging Eqpt; Stock Shredders/Windrowers

RELATED INDUSTRIES: Light Forestry Eqpt; Skid Loader Attachments

In addition to Sales, this firm offers the functions indicated:

- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: Nebraska and South Dakota
KEY PERSONNEL: Duane ‘Doc’ Slettedahl

Dakota Winds Marketing is a solely owned manufacturer’s repping company. I have been calling on farm equipment dealers since 1981 for various companies. I am present at eight to ten farm shows each year with the manufacturers. My main focus is on farm equipment and at this time I represent product lines for tillage, grain handling, haying and mowing equipment. Dakota Winds Marketing supplies more than 150 farm equipment dealers in North Dakota, South Dakota, Nebraska, and Arizona.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts; Tractor Accessories; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRIES: Lawn & Garden Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:

- ✔Warehousing
- ✔Advertising & Promotion
- ✔Credit & Collections
- ✔Assembly
- ✔Warranty Representation

TERRITORY: Arizona, Nebraska, North Dakota and South Dakota
KEY PERSONNEL:  Randy Dalton, President

Dalton Bearing & Hydraulic is about the business of providing exceptional service and unbeatable prices to all of our customers. We don’t promise more than we can give, but we do promise to give you the service you expect and deserve! We sell both domestic and import hydraulic cylinders & components. Our staff is both knowledgeable and experienced, and will go the extra mile to help. We sell thousands of cylinders each year, but we don’t overlook the little guys to solicit the larger companies. Let us offer you small, hometown service and a relationship that will last many years.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Engine & Power Units; GPS Guidance; Hydraulic System Components; Service Shop Eqpt RELATED INDUSTRYWHOLEGOODS: Commercial Eqpt; Industrial Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑ Warehousing  ☑ Advertising & Promotion
☑ Credit & Collections  ☑ Assembly
☑ Warranty Representation  ☑ Manufacturing

TERRITORY: United States, Canada and Mexico
KEY PERSONNEL: Donald “Pat” Patterson, President; Elaine Patterson, Office Manager

Donald “Pat” Patterson has worked in the agriculture industry with chemical and manufacturing companies for 21 years prior to starting P & P Marketing Services as a manufacturer’s representative in 1987. The firm joined the Agricultural & Industrial Manufacturer’s Representatives Association that same year. Patterson calls on agricultural and industrial dealers in Alabama, Arkansas, Louisiana, Mississippi and Tennessee. The goal of P & P Marketing is to provide excellent customer service and market high quality products.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: Lawn & Garden Eqpt; Light Forestry Eqpt; Skid Steer Attachments

In addition to Sales, this firm offers the functions indicated ☒:

- Warehousing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation

TERRITORY: Alabama, Arkansas, Louisiana, Mississippi and Tennessee

Rep located in Tennessee
KEY PERSONNEL: Rob Neal

Agricultural and light industrial rep calling on ag, light industrial and grain handling dealers in the mid-South.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Planting Eqpt; Tillage Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☐ Warehousing ☑ Advertising & Promotion
☐ Credit & Collections ☑ Assembly
☐ Warranty Representation

TERRITORY: Northern Alabama, Arkansas, western Kentucky, Mississippi and Tennessee
Short Line Sales/Short Line Implement
(Founded in 1967)

2312 Channel Ave., Box 13465
Memphis, TN 38113

Phone: (901) 942-0224
FAX: 901-942-1334

Web Site: www.shortlinesales.com
Email: bobby@shortlinesales.com
jerry@shortlinesales.com

KEY PERSONNEL:  Bobby Hadskey, President; Glynn E. Hadskey, Jr.;
Jerry Nettles; David Hadskey

