

AMERICAN  
IMPLEMENT®



JOHN DEERE

CROP

Collective Reporting On Progress

SPRING 2016



WHAT'S INSIDE:

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*Steals and Deals!*<sup>pg 6-7</sup>

Al's Broken Bar Farm<sup>pg 11</sup>





Chad Koster, CEO

American Implement Team & Customers,



Thank you.

Dear Valued Customers,

American Implement's Spring CROP newsletter is hot off the press. I need to thank all of the AI staff and John Jenkinson for their contribution to CROP. Believe it or not, this is one of the more difficult tasks we have. I don't believe many of us studied journalism in school so writing our CROP article takes a good amount of thought and effort and doesn't happen naturally for us. It is outside of our regular job description but we try hard and hope you find the information interesting and valuable. Once we get the articles written, we are always excited about the finished newsletter thanks to the creativity and hard work of Kelley Baker to get it print ready. Enjoy our spring edition of CROP.

### Managers Club & Aftermarket Managers Club

I would like to share two very special achievements by American Implement. Each year John Deere Company recognizes their top dealers across the United States. The two highest awards a John Deere Ag dealer can earn are called Managers Club and Aftermarket Managers Club. 38 dealers achieved Managers Club and 36 dealers were awarded Aftermarket Managers Club. I am very proud to share that American Implement achieved both awards for 2015. In fact there were only 20 dealers that accomplished both. To earn these awards requires a tremendous amount of commitment, dedication, and effort from the entire AI Team. However, that is only half of what it takes to earn these awards and to be successful. American Implement is blessed to have the best customers in the country. It is our privilege to service and support you. Without great customers and great employees, these achievements would not be possible. So a "Big Thank You" to the American Implement Team and all our customers for helping us earn these prestigious awards.

If you recall from last year's winter service program, American Implement donated \$100 for every winter service repair that totaled \$2000 or more. Last year AI donated over \$75,000 to 51 organizations in our communities. It was such a successful program and so many local charities and organizations benefited, that we offered this same program this winter during our Ultimate Performance Inspection Winter Program. We are in the process of completing this winter service work and look forward to supporting these organizations again with a sizable donation this spring. Another "Big Thank You" to all our customers that participated in our winter service program and helped us support our community organizations.

How about a little sales talk? When you are in the market for new or used farm equipment, we've got you covered! American Implement has a great selection of used farm equipment, one of the best in the country. There may be times you drive through your local American Implement location and not see what you need. We do a good job of moving our equipment around to all 14 American Implement locations. In most cases, we have what you are looking for it may just be at another location. If this happens, please be sure to contact your AI sales person and we will make arrangements to show you the

piece of equipment you are interested in. The AI sales team can design about any type of deal you desire. We offer many different lease and retail financing options. Whether it is a lease or purchase or if low rate of interest or waiver of interest excites you, our sales professionals can build you a deal in a way that best fits your operation.

Another place to search for used equipment information is our website, [americanimplement.com](http://americanimplement.com). We recently made some nice changes to our site in hopes of making it more user friendly. Our website is a great resource for new equipment information, used equipment listings with pictures, current specials being offered, parts and service information, JD Parts Online, Precision Ag info, a tab that you can learn all about American Irrigation and Zimmatic pivots, information on all 14 of our locations, and if you know of someone looking for a new career, you can even submit a resume to us. It is our goal to continue to add additional resources to our website. In addition, we have a renewed focus on our social media efforts like Facebook, Twitter, Instagram, and YouTube. We want to grow the number of followers we have so be sure to sign up so you can "stay connected" with us.

Spring is in the air and planting season is upon us. The AI Team is ready to support you with all your needs during the hectic spring season. American Implement takes great pride in being your John Deere dealer. We value our friendship and the trust you put in us. Enjoy the season and to close I share a quote by Margaret Atwood. "In the spring, at the end of the day, you should smell like dirt."

Sincerely,

Chad Koster, CEO



we're social!  
connect with us



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

# INVESTING IN THE FUTURE

Article by:



Robert Webb,  
Director of Service

Over the last decade, the service business has radically developed with technology at its core, from the sophisticated business systems that track time and parts into our work orders, to the complicated technology laden tractors being supported today. So much so that for many of us born and raised in a less digital less technical time it can seem to be very complex. At the risk of exposing my years of experience, I can remember when an invoice was worked up in pencil, when broke was something you could see.

We never had terms like, infinite variable, or C.A.N. bus (Controller Area Network), or E.D.L (Electronic Data Link). A Processor was someone who worked up legal documents, or a fancy kitchen tool.

