

# ARNOLD MACHINERY COMPANY



ARNOLD MACHINERY COMPANY  
1000 W. 10th St., Minneapolis, Minn. 55402  
Telephone: 627-1100





# THE FIRST 75 YEARS

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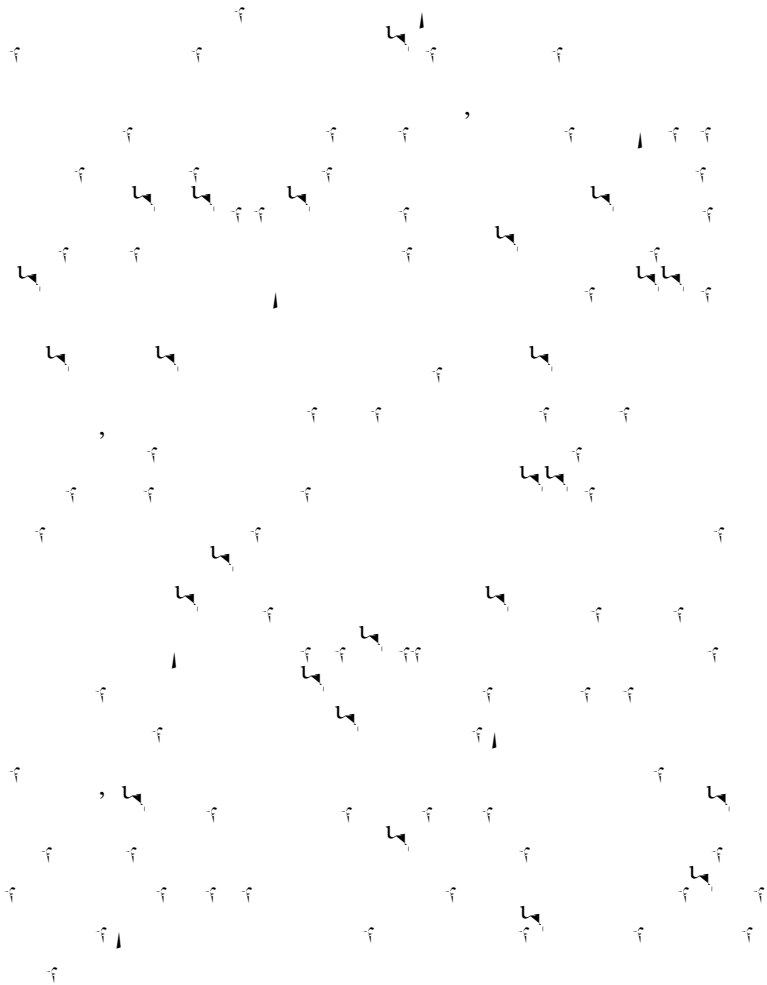
ARNOLD MACHINERY COMPANY