Short Line Implement, founded by Glynn E. Hadskey, Sr., is a multi-faced company with the ability to warehouse, unload, package and ship product. The firm is located centrally in Memphis – a distribution hub for all of North America. Situated upon the Mississippi River, Short Line Implement occupies a 36,000 sq. ft. enclosed warehouse, and has 60,000 sq. ft. of secure, outside storage. With our ability to unload cargo containers and distribute goods throughout the U.S. and Canada, we are able to meet the demands of a variety of imports as well as both regional and national manufacturers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts; Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: Industrial Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Recreation Vehicles; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☒Warehousing ☑Advertising & Promotion
☒Credit & Collections ☑Assembly
☒Warranty Representation

TERRITORY: Alabama, Arkansas, Georgia, west Kentucky, Louisiana, Mississippi, southern Missouri, North Carolina, South Carolina, Tennessee, southeast Texas and Virginia
Richey Equipment, Inc.  
(Founded in 2001)

P.O. Box 609  
White Pine, TN  37890  

Phone: (865) 674-6042  
FAX: 865-674-7510

Web Site: www.RicheyEquipment.com  
Email: Sales@RicheyEquipment.com

KEY PERSONNEL:  David Richey, President

Richey Equipment, Inc. was founded in 2001. The management and sales team have been involved in the distribution and selling of agricultural equipment for more than 40 years. The company provides agent representation or distribution services and sells imported and domestic products. The company occupies a 66,000 square foot warehouse and provides all services of a full line distributor.

PRODUCTS:  COMPONENTS, ACCESSORIES & PARTS: Hydraulic System Components  
CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Feeding & Livestock Eqpt;  
Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt  
RELATED INDUSTRY: ATV Eqpt & Attachments; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt;  
Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑ Warehousing  ☑ Advertising & Promotion  
☑ Credit & Collections  ☑ Assembly  
☑ Warranty Representation  ☑ Manufacturing

TERRITORY: Alabama, Georgia, Kentucky, North Carolina, South Carolina, Tennessee, Virginia and West Virginia

Distributor located in Tennessee
Becknell Wholesale Co.

(Branch of Lubbock, TX)

4930 Olson Drive, Suite 100
Dallas, TX 75227

Phone: (214) 388-2487
FAX: 214-388-2489

KEY PERSONNEL: Dan Mills, Branch Manager

Becknell Wholesale Co. is a family owned and operated wholesale firm headquartered in Lubbock, Texas. The company was founded by E. W. Becknell in 1951. Originally started as a hardware wholesaler, Becknell has evolved into one of the leading aftermarket farm parts and farm hardware distributors in the U.S. The firm has facilities and resources to warehouse, promote and distribute merchandise cost effectively to more than 1,500 dealers. At present, Becknell distributes product for more than 200 manufacturers to a dealer base located throughout the territory shown below. Twelve outside territory salesmen, along with six inside salesmen, service these accounts. The Lubbock, Texas, headquarters consists of 94,000 square feet of warehouse and office space. The Dallas distribution center was started in 1988 to service dealers in the area. A new 39,000 square foot warehouse was constructed in 2005. Fifty people are employed in the Lubbock Distribution Center and twelve in Dallas. Becknell Wholesale, with more than 50 years of experience, continuously strives to provide excellent service with competitive prices.

PRODUCTS:

COMPONENTS, ACCESSORIES & PARTS:
- Farm Hardware
- Farm Supplies
- GPS Guidance
- Hydraulic System Components
- Implement Replacement Parts
- Service Shop Eqpt
- Tractor Accessories
- Tractor Replacement Parts

CROP & LIVESTOCK WHOLEGOODS:
- Grain & Feed Handling Eqpt
- Haying Machinery
- Tillage Eqpt

RELATED INDUSTRIES:
- ATV Eqpt & Attachments
- Power Transmission Products
- Safety & Environmental Products
- Skid Steer Attachments
- Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:

- Warehousing
- Credit & Collections
- Assembly
- Warranty Representation
- Advertising & Promotion
- Manufacturing

TERRITORY:
- Arkansas, Colorado, Kansas, Louisiana, Mississippi, eastern New Mexico, Oklahoma and Texas
5W Sales Company
(Founded in 2016)