It started with the auto industry when they first put in those little black boxes on the fender wells and some fancy gizmos under the distributor cap of your car and they called it electronic ignition. All I knew was I could always adjust my points whenever they started to wear and just like that, I was heading down the road again. Now with this new black box and no way to adjust or even know if it was working, I wasn't sure what I would do if I had a problem!

Well...we have come a long way from those days and like it or not...it is better. "Better than it has ever been!" But not without costs, hopefully for us all they are relative but still a reality. American Implement has been on the cutting edge of this technology and development from the beginning, and let's face it you have to be to be competitive. More importantly, you have to be to deliver a superior product to your customer. At American Implement, it's not about the costs as much as it is about *investing in the future*. The investment is ongoing and can be recognized in every aspect of our service departments. From our recently adopted business system, EQUIP, which over the past years has developed to integrate all of the latest John Deere technical programs, to Service Delivery our newest Service management tool.

Investing is what it takes, across all of our locations our facilities are constantly being appraised and upgraded to improve the efficiencies and work environments for our technicians. We see our facilities as important assets to our communities and our investment in them critical to the successful growth of our communities. Be they big or small we are always looking for ways to improve the customer experience through investing in our own development.

From a personnel perspective we expect and provide means for self-investing, improving on what and how we do what we do creates a better customer experience. Our technicians are expected to invest in their growth and American Implement has developed a program for them to have an affordable means to purchase state-of-the-art computers to integrate with the many resources necessary to be a successful technician. We invest in thousands of hours of training year after year.



New Service Shop at American Implement - Leoti completed mid-February 2016

It doesn't stop there, or ever. New Model Qualification, tooling, we have invested hundreds of thousands of dollars in special tools, trucks outfitted to bring you the best service experience possible.

We've invested and developed AMS Support Agreements, RTK Networks and purchased Parts Express vans. We are developing communication and social networks, we are developing new and exciting VAS packages (Value Added Services) and the list goes on and on.

At American Implement, we believe in investing. Investing in our communities, investing in our employees, investing in ourselves to prove to you we are worth your time to invest in us!

## Extend uptime at lube time.

Lincoln® QuickLub® automatic lubrication system

offered exclusively by your John Deere dealer

Maximize the component life of your sprayer and minimize downtime with automated lubing.

Accurate, reliable, and fully automatic, the Lincoln QuickLub system meters the right amount of grease to multiple lube points — including the chassis and boom. It also:

- Saves time by making sure every point is lubricated
- Ensures excellent lubricant of wear surfaces and a solid grease seal for extra protection
- Eliminates contamination through its closed-system design
- Makes contact with hard-to-reach lube points

See us for details.

Lincoln and QuickLub are trademarks of Lincoln Industrial Corp.

**BUY NOW, PAY LATER**  
When you put it on your multi-use account. Ask us for details!





## Article by:



**John Jenkinson,**  
Contributing Reporter

"It's going to get better, it always has." I don't know how many times I have said this to people over the last few months. Many farmers and ranchers ask me "what's the markets going to do?" I don't have that answer, but I can tell you that only a fool would take a shot at guessing where things are headed. What I can say for certainty is that things will get better, and we in agriculture have been down this road before. And this time, we're not dealing with 18 percent interest rates... hence the

lack of a land bubble. Granted.... land prices are weakening.... they needed to. The run-up in land values followed that big run-up in crop and livestock prices a few years back, and now we're going through a correction. The free market system is working.

China is about to dump old crop corn on the global market. Much of it is out of condition, so it will go into products. They may not be in the market for grain sorghum (milo) either. Their economy isn't much healthier than ours, and so they'll be tightening their spending on commodities. I was impressed that we've gone down and tested the corn market at \$3.50 and held that support. Even started to now set a floor at the \$3.60 area... which is not an indication that the bottom is in, but it's encouraging no less.

I firmly believe that we are one drought away from \$5.00+ Corn and depending on what meteorologist you put your trust in, it could happen this year, or maybe next... but we will cycle out of this. The one thing that I notice this downturn, is that farmers and ranchers are better educated, better prepared, managers. Many are in a more solid financial position than we were in the 80's. The Agriculture Outlook Forum in Washington D.C. recently made it's predictions for 2016 and beyond. If you believed everything that came out of that forum, you could get pretty depressed in a hurry. Don't. Brighter days are ahead and we just have to be vigilant and persevere.

Cattle on Feed report out February 19th didn't have much "meat" in it... HA! (sorry). The actual numbers came in right around the trade guesses, and that means we still don't have a lot of fresh news to take things higher. Bottom line is, we need to get the consumer more confident in the economy, and get them excited about going out to steak houses, and grilling burgers in the back yard. Weather will play a big factor in that, and we're upon that season. The product market has certainly softened, but the retailer has so far, been rather reluctant to follow suit, and quite honestly, it scares some consumers away from the beef case, and drives them to chicken and pork for more value.

