NORTH STAR AG

# THE SHINING STAR

## FROM THE CEO'S DESK

**By: Zane Erickson**

Today, I want to discuss people and partnership strategies within the ag industry. We are currently navigating a challenging environment—commodity markets are under pressure, and demographic trends are accelerating consolidation at the grower level. This shift is cascading across the entire supply chain, affecting vendors, manufacturers, and service providers alike. The reality is clear: there are fewer, but significantly larger growers—just as there are fewer, but larger, vendors and manufacturers.

As operations scale up across all levels, it is becoming increasingly important for leaders to focus strategically on both their people and partner strategies. As your business grows, there comes a point where adding more machinery or working longer hours is not enough to meet rising demands. At that stage, you are faced with a critical choice: do you hire additional team members, partner with external service providers, or perhaps both?

So, what does this mean for your business? In my view, as consolidation continues and margins tighten, it is more important than ever to specialize and focus on what you do best. As leaders, we must be honest about where our strengths lie and be willing to hire or outsource where we need support. That is where the concept of partnership comes in.

A true partnership is a mutually beneficial relationship—both parties succeed and grow together. Whether it is with your employees, vendors, or any other stakeholders, building strong partnerships enables open, impactful conversations that drive results. It also helps fill gaps in your leadership or operations—often more efficiently and cost-effectively than doing it alone.

At North Star Ag, we are committed to this philosophy. Partnership is at the core of everything we do—whether that is with our employees, vendors, or our customers. We believe that when our partners succeed, we succeed. That is why we invest in building and nurturing these relationships on a daily basis.

If you see North Star Ag as a potential partner, I invite you to start that conversation with us. Let's explore how we can bring value to your business.

We truly appreciate you taking the time to read this edition of The Shining Star. Your ongoing support plays a vital role in everything we achieve!

# WHAT'S NEW AT NORTH STAR AG

While this is not entirely new to North Star Ag, incase you were not aware, we offer fully customizable water trailers and skids, fit to your needs! Design every detail of your trailer from the ground up using our easy-to-use, fully customizable 3D configurator. Whether you are looking for a compact setup or a high-capacity unit, we offer a wide range and variety of tanks, plumbing, accessories, and seed tenders - built to suit your operation. Every trailer is built with quality and flexibility in mind - because your equipment should work the way you do. Start designing today and get exactly what you need, the way you want it!



# STAFF SPOTLIGHT

## MEET DAN

**SALESMAN**

Dan joined our team in March as a Salesman and has been working effortlessly to enhance his knowledge to better serve our customers! He and his wife Shelley have been married for 27 years and have three boys. Bringing 28 years of experience in Sales, spending the last 15 working with a John Deere dealership, Dan brings a wealth of experience to the team! One of his favorite parts about working in the agricultural industry is being able to help customers find new solutions and opportunities to succeed in. This industry is very passionate about what we do and how we do it - which Dan really enjoys being apart of. When Dan is not as work, you can find him spending time with family (especially the grandkids), at the lake, golfing, hunting, or BBQ-ing his favorite meal!



# **FEATURED PRODUCTS:** SPRAYERS & SIDE DRESSERS

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

## **FAST** 9524T OR 9518:

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



## **TOP AIR** TA2400:

120-132' booms, 2400 gal tank, Raven RCM



## **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



## **AVAILABLE:** USED SPRAYERS

- **2018 Fast 9524T Sprayer ($102k)**
- **2020 Fast 9524T Sprayer (109k)**
- **2017 Top Air TA2400 Sprayer ($59k)**

## View Our Current Inventory

# NORTHWEST CORNER UPDATE

**By: Jon Michalenko**

Spring got off to a relatively dry start here in Northwest North Dakota. That was followed by an unseasonable stretch of hot weather, with temperatures reaching into the mid to upper 90s. Unfortunately, those high temps were accompanied by strong winds, which only worsened already dry conditions. At this point, everyone was wondering when - or if- the rain would finally arrive.

Fortunately it did. Rain moved in on May 13th and continued throughout the week, with additional showers lingering into the weekend. As of May 20th, the Kenmare area has received approximately 4 to 4.25 inches of rainfall. Totals have varied quite a bit across the region, especially in the northwest corner of the state.

We were able to get about 75-85% of the crop seeded before the rain arrived. Some fields had even been seeded up to three weeks ahead of the moisture. The rain has been a welcome relief for producers, and it also gave local fertilizer suppliers a much-needed window to restock and prepare for the final seeding push.

Once this system clears out, we expect spraying activity to pick up quickly - both pre-plant and in-crop applications. Given the recent moisture, it is likely that we will see increased fungicide use later in the season as well.

North Star Ag had a strong spring, moving fertilizer spreaders, conveyors, and seed tenders. We still have a healthy inventory available, with more equipment arriving to support growers through the rest of the season.

A big thank you to everyone who worked with us this spring - we truly appreciate your business. Wishing you all a safe and productive summer!





# WHAT WE'VE BEEN UP TO

Over the past couple of months, our team has been hard at work keeping up with the demands of spring! While the recent stretch of rain and wind slowed things down in the field, it gave us a valuable chance to catch up in the shop, and even get ahead of schedule. In April, we also celebrated a major milestone: Jeff marked his five-year anniversary with North Star Ag! His innovation, expertise, and steady presence are key to keeping our shop running smoothly. Once the weather finally cleared up, Gabby hit the field to capture drone footage of some of our equipment in action, giving our customers a closer look at what we offer. We also wrapped up filming our social media video series with Chezy in May and we cannot wait to share the final results with you, including helpful tips and tricks to support your operation.

This spring has certainly been wetter than we'd hoped, but thanks to patience and perseverance, we've made great progress. To all our customers, thank you for your continued trust—whether it's for parts, service, or equipment. We truly could not do it without your support. We wish you a smooth, safe, and successful spraying and harvest season ahead!








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