



THE SHINING STAR

FROM THE CEO'S DESK

With the sliding commodity prices being much lower than they were 12-24 months ago, I felt the need to address this topic. Profit margins are dwindling and liquidity is drying up. Input prices are not correcting as fast as they need to and inflation has crushed us over the last three years. The question is, how do we deal with these problems? The simplest answer is we must get better. Well what does better mean? It means we need to become better managers and figure out where there is opportunity to increase our efficiencies, production, and cash flows. We have to be more innovative, look at new ideas, try different things, and get creative.

At North Star Ag we need to take this same approach. How do we partner with our customers and manufacturers to provide solutions to make them more efficient, productive, and profitable?

The second thing is practices. What practices make our customers more profitable? One of the biggest things we have come up with is nutrient application or placement. Striptill is the main practice that we speak about. It allows for you to put less product down, have better placement, and less passes across the field. A yield gain is typically achieved from this as well. You will also become more efficient with passes and product applied, as well as increasing production and profitability. We have taken the stance that we want to be the leader in this space, so it starts with education, knowledge, and service. We believe we have what it takes to get you and your operation started in this industry.

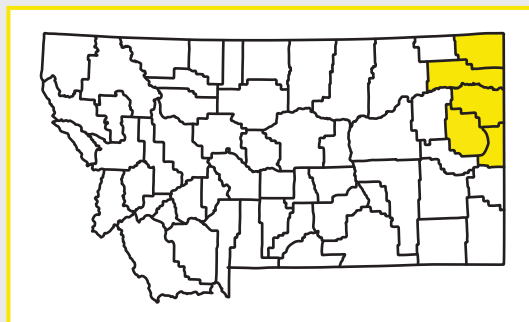
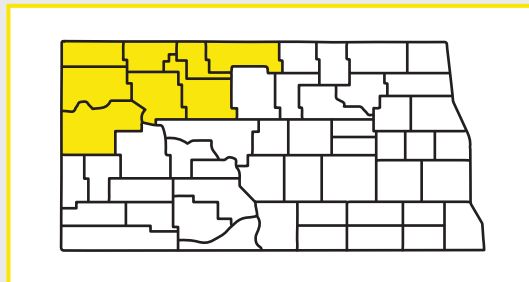
We appreciate you reading this edition of The Shining Star. Without your continued support, we would not be where we are today!



WHAT'S NEW AT NORTH STAR AG

This coming October marks our 15th year in the industry, and over the years we have expanded our shortline equipment options tremendously. As we have grown and continue to do so, we felt it necessary to branch out and grow our presence, specifically in the northwest corner of the state.

In order to continue serving our customers with the best products and services, we have added an outside salesman, Jon Michalenko, to manage this area. We will be having a stocked inventory lot with Meridian, Convey-All, and Thunder Creek products (more information to come). Our main and only office will remain in Tower City. We cannot be more excited to watch this area grow!



STAFF SPOTLIGHT

MEET JON OUTSIDE SALESMAN

Jon Michalenko recently joined our team as an Outside Salesman for the Northwest corner of the state. He and his wife Nicole have been married for 16 years and have two children. Jon brings a wealth of knowledge and expertise, as he studied Ag Sales and Services at NDSCS and has been working in the machinery industry for many years. Most recently, Jon worked for Farmers Union Oil Company of Kenmare, holding multiple positions, such as machinery manager, sales, as well as helping in the parts, auto shop, and energy departments. While in sales at the dealership, he sold multiple lines of equipment, such as Meridian, Bourgault, Versatile, and New Holland.

He has also been helping at his wife's family farm for the last 15 years, and has been actively farming for the last five. When he's not out on the farm or selling a piece of equipment, Jon can be found at the lake, traveling, hunting, or playing sports! Welcome to the team Jon!



FEATURED PRODUCTS: SPRAYERS & SIDE DRESSERS

We have many Sprayers and Sidedressers on hand! From brands like Fast, Unverferth, Top Air, and more! New and used units available! Call us today for more information!

