Bringing Discipline Into Your Valuation Process

Cory Forrester
General Manager • Forrester Farm Equipment
August 1-2, 2017
Bringing Discipline Into Your Valuation Process

Dusty Schulz
Used Ag Equipment Manager • Butler Machinery Co.
August 1-2, 2017
Introduction

- **Dusty Schulz, Butler Machinery Co**
  - Worked in the Cat/AGCO dealer network for 14 years
    - Butler Machinery and Ziegler, Inc.
  - Have experience in Finance, Sales, Branch Operations Management, and Used Ag Equipment (current role)
  - BS in Business Finance from Montana State University Bozeman, MT
  - MBA in Management from University of Mary Bismarck, ND
Introduction

• **About Butler Machinery Co**
  - AGCO Dealer in 3 states (ND, SD, and NE)
  - Caterpillar Dealer in 2 states (ND and SD)
  - 3rd Generation Family owned (62 years in business)
  - 18 store locations, approx. 45 sales people on the ag side
Our Used Valuation Process

- Trade evaluations all go through used department
  - Department of 3 (myself 2 others)
  - All stores submit for trade values through a common workflow
  - Centralized decisions on trade values, reconditioning, etc. by used department
  - Trade values good for 60 days
- Store Manager can override values at their discretion
  - This is tracked and visible
    - Alert set up for when it happens
Process of Establishing Trade Values

• Past history
  • We track all values given overtime
• Current inventory
  • What do we have? How many? At what prices?
• Sales history
  • Where have our transaction prices been? How recently?
• Iron Solutions Guide
• Current Market
  • Tractorhouse, Fastline, Auction results, etc.
    • Where are similar machines priced?
Working with Pressures on Values

• Working with Sales Department pressures to bump values
  • New Inventory and Vendor pressure
    • Want to move what they already have & build more
  • Sales department
    • Competitive owner, new customer, etc.
• Used Equipment can’t get lost in this
  • Need to have things owned correct with the market regardless of situations mentioned above
  • Finding balance in that for it to work for all
    • Lower new margins coupled with a smaller value bump for example
Managing Reconditioning Spend

- Controlling Reconditioning efforts
  - Don’t overspend
  - Used machine inventory isn’t a blank check for service department
    - All work orders opened by used department
    - Alerts set for going over budget and work order opening
  - Based upon machine age and condition, we make different decisions on what to do
    - Having equipment in the yard for all buyers
      - Do it yourself, Do it for me, warranty, as-is, etc.
Aged Machine revisit

• Keeping close tabs on what we have and where they are priced
  • Is the current market dictating a reprice?
  • How many machines available?
  • Do we feel there is a chance the market could turn for the better?
• Patience is a good thing sometimes, but also is admitting when we are out of line
• Educated approach here with history and facts from the market
  • Crystal Ball!?
Recap

• A disciplined approach for us includes:
  • Using good logic, multiple resources, and current market conditions on the front end to establish the trade value
  • Making sure used equipment values aren’t sharing too much burden in getting a new machine sale and that external pressures are kept at bay
  • Taking an educated approach to reconditioning efforts
  • Using available information to recognize when to reprice aged units vs. when to hold
Thank you for your time!
Bringing Discipline Into Your Valuation Process

David Gibson
Wholesale Division Manager • H&R Agri-Power
August 1-2, 2017
H&R AGRI-POWER
THE POWER TO GET YOU MORE
H&R Agri-Power

- 13 locations, 5 states
- Approximately 335 employees
- Primarily employee owned company (ESOP)
Wholesale Division
Wholesale Division

- Evaluate possible trades for 43 salesmen in 13 locations. Determine the wholesale value.
Wholesale Division

• Evaluate possible trades for 43 salesmen in 13 locations. Determine the wholesale value.
• Evaluated over 5,000 trade appraisals in the past year.
Wholesale Division

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• Evaluated over 5,000 trade appraisals in the past year.
• Frequently attend farm equipment auctions to monitor used equipment values.
Wholesale Division

• Evaluate possible trades for 43 salesmen in 13 locations. Determine the wholesale value.
• Evaluated over 5,000 trade appraisals in the past year.
• Frequently attend farm equipment auctions to monitor used equipment values.
• Leverage a network of dealers, auction companies and wholesale buyers to move unwanted trades out of our area.
Wholesale Division

• Assist with evaluation, marketing and liquidation of aged inventory.
Wholesale Division

• Assist with evaluation, marketing and liquidation of aged inventory.
• Purchase used equipment as needed.
What do we consider wholesale value to be?
What do we consider wholesale value to be?

