

# AMERICAN IMPLEMENT®



JOHN DEERE

# CROP

*Collective Reporting On Progress*

WINTER 2018



A proud day in western  
Kansas and American  
Implement with a visit from

**JOHN DEERE**

Chairman and CEO

**Sam Allen,**

and Deere's Senior  
Leadership Team.

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# AMERICAN IMPLEMENT®



JOHN DEERE

## Happy Holidays



Chad Koster, CEO

*Dear Valued Customers,*

The holiday season has arrived! The American Implement Family and I hope you had a wonderful Thanksgiving. In just a few weeks we will be celebrating Christmas then kicking off the New Year. Like most years, 2018 had its share of both challenges and opportunities. Hoping you were able to finish the year with a bountiful harvest and timely moisture you throughout the winter and spring.

We recently had the opportunity to host John Deere's Senior Leadership Team, along with Chairman and CEO, Sam Allen. This visit gave us the opportunity to gather their insights and experience to review the past year and improve our 2019 marketing and operational strategies. We enjoyed insightful discussions about how American Implement and John Deere can continue to improve operations and offer exceptional support to our customers. It was the first time in our 48 years of business that we have had such a distinguished group from Deere come see us. We thoroughly enjoyed our time together and remain extremely grateful for the opportunity.

The holiday season is a special time to give thanks to the entire American Implement Family. Our family includes John Deere and Zimmatic. Our family includes our managers and employees. Most importantly, our family includes our valued customers. We represent the best corporate partners that provide the industry's best farm equipment and pivot irrigation technologies. We are blessed with an amazing group of employees who work tirelessly to support our customer's needs. Finally, we are rewarded with so many friends and customers who to do business with American Implement. Thank you all!

Looking ahead to 2020, American Implement will celebrate 50 years. I am excited to share that three generations of the Koster family are now active with American Implement. We were able to get three of the four family members into the picture with Sam Allen from his recent visit to Garden City. They are my father, Duane, who started the business in 1970. I joined the family business in 1992. We're proud to now include my two sons Bradley and Jared who began their careers this year. Bradley is our Assistant Director of Sales, and Jared is in Sales at our Garden



**John Deere Chairman and CEO Sam Allen with three generations of the Koster Family.**  
Left to Right: Duane Koster, Sam Allen, Chad Koster, Bradley Koster. Jared Koster (not pictured).

City location. I am so proud that they have joined American Implement and I'm looking forward to their bright futures.

As always, American Implement continues to support our farmers and ranchers with the products, service and support that we have built our business upon. American Implement continues to offer the best lease and sales programs in the area. Parts will feature a sale on sprayer parts in January, along with our biggest discounts ever on bulk oil tanks and equipment to help you save on your oil purchases. Your John Deere equipment worked hard for you this year, so now is the time to take advantage of the AI Service Ultimate Performance (UP) Program. This program saves you money on parts and labor and helps reduce costly downtime next season. Also, make time to visit with our Precision Ag Specialists about our new product and support options. Our PA team will be busy this winter with everything from updating your equipment to sharing our redesigned 2019 AGvantage support agreement to promoting our newest program, AgriSync. From all of us at American Implement, we THANK YOU for your continued business and we're very grateful that you are a part of the American Implement Family. Wishing you all the joys of the Holiday Season and a Happy New Year!

Sincerely,

Chad Koster, CEO



# Support at your fingertips. Connecting the dots with AgriSync®

## Article by:



In this day of instant information, we expect that everything we want to know be at our fingertips, and for the most part it is.... matter of fact the problem now becomes the task of sorting through the mountain of information that our fingertips just found. These days the tool that our fingertips love more than any other is our mobile phones, be they Android or Apple we just could not do without them. I must admit they are amazing, they truly are a tool with limitless potential. As with every

tool the value is always predicated on the end user's ability to maximize it's potential. The reality is, as much as our phones are tools they are really more of a tool box, full of multiple tools all with particular tasks that we relate to our daily responsibilities. As we look at and assess the tools we need to do our jobs, the ones in our tool box that are the most productive and can provide real value.

For the American Farmer/producer there are a lot of tools out there. Technology and those products that support technology are the single fastest growing segment of the agriculture business. Everything from the smart JDLink™ enabled tractors providing direct communication to the dealer, to water management programs like AquaSpy reporting on moisture conditions. All these products are designed to improve your ability to make solid, timely decisions for your operation. Recently John Deere has recognized another technical tool that they believe could be a great addition to your toolbox. Through what Deere calls a "proof of concept" program they have invited their dealers to join forces with a company by the name of AgriSync®.

