NORTH STAR AG

THE SHINING STAR

FROM THE CEO'S DESK

By: Zane Erickson

As I start writing this , it's ending of a long grueling harvest and the onset of what looks to be a cold snowy winter. As I review the state of the ag economy and the headwinds we have ahead of us as we close out the '25 crop and start the '26 crop. It becomes glaringly obvious that every decisions you make in the next 12-18 months is going to be incredibly important. Then I look at the amount and the spread of decisions a farmer has to make and I can't help but think that the farmer's job is to be a generalist, not a specialist. You must know a little bit about a lot and have limited time to specialize in any one area of your operation. So when I think about being a generalist and not truly being an expert on most of the decisions you make. In my opinion, the most effective way to navigate this is to have a couple of "Rules of thumbs" that you can use to simplify your decision making process and give you direction or purpose behind it.

Our main rule of thumb, that we use in everyday business is "the what/who, the why, the how". Here is what those mean.

"The What or Who": This identifies the problem/solution/outcome your trying to obtain.

"The Why": Identifies why it happened, or why you are doing it (strategy).

"The How" : How are you going to execute/fix/solve the problem.

This approach simplifies the situation, helps you understand the purpose of why you are doing it, and helps you put together a plan to execute or solve the problem. This has been a very effective and timely approach that I have used over the years, and has gotten us through a lot of tough situations. I would encourage you to try this approach in your operation and see if it helps you through your day to day decisions you must make.

Lastly, I want to thank you for reading this version of the Shining Star and thank you for your continued support.

Sincerely,

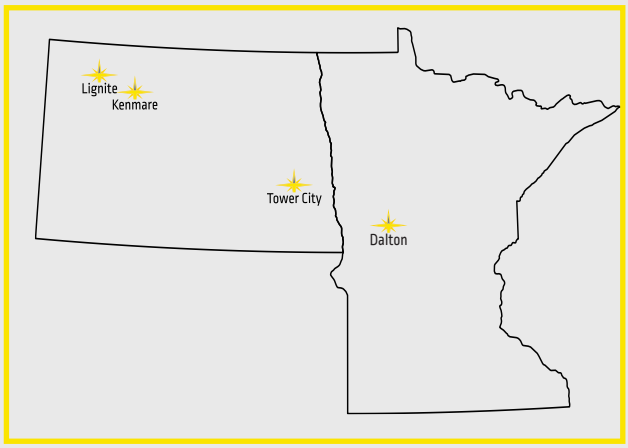
Zane Erickson

President of North Star Ag

WHAT'S NEW AT NORTH STAR AG

Opening a NEW Lot!

We're excited to announce the opening of our newest lot in Dalton, Minnesota, expanding our reach and ability to serve the area. We're also pleased to welcome Jared Kram as our newest salesman and drain tile lead. Jared brings years of experience in the drain tile industry and a strong knowledge that will help support our continued growth. We have a variety of short line equipment and a wide variety of drain tile and drain tile accessories on hand. We are excited to see Jared and this new location grow!





STAFF SPOTLIGHT

MEET DAVE

PARTS MANAGER

We're excited to celebrate Dave Broadwell and his 5 year anniversary as Parts Manager at North Star Ag. For the past 5 years, Dave has been an essential part of the heartbeat that keeps North Star Ag running smoothly. With a deep mechanical background and years of hands-on industry experience, he brings a level of technical understanding that has strengthened our entire operation.

Outside of work, you can find Dave outdoors, hunting, fishing, or spending time with family at the lake. His passion for the outdoors and dedication to family mirror the same values he brings to North Star Ag every day. Thanks, Dave!



FEATURED PRODUCTS: GRAIN HANDLING

We have lots of Grain Handling equipment on hand! From brands like Brandt, Unverferth, Meridian more! New and used units available! Call us today for more information!

GRAIN HANDLING

BRANDT 15-47LP+:

15" Belt, 47' Long, 35HP Kohler Engine



MERIDIAN FC1548

15' Belt, 48' Long, Self Propelled



SEED TENDERS

UNVERFERTH 3755XL:

8'x21" Conveyor, 3 Function Remote, Bumper Hitch or Goose Neck



MERIDIAN 4055:

8'x24' Conveyor, 6 Function Remote, BH or GN



AVAILABLE: USED CONVEYORS

- **2021 Uni-Tube 1547FMD ($25k)**
- **2020 Reliabelt 20-45 ($26K)**
- **2022 Convey-All 16-50TL ($36K)**
- **2019 Kwik Belt 1848FL ($21K)**
- **2019 Brandt 15-52LP+ ($33K)**
- **And More!**

View Our Current Inventory

NORTHWEST CORNER UPDATE

By: Jon Michalenko

With the 2025 harvest wrapping up in the northwest North Dakota, we have been fortunate to have the weather cooperate long enough to finish out the later crops. Bean yields were strong across the region, and corn yields were some of the best we've seen. Although we did receive some fall rain and snow, it ultimately provided the moisture needed to get fall NH3 applied and some dry fertilizer spread.

In-line rippers have started to gain some traction in the area as more growers recognize the compaction issues we're dealing with. Another item that continues to grow in popularity is the side draw tender trailer. These trailers pair extremely well with air seeders, allowing producers to carry multiple products at once, reducing fill time and increasing overall efficiency.

As always, North Star Ag is preparing early for 2026, with a strong supply of fertilizer spreaders, seed tenders, and self propelled conveyors. We also continue to stock a full lineup of grain handling equipment, including grain vacs, take-out augers, and a variety of Meridian smooth wall hopper bins.









WHAT WE'VE BEEN UP TO

The harvest season had things moving quickly behind the scenes at North Star Ag. Our parts department has been busy fielding a high volume of calls as customers worked through the fall season. Meanwhile, our service team had their hands full managing a steady flow of equipment needing repairs and maintenance. Despite the fast pace, they did an outstanding job keeping machines in the field and supporting customers during one of the busiest times of the year.

In addition to the day-to-day workload, our sales, parts, and service departments have begun participating in ongoing training sessions with factory reps to help deepen our understanding of the equipment we sell and service. Continued learning for everyone is something we take great pride in at North Star Ag.

We celebrated two important milestones within our company. Parts Manager Dave Broadwell and Salesman Reed Erickson both celebrated five years of dedicated service at North Star Ag. For their hard work, commitment to customers, and contributions to our team we had a feast prepared by our salesman Dan Frisch!













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