Box 581
Friona, TX 79035

Web Site: www.5wsalesco.com

(806) 654-4021

Email: landon@5wsalesco.com

KEY PERSONNEL: Landon Weatherly, Owner/Operator

5W Sales Company was started in 2016 by Landon & Jacy Weatherly in Friona, TX. The 5 Ws: Landon, Jacy, Bennett, Ellie Jo and Beau are the inspiration behind the name. Our passion for Agriculture brought us back to Friona in 2015 to get closer to our family’s farm. Landon has worked in the agricultural equipment business over the last 10 years. The opportunity arose late in 2015 to purchase a small business and open the doors to a dream of ours. We independently represent agricultural and industrial equipment manufacturers throughout Texas, New Mexico and Oklahoma. Another aspect of our business is our growing network of dealers we service through our distributorship. We look forward to helping you find the right piece of equipment that best fits your operation.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Farm Supplies; Tractor Accessories
CROP & LIVESTOCK WHOLEGODDS: Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES: Industrial Eqpt; Skid Steer Attachments

In addition to Sales, this firm offers the functions indicated □:
□ Warehouse
□ Advertising & Promotion
□ Credit & Collections
□ Assembly

TERRITORY: Colorado, Kansas, New Mexico, Oklahoma, and Texas
General Implement Distributors

(Branch of Salt Lake City, UT)

657 Alliance Parkway
Hewitt, TX 76643
Phone: (254) 666-3377
Fax: 254-666-0050
Web Site: www.generalimp.com
Email: ccarter@generalimp.com

KEY PERSONNEL:
Chris Carter, Branch Manager

General Implement Distributors has been actively wholesaling farm machinery since 1938. The firm’s ‘Silver Service’ includes 16 delivery trucks, a multi-million dollar inventory at six locations, and an experienced sales staff. The firm employs 13 territory managers who cover most of the western U.S. (see map). General Implement distributes domestic and imported wholegoods lines and, in addition to supporting the unit lines in the field, the firm distributes after-market parts lines. Their current network exceeds 1,200 dealers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS:
- Hydraulic System Components
- Implement Replacement Parts
- Tractor Replacement Parts

CROP & LIVESTOCK WHOLEGOODS:
- Chemical Application Eqpt
- Cultivators & Weeding Eqpt
- Feeding & Livestock Eqpt
- Grain & Feed Handling Eqpt
- Haying Machinery
- Planting Eqpt
- Tillage Eqpt
- Wagons & Farm Transportation Eqpt

RELATED INDUSTRY:
- Industrial Eqpt
- Light Forestry Eqpt
- Skid Steer Attachments
- Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Credit & Collections
- Warranty Representation
- Advertising & Promotion
- Assembly
- Delivery & Transportation Logistics

TERRITORY: Western U.S. to include Arizona, northern California, Colorado, Idaho, Louisiana, Minnesota, Mississippi, Montana, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Texas, Utah, Washington, and Wyoming.
White’s has been involved in the import and distribution of agricultural and light industrial equipment in the Southwest and Mid-South since 1920. Five territory managers and seven inside sales persons cover the firm’s trade area. The corporate office is located in Houston, Texas, with a branch office and warehouse located in Stuttgart, Arkansas. The firm has a separate parts and service department. White’s currently serves more than 450 active agricultural and industrial dealers. Products handled range from hay machinery to industrial power take-off machinery. The firm imports from three foreign countries in addition to its U.S. manufacturers and currently represents and distributes for 32 different companies. The firm provides complete marketing, warehousing, promotion, service, financing and collection functions for all the product lines it distributes and represents.

