
A Special Management Report From

Ag Equipment Intelligence

2017 'BIG DEALER' REPORT

An Ag Equipment Intelligence Staff Report

The "Big Dealer" report is a joint project of *Ag Equipment Intelligence* and George Russell of the Machinery Advisors Consortium. This report aims to track ownership changes and consolidation trends of North American farm equipment dealers. For the purposes of this report, "Big Dealers" are considered those retail organizations that own and operate 5 or more farm equipment store locations within the U.S. and Canada. This compilation was initiated in 2009, was first published in 2011 and is updated annually in April.

Comments, corrections and additions to the "Big Dealer" list should be directed to Dave Kanicki at *Ag Equipment Intelligence* (dkanicki@lessitermedia.com) or George Russell at Machinery Advisors Consortium (George.Russell@MachineryAdvisors.org).

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Data for this study was collected from various sources and much of it was verified by the dealers and manufacturers. This is an ongoing work. As dealer acquisitions, mergers and sales occur this list will continually change. Anyone wishing to contribute to this project should contact Dave Kanicki at dkanicki@lessitermedia.com.

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Pace of Dealer Consolidations Slows, But Continues

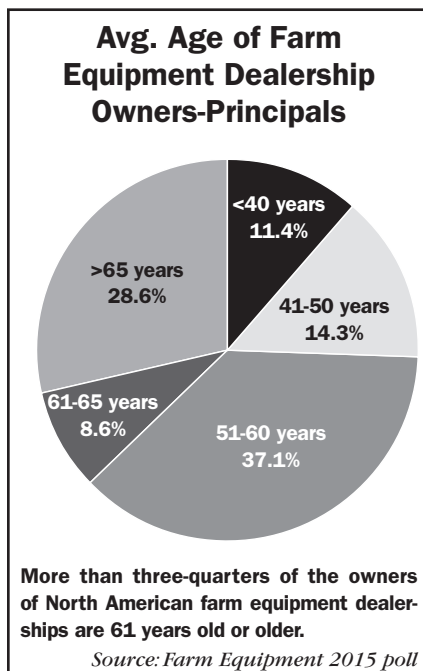
Despite entering the fourth year of slumping sales, the total number of big dealers comprising *Ag Equipment Intelligence*'s "Big Dealer" list continued to increase in the past year; not by much, but it did grow. At the same time, some of the biggest dealers trimmed their total outlets by closing some locations and consolidating others.

Overall, the number of "big dealers" of farm machinery in the U.S. and Canada did not increase significantly between the time the 2016 "Big Dealer" report published and the compilation of this newest edition. During the past 12 months (April 2016 - March 2017), the list grew by only one dealer.

A year ago the roster of dealerships that own and operate 5 or more retail locations was at 192 groups vs. this year's list that show 193 big dealer groups.

The same factors that have fueled consolidation of farm equipment dealers during the past decade continue to be driving forces behind the ongoing amalgamation of the industry. These include the major manufacturers streamlining their distribution channels and the aging of dealer-principals, many of whom do not have family to take over the business.

According to an informal poll



conducted by *Farm Equipment* in 2015, more than one-third of dealer-principals are 61 years old or older. Coupled with those who are 51-60, nearly 75% of dealers are 51 or older.

"These dealers have been able to leverage their capital during the current downturn to expand further," says George Russell, co-founder of the Machinery Advisors Consortium, and co-author of the Big Dealer report. "Because they've been through it previously, they know how to do it and are more willing to expand to the next level."

Since 2011, when the list was first compiled by Russell and published by *Ag Equipment Intelligence*, and up to 2017, the total number of big dealers has grown by 13% (171 vs. 193). The category of dealers that grew the most during this period are those that own 15-19 dealership locations. In total, they're up by more than 250% (5 vs. 18 stores).

The group of dealers that grew the least between 2011-17 are dealers that operate 5-9 stores, which were down by 3% during this 7 year

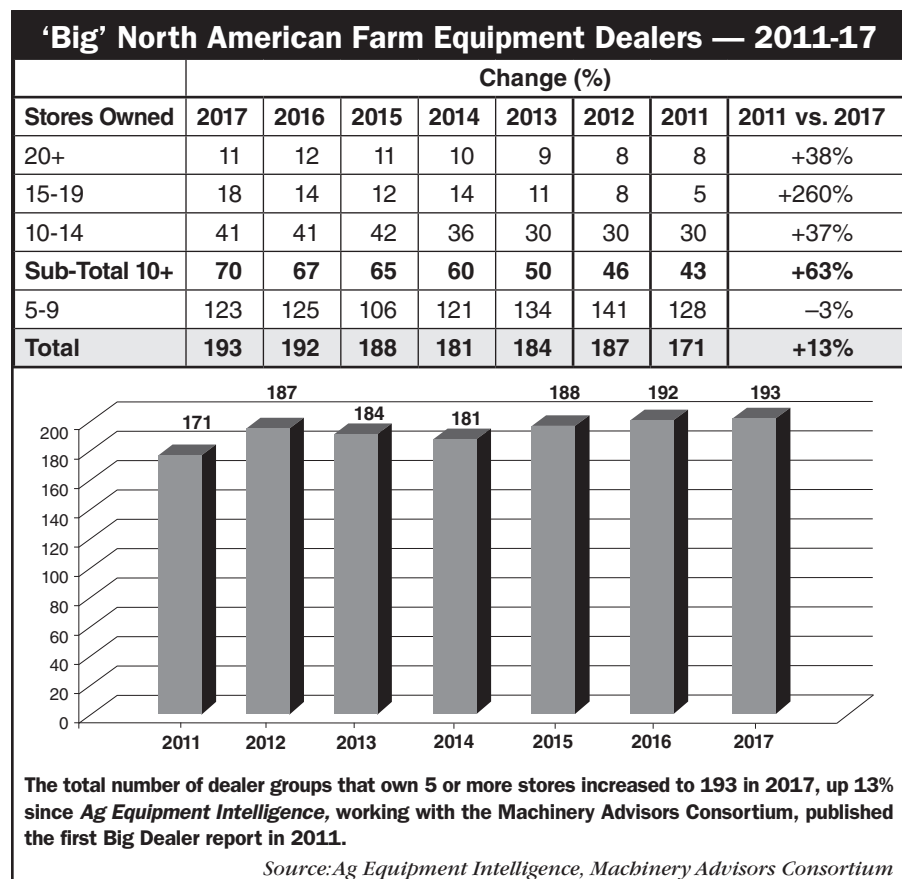
span. This occurred as result of these smaller dealers being acquired by or merged into the larger dealer groups.

By the Numbers Analysis

While the overall numbers did not see significant shifts in the year since the 2016 Big Dealer report was published, there have been some interesting moves within the big picture. Generally, the number of big dealers continues to grow, but at a slower pace than was seen over the past few years.

Dealers with 20+ Stores. The number of mega-dealers, or those operating 20 or more retail locations, slipped by 1 compared to a year ago — 11 in 2017 vs. 12 in 2016. This was the result of Pape Machinery's ag locations declining to 19 from 21 due to store closings and/or consolidations. This category of dealers has grown by 38% since 2011.

As a group, the mega-dealers operate a total of 515 retail locations, 363 of which are primarily handling ag equipment. This group was the most diversified with 70% of their individual locations serving farm cus-



tomers and remaining 30% serving a variety of others, most notably construction equipment. Of the 11 dealership groups comprising this category, 9 are John Deere dealers, 1 primarily handles Case IH equipment and 1 carries AGCO (Challenger) products.

Dealers with 15-19 Stores. On the other hand, the group of dealers who own and operate 15-19 locations increased by 4, from 14 to 18. This was the only category that showed an increase in the past 12 months. These dealers own 409 separate locations with 332 focusing on farm machinery sales. In the long term, this segment of dealers has shown the largest increase (13) between 2011-17, growing from 5 dealerships to 18. The jump from 14 to 18 stores in the past 12 months was the biggest jump this group has experienced in the past 7 years.

Dealers with 10-14 Stores. The next group, dealers operating 10-14 individual locations, remained flat relative to the previous report at 41 groups. In total, these dealers own 566 retail outlets, with 493 concentrating on ag equipment. Since the publication of this report was initiated in 2011, this dealership category has increased by 11 groups.

Dealers with 5-9 Stores. The number of dealerships that own 5-9 locations fell by 2 groups in the past year (125 to 123), a result of being merged with or bought out by larger dealers. These dealers have 983 individual stores with 805 dedicated to

Shortline Brands Included in 2017 Big Dealer List

New to the 2017 Big Dealer report is a listing of shortline-branded equipment carried by the biggest farm equipment dealers in the U.S. and Canada. Providing the other brands of machinery handled by dealers operating 5 or more retail locations provides subscribers and readers a more comprehensive view of the dealers' range of products and overall business.

The list of the biggest ag equipment dealers, their total and ag-only stores, sales coverage, major brand and shortlines carried starts on page 6 of this report.

North American Big Dealer Groups — 2017 Avg. Stores Per Owner Group

	# Dealer Groups	Total Stores	Avg. All Stores	# Ag Stores	Avg. Ag Stores
Dealers with 20 or More Stores	11	515	47	363	33
Dealers with 15-19 Stores	18	409	23	332	18
Dealers with 10-14 Stores	41	566	14	493	12
Dealers with 10 Stores or More	70	1,490	21	1,118	16
Dealers with 5-9 Stores	123	983	8	805	7
Total & Avg. Number of Stores	193	2,473	13	1,923	10

The number of dealer groups operating 10 or more store locations increased to 70, up from 67 a year earlier. The total number of stores operated by these dealers rose to 1,490 vs. 1,370 last year. Overall, these dealers own 1,118 ag-only locations, an average of 16 stores each.