FOREWORD

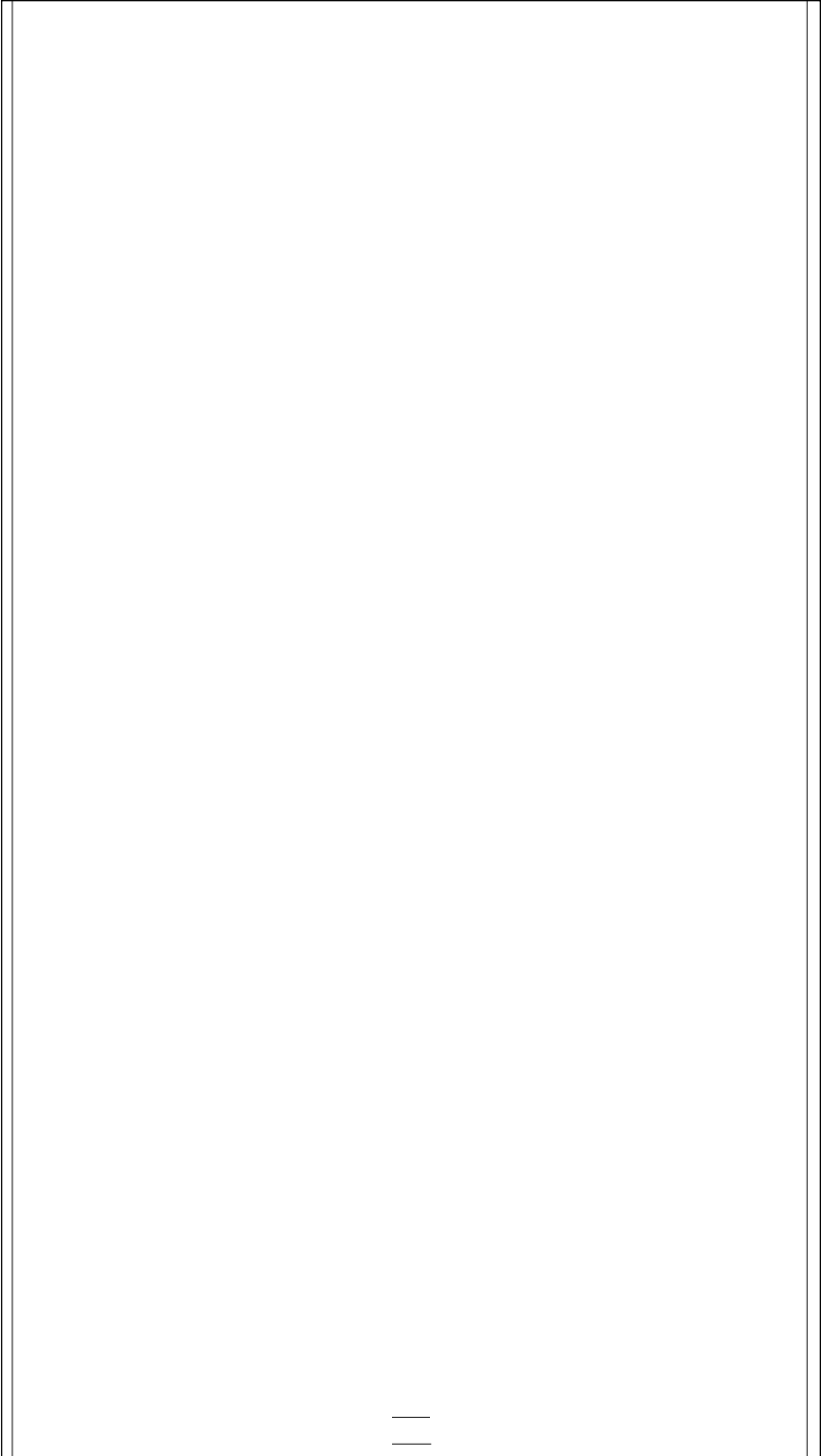




**F O R E W O R D**

INTRODUCTION

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# INTRODUCTION

## MATERIAL HANDLING EQUIPMENT

## GENERAL IMPLEMENT DISTRIBUTORS



**CHAPTER 1**

**Company Beginnings**

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COMPANY BEGINNINGS

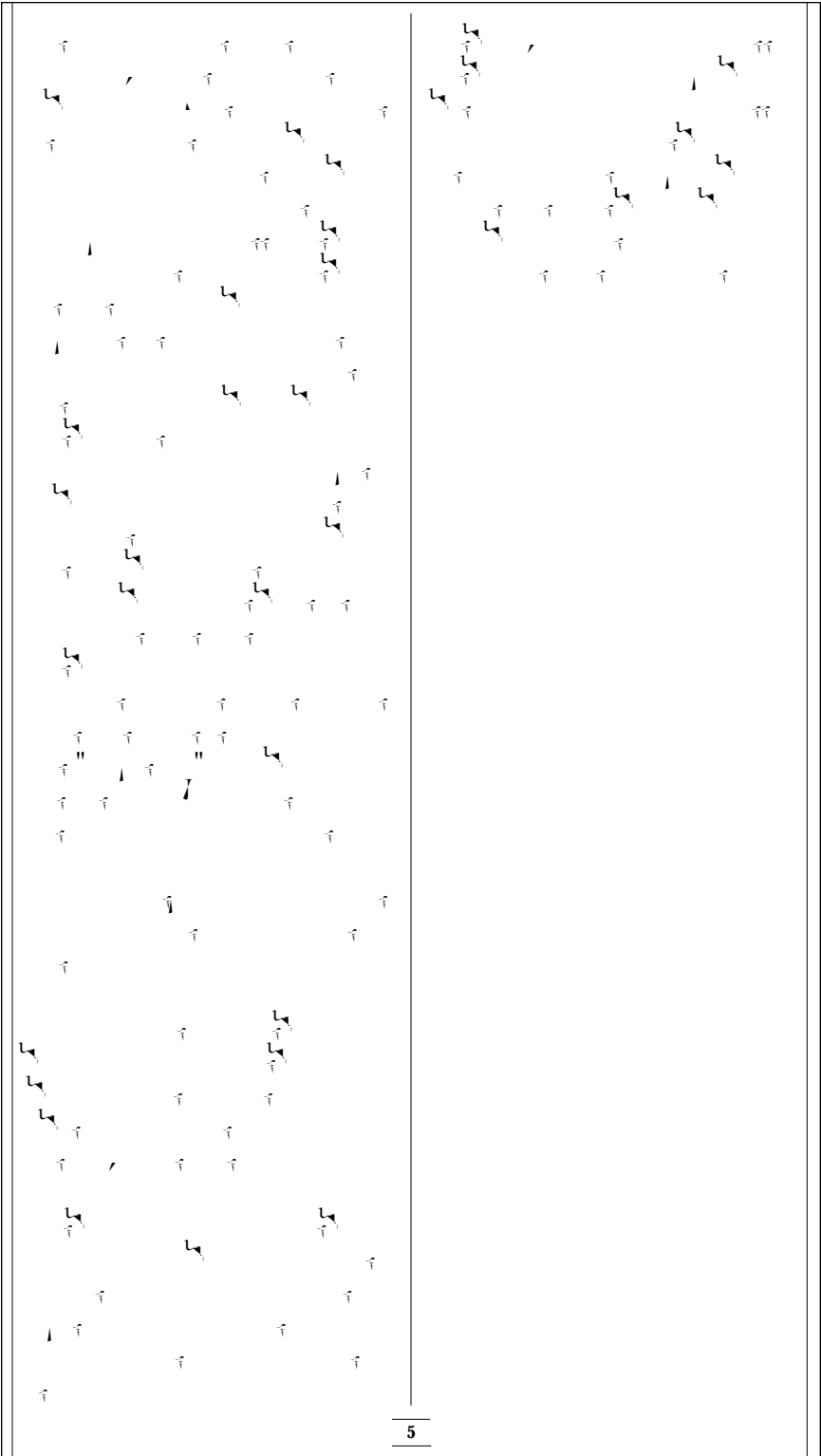
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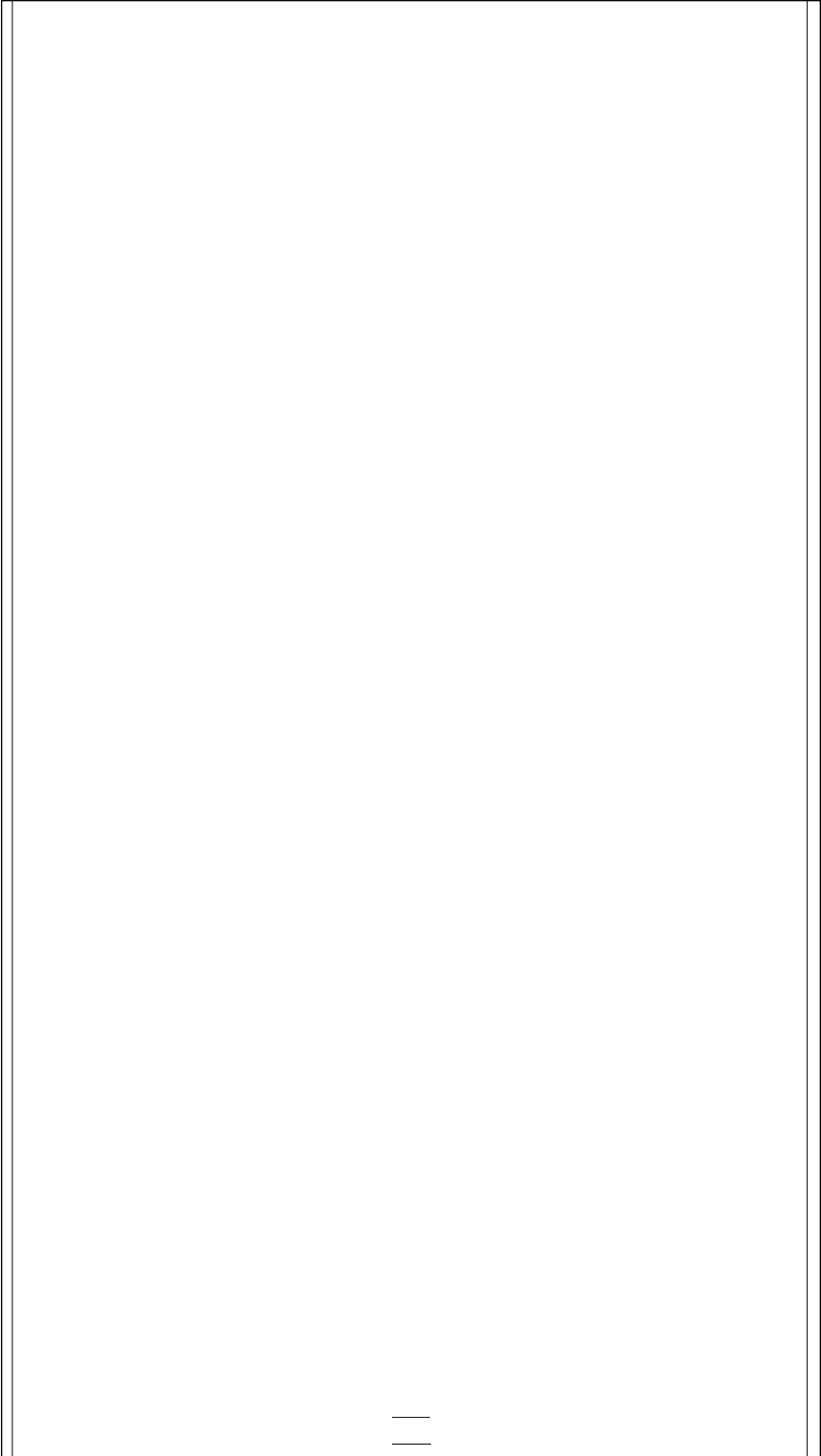




COMPANY BEGINNINGS

# COMPANY BEGINNINGS





II,  
A .

*Arnold Machinery initiated profit sharing in the 1940s. At the time, it was an unusual move for a small company of around 15 people.*

**Arnold's Business Philosophy Takes Root in Early Years**



B A , A



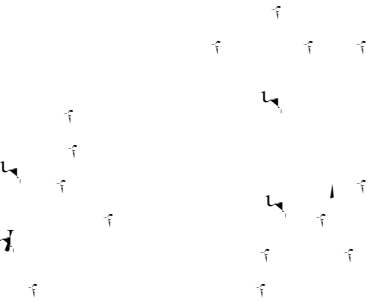


# EXPANSION & CHANGES

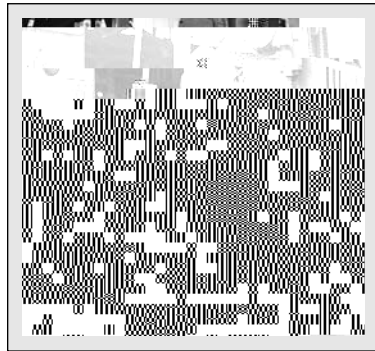
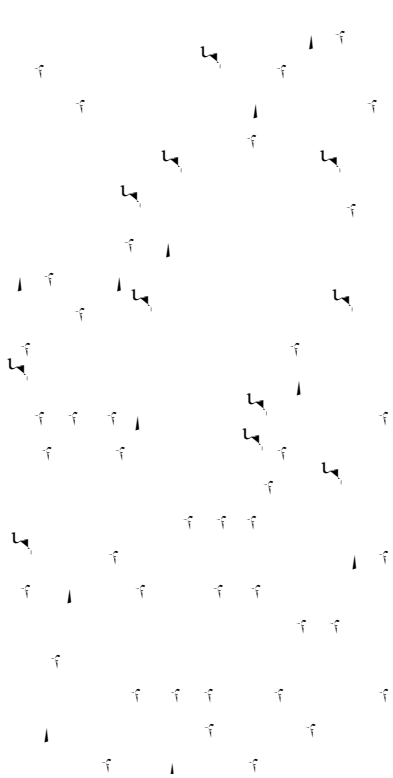
EXPANSIV iv CHANGES



