

THE TRACTOR DEAL
Resource Manual



*Business
English*

*with
Business Simulations*



DVBE
DAVE VOLEK'S BUSINESS ENGLISH

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Tractor Buyer Notes

Tractor #1	My Requirements	Seller: _____ Model: _____	Seller: _____ Model: _____	Seller: _____ Model: _____
Power				
Drive				
Transmission				
PTO				
Hydraulic Capacity				
3-Point Hitch				
Cost				

Tractor #2	My Requirements	Seller: _____ Model: _____	Seller: _____ Model: _____	Seller: _____ Model: _____
Power				
Drive				
Transmission				
PTO				
Hydraulic Capacity				
3-Point Hitch				
Cost				

Instructions: Write down the specs you need from your tractor buying assignments in the "My Requirements" column. Write down the specs of tractors of similar power rating as you converse with the tractor sellers.



Tractor Seller Notes

	Buyer Choice	My Similar Model	Buyer Choice	My Similar Model	Buyer Choice	My Similar Model
Make & Model						
Power						
Drive						
Transmission						
PTO						
3-Point Hitch						
Price						
Reasons for not making the sale						

	Buyer Choice	My Similar Model	Buyer Choice	My Similar Model	Buyer Choice	My Similar Model
Make & Model						
Power						
Drive						
Transmission						
PTO						
3-Point Hitch						
Price						
Reasons for not making the sale						

Instructions: As each buyer gives his/her presentation, write down the specs of the chosen tractor. If you have a similar model in the same power rating, write down the specs and compare the differences. You will use these notes to help you present your sales report.



Tractor Buying Assignments

Tractor Buying Assignment #1

You are looking for a tractor with these specifications:

- Power: 20 kW (± 10 kW)
- 1 Hydraulic Line
- Cat. I 3-P.H. with LC of 500 kg.
- Many Speeds < 10 km/hour

Tractor Buying Assignment #2

You are looking for a tractor with these specifications:

- Power: 27 kW (± 10 kW)
- 2100 PTO
- 2 Hydraulic Lines

Tractor Buying Assignment #3

You are looking for a tractor with these specifications:

- Power: 35 kW (± 10 kW)
- 4WD
- 540 PTO
- 3 Hydraulic Lines
- Cat. I 3-P.H. with LC of 700 kg.
- Fast-acting Hydraulics

Tractor Buying Assignment #4

You are looking for a tractor with these specifications:

- Power: 42 kW (± 10 kW)
- 540 & 2100 PTO
- 2 Hydraulic Lines
- Cat. I or II 3-P.H. with LC of 1000 kg.



Tractor Buying Assignment #5

You are looking for a tractor with these specifications:

- Power: 46 kW (± 10 kW)
- 540 PTO
- 1 Hydraulic Line
- Fast-acting Hydraulics

Tractor Buying Assignment #6

You are looking for a tractor with these specifications:

- Power: 50 kW (± 10 kW)
- 540 & 2100 PTO
- 2 Hydraulic Lines
- Many Speeds < 10 km/hour

Tractor Buying Assignment #7

You are looking for a tractor with these specifications:

- Power: 57 kW (± 10 kW)
- 540 PTO
- 2 Hydraulic Lines
- Cat. I or II 3-P.H. with LC of 1200 kg.
- Fast-acting Hydraulics

Tractor Buying Assignment #8

You are looking for a tractor with these specifications:

- Power: 64 kW (± 10 kW)
- 540 PTO
- 2 Hydraulic Lines
- Cat. II 3-P.H. with LC of 2000 kg.
- Fast-acting Hydraulics



Tractor Buying Assignment #9

You are looking for a tractor with these specifications:

- Power: 68 kW (± 10 kW)
- 4WD
- Many Speeds < 10 km/hour

Tractor Buying Assignment #10

You are looking for a tractor with these specifications:

- Power: 72 kW (± 10 kW)
- 540 & 1000 PTO
- 3 Hydraulic Lines
- Cat. II 3-P.H. with LC of 2300 kg.

Tractor Buying Assignment #11

You are looking for a tractor with these specifications:

- Power: 76 kW (± 10 kW)
- 4WD
- 4 Hydraulic Lines
- Fast-acting Hydraulics

Tractor Buying Assignment #12

You are looking for a tractor with these specifications:

- Power: 80 kW (± 10 kW)
- 540 PTO
- 3 Hydraulic Lines
- Cat. II 3-P.H. with LC of 3500 kg.
- Many Speeds < 10 km/hour



Tractor Buying Assignment #13

You are looking for a tractor with these specifications:

- Power: 87 kW (± 10 kW)
- 4WD
- 540 & 1000 PTO
- 3 Hydraulic Lines
- Fast-acting Hydraulics

Tractor Buying Assignment #14

You are looking for a tractor with these specifications:

- Power: 95 kW (± 10 kW)
- 540 PTO
- 3 Hydraulic Lines
- Cat. II 3-P.H. with LC of 3500 kg.

