

TEACHER PREPARATION FOR DEVELOPING DEALER COOPERATIVE AGREEMENT

Two Vice Presidents administer the Advisory Council. Please contact either of them if you need help or have questions regarding working with a Tractor Dealer. Vice President Michael Billings represents Agriculture Science Teachers. (mbillings@fisd.us) (210) 912-6675 and Vice President Jeff Spake represents the Tractor and Machinery Industry (jspake@rdoequipment.com) (512) 230-4413 .

IMPORTANT: PROCEDURES AND INSTRUCTIONS WHEN WORKING WITH TRACTOR DEALERS.

1. **Do not** contact a tractor dealer initially – always work through a company (corporate) representative first.
2. After interest in reconditioning a tractor/skid steer or yard & garden tractor has been established with student/parents
 - a) Review the Teacher Dealer Cooperative Agreement (TDCA) found on Advisory Council Link.
 - b) Contact either VP (Michael or Jeff) identifying your interest in asking for dealer help. They will provide you names and addresses of corporate representatives that can help you establish contact with dealer.**
 - c) It is important that a company representative recommends the dealer because they will contact dealer in your area encouraging them to work with you.
 - d) Corporate representatives – Kubota, John Deere, CAT, Case IH and others may offer incentives to their dealer to help defray some of dealer's expenses in providing you for example: Technicians help, Diagnostic tools, locating a tractor, tractor transportation, reduced costs of parts and etc. Each situation will be different
3. Teacher should provide Company and/or Dealer access to your students. For example, an opportunity for dealer representative to visit your classes or make arrangement for your students to visit their dealerships – stores.
4. Teacher should invite dealer or company rep to attend and assist in exhibiting tractor or skid steer. Show officials may allow company/dealer to display signs or banners identifying their assistance with repair and reconditioning of the tractor.
5. Perhaps invite company or dealer to your FFA banquet at the end of the year to recognize them for their assistance.
6. Be realistic in what you expect Dealer to provide.
 - a) Do not expect them to provide a bay or stall in their shop.
 - b) Be realistic on the number of hours technician help is required. Technicians time is very expensive and most dealers do not have enough of them. This is reason they are so interested in working with your students - to discover potential employees including technicians. Working with a dealer may create a pathway for students' career in Machinery Industry? It is also possible you will have professional mechanics in your community outside of dealerships that will advise and help you with technical issues?
 - c) Most likely a Dealer cannot provide you a tractor or skid steer, especially one that farmer is using in field – turn around time is too short. Also, warranty is a problem for dealers with non-employees working on machinery. Each situation will be different.
7. TDCA - Teacher Dealer Cooperative Agreement. This agreement should be initiated at the beginning prior to any work or expenses incurred on machine. The primary purpose of Agreement is to identify expectations, procedures and responsibilities between all those participating in the Agreement to prevent misunderstandings. The Agreement Template is in a Word Document so you can revise it for your needs. Using an Agreement is very much recommended when working with a dealer.
8. All documents including the TDCA are available on Advisory Council Link.
<http://jamshow.org/ADVISORY/Council.xht>