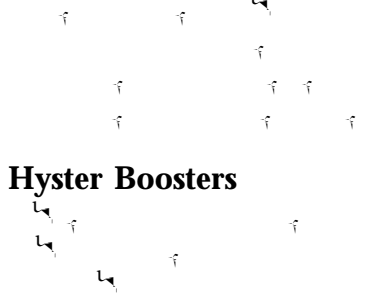
## Galion Goes, Hyster Grows



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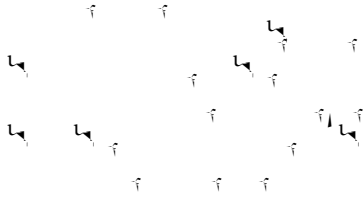


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## Hyster Boosters

EXPANSION & CHANGES



**CHAPTER 4**  
**International Harvester**

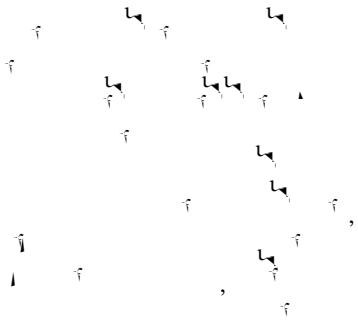
International Harvester Company, a leading manufacturer of agricultural machinery, was founded in 1902. The company's headquarters are located in Chicago, Illinois. International Harvester is a public company, and its common stock is traded on the New York Stock Exchange. The company's primary products include tractors, combines, and other farm equipment. International Harvester is a member of the International Harvester Group, which also includes the company's subsidiaries, International Harvester Canada and International Harvester Europe. International Harvester is a leading provider of agricultural machinery and services worldwide. The company's products are used by farmers and other agricultural producers in many different countries. International Harvester is committed to providing high-quality products and services to its customers. The company is also committed to environmental sustainability and social responsibility. International Harvester is a leading provider of agricultural machinery and services worldwide. The company's products are used by farmers and other agricultural producers in many different countries. International Harvester is committed to providing high-quality products and services to its customers. The company is also committed to environmental sustainability and social responsibility.

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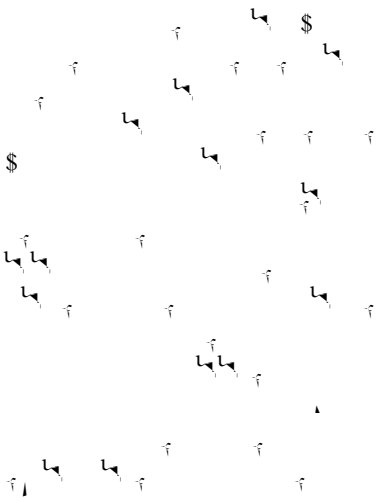
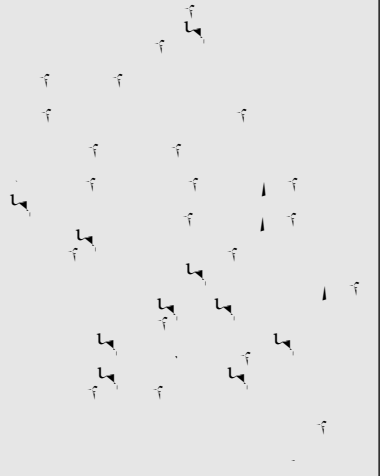


**Service Pins & Awards**

**A Progressive Decade  
Draws to a Close**

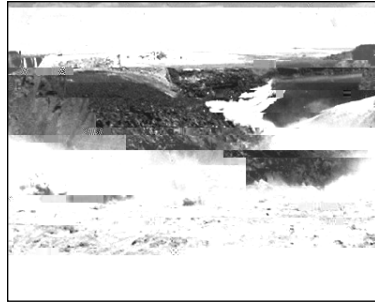


Although the practice of  
"purchasing" business from  
government, state and county



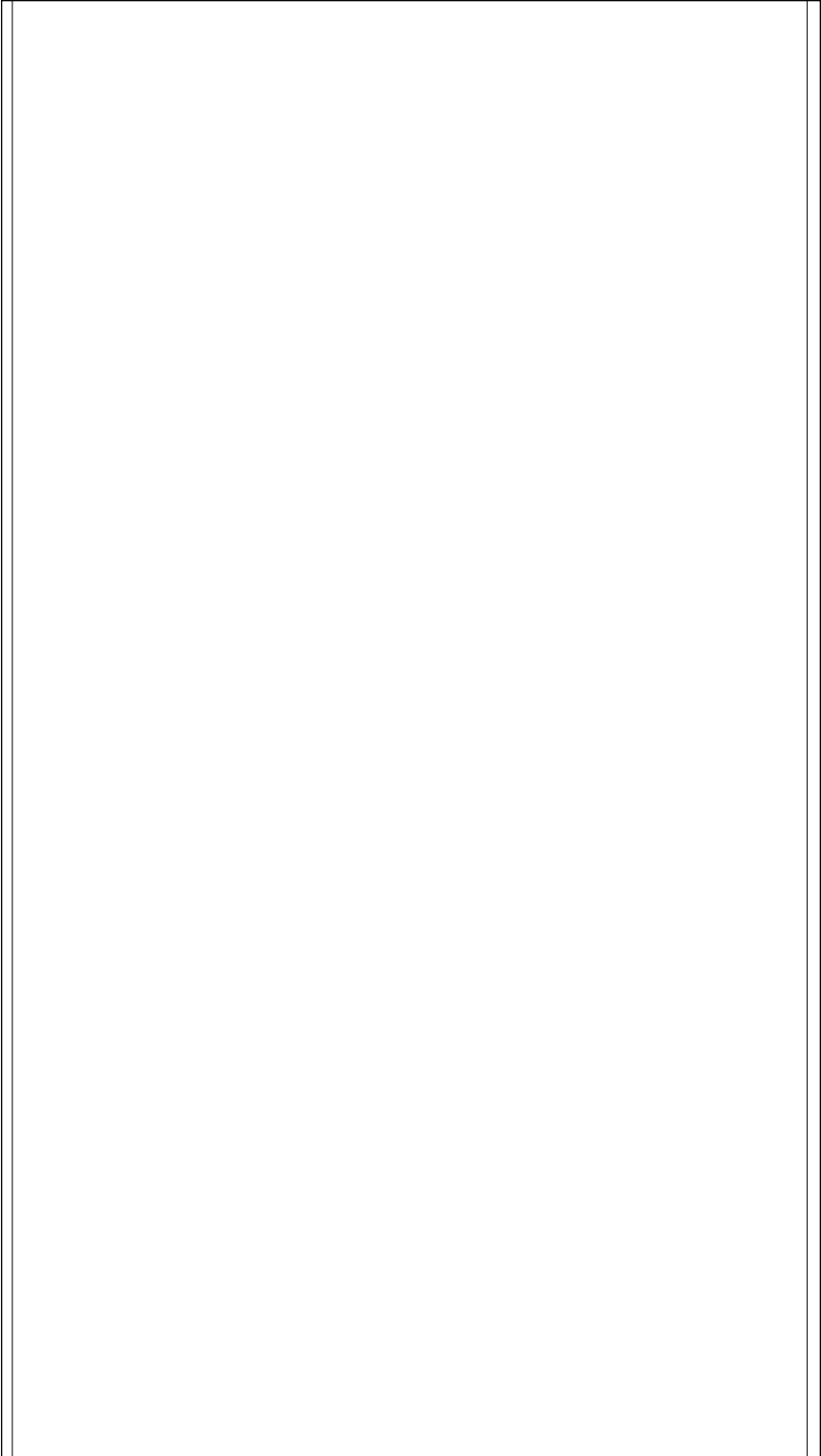
CHAPTER 5

Turning Points:  
1970's & Early 1980's



**Difficult Years**

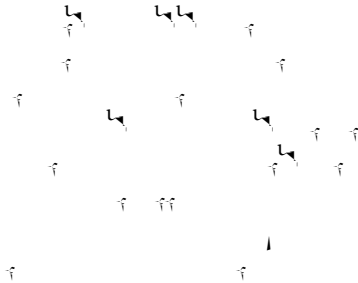






**CHAPTER 6**

**Changing of the Guard:  
Al Richer Buys  
Controlling Interest  
in Arnold Machinery  
Company and Launches  
Turnaround**