Over the last couple years American Implement has made a commitment to bring technology to the forefront, we support and deliver a multitude of technical programs, JJDLink™ Connect, AgDNA, AquaSpy, Connected Support, Expert Alert, just to name a few, and now we welcome AgriSync® into that mix.

So, what is AgriSync® and what can it do for me? AgriSync® is a mobile-based pro-active support tool that connects farmers with their trusted advisors remotely. AgriSync® enables farmers and advisors to connect and resolve support issues using a mobile video customer service platform. Farmers can connect with multiple advisors from different teams with in the American Implement support group to submit and receive support in real-time via video. Advisors can manage multiple farmer service tickets through a dashboard and remote video that allows them to see what the farmer sees in real time. With the AgriSync.com customer service dashboard will allow our American Implements advisors to see open cases, resolution status and farmer feedback in real-time. As an AgriSync® user you



have access to many agriculture support businesses that also team with AgriSync®.

Bottom line we, at American Implement have committed to providing our customer the best possible support available today. Whether it is a part that you need help identifying our locating, a service issue where a decision on the next course of action needs to be decided, or a question regarding data management, the American Implement team of advisors will be there at your fingertips! Look for our **American AGVantage** program coming very soon. It will include multiple services and opportunities for enhanced support to include unlimited phone support powered by AgriSync®.

Thank you for the opportunity to exceed your expectations.

## JOIN THE UP CLUB

- No Payments / No Interest until July 2019
- FREE Eddie Bauer® Jackets
- 12 Month Warranty
- Customized Discount Packages that could include: *Hauling Specials, Multi-Unit Discounts, Parts & Labor Discounts and More!*



TO DO: SCHEDULE MY **UP** INSPECTIONS!

## Article by:



**John Jenkinson,**  
Contributing Reporter

What a year it's been! Following the markets and agriculture news on a daily basis has provided me with plenty of material for my newscasts, both on a regional, as well as a national basis. As I write this edition, the markets have had some wide swings on the technical charts. As fall harvest got started, U.S.D.A. was forecasting one of, if not the biggest, corn and soybean crops. Once the first loads of corn started coming into elevators, the trade was asking the question, "what will we do with all of this

grain". That question was somewhat answered with weekly export sales of a little over a million metric ton each week. Demand was very strong, sales remained brisk, and that actually helped carve out a harvest low early on. A rain delayed harvest in parts of the corn belt also helped push corn to recover from the tariff talk. Eventually, \$3.70 became a line in the sand, but that quickly got erased with disappointing export sales numbers that fell dramatically. The soybean market was under pressure of its own... again of the thoughts of a big crop, but also with trade tensions between the U.S. and China. That really was illustrated with the export sales numbers from the last 2 weeks of October. In fact, the sales numbers from the October 25th report, were the lowest ever in history for that date, ever. Soybeans sales to our biggest customer (China) were off 97% from a year ago and that has pushed prices lower. Basis hasn't helped either in some areas of the country, basis levels were over a dollar, depending on location and more than that in isolated cases. Wheat is at (and will remain to be) at the mercy of the value of the U.S. Dollar. The stronger the dollar, the less competitive we (the United States) is on the global market. There is one unknown, the global potential. Russia, Ukraine, France, and other European countries are having issues with drought. There has been conflicting reports that Russia may curtail exports, which has caused wild gyrations in the wheat market, and will continue to do so until we get deeper into the season. The advice I'm hearing from people in the business is have a marketing plan in place, and stick to it. In news at this time, President Trump is scheduled to meet with China's President at the G-20 Summit. There is "talk" that they may discuss trade but that is speculative. Ag Secretary Perdue says that there will be a second round of "trade aid" for farmers, but don't count on anything in 2019, because farmers will have had the opportunity to plan for the lack of trade with a former major market for U.S. grain. There has been some major accomplishments with other trade deals (specifically Canada, Mexico, and the European Union). Other trade talks are in the works right now with Japan and others. There are some experts that say

the recent USMEC (old NAFTA) along with talking to other countries, may be giving some leverage to getting something accomplished with China. No doubt that the Chinese are taking a close look at what's going on with the African Swine Fever (ASF). I've talked to two different traders on the floor in Chicago that tell me they believe that the disease is a bigger problem than the Chinese government is letting on. If that is the case, they will need to get pork from somewhere, and the U.S. is the ideal place (and arguably) the only place to get that kind of volume to fill the need. If you're a grain producer, keep that in mind, because if suddenly pork demand increases, those hogs will need to be fed, and there's a lot of soybeans that will be in storage, ready to go to a crusher for oil and meal.