Tractor Buying Assignment #15

You are looking for a tractor with these specifications:

- Power: 102 kW (± 10 kW)
- 4 Hydraulic Lines
- Many Speeds < 10 km/hour

Tractor Buying Assignment #16

You are looking for a tractor with these specifications:

- Power: 106 kW (± 10 kW)
- 1000 PTO
- Cat. III 3-P.H. with LC of 3500 kg
- Many Speeds < 10 km/hour



Tractor Buying Assignment #17

You are looking for a tractor with these specifications:

- Power: 110 kW (± 10 kW)
- 4WD
- 540 & 1000 PTO
- 3 Hydraulic Lines
- Cat. II or III 3-P.H. with LC of 4300 kg.
- Fast-acting Hydraulics

Tractor Buying Assignment #18

You are looking for a tractor with these specifications:

- Power: 117 kW (± 10 kW)
- 4WD
- 1000 PTO
- 3 Hydraulic Lines

Tractor Buying Assignment #19

You are looking for a tractor with these specifications:

- Power: 125 kW (± 10 kW)
- 4WD
- 1000 PTO
- 4 Hydraulic Lines
- Cat. III 3-P.H. with LC of 5200 kg.
- Many Speeds < 10 km/hour

Tractor Buying Assignment #20

You are looking for a tractor with these specifications:

- Power: 132 kW (± 10 kW)
- 540 & 1000 PTO
- 4 Hydraulic Lines
- Cat. III 3-P.H. with LC of 5300 kg
- Many Speeds < 10 km/hour



Tractor Buying Assignment #21

You are looking for a tractor with these specifications:

- Power: 136 kW (± 10 kW)
- 3 Hydraulic Lines
- Cat. II or III 3-P.H. with LC of 4700 kg.
- Fast-acting Hydraulics

Tractor Buying Assignment #22

You are looking for a tractor with these specifications:

- Power: 140 kW (± 10 kW)
- 4WD
- 1000 PTO
- 4 Hydraulic Lines

Tractor Buying Assignment #23

You are looking for a tractor with these specifications:

- Power: 147 kW (± 10 kW)
- 4WD
- 5 Hydraulic Lines
- Cat. III 3-P.H. with LC of 5800 kg.
- Fast-acting Hydraulics

Tractor Buying Assignment #24

You are looking for a tractor with these specifications:

- Power: 150 kW (± 10 kW)
- 4WD
- 540 & 1000 PTO
- Many Speeds < 10 km/hour



Tractor Seller Spec Sheets

Wheat King Tractor Company



Model	100	200A	200B	300A	300B
Power (kw)	39	57	65	109	139
Drive					
2WD	std.	std.	std.	std.	std.
4WD	opt.	opt.	opt.	opt.	opt.
Price for 4WD option	\$13,000	\$14,000	\$15,000	\$18,000	\$21,000
Transmission					
Speeds	10	10	10	12	12
< 10 km/hour	6	6	6	6	6
Optional Trans. Speeds	20	20	20	24	24
< 10 km/hour	11	11	11	13	13
Price for option	\$5,000	\$5,000	\$5,000	\$6,000	\$6,000
PTO					
540	opt.	opt.	opt.	opt.	opt.
1000	n.a.	n.a.	opt.	opt.	opt.
2100	opt.	opt.	opt.	n.a.	n.a.
Price for each PTO option	\$9,000	\$10,000	\$11,000	\$13,000	\$14,000
Hydraulics					
Std. Flowrate (l/min)	32	44	50	79	100
Opt Flow (l/min)	40	56	63	101	128
Price for opt. flow	\$2,000	\$2,000	\$2,000	\$3,000	\$3,000
# of Lines	1 – std., 3 – opt.	2 – std., 4 – opt.	2 – std., 4 – opt.	3 – std., 5 – opt.	3 – std., 5 – opt.
Price per extra line	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
3-Point Hitch					
Standard	None	None	None	None	None
<i>Option 1</i>	Cat. I	Cat. I	Cat. I	Cat. II	Cat. III
Lifting Capacity (kg)	900	1300	1500	4000	5200
Price for Option	\$10,000	\$10,000	\$8,000	\$10,000	\$11,000
<i>Option 2</i>	Cat. II	Cat. II	Cat. II	Cat. III	Cat. III+
Lifting Capacity (kg)	1600	2200	2500	4600	6300
Price for Option	\$12,000	\$12,000	\$10,000	\$12,000	\$13,000
Price for Standard Model	\$65,000	\$78,000	\$85,000	\$118,000	\$141,000



