

The Tractor Deal

DVBE.BZ

DAVE VOLEK'S BUSINESS ENGLISH



Instructor's Manual

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Credits

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The Tractor Deal: Instructor's Manual

Introduction

The Tractor Deal provides several interesting opportunities for students to practice their business English.

First, students will be juggling lots of numbers with each number having its own concrete concept attached to it. This may seem simple for native speakers, but this task may be the first time your students have had to do this type of activity in an EFL environment. Their English skills will be tested as they try to keep all these numbers sorted out.

Second, students will be required to take notes throughout this exercise while listening to others speak English. This practice will be invaluable for international business dealings.

Third, students will be required to practice specific language skills to communicate the model numbers of various products. Again, many EFL students may not yet have had this training in regular EFL classes.

There are only a few calculations, so the business component of this module is not that large. This module would even be useful in a regular EFL classroom.

Instructor Preparation

Read and understand the fine points for all the roles before presenting the modules to the class. Each tractor seller has some specific features, such as turbocharging and extra hydraulic capacity, which the other sellers may not have. If you are familiar with all the sellers' roles, you should be ready to answer their specific questions.

- 1) Print one Tractor Spec Sheet for each tractor manufacturer. Photocopy the tractor-buying assignments on hard-stock paper and cut them out. Photocopy sufficient copies of the Buyer Notes and Seller Notes.
- 2) Have the students read the students' manual as homework or in class. Reassure them that they do not have to understand everything about tractors to do this exercise. They only need to understand that there are distinct features of which they will have to communicate some numeric values.
- 3) Hold a question and answer session.

Note: The price given for each tractor is for the standard model. If optional features are required, the cost of these features is added to the standard model's base price.

The First Round

For the first round follow the steps below:

- 1) Divide the class into two groups: tractor buyers and tractor sellers. You may want to give the stronger students the sellers' roles.
- 2) Give each seller a tractor seller's spec sheet. They will be representing that manufacturer of tractors.
- 3) Give each buyer two tractor buying assignments. Give the buyers a Buyer Notes sheet and tell them to put that information onto their sheet. If you have four or fewer buyers, you can give them four tractor buying assignments.
- 4) Tell them that they should not show their sheets to each other. Explain that it is better to communicate their information and requests verbally.
- 5) Take a role if the class has an odd number of students. If the class has an even number, you may even want to take a seller and buyer role to pick up the slack when one student seems confused or left out. It may be good to demonstrate a sample conversation with a more advanced student before the class starts dealing in tractors.
- 6) Organize each buyer to meet to one seller. Remind the buyers that they are not to buy the first tractor that seems suitable. Rather, they are only shopping to see what is in the market. Also remind the buyers that they are supposed to take notes, so they can compare the various tractors.
- 7) Set these pairs up so they can discuss their tractors as they see fit. When they have exhausted their discussion, break up the pairs and make new buyer/seller combinations.
- 8) If students stall during their first buyer/seller meeting, allow the buyer and seller to look at each other's sheets and assignments for a moment. When they can read each other's roles, they should be able to understand the exercise better.
- 9) For several reasons, some pairs will finish quickly. Others will need more time. Schedule a working coffee break for those students who are temporarily out of action.
- 10) When it seems like the first round is about half done, stop the class and ask if anyone has any grammar questions. Give them that impromptu lesson that they need.
- 11) Continue with the first round. Ideally, each buyer should meet each seller at least once. They may want to meet again as they become more familiar with the exercise.

Some Features May Cause Indecision

Some features may cause indecision, such as the number of transmission speeds less than 10 km/hour and the hydraulic flow rate. For example, the students may not be able to see a clear choice between, for example, a \$100,000 tractor with a flow rate of 80 liters per minute and an \$110,000 tractor with a flow rate of 87 liters per minute.

If a student requires fast-acting hydraulics, he or she might get bogged down with this choice. One way to resolve this issue could be to divide the flow rate by the cost. In this example, the first tractor had a rate/cost value of 0.80 lpm/\$1000 and the second had a value of 0.79 lpm/\$1000. With this method, the first tractor is the better choice. A similar sort of calculation can be done for transmission-speeds as well.