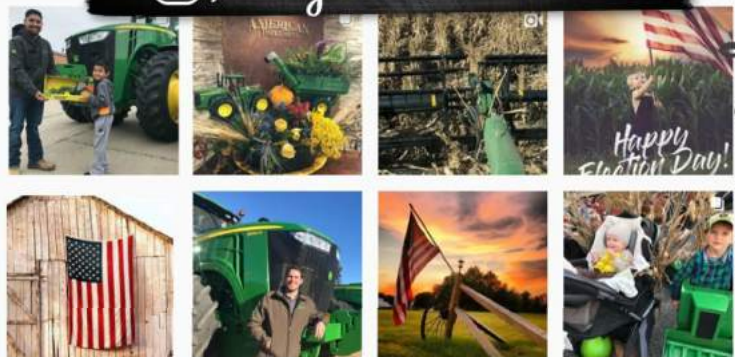
As I wrap up this article, just some final thoughts. I know this has been another year of challenges, but we're farmers and ranchers, and there are great days ahead. We face challenges all the time, and through those, we learn how to mitigate risk, find a new way of doing something, and we've never backed down. 2019 will be the same, another new challenge, another new opportunity to learn something new, or a different way of doing something. And even though there are reports that the rural economy is in trouble, remember that we've heard that before. We've overcome, and we're still here. Don't get mired down by the negative people (there are a few out there) and don't let them pull you down to their level. Instead, hold your head high for what you do, how you run your life, and consider it a blessing to be an American Farmer and Rancher here in the middle of the country. I'll always be very proud to be a part of rural America, agriculture business, and farmers and ranchers. My hope is that I can help inspire the next generation of men and women to lead the same lifestyle that I have been blessed with. Maybe this will explain it better... type this address into your internet: [http://www.johnjenkinson.com/audio/Anchor\\_Promo\\_John\\_45.mp4](http://www.johnjenkinson.com/audio/Anchor_Promo_John_45.mp4)

All the best and may God bless you and your family.

John Jenkinson

@johnjenkinson2  
johnjenkinson@hotmail.com

Instagram @americanimplement



Follow us



FROM THE

# Parts COUNTER

Article by:



Winter has arrived in the plains of Western Kansas once again. The hours of day light are getting shorter and the evenings and nights are getting longer. This is a great time of year to revisit the American Implement customer portal. Since the last time I wrote about this application, there have been several enhancements and new features added to this valuable tool. The customer portal is located on our website:

[www.americanimplement.com](http://www.americanimplement.com).

Found in the top right-hand corner in the yellow banner. Once you click the link, it will take you to a screen that you can Log into your account or you can order parts as a guest. If you are not signed up, the process is very easy. Click the link, enter your information and once your application is approved, you will go. We are still

receive an email that your all set to offering a \$25 sign up credit to new portal customers. Once you are in the portal, at the top of the list, is the Order Parts link. Here you will select the American Implement location of your choice, you can add part numbers directly to the shopping cart, or you can go to the New John Deere Parts Lookup. Here you can search by either PIN, Model, Equipment or Parts Catalog. This new lookup is easy, just enter your model and search away! I would caution that you watch for those pesky serial number breaks. Then add parts to the shopping cart, review your total and send the list to your local dealer. They will need to know how quick you need the parts, are you going to pick them up, or have the parts shipped to you. You will receive a conformation email on the details of your order. Our team will process your order and let you know when you

can pick the order up or have it shipped directly to your house. We have several customers using this feature, they enjoy the convenience and ease of use. I would encourage you to check this tool out for yourself.

Many other features available on the portal are, transactions listed by date, make payments on your account, view all payment activity, view and obtain copies of invoices, and request services from our Service Departments. The portal stores a list of all your equipment and you can find new and used equipment for purchase. All this can be done from the convenience of your own home. Overall, the new and improved customer portal can be extremely beneficial to your operation.

## AG FILTER SALE



# Save 15%

AMERICAN  
IMPLEMENT



December Only! See Parts for Details.

I would like to also mention, the winter Parts Promotions we are running. December is our John Deere Ag Filter Sale. Save 15% on all agriculture filters. This is a great time to check your stock on filters for your combines, tractors and sprayers and save money for the coming busy season. And, just in time for Christmas we have a sale on John Deere toys for the kids. 10% off all toys in stock. Our January promotion is focused on Sprayer parts and accessories. Save 10% on orders of \$200 or more. New this year, we are offering special discounts of Bulk oil tanks and equipment with a commitment of Bulk John Deere oil. We can deliver to the farm, bulk John Deere oil in 2-3 days normally. Check with your local Parts Department for details. One last item is our full line of A&I products we have to offer. These are great aftermarket solutions for the equipment that may be vintage, and you want to look at different parts options. Come in and check out all our A & I products we offer.