- The wholesale value is our estimate of what a used machine will sell for if taken to auction.
What do we consider wholesale value to be?

• The wholesale value is our estimate of what a used machine will sell for if taken to auction.
• The wholesale value *is not* necessarily a booking number.
What do we consider wholesale value to be?

• The wholesale value is our estimate of what a used machine will sell for if taken to auction.
• The wholesale value is not necessarily a booking number.
• Booking – Wholesale Value = Level of Risk
First Step:
Gathering Information
Used Unsold Inventory

Xtags: 62
Tags: 581
Total Units: 643
Total Cost (including SALE): $18,105,731.03
Total Cost (less SALE): $16,753,235.44
Average Days: 183

Inventory Details

© 2017 - PowerEQ
<table>
<thead>
<tr>
<th><strong>Store</strong>&lt;br&gt;Corporate</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Salesman</strong>&lt;br&gt;DAVE GIBSON</td>
</tr>
<tr>
<td><strong>Value Range</strong>&lt;br&gt;ALL</td>
</tr>
<tr>
<td><strong>Customer</strong>&lt;br&gt;CNH Industrial Capital</td>
</tr>
<tr>
<td><strong>Make</strong>&lt;br&gt;Case IH</td>
</tr>
<tr>
<td><strong>Model</strong>&lt;br&gt;Magnum 180</td>
</tr>
<tr>
<td><strong>Serial Number</strong>&lt;br&gt;****DO NOT use NSN.&lt;br&gt;ZERH08394</td>
</tr>
<tr>
<td><strong>Year</strong>&lt;br&gt;Enter 0 if unknown; save as incomplete and lookup year later; may enter estimate in comment&lt;br&gt;2015</td>
</tr>
<tr>
<td><strong>Does the hour meter work?</strong>&lt;br&gt;Yes&lt;br&gt;No</td>
</tr>
</tbody>
</table>
HYDRAULICS and PTO

Number of Remote Valves *
- 1
- 2
- 3
- 4
- 5
- 6

Power Beyond Kit and Return *
- Yes
- No

Hydraulic Motor Return *
- Yes
- No

Hydraulic Pump
- Standard Flow
- High Flow
- Unknown

Hydraulic System Type *
- Open Center
- Closed Center or PFC
**Miscellaneous Condition Notes**

Small 1000 PTO shaft is with the tractor. No other shafts are available.

**Did you drive the tractor?**

- Yes
- No

Please take photos of the unit before you park it in the shed. These photos may be used to advertise the unit.

**Did you find any issues while driving it?**

- Yes
- No

**Has this unit been used as a scraper/pan tractor?**

- Yes
- No

**Is There Damage to the Unit?**

- Yes
- No

**MARKET and VALUATION**

**Potential Market**

- Used - Reconditioned
- Used - Sold AS-IS
- Wholesale
- Auction
Reconditioning *
select all that apply
- Category 1 Inspection
- Wash & Detail
- Wax
- Glaze & Wax
- Rubbing Compound Process
- Use Additional Recondition Comments to add other options
- None

Additional Reconditioning Needed - Details
Check fluids, Misc repairs as needed.