Dustmakers Farm Equipment

DUSTMAKERS



Model	1313	1330	3013	3030	3033
Power (kw)	27	53	72	113	135
Drive					
2WD	std.	std.	std.	n.a.	n.a.
4WD	n.a.	n.a.	n.a.	std.	std.
Transmission					
Speeds	10	10	10	12	12
< 10 km/hour	5	5	5	6	6
Optional Trans. Speeds < 10 km/hour	n.a.	n.a.	n.a.	n.a.	n.a.
PTO (only 1 PTO option allowed)					
540	n.a.	opt.	opt.	opt.	opt.
1000	n.a.	n.a.	n.a.	opt.	opt.
2100	n.a.	n.a.	n.a.	n.a.	n.a.
Price for option		\$11,000	\$12,000	\$15,000	\$17,000
Hydraulics					
Flowrate (l/min)	23	41	54	82	98
# of Lines	1 – std.	1 – std., 2 – opt.	2 – std.	2 – std., 3 – opt.	3 – std., 4 – opt.
Price per extra line		\$5,000		\$5,000	\$5,000
3-Point Hitch					
Standard	none	none	none	none	none
Option 1	Cat I	Cat I	Cat II	Cat II	Cat III
Lifting Capacity (kg)	600	1100	2600	3900	5300
Price for Option	\$9,000	\$11,000	\$12,000	\$14,000	\$16,000
Price for Standard Model	\$47,000	\$66,000	\$79,000	\$107,000	\$123,000



Farm Power Inc.



Model	2020	2030	2040	2050	2060
Power (kw)	68	80	106	128	147
Drive					
2WD	std.	n.a.	std.	n.a.	n.a.
4WD	n.a.	std.	n.a.	std.	std.
Transmission					
Speeds	10	10	10	8	8
< 10 km/hour	5	5	5	4	4
Optional Trans. Speeds	20	20	20	24	24
< 10 km/hour	11	11	11	13	13
Price for option	\$5,000	\$5,000	\$6,000	\$8,000	\$8,000
PTO					
540	std.	std.	std.	std.	std.
1000	opt.	opt.	opt.	opt.	opt.
2100	n.a.	n.a.	n.a.	n.a.	n.a.
Price for option	\$12,000	\$13,000	\$14,000	\$16,000	\$17,000
Hydraulics					
Flowrate (l/min)	65	76	99	119	135
# of Lines	2 – std., 3 – opt.	2 – std., 3 – opt.	3 – std., 4 – opt.	3 – std., 4 – opt.	3 – std., 5 – opt.
Price per extra line	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
3-Point Hitch					
Standard	Cat. I	Cat. II	Cat. II	Cat. II	Cat III
Lifting Capacity (kg)	1500	3000	3900	4600	6000
<i>Optional 3-P.H.</i>	Cat II	n.a.	n.a.	Cat III	n.a.
Lifting Capacity (kg)	2600			5300	
Price for Option	\$1,000			\$1,000	
Price for Standard Model	\$102,000	\$125,000	\$133,000	\$170,000	\$188,000



Agri-World Equipment



Model	5500	6200	7100	8000	8100
Power (kw)	31	83	98	124	143
Drive Standard	4WD	4WD	4WD	4WD	4WD
Transmission					
Speeds	12	10	10	10	10
< 10 km/hour	7	7	7	7	7
Optional Trans. Speeds	18	15	15	15	15
< 10 km/hour	11	10	10	10	10
Price for option	\$3,000	\$2,000	\$2,000	\$2,000	\$2,000
PTO					
540	std.	std.	std.	opt.	opt.
1000	n.a.	n.a.	opt.	std.	std.
2100	n.a.	n.a.	n.a.	n.a.	n.a.
Price for option			\$10,000	\$11,000	\$12,000
Hydraulics					
Flowrate (l/min)	28	68	86	100	115
# of Lines	2 – std., 4 – opt.	3 – std., 5 – opt.	4 – std., 6 – opt.	4 – std., 6 – opt.	4 – std., 6 – opt.
Price per extra line	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
3-Point Hitch					
Standard	Cat. I	Cat. II	Cat. II	Cat. III	Cat III
Lifting Capacity (kg)	800	3100	3600	5100	5900
<i>Optional 3-P.H.</i>	n.a.	n.a.	n.a.	Cat III+	Cat III+
Lifting Capacity (kg)				5900	6800
Price for Option				\$1,000	\$1,000
Price for Standard Model	\$73,000	\$123,000	\$140,000	\$164,000	\$182,000