Finally, as I write this, I am troubled by some of the things I read in some of the non-ag media. We in farming and ranching face a hurdle. It's getting tougher every year. It's overcoming misinformation about how we make our living. "Economic analysts" and "experts" that claim to know what's going on in farming and ranching have it wrong. They sit in their offices in places like New York, Washington D.C. and Chicago, and tell US what we're doing wrong and how bad it is and make headlines in non-ag media.

Are things snug? Yes. Can we persevere? Absolutely. We're farmers and ranchers and we don't let anything stand in our way of providing for our families and our fellow man. Remember, we have to share the *correct* story with as many people as possible because they not only eat, they vote.

If you're waiting in a doctor's office, sitting on an airplane, standing in line at a restaurant, or simply waiting your turn in a checkout line, don't hesitate to take an opportunity to strike up a conversation and let our consumers know what it is we do. They need to know and in most cases - want to know. I'm proud to be a small part of bringing The Peterson Brothers (YouTube "I'm farming and I Grow It" fame) to the Great Bend Farm and Ranch Expo this year. They're not afraid to tell the story of agriculture, and do it in a way that's entertaining. Let that be an example to us all. If you get the chance to join us at that show, please do it should be a lot of fun. If you've never heard of them, go to YouTube, and search for The Peterson Brothers.

**APRIL 8th 12:00 to 4:00**

**PRESENTED BY:**

**www.petersonfarmbros.com**

Thanks to American Implement for allowing me to be a part of CROP. Many of you have made very nice comments and I thank you. It's both an honor and a pleasure.

'Til next time - John Jenkinson

@johnjenkinson2  
 johnjenkinson@hotmail.com



# New Performance Parts and Attachments for 2016

Article by:



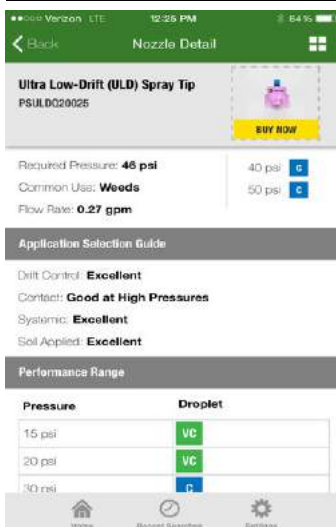
Scott Kells,  
Director of Parts

There is nothing like a cool spring morning in the country. With the changing season comes the opportunity to accomplish more with longer days and to re-evaluate your John Deere equipment. This year John Deere and American Implement can help you improve your efficiency with all new Performance Parts and Attachments. Let's start with Self-Propelled sprayers. We can help you upgrade your older sprayer from poly boom plumbing to our new stainless steel express boom assembly. These new booms come pre-drilled and configured for your application and also included is The Express™ End Cap. This new end cap will solve the problem of trapped air that delays shutting off boom

sections. Another feature of The Express™ End Cap is it helps with flushing out your nozzles by eliminating trapped product in the end cap. We are offering this new upgrade with 365 days No-Payments/No-Interest on your John Deere Multi-Use account. *This offer ends April 30, 2016.*

Technozzlegy  
(tek-noz-'ulz-jee)

Plant Health Solutions



Speaking of sprayer booms there is another improvement option for your John Deere sprayer: The new Boom Air Purge Conversion System. This system purges your booms with air pressure to clean out product residue, so you can flush the booms with fresh water for the best clean-out possible. This is a great tool for switching products or cleaning out at the end of the day. New for 2016 is the all new Nozzle Select mobile app from John Deere for your smart phone or mobile device. This app allows the user to enter the tip spacing, speed, application rate, carrier and droplet size. Then the Nozzle Select will return all nozzles from the John Deere Technozzlegy family of spray nozzles that fit your input. The user can also place the

order directly to their local American Implement Parts Department by using the "Buy Now" option. April is a great time to look over your sprayers. During the month of April we are offering a 10% discount on all sprayer parts in stock or stock order.

Another product that has seen great improvement is the John Deere LED work lights. These new lights are brighter than Halogen and HID, they are more energy efficient and last longer in the off road application. In most applications we can offer a direct replacement for your halogen light, and you will have to see the difference to believe it. So when you are planning on working into the night; please stop by your local American Implement Parts counter and check out our lineup of LED work lights.

April Only!

## Save 10%

# JOHN DEERE SPRAYER PARTS

See parts for complete details.

