

AMERICAN IMPLEMENT®

CROP



JOHN DEERE

Collective Reporting On Progress

SUMMER 2015



Photo c/o KSN TV Commercial

WHAT'S INSIDE:

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Chad Koster, CEO



JOHN DEERE

SUMMER

Highlights

Dear Valued Customers,

As I say so often, where has the time went? The summer months are flying right past us. Our hope for you is that you had a bountiful wheat harvest and like many, experienced "better than expected yields." I gathered from our locations that it felt more like a favorable harvest from year's past - busy, exciting, long hours, etc... Now it's time to prepare for the upcoming fall harvest and seeding season.

As you get your harvesting and seeding equipment ready, be sure to contact American Implement for all your Parts and Service needs. Take advantage of our August Parts Special of 10% Off John Deere air seeder points, blades, and boots. For the month of August, Service is offering combine inspections for only \$595 and that includes a concave crop swap.

American Implement has a great selection of used equipment so now is a great time to consider upgrading your equipment. We have some tremendous deals through August 31. Leasing equipment has gained in popularity recently and is a viable purchase option. Be sure to read Ryan's sales article titled "To Lease or to Purchase? That is the Question." Ryan provides some valuable information comparing the traditional purchase to leasing and shares the advantages of each. Check it out and visit with your tax advisor on which method of purchase is best for your operation.

All of our talented 130 technicians are committed to customer support and satisfaction.

understand our technician program and what this group means to American Implement and you. This is the backbone of our Service Support Team. All of our talented 130 technicians are committed to customer support and satisfaction. American Implement is fortunate to be in the heart of three successful technical colleges, Northwest Tech in Goodland, Seward County Technical School in Liberal, and John Deere Tech at Garden City Community College, that help educate and train our future technicians. These programs are so critical to our future technician recruitment. John Deere Tech at GCCC is one of only 16 John Deere sponsored programs across the United States. At John Deere Tech students get real hands on experience on John Deere power systems and equipment. One key advantage is these technicians graduate with certifications on hydraulics, electronics, powertrains, and Service Advisor. We are proud to be a part of this program, it is vital to our long term success. American Implement has had 68 students graduate from this program and we currently have 11 students that are enrolled in the Deere Tech program.

I would like to recognize Kent Kolbeck and Roger Schmidt that have been instrumental in developing this program into what it is today. Kent helped start the Deere Tech program 25 years ago. Roger joined the program two years later. These two outstanding instructors have led the program while helping around 400 students earn their degrees. It is a one of those bitter sweet moments but on May 15 of this year, both Kent and Roger retired. I personally want to thank them for all that they have done for GCCC, John Deere Tech, American Implement, and our tech graduates. There is a significant need for highly trained Service

Inside this CROP edition you will read an interesting article from Robert Webb titled "The Tech." This will help you better

Technicians to support the growing needs of our customers. The John Deere Tech program is a top priority item for John Deere and American Implement. Kent and Roger leave the program in a strong position and now Greg Unger and Nathan Steinle are eager to continue the program. So thank you Kent and Roger. American Implement wishes you the best.

To close, I want to share a few highlights of improvements we are making at several American Implement locations. We understand your needs are changing so we must continually improve and invest in our business in order to provide the highest level of customer support. A few of the significant investments made recently include the following:

In December of 2014 we completed a 35' x 75' detail shop in Goodland.



Within the past months we have upgraded several of our larger field service trucks. These units are fully equipped with hydraulic crane, air compressor, generator, and welder so we can do almost any job in the field or at your shop. Field service is a growing part of our business and by making sure we have reliable service trucks helps enable us to respond timely and effectively.

We are excited to share the news that we are under construction with a much needed service shop at Leoti. Dirt work is complete, concrete is being poured, and by the time you read this we should have some steel raised and going vertical with the construction. Due to the wonderful May rains we are behind schedule but hope to be working out of our new 14 bay, 17,260 sq ft shop by early October. We look forward to a grand opening later this fall.