Field Worker Tractor



Model	432	434	436	439	520
Power (kw)	20	46	61	94	120
Turbocharged Power	23	53	70	108	138
Extra Price for Turbocharger	\$3,000	\$3,000	\$4,000	\$5,000	\$7,000
Drive					
Standard	2WD	2WD	2WD	2WD	2WD
Option	n.a.	n.a.	n.a.	4WD	4WD
Price for 4WD option				\$15,000	\$17,000
Transmission					
Speeds	16	16	16	15	15
< 10 km/hour	10	10	10	9	9
Optional Trans. Speeds	n.a.	n.a.	n.a.	n.a.	n.a.
< 10 km/hour					
Price for option					
PTO					
540	std.	std.	std.	std.	std.
1000	n.a.	n.a.	n.a.	opt.	opt.
2100	opt.	opt.	n.a.	n.a.	n.a.
Price for option	\$6,000	\$5,000		\$10,000	\$11,000
Hydraulics					
Flowrate (l/min)	20	40	51	77	97
# of Lines	1 – std., 2 – opt.	1– std., 2 – opt.	2 – std., 3 – opt.	2 – std., 3 – opt.	3 – std., 4 – opt.
Price per extra line	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
3-Point Hitch					
Standard	Cat. I	Cat. I	Cat. II	Cat. II	Cat III
Lifting Capacity (kg)	500	1100	2300	3400	5000
<i>Optional 3-P.H.</i>	n.a.	n.a.	n.a.	n.a.	n.a.
Lifting Capacity (kg)					
Price for Option					
Price for Standard Model	\$63,000	\$84,000	\$95,000	\$126,000	\$147,000



Harvest Helper Company



Model	F-35	F-76	S-91	S-116	S-132
Power (kw)	35	76	91	116	132
Drive Standard Option	2WD n.a.	2WD n.a.	4WD n.a.	4WD n.a.	4WD n.a.
Transmission Speeds < 10 km/hour Optional Trans. Speeds < 10 km/hour Price for option	20 15 n.a.	24 17 n.a.	24 17 n.a.	24 17 n.a.	24 17 n.a.
PTO 540 1000 2100	std. n.a. std.	std. n.a. std.	std. std. n.a.	std. std. n.a.	std. std. n.a.
Hydraulics Flowrate (l/min) # of Lines Price per extra line	36 2 – std.	73 3 – std.	86 3 – std.	108 4 – std.	122 4 – std.
3-Point Hitch Standard Lifting Capacity (kg) <i>Optional 3-P.H.</i> Lifting Capacity (kg) Price for Option	Cat. I 900 n.a.	Cat. II 3000 n.a.	Cat. II 3500 n.a.	Cat. III 5100 n.a.	Cat III 5700 n.a.
Price for Standard Model	\$81,000	\$118,000	\$146,000	\$178,000	\$202,000



Little Bull Plow Pullers



Model	LB-1100	LB-1101	LB-1102	LB-1103	LB-1104
Power (kw)	24	42	50	87	102
Drive Standard Option Price for 4WD option	2WD n.a.	2WD n.a.	2WD n.a.	2WD n.a.	2WD n.a.
Transmission Speeds < 10 km/hour Optional Trans. Speeds < 10 km/hour Price for option	16 10 n.a.	16 10 n.a.	16 10 n.a.	18 11 n.a.	18 11 n.a.
PTO 540 1000 2100 Price for option	opt. n.a. std. \$4,000	opt. n.a. std. \$4,000	opt. n.a. std. \$5,000	std. n.a. std.	std. n.a. n.a.
Hydraulics Flowrate (l/min) # of Lines Price per extra line	21 1 – std., 2 – opt. \$2,000	33 1 – std., 2 – opt. \$2,000	39 2 – std., 3 – opt. \$2,000	64 2 – std., 3 – opt. \$2,000	75 3 – std., 4 – opt. \$2,000
3-Point Hitch Standard Lifting Capacity (kg) <i>Optional 3-P.H.</i> Lifting Capacity (kg) Price for Option	Cat. I 600 Cat. I+ 700 \$1,000	Cat. I 1000 Cat. II 1700 \$1,000	Cat. I 1200 Cat. II 2000 \$1,000	Cat. II 2900 Cat. II+ 3400 \$1,000	Cat. II 3700 Cat. III 4300 \$1,000
Price for Standard Model	\$65,000	\$80,000	\$87,000	\$116,000	\$130,000