Note: If the students can make their decision without you providing this kind of lesson, there is no need for you to introduce it.

The Second Round

For the second round, follow the steps below:

- 1) Give each tractor seller a Seller's Notes sheet.
- 2) Each buyer will review his or her notes and make a decision about which tractor they have chosen. They should present their decision to the class and offer reasons.
- 3) Each tractor seller must now take notes about which models were selling . They should pay attention to any sales that they lost and why this happened.

The Third Round

Now it is time for the sellers to make a presentation. From their notes, they should tell the class which models are selling well and which models are not – and give reasons for these results.

Additional Exercises

Refer to the following additional exercises:

- Reverse the buyer and seller roles. If some tractor manufacturers or buying assignments were not used in the first exercise, introduce them in the second exercise to make it a little different.
- Have the buyers write a letter to their boss telling them about the tractors they bought and why they made their purchasing decisions.
- Have the sellers write a letter to their marketing department informing them about which tractors did not sell well and what improvements could be made to make them more competitive in the marketplace.

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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	\$2,000	\$2,000
# 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
Option 1	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
Option 2	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

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.	n.a.	n.a.	n.a.	n.a.	n.a.
Speeds					
< 10 km/hour					
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 (liters/minute)	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					
Flow rate (liters/minute)	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
Optional 3-P.H.	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 < 10 km/hour Optional Trans. Speeds < 10 km/hour Price for option	12 7 18 11 \$3,000	10 7 15 10 \$2,000	10 7 15 10 \$2,000	10 7 15 10 \$2,000	10 7 15 10 \$2,000
PTO 540 1000 2100 Price for option	std. n.a. n.a. n.a.	std. n.a. n.a. n.a.	std. opt. n.a. \$10,000	opt. std. n.a. \$11,000	opt. std. n.a. \$12,000
Hydraulics Flowrate (liters/minute) # of Lines Price per extra line	28 2 – std., 4 – opt. \$2,000	68 3 – std., 5 – opt. \$2,000	86 4 – std., 6 – opt. \$2,000	100 4 – std., 6 – opt. \$2,000	115 4 – std., 6 – opt. \$2,000
3-Point Hitch Standard Lifting Capacity (kg) Optional 3-P.H. Lifting Capacity (kg) Price for Option	Cat. I 800 n.a. n.a.	Cat. II 3100 n.a. n.a.	Cat. II 3600 n.a. n.a.	Cat. III 5100 Cat. III+ 5900 \$1,000	Cat. III 5900 Cat. III+ 6800 \$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.	n.a.	n.a.	n.a.	n.a.	n.a.
Speeds					
< 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					
Flow rate (liters/minute)	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
Optional 3-P.H.	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.	2WD	2WD	4WD	4WD	4WD
Option	n.a.	n.a.	n.a.	n.a.	n.a.
Transmission					
Speeds	20	24	24	24	24
< 10 km/hour	15	17	17	17	17
Optional Trans.	n.a.	n.a.	n.a.	n.a.	n.a.
Speeds					
< 10 km/hour					
Price for option					
PTO					
540	std.	std.	std.	std.	std.
1000	n.a.	n.a.	std.	std.	std.
2100	std.	std.	n.a.	n.a.	n.a.
Hydraulics					
Flow rate (liters/minute)	36	73	86	108	122
# of Lines	2 – std.	3 – std.	3 – std.	4 – std.	4 – std.
Price per extra line					
3-Point Hitch					
Standard	Cat. I	Cat. II	Cat. II	Cat. III	Cat III
Lifting Capacity (kg)	900	3000	3500	5100	5700
Optional 3-P.H.	n.a.	n.a.	n.a.	n.a.	n.a.
Lifting Capacity (kg)					
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 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 Flow rate (liters/minute) # 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 2 – std., 3 – opt. \$2,000
3-Point Hitch Standard Lifting Capacity (kg) Optional 3-P.H. 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

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

**Tractor Buying
Assignment #6**

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 #7**

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 #8**

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 #9**

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 #10**

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 #11**

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 #12**

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 #13**

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 #14**

You are looking for a tractor with these specifications:

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

**Tractor Buying
Assignment #15**

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 #16**

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 #17**

You are looking for a tractor with these specifications:

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

**Tractor Buying
Assignment #18**

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 Buyer Notes

Seller & Model	My Requirements						
Power							
Drive							
Transmission							
PTO							
Hydraulic System							
3-Point Hitch							

Seller & Model	My Requirements						
Power							
Drive							
Transmission							
PTO							
Hydraulic System							
3-Point Hitch							

Tractor Seller Notes

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

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The Tractor Deal: Student's Manual

Introduction

The Tractor Deal will have you communicating lots of features, specifications, and numbers: activities done lots in international business. The instructor will cast you as either a tractor buyer or as a tractor seller. Buyers must buy tractors of certain features and specifications. The seller must listen to see if he or she has a suitable tractor and figure out the cost. Each buyer will meet each seller.

Each buyer should take notes for each interview with a seller. After the interview, each buyer will compare each of the tractors discussed with tractor sellers and decide which tractors to buy. The buyers will then tell the class the reasons for their decision.

While the buyers are making their presentation, the sellers should be making notes. Later the sellers will make class presentations describing how well each model of tractor sold and why some models did not sell well. You may report of where communications failed between you and a certain buyer.

Technical Supplement

Tractors are pieces of equipment that are used for a variety of farming functions. They are much more than four tires and a motor. To do these functions, they have special features.

Standard Features

Some of these features are standard, which means that these features come with that model of tractor. They cannot be removed from the tractor. If you buy the tractor, you get the standard features whether you want them or not.

Optional Features

Some of these features are optional, which means they can be added to the standard model. Optional features enhance the ability of the tractor so that it can do more things. However, these options usually increase the cost.

Note: The same feature may be standard on some tractors, optional on other tractors. They may not even be available (NA) on some tractors. The buyer and seller must communicate this information.

Communicating Tractor Features between Buyer and Seller

To help you in this module, the following sections describe the various tractor features that must be communicated between the buyer and seller. If you don't have much experience with tractors, you may still not understand much about tractors even after reading all this material. However, you should be able to communicate in the buyer/seller interviews whether the tractor you are selling has (or the tractor you need to buy requires) a "Category II 3-point hitch with a lifting capacity of 4000 kg" or a "Category III 3-point hitch with a lifting capacity of 5500 kg." You should be able to communicate this information even if you really don't understand the term "3-point hitch."

The purpose of this module is to give you practice in communicating lots of information and specifications – something that you will likely do when involved in international business dealings. If you have success while dealing with tractors in this DVBE module, you should see better success for products and services you already understand.

Features Descriptions

Power

- Tractors are categorized mostly by power rating, which comes from the size of the tractor's engine. Small jobs are best for small tractors, and large jobs are best for large tractors.
- Tractor power is measured in kilowatts (kW)*. Tractors in The Tractor Deal range in power from 20 kW to 147 kW.
- One line of tractors specializes in turbochargers. This advanced technology gives a tractor about 15% more power with the same engine. However, this technology costs more, and the tractor's other features are not improved to reflect this increase in power.

* North Americans like the unit "horsepower." One horsepower = 0.75 kW

Drive

- Tractor drive indicates the number of wheels to which its engine power is transferred. Two-wheel drive (2WD) has power transferred to the two rear wheels, and four-wheel drive (4WD) has power transferred to all four wheels.
- Four-wheel drive gives better traction and pulling ability, but in many cases this extra feature is not worth the extra cost. If the buying specifications call only for 2WD, either 2WD or 4WD will work. But when 4WD is absolutely necessary, you must buy a 4WD.