With summer right around the corner you may be looking for hand held power equipment to speed up that yard work. American Implement offers a line of Echo trimmers, blowers, chainsaws as well as a full family of hand held power equipment at 11 of our 14 locations. You will be seeing National Sales events this summer with special programs on trimmers and blowers. We also offer the Echo Power Fuel for hand held equipment, this new pre-mixed fuel contains no ethanol, but it does contain stabilizer so when you need to work, your equipment will start on the first pull.

We are excited for the upcoming season to kick off and we understand producers work long hours. When you need that part that is holding up progress, your local American Implement Parts team is a phone call away. After Hours Parts service can be reached by calling your local American Implement location and you will be transferred to the person on call, the after-hours phone numbers are also on our web page [www.americanimplement.com/Locations](http://www.americanimplement.com/Locations). These calls are subject to a nominal fee, but we will get you back in the field as soon as possible. As always I want to thank you for your business and continued support.

## Add more Do more

with John Deere Sprayer attachments

**1 Boom Cleanout**

Mount this attachment on the ends of each boom section, then open to flush the system and avoid any clogging due to residue buildup.  
**BN400413** - 4940 Sprayer  
**BN202517** - 4730, 4830, 4830 Sprayers

**2 Direct Injection**

Accurately inject chemicals into the carrier flow without having to mix them in the solution tank. No more rinsing the tank in between chemicals either.  
**For 4940 Sprayer:**  
**BN005782** - with 1 HV Pump/1 Set of Tanks  
**BN005781** - with 2 HV Pump/2 Sets of Tanks  
**BN005780** - with 1 HV Pump/2 Sets of Tanks  
**BN400630** - with 1 LV Pump/1 Small Tank

**3 BoomTrac™ Pro**

Increase application accuracy and minimize spray drift and skips with the help of this boom height-sensing software that responds to ground contour changes. Five sensor system recommended for 120-ft (36.6 m) boom or severe applications. Three sensor system is for relatively flat to gently rolling terrain.  
**BN009614** - 4730, 4830 Sprayers  
**BN202556** - 4730, 4830 Sprayers

**4 Wheel Motor Shields**

These shields help keep the crop and mud away from the inside of the wheel motor for easier cleaning and added protection from field debris.  
**BN202605** - 4720, 4730, 4830 Sprayers

**5 Crop Shields**

Strong, durable, polyethylene wheel shields are available for 320, 380 and 420 tires to help prevent damage to crops.  
**BN202600** - 4710, 4730, 4830 Sprayers

**BUY NOW, PAY LATER**  
 When you put it on your multi-use account. Ask us for details!

Talk to us today about how attachments can Add More to your sprayer experience.



# AMERICAN IMPLEMENT



## EQUIPMENT: *Steals and Deals!*



'15 JD 8295R, PS ILS, Prem Cab, 400 Hrs.....\$244,000  
.....*now only \$239,000*



'14 JD 8310R, IVT, PTO, Prem Cab, AT Rdy, 1000 Hrs.....\$240,000  
.....*now only \$232,000*



'14 JD 8235R, PS, ILS, Prem Cab, POT, AT Rdy, 100 Hrs.....\$206,500  
.....*now only \$196,000*



'14 JD 7290R, PS, TLS, PTO, AT Rdy, 700 Hrs .....\$204,500  
.....*now only \$199,000*



'13 JD 8360RT, Tracks, IVT w/ RHR, 450 Hrs.....\$267,000  
.....*now only \$263,000*



'13 JD 8310R, ILS, Prem Cab, AT Rdy, 2000 Hrs.....\$190,000



'11 JD 8360R, IVT, ILS, Prem Cab, PTO, AT Rdy, 2100 Hrs.....\$228,500  
.....*now only \$210,000*



'10 JD 8345R, IVT, ILS, PTO, AT Rdy, 2100 Hrs.....\$202,500  
.....*now only \$191,000*



'09 JD 7830, 16sp PQ, AT Rdy, w/ H480 Ldr 3400 Hrs.....\$125,000  
.....*now only \$123,000*



'08 JD 8330, PS, 1300 MFWD, Dlx Cab, AT Rdy, 5600 Hrs.....\$90,000  
.....*now only \$85,000*



'06 JD 8530 IVT, ILS, Dlx Cab, 5000 Hrs.....\$133,500  
.....*now only \$127,000*



'05 JD 8520, PS, ILS, Dlx Cab, PTO, AT Rdy, 6200 Hrs.....\$123,500  
.....*now only \$99,000*



'15 JD 9370R, 4WD, 18/6PS, Prem CV II Cab, 600 Hrs .....\$227,000  
.....*now only \$227,000*



'14 JD 9460R, 4WD, 18/6PS, Prem CV II Cab, 900 Hrs .....\$248,000  
.....*now only \$242,000*



'12 JD 9460R, 4WD, 18/6PS, Prem CV II Cab, 240 Hrs .....\$211,000  
.....*now only \$209,000*



'05 JD 9420, 4WD, Dlx Cab, PS, 4500 Hrs.....\$129,500  
.....*now only \$109,000*



'14 JD R4038, 120' 200 Hrs...\$271,500  
.....*now only \$261,000*



'14 JD 4940, 120' 800 Hrs.....\$257,500  
.....*now only \$234,000*



'13 JD 4940, 120' 1900 Hrs...\$212,500  
.....*now only \$177,000*



'12 JD 4830, 100', 900 Hrs...\$170,500  
.....*now only \$167,000*

This is a partial listing of our equipment. We have an excellent selection of hay, planting, drilling and tillage equipment. Visit our website or call today!