If it is our goal to not only meet but exceed your expectations. If ever we do not meet your satisfaction, please notify any of our management team so we can promptly address your concerns. With your help and feedback, we can ensure our dealerships exceed your expectations. American Implement will continually invest in our people, facilities, and other assets to strive to meet this goal and better serve you. Hopefully rainfall continues to bless you and your land as we look forward to an exciting fall season. Best wishes to you and thank you for your continued business.

INTEGRATED SOLUTIONS

JDLink™ Connect 10: a proactive approach

Article by:



Gene McKinley
Integrated Solutions Manager

How many times a day do you check your phone? Crop prices, stocks, weather, news, text, email. Why not have that same access to your entire John Deere fleet - anywhere, anytime with JDLink™ Connect? If the information is always available and the access is easy, why not use it? It's there to help you be better informed and aware of what's going on with your operation.

JDLink™ Connect is a telematics tool built and integrated into your John Deere equipment (telematics means the machine can send data over long distances).

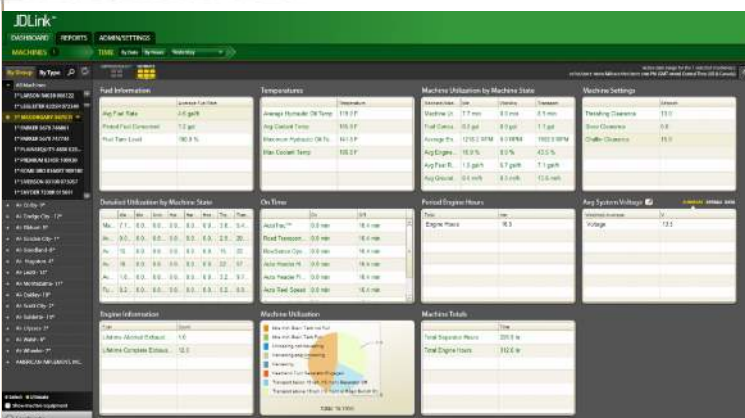
With recent changes and enhancements to JDLink™ Connect, what does this mean for you? What is the cost? And what are "your" benefits?

As the JDLink™ Connect name implies, connectivity is a vital part of all things the application does. JDLink™ Connect is a great tool to help you achieve, sustain and grow a more productive operation. Actively managing your fleet and data will make you more productive and that means more profits. Data we compiled from our Successful Spring Pilot Program supports this statement. JDLink™ Connect was a vital piece of that success. By taking a proactive approach to machine performance and data management, you'll be able to react quicker to issues and problems as they arise. This reduced downtime and quicker responsiveness enhances productivity.

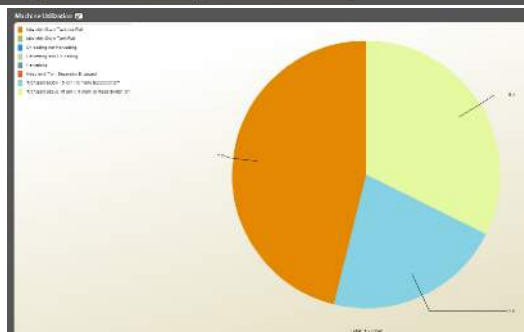
Let's start with diagnostics. Service ADVISOR™ Remote allows your local American Implement Service Team to do initial diagnostics on your John Deere machine prior to heading to your location. By granting us permission to access your machine info (myjohndeere.com account validation and assigned role for American Implement) our Service Department is able to see critical machine information in JDLink™. This allows our Service Department to pre-diagnose issues. In many instances, the American Implement Service Team can resolve your problem much quicker by using this tool to help get an advance look at your machine. By being better prepared and informed, the American Implement Service Technician can go right to work on your machine's issue when he arrives.