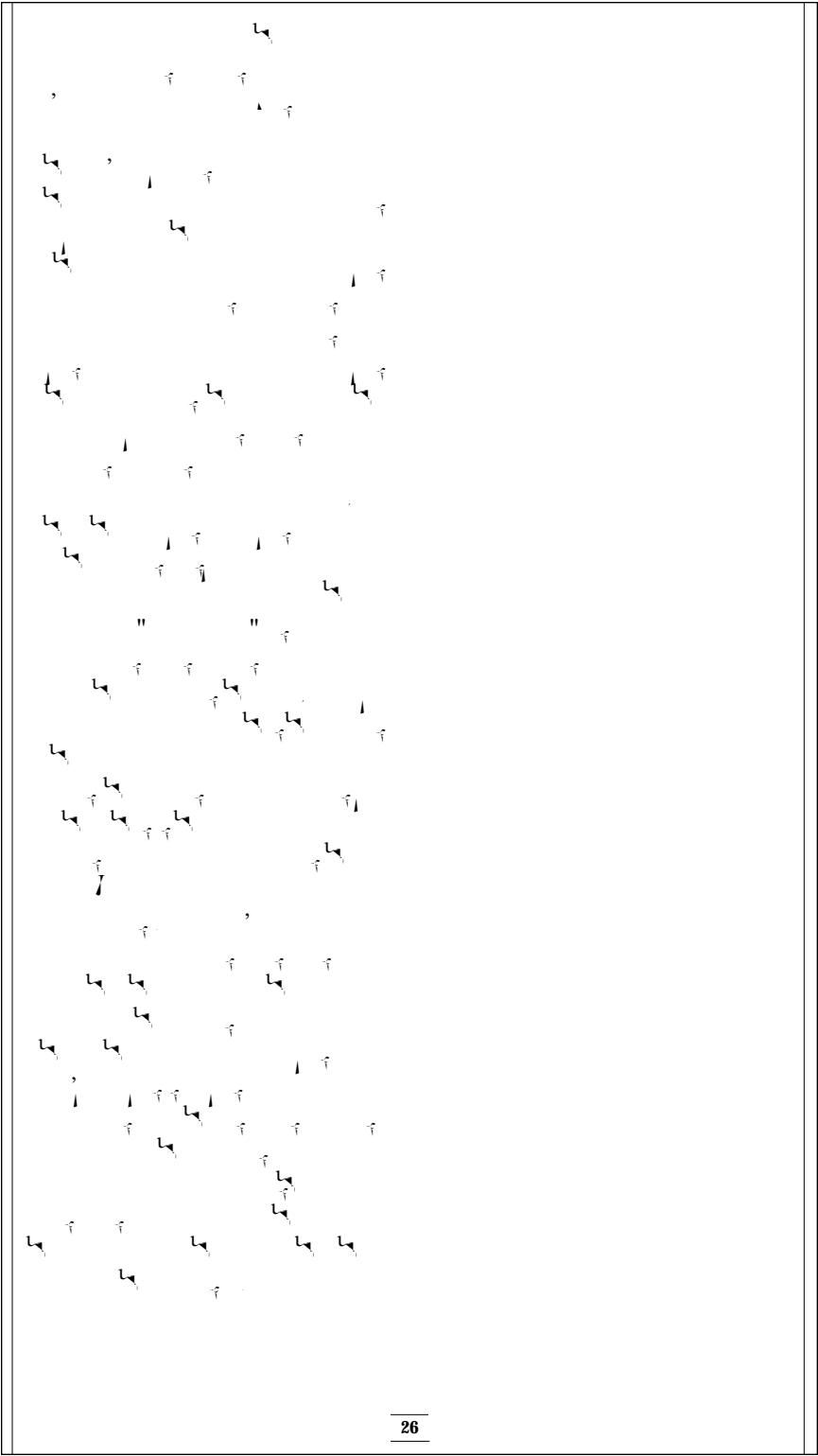
**Share the Pain,  
Share the Gain**

**Turnaround Launched  
in 1985**

# CHANGING OF THE GUARD





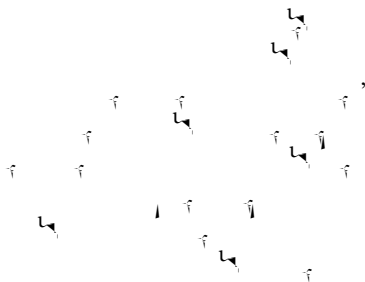


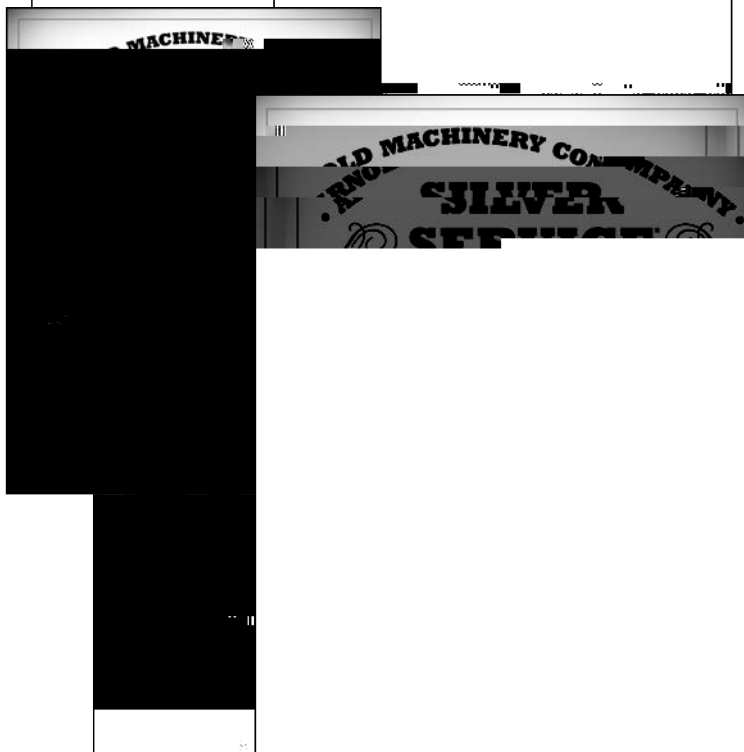


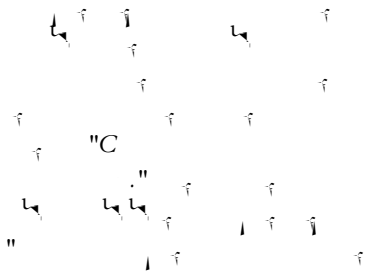


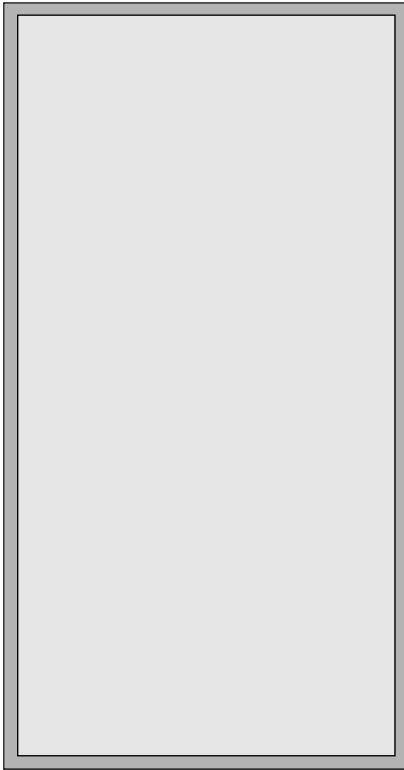
**CHAPTER 8**

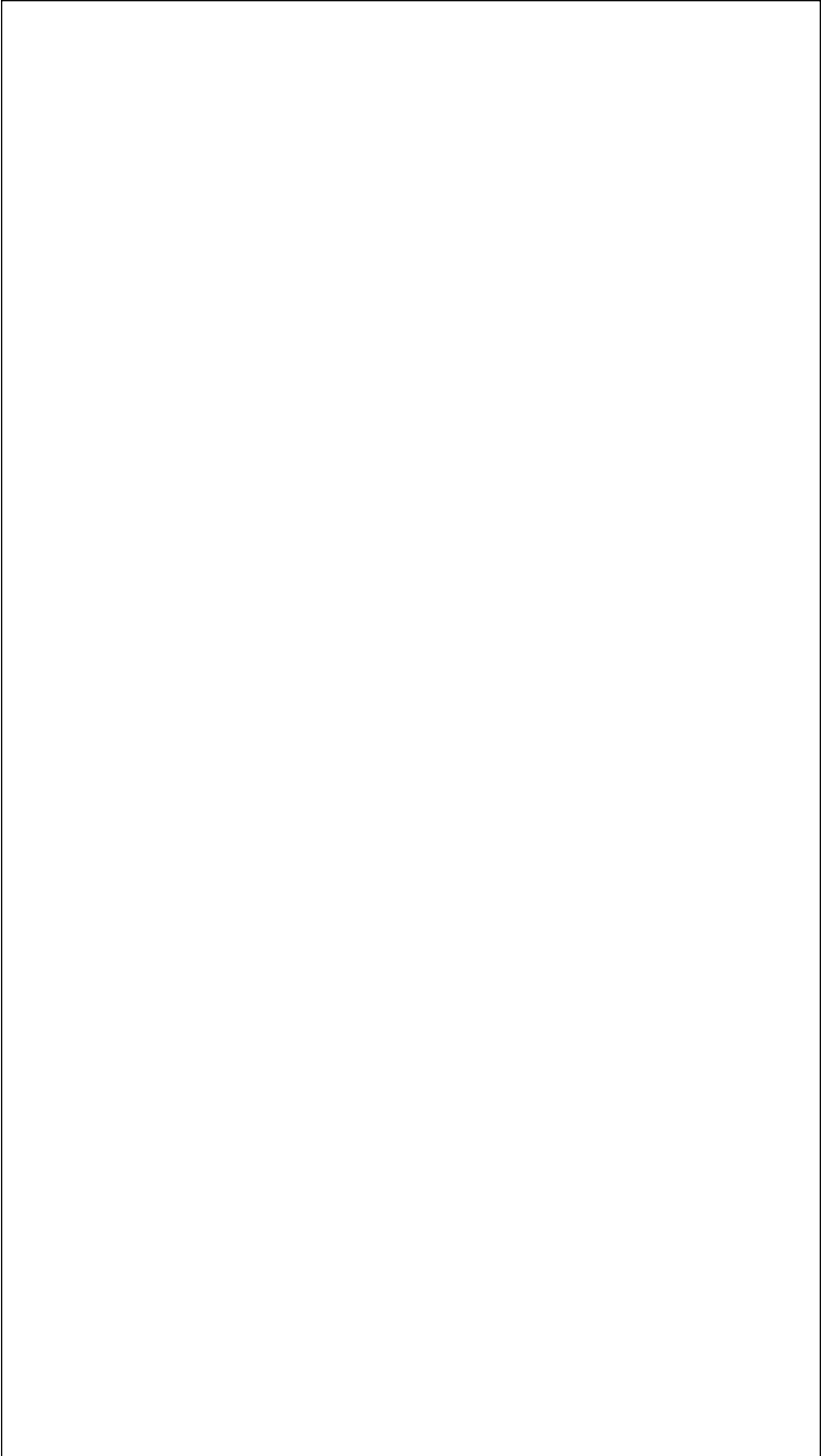
**History of Silver Service®  
& Silver Service® in Action**