Estimated Reconditioning Amount *
1000

PHOTOS

Full Front Photo *

![Tractor](image-url)
Tractor Row Crop v2.1
July 7, 2017 at 7:21 AM
Tractor Row Crop v2.1

<table>
<thead>
<tr>
<th>TRACTOR ROW CROP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Store: Corporate</td>
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<tr>
<td>Salesman: DAVE GIBSON</td>
</tr>
<tr>
<td>Value Range: ALL</td>
</tr>
<tr>
<td>Customer: CNHI Capital</td>
</tr>
<tr>
<td>Make: Case IH</td>
</tr>
<tr>
<td>Model: Magnum 180</td>
</tr>
<tr>
<td>Serial Number: ZERH09394</td>
</tr>
<tr>
<td>Year: 2015</td>
</tr>
<tr>
<td>Does the hour meter work?: Yes</td>
</tr>
<tr>
<td>Projected Engine Hours: 406</td>
</tr>
<tr>
<td>Projected Availability Date: 08/06/2017</td>
</tr>
<tr>
<td>Is this unit still under base warranty?: No</td>
</tr>
<tr>
<td>Does this unit have extended warranty?: Yes</td>
</tr>
<tr>
<td>Extended Warranty Expiration Date: 10/31/2018</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CAB AND GUIDANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Horsepower (PTO): 150</td>
</tr>
<tr>
<td>Emissions Tier: 4</td>
</tr>
<tr>
<td>Is unit Auto-Guidance Ready?: Yes</td>
</tr>
<tr>
<td>Does unit have Auto-Guidance components?: Yes</td>
</tr>
<tr>
<td>Precision Ag - Display?: Yes</td>
</tr>
<tr>
<td>Display Model: Pro 700</td>
</tr>
<tr>
<td>Precision Ag - Controller?: Yes</td>
</tr>
<tr>
<td>Controller Model: Nav 2</td>
</tr>
<tr>
<td>Signal Unlock Code: WAAS</td>
</tr>
<tr>
<td>Precision Ag - Data Card or Flash Drive?: No</td>
</tr>
<tr>
<td>Precision Ag - Receiver?: Yes</td>
</tr>
<tr>
<td>Receiver Model: 372</td>
</tr>
<tr>
<td>Condition of Instruments: 9</td>
</tr>
<tr>
<td>Condition of Air Conditioning: 9</td>
</tr>
<tr>
<td>Cab: Yes</td>
</tr>
<tr>
<td>Primary Seat: Air Ride</td>
</tr>
<tr>
<td>Instructional Seat: Yes</td>
</tr>
<tr>
<td>Seats: Leather Seats</td>
</tr>
<tr>
<td>Condition of Seat(s): 9</td>
</tr>
<tr>
<td>Cab Mirrors: Power Adjust</td>
</tr>
<tr>
<td>Lighting: LED</td>
</tr>
<tr>
<td>Condition of Lights: 8</td>
</tr>
<tr>
<td>Appearance of Cab Interior/Operator Platform: 8</td>
</tr>
<tr>
<td>Cab Details: Needs minor cleaning</td>
</tr>
<tr>
<td>Joystick: Electronic</td>
</tr>
<tr>
<td>Shift: Power Shift Transmission</td>
</tr>
<tr>
<td>Shuttle: Hydraulic</td>
</tr>
<tr>
<td>Forward Speeds #: 19</td>
</tr>
<tr>
<td>Reverse Speeds #: 6</td>
</tr>
<tr>
<td>Condition of Transmission: 9</td>
</tr>
<tr>
<td>Front Axle Diff Lock: No</td>
</tr>
</tbody>
</table>
Rear Axle Diff Lock?: Yes
Remote Valves: Electric
Condition of Steering: 8
Condition of Brakes: 8
Condition of Clutch: 8
FUEL and FRONT AXLE

Radar: Yes
Suspended Cab: No
Auxiliary Fuel Filter: No
Injection Pump: Common Rail
Front Axle: MPD
MPD Front Axle: Heavy Duty (will accomodate dual front tires)
Suspended Front Axle: No
Front Fenders: No
Front Weights #: 0
Front Weight Bracket: Small
Rear Wheel Weights #: 0

HYDRAULICS and PTO

Number of Remote Valves: 4
Power Beyond Kit and Return: Yes
Hydraulic Motor Return: Yes
Hydraulic Pump: High Flow
Hydraulic System Type: Closed Center or PFC
Condition of Hydraulics: 8
3-Point Hitch: Yes
Condition of Lift Arms: 8
Quick Hitch: Yes
PTO 540 RPM: Yes
PTO 1000 RPM: Yes
1000 RPM Shaft: 1.38
Condition of PTO: 8

