NORTH STAR AG

THE SHINING STAR

FROM THE CEO'S DESK

By: Zane Erickson

As I write this today, we are within 8 weeks of planting season for the 2026. This is the first newsletter of the year, and I would like to provide a 2026 outlook in the machinery business.

As the Ag market is as deeply depressed as it's been for 30 years. We are dealing with the inflation lull that comes with extreme price increases we experienced throughout covid. To combat that, the industry has done a ton of rebates, finance opportunities, & on the used side, dealers have either auctioned or fire sale a ton of units, no matter what the cost. This has created value reduction. This has also slowed or almost stopped production from the factory. Inventory is starting to dry up in the market, and used equipment values are starting to stabilize, and programs are starting to disappear due to acceptable inventory levels.

What does this mean for the customer? This means that IF you need equipment in the next 12-24 months, I recommend not burying your head and the sand and not worrying about it. I would keep your eye open for aged inventory on lots, have conversations with your dealers/partners. There may still be some great opportunities to be had, but they are getting fewer as time goes on.

As always, thank you for reading the latest version of the Shining Star. If it wasn't for your support, we would not get to do what we do. Have a great 2026 season.

Sincerely

Zane Erickson
President, North Star Ag



WHAT'S NEW AT NORTH STAR AG

Meridian Stainless Steel!

North Star Ag is excited to announce that we are now exclusively partnering with Meridian for stainless steel tanks. This partnership allows us to provide our customers with premium liquid storage solutions that combine Meridian's trusted reputation for strength and reliability with North Star Ag's commitment to exceptional service and support. By aligning with Meridian, we're able to offer products that meet the highest standards of quality while delivering dependable solutions our customers can rely on.



Whether you're storing water, chemicals, or other liquids, Meridian stainless steel tanks are engineered for durability, safety, and long-lasting performance. Designed to withstand demanding conditions, these tanks give you added peace of mind and confidence that your liquid storage needs are fully covered today and for years to come.

MERIDIAN
Authorized Dealer

STAFF SPOTLIGHT

MEET TYLER RICHMAN

SHOP FOREMAN



We're excited to celebrate Tyler and his 5-year anniversary as Shop Foreman at North Star Ag. Over the past five years, Tyler has played a key role in keeping our shop running efficiently and our team moving forward. Where Tyler shines is his extensive product knowledge and the ability to problem solve. This stems from Tyler's chilhood where he spent many hours in the shop with his dad and siblings fixing things from small engines to derby cars and everthing in between.

Outside of work, Tyler enjoys hunting, fishing, building derby cars, and spending time with family. His hands-on creativity and dedication outside the shop reflect the same work ethic and commitment he brings to North Star Ag every day. Thank you, Tyler, for five great years!

FEATURED PRODUCTS: SPRING EQUIPMENT

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

Sprayers

FAST S-SERIES:

3200 gal Tank, Capstan Iso Conroller,
Raven XRT Heigh Controll



TOP AIR TA2400:

2400 gal tank, Raven RCM,
Raven XCR Height Control



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 Seed Tenders

- **2022 Meridian 405-GN ($39k)**
- **2011 Meridian 375RT8 ($34K)**
- **2013 Seed Shuttle SS500 ($23K)**
- **2022 Unverferth 3955DXL-GN ($46K)**
- **2012 Seed Shuttle SS400 ($19K)**
- **And More!**

View Our Current Inventory

SERVICE DEPARTMENT

At North Star Ag, our Service Team is a key part of our One-Stop-Shop approach. Our team brings over 20 years of combined experience serving customers at North Star Ag. From routine maintenance to complex repairs, they work efficiently to minimize downtime and keep equipment performing at its best.

What many customers don't realize is the level of volume and training behind our service department. Each year, our team services more than 275 Conveyors and over 180 Seed Tenders, along with a wide range of additional equipment that moves through our shop throughout the year. In addition, our technicians take part in monthly in house trainings that highlight different equipment categories and also maintain certifications through Kohler, Amazone, and Raven. These specialized trainings ensures your equipment is serviced to the highest standards. North Star Ag is also a certified warranty provider for the brands we sell.

Where our Service Team truly excels is not only in their years of experience, but in living out one of our core values: Be Innovative. Experience can sometimes lead to complacency or "doing things the way they've always been done." Our team challenges that mindset every day by taking pride in developing new and better ways to tackle problems, often making the job easier, more efficient, and more effective for our customers.









WHAT WE'VE BEEN UP TO

Christmas Party

The start of the year has been a busy and exciting time at North Star Ag. We wrapped up the year by coming together for our company Christmas party, a great opportunity to celebrate our team, reflect on the past year's accomplishments, and recognize the hard work that goes into serving our customers every day. It was a meaningful way to close out the year and kick off the new one with appreciation and team spirit.



KMOT Farm Show

In January, our team was proud to attend the KMOT Ag Show in Minot, North Dakota, where we connected face to face with customers, industry partners, and fellow ag professionals from across the region. This gave us the opportunity to showcase our products, answer questions, and share insight on the equipment and solutions we offer.



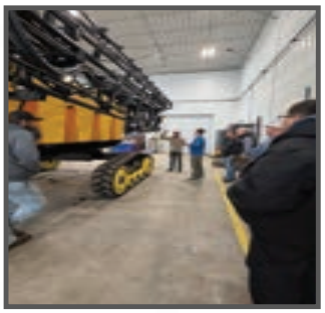


Product Training

Throughout January and February, our focus has also been on continued growth and education through weekly product trainings. These sessions allow our team to stay current on new equipment, technology, and updates from our manufacturing partners. By investing time in training, we're better equipped to provide guidance, support and added value to our customers throughout the year.







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