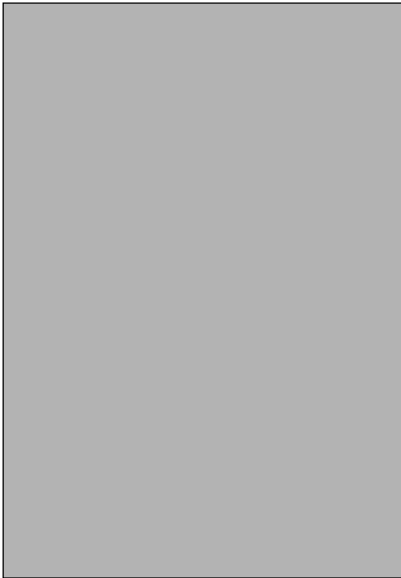


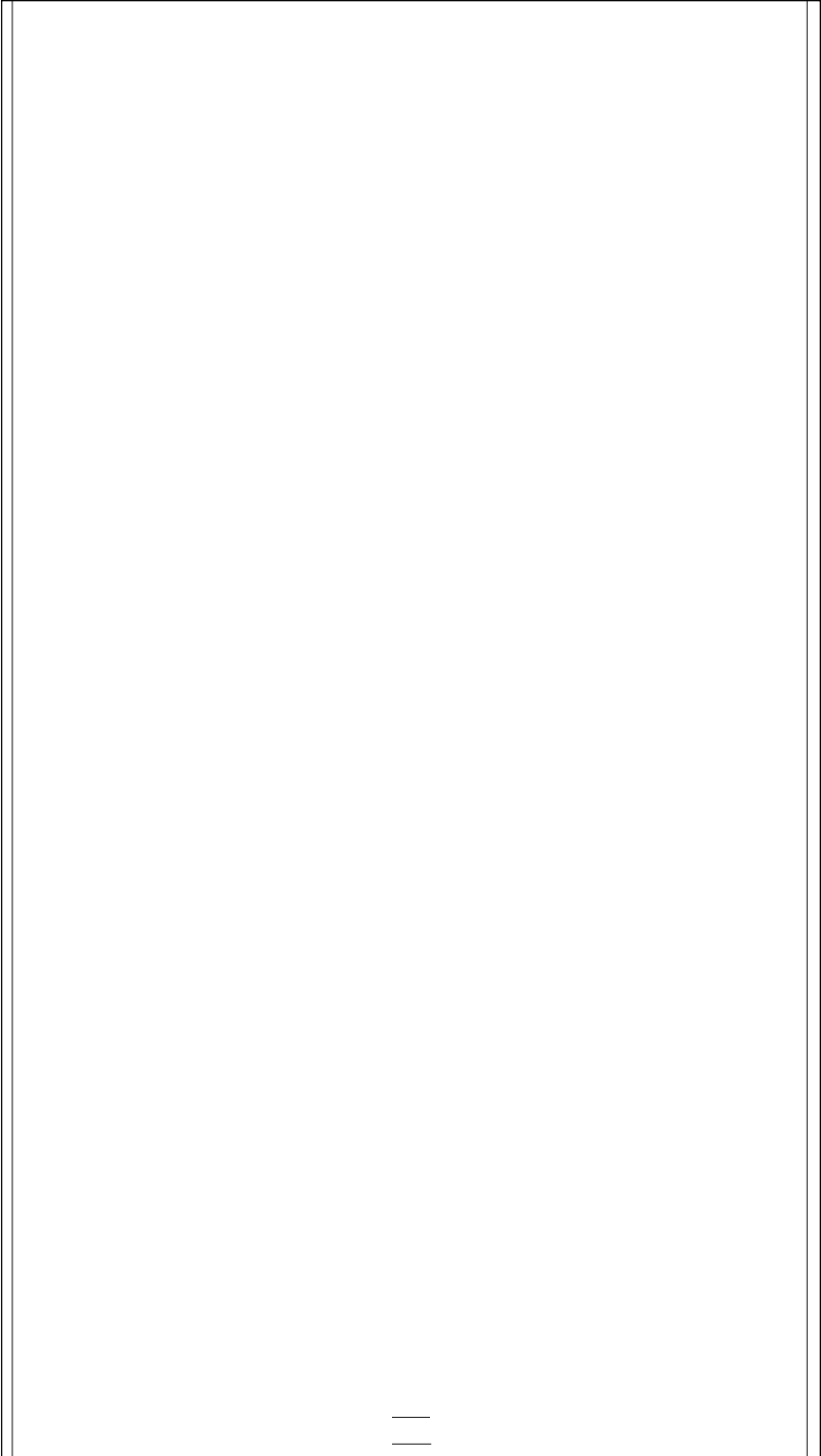


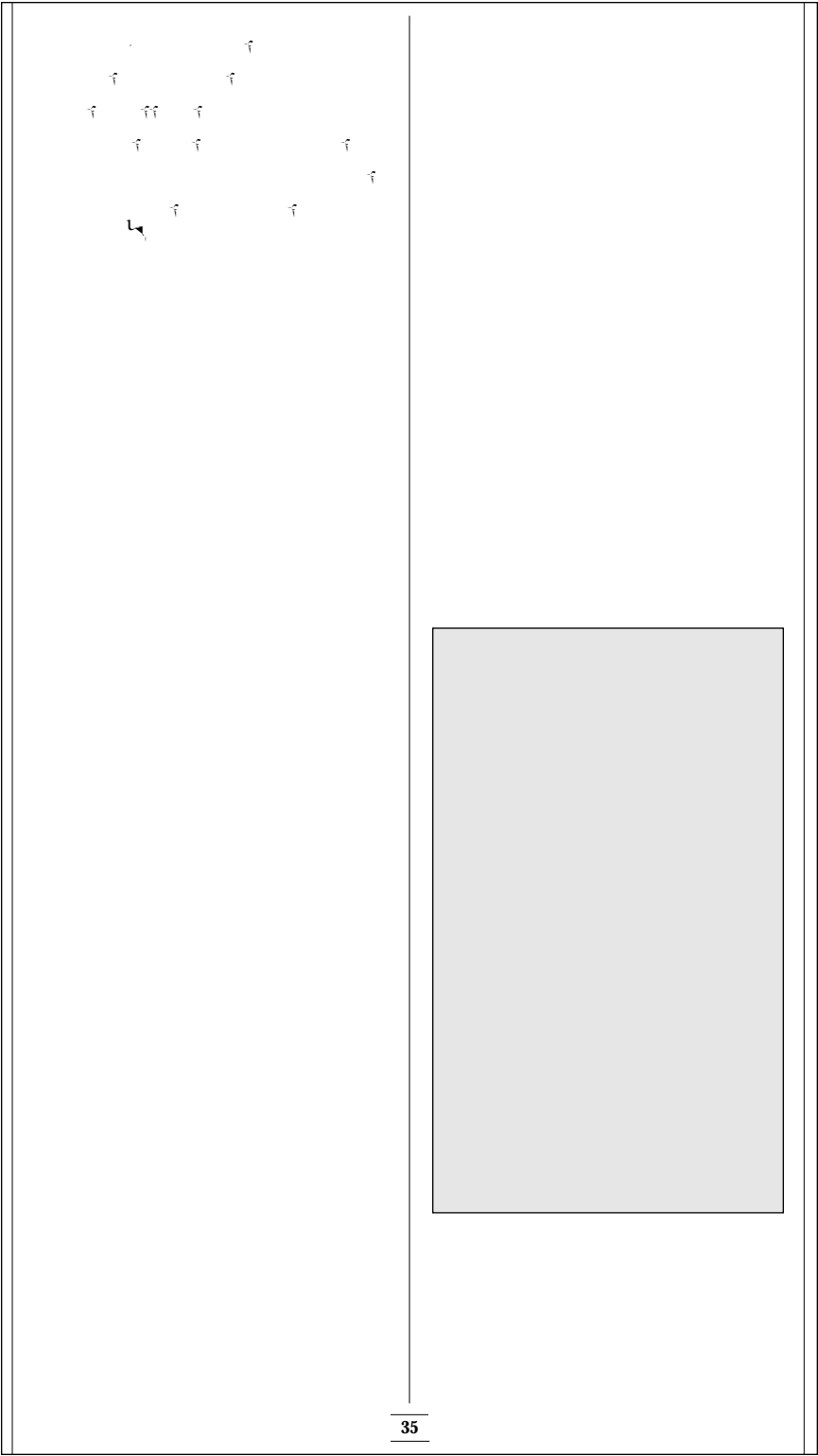
**Kayden Bell Talks About Al Richer**

**Controls**

**Incentives & Communication**









**First Quarterly Report of the “State Of Affairs”  
of our company.**



HISTORY OF SILVER SERVICE® & SILVER SERVICE® IN ACTION

challenge for all of us is to re-capture "the Glory Days". I have the utmost confidence that we will meet this challenge.

Our year-end inventory  
great job.  
1986 was very well done - best ever.  
You are realistic and most

... taking - you did a g  
5 - Our budgeting for 19  
We have budgets whic

work, devotion,

neignis. There aren't any short cuts - the same hard  
integrity and sincerity on the part of all of us will m



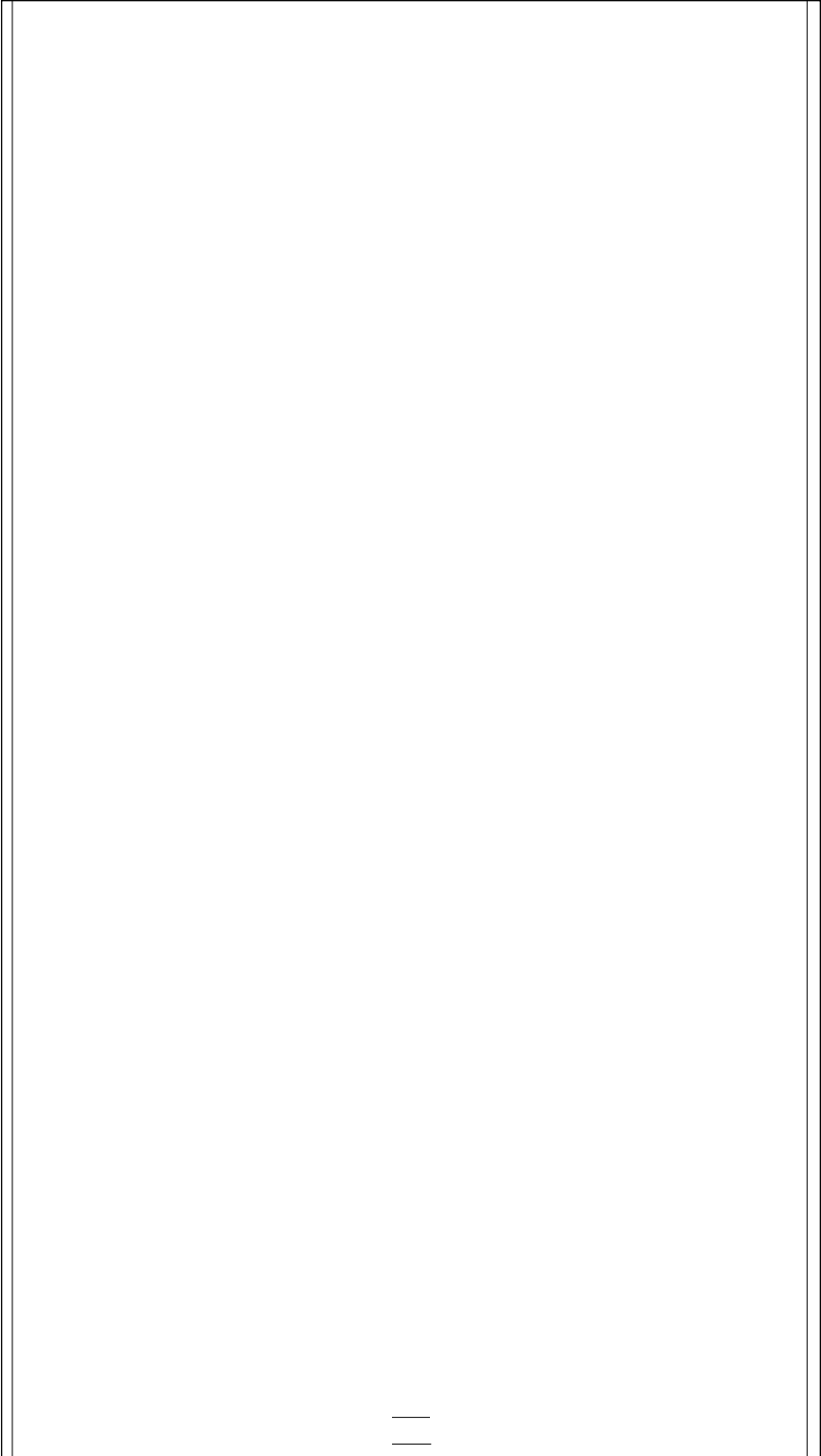
## MILESTONES & FINANCIAL HIGHLIGHTS OF THE AL RICHER ERA