TIRES and TRACKS

Tires or Tracks: Tires
Front Tires - Duals?: No
Front Tire Size: 390/85R34 (14.9R34)
Front Tire Tread Type: R1W
Front Tire Brand: Firestone
Inner Front Tire Percentge Tread Remaining: 80%
Front Tire Stubbble Damage: 10 None
Will Rear Axle Accomodate Dual Hubs?: Yes
Rear Tires - Duals?: Yes
Rear Tire Size: 480/85R46 (18.4R46)
Rear Tire Tread Type: R1W
Rear Tire Brand: Firestone
Inner Rear Tire Percentge Tread Remaining: 80%
Outer Rear Tire Percentge Tread Remaining: 80%
Rear Tire Stubbble Damage: 10 None

LOADER

Loader Included: No

EXTERNAL AND OVERALL UNIT EVALUATION

Appearance of Sheet Metal: 8
Appearance of Paint - Body: 8
Appearance of Paint - Sheet Metal: 8
Has the Unit Been Repainted?: No
Appearance of Decals: 8
Appearance of Shields: 8
Overall Appearance of Entire Machine: 8
Overall Appearance Comments: Needs a hand wash
Missing Shields: No
Fluid Leaks: 10 No Leaks
Liquids Contaminated: 10 None Contaminated
Engine Blow By: 10 No Blow By
Overall Condition of Entire Machine: 8
Miscellaneous Condition Notes: Small 1000 pto shaft is with the tractor, no other shafts are with the tractor.
Did you drive the tractor?: Yes
Please take photos of the unit before you park it in the shed. These photos may be used to advertise the unit.

Did you find any issues while driving it?: No
Has this unit been used as a scraper/pan tractor?: No
Is There Damage to the Unit?: No

MARKET and VALUATION

Potential Market: Used - Reconditioned
Reconditioning: Wash & Detail
Additional Reconditioning Needed - Details: Check fluids and misc Repairs
Estimated Reconditioning Amount: 1000

PHOTOS
Second Step: Appraising The Unit
Appraisal Tools
Instructions: How To Create An Appraisal

Region & Guide Issue

- Northcentral US
- Summer 2017

Currency Converter (Optional)

Specify Equipment

- Tractor: Case IH
- Magnum 180

Use the information below to determine the Production Year:

<table>
<thead>
<tr>
<th>Year</th>
<th>Serial Beginning At</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>2016</td>
<td>ZFRH05002</td>
<td>See Note</td>
</tr>
<tr>
<td>2015</td>
<td>ZERH08100</td>
<td>See Note</td>
</tr>
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</table>
# CASE IH TRACTOR MODEL MAGNUM 180 (2015)

<table>
<thead>
<tr>
<th>Serial Number</th>
<th>Guide Issue</th>
<th>Region</th>
<th>Record ID</th>
<th>Currency</th>
<th>Exchange</th>
<th>Appraisal Date</th>
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<tbody>
<tr>
<td>ZERH08394</td>
<td>Summer 2017</td>
<td>Northcentral US</td>
<td>128166</td>
<td>USD</td>
<td>--</td>
<td>7/10/2017</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Phone Number</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>-</td>
<td>CNH Industrial Capital</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

## VALUES

<table>
<thead>
<tr>
<th></th>
<th>Wholesale</th>
<th>Trade Rough</th>
<th>Trade Premium</th>
<th>Resale Cash</th>
<th>Advertised</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Base Value</strong></td>
<td>$97,577</td>
<td>$99,256</td>
<td>$105,969</td>
<td>$119,021</td>
<td>$130,900</td>
</tr>
<tr>
<td><strong>Usage Adjustment</strong></td>
<td>1,721</td>
<td>1,721</td>
<td>1,721</td>
<td>2,151</td>
<td>2,367</td>
</tr>
<tr>
<td><strong>Options Adjustment</strong></td>
<td>6,736</td>
<td>6,736</td>
<td>6,736</td>
<td>8,420</td>
<td>9,262</td>
</tr>
<tr>
<td><strong>Recond. Adjustment</strong></td>
<td>--</td>
<td>150</td>
<td>150</td>
<td>--</td>
<td>--</td>
</tr>
</tbody>
</table>