Transmission

- Transmissions are a very important part of each tractor. They deliver the engine's power, at the certain torques and speeds, to the wheels. The better transmissions have more gears, which gives the operator more choices for a torque/speed combination. More gear choices allow for better overall efficiency of the tractor's many farm operations.
- Tractor sellers usually describe their transmissions as "8-speed" or "15-speed." The higher the number of speeds (or gears) indicates a better transmission. However, this is not exactly the truth. When performing farm work, tractors are usually travelling less than 10 kilometers/hour. Tractors that have most of their speeds greater than 10 kilometers/hour (at the suggested operating conditions of the tractor's engine) do not allow much choice in field operations. Therefore, the buyer should check to see how many of the speeds would be useful at speeds less than 10 km/hour.
- Some tractor manufacturers offer an optional transmission with more speeds.
- If your assignment is to buy a tractor with many speeds less than 10 km/hr, you do not have to select the tractor with the most speeds in this range. However, you should choose from among the tractors that are best in this feature. You should be making a trade-off between the number of speeds and the lowest cost. It will be your decision.

Power Take-Off (PTO)

- The PTO feature is like a second transmission for a tractor. Engine power is transferred to the implement behind the tractor to rotate various mechanical parts of that implement. Equipment such as balers, combines, swathers, and sprayers use the PTO feature of the tractor.
- There are three different kinds of PTO's. They are named for the speed they rotate at the recommended engine operating conditions. The 540 r.p.m. (revolutions per minute) PTO (called "five-forty" PTO) can be found in most tractors. The 2100 r.p.m. PTO (called twenty-one hundred PTO) is found in smaller tractors. The 1000 r.p.m. PTO (called one thousand PTO) is found in larger tractors. Quite often, real tractor buyers and sellers will refer to the PTO with just the number; for example, "Does this tractor have five-forty?"

Hydraulics

- The hydraulic system of the tractor is used to raise and lower the farm implement that the tractor is pulling. The tractor's engine operates a small hydraulic pump that pumps oil through hydraulic lines to activate the raising/lowering mechanisms.
- Some tractor buyers require a tractor with fast-acting hydraulics. This feature allows the implement to be raised and lowered more quickly. The output of the hydraulic pump indicates how fast the hydraulics work. The output is expressed in liters per minute.
- If your assignment is to buy a tractor with a fast-acting hydraulics, you do not have to select the tractor with the best hydraulics. However, you should select one tractor that is among the best in this feature. Again, you should be making a trade-off between the hydraulic capacity and the lowest cost.
- One line of tractors has an option to put in a bigger pump to increase the hydraulic capacity. Of course, this costs more.
- Some implements require more than one set of hydraulics to operate properly. Therefore most tractors have multiple lines and controls. Each tractor has a standard number of lines, and most tractors have the option to add more lines at an extra cost.

3-Point Hitch

- The 3-point hitch feature operates a special group of farm implements.
- Regular implements are pulled behind the tractor using a towing bar. The implement is raised and lowered by hydraulics as discussed in the previous section.
- Three-point hitch implements, on the other hand, are attached to the three long bars coming from the rear of the tractor. These bars pull the implement as well as raising and lowering it. Three-point hitch implements are usually much smaller than regular implements.
- There are three kinds of 3-point hitches. Category I is found on small tractors. Category II is found on mid-sized tractors. Category III is found on large tractors. Each category specifies which kind of implements the tractors can use. A tractor can have only one kind of 3-point hitch. But some tractors have options to choose between different kinds of 3-point hitches.
- Each 3-point hitch has a certain lifting capacity. The operator of the tractor should not use implements heavier than this capacity. Some tractors have an option to increase this lifting capacity.

Language Study

Model numbers in business and technical English have their own special language. You will get lots of practice with this language skill in The Tractor Deal.

- A tractor that is named “5520” is said as “fifty-five twenty.”
- A tractor that is named “520” is said as “five-twenty.”
- A tractor that is named “5500” is said as “fifty-five hundred.”
- A tractor that is named “500” is said as “five hundred.”
- A tractor that is named “5505” is said as “fifty-five oh five.”
- A tractor that is named “505” is said as “five oh five.”
- A tractor that is named “5000” is said as “five thousand.”

For model numbers, the last two digits are said as a separate number unless they end in double zero. The number or numbers preceding the two digits are also said as a separate number. In essence, the model number is divided into two separate parts when communicated verbally.

If you say: “What kind of options does the five-thousand five hundred and twenty-two (5522) have?” A native speaker will probably not understand what you are talking about. But “fifty-five, twenty-two” is OK.