Source: Ag Equipment Intelligence, Machinery Advisors Consortium

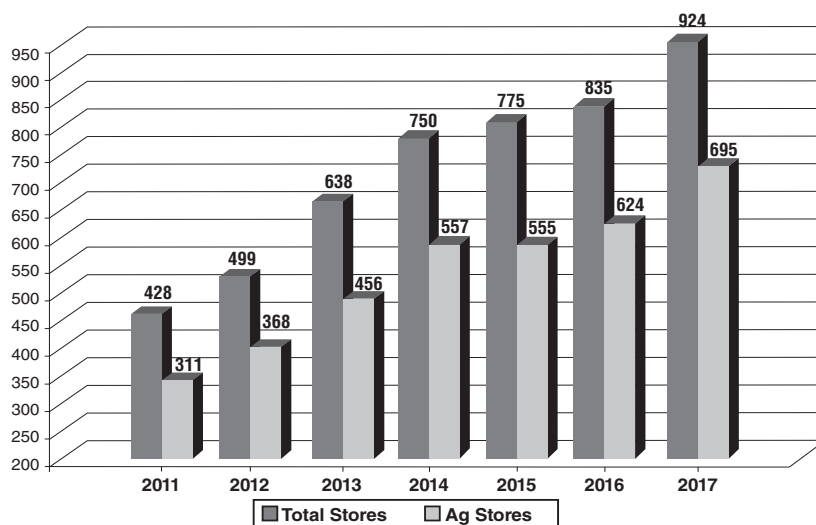
farm equipment sales. After peaking at 141 groups that fall into this category in 2012, the number of dealers operating 5-9 retail locations have generally

continued to decline as they become part of larger dealer organizations.

Brand Breakdown. The numbers clearly show that Deere has

Dealers with 15 or More Locations — 2011-17 All Store & Ag Store Avg. & Totals

Year	Groups w/15+ Stores	Total Stores	Ag Stores	All Stores Avg.	Ag Stores Avg.
2011	13	428	311	32.9	23.9
2012	16	499	368	31.2	23.0
2013	20	638	456	31.9	22.8
2014	24	750	557	31.3	23.2
2015	23	775	555	33.6	24.1
2016	26	835	624	33.3	24.0
2017	29	924	695	31.9	24.0



Farm equipment dealership groups that own 15 or more farm equipment stores increased to 29 in the past year compared to 26 last year. In total, this group of dealers operated 924 retail locations, an average of 32 each. When considering only ag equipment locations, the average was 24 stores each. Since 2011, the number of dealerships that operate 15 or more store locations has more than doubled and the number of total store locations they own has increased by about 46%.

Source: Ag Equipment Intelligence, Machinery Advisors Consortium

been the most proactive among the major manufacturers of ag machinery in consolidating its farm and turf equipment dealer networks (see *Deere sidebar on p. 5*).

By our count, of the 193 dealers comprising the Big Dealer list, 108 are Deere dealerships (including 8 of the 11 dealerships with 20 or more stores), 44 are primarily Case IH, 20 are AGCO, 15 are New Holland, 4 are Kubota and 2 are shortline-only dealerships. As would be expected, Deere dealers dominated each of the number of locations categories.

In total, big dealers own and operate 2,457 retail locations. Of these, roughly 80% (1,975) focus primarily on ag equipment.

Additions & Subtractions in the Big Dealer Ranks

As usual, changes to the Big Dealer list are a matter of additions and, in some cases, subtractions. Perhaps the biggest news came from the two largest farm equipment dealers in the past year, as Titan Machinery and Ag-Pro proved to be the movers and shakers when it comes to adding and subtracting retail locations.

Titan Machinery, which is estimated to be the largest retailer of Case IH and New Holland ag machinery worldwide based on the number of retail outlets, made news in February 2017 when it announced that it was planning to close as many as 14 farm equipment locations in 5 states during the first 6 months of this year. The closing of a construction equipment dealership location was announced in January.

According to its website, currently Titan Machinery's network of ag and CE dealer locations consists of 89 North American locations in North Dakota, South Dakota, Iowa, Minnesota, Montana, Nebraska, Wyoming, Wisconsin, Colorado, Arizona and New Mexico, including one outlet store, and 20 European locations in Romania, Bulgaria, Serbia and Ukraine.

In terms of additions, John Deere dealer group Ag-Pro quietly moved into second place on the Big Dealer list, surpassing Cervus Equipment.

Big Dealers by Brand — 2017

	AGCO*	Case IH	John Deere	Kubota	New Holland	Shortlines Only
20+ stores	1	2	8	—	—	—
15-19 stores	2	1	15	—	1	—
10-14 stores	7	7	27	—	1	—
5-9 stores	10	34	58	4	13	2
Totals	20	44	108	4	15	2

**includes Massey Ferguson, Challenger brands*

John Deere dealerships comprise more than one-half of the total 193 dealers that make up the Big Dealer list for 2017.

Source: Ag Equipment Intelligence, Machinery Advisors Consortium.

This network of dealers is based in Georgia and has stores in Alabama, Arkansas, Florida, Georgia, South Carolina and Texas. It added 12 stores during 2016-17 and now operates a total of 47 locations in these 6 states. Cervus has 35 ag stores (65 dealerships in total, which include industrial forklifts and over-the-road trucks).

Second Wave of Dealer Consolidation Includes Kubota & Claas Moves

In his analysis of current and emerging farm equipment dealer trends, George Russell, co-founder of the Machinery Advisors Consortium and co-author of the Big Dealer report, says, what we're observing now in the industry is a "second wave of consolidation."

Second Wave. During this phase of dealer amalgamation, Russell says big dealers are combining with other big dealers. "The most activity we've seen in the past few years has taken place in the group of dealers who operate 15-19 stores. I would not be surprised to see another 5-7 dealerships join the 15-plus group in the next year. I'm sure almost all of them will be Deere dealers."

As was pointed out earlier, John Deere has been the most aggressive farm equipment brand in consolidating its dealers. It is estimated that nearly 80% of all Deere dealers are in big dealer groups (5 or more stores per ownership group).

This easily outdistances Case IH, with an estimated 46% of its dealers owned and operated by a big dealer

North American Big Farm Equipment Dealer Groups by Brand — 2017

(Individual ownership groups & stores may carry a range of different brands)

# Ag Stores in Ownership Group	Owner Groups	John Deere	Case IH	AGCO Corp.	New Holland	Kubota
>15	30	23	3	3	2	—
10-15	42	26	6	7	1	—
7-9	62	36	14	5	4	3
5-6	59	25	22	5	9	11
Totals	193	110	45	20	16	14
Est. Ag Stores*	1,975	1,132	403	222	170	139
Est. Stores - Industry	6,750					
Est. Branded Stores		1,522	875	650	950	1,100
% All Stores in Large Groups	29%	74%	46%	34%	18%	13%

**Est. total ag dealer locations in North America; does not include OPE, CE or HQ locations.*

Source: Ag Equipment Intelligence, Dave Kanicki (DKanicki@LessiterMedia.com, 262-777-2414), and Machinery Advisors Consortium, George Russell (George.Russell@MachineryAdvisors.org, 847-219-7252)

network, as well as AGCO (34%), New Holland (18%) and Kubota (13%). Overall, it is estimated that 42% of all farm equipment dealers in the U.S. and Canada today are in big dealer networks.

Many of the dealers that have expanded through merger and/or acquisition remain family owned, according to Russell, and age-wise many of them are Baby Boomers (born 1945-65).

“Many of these dealers went through the first wave of consolidation and are now in a position to hire other professional managers to handle the second wave that’s taking place now. Having gone through an acquisition process previously, they know how to do it. Also, they’re older, so part of the changes are generational changes. Also, the ‘Deere financial model’ has worked so these dealers are willing to move on to the next level.”

One of the downsides to the ongoing consolidation movement by Deere dealers is their focus on John Deere products, “which, of course, is what John Deere wants,” says Russell. “But the consequence of the combination of big dealers is the minimizing of in-line competition on their periphery. We also see that combining dealers tend to drop competing shortlines..”

The Kubota Factor. Russell also points to Kubota’s desire to be a global full liner as a significant shift in the industry. “This is changing the dynamics in North America,” he says. “As Kubota moves from a shortliner model to a full liner model and expands their dealer development, they are now more of a threat to the other major manufacturers, but they also represent an opportunity for dealers.”

There’s little doubt that the major tractor brands are looking over their shoulder at Kubota. The Japanese tractor maker is often credited for fully developing the compact and utility tractor market, which it continues to dominate today.

According to UCC filings, through the first 11 months of 2016 Kubota held a market share of nearly 47% in the tractor ranges up to 80 horsepower. Deere was a distant second with 19%.

Now Kubota has set its sights on moving up into “big ag” equipment and with its track record for growth, as well as dealer and customer loyalty, it could pose some serious competition for the major equipment makers.

The limiting factor for Kubota, as it has been for many of the specialized farm equipment makers, is expanding its dealership network. While the com-

pany boasts more than 1,000 North American dealers, according to a company spokesperson, only about 55% are “Kubota-only” dealerships, and it shares lot space with other big name equipment makers, most notably the CNH Industrial brands of Case IH and New Holland.