**Adjusted IRON Total**

- Wholesale: $106,034
- Trade Rough: $107,863
- Trade Premium: $114,576
- Resale Cash: $129,592
- Advertised: $142,529

### APPRAISAL

**Usage Adjustment**

- Eng Hours: 406 (IRON Avg. 1,100); Per Eng Hour Factor: $3.10 (IRON Avg. $3.10); Adjustments: $2,151
<table>
<thead>
<tr>
<th>Auction</th>
<th>Date</th>
<th>Auction Location</th>
<th>Lot #</th>
<th>Make</th>
<th>Model</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equipment Alley</td>
<td>9/4/15</td>
<td>Hopkinsville, KY</td>
<td>714657</td>
<td>Case IH</td>
<td>Magnum 180</td>
</tr>
<tr>
<td>Equipment Alley</td>
<td>8/20/15</td>
<td>Paragould, AR</td>
<td>700537</td>
<td>Case IH</td>
<td>Magnum 180</td>
</tr>
<tr>
<td>Equipment Alley</td>
<td>8/20/15</td>
<td>Camilla, GA</td>
<td>698750</td>
<td>Case IH</td>
<td>Magnum 180</td>
</tr>
<tr>
<td>Weeks</td>
<td>11/11/15</td>
<td>Moultrie, GA</td>
<td>668</td>
<td>Case IH</td>
<td>Magnum 180</td>
</tr>
<tr>
<td>Equipment Alley</td>
<td>11/12/15</td>
<td>Terre Haute, IN</td>
<td>701130</td>
<td>Case IH</td>
<td>Magnum 180</td>
</tr>
<tr>
<td>Equipment Alley</td>
<td>10/14/15</td>
<td>Paragould, AR</td>
<td>700325</td>
<td>Case IH</td>
<td>Magnum 180</td>
</tr>
<tr>
<td>Pfley Absolute</td>
<td>8/6/15</td>
<td>Lagro, IN</td>
<td>1267</td>
<td>Case IH</td>
<td>Magnum 180</td>
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<tr>
<td>Polk Equipment</td>
<td>2/4/15</td>
<td>Leesburg, IN</td>
<td>188</td>
<td>Case IH</td>
<td>Magnum 180</td>
</tr>
<tr>
<td>Equipment Alley</td>
<td>9/23/15</td>
<td>Smithville, GA</td>
<td>698814</td>
<td>Case IH</td>
<td>Magnum 180</td>
</tr>
<tr>
<td>Serial</td>
<td>Year</td>
<td>Eng</td>
<td>Sep/Fan</td>
<td>Auction Price</td>
<td>Comments/Options</td>
</tr>
<tr>
<td>-----------</td>
<td>------</td>
<td>-----</td>
<td>---------</td>
<td>---------------</td>
<td>-------------------------------------------------------</td>
</tr>
<tr>
<td>9RH03552</td>
<td>2010</td>
<td>1402</td>
<td></td>
<td>$68,550</td>
<td>Pwr shift, cloth int, 18.4R46 duals, single</td>
</tr>
<tr>
<td>6ERH01037</td>
<td>2014</td>
<td>179</td>
<td></td>
<td>$92,100</td>
<td>beacon, lux, cab, CVT trans, lux cab, hi</td>
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<tr>
<td>DRH08771</td>
<td>2014</td>
<td>230</td>
<td></td>
<td>$92,500</td>
<td>lux cab, hi cap pump, 10 ft wts, 4 hyd,</td>
</tr>
<tr>
<td>9RH05024</td>
<td>2009</td>
<td></td>
<td></td>
<td>$50,000</td>
<td>Single ft, 10 ft wts, cloth cab, std ft</td>
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<tr>
<td>CRH02168</td>
<td>2012</td>
<td>1463</td>
<td></td>
<td>$75,800</td>
<td>Starting Bid: $67,618, no ft duals, lux</td>
</tr>
<tr>
<td>6DRH09462</td>
<td>2014</td>
<td>206</td>
<td></td>
<td>$98,747</td>
<td>lux cab, 360 HID, full GPS, pwr beyond,</td>
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<tr>
<td>6RZ804573</td>
<td>2010</td>
<td>1953</td>
<td></td>
<td>$72,500</td>
<td>single ft, 18.4/46 duals, 4 rem, QH, 10</td>
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<tr>
<td>BBR09580</td>
<td>2012</td>
<td>812</td>
<td></td>
<td>$95,000</td>
<td>FS 18.4-46 duals, 4 hyd, 540-1000 PTO,</td>
</tr>
<tr>
<td>6DRH08062</td>
<td>2014</td>
<td>597</td>
<td></td>
<td>$91,500</td>
<td>single ft, lux cab, cab susp, F/R HID, full</td>
</tr>
</tbody>
</table>
### Showing 6 Past Auction Items