**PRODUCTS:**

- **COMPONENTS, ACCESSORIES & PARTS:** Engine & Power Units
- **CROP & LIVESTOCK WHOLEGOODS:** Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Harvesting Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt
- **RELATED INDUSTRY:** ATV Eqpt & Attachments; Commercial Eqpt; Industrial Eqpt; Irrigation Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Power Transmission Products; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

**TERRITORY:** Arkansas, Louisiana, Mississippi, New Mexico, Oklahoma, western Tennessee and Texas

In addition to Sales, this firm offers the functions indicated ☑:

- Warehousing
- Credit & Collections
- Advertising & Promotion
- Warranty Representation
- Assembly
Becknell Wholesale Co.
(Founded in 1951)

504 East 44th Street; Box 2008
Lubbock, TX 79408

Phone: (806) 747-3201
FAX: 806-744-9424

Web Site: www.becknell.com
Email: ronchandler@becknell.com
donwalker@becknell.com

KEY PERSONNEL: Ron Chandler, Partner; Don Walker, Partner

BRANCHES: Dallas, TX

Becknell Wholesale Co. is a family owned and operated wholesale firm headquartered in Lubbock, Texas. The company was founded by E. W. Becknell in 1951. Originally started as a hardware wholesaler, Becknell has evolved into one of the leading aftermarket farm parts and farm hardware distributors in the U.S. The firm has facilities and resources to warehouse, promote and distribute merchandise cost effectively to more than 1,500 dealers. At present, Becknell distributes product for more than 200 manufacturers to a dealer base located throughout the territory shown below. Twelve outside territory salesmen, along with six inside salesmen, service these accounts. The Lubbock, Texas, headquarters consists of 94,000 square feet of warehouse and office space. The Dallas distribution center was started in 1988 to service dealers in the area. A new 39,000 square foot warehouse was constructed in 2005. Fifty people are employed in the Lubbock Distribution Center and twelve in Dallas. Becknell Wholesale, with more than 50 years of experience, continuously strives to provide excellent service with competitive prices.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Farm Hardware; Farm Supplies; GPS Guidance; Hydraulic System Components; Implement Replacement Parts; Service Shop Eqpt; Tractor Accessories; Tractor Replacement Parts CROP & LIVESTOCK WHOLEGOODS: Grain & Feed Handling Eqpt; Haying Machinery; Tillage Eqpt RELATED INDUSTRIES: ATV Eqpt & Attachments; Power Transmission Products; Safety & Environmental Products; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☑ Warehousing ☑ Credit & Collections ☑ Advertising & Promotion
☑ Warranty Representation ☑ Assembly

TERRITORY: Arkansas, Colorado, Kansas, Louisiana, Mississippi, New Mexico, Oklahoma and Texas

Distributor located in Texas
Lone Star Sales and Marketing
(Founded in 2011)

530 CR 1186
Sulphur Springs, TX 75482

Phone: (903) 348-1046

Email: massey_chance@yahoo.com

KEY PERSONNEL: Chance Massey

Lone Star Sales is a manufacturer’s representative company founded in 2011 by Chance Massey. With firsthand experience at his family’s farm equipment dealership, Chance has personal skill and knowledge in the day to day dealer operations. He uses these attributes to further his relationships with dealers, while organizing, promoting and selling various types of equipment. His main emphasis is building larger dealer networks for manufacturers in the advancement of quality product lines. Lone Star Sales utilizes all options when building dealer networks, such as tradeshows where equipment is applicable, and acts as a resource for manufacturers by hauling products for demos or promotions.

PRODUCTS: CROP & LIVESTOCK WHOLEGoods: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt. RELATED INDUSTRIES: Industrial Eqpt; Lawn & Garden Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
☐ Warehousing ☑ Advertising & Promotion
☐ Credit & Collections ☐ Assembly
☐ Warranty Representation

TERRITORY: Texas, Oklahoma, Arkansas and Louisiana
General Implement Distributors  
(Founded in 1938)

2955 West 2100 South; Box 27275  
Salt Lake City, UT 84127  
Phone: (801) 972-4321  
FAX: 801-972-4374

Web Site: www.generalimp.com  
Email: dbuttars@generalimp.com

KEY PERSONNEL:  Darrell Buttars, President;  Mark Tibbitts, Vice President Sales;  Matt Sieverts, Operations Manager;  Dave Gull, Branch Manager