# What's in a Name?

Article by:



Nick Ortner,  
Director of Sales

As American Implement closes out its 48<sup>th</sup> year in business I started to wonder about the significance of it all and how it was achieved. While this is a great accomplishment for the organization there is much more to come and we've already begun having conversations in preparation for our upcoming 50<sup>th</sup> year in business in 2020. Undoubtedly we are humbled to have these discussions, and there is a sense of pride for myself and our employees that we are part of the American Implement family and get to represent the John Deere brand. While the company's history is a significant

topic, in this article I wish to focus on some of our day to day items that keep us moving in the right direction for our customers. Beyond the history of the company from all American Implement employees are committed to providing and delivering the best possible experience day in and day out. Our mission statement reads:

*"We are passionately committed to providing our customers with the highest quality products, most innovative solutions and services delivered with integrity and professionalism. Through ongoing training and positive experiences, we provide our employees the opportunity to grow and prosper as individuals. We will serve and help strengthen our communities, remain a valuable resource to our customers, and be a place where everyone feels appreciated and welcome."*

There are a lot of comments that could be added to this statement but if you go into any American Implement store you will see this mission statement proudly posted on the showroom of every location. Along with the written mission statement, there is an unwritten statement or phrase that we reference as a team collectively to remind one another on a daily/weekly basis and that is "There is a customer behind everything we do."

Both of these statements represent what we sincerely believe in and we strive to improve on every day.

Each department takes the motto very seriously when completing our day to day tasks, whether it is stocking the right parts to get you going faster on a routine maintenance item or our service team proactively inspecting a trade in to ensure it meets the next potential buyer's standards. While these details may not directly affect a customer today, they know at some point in the near future a potential customer is depending on them to deliver a quality solution.

The American Implement sales staff is also committed to these statements. We strive day in and day out to deliver a 'distinctive value' to you our valued customer. One of our main areas of focus is carrying a large inventory of used late model equipment readily available to help meet your ever-changing needs, no matter what the season. To accomplish this goal, we rely heavily on our parts and service staff to recommend the necessary parts and service on all trade in units. American Implement is unique with this protocol and is something that you will not see at most traditional dealerships or any wholesale outlet. This process is called the "American Implement Certified Pre-Owned Inspection" or "AICPO" for short. This is a multi-point inspection performed at every American Implement location to help ensure the quality and the longevity of the used piece of equipment. This inspection also verifies that the unit is available for extended warranty through John Deere's Powergard warranty system if the customer desires to add warranty to a unit. Along with the inspection, we make the necessary repairs needed that will provide quality and longevity to each piece. This is where we believe we offer a

'distinctive value' on these items. At any point, if you were considering a used piece of equipment from American Implement, I would encourage you to ask our sales staff for a copy of the "AICPO" inspection and a copy of the work order showing the repairs made, and we would be happy to provide them both to you. Furthermore, I would encourage you to ask the same of any competitor and see if their process is as stringent and as thorough as the "AICPO" inspection process. These extra steps taken by American Implement help to ensure a reliable unit once you get into the field.

So, what is in a name you ask? We want our customers to know all the items mentioned here help encompass what we do, and our top priority is focused on helping you the customer no matter what the opportunity or challenge is. We appreciate your business and if you're not a customer, we hope to have the opportunity to show you why we call ourselves American Implement.

**S660 • S670 • S680 COMBINES**

**3.5% FOR 60 MONTHS\***  
**PLUS FREE FREIGHT**

**AMERICAN  
IMPLEMENT**

**ALL USED EQUIPMENT**

**4.5% FOR 60 MONTHS\***



**COLBY (C)**  
**(785) 462-3391**  
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**ELKHART (E)**  
**(620) 453-2435**  
**GARDEN CITY (G)**  
**(620) 275-4114**  
**GOODLAND (A)**  
**(785) 890-7575**

**HUGOTON (H)**  
**(620) 544-4351**  
**JOHNSON (J)**  
**(620) 492-6836**  
**LEOTI (L)**  
**(620) 375-2621**  
**MONTEZUMA (M)**  
**(620) 846-2215**  
**OAKLEY (O)**  
**(785) 672-3272**  
**SCOTT CITY (S)**  
**(620) 872-7244**

**SUBLETTE (B)**  
**(620) 872-7244**  
**SYRACUSE (Y)**  
**(620) 384-7421**  
**ULYSSES (U)**  
**(620) 356-3460**  
**WALSH (W)**  
**(719) 324-5284**  
**WHEELER (R)**  
**(785) 332-2124**



More Deals  
Found Online!  
Scan the QR Code  
with any smart device!



# AMERICAN IMPLEMENT



**WOW!** 3.5% for 60 Months on All Used S660, S670 & S680 Combines + FREE Freight!  
4.5% for 60 Months on All Used Equipment!