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**MILESTONES & FINANCIAL HIGHLIGHTS OF THE AL RICHER ERA**

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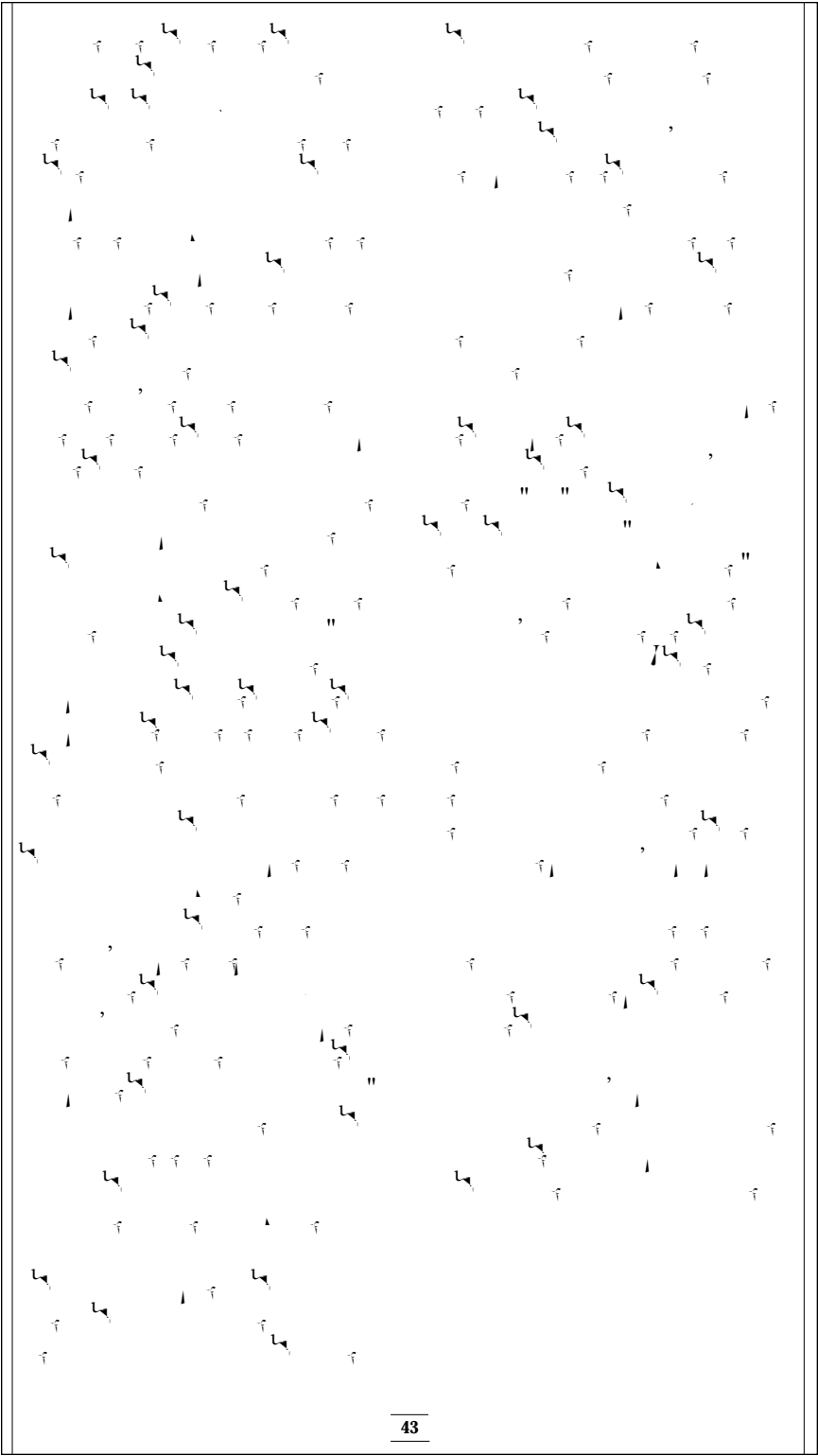
**Ditch Witch**