BRANCHES:  Meridian, ID;  Billings, MT;  Jamestown, ND;  Portland, OR;  Waco, TX

General Implement Distributors has been actively wholesaling farm machinery since 1938. The firm’s ‘Silver Service’ includes 16 delivery trucks, a multi-million dollar inventory at six locations, and an experienced sales staff. The firm employs 13 territory managers who cover most of the western U.S. (see map). General Implement distributes domestic and imported wholegoods lines and, in addition to supporting the unit lines in the field, the firm distributes after-market parts lines. Their current network exceeds 1,200 dealers.

PRODUCTS:  COMPONENTS, ACCESSORIES & PARTS:  Hydraulic System Components;  Implement Replacement Parts;  Tractor Replacement Parts  CROP & LIVESTOCK WHOLEGODDS:  Chemical Application Eqpt;  Cultivators & Weeding Eqpt;  Feeding & Livestock Eqpt;  Grain & Feed Handling Eqpt;  Haying Machinery;  Planting Eqpt;  Tillage Eqpt;  Wagons & Farm Transportation Eqpt  RELATED INDUSTRY:  Industrial Eqpt;  Light Forestry Eqpt;  Skid Steer Attachments;  Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated ☑:  ☑Warehousing  ☑Advertising & Promotion  ☑Credit & Collections  ☑Assembly  ☑Warranty Representation

TERRITORY:  Western U.S. to include Arizona, northern California, Colorado, Idaho, Louisiana, Minnesota, Mississippi, Montana, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Texas, Utah, Washington, and Wyoming.
Stan Bonham Co. has been in the wholesale equipment distribution business for more than 45 years. Two outside salesmen cover the firm’s territory in Utah, Nevada, Wyoming and Idaho. Stan Bonham Co. has 16,200 square feet of office and warehouse space located on 1.5 acres of land. The company currently supplies 150 dealers with 30 different product lines from the U.S. and Canada.

**PRODUCTS:**

**COMPONENTS, ACCESSORIES & PARTS:** Farm Hardware; Service Shop Eqpt; Tractor Accessories; Tractor Replacement Parts

**CROP & LIVESTOCK WHOLEGOODS:** Chemical Application Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt; Wagons & Farm Transportation Eqpt

**RELATED INDUSTRY:** Industrial Eqpt; Outdoor Power Eqpt

**TERRITORY:** Idaho (except panhandle), eastern Nevada, Utah and western Wyoming

KEY PERSONNEL: Brent Bonham, President & General Manager
KEY PERSONNEL: Howard Miller, Branch Manager

Hamilton Equipment, Inc. is a wholesale distributor of farm equipment, lawn & garden equipment, and light industrial equipment. The company currently operates from a main warehouse in Ephrata, Pennsylvania, with 49,000 square feet of warehouse space and a branch office in Raphine, Virginia, with 33,000 square feet of warehouse space. Dealer services include toll free telephone ordering, factory pick-up and dealer delivery via Hamilton trucks, same day parts shipments, full-time service department, inventory financing, and a large inventory of parts and wholegoods. Hamilton Equipment is primarily an ‘equipment’ distributor. The firms’ sales are derived from selling attachments for farm tractors, versus wholesalers that concentrate on the sales of after-market repair parts.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Tractor Accessories CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:
- Warehousing
- Credit & Collections
- Warranty Representation
- Advertising & Promotion
- Assembly
- Freight

TERRITORY: Virginia and West Virginia
Rashco
(Founded in 2003)

3206 Citation Rd., NE
Moses Lake, WA 98837

Phone: (509) 764-8466
FAX: 509-707-0301

Web Site: www.rashcofarmsupply.com
Email: scottrashcoparts@gmail.com

KEY PERSONNEL: Scott Prickett, Sales

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Farm Hardware; Farm Supplies; Hydraulic System Components; Implement Replacement Parts; Tractor Accessories; Tractor Replacement Parts