#### Filter Results
- **Within** 400 miles of **zip code or location**
- **Sort By**: Price: High to Low

#### Showing all 6 Auction Listings

<table>
<thead>
<tr>
<th>Year</th>
<th>Model</th>
<th>Make</th>
<th>Category</th>
<th>Condition</th>
<th>Price</th>
<th>Sold Date</th>
<th>Auction Event Details</th>
<th>View All on Map</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>Case IH Magnum 180</td>
<td>Case IH</td>
<td>Tractors</td>
<td>Excellent</td>
<td>$80,000</td>
<td>12/28/2016</td>
<td>Cameron, MO 64429</td>
<td>Wheeler Auctions &amp; Real Estate</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>View on Map</td>
<td>(660) 327-5890</td>
</tr>
<tr>
<td>2014</td>
<td>Case IH Magnum 180</td>
<td>Case IH</td>
<td>Tractors</td>
<td></td>
<td>$67,257</td>
<td></td>
<td>North Battleford, SK</td>
<td>Ritchie Bros.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>View All Items (77)</td>
<td></td>
</tr>
</tbody>
</table>

---

*Machinery Pete: The Most Trusted Name in Farm Equipment*
Showing all 6 Auction Listings

2013 Case IH Magnum 180
Category: Tractors
Condition: Excellent
Hours: 604
Specs: MFWD, CAH, 3 SCVs, Dual PTO, 19F/8R PS, Luxury Cab, Factory Guidance Ready, High Capacity hyd. Pump, 40/654R46 Tires
$80,000
Sold: 12/28/2016
Auction Event Details
View All Items (77)

2014 Case IH Magnum 180
Category: Tractors
Condition: Good
Hours: 3600
Specs: MFWD, 180 hp, L780 Loader w/Bucket, Grapple, 15 Spool PS LH Rev, diff. lock, Cab Suspension, 4 hyd, 540/1000 PTO, 3 pt., HID Lighting, Rear Wheel Weights, Joystick
$67,257
Sold: 04/20/2017
Auction Event Details
View All Items (109)

2012 Case IH Magnum 180
Category: Tractors
Condition: Good
Hours: 2809
Specs: MFWD, 3 remotes, AFS Pro 600
$62,000
Sold: 02/14/2017
Auction Event Details
View All Items (57)

2013 Case IH Magnum 180
Category: Tractors
Condition: Good
Hours: 4233
$55,000
Sold: 02/17/2017
Auction Event Details
View All Items (469)

Ritchie Bros.
800-428-9264

Auction Time
AuctionTime.com
2013 CASE IH MAGNUM 180 MFWD Tractor

Tipton, CA, USA
Friday Feb 17, 2017

Details: DEF, 19 speed powershift LH rev, diff lock, A/C cab, 3 hyd outlets, 1000 PTO, Q/C 3 pt hitch, frt we... read more

Lot #: 129
Sold for: 47000 USD

Meter Reads (Unverified): 5258 Hr
S/N: ZDRH0XXX

2009 CASE IH MAGNUM 180 MFWD Tractor

Medicine Hat, AB, CAN
Thursday Mar 17, 2016

Details: 12 spd powershift LH rev, 4 hyd outlets, aux hyd, 540 PTO, 3 pt hitch, 16.9R30 F, 520/85R42 R, foot ... read more

Lot #: 319
Sold for: 81000 CAD
60637 USD

Meter Reads (Unverified): 2893 Hr
S/N: Z9RH0XXX
Farm Equipment Search

Auctions Ending: Select A Date

View Results For: Construction Equipment, Trucks, Trailers, Attachments, OtherStock

Enter search information and click the Search button below. Use the TAB key to move between fields.