**Arnold Replaces Dresser with Volvo in Utah**

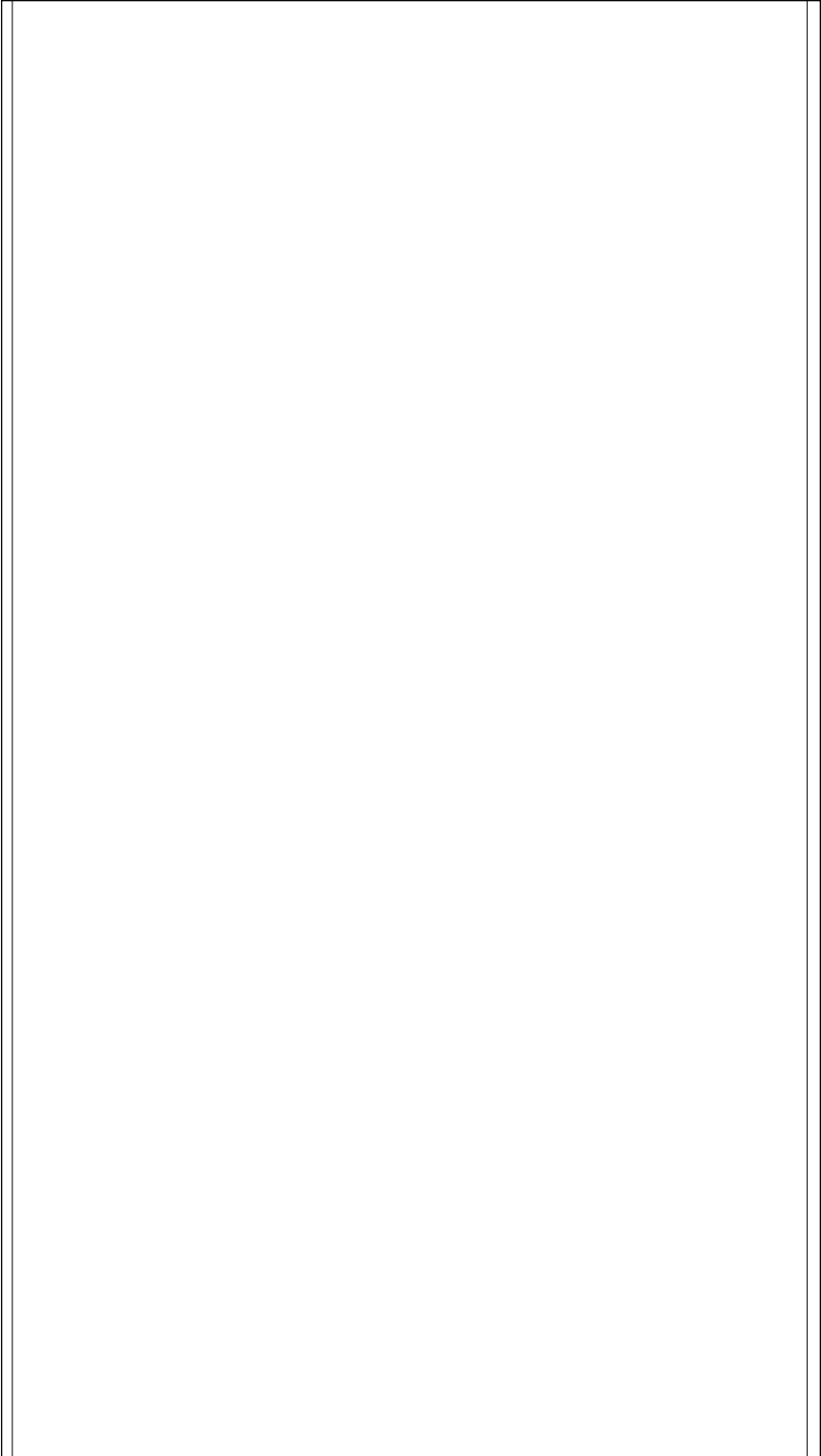


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**MILESTONES & FINANCIAL HIGHLIGHTS OF THE AL RICHER ERA**







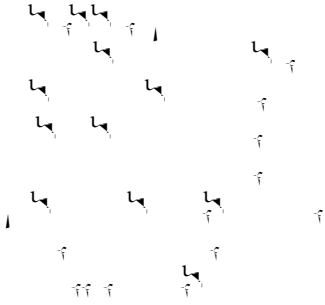




**CHAPTER 11**

**Future Vision**

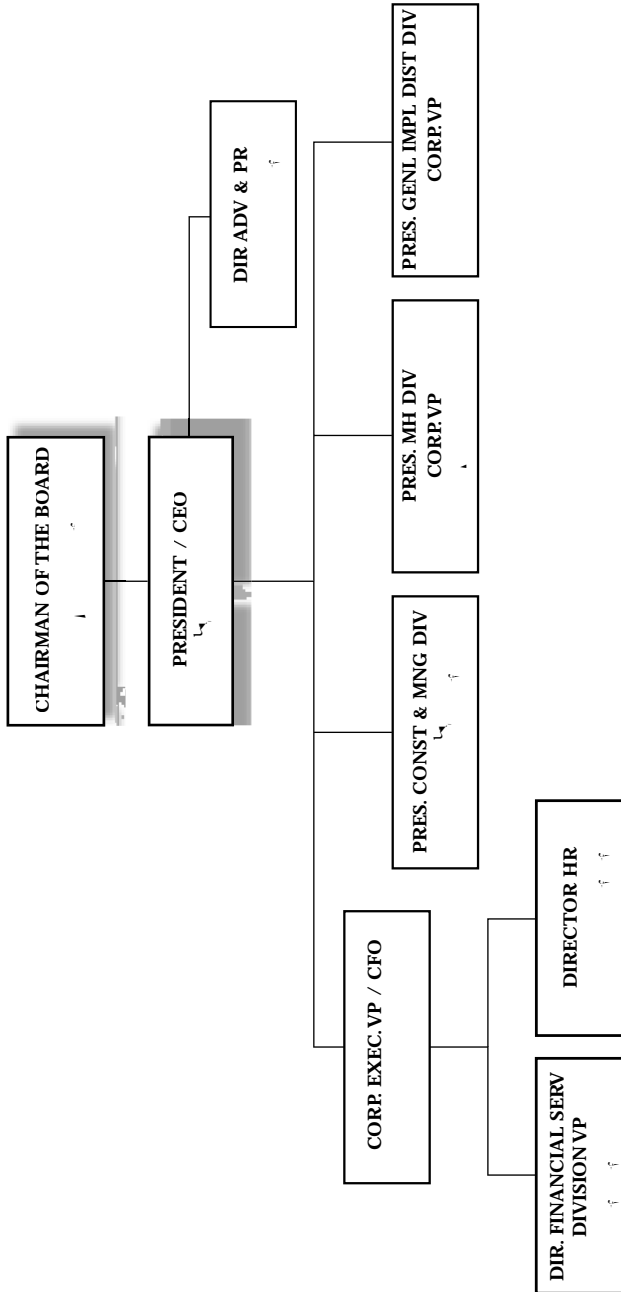
*B A & F*



# FUTURE VISION



ARNOLD MACHINERY COMPANY  
ORGANIZATIONAL CHART  