CROP & LIVESTOCK WHOLEGOGDS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Cutter/Mixer/Feeders; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Eqpt; Planting Eqpt; Tillage Eqpt

RELATED INDUSTRY WHOLEGOGDS: ATV Eqpt & Attachments; Industrial Eqpt; Irrigation Eqpt; Lawn & Garder Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:

- Warehouseing
- Advertising & Promotion
- Credit & Collections
- Assembly
- Warranty Representation
- Manufacturing

TERRITORY: Idaho, Oregon, and Washington
KEY PERSONNEL:  Paul Schrader

Schrader Equipment Sales provides marketing services for agriculture and industrial manufacturers. The firm covers Washington, Idaho, Oregon, Utah and Alberta, Canada.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt
Rankin Equipment Co.
(Founded in 1935)

Box 168
Yakima, WA 98907-0168

Web Site: www.rankineqco.com

Shipping address: Rankin Equipment Co.
3205 Bay Street
Union Gap, WA 98903

KEY PERSONNEL: David C. Rankin, President; Mike L. Yearout, Vice President—Sales; Matt Barnes, Controller; Christopher Rankin, Inside Sales

For more than 50 years, Rankin Equipment Co. has been involved in distribution and marketing of attachments and equipment to retail equipment dealers in the Pacific Northwest. The firm’s customers include: Farm Equipment, Turf Equipment, and Construction Equipment dealers. Four sales representatives and three inside sales persons cover the firm’s trade areas. Office and warehouse space occupy more than 50,000 square feet. The firm has been importing since 1970. At present, Rankin imports products from seven manufacturers and distributes and reps for approximately 37 North American manufacturers and supports a network of approximately 450 agricultural, turf, and industrial equipment dealers.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts; Tractor Replacement Parts

CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt

RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Power Transmission Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated 

- Warehousing
- Credit & Collections
- Advertising & Promotion
- Assembly
- Warranty Representation


Distributor & Rep located in Washington
Traeder Enterprises, Inc.  
(Founded in 1987)

E18556 Highway 33 #5; Box 586  
Hillsboro, WI 54634-0586  

Phone: (608) 489-3431  
FAX: 608-489-2884  

Web Site: www.traeder.com  
Email: info@traeder.com

KEY PERSONNEL:  
Tim Traeder, CPMR, President; Ted Traeder, CPMR, Vice President;  
Dan Oetzman, Office Manager

Traeder Enterprises, Inc. is an independent manufacturers representative company established in 1987 by Tom Traeder based in Hillsboro, Wisconsin. In 2005, Tim Traeder and Ted Traeder bought Traeder Enterprises, Inc. We specialize in agricultural and light industrial equipment, marketing our products in Wisconsin, Minnesota, Northern Illinois and the Upper Peninsula of Michigan. We are a family owned company that strives to provide excellent service and training for all of our dealers in our trade area. Traeder Enterprises, Inc. brings more than 100 years of experience to the industry.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS:  
Chemical Application Eqpt; Crop Conditioning & Storage Eqpt; Cultivators & WeedingEqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt

RELATED INDUSTRIES:  
Commercial Eqpt; Industrial Eqpt; Light Forestry Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated:  
- Warehousing  
- Advertising & Promotion  
- Credit & Collections  
- Assembly  
- Warranty Representation

TERRITORY: Wisconsin, Minnesota, Northern Illinois and the Upper Peninsula of Michigan
Forward Farm Lines, LLC  
(Founded in 2014)

Box 391  
Reedsburg, WI 53959

Phone: (608) 524-9958  
Toll-Free: (855) 879-6761  
Aaron Cell: (608) 408-7652  
Dean Cell: (608) 393-3341  
FAX: 608-524-6450

Web Site: www.forwardfarmlines.com  
Email: Aaron@fflines.com  
Dean@fflines.com

KEY PERSONNEL:  Aaron Bauer, Partner; Dean Baumgarten, Partner

Forward Farm Lines is an agricultural manufacturer’s representative business that promotes agricultural products in the upper Midwest. We offer product expertise and industry experience for an established dealer network. We pride ourselves on our service after sale and are known throughout our territory as more than just order takers.