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# A Great Time to Upgrade!

Article by:



Ryan Ortner,  
Director of Sales

It is certain that the hustle and bustle of spring is here. It's a great time of year to be in this business we call Agriculture. Thank you for allowing American Implement to help you work the land. Today, some of the best values are in used machinery. There is a lot of used equipment for sale, in fact, more than any time in history. I invite you to consider a couple of key points that could save you money.

❖ This large buildup of used equipment has occurred in a relatively short amount of time, from the time demand hit, until the major manufacturers could ramp up production and turn out product. I'll be generous but let's give high production a

solid run of five years... still consider that this equipment built during those five years has been used and has aged since it was built, so it is not all late model, low hour equipment.

❖ When a market corrects, it first over corrects due to emotion, fear, and then rights itself, leaving most people saying, "Damn I missed an opportunity to make a Great Deal."

❖ The used equipment market has been in a correction phase for two years already. Major manufacturers output is a fraction of what it was. This means less used equipment is being created annually and the largest supply of used equipment to be on the market ever will start to decrease. The rate of decrease in this supply is unknown, however the fact of a decrease is a certainty.

❖ This market cycle started by oversupplying new equipment which resulted in an oversupply of used equipment. Neither cycle will go on to infinity, and as previously stated, new manufacturers have already drastically cut new production. This signifies that the used inventory levels will decrease over time and used values will go back up. Simply put, the best buys will be made now, near this point of the cycle.

Many other factors are influencing the used market place, but if you are in the market for a quality used piece of equipment, let one of our sales team show you the value of American Implement and help you make a purchase that is a great value!

*Ryan Ortner*

DEMO UNIT  
Never Sold!



'14 JD W150 w/ 180A 18' Header,  
85 Hrs.....\$115,000



'10 JD 7750 4WD 2600.....152,500

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## All USED EQUIPMENT

2.9% 60

for MONTHS

SEMI ANNUAL PAYMENTS

or...

3.9% 60

for MONTHS

ANNUAL PAYMENTS

Hurry, offer ends soon!

\*Some restrictions apply. Contact for details.



'14 JD S680 450 Hrs.....\$308,000  
.....now only \$299,000



'13 JD S670 900 Hrs.....\$229,000  
.....now only \$221,000



'12 JD S670 1300 Hrs.....\$208,000  
.....now only \$196,000



'12 JD S660 400 Hrs.....\$249,000  
.....now only \$244,000



'13 Cat 930K, AC, 600 Hrs...\$166,500  
.....now only \$159,500



'14 JD 326E, AC 55.....\$45,000  
.....now only \$44,000

This is a partial listing of our equipment. We have an excellent selection of hay, planting, drilling and tillage equipment. Visit our website or call today!

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**14 LOCATIONS**  
Combining strengths  
providing...  
**STABILITY LOYALTY SUPPORT**



# PRECISION AG INSIGHT

Unlock the Potential of John Deere Operations Center

Article by:



Gene McKinley  
Director of Precision Ag

*Insight – An instance of apprehending the true nature of a thing, especially through intuitive understanding*

*John Deere Operations Center - An integral tool providing insight to make your operation successful*

John Deere Operations Center is the platform for products and services that improve machine uptime, logistics management and agronomic decision making in a centralized location to help plan, run, and manage an operation. It's quicker for getting data and making decisions. It's convenient. It's wherever you are, at your fingertips. And the people you work with can have the degree of accessibility which you determine.

Early February, John Deere updated the Operations Center, providing additional features and better functionality. At our recent clinics and customer events, you've been able to see and experience this first hand. You've also provided lots of positive feedback about the Operations Center at these events.