Two other John Deere connectivity tools are Remote Display Access and Wireless Data Transfer. Each of these two components plays a key role in keeping your John Deere machine in productivity mode. First, Remote Display Access allows you to remotely view the GS2630 Display in the cab, as the machine is moving through the field. An Integrated Solutions Specialist (or one of our Field Service Technicians) could request access to your GS2630 Display utilizing Remote Display Access to assist with troubleshooting. This feature is easy to use and provides visibility to what's actually going on in the cab. Wireless Data Transfer gives you access to set up and documentation data so you can remotely upload and download data. You'll have access to machine files with the press of a key. Not only can you get the files you want, but you can send prescriptions and field data to the machine right from your office.

Let's take a look at one traditional aspect of JDLink and how a different approach to leveraging this technology can impact your bottom line. We'll use harvesting as an example. With JDLink™ Connect, your combine provides information, updates, feedback and



performance information which, as I've mentioned, you can access from anywhere. Through the use of your MyJohnDeere App, all of this info is right in front of you. Looking at your combine, you can see machine speeds and



settings, anything from fan speed, feederhouse backshaft speed, harvesting ground speed, reel speed, to threshing speed. If you want to know how well the combine is harvesting, look at idle times (both with grain tank full and not full), unloading while harvesting, unloading not harvesting, and headland turn separator engaged. You can also look at "On Time" functions, such as AutoTrac™, RowSense™ Operating Hours. This information is viewed with the touch of a button, right from your phone.

Now let's talk pricing. When you purchase your new John Deere machines, you have the opportunity to purchase The American Implement 3-3-1 Performance and Protection Plan. This great value provides you with everything needed to get started. We'll get you set up and started using these tools in a short amount of time and make sure you have access to your machine data, leveraging all of the great features and benefits this plan provides. Also, with John Deere's new tiered pricing structure, a single JDLink™ Connect subscription costs just \$600.00 for one year and gets less expensive as you add more machines. By syncing your JDLink™ Connect subscriptions, they'll all be on the same cycle (no more guessing when subscriptions need renewed).

As John Deere continues looking for innovative and better ways of improving their data tools, communication devices and features, displays, receivers, or the new John Deere FarmSight Technology Products, American Implement is ready to provide uncompromising customer support to make sure you get the most value from these products. For those of you using traditional John Deere AMS equipment, American Implement continues to support you with our knowledgeable team of Integrated Solutions and Customer Support Specialists. So no matter which John Deere products you choose, we're available to assist you with the best Sales, Service and Support!

we're social!
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Article by:



John Jenkinson,
Contributing Reporter

Hello, I'm John Jenkinson, and I'm the one of the "new kids on the block" here in CROP and American Implement. I work for the Western Kansas Broadcast Center but I now have an office/studio within the American Implement Support Center in Garden City. 16 radio programs, four web video reports and television shows for KSN and RFD TV now flow out of the Support Center every weekday.

I grew up on an irrigated and dryland grain farm south of Montezuma where my family continues to farm. I am still



actively involved with the operation, although it's primarily on weekends, holidays and vacations. I have a passion for agriculture. It's ironic, the first tractor I ever restored was a John Deere "D" so this is a real honor and treat to be working so closely with a John Deere dealership.

Now, I'll bring you up to date on the latest in agriculture news and markets.

Markets:

June 30th, U.S.D.A. released their quarterly Grain Stocks and Planting Report. Keep in mind that its survey is conducted in the first part of June, so by the time it was released, the weekly crop reports had shown a significant decline in the crop condition ratings.

USDA June 1 Acreage	2015-16					
	Corn	Soybeans	All Wheat	Winter Wheat	Spring Wheat	Durum
	millions of acres					
USDA June 1 Survey Results	88.897	85.139	56.079	40.620	13.505	1.954
<i>Pre-Report Estimates</i>						
Average Trade Estimate	89.292	85.171	55.867	40.822	13.214	1.809
Highest Trade Estimate	91.742	86.760	57.200	42.000	13.500	2.232
Lowest Trade Estimate	88.450	83.760	55.100	40.500	12.800	1.600
USDA March 31	89.199	84.635	55.367	40.751	12.969	1.647

The trade had their expectations already built into the market, and we had trended higher that last week and a half of June, so when the report was released, it added a lot of fuel to the market, and we traded near limit gains on corn and soybeans.