- Auction Results

Category:
175 HP Or Greater

Select Mfr:
- All
  - CASE IH
  - CATERPILLAR
  - CHALLENGER
  - FORD
  - INTERNATIONAL
  - JOHN DEERE

OR Enter Manufacturer:
(Example: kubota or kub)

Model:
Magnum 180

To search for multiple models, simply enter a comma between each model number (Ex. 644, 744)
CASE IH Magnum 180 Auction Results In USA

Number of Matches: 7 | This Page: 1 of 1

Currency: USD

Auctions Ending: Select A Date

View Results For: Construction Equipment, Trucks, Trailers, Attachments, Other/Stock

LOT #: 8084

2014 CASE IH MAGNUM 180
CASE IH 180 MAGNUM, 180HP, CAB, 4WD, 19x5 40KPH POWER SHIFT TRANSMISSION, 119" BAR AXLE, 400/80R46 DUALS, LUXURY CAB, 3 REMOTES, HIGH CAPACITY PUMP, 3PT HITCH WITH 110MM AB88T CYL, CAT III HIGH CAP DRAWBAR, 3 ELECTRONIC MID MOUNT VALVES, FRONT PINDERS, LOW HOURS Forward Speed: 19, Reverse Speed...

Hours: 245
Drive: 4WD
Horsepower: 180
Serial Number: ZERH02075

Final Bid: USD $90,100
Sold: Mon, Dec 23, 2013 10:59 AM

Get Financing
Get a Shipping Quote
Close with Escrow
View Details
## Auction Results

<table>
<thead>
<tr>
<th>Date</th>
<th>Items</th>
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<td>Jul 5, 2017</td>
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Search - Case IH Magnum 180

2013 Case IH Magnum 180 MFWD Tractor
ID #: CB0105
Location: Aberdeen, SD
Auction: Nov 9, 2016
SOLD! $80,500
150 Bids

SOLD

2013 Case IH Magnum 180 MFWD Tractor With Loader
ID #: DI0008
Location: Humphrey, NE
Auction: Dec 14, 2016
SOLD! $99,000
286 Bids

2 Items
Used Unsold Inventory

Xtags: 70
Tags: 578
Total Units: 648
Total Cost (including SALE): $17,985,059.79
Total Cost (less SALE): $16,084,834.83
Average Days: 188

Inventory Details

© 2017 - PowerEQ
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<th>Transaction Date</th>
<th>Store</th>
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<th>Sold By</th>
<th>Customer</th>
<th>Unit</th>
<th>Make</th>
<th>Model</th>
<th>SerialNo</th>
<th>Description</th>
<th>PC</th>
<th>Model Year</th>
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Final Step: Double Checking Wholesale Value
Used Unsold Inventory

Xtags: 62
Tags: 581
Total Units: 643

Total Cost (including SALE): $18,105,731.03
Total Cost (less SALE): $16,753,235.44
Average Days: 183

Inventory Details
Booking Calculator

- Quick Sale
- Slow Sale

- Ask Price: $118,600.00
- Take Price: 115000
- Recond. Cost: 1000
- Packing Fee: $3,699.91
- Book Value: $105,700.00
- Margin: $4,600.00

Close
Edit Wholesale

Wholesale

$ 95000 - $ 100000

Appraised By:
☑ Dave Gibson
☐ Eddie Borders

Message:

Update Wholesale Values

Close
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Dave Gibson: Case IH Magnum 180 - Tractor (SN#: ZERHO8394) for CNHI Capital

Today at 3:34 PM

The wholesale value is $95000 - $100000.

Appraised By: Dave Gibson