The New Tools and Features Include:

- **Prescription Creator by Agrian-** Functionality added by a connected partner (Agrian) to the Operations Center so that growers can easily make management zones and variable rate prescriptions for seeding and application operations.
- **4600 CommandCenter Doc Data Compatibility-** Agronomic data captured from the 4600 CommandCenter can now be stored and viewed in Operations Center (Gen 4 CommandCenter Premium Activation required).
- **SeedStar™ Mobile integration with Job Monitor-** New functionality in Job Monitor offers growers the ability to remotely monitor, in near real-time, planter performance through the use of SeedStar™ Mobile and continue to view that performance information after the job is done.
- **New Notifications Center-** The Notifications Center replaces the recent Activity Panel to provide a place to consume alerts, notifications, and other information, with the ability to filter those messages.
- **Data Cleanup Tools-** New editing functionality available for users to adjust documentation data received, such as crop type, variety, crop season.
- **Setup Builder enhancements-** Capabilities of the Setup Builder are improved to include new functions such as templates and profiles.
- **Shapefile export of application data-** New ability to export all application data from Operations Center as a shapefile.

Set up data is key to everything that follows. Creating your set up files can now be done in the Operations Center Setup Builder. The Setup Builder is an intuitive and easy to follow feature. With Setup Builder, managers—from anywhere they have an internet connection—can modify existing or create new setup files for the display. They can export these files directly to the machine via Wireless Data Transfer on JDLink™ Connect, or a USB stick. The Setup Builder tool in Operations Center allows users to load GreenStar™ Displays with only the information most pertinent to the job about to be run. Setup Builder has been improved with the addition of profiles and templates. Profiles allow the user to create a setup file profile for the display from the Operations Center. The Recent Setup Files option enables the user to leverage a previously created setup file as a template, allowing them to quickly make adjustments to the setup file before sending it to a machine.



Agronomic data captured from the 4600 CommandCenter (Gen 4) can now be stored and viewed in Operations Center. Data can be manually sent to the Operations Center via USB or Mobile Data Transfer or automatically sent with Wireless Data Transfer (WDT) via JDLink™ Connect. Initial compatibility is limited to seeding data and application data, such as boundaries, guidance lines, and as-applied maps. Gen 4 CommandCenter Premium Activation and CommandCenter 2016-1 software update is required.

A farm operation has a lot going on, and everyone on that farm has a different focus. The Notifications Center provides a place to see alerts, notifications, and other information they need to do their job. This new tool will replace the existing recent Activity Panel and will include the ability to see alerts/notifications from Deere and connected external applications, enhanced color coordination and management of notifications, and a new icon and location. Machine alerts are not yet available in the Notifications Center. MyJohnDeere offers many Agronomic Tools within the Operations Center. These tools include:

**Reports:** The Operations Center offers customers and dealers 3 types of reports to easily view their operational information:

#### Agronomic Reports

- Harvest Report, including variety and yield data
- Seeding Report, including variety data
- Application Report, including chemical, tank mix, and rate data
- Products by Field Report
- Fields by Product Report

#### Permissions Reports

- Complete list of all partners associated to your organization. View all permissions assigned to partners

#### Remote Display Access Reports

- See how your organization is utilizing Remote Display Access Operations

**Field Analyzer:** a map with your field's Operational Data Layers and allows you to select, view, and "compare" two operational layers of the same field side by side.

Man, I've only scratched the surface. The Operations Center has too many features to list, so come see us at your local American Implement and let us show you how to take your Operation to the next level! Have a prosperous spring and thank you for your business!

American Implement™

**Technology DIRECT**

**Precision Ag Helpline**

**Quick Responsive Phone Support When You Need:**

- **Diagnostics**
- **Troubleshooting**
- **Seasonal Machine Setup**
- **And More!**

*\*Anytime, Anywhere!*

\*Use this service when you cannot reach your local point of contact. All interaction will be communicated to your local dealership. Must have a current AI Support Agreement or subject to nominal fees.



# FINANCING THAT KEEPS YOUR BUSINESS MOVING FORWARD

>> EXPLORE THE FULL POTENTIAL  
OF A MULTI-USE ACCOUNT <<



Article by:



Benjamin Newby, CPA  
Controller

A customer once asked me, "What is the best option for a trade account with American Implement?", and I responded, "It depends on your needs and what options you are looking for in a trade account." The customer said that he wanted an account where he could track invoices daily, submit payments electronically or by check, and obtain any special terms available. I recommended a John Deere Multi-Use account to this customer for the following reasons:

7. John Deere Multi-Use accounts offer Invoice Level Detail on your monthly statement that provides transaction specifics.

1. The Multi-Use customer can choose a permanent closing date from the following dates: 1<sup>st</sup>, 3<sup>rd</sup>, 8<sup>th</sup>, 10<sup>th</sup>, 14<sup>th</sup>, 16<sup>th</sup>, 20<sup>th</sup>, 25<sup>th</sup>, and the 27<sup>th</sup>. Once a due date is established the payment is due 21 days after the closing date. The advantage to being able to choose a closing date is that the customer is in essence picking the due date and the customer can control the timing of their payments.