The grain stock numbers were positive as well, however the overall tone was driving emotions, and that's why we saw some really big gains in the last day of June. It surprised me just how many shorts there were left in the market after the steady run-up leading to the

report. For the future, we may be building some support in the grains. For right now, it's a weather market, and that could all change if growing conditions become more favorable.

The Cattle Market suffered a great deal on the heels of that report. With the spike in corn prices, feeder cattle futures fell the daily limit of 4.50 on fears of expensive feed. *That was the last thing that the cattle market needed.* It had already been suffering under good supplies, softening demand, and full freezers for the 4th of July holiday. The good news (if you look real hard) is that a lot of rain has fallen in the cattle feeding regions, which has made many pastures lush, thick, and green. So there's an option to finish some out on pasture before heading to market which may take some of the edge off. Let's see if the consumer backs off in the 3rd quarter, or if their palate demands picking up some of that fresh red meat at the back of the store.

Farm News:

T.P.A. T.A.A. T.P.P. W.O.T.U.S. These sure are a lot of acronyms. I'm a pilot and I'm used to seeing a lot of these, but I never would have guessed I'd see them in my farm news as much as I do. We have T.P.A. now (Trade Promotion Authority) for the President. That gives the Trade Representative the latitude needed to go out and make trade deals with other nations, and it also gives those nations the assurance that when a deal is made, Congress can only vote for or against the terms of the deal. No amendments, which will help give the U.S. credibility to do more business abroad. It also was a necessary component for the T.P.P. (the Trans Pacific Partnership) that deal with Pacific rim countries will help all exports, especially grains and meat products. Exports are very important to farmers and ranchers.

T.A.A. (Trade Adjustment Assistance) This is what almost killed the T.P.A. deal. Some in Washington wanted to have some government program set up so that if a trade deal lead to someone losing their job because of out-sourcing they would get assistance in re-educating or retraining. However, many wondered where the money would come from. The President said he would NOT sign a T.P.A. without the T.A.A. Without the T.P.A. there would be no T.P.P. See why I will NEVER run for political office?

The E.P.A. is being sued for W.O.T.U.S. (Waters of the U.S. rule). Many say it's overreaching of government, and the Kansas Attorney General, along with 13 other states, is suing to stop its implementation in late August.

Finally, the National Cattleman's Beef Association is trying to convince U.S.D.A. and the Animal Plant Health Inspection Service to change their minds and NOT allow Brazilian and Argentine beef into the United States. Not only would it hurt our markets with cheaper beef, but it would also put the U.S. at risk of Foot and Mouth Disease. Both of those countries still have a problem with that illness, and it can be spread through fresh and frozen product. If it were to be discovered here in the U.S. we would lose a lot of trade opportunities to other countries and it would do billions of dollars damage to our beef market, and cost thousands of jobs.

That's all the room I have for now. Thank you to American Implement for this opportunity. Be sure and follow me on Twitter @JohnJenkinson2. I tweet only markets and news and once and a while a funny.

To Lease or To Purchase?

That is the question.

Article by:



Ryan Ortner,
Director of Sales

I hope everyone had a safe wheat harvest. We had some nice reports of better than expected wheat. What a nice difference some rain can make! Fall harvest is soon upon us and again we hope for some "better than expected corn and milo" on your operation as well.

In this issue of CROP I wanted to share some of the differences of equipment leasing compared to the traditional purchase. There are some different options around the leasing that can accomplish a lot of things compared to the traditional purchase.

In comparing both the lease and the purchase, neither is a clear winner in how an operation should finance equipment. It really depends on what the owner hopes to

accomplish with the use and ownership of that machine.

Questions to consider...

- What is the total cost of use of the machine, interest expense, tax liability, maintenance?
- Do I prefer to have a semi fixed cost of operating the machine?
- What amount of cash and/or equity will the purchase tie up or consume?
- Will I want to own this for 1,2,3, 4, 5 years or longer?
- Will I want a machine like this again in 3-5 years or will my operation change and no longer require this type of use/work?
- What is the cost of money associated with the deal? What is the effective interest rate?

