

RLF BUSINESS SPOTLIGHT

THE Dryer Doctors

MONTEVIDEO, MN



Upper Minnesota Valley
**REGIONAL
DEVELOPMENT
COMMISSION**

Helping Communities Prosper

The Dryer Doctors
7039 Highway 7 SW
Montevideo, MN
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THE DRYER DOCTORS

GRAIN HANDLING



SALES & SERVICE 

320-321-1600

With years of experience, a passion for the agriculture industry, and the desire to be their own boss – Leon Fokken, Joshua Bauman, and John Keller started their own business in 2017. The Dryer Doctors is a grain handling sales and service company. The business started out of a rented building in downtown Montevideo which they quickly outgrew and have since relocated into a larger property which they bought on the northwest side of town.

Word got out quickly about the quality services and equipment The Dryer Doctors offer and business spread from Minnesota to North Dakota, South Dakota, and Iowa. In 2019, they moved to their current location, allowing them to increase their service inventory and accessories, as well as adding a third service van.

With their new location and expansion, The Dryer Doctors are able to have plenty of parts and equipment in stock at all times. Being able to have parts on hand and ready for use as soon as they are needed makes it especially convenient for their customers.

One thing is clear when visiting with the three owners—they love what they do and are passionate about their work because of the customers they serve.

"Farmers drive the country. We have complete and total respect for them and all the work they do. We are happy being able to help them in any way we can."

The UMVRDC's RLF helped The Dryer Doctors purchase their building and equipment. Not only are the owners grateful for the financial support of the RLF, they also appreciate the expertise and guidance that came along with working with the UMVRDC.



What motivated you to start The Dryer Doctors?

We had spent years as coworkers. For us, the most important thing was making sure that our farmers' needs were taken care of. I think we just got to the point that the best way to do that was to go out on our own.

What are your goals for your business?

To expand our grain handling sales over the next couple of years. Our company is known over a fairly large area for FFI & GSI grain dryer service but not a lot of farmers know that we also do grain handling sales.

Where do you hope the business will be in five years?

Our hope is to continue to grow in Minnesota, as well as North and South Dakota where there are many farmers that don't have the grain dryer service that our farmers get from us. We would like to see one or two service techs hired and trained in each state with the possibility of those techs being trained in service on other brands of grain dryers.

What is your favorite part about being an entrepreneur?

The relationships that we are able to build with the farmers. Being an owner has allowed us to spend as much time as we want with these farmers. It doesn't always have to be business. We can sit and just visit with them, get to know them on a more personal level.

What were your biggest hurdles to building your business and how did you overcome them?

I think our biggest hurdle was actually just getting the word out that we were doing this as we have a pretty large service area. Before we got into our first building, we spent weeks working from the local library and other conference rooms in Montevideo. We spent upwards of eight to nine hours a day, five days a week making phone calls, lining up preseasons, and small jobs.

What do you enjoy most about owning a business in Montevideo?

The reason for the location is simple, all three of us live in Montevideo. This is a business that we could have success with almost anywhere but doing it from home (even if we didn't grow up here) is special.

What would your main piece of advice be for someone just starting out?

Do something that you are passionate about and have a good amount of knowledge in. Knowledge is power and passion will help drive you to continue to improve and get better.

How has the UMVRDC's Revolving Loan fund helped you become the business you are today?

Financially, the RLF helped us with our business startup and the purchase of our current building. But it was more than just financial. Meeting and talking with Laura, the questions she asked and just her overall knowledge helped us better plan and prepare for the day we opened our doors. Meeting with the board through the interview process helped us see what we were doing on a larger scale. By utilizing the UMVRDC and the resources they offered, it has really helped make us a stronger company.