Contact Sales for Complete Details.



'15 JD 9520R, 359 Hrs.....\$306,000 G



'14 JD 8370R, 1465 Hrs.....\$253,000 A



'14 JD 6125R, 664 Hrs.....\$102,000 G



'15 JD 6175R, 1621 Hrs...\$134,000 C



'16 JD S670, 902 Hrs.....\$245,000 M



'12 JD S670 STS, 969 Hrs.\$202,000 W



'13 JD S680, 924 Hrs.....\$244,000 C



'14 JD S670, 684 Hrs.....\$237,000 G

## AMAZING Lease Deals

5 Year 300 Hour Used Equipment Leases



New! '18 JD 6135E.....\$100,000 B  
Lease! stk#72905 \$46/hr - \$13,861/yr



'15 JD S670, 851 Hrs.....\$230,000 C  
Lease! stk#68888 \$99/hr - \$29,745/yr



'15 JD 8370R, 2454 Hrs.....\$216,000 A  
Lease! stk#78085 \$70/hr - \$21,175/yr



'16 JD R4030, 120' 788 Hrs \$234,000 H  
Lease! stk#71967 \$102/hr - \$30,547/yr

## LARGEST INVENTORY IN STOCK & READY TO MOVE!

### 4WD TRACTORS

'17 9470R, 600 Hrs.....	\$272,000 M
'16 9620R, 402 Hrs.....	\$355,000 C
'16 9620R, 363 Hrs.....	\$368,000 G
'15 9520R, 300 Hrs.....	\$309,000 B
'14 9510R, 1580 Hr.....	\$234,000 A
'14 9460R, 450 Hrs.....	\$247,000 R
'11 9330, 6150 Hrs.....	\$150,000 Y
'10 9330, 3973 Hrs.....	\$159,000 R

### ROW CROP TRACTORS

'17 6145M, 325 Hrs.....	\$102,000 D
'17 8245R, 1166 Hrs.....	\$188,000 H
'16 8320R, 301 Hrs.....	\$259,000 M
'15 8370R, 1715 Hrs.....	\$236,000 A
'13 8360R, 1903 Hrs.....	\$224,000 A
'12 8360R, 906 Hrs.....	\$236,000 S
'17 7270R, 669 Hrs.....	\$201,000 E
'15 8345R, 411 Hrs.....	\$259,000 L
'15 8345RT, 2082 Hrs.....	\$204,000 C
'14 8310R, 655 Hrs.....	\$227,000 H
'13 7200R, 1599 Hrs.....	\$115,000 G
'15 7250R, 472 Hrs.....	\$169,000 A
'11 Case Mag 315 3625 Hrs	\$124,000 C

### HARVEST EQUIPMENT

3.5% Fixed - 60 Months ALL Used S660, S670, S680 + FREE Freight	
'17 S670 558 Sep Hrs.....	\$300,000 M
'16 S670, 735 Sep Hrs.....	\$258,000 C
'16 S670, 1256 Sep Hrs.....	\$206,000 O
'15 S670, 1102 Sep Hrs.....	\$204,000 J
'15 S670, 1358 Sep Hrs.....	\$201,000 U
'16 S660, 218 Sep Hrs.....	\$256,000 H
'13 S680, 1389 Sep Hrs.....	\$192,000 B
'12 S680, 970 Sep Hrs.....	\$230,000 W
'11 9870, 1653 Sep Hrs.....	\$145,000 A
'09 9670, 1650 Sep Hrs.....	\$120,000 G
'07 NH CR7090, 2640 Hrs.....	\$70,000 R
'14 Unverferth 1315 Gn Cart	\$47,000 C
'07 Demco 1050 Grain Cart...	\$25,000 S

### TILLAGE & FERTILIZER SALE!

2.9% Financing & Reduced Pricing	
New! Great Plains 9533P.....	\$36,500 S
New! Landoll 7832-25.....	\$65,000 S
New! Schaben LA9000.....	\$39,500 G

### SPRAYERS

'17 Hagie STS12 573 Hrs.....	\$347,000 D
'17 R4045, 120' 491 Hrs.....	\$320,000 A
'16 R4030, 90' 1081 Hrs.....	\$211,000 G
'15 R4038, 120' 1424 Hrs.....	\$246,000 C
'14 R4038, 120', 2091 Hrs.....	\$195,000 H
'13 4730, 100' 1355 Hrs.....	\$164,000 D
'11 Apache AS1020, 90'.....	\$90,000 G
'10 4930, 120' 1900 Hrs.....	\$153,000 W
'08 4730, 100' 1794 Hrs.....	\$115,000 G
'12 Wylie 1250A PT.....	\$25,500 G

### PLANTING EQUIPMENT

'14 JD DB90 36R30.....	\$199,000 C
'12 1770NT 24R30.....	\$125,000 R
'08 1770NT 24R30.....	\$61,500 A
'05 1770NT 16R30.....	\$65,500 G
'14 1890/1910 60"x10".....	\$189,500 S
'13 1890/1910 50"x10".....	\$163,500 A
'11 1895/1910 40"x10".....	\$90,500 O
'09 JD 1720 13R30.....	\$40,000 D
'13 SF 9435-40 40"x10".....	\$57,500 R

This is a partial listing of our equipment. We have a LARGE selection of equipment. Visit our website or call today! [www.AmericanImplement.com](http://www.AmericanImplement.com)



# PRECISION AG TECHNOLOGY

Article by:



Rustin Ardery,  
Director of Precision Ag

What a crazy fall?! It is a blessing to receive moisture that wasn't present this time last year, but at the time of writing this, we have been on a rollercoaster ride of being too wet in the field. Only being able to harvest a few days at a time. Knowing this causes frustration and stress to the grower wanting it out of the field, but rain does bring peace and rest. Going through the severe drought a few years ago makes it hard to disagree with the good we have

been receiving as of late.

During this wait time, American Implement will be introducing a new and rebuilt support agreement. This agreement specifically, doesn't just offer the great precision ag support that you have become accustomed to, but now provides a variety of specific packages that are designed to put more revenue into your pocket. "Pick what you want, get what you need and save money on unnecessary expense that doesn't fit your farm operating needs."

We are calling this new menu structured agreement, "AGvantage Support Agreement." It not only consists of stellar precision ag support for the farm, but also provides ample support and serviceable opportunities across the American Implement parts and service departments. You'll see the standard phone support you've always had from the precision ag and service department, but now you will have phone support for any of your after-hours parts requests. This will cover all expenses if a part is pulled off the shelf after normal business hours. Also, we have incorporated, AgriSync® a free downloadable app tool that will sync you with immediate response time from across American Implement. It is designed to provide unlimited remote support by phone, text, email and/or video chat. We are hoping this reduces the amount of travel time and diagnostic work to increase your productivity and efficiency when it matters the most.

Other options include On-Site solutions, where we will travel to you and provide hands-on optimization, utilization, training, reduced service travel expenses to you when machinery or equipment needs repair and much more. American Implement is initiating a new on-site farm training package, which allows us to train all your employees specific to AMS configurations, troubleshooting and/or areas of your operation needing hands-on support for the day. If we the dealership can provide optimum knowledge to everyone on the farm, then it should help give piece of mind that everything will go smoothly going into the 2019 farming season.

## AMERICAN IMPLEMENT AG VANTAGE 2019 SUPPORT AGREEMENT

Our New AGvantage Support Agreement builds upon the same great service that you have become accustomed to from John Deere and American Implement. We are committed to providing you with effective, cutting edge products and support that allows you to more efficiently and profitably run your farming operation.

AGvantage Solutions Support Center	AGvantage On-Site Solutions
<input type="checkbox"/> <b>Precision Ag Phone Support</b> Unlimited Remote Support via phone/text/email. ■ \$300	<input type="checkbox"/> <b>Precision Ag Support</b> Diagnosing AMS related issues, utilization, optimization and configuration specific. Limited to 3 visits, includes labor. ■ \$300
<input type="checkbox"/> <b>Service Phone Support</b> Includes 1 Free service trip up to 25 mile radius. ■ \$300	<input type="checkbox"/> <b>AI Technology Support</b> Migrating, creating, organizing and training of JD Operation Center and/or AgDNA. ■ \$500
<input type="checkbox"/> <b>Parts After-Hours Phone Support</b> Limited to 12 Parts call outs. ■ \$200	<input type="checkbox"/> <b>Service Travel</b> Covers up to 25 mile radius including tech travel time for 5 trips of warrantable and non-warrantable repairs for any John Deere model equipment. ■ \$850
<b>AGvantage Clinic &amp; Trainings</b>	
<input type="checkbox"/> <b>AMS On-site Farm Training</b> Let us train all employees specific to AMS configurations and troubleshooting. ■ \$500 for the day	<input type="checkbox"/> <b>Bulk Oil Discounts &amp; Delivery</b> Oil totes, reels & pumps; minimum 200 gallon per order. ■ 75% Off Discount for New Customers
<b>AGvantage Specific Programs</b>	
<input type="checkbox"/> <b>\$350   Precision Ag / AMS - Bi-Annual Software Updates On-Farm</b> Update AMS Hardware to latest software updates throughout the season. Unlimited systems per organization.	
<input type="checkbox"/> <b>\$1000   Precision Ag / Service - Annual Complete On-Farm Updates</b> One-time update utilizing FA Specialist and Service Technician on all equipment.	
<input type="checkbox"/> <b>Exclusive Discount   Service Department Specific - Ultimate Performance Inspections</b> Special 10% discount on inspections (multiple units) with a purchase of both service phone support & on-site service travel.	
<input type="checkbox"/> <b>\$500   Parts Prime   Parts Department Specific - 2 Day Delivery</b> No freight delivery charges. Some restrictions apply. See dealer for details.	
<input type="checkbox"/> I have read through American Implement AGvantage agreements and wish NOT to participate. I do understand the following will apply moving forward in 2019: ■ FA/Service Phone Support - \$25.00 / contact      ■ FA/Service On-site labor - \$115.00 / hour ■ Parts After Hours Support - \$25.00 / trip      ■ Transport/Service On-site labor - \$120.00 / hour ■ AMS software updates - \$115.00 / complete system      ■ FA/Service Mileage - \$1.75 / mile + technician time	
<b>Customer Information:</b>	
Printed Customer Name: _____	
Customer Signature: _____	Date: _____
Mailing Address: _____	
Mobile Phone Number: _____	
Email Address: _____	
Sales Rep: _____	
<b>Billing Options:</b>	
<input type="checkbox"/> John Deere Financial	
<input type="checkbox"/> Cash / Check	
<input type="checkbox"/> Other	