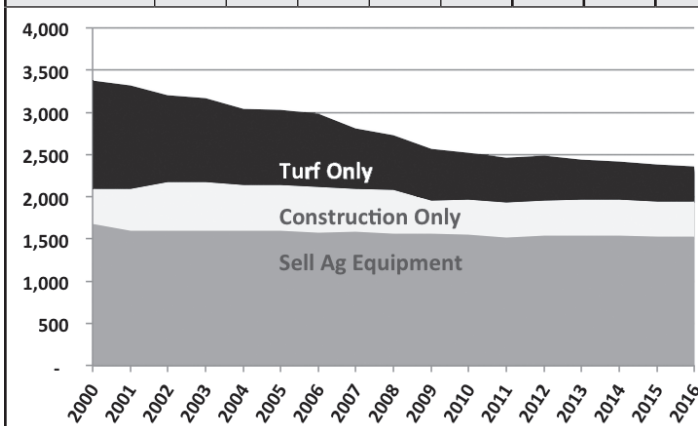
Using the Big Dealer list in this report (p. 6-11), only 4 dealers show that they carry Kubota exclusively, 15 dealers carry various combinations of Case IH, New Holland and Kubota, and 3 dealers carry Deere and Kubota branded tractors.

Responding to the “Kubota threat,” some of the other manufacturers are adopting strategies to stave off growing competition from the company’s strategy to move into the big ag segment. For example, Deere has given additional emphasis to its under 90 horsepower tractors, where Kubota is strongest. In its 2017 marketing campaign, Case IH is reacting to Kubota’s entry into the hay and forage market with the purchase of Kverneland a few years ago, by emphasizing its hay tools and smaller tractors.

Pushing Professionalism. Along with urging their dealers to expand, the major manufacturers are also pushing retailers handling their branded products to up their game when it comes to professionalism and

John Deere North American Dealer Locations — 2000-16

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Ag Equipment	1,675	1,600	1,600	1,600	1,600	1,600	1,577	1,581	1,567	1,557	1,551	1,516	1,542	1,539	1,539	1,522	1,522
Construction Equipment	420	489	569	576	542	536	537	510	517	402	416	418	418	428	426	427	424
Turf Only	1,285	1,234	1,030	991	897	897	870	717	650	606	559	532	530	471	451	432	419
Total Dealer Locations	3,380	3,323	3,199	3,167	3,039	3,033	2,984	2,808	2,734	2,565	2,526	2,496	2,490	2,438	2,416	2,381	2,365



Since 2000, Deere & Co. dealerships, including ag equipment, construction equipment and turf products, in total have decreased by nearly 30%. During the timeframe, ag equipment dealers have declined by about 8% or less than 10 per year. While construction equipment dealers are up by 7, or by 2%, since 2000, they had increased by 156 locations between 2000-03. Since then, CE dealers have decreased by 149 stores. The biggest loss of Deere dealers came in dealers handling turf equipment. From a high of 3,380 dealers in 2000, Deere’s turf equipment dealers declined by more than 1,000 store locations by 2016. “JD turf dealers have always struggled to make money,” says George Russell, co-founder of the Machinery Advisors Consortium.

Source: Deere & Co. Annual 10-K filed in December for FY ending October 2016

sophistication. Four of the major farm machinery makers have programs aimed at improving dealer operations:

- AGCO — Dealer Excellence Program
- Case IH — Pinnacle
- Deere — Dealer of Tomorrow
- New Holland — President's Club

"Compared to other industries, ag is a conservative, relatively slow moving industry, but the expectations of consumers in general, and farmers in particular, are rising in terms of the level of support and professionalism they expect from their dealers. And the manufacturers are pushing this," says Russell.

One example is a Deere program that tracks tillable acres through mapping technologies to determine how much of a dealer's territory is covered using equipment they've sold vs. total tillable acres in sales area.

There are other programs the manufacturers are encouraging their dealers to utilize, several of which involve machine telematics, according to Russell, that are aimed at helping dealers calculate acres under management and what additional potential for sales is available to a dealer in designated territories.

He adds that there are other programs that manufacturers are encouraging their dealers to utilize including telematics. The manufacturers push this technology to help dealers get closer to their customers..

The Claas Factor. Claas is another specialty equipment manufacturer that has become a significant player in the North American ag industry.

Like other manufacturers, the German manufacturer best known for its hay and forage equipment and combines has grappled with distribution issues. But unlike most other specialty equipment manufacturers, Claas is taking some non-traditional approaches to expanding its dealer network by opening company-owned outlets, as well as leveraging its international presence to bring in foreign owned and operated dealer groups.

In the past year, Claas drew on the resources and expertise of European distribution networks to support its presence in North America by reaching a preliminary agreement with one of its leading distributors in Russia, MirTech, to cover the Western Delta region, where Holt CAT has withdrawn its Holt Agribusiness branches from

Jonesboro, Ark., and Sikeston, Mo.

The company also reached agreement with BayWa Ag of Munich, Germany, to distribute Claas machinery in Alberta after Kramer Ltd., a Caterpillar dealer, dropped the Claas line and was subsequently sold to Finning International.

Commenting on Claas' strategy of working with overseas dealers to shore up its distribution network in North America, Russell says, "If North American dealers like Titan Machinery, RDO and Cervus Equipment can set up dealerships overseas, I don't see why overseas dealer groups can't establish themselves in North America."

Also, to get the Claas contract for their areas, some established dealers have built dedicated facilities specifically to retail Claas equipment. Examples include Monroe Tractor and Vanderloop Equipment.

Monroe Tractor, a Case IH ag and Case construction dealer in New York, converted an existing construction dealership into one that handles Claas equipment. Vanderloop, an AGCO dealer based in Wisconsin, last year constructed a new facility to sell Claas hay and forage machines. **AEI**

Large North American Equipment Dealers — 5 or More Ag Stores

Dealer Group	Total Stores	Ag Stores	Main Ag Brands	State/Province	Shortline Brands & Other Equipment Carried
1 Titan Machinery	109	50	CIH, NH	ND, SD, IA, MN, MT, NE, EU(20)	Geringhoff, Top Air, YieldTrac
2 Ag-Pro Companies	47	47	JD	GA, FL, SC, TX, AR, AL	Amadas, Alamo, Anderson Bale Wrappers, Echo, Billy Goat, Brown Manufacturing, DragoTec Cornheads, Great Plains, Honda, Kawasaki, Kuhn, KMC, Krone Hay, Kohler, Perkins, Scag, Stihl Power, Vicon, Walker, Wisconsin Motors, Yanmar Engines
3 Cervus Equipment	65	35	JD	AB, MB, SK, NZ & AUST(15)	JCB, Bobcat, Clark, Doosan, Sellick, Peterbilt Motors
4 RME/Rocky Mountain Equipment	34	33	CIH, NH, Kub	AB, MB, SK	Metso, Lee Boy, Bourgault, Dynapac, MacDon, Masaba, Claas, Canadian Energy, 49 North
5 Romer (James River Equipment /4 Rivers Equipment)	51	32	JD	VA, NC, SC, CO, WY, NM, TX	Stihl, Woods, Kuhn, Krone, Honda, Walker, BBI, Haybuster, Kinze, MacDon, Merlo, Unverferth, Yeti, Yetter
6 RDO	75	31	JD	ND, AZ, CA, MN, MT, OR, SD, TX, WA	Only John Deere
7 Greenway	27	27	JD	AR, MO	Only John Deere
8 Brandt Holdings	31	27	JD	ND, MN, SD, NE	Vermeer
9 C&B Operations	24	24	JD	SD, MN, WY, ID, MT	Only John Deere or used equipment
10 Ziegler Cat	29	24	AGCO	MN, IA, WI, MO	Claas
11 Sloans	20	20	JD	IL, WI	Stihl, Honda, Gator, Ztrak
12 Pape Machinery	68	19	JD	OR, CA, WA, NV, ID	Hitachi, BTI, Superior Broom, Sakai, Gradall, LeeBoy, Trail King, Dynapac, Morbark, Wagner
13 Stotz Equipment	25	19	JD	AZ, CA, NV, UT, CO, NM, ID	Stihl, Honda, Aerway, Alamo, Bigham Brothers, Buffalo Turbine, CEAttachments, Dakota Turf, Darbyshire Machine, Darf, Demco, Domries, Freeman, Gandy, Gearmore, Golf-Life, Great Plains, Harper, Herd, Howse, Kirby, Kuhn, Lely, Landoll, Neary, Orthman, Planetair, Playcraft, Morris, Pronovost, Solex, Stanhay, T.G. Schmeiser, Tiger, Tru-Turf, Unverferth, Vrisimo, Wiedenmann, Woods, Yetter
14 P&K Equipment	19	19	JD	OK, IA	Krause, Yetter, Tiger Mowers, Honda, Landoll, Stihl, Ariens

Dealer Group	Total Stores	Ag Stores	Main Ag Brands	State/ Province	Shortline Brands & Other Equipment Carried
15 Pattison Agriculture	19	19	JD	SK	Bobcat, Bourgault, Brandt, Degelman, Seedmast, Stihl, Unverferth
16 Trigreen	19	19	JD	AL, TN	Honda, Stihl, AgSpray, CID, FAE, AquaSpy, Great Plains, Krone, Mechanical Transplanter, Taylor Pittsburgh, Tube Line, Val6, Valley Irrigation
17 Butler Machinery	18	18	AGCO	ND, SD, NE	Alamo, Claas, MacDon, Drago, Unverferth, Horsch, Wil-Rich, Wilshek
18 Whayne Cat	17	17	AGCO	KY	Alamo, Demco, Drago, Raven, Reichhardt, TeeJet, Willmar, Woods
19 Van Wall Group	21	16	JD	IA, KS, NE, IL	Polaris, Honda, Yamaha
20 21st Century Equipment	20	16	JD	NE, CO	Amity, Anderson Mfg, B&B, Bestway, Darf, Degelman, Demco, H&S, Farm King, Haybuster, Headhunter, Hiniker, Honda, J&M, Jet, Koyker, MacDon, Landoll, Orthman, REM, Patriot, Phiber, Sioux Steel, Shelbourne-Reynolds, Unverferth, Walker, Westfield, Yetter
21 AHW (Arends Hogan Walker)	18	16	JD	IL	Stihl, Snapper, A&I, Unverferth, J&M, Highway, Honda
22 LandMark Implement	17	16	JD	NE, KS	Amity, Anderson, B&B, Bestway, Darf, Degelman, Demco, H&S, FarmKing, Haybuster, Headhunter, Hilco, Hiniker, Honda, J&M, Jet, Koyker, MacDon, Landoll, Orthman, REM, Patriot, Phiber, Sioux Steel, Shelbourne Reynolds, Unverferth, Walker, Westfield, Yetter
23 Ag-Power	17	16	JD	TX, AR, MO	Honda, Stihl, Big Tex
24 Groupe JLD Laguë	16	16	JD	QC, ON	Only John Deere
25 Birkeys Farm Store	18	16	CIH, NH	IL, IN	Berlon, Bestway, Bobcat, Brandt, Alamo, Cronkrite, Cub Cadet, Eagle Beaver Trailers, Exmark, E-Z Trail, Felling Trailers, Geringhoff, Grasshopper, H&S, J&M, JLG, Kinze, Kuhn, Kubota, Great Plains, Maurer, McFarlane, MacDon, Noram, Remlinger, Scale-Tec, Skytrak, Thunder Creek, Towmaster, Unverferth, Wacker Neuson, Westendorf, Westfield, Woods, Yetter
26 Mazergroup	15	15	NH	MB, SK	AgriMetal, Ag Shield, Alamo, Baumalight, Bourgault, Dakota, Dutch, Farm King, Demco, Great Plains, Harley, Haybuster, Highline, Honda, HoneyBee, Husqvarna, HyGrade, K-Tec, Kello-Bilt, Kirchner, Klynm-Air, Kobelco, Kongskilde, MacDon, Mahindra, Mandako, Mud Hog, Nichols, Peloquin, ALO, REM, Richardton, Rite Way, Roto-Shear, Sakundiak, Seed Master, SIMS, Spra-Coupe, Stoll, Summers, Suzuki, Trailtech, Trimble, Tyler, Wallenstein, Westfield, Westward, Zynx, JCB
27 Greenmark Equipment	15	15	JD	MI, IN	Stihl, Honda, UM, Boss, Valley, Oxbo, Kuhn, Landoll
28 SunSouth	21	15	JD	AL, GA, MS	Stihl, Honda
29 Plains Equipment Group	16	15	JD	NE, KS	Stihl, Mauer, Orthman, Unverferth, J&M, Rhion, H&S, Degelman, Grent, Westfield, Rowse
30 Mississippi/Arkansas Ag	15	15	JD	MS, AR	Only John Deere
31 Blanchard Equipment	15	14	JD	GA, SC	Honda, Stihl, Amadas, KMC, Alamo, Unverferth, Krone, Kuhn, LMC, Kodiak, Alamo, Great Plains, Ag Spray, Athens, Bell, Hardee, Harrell, Reddick, Vans, Wilmar, Woods, Yetter
32 American Implement Inc	15	14	JD	KS	Zimmatic, Shelbourne, MacDon, Landoll, Orthman, Great Plains, Kuhn, Krause, J&M, Unverferth, Sage Oil Vac, Magnation, Geringhoff, WG Manufacturing
33 Green Diamond Equipment	14	14	JD	NB, NS, PE	MS Gregson, Double L, Lemken, Horst, Harriston Mayo, Fischbein, EnviroMist, Clark, Boss, Ariens, Anderson, Wallenstein, Unverferth, Stihl, Salford, Polaris, Oxbo, Normand
34 Progressive Tractor	14	14	CIH	LA	Kubota, MacDon, Unverferth, Trimble, Kinze, Brandt, Orthman, Bigham, Ashland, Tufline, Ag Spray, Great Plains, AMCO
35 Agri-Service	14	14	AGCO	ID, OR, UT	Hesston, Kubota, Manitou, Stinger, White, Darf
36 Ring Power Cat	26	14	AGCO	FL	Rome, Great Plains, Diamond Mowers, Topcon GPS
37 HGI (NC Machinery, Tractor & Equipment)	24	14	AGCO	AK, WA, MT, ND, WY	Caterpillar, Claas
38 Quality Equipment	13	13	JD	NC	ABI, Alamo, Bigham Brothers, Cammond, Chandler, Cross EZ Trail, Fella, First Products, Granville, Hardi, Hardee, Hudson Brothers, KMC, Krause, Krone, Great Plains, Lewis Brothers, WR Long, Reddick, Tiger, Unverferth, Vicon, Woods, Yetter
39 Hutson	14	13	JD	KY	J&M, Alamo, Unverferth, BHighway, TracVac, Bear Cat, Billy Goat, AMCO, Kuhn, MacDon, McFarlane, Jay-Lor, Landoll, Balzer, Geringhoff, Kelly, Fast, Horst, Martin No-Till
40 Martin Sullivan	14	13	JD	IL	Yetter, Ariens, Stihl, Honda, J&M, Demco, EZ Trail, Krause, MacDon, Maurer, Unverferth, Woods
41 Midwest Machinery	13	13	JD	MN	Meyer, Meyer's, Loftness, Unverferth, Stihl, Summers, Echo
42 Sunshine Quality Solutions	15	13	JD	LA	Honda, Stihl, Kuhn
43 H&R Agri-Power	14	13	CIH, NH, Kub	KY, IL, TN, AL	Stihl, Alamo, Kubota, Kinze, Ag Spray, Bell Inc, BB, Blue Diamond, Brandt, DM, Dawn, DHE, Dixie Chopper, Echo, Exmark, EZ Trail, Ferris Mowers, Geringhoff, Grasshopper, Great Plains, H&S, Horst Welding, HD, J&M, Johnson, Kasco, King Kutter, Kirchner Wheels, Kuhn, Krone, MacDon, Maurer, Mechanical Transplanter, MyWay, Patz, Remlinger, Shindaiwa, Stihl, Terrain King, Thunder Creek, Tufline, Unverferth, Vermeer, Westendorf, Wil-Rich, Yeti Coolers, Yetter, Zimmatic
44 Bane-Welker Equipment	14	13	CIH	IN	Ag Leader, Alamo, Banjo, BBI, Drago Tec, EZ Trail, Fast, Geringhoff, Great Plains, Headsight, Hiniker, H&S, J&M, Kinze, Kuhn, Landoll, Liebrecht, MacDon, New Leader, Penta TMR, Precision Planting, Raven, Remlinger, Salford, Smart-Till, Thunder Creek, Trimble, Unverferth, Westendorf, Wilger, Woods
45 East Coast Equipment	13	12	JD	NC, VA	Amadas, KMC, Stihl, Konda, Unverferth, Alamo, E-Z Trail, Hardee, DragonTec, J&M, Dondi
46 Goldman Equipment	13	12	JD	LA	Stihl, Honda, Alamo, AMCO, Alliance, Bigham Brothers, Balzer, CrustBuster, Isuzu, Krone, Kuhn, Unverferth
47 Agritex	12	12	JD	QC	Only John Deere
48 LandPro Equipment LLC	12	12	JD	NY	Stihl, Honda, Bush Hog, H&S, Kuhn, Schulte, Anderson, Grouser, Roto-Mix, Salford, Unverferth, Pottinger, Degelman, Jamesway, Brillion, Hardi, Alamo
49 Riesterer & Schnell	12	12	JD	WI	Stihl, Ariens, Honda, Oxbo, DragoTec, MB, Diamond Mowers, Hardi, Orthman, H&S, Meyer
50 Everglades Farm Equipment	12	12	JD	FL	Only John Deere
51 Washington Tractor	12	12	JD	WA	Antonio Carraro, Stihl, Honda, Hustler, Yanmar, Polaris, Billy Goat, Braber, Bush, Gearmore, Great Plains, Holcomb Scraper, Kuhn, Rears, SCAG, Turbo Mist, Unverferth

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Dealer Group	Total Stores	Ag Stores	Main Ag Brands	State/Province	Shortline Brands & Other Equipment Carried
52 Wade	12	12	JD	MS	Only John Deere
53 Warren Cat	15	12	AGCO	TX, OK	Caterpillar, Claas, IRock, Weiler, JLG, Genie
54 LDI (Lang Diesel Inc.)	13	12	AGCO	KS	Great Plains, Woods, Arctic Cat, Versatile, Kuhn, Grasshopper, TBobcat, International, Tanaka, Crustbuster, Unverferth, Alamo
55 Koenig Equipment	11	11	JD, CIH	OH, IN	Unverferth, Alamo, Kasco, J&M, Sitrex, Yetter, Thunder Creek, Remlinger, M&W, Econo-Wrap, Enrossi, KEMCO, Penta, Pik-Rite
56 Sinclair Tractor	11	11	JD	IA	Brown, H&S, Haybuster, Unverferth
57 Sydenstricker	11	11	JD	MO	Stihl, Landoll, Hardi, Jay-Lor, Kinze, Kuhn, Lemken, McHale, Richiger, Salford, SMS, Strobel, Teagle, Tube-Line, Unverferth, Walinga, Westendorf, Westfield
58 Vetter Equipment	11	11	CIH	IA	Only Case IH
59 Baker Implement	11	11	CIH	MO, AR	Kubota, MacDon, J&M, Geringhoff, Landoll, Great Plains, Kelly, Orthman, W&A
60 SS Equipment	10	10	NH	WA, OR	Alamo, Salford, Morris, Supreme, Turbo Mist, Woods, Highline, Rankin, General Implement, CNH, Bad Boy, Twinstar
61 JayDee AgTech	17	10	JD	SK	A&I Products, Bobcat, Brandt, Enduraplas, Haybuster, Honey Bee, JD Parts, MacDon, Mandako, Alamo, Claas, Shelbourne, Stihl, Trailtech, Unverferth, Freeform, Liquid Systems
62 Tennessee Tractor	13	10	JD	TN	Alamo, Brandt, Brock, Echo, Exmark, Great Plains, Honda, J&M, Krone, MacDon, McFarlane, Stihl, Wil-Rich, Woods
63 AgriVision	11	10	JD	IA	Unverferth, Stihl, Honda, Landoll, Art's Way, Westendorf
64 Bodensteiner Implement	10	10	JD	IA	Landoll, Kuhn, Unverferth, Oxbo, H&S, Stihl
65 Tractor Central	10	10	JD	WI	Drago, Degelman, H&S, Haybuster, Salford, Meyer, Mensch, Oxbo, Stihl, Unverferth, Westfield, Yetter, Stud King, Pottinger, McFarlane
66 Frontline Ag Solutions	10	10	JD	MT	Summers, Degelman, REM, Ezee-on, Brandt, Wheatheart, Valley, Fast Sprayers, Unverferth, Salford
67 Premier Equipment	10	10	JD	ON	Only John Deere
68 Martin Deerline	10	10	JD	AB	Brandt, Degelman, McFarlane, Morris, Unverferth
69 Delta Power Equipment	10	10	CIH, NH	ON	Kubota, BRP, Merlo, Hardi, Ski-doo
70 Red Power/Bancroft	10	10	CIH	IA	Drago, Kinze, Demco, Westfield, Haybuster, Husqvarna, Woods, Farm King, Alamo Group, Buhler, Cray, Ariens, Maurer, Mandako, Rite Way, H&S, Balzer, Unverferth
71 Holt Agribusiness	25	10	AGCO	TX, AR, MO	Alamo, Claas, Wil-Rich, Wishek, Demco, Cat, IMC Scrapers, Kuhn, MacDon, NAMMCO, NDE, Trimble, Woods
72 Wagner Equipment	13	10	AGCO	CO, TX, NM	Caterpillar
73 Flamman Agriculture	9	9	Shortlines	AB, SK, MB	J&M, Wheatheart Augers, Batco, Wishek, RiteWay, Meridian, Farm King, Southland, Trailtech, Aluma, Alamo
74 Bingham	10	9	NH, Kub	AZ	Bobcat
75 Kanequip	10	9	NH, CIH, Kub	KS	
76 Atlantic Tractor	11	9	JD, Kub	MD, PA, DE	Honda, Stihl, Alamo, Kinze, Unverferth, Meridian, Kuhn, Horst
77 PrairieLand Partners	10	9	JD	KS	MudHog, Unverferth, Great Plains, Degelman, Haybuster, Koyker, Krause, Kuhn, Landoll, Maurer, MacDon
78 Valley Truck & Tractor	10	9	JD	CA	Alamo, Exact, Great Plains, Honda, Honey Bee, J&M, Key Dollar Cab, Kuhn, MacDon, Monosem, Nelson Hardie, Porter's Welding, Rears, Rome, Schmeiser, Shelbourne Reynolds, SoucyTrack, Stihl, Unverferth, Walker
79 PrairieCoast Equipment	10	9	JD	AB, BC	Stihl, Brandt, Degelman
80 Enns Brothers	9	9	JD	MB	Stihl, Unverferth FieldSmart
81 Cazenovia Equipment (CEC)	9	9	JD	NY	Ariens, Stihl, Honda, Kuhn, Triolet, Landoll, Hardi, Geringhoff, Unverferth, Alamo, CAM Superline, Husky, Supreme, Smart-Till, Wiedenmann, Buffalo Turbine, Salsco, Lastec, Woodbay, Goossen, AgriMetal, SIP, Broyhill, Vicon, DR Power, Selbro, Pequea
82 Limestone Farm Lawn Worksites	9	9	JD	KY	Kuhn, J&M, E-Trail, Stihl, Echo, Pequea, Woods, Honda, Alamo
83 Heritage Tractor	9	9	JD	KS, MO	Polaris, Featherlite trailers, Great Plains, Schaben, J&M, Haybuster, Sitrex, TurboSaw, Boxer, Beaver, Honda, Stihl, Traeger, Billy Goat
84 Larson Farm & Lawn	9	9	JD	MO, AR	Honda
85 Green Line Equipment	9	9	JD	NE	Honda, Orthman, Haybuster, Yetter, Westendorf, Cray, Dawn, Henke Buffalo, Peck, Demco, Martin, Beaver Valley, Blu-Jet, Westfield, Valley, Maurer, Hagedorn, Sunco, A&I, Apache, Palco, Unverferth
86 Huron Tractor	9	9	JD	ON	A&I, Aulari, Bruns, Bercomac, Buhler, Cray, Epps, Farm-Fleet, Frontlink, Claas, Horst, Laforge, Landoll, Luck Now, MacDon, Market Farm, MS Gregson, Pikrite, Pottinger, Quicke, Resit, R.J. Saucy, Stihl, Sno-Way, Smyth, Unverferth, Weberlane, Wallenstein
87 Kenn-Feldt Group	8	9	JD	IN, OH	Only John Deere
88 Plains Ag	10	9	CIH, NH	ND	Bobcat, Haybuster, Brandt, Bourgault, Harvest International, Summers
89 Wylie Implement	16	9	CIH	TX, OK	Wylie, Vermeer, Mahindra, Alamo, Wacker Neuson, CrustBuster, J&M, Lee, Meridian, New Leader, Vector, AG, Handler, Raven, Trimble, Sensor 1, Capstan, Smucker
90 Hooper	9	9	CIH	PA, DE	Kubota, JCB, Great Plains, Geringhoff, Kinze, Kuhn, Unverferth, Woods, Hesston, J&M, MacDon, Meyer, Lanco, Thunder Creek, Cray, Yetter, Soil-Max, K-Tec, Landoll
91 Youngs Equipment	9	9	CIH	SK	Bourgault, Kubota, Apache, MacDon, Claas, Vermeer
92 Centre Agricole	9	9	CIH	QC	Toro, Cotech, SSTA, Cub Cadet, Normand, Horst Wagons, Cray, Kuhn Krause, Gilbert, Wallenstein, AgriMetal, CastelGarden, JF-Stoll, Hardy, Unverferth, Hardi, Brent, Kuhns Mfg., Bush Hog, Quicke
93 Garton Tractor	9	8	NH	CA	Kubota, Kawasaki, Oxbo, Takeuchi, PBM, Lemken, Rears, Collard, Darf, Mil-Stak, Murator, Diamond Mowers, GVF, Gramegna, Landoll

Dealer Group	Total Stores	Ag Stores	Main Ag Brands	State/Province	Shortline Brands & Other Equipment Carried
94 Moody's Equipment	8	8	NH	SK	Alamo, Agshield, Alo Loaders, Atom Jet, Art's Way, AWS, Batco Conveyors, Bergen, Bourgault, Buhler, Capstan, Crary, Degelman, Demco, Dutch Industries, Elmer's, Free Form Plastics, Hardi, Haybuster, Highline, Honeybee, Horst, MacDon, Mainero, Mandako, Morris, Raven, Redekop, REM, Riteway, Roto Shear, Strawtrac, Tram Sales, Unverferth, Valmar, Westfield, Wheatheart
95 Flint Ag & Turf	27	8	JD	GA, NC, SC, AL	Air-O-Fan, Alamo, Amadas, Athens, Bag-A-Nut, BigTex, Brown, Crust Buster, Durand Wayland, E-Z Trail, Gillison's, Great Plains, Harrell, Herbst, KMC, Kuhn, Landoll, Lindsay, Monosem, OMC, Orchard-Rite, Orthman, Remlinger, Rome, Unverferth, Weiss McNair, Willmar
96 Meade Tractor	19	8	JD	TN, KY, VA, WV, NC	Krone
97 Western Equipment	10	8	JD	OK, TX	Amadas, AerWay, Adams, Belltec, Bestway, Bunning, Alamo, Crust Buster, Degelman, DFM, Donahue, Garfield, Go Bob, Great Plains, H&S, Hardi, J&M, KBH, Kuhn, Koyker, Lamar, Landoll, Lee, Liquid, Marshall, McFarlane, Neville Built, Orthman, Red Rhino, Sterling Farms, Stihl, Summers, Unverferth, Wako, Westendorf, Woods Wylie, Yetter
98 Quality Implement	9	8	JD	TX, OK	Stihl, Great Plains, Honda, Alamo, Schaben, Bigham, Landoll, Krause, E-Z Trail
99 SEMA	8	8	JD	MN	AgBag, Art's Way, Yetter, Martin-Till, RiteWay, Stihl, Dawn, Hilco, Salford, Crary, Farm King, Unverferth, Westfield, Camoplast, Saucy
100 Gooseneck Implement	8	8	JD	ND, SD	Only John Deere
101 South Plains Implement	8	8	JD	TX	Koenig, Kuhn, Great Plains
102 South Country Equipment	8	8	JD	SK	Degelman, Brandt, HoneyBee, MacDon, Farm King, Alamo, Unverferth
103 BelKorp Ag	8	8	JD	CA	Only John Deere
104 Shoppa's Farm Supply	27	8	JD	TX	Landoll, J&M, Krone, Alamo, Orthman, Bigham Brothers
105 Reuter's	8	8	CIH, NH, Kub	IA, NE	Unverferth, Stud King, Westfield, Kubota, Great Plains
106 Torgerson's LLC	8	8	CIH, NH	MT	MacDon, Bourgault, Brandt, Haybuster, Thunder Creek, JCB, Unverferth
107 Adrien Phaneuf	8	8	CIH	QC	Cub Cadet, AgriMetal, Krone, Hardi, Lemken, Pronovost, Kuhnm H&S, Normand, AgLand
108 Quinn Cat	18	8	AGCO	CA, AZ	Caterpillar, Wilcox, Willmar, Quinn Power,
109 Petersen Cat	18	8	AGCO	CA, OR, WA	Claas, Morris, Trimble
110 Agriterra Equipment	9	8	AGCO	AB	Morris, Bourgault, Claas, MacDon, GrainMaxx, Alamo, Unverferth, Demco, Loftness, REM, Free Form, Cub Cadet, Woods, Farm King, HLA Muratori, Wallenstein, OhioSteel
111 Ahern Rental	9	7	Kub	CA, NV, UT	Atlas Copco, American Pneumatic, Allmand, American Compaction, Best Trailer, Barreto, Billy Goat, Bluebird, Bosch, Brunner & Lay, Bobcat, Broce, Clark, CNH, Dewalt, Diamond, Ditchwitch, Dynapac, EDCO, EX-Go, Felling, Genie, Heatstar, Hilti, Honda, Hyster, Ingersoll Rand, JLG, Kawasaki, Kobelco, Lincoln Electric, Miller Electric, MiT-M, Multiquip, Ridgid, Ryan, SkyJack, Snorkel, Stihl, Terex, Vermeer, Wacker, Wylie, Xtreme
112 Wright Implement	9	7	JD	KY, IN, TN	Stihl, Honda, Alamo, Kuhn, Unverferth, Anderson, Durabilt, Tiger Mowers, Superior Tech, Curtis, Landoll
113 Tri County Equipment	9	7	JD	MI	Vervaet, Thunder Creek, Toro, Pit Bull, H&H, Art's Way, Manitou, Jay-Lor
114 Bader & Sons	9	7	JD	MI	AMS, Ariens, Alamo, AWS, Billy Goat, Buffalo Turbine, Degelman, Diamond Mowers, Grouser, Highway Equipment, Honda, J&M, Great Plains, Landall, Little Wonder, Load Trail, Manitou, Oxbo, Remlinger, Rite Way, SnowEx, SoucyTrack, Stihl, SureFire, Boss, Toro, Unverferth, Yetter
115 JD Equipment	8	7	JD	OH	Stihl, Honda
116 Noteboom Implement	8	7	JD	SD, IA	Stihl, Honda, Brandt, Unverferth, Haybuster, Kuhn, Landoll, H&S
117 Lasseeter Equipment	7	7	JD	GA	Only John Deere
118 Wm. Nobbe	7	7	JD	IL, MO	Honda, GEM, Polaris, Stihl, Gehl
119 Legacy Equipment	7	7	JD	AR, MO	Only John Deere
120 B.E. Implement	7	7	JD	TX	Amadas, AMCO, Alamo, Bigham, Blueline, CrustBuster, D.L., Darf, ERO, Great Plains, Holcomb Scraper, Honda, J&M, Johnson Mfg, KBH, KD Loaders, KMC, Koyker, Orthman, Retriever, Roll-A-Cone, Schaben, Schlagel, Sterling Farm, Stihl, Texas Bragg, Unverferth, WG, Wilmar, Yetter
121 Green Country Equipment	7	7	JD	TX, OK	Crust Buster, Orthman, Landoll, Unverferth, Shelbourne Reynolds, Great Plains, Krause
122 Green Tractor	7	7	JD	ON	Only John Deere
123 Kern Machinery /Camp Equipment	7	7	JD	CA, OR	Air-O-Fan, Bezzerides, BW Implement, D&M, Domries, Exact, Flory, Freeman, Great Plains, Jack Rabbit, Nikkel, Orchard-Rite, Rears, T.G. Schmeiser, Triolet, Weiss-McNair, Western Power, Wilcox, Woods
124 BTI Co.	7	7	JD	KS	
125 Pioneer Equipment	7	7	CIH, NH, Kub	ID, CA	Tonutti, Trimble, Krone, Hesston, Hardi, Great Plains, John Bean, Krause, Manitou, Parma, Alamo, Wishek, Weiss McNair, Woods, Wil-Rich, Arizon Drip, Reynolds, Grasshopper, Cub Cadet, Univerferth
126 Kayton Int'l/Horizon West/Nebraska Equipment	7	7	CIH, NH	NE, MN, WY	MacDon, Landoll, Westfield, Great Plains, Highline, Pickett
127 Jacobi Sales	7	7	CIH, Kub	IN, KY	Cub Cadet, Hardi, New Idea, Kawasaki, Great Plains, Great Dane, Kinze, Woods, Terrain King
128 Crown Power & Equipment	8	7	CIH	MO	Kubota, Kinze, Ag Leader, Alamo, Drago, MacDon, Cub Cadet, Grasshopper, Stihl, Great Plains, Tiger Mowers, Pettibone
129 Arnold's	7	7	CIH	MN	Art's Way, Cub Cadet, Claas, Drago, Exmark, Gehl, Kinze, Kubota, Kuhn, Great Plains, MacDon, Miller, Oxbo, Summers, Thunder Creek, Woods, Sudenga, Unverferth
130 N & S Tractor	7	7	CIH	CA	Claas, Coe Orchard, Darf, DM, Flory, Gillison, Great Plains, Grouser, Harlo, JCB, MacDon, McCormick, Nammco, Oxbo, Pickett, Porter, SRC, Schmeiser, Trimble, Wilcox
131 Hlavinka	8	7	CIH	TX	JCB, Kubota, Terex

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Dealer Group	Total Stores	Ag Stores	Main Ag Brands	State/Province	Shortline Brands & Other Equipment Carried
132 Monroe Tractor	11	7	CIH	NY	Mahindra, Kuhn, Claas, H&S, Doosan
133 MacAllister Machinery	8	7	AGCO	IN	Claas, MacDon, J&M, Unverferth, SpraCoupe, Willmar, Rible, Raven, AgLeader
134 Groupe SYMAC	7	7	AGCO	QC	Krone, Hardi, Sprayers MS, Claas, Great Plains, Unverferth
135 Ag Solutions Group	6	6	Shortlines	MO, IA, MN, NE	Meridian, Blu-Jet, Duo-Lift, Montag, USC, Ray Man, FAST, Soil-Max, Apache, Quality Plus
136 WC Tractor	7	6	NH, Kubota	TX	Kubota, Kawasaki, Cub Cadet, Husqvarna, Kuhn, Top Hat, Intimidator, AerWay, Mohawk, Hay King, Tonutti, Badboy, FFC, Ferris, Bradco, Continental Belton, Alamo, Sitrex, Bear Cat, Gannon, Belltec, Sweepster, Danuser, Athens, Kuhn, Millcreek, Hay Van, Exmark, Worksaver, Harley, McMillen, Great Plains, Woods, A&I, ArmstrongAg
137 Hobdy, Dye and Read	6	6	NH	KY	Kubota, Great Plains, Alamo, Kinze, Krause, Badboy
138 Brim Tractor	6	6	NH	WA, OR	Yanmar, JCB, McHale, Diamond, Badboy, Woods, Tuff Trailer, Alamo, Clemens, Vrisimo, Segue Mixers, TurboMist, Jacto, Artex, Stihl, Bomford, Gearmore, Supreme International
139 Unicoop Coop Agricole	6	6	NH	QC	Carraro, Anderson, Amazon, Norman, Hustler, Pichon
140 Blueline Equipment	7	6	Kub	WA	Avant, Binger Seilzug, Blueline, Ero, Claas, Kubota, Great Plains, Perfect
141 Hawthorne Pacific	6	6	Kub	HI, GU	Caterpillar, Weiler Paving, NorAm
142 Mid-State Equipment	8	6	JD, Kub	WI	J&M, Wacker
143 Frontier Ag & Turf	6	6	JD, Kub	WI, MN	Brandt, Kuhn, Demco, Geringhoff, H&S, Westfield, Meyer, Stihl
144 Lakeland Equip	12	6	JD	NY	Amco, Ariens, Alamo, Boss, Cummings and Bricker, Curtis, Degelman, Diamond Mowers, Hardi, Kuhn, Honda, M-B, Meyer, Pickett, Stihl, Unverferth, J.S. Woodhouse
145 Northern Virginia Tractor	11	6	JD	VA	Honda, Stihl, Anderson, Billy Goat
146 Hurst Farm Supply	7	6	JD	TX	Only John Deere
147 Horizon Equipment	6	6	JD	IA	Honda, Stihl, Sno-Way, FAE, New Leader, MSG, Meyer, Anderson, E-Z Trail
148 Z & M Ag & Turf	6	6	JD	NY	Honda, Stihl, Ariens, Billy Goat, Cummings and Bricker, H&S, Kuhn, Polaris, Roto-Mix, Salford, Unverferth, Alamo, JS Woodhouse, Pottinger, Degelman
149 KC Nielsen	6	6	JD	IA	Only John Deere
150 Theriault/Harvest Equipment	6	6	JD	VT, ME	Honda, Stihl, Sno-Way, FAE, New Leader, MSG, Meyer, Anderson, E-Z Trail
151 Green Iron Equipment	6	6	JD	ND, SD	Only John Deere
152 Schuneman Equipment Co.	6	6	JD	SD, MN	Only John Deere
153 Western Sales	6	6	JD	SK	Morris, Bourgault, MacDon
154 Value Implement	6	6	CIH, NH	WI	Kubota, H&S, Briggs&Stratton, Alamo, Cub Cadet, Gehl, Grasshopper, Highline, Kinze, Kohler, Great Plains, Landoll, Meyer, Roto-Mix, Steiner, Summers, Tory-Bilt, Kinze, Buhler, E-Z Trail, Haybuster, J&M, Highline, Loftness, Virnig, Terraing King, Berlon, Art's Way, Echo, Pepin, Peterson, Westendorf, Crary, Dixon, Unverferth
155 Service Motor	6	6	CIH, Kub	WI	Kubota, Claas, Miller-Nitro, Gehl, Kinze, Landoll, Great Plains, Meyer's, Meyer Farm, Skytrak, JCB, Terrain King, Thunder Creek, Vermeer, Woods, Unverferth
156 Delta Group	7	6	CIH, Kub	MS	Kubota, Great Plains, Alamo, Bigham Brothers, Demco, Monosem, Woods, Wil-Rich, McFarlane, Balzer, Brandt, Unverferth, Krause, Maurer, Amco, Dickey-john, Martens Farms, ABCO, Landoll, J&M, MacDon, Husqvarna
157 Archbold Equipment	8	6	CIH	OH, IN, MI	Cub Cadet, Grasshopper, Kinze, Kubota, Bobcat, Woods, Yetter, Kongskilde, Great Plains, Landoll, Unverferth
158 Redhead Equipment	7	6	CIH	SK	MacDon, Claas, Bourgault
159 Booth Machinery	6	6	CIH	AZ, CA	Monosem, Demco, Gandy, Mechanical Transplanters, Roll-a-Cone, Berkeley, Trimble, Rawson, Farm Works, Ag Leader, Johnson Farm, Unverferth, Durand Wayland, Loftness, FleetGuard, T.G. Schmeiser, iAgri LTD
160 Aimtrac	7	6	CIH	GA, FL	Ag Spray, Amadas, Alamo, Besler, BB, Brown, Colombo, COE, Woods, Grasshopper, Great Plains, Landoll, The Modern Group, Monosem, Newton Crouch, Claas, Redball, Flory, Unverferth
161 Empire Southwest/Iron City	29	6	AGCO	AZ, CA, NM, TX	Claas, Valmar, Caterpillar, Wilcox, Darf
162 Douglas Lake Equipment	5	5	NH, Kub	BC, AB	Kobelco, LiuGong, MacDon, Apache
163 Champlain Valley Equipment	5	5	NH, CIH, Kub	VT	Bobcat, Gehl, Manitou, Polaris, Kuhn, Pottinger, H&S, Great Plains, Woods, Ventrac, Terrain King, Forestry Implements, Stihl, Yamaha
164 Empire Tractor	5	5	NH, CIH, Kub	NY	Great Plains, Blu Jet, Landoll, Kinze, Oxbo, Checchi & Magli, Unverferth, Dixie Chopper, Stihl, Woods, Pequea
165 Swiderski Equipment Inc.	5	5	NH	WI	E-Z Trail, Bobcat, Hesston, Doosan, Woods, Haybuster, Berlon, Meyer, H&S, Kioti, Degelman, Harvestec, Kuhn, Great Plains, Loadmaster, Loegering, Sweepster, Virnig Grouser, Pro-Tech, Landoll
166 E Bourassa & Sons	5	5	NH	SK	Versatile, McCormick
167 Lampson Tractor & Equipment	5	5	Kubota	CA	Only Kubota
168 Southeast Farm Equipment	6	5	JD	NC, SC	Alamo, Amadas, CDS, Geringhoff, Great Plains, Honda, J&M, KBH, KMC, Lewis Brothers, MacDon, Reddick, Stihl, Unverferth, Valley Irrigation, Willmar Fabrication, Woods
169 Holland & Sons	6	5	JD	IL	Stihl, Honda, Unverferth, Kuhn, Thunder Creek, Briggs&Stratton, Woods, Hardi, Haybuster, Maurer, Dawn, Yetter, Lankota, McFarlane, Curtis, Worksaver, Landoll
170 Grissoms	5	5	JD	OK	Kuhn, Honda, Stihl
171 West Central Equipment	5	5	JD	PA	Ag Leader, Gehl, Merlo, Anderson, Geringhoff, Meyer, Boss, Great Plains, Oxbo, Bradco, Hardi, RCI, CE Attachments, Hillco, Superior Tech, Curtis, Kuhn, Tar River, Dawn, Trioliet, Easy Trail, Unverferth, Yetter
172 McLean Implement	5	5	JD	IL	Honda
173 ICON Ag Services	5	5	JD	IA	Stihl, Unverferth, Kuhn
174 Dakota Farm Equipment	5	5	JD	ND, SD	Only John Deere

Dealer Group	Total Stores	Ag Stores	Main Ag Brands	State/Province	Shortline Brands & Other Equipment Carried
175 Coufal-Prater	5	5	JD	TX	Stihl, Great Plains, Kuhn, Krone, Alamo, AerWay, Texas Bragg, Hay King, Atchison, Alloway, BBI, Steffen, Athens, LeeAgra, J&M, Honda, Drago
176 American Machinery	5	5	JD	HI	Only John Deere
177 Campbell Tractor & Implement	5	5	JD	ID	Only John Deere
178 Nelson Motors	5	5	JD	SK	Alamo, Brandt, Bourgault, Degelman, Sakundiak, Stihl
179 Mid-South Ag Equipment	5	5	CIH, NH	MS, KY	RBR, 360 Yield, Great Plains, Raven, Alamo, Vermeer, C Handler, Kelly, MacDon, Nammco, Demco, E-Z Trail, Maurer, ProTank, Meridian, Bigham
180 Ag West Supply	5	5	CIH, MF	OR	Alamo, Cub Cadet, Great Plains, Kawasaki, Unverferth, Yanmar, MacDon, Monosem, General Implements, Braber
181 Heritage Agriculture	5	5	CIH, Kub	AR	Great Plains, Krone, Kelly, Kongskilde, Alamo, Unverferth, MacDon, Brandt, W&A, Anderson
182 St. John Hardware	5	5	CIH	WA, ID	Alamo, Flexicoil, MacDon, Great Plains, Wil-Rich, Outback, Krause, Unverferth, Richardton, Rankin, Ellis, Westendorf, Fimco, Steffen Systems, Gates, General Implement
183 Straub Int'l.	5	5	CIH	KS	CrustBuster, Great Plains, Polaris, Mahindra, MacDon
184 Evolution Ag	7	5	CIH	OH	Farmall, Geringhoff, Kinze, Unverferth, Kubota, Great Plains, Kuhn, Stihl, Woods, Cub Cadet, Landoll, MacDon, Alamo, Reyonlds, Thunder Creek, Kioti
185 Sievers Equipment	6	5	CIH	IL	J&M, Kubota, Landoll, Krause, Kinze, JCB
186 Allied Equipment	5	5	CIH	HI	Alamo, Airman, Johnston North America, Bandit, Bowie, Bri-Mar, Cub Cadet, Domries, Esco, Fecon, Gearmore, Great Northern Trailer Works, Hamm, JCB, Lastec, LeeBoy, Manitex, Multiquip, Ammann, Rayco, RockHound, Rosco, Sky Jack, Star, Takeuchi, Trail-King, Montabert, Werk-Brau, Woods, Yanmar, Ziemann, RoadHog, Grasshopper
187 Claude Joyal	5	5	CIH	QC	Apache, Alamo, Claas, DMI, Dunham Lear, Fahr, Farmall, Kongskilde, Miskin Scraper, Normand
188 Stoller Int'l.	5	5	CIH	IL	Kubota, Bobcat, Geringhoff, Unverferth, Woods, Blu-jet, McFarlane, Demco, Hiniker, Berlon, Yetter, H&S, Westfield, Landoll, Great Plains, Martin-Till, Matthews, Athens, Alamo, Westendorf, M&W, Jacto, Hustler, Grasshopper, Cub Cadet, Hawkins, Kaufann, Kew, Nisko Alto, Trimble, Headshgt, Ag Leader Technology
189 BIC (Bruna Implement Co.)	5	5	CIH	KS	Kinze, Great Plains, Landoll, Gehl, Polaris, Grasshopper, Vermeer, Cub Cadet, Roto Mix, Dalton Ag
190 Connect Equipment Corp	5	5	AGCO	ON	Hesston, Vaderstad, Gehl, Claas, Kuhn, Wil-Rich, Ventrac, Walker, Hardi, Ferris, Simplicity, Polaris, Stihl, Echo, Trimble, Reichardt
191 Altorfer Cat	23	5	AGCO	IA, IL, MO	Horsch, MacDon, Claas
192 Thompson Machinery	11	5	AGCO	TN, MS	Claas, Caterpillar
193 Johnson Cat	5	5	AGCO	CA	Caterpillar

North America Farm Equipment Dealer Groups Operating 10 or More Ag Store Locations by Brand — 2017

	Locations All	Ag	States/ Provinces		Locations All	Ag	States/ Provinces
AGCO				John Deere			
Ziegler Cat	29	24	MN, IA, WI, MO	Ag-Pro Companies	47	47	GA, FL, SC, TX, AR, AL
Butler Machinery	18	18	ND, SD, NE	Cervus Equipment	65	35	AB, MB, SK, NZ & AUST(15)
Whayne Cat	17	17	KY	Romer (James River Equipment /4 Rivers Equipment)	51	32	VA, NC, SC, CO, WY, NM, TX
Ring Power Cat	26	14	FL	RDO	75	31	ND, AZ, CA, MN, MT, OR, SD, TX, WA
HGI (NC Machinery, Tractor & Equipment)	24	14	AK, WA, MT, ND, WY	Greenway	27	27	AR, MO
Agri-Service	14	14	ID, OR, UT	C&B Operations	24	24	SD, MN, WY, ID, MT
Warren Cat	15	12	TX, OK	Brandt Holdings	31	27	ND, MN, SD, NE
LDI (Lang Diesel Inc.)	13	12	KS	Sloans	20	20	IL, WI
Hewitt Equipment/Atlantic Tractor	22	11	QC, NA, NB, PE	Pape Machinery	68	19	OR, CA, WA, NV, ID
Holt Agribusiness	25	10	TX, AR, MO	Stotz Equipment	25	19	AZ, CA, NV, UT, CO, NM, ID
Wagner Equipment	13	10	CO, TX, NM	P&K Equipment	19	19	OK, IA
Totals	216	156	(72% ag)	Pattison Agriculture	19	19	SK
Case IH				Trigreen	19	19	AL, TN
Titan Machinery	109	63	ND, SD, IA, MN, MT, NE, EU(20)	Van Wall Group	21	16	IA, KS, NE, IL
RME/Rocky Mountain Equipment	37	33	AB, MB, SK	21st Century Equipment	20	16	NE, CO
Birkeys Farm Store	18	16	IL, IN	AHW (Arends Hogan Walker)	18	16	IL
H&R Agri-Power	14	14	KY, IL, TN, AL	LandMark Implement	17	16	NE, KS
Progressive Tractor	14	14	LA	Ag-Power	17	16	TX, AR, MO
Bane-Welker Equipment	14	13	IN	Groupe JLD Laguë	16	16	QC, ON
Vetter Equipment	11	11	IA	SunSouth	21	15	AL, GA, MS
Baker Implement	11	11	MO, AR	Plains Equipment Group	16	15	NE, KS
Red Power/Bancroft	10	10	IA	Greenmark Equipment	15	15	MI, IN
Delta Power Equipment	10	10	ON	Mississippi/Arkansas Ag	15	15	MS, AR
Totals	248	195	(79% ag)	Sunshine Quality Solutions	15	15	LA

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	Locations		States/ Provinces		Locations		States/ Provinces
	All	Ag			All	Ag	
Blanchard Equipment	15	14	GA, SC	Sinclair Tractor	11	11	IA
American Implement Inc	15	14	KS	Sydenstricker	11	11	MO
Green Diamond Equipment	14	14	NB, NS, PE	JayDee AgTech	17	10	SK
Hutson	14	13	KY	Tennessee Tractor	13	10	TN
Martin Sullivan	14	13	IL	AgriVision	11	10	IA
Quality Equipment	13	13	NC	Bodensteiner Implement	10	10	IA
Midwest Machinery	13	13	MN	Tractor Central	10	10	WI
East Coast Equipment	13	12	NC, VA	Frontline Ag Solutions	10	10	MT
Goldman Equipment	13	12	LA	Premier Equipment	10	10	ON
Agritex	12	12	QC	Martin Deerline	10	10	AB
LandPro Equipment LLC	12	12	NY	Totals	990	687	(69% ag)
Riesterer & Schnell	12	12	WI	New Holland			
Everglades Farm Equipment	12	12	FL	Mazergroup	15	15	MB, SK
Washington Tractor	12	12	WA	SS Equipment	10	10	WA, OR
Wade	12	12	MS	Totals	25	25	(100% ag)

Changes Among Large Dealership Groups — 2016-17

Company	Brand	State	Details
WC Tractor	NH, Kubota	TX	Added to list, they achieved 5+ stores a couple years ago
Landmark Equipment	JD		Acquired Oregon Trail Equipment
Cervus	JD	AB, MB, SK, NZ & AUST(15)	Opened new purpose built branch in Feilding, New Zealand
Agriterra Equipment	AGCO	AB	Acquired Washatenau Motors. Now have 8 locations
Washington Tractor	JD	WA	Added new 12th location in Sumner, which is also the new corporate headquarters
BayWa	Claas	AB	German company who retail Claas in Germany will open Claas dealerships in Alberta
Aimtrac	Claas	FL	Opening standalone Claas location in Trenton, Fla.
Parmer County	Claas	TX, OK	Claas distribution is changing from Warren Cat to Parmer County who will expand support to combines in addition to forage harvesters
Van Wall Equipment	JD	IA, SD	Agreed to buy Schenkelberg Implement with locations in Carroll, Denison, Onawa and Sac City
Stotz Equipment	JD	AZ, CA, NV, UT, CO, NM, ID	Acquired Christiansen Implement. Now have 26 locations
Birkey's Farm Store	CIH, NH	IL, IN	Acquired Farm Pride's 5 stores
AHW LLC	JD	IL, IN	Acquired Cross Brothers Implement, adding 3 stores in Mt. Pulaski, Clinton, and New Holland, Ill.
Noteboom Implement	JD	IA, SD	Noteboom Implement with locations in Spencer and Sibley, Iowa, and Parkston, Chamberlain, Corscia and Platte, S.D. merged with Hultgren Implement with locations in Ida Grove and Storm Lake, Iowa.
Western Equipment	JD	OK, NM, TX	Acquired Ray Lee Equipment, adding 6 stores in Texas and New Mexico
Pape Machinery	JD	OR, CA, WA, NV, ID	Closed store in Bonners Ferry, Idaho. Now 20 ag locations and 69 total locations.
Titan Machinery	CIH, NH	ND, SD, IA, MN, MT, NE, EU(16)	Closed several Ag locations
Titan Machinery	CIH, NH	ND, SD, IA, MN, MT, NE, EU(16)	Built new 20,000 square foot store in Sioux Falls, S.D., consolidating its Case Construction and New Holland dealerships in Sioux Falls into one facility. Announced it would be closing 14 ag locations by June 2017 as part of a restructuring plan.
Green Diamond Equipment	JD	NB, NS, PE	Green Diamond and Reddin Equipment have merged to form Green Diamond Equipment with 13 locations
Rocky Mountain Equipment	CIH, NH, Kub	Ab, Mk, SK	Will close Barrhead location
Sunshine Equipment	JD	LA	Merged with Quality Equipment, comprising 15 locations
Archbold Equipment	CIH	OH, MI, IN	Acquired Gibbs Equipment
Blanchard Equipment	JD	GA, SC	Acquired Derrick Equipment
BTI Co.	JD	KA	Acquired Great Bend Farm Equipment
Crown Power and Equipment	CIH	CO	Acquires Fritz Implement
Ag-Pro Companies	JD	GA, FL, SC, TX, AR, AL	Joined JCB Dealer Network, added 9 locations
LandPro Equipment LLC	JD	NY	Acquires Lakeland Equipment and Z&M Ag and Turf
Romer (James River Equipment/ 4 Rivers Equipment)	JD	VA, NC, SC, CO, WY, NM, TX	4Rivers Equipment, part of Romer, Longs Peak Equipment in Longmont, Colo., for a total of 15 locations.
Brandt Holdings	JD	ND, MN, SD, NE	Acquired Schuneman Equipment Co.'s 6 locations and will merge them with Kibble Equipment, James River Equipment and Larson's.
Pattison Agriculture	JD	SK	JayDee Ag Tech and Maple Farms Equipment merged. Acquired Nykolaishen Farm Equipment two locations.
Riggs Cat			Dropped ag equipment
Groups Symac	AGCO	QC	Acquired Challenger from Cat dealer Hewitt/Atlantic Tractor is Maritimes