2004



**ARNOLD MACHINERY  
COMPANY TIMELINE**

**1929**

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✓ ✓ ✓ ✓  
✓ ✓

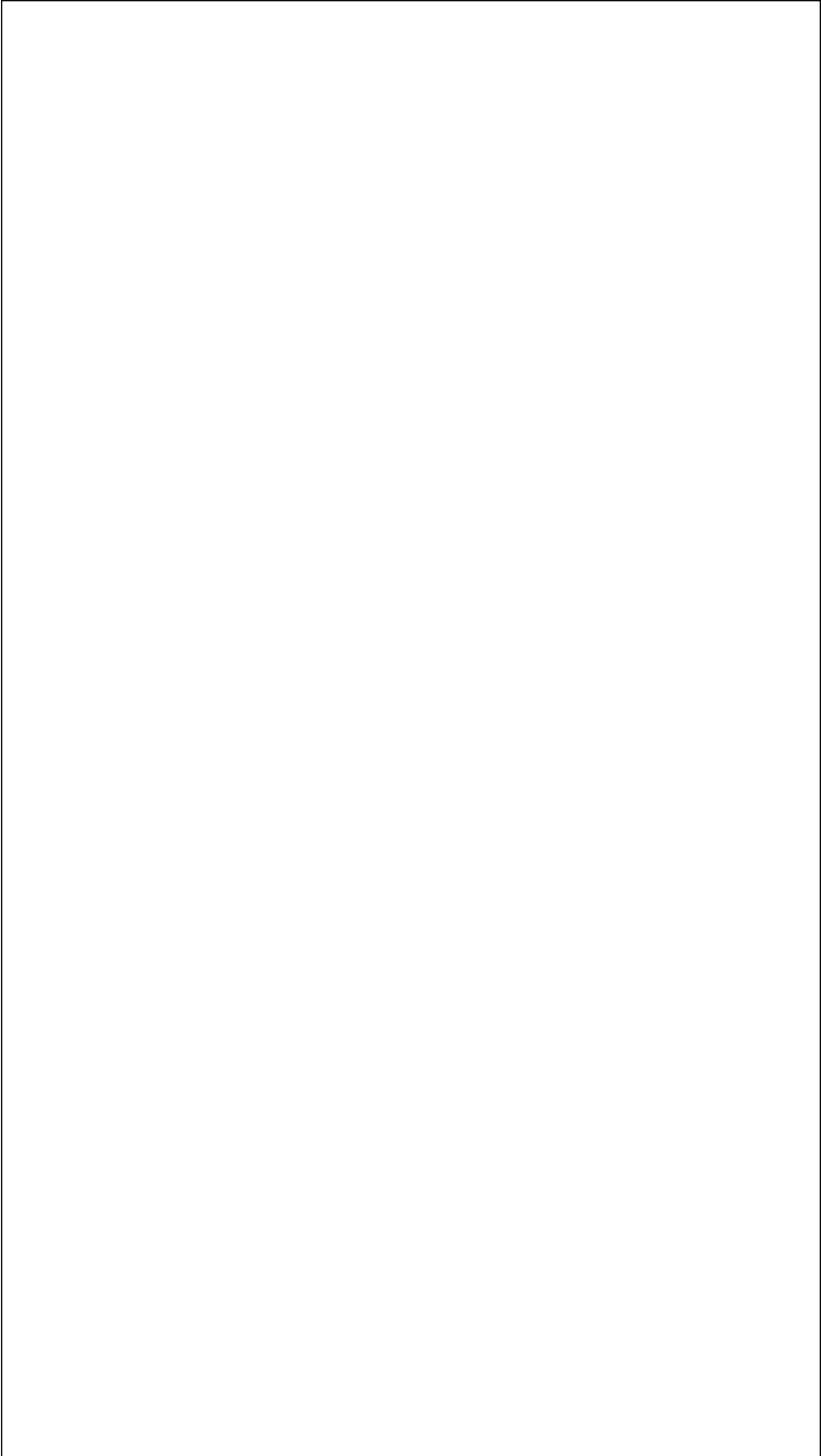
**1930**

✓ ✓  
✓ ✓ ✓ ✓  
✓ ✓ ✓

**1932**

✓ ✓ ✓  
✓ ✓

I



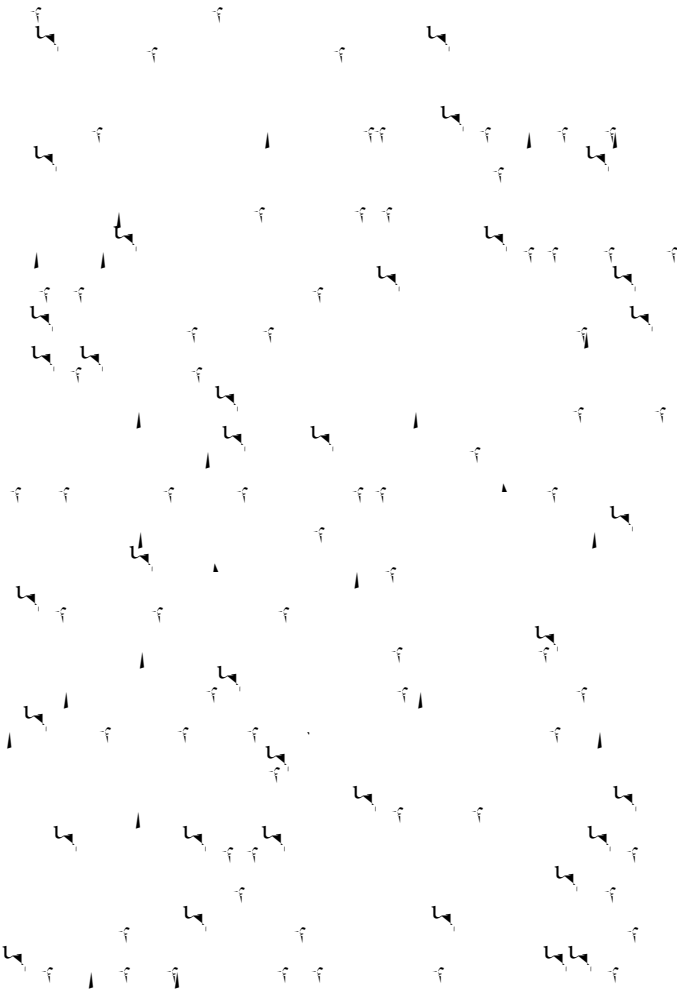




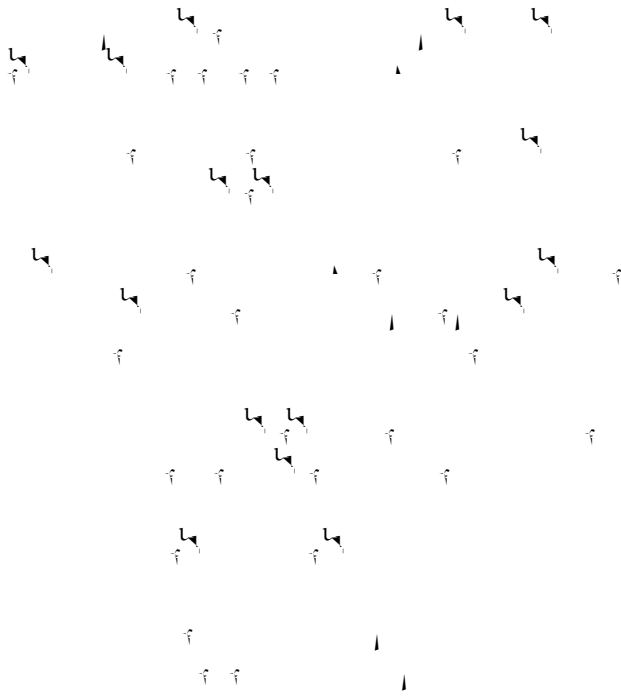




## Arnold's Philosophy



**Our Mission**



**In these ways will we show that**