PRODUCTS: CROP & LIVESTOCK WHOLEGOODS: Cutter/Mixers/Feeders; Haying Machinery; Wagons & Farm Transportation Eqpt

In addition to Sales, this firm offers the functions indicated ☑:
- ☑ Advertising & Promotion
- ☑ Warranty Representation

TERRITORY: Illinois, Iowa, Minnesota, and Wisconsin
Doran Distribution Services is an independent manufacturer’s representative serving the midwest. We actively seek out the highest quality agricultural, consumer, landscaping and construction equipment manufacturers and work to support those manufacturers throughout our dealer network and service territory. We believe that this combination of finding top products and providing superior service for those products best serves the entire distribution chain, from manufacturer to consumer.

**PRODUCTS:** CROP & LIVESTOCK WHOLEGOODS: Cultivators & Weeding Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Harvesting Eqpt; Haying Machinery; Tillage Eqpt

**RELATED INDUSTRIES:** Industrial Eqpt; Lawn & Garden Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

**TERRITORY:** Illinois, Iowa, Upper Peninsula of Michigan, Minnesota and Wisconsin
Edney Distributing Co., Inc.

2571 West Wisconsin
Portage, WI 53901

Phone: (888) 443-3639
FAX: 605-352-4899

Web Site: www.edneyco.com
Email: sales@edneyco.com
LinkedIn: www.linkedin.com/groups/Edney-Distributing-Company-Inc
Twitter: @EdneyCo

KEY PERSONNEL: W. Douglas Edney, President; Jennifer Edney, Vice President; Julie Huyck, Finance Director; Darcy Singleton, Controller; Duane Gramstad, Operations & Logistics Director; Gary Berger, Sales & Marketing Manager; Mark Brown, Warehouse Manager

DEALER SUPPORT CENTERS: Huron, SD; Lakeville, MN; Fargo, ND; Portage, WI

Edney Distributing Company, Inc. is a wholesale distributor of high quality equipment focusing on the following markets: agricultural, lawn and turf maintenance, forestry, and light industrial. A complete listing of our products can be viewed on our website. Our offerings include grain and hay handling equipment, rotary cutters, spreaders, chippers, riding mowers, ATV & skid steer attachments, and snow blowers. Our dealer network is represented in South Dakota, North Dakota, Minnesota, Wisconsin, Iowa, upper Michigan, northern Illinois, and eastern Montana. We are proud to supply them with innovative attachments and specialized equipment from manufacturers around the world. Most of the manufacturers for whom we distribute products have been business partners with us for many years, some dating back to the 1950s. Services provided by our experienced and knowledgeable team include sales, product promotion and representation, transportation logistics, marketing, assembly, warranty coordination, and warehousing.

PRODUCTS: COMPONENTS, ACCESSORIES & PARTS: Implement Replacement Parts
CROP & LIVESTOCK WHOLEGOODS: Chemical Application Eqpt; Feeding & Livestock Eqpt; Grain & Feed Handling Eqpt; Haying Machinery; Planting Eqpt; Tillage Eqpt; Wagons & Farm Transportation Eqpt
RELATED INDUSTRY: ATV Eqpt & Attachments; Industrial Eqpt; Lawn & Garden Eqpt; Light Forestry Eqpt; Outdoor Power Eqpt; Skid Steer Attachments; Turf & Grounds Maintenance Eqpt

In addition to Sales, this firm offers the functions indicated: Warehousing, Credit & Collections, Warranty Representation, Transportation Logistics

TERRITORY: Northern Illinois, Iowa, upper Michigan, Minnesota, eastern Montana, North Dakota, South Dakota and Wisconsin

W. Douglas Edney
Jennifer Edney
Julie Huyck
Duane Gramstad
Gary Berger
Mark Brown