2. John Deere Financial Multi-Use sends an Annual Purchase Summary by Vendor in January. This can be a useful statement if the customer purchases seed or fertilizer using special terms.

3. John Deere also offers Sponsored Promotions with special terms for:

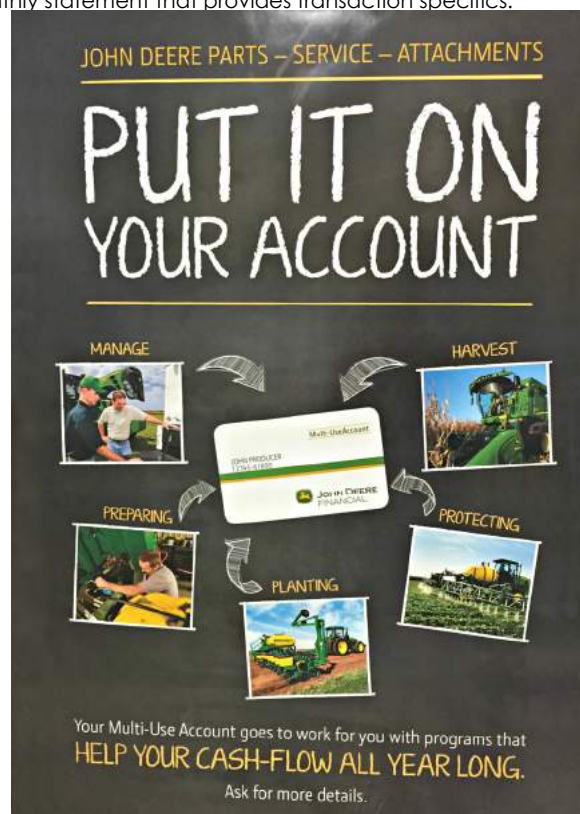
- ✦ Frontier Equipment and Small Complete Goods
- ✦ Fall/Winter extended payment no interest due programs
- ✦ John Deere Attachments
- ✦ Hay Bale Wrap

4. Credit Limits (AG Preferred Customers) can be easily updated for Regular Use (Parts, Service, Small Complete Goods) and Special Use (Seed, Fertilizer, Feed, and Chemicals).

5. John Deere Financial offers on-line payment options for Multi-Use Accounts (Credit Card payments are not accepted), so payments can

Be made anytime online with 24/7 account access.

6. John Deere Financial offers on-line viewing, so purchases can be monitored and monthly statements can be reviewed online with 24/7 account access.



The items listed show a John Deere Multi-Use account offers several advantages for customers and allows the customer the most flexibility with cash flow, invoice control, and payment management. The John Deere Multi-Use Account can be the better option for some customers depending on their needs. If you have any questions about the advantages of a John Deere Multi-Use Account or would like to create a John Deere Multi-Use Account please call John Deere Financial at 1-800-356-9033 or me at 620-277-7547.

Benjamin F. Newby, CPA  
American Implement Controller



# AMERICAN IRRIGATION

ELKHART | GARDEN CITY | SCOTT CITY | ULYSSES | WALSH



Leslie Koehn, Irrigation Mng'r

As I am sitting down to write this article I wonder how many of you, as our customers, are using a piece of technology right now. I recently attended a pivot design class and I was amazed at how much we use our phones for doing business. There were a few (real) calculators in the class but most of us used our phones to complete our calculations. To do an initial pivot design I always go to Google Earth and I look at the lay of the land and I also use this tool to get the elevation info I need to design a pivot correctly. We use our phones and tablets to watch the markets and the grain prices. We use them for a GPS when we travel. Have a question, ask Google! A lot of you are accessing farm sites such as [MyJohnDeere.com](http://MyJohnDeere.com). And then some of you are using your devices for watching your pivots and your pumps thru the FieldNet™ by Lindsay portal.

Here's some ideas for you FieldNet™ users: Would you like to see your pivot flow rates real time? Would you like to be able to print the water usage charts for the week, month, and year? How about your crop advisor? I am betting he or she could use that information to make more precise decisions for your irrigation needs. Our new Pivot Control unit is plug and play with our IM3000 flow meter lineup. Do you see a benefit in being able to monitor and control your chemigation and



MAGNETIC FLOW METER | IM3000

fertigation pumps? What about variable rate irrigation (VRI)? *Applying water where it is needed most!* You can do all of this with your mobile device right now. Check with your local NRCS office soon because there is some funding

available for some of this technology. In the near future we will be incorporating soil moisture probes into the FieldNet™ family. Be on the lookout for this one! As you know, better water management adds to your bottom line.

