

## Hydraulics Service Company Takes On Any Size Repair Job

From the smallest hydraulic cylinders to giant 25,000-lb. behemoths, DNC Hydraulics technicians will take on any repair job.

The Rawson, Ohio, company started out doing hydraulic repair for local farmers and garbage haulers in 1991. While the focus is still on agriculture, the company does work for a wide range of industries, from steel mills to crane rental to injection molding plants.

"My dad Dave started out fixing telescoping cylinders, gear pumps and gear motors," says Cody Conway, DNC Hydraulics. "By 2008 we had 5 full-time employees. We now have 40 full-time employees and can rebuild your cylinder and hydrostats to better than OEM quality."

DNC does cylinder repair with a 1-year warranty on completely rebuilt cylinders. The addition of a hydraulic pump repair shop added hydrostatic pump, motor and valve repair. They, too, get a year's warranty when rebuilt. This summer, DNC added Eaton hose lines for immediate repair or replacement.

DNC services all pump makes and models. Conway promises an exact quote on price and time frame for delivery within 3 days.

DNC also provides a mobile repair service for customers within a 200-mile radius and is adding on-site servicing of equipment.

The machine shop does all types of cylinder repair, recently shipping a 15,000-lb. cylinder to a customer in Louisiana. Conway says the largest cylinder repaired to date was 27,000 lbs.

"We saw guys paying top dollar for things that we can do for half the cost, and we provide a warranty when rebuilding," says Conway.

Conway gives his dad full credit for reinvesting in the business and the people. He says it is the people who are responsible for building the business.

"If you have a problem, give us a call," says Conway. "All we need to know is the reason for failure, whether leaking, heating up, or simply weak. Having the model and serial number is helpful, too."

Conway notes that it can also help if the customer sends photos via email or text. "Our average turnaround is 1 to 2 weeks, but hose assemblies are usually the next day, if not the same day," he says. "Gear pump units



**DNC Hydraulics says it can rebuild any hydraulic cylinder, including giant ones (above). They also restore pumps to better than OEM quality.**



get cycled quickly, usually with a 1 to 2-day turn around."

Contact: FARM SHOW Followup, DNC Hydraulics, 5219 Co. Rd. 313, Rawson, Ohio 45881 (ph 419 963-2800; info@dnchydraulics.com; www.dnchydraulics.com).

## Manuals To Buy And Sell

Mike Becker has no problem parting with his collection of manuals, brochures and ag equipment memorabilia. He says it helps that he is a "paper farmer", not a collector.

"I collect other things like cream separators and Wisconsin-made tools, but the manuals, sales brochures and related items are what I sell to other collectors," explains Becker.

Becker got his start in the 1990's when he picked up a box of manuals. After 25 years of buying and selling, he has customers in Europe, Canada and around the U.S. One customer from Denmark is traveling to the U.S. this summer and plans to stop by.

Becker has no shortage of customers. The increasingly hard part is finding material to sell.

Small farm equipment dealerships were once a good source. He would go to auctions when they sold out. However, there are fewer and fewer left to sell out. The same holds true for older farmers who once picked up the literature or got a manual when they bought some piece of equipment.

"There is simply less to be found," he says. "There are fewer and fewer old places that haven't been cleaned out. All too often when they are cleared out, a dumpster is brought in and everything goes. People don't put a value on old paper."

Becker recalls a John Deere pocket ledger that he bought and later sold. Printed in the 1880's, it had been used by the farmer who owned it.

"I find some things in mint condition; perhaps they were stuck in a drawer and forgotten," he says. "However, most farmers didn't have much money, and they used everything they had. Most of the brochures and manuals I come across have been well-read and used."

Although some of his items, especially brochures, go to collectors, Becker estimates about 75 percent goes to people who own the actual equipment. Many of them want the manual to help them maintain or perhaps restore the equipment. That can include toy replicas of the equipment.

"I have some customers who are either building scale model replicas or customizing



**Mike Becker has no shortage of customers for his collection of manuals, sales brochures, and ag equipment memorabilia.**

existing toy models of the equipment," says Becker. "They want the manuals for the specifications and the look they want to get. They may take a toy replica of a gas-powered tractor and have it customized as an LP version."

One source of customers and supplies of materials is antique equipment shows. He recently attended the Red Power Roundup.

"I talked to folks from the Netherlands, Austria, England, New Zealand and more," says Becker. "They are usually looking for brochures and memorabilia. I had a couple of customers for manuals from Canada stop by, as well as a few folks with manuals and such to sell."

Becker encourages FARM SHOW readers with unwanted farm equipment literature to contact him. He is always in the market.

"I have to keep buying stuff so I can keep selling it," he says. "I'm always looking for nice clean originals, whether for trucks, tractors or whatever."

Contact: FARM SHOW Followup, Mike Becker, 19438 County Hwy. X, Chippewa Falls, Wis. 54729 (ph 715 726-1942).



**Ken Woodard worked at Farmallparts.com for 5 years, answering calls and filling parts orders. He's semi-retired now and rebuilds carburetors one day a week for the company.**

Photo by Dan Harrick

## Huge Parts Supplier For Antique Farmalls, Cubs

"International Harvester built more than 128 letter series Farmall tractor models from 1924 until 1985, and we carry parts for just about every one of them," says Steve Beals, who runs Farmallparts.com. "We have the largest Farmall parts collection in the U.S. west of the Mississippi."

He started nearly 30 years ago and now has nearly 20 employees in two Oregon locations. Why isn't he located in the center of the country, where there are many more farm tractors? "With the internet, it doesn't make a difference if you're on Key West or the West Coast. People anywhere in the world can scroll through our online catalog or call us, find what they want, and order it."

In the past 15 years Farmallparts.com has processed more than 50,000 orders, sending parts to all 50 states and at least 8 foreign countries.

Over the years Beals has purchased the complete inventory of several International Harvester dealers from throughout the country. "We have engine, transmission, drive train, carburetor, radiator and electrical parts for virtually every Farmall and Cub tractor ever made," Beals says. "We have seats,

hoods, manuals, decals, stickers, hitch and implement components, gauges, instruments and cables. If it's on a Farmall or Cub tractor, it might be in our inventory," Beals adds.

The company rebuilds carburetors and magnetos and makes about half the parts it sells. They build all wiring harnesses for any year of any IH product built before 1985. They also have many molds to make rubber parts and have a deal with the original supplier of International Harvester paint, so every drop they sell is restoration quality original color.

Beals maintains that one of the reasons for the success of the business is the excellent photography of every part shown. "My first occupation was a commercial photographer, so when I started this I personally photographed every part we sold. There's a staff doing that now, but the quality standard was set years ago."

"If the part is presented clearly so people can zoom in and see it close up, that's a big advantage."

Contact: FARM SHOW Followup, Farmall Parts, 2704 SE Steele St., Portland, Ore. (ph 888 288-0550; www.farmallparts.com).