The last part of the agreement is program specific. Who doesn't like to have special discounts, primarily on equipment inspections or 2-day delivery on parts that aren't in stock? With this portion of the agreement, that is exactly what American Implement is offering. Let's not forget about AMS software or machinery software updates. Allow us to come to the farm this winter or spring and update every green controller on the farm. This consists of all AMS equipment including GreenStar rate controllers, including tractors, sprayers, combines, air seeders and planters. By selecting the Complete On-Farm Update package, you'll have the John Deere warranty of seamless compatibility across equipment pieces and unified communications going into the next season.

Reach out to your Precision Ag Specialist or any American Implement associate about these great offerings. American Implement is blessed to have the opportunity to work beside you in your everyday business. It is our privilege to do business with you, and it will be our pleasure to continue serving you!



# AMERICAN IMPLEMENT®



JOHN DEERE

Article by:



## COME JOIN THE GREEN DREAM TEAM

AMERICANIMPLEMENT.COM | CALL (620) 258-0009

Article by:



Jessie Ruiz,  
Recruiting & PR Manager

American Implement employees the best people. The only obstacle is, our customer's needs continue to grow and we need more talented people to fulfill those needs. Recently, American Implement has decided to go outside the box and hire a full time Recruiting & Public Relations Manager. So here I am the new guy, building bridges for the future American Implement TEAM.

### Building Bridges for our Future TEAM

We are now partnered up with 4 regional colleges:

- John Deere Tech at Garden City Community College in Garden City, Kansas (GCCC)
- Northwest Technical College in Goodland, Kansas (NWKTC)
- John Deere Tech at Southeast Community College in Milford, Nebraska (SCC)
- Central Community College in Hastings, Nebraska (CCC)

We have recently added these two additional colleges, SCC and CCC, with the goal to give students a nice variety of different areas in our region to further their education. They are all excellent programs and I have enjoyed to getting to know the staff.

From when I started six months ago, I have put a lot of miles on our Recruiting pickup, which I have personally named "Eagle One." I have traveled over 30,000 miles, visited over ten colleges in six regional states and met with countless individuals. However, our main goal is NOT to lose touch with our local schools and communities. If you or someone in your community has a student or knows of a young man or young lady who is looking for a career in the ag industry then send them to our way. We are always looking for talent.

In closing, our new motto is TEAM—we are going to maintain our company with individuals who have the four winning tools which are:

**Talent Enthusiastic Accountability Motivation.**

As we move into 2019, we have a lot of great goals and with your help, we will reach them. To all of you that I have met in the last six months - thanks for welcoming me into the American Implement family and breaking bread with a friend. Keep an eye out for "Eagle One" - it's always driving from town to town looking for the great talent our local community gives us.

## AMERICAN IMPLEMENT AG TECH



We had our first AI Boot Camp with a team of 20 Ag Tech students from all over the country from states like Washington, Colorado, Iowa, Kansas and even one from as far away as South Africa. We spent the day with these young men laying the foundation of what is expected of them as American Implement Ag Tech students.