What would you like to see incorporated into FieldNet™? We at American are always looking for ways to make your operation better and more efficient, so we need your input and ideas.

American Irrigation's mission is to continue to stay informed and educated on all the latest in water conservation technology and solutions for you, our producers. I'm excited to share that recently I have been elected to represent Region #3 on the seven-member Zimmatic Dealers Council. American Irrigation feels honored to have been selected out of more than 200 Zimmatic dealers across the United States and Canada. The council provides a direct line of communication for dealers and growers to Lindsay Manufacturing Co., based in Lindsay, Nebraska. What a privilege for Southwest Kansas to have a voice in such an outlet! Let's all work together to make this world a better place and provide a future for our kids. Thank you for your continued support and have a great irrigation season.

...It's a team effort.



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JOHN DEERE

**CROP**  
American Implement

# On the FARM

Al's Broken Bar Farm

Article by:



Kelley Baker, Marketing

On a windy afternoon a few weeks ago, yep windy in Southwest Kansas – hard to believe, American Implement team members had the privilege of traveling to Al's Broken Bar Farm nestled outside of Meade, KS to visit with Lyle Friesen along with his father, Al Friesen and son, Brandon Friesen all who actively contribute to the success of their farm/cattle operation and custom harvesting business, known as Friesen Harvesting.

I started the interview, asking almost 90-year-old Al to "tell us his story..." in which he responded with a chuckle, "That'll take all day." Though we didn't have all day, I wish we would have because Al is a wealth of

knowledge, recalls precise dates and details over his lifetime of what truly is a farming evolution. Al's family relocated from Garden City, KS to farm in the Meade area shortly after the "Dirty Thirties" after his father experienced extreme hardships due to discouraged farming. Al grew up helping his father farm. He recalls hitch-hiking in 1943, to follow the harvest to take any manual labor he could find but a true highlight was in 1946 when he finally earned money to purchase a \$500 truck to begin harvesting. Years prior, he had only earned enough for room and board due to total crop loss. Al initially began harvesting with pull-type Massey Ferguson combines and 14-foot-headers. He hauled the combines on Chevy tandem trucks painted in red, white and blue to express his patriotism. Work initially was easy to find because the demand for such an operation was high. Al attributes the business success "to the Lord's guidance. You can't do it on your own. If the Lord doesn't send the rain and protect you... it's all in vain."

"And we wouldn't be where we are if we didn't have a start," states third generation farmer, Lyle Friesen. Today Friesen Harvesting operates four John Deere S670 combines with 35-foot-headers sporting their signature patriotic red, white and blue painted augers. In 1978, Al and Lyle recall purchasing three new John Deere combines and claim, "it was the best move we ever made." They travel from the Texas/Oklahoma border and north to the Canadian border harvesting and cutting for some of the families Al's crew first harvested for in 1946.

Al's son Lyle grew up custom harvesting his entire life and recalls actually running the crew at the ripe age of twelve, due to his father falling ill for a short time. Lyle states that maintaining relationships is what he enjoys the most... "It's the people that you get to know along the road, seeing them grow up... it's like family. We grew up together and



Left to Right: Brandon, Al & Lyle Friesen of Meade, KS

now, we're having grandkids together." Lyle's four children grew up the same way. Lyle's son, Brandon, doesn't recall ever missing a harvest and says he started driving combine fulltime at the age of thirteen. Although Al impressively still manages to drive grain cart during harvest and ride horses, the responsibilities primarily now fall between Lyle and Brandon.

Each generation has a story and will continue to have great stories... Al recalls the luxury of the addition of a cab to the combine protecting him from the elements. Lyle and Brandon recall how much efficiency has been improved by the addition of Precision Ag Technology. "With JDLink™ I can check up on my combines from home in Kansas while they're out on harvest anywhere," states Lyle. It's interesting to hear the variance of answers between the generations. Investment costs have changed tremendously, for instance, Lyle reported, "in 1976 I was able to pay off my combine after one year. And now after a year, if you can pay a little off you're doing good." Brandon claims that "you get real close to your family living in a trailer house all summer, whether you want it or not." While Al's living arrangement experience the first few years on the road harvesting he recalls "a bucket was his bathtub, shorts were his washrag and he slept in his truck bed."

It was a pleasure to get to know the Friesen family. Evidenced by their strong bond, welcoming presence and down-to-earth demeanor the family is very grateful of their roots and respects the history of their multigenerational business. American Implement looks forward to a long lasting business partnership and friendship.



**BONUS!** Check out the Special Interview Video on our YouTube Channel featuring Al's Broken Bar Farm.



Photo c/o the Friesen Family



# AMERICAN CROP IMPLEMENT



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Text the Location Branch Number Following the Word "Deere"

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