UNVERFERTH NUTRIMAX:

23 row, 1800 or 2600 gal tank, RCM Iso, 480/80R50 tires



FAST A26:

24 row, 2600 gal tank, Raven RCM, Dual 380/90R46 tires



FAST SPRAYERS 9524T OR 9518:

120' booms, 1800-2400 gal tank, Raven Iso RCM



AVAILABLE: USED SPRAYERS & SIDE DRESSERS

- 2014 Fast 8218 Side Dresser (\$35k)
- 2018 Fast 9524T Sprayer (\$135k)
- 2022 Fast 9524T Sprayer (\$126,5k)
- 2020 Fast 9524T Sprayer (\$150k)
- 2010 Top Air TA1600 Sprayer (\$51k)
- 2013 Flexi-Coil 68XL Sprayer (\$18k)

WEATHER & CROP REPORT

The weather here in Tower City has been relatively nice (minus all the rain), however that certainly does not mean the entire state of ND has been the same. We caught up with our Outside Salesman, Jon Michalenko, to see how the weather up in his neck of the woods has been. Here's what he had to say:

"The weather is finally giving us a break and staying nice for at least a few days in a row. It has been a hit or miss up here, however in the Grenora area, I have heard they received two plus inches of rain in the last couple weeks. Here in the Kenmare area, we have picked up rain showers every couple of days, which was just enough to stop us for a day and a half at a time. Due to the wildfires in Canada, it has been pretty hazy as well. The wind has also been prominent the last few weeks, with gusts accumulating up to 50mph.

I would have to say that on average, most farmers are around 85-95% done with seeding. Most of the canola crop is seeded, wheat crop is at 95%, and soybeans are around 75-85% done. We do have a few farmers around here trying quinoa and some are growing specialty canola they use for fish food. Of course there are a few that have completed their planting/seeding. The crops that are in and up look good. Just in the last week, there has been a lot of pre-emergence spraying going on and we will continue to see that over the next couple weeks.

As far as the ground conditions go, they are in relatively good condition with a few sloughs or sticky spots to go around, but for the most part, the fields are good. We can see the ground temperature is starting to rise, being it is only taking a few days for crops to start popping out of the ground. There are not a whole lot of PP fields in this area, maybe a few acres per quarter. Same goes with tilled land - pretty much one farmer in the Mohall area, and a few more closer to the Bottineau/Souris area.

While talking to some local agronomy guys they say it seems like spring has been going on for quite a long time already. They were beginning to spread fertilizer back in the beginning of April with this year being record numbers for the amount of fertilizer they have sold."

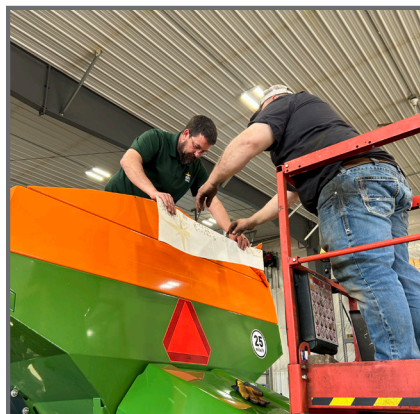
Weather plays a major role in determining the success of agricultural pursuits. We wish that you all have timely rains, an abundance of sunshine, and successful yields.



WHAT WE'VE BEEN UP TO

Our team has been extremely busy and working hard to try and keep up with springs work! We love to get pictures and videos of our units in action, so Gabby has been out to the farm to drone the guys planting as well as a few customer units. All of our shop techs have been working extra hard keeping up with and staying ahead of all units coming in and out of the shop. Rod welded a DIY hitch he made for our skid steer, and Earl and Jeff decked out an Amazone spreader that Tony Fast from Fast Ag Montana demoed back in April. Jon's pickup got a nice makeover with some sweet North Star Ag decals. If you see him driving around, don't be afraid to honk and wave!

These are only a few instances of the incredible passion and hardwork we have seen from some of our team members - although everyone has definitely played their part as well this spring.



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