# AMERICAN IRRIGATION

ELKHART | GARDEN CITY | SCOTT CITY | ULYSSES | WALSH



## IRRIGATION UPDATES

It has been another unusually wet fall this year, delaying harvest and setting everything back. American Irrigation is here to help if you find yourself short on time fulfilling all your off-season irrigation needs. Our off-season winter maintenance program is up and rolling. I have noticed

there are a lot of catchy off-season inspections being offered by various irrigation dealers this year at eye catching prices but after the inspection, the parts and labor discounts for actual repairs are not near the value we are offering. We are discounting 10% off parts and labor on any preventative maintenance being done. Call us today to get your systems scheduled and let our seasoned service veterans get your machine up to par for next year's growing season.



Needing parts to perform your own maintenance or get stocked up for next year's growing season? American Irrigation's annual volume-based discount is up and rolling. There is no better time to stock up your depleted inventory parts or oil for any electric brand center pivot.

This year was another very active storm season in southwest Kansas. I personally worked with several growers that found themselves on the short end of the stick with ACV (actual cash value) insurance policies. Sadly, in some total loss situations our customers were stuck with nearly half the expense of a new pivot being out of pocket. We are a Diversified Casualty and Mid America Risk Managers Agency. They both offer replacement coverage policies with mechanical and electrical endorsements. Diversified insures more pivots in the United States than any other insurer. Both providers will leave you with your deductible being your only out of pocket expense when a sprinkler loss occurs on your farm. Diversified also has cash discounts for volume. Stop by

and get a quote on replacement coverage today, don't be left short on repair or replacement when a loss occurs on your farm.

As we roll in to the beginning of winter there is no better time to take advantage of the best deals of the season Zimmatic has to offer. We are currently offering the best finance program in the industry as well as additional discounts and incentives being offered.

Zimmatic is the leader in remote telemetry and now also offers Fieldnet Advisor to help with crop irrigation Scheduling and VRI programs. Fieldnet is the only telemetry that can prescribe and run VRI programs. A recent partnership with John Deere Precision Ag now makes uploading all your crop data to Advisor a breeze. It can go straight from your planter into advisor with this new partnership.



Zimmatic has also teamed up with Farmers Edge, through this partnership we can offer daily Imagery of your fields. There is no better way to stay on top of your crop and solving issues that can arise and getting them corrected before yield loss occurs than utilizing aerial imagery. We are at the TOP of this new technology being able to offer a daily image most of the competition is weekly at most and can be delayed through weather and other circumstances. Come stop by your local American irrigation dealer today. We are your one stop shop for all your irrigation needs pivots, parts, underground, underslung, and irrigation service needs.

#SMARTEST #STRONGEST #ZIMMATIC

...It's a team effort.





JOHN DEERE

**CROP**  
American Implement



*Merry Christmas*

Article by:



Kelley Baker, Marketing

Anyone else have some little or big John Deere obsessed farmers on your Christmas shopping list? I certainly do! Each American Implement location stocks their own unique selection of John Deere toys, gifts and apparel so make sure and stop by your local store between now and Christmas. We're offering 10% Off ALL John Deere toys throughout December. If you don't find exactly what you are looking for while you are shopping, feel free to visit with a Parts Representative. There is a very likely chance that we can transfer the special item from another location OR we can order it for you. And don't forget about our online store [shopamericanimplement.com](http://shopamericanimplement.com). No matter what you are looking for, we hope this selection will surely inspire you with gift ideas that will make your John Deere enthusiast's Christmas a little brighter.

# GIFT GUIDE

## FOR YOUR FAVORITE LIL' FARMERS



**1. Green Stake John Deere Wagon**  
TBEK45407

**2. John Deere Pick-N-Pop Combine**  
LP53336 | Age: 12 months+

**3. 30oz. LIT John Deere Tumbler**  
LP67436 | Lighted Night Sight® sleeve that lights up!

**4. Build-A-Johnny Tractor**  
LP67346 | Age: 18 months+

**5. 1:16 Big Farm R4023 Sprayer**  
LP68214

**6. 1:64 Harvesting Set** | TBE45150  
**7. My 1st Johnny Tractor Book**  
LP67341

**8. Johnny Pop Popcorn** | LP14543  
Great Stocking Stuffer! Microwaveable bags of delicious butter popcorn. You have to taste it to believe how great this popcorn is.

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# AMERICAN CROP IMPLEMENT



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## Happy Holidays

THERE'S NOTHING BETTER THAN THE  
**GIFT OF GREEN**

December Enjoy...  
**10% OFF**  
**JOHN DEERE TOYS**

Hurry, offer ends 12.31.18!



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*your Holiday Headquarters*



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Available only at John Deere dealers

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LP68214 - Sku: 46696

Mighty Trike  
LP64479 - Sku: 46050