Some Advantages of Leases:

- Lease payments may be able to be deducted in their entirety.
- Leases in states that charge property tax on machinery usually include the property tax in the lease payment.
- Some leases may be structured to include certain maintenance items to help reduce out of pocket expenses.
- Leases usually require less cash or equity to take delivery of the machine.
- Leases are an effective tool if you want to have access to the machine for only 3-5 years.
- Leases can be an effective tool to reduce your machine equity position in a way that generates less tax liability than simply selling your machine.
- Generally speaking today leases have a very low use charge, this is equivalent to a loan interest rate as a point of comparison.



Some Advantages of Purchases:

- Traditional depreciation schedules allow for the machine to be expensed over time.
- Used equipment values can adjust based on demand and seasonality of use allowing you to buy or sell when you think the timing is optimum.
- Traditional purchases usually maintain a high percentage of your equity.
- Total ownership allows you to trade, sell or operate for any interval you think most appropriate based on use and maintenance.
- Generally speaking today, traditional purchases have low interest rates.

These are only some of the most general differences today between these two types of ownership. Leases are being used with more frequency today than they have been in the last five years. Relatively low use fees and the lack of certainty over the Section 179 expense laws are making leasing a machine a very viable alternative that should be considered.

American Implement has developed scenarios to actually lease a machine for less than or equal to the cost of ownership with a traditional purchase. Be sure to also consult your tax professional prior to making your decision between a lease or a purchase. Be sure to check out our "history making" low lease rates on \$670 combines, rates as low as \$85.48 per hour or our new grain cart leases as low as \$4300 per year!

Thank you for your business, friendship and trust. Have a safe and bountiful fall.

GRAIN CARTS: *In Stock!*

 <p>New Brent 1196, Duals, Scale.....\$67,000 Lease for only \$11,000 / per year</p>	 <p>New Brent 785, 18" Auger.....\$26,000 Lease for only \$4,300 / per year</p>
 <p>2014 Killbros 1950, Tarp.....\$37,500 Lease for only \$6,140 / per year</p>	 <p>New Killbros 1111, Duals.....\$57,000 Lease for only \$9,335 / per year</p>

Leases subject to credit approval, terms and conditions additional fees and taxes may apply

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POLARIS

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'14 JD 8360R, IVT, ILS, Prem Cab, PTO, 800 Hrs.....\$280,000
.....*now only \$269,500*



'14 JD 8310R, PS, ILS, Prem Cab, AT Rdy, 900 Hrs.....\$228,000
.....*now only \$225,500*



'14 JD 6170R, IVT, Dlx Cab, AT Rdy, 1100 Hrs.....\$145,000
.....*now only \$112,500*



'12 JD 8360R, IVT, ILS, PTO, AT Rdy, 1900 Hrs.....\$232,500
.....*now only \$220,500*



'10 JD 8345R, IVT, ILS, PS, PTO, AT Rdy, 2400 Hrs.....\$201,500
.....*now only \$195,500*



'10 JD 8345R, ILS, IVT, 3pt, AT Rdy, 3300 Hrs.....\$181,500
.....*now only \$175,500*



'10 JD 8320R, PS, ILS, AT Rdy, PTO, 2000 Hrs.....\$176,500
.....*now only \$170,500*



'07 Case IH 305 Magnum, PS, Dlx Cab, 3700 Hrs.....\$137,000
.....*now only \$136,500*



'10 JD 8345RT, Track, IVT, 120 Hrs.....\$275,000
.....*now only \$272,500*



'10 JD 8320RT, Track, PS, ILS, 2400 Hrs.....\$185,000
.....*now only \$175,500*



'10 JD 8520T, Track, PS, 6100 Hrs.....\$98,000
.....*now only \$96,500*



'14 JD 4720, 2500 Hrs.....\$24,000
.....*now only \$20,500*



'14 JD 9430R, 4WD, 300 Hrs.....\$282,000
.....*now only \$264,500*



'12 JD 9460R, 4WD, 1600 Hrs.....\$237,000
.....*now only \$229,500*



'10 JD 9330, 4WD, 2700 Hrs.....\$192,500
.....*now only \$178,500*



'08 JD 9430, 4WD, 3000 Hrs.....\$171,500
.....*now only \$162,500*



'12 JD 4830, 90' 900 Hrs.....\$200,000
.....*now only \$192,500*



'10 JD 4930, 120' 1100 Hrs...\$191,500
.....*now only \$177,500*



'05 JD 4720, 90' 1800 Hrs.....\$148,000
.....*now only \$112,500*



'02 JD 4710, 90', 3400 Hrs.....\$83,500
.....*now only \$79,500*

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'14 JD S680 STS, FT4, 4WD, ProDrive, 400 Hrs..... \$339,000
.....*now only \$336,500*



'14 JD S670, FT4, 4WD, ProDrive, 400 Hrs..... \$339,000
.....*now only \$336,500*



'13 JD S670, STS, 700 Hrs...\$232,500
*Lease for as Low as \$97.86 / Hour



'13 JD S670, STS, 700 Hrs...\$230,500
*Lease for as Low as \$97.01 / Hour



'12 JD S670, STS, 600 Hrs...\$245,500
*Lease for as Low as \$103.29 / Hour



'11 JD 9770, STS, 600 Hrs...\$216,000
.....*now only \$203,500*



'10 JD 9870, STS, 1300 Hrs...\$169,500
.....*now only \$164,500*



'05 JD 9670, STS, 2100 Hrs...\$92,000
.....*now only \$89,500*



MacDon FD70 40'.....(2) fr 68,000
.....*now from \$51,500*



John Deere 635F 35'.....(4) fr \$14,000
.....*now from \$10,500*



'05 JD 1690 CCS, Soy, 30x15
.....\$55,000
.....*now only \$51,500*



'05 JD 1890/1910, 42x7.5 270bu,
.....\$89,000
.....*now only \$85,500*



'11 JD 7750 4WD, STS 4WD.....
2600 Hrs.....\$160,500
.....*now only 152,500*



'11 JD D450 Swath, 623D, 500 Hrs
.....\$98,00
.....*now only \$96,500*



John Deere Rd Baler, 0-10k.....
.....(9) fr \$33,500



John Deere 568 Rd Baler, 4-14k.....
.....(6) fr \$23,000



'11 Landoll 7431-33 VertTil, 33'
.....\$53,000



'08 JD 2510S, 12R30 StripTil (3)....
.....fr \$52,500



'13 Cat 930K, AC, 600 Hrs...\$169,000
.....*now only \$166,500*



'14 JD 326R, AC 55.....\$45,000
.....*now only \$44,500*

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providing...
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{THE TECH}

Article by:



Robert Webb,
Director of Service

"grease monkey," "motor head," "knuckle draggers," "mechanic," etc... Of course all terms of endearment, but today we refer to them as "technicians." You don't just wake up one morning and decide you're going to be a tech. A technician has a gift and it is called mechanical aptitude. It is God given, a rare trait... you are born with it. Kind of like musicians, either you are or you aren't. Sure you can teach someone how to read a hydraulic schematic, or memorize the steps to tear down and reassemble a powershift transmission but that doesn't mean you understand it and that's the difference! That and the fact that they love it, they love what they do!

**A technician has a gift...
it is God given, a rare trait.**

How do you know if you have mechanical aptitude? Well, if as a young person you found yourself fascinated with mechanical things, mechanized toys, machines that process; it could be as simple as a wheel on an axle, or as complex as a watch. You found yourself just wondering what was going on behind the scenes, what's making that thing tic? Next thing you know you've disassembled it and you have discovered the source. Now keep in mind we still have to nurture this God given gift and we may need supporting technical information such as special tools, torque specs and parts. However, at some point you may realize that the watch you got for your 10th birthday may not have been the best choice for your first overhaul! That's how you know. (Sorry Dad!)

Once a young person realizes they have this gift they begin the process of fine tuning their interest. They may start thinking... What should I do with this gift? How do I develop it? Obviously there are many avenues for this talent. There are many programs that focus on developing these young people. In high school they can pursue small engine and some basic automotive technology. The real meat and potatoes come at the college level. There are all kinds of technical schools that offer focused programs such as automotive, motorcycle, diesel and over the road truck schools. The important thing here is to be able to create a vision. If you find yourself thinking, I mechanical aptitude. Then ask yourself, where will I best serve my talents and my goals? I am so glad you asked... [Enter...American Implement.] American Implement is looking for you! You may have seen us at your high school career day or you may have visited us at an open house at one of our 14 locations, or have a friend currently in one of our programs. We are very interested in talking to you, not about a job, but a career. American Implement has several options for you to consider. Once you

have decided that the agricultural equipment industry is where you are interested, it would only be natural for you to want to be associated with the leader of that industry. That is exactly what will happen if you apply for our American Implement John Deere Ag Tech Program. This is a manufacturer supported program, offered at the Garden City Community College

where you will receive John Deere specific training along with the standard college academics. After two years of diligent study with current John Deere equipment and technology, you will emerge a Certified John Deere Tech. The greatest reward for your hard work and commitment is a guaranteed career opportunity with American Implement.

We at American Implement also support alternative educational opportunities such as, Northwest Technical College, based in the Goodland area, and our friends to the south, Seward County Community College. To show our support and interest in those choosing to attend their certified diesel programs we offer the American Implement Diesel Tech Program. This program affords those graduates the choice of tuition reimbursement or the opportunity to enhance their tool collection through successful employment with American Implement.

Once you are on the American Implement Service Team, which by the way is a very elite group and the single largest cluster of American Implement employees, you will continue your development through the John Deere University Technical Training Program. The thing about being a good tech is they never stop learning. Our equipment is always evolving and so must our techs.

In our shops we provide the latest technical equipment and tooling to support today's complex machinery. We provide for our techs an environment conducive to productivity and efficiency. This is known as Labor Performance. These are key drivers for our techs and the basis of our incentives developed to reward our techs for their commitment to continued development. Being a high performing tech is a very lucrative opportunity from a financial position and rightfully so. It is hard work which requires not only on-going educational development, but physical prowess and did I mention tools? The average tech tool box goes in the tens of thousands of dollars. A very sizable investment!

I hope that I have given you both insight and encouragement if you are, or know, a young person with the gift! I hope my words have reflected how important our technicians are to our business, and more importantly that you, our customer, can have the confidence that the technicians on the American Implement Service Team are some of the best in the industry. I can also tell you, as the Director of Service for American Implement, I am proud of the team we have assembled. We will continue to grow and improve with the commitment of the tenured professionals currently on our team, and those young people interested in having a career in our industry. We understand you have a choice; we thank you for your continued support and the opportunity to partner with you in your equipment decisions.



AMERICAN IMPLEMENT GIVES BACK \$60,000+ to LOCAL charities/organizations w/ our Winter SERVICE PROGRAM



Recently, American Implement presented monetary donations from our 2014-15 Winter Service Program. As you may recall, this year's Winter Inspection Program entailed a new and exciting element that allowed customers to choose one of three pre-selected organizations to donate \$100 of their repair bill directly to. This year throughout the 14 locations of American Implement over \$60,000.00 was donated to a variety of local schools, 4-H chapters, FFA programs and other various organizations. American Implement would like to thank you, our customers, that helped make this possible and we look forward to continuing to partner and strengthen our local communities.

AMERICAN IRRIGATION

ELKHART | GARDEN CITY | SCOTT CITY | ULYSSES | WALSH



...It's a team effort.

I'd like to introduce myself and give a brief overview of the American Irrigation side of our business. My name is Leslie Koehn and I am the Irrigation Manager and Sales person for the south branch of

our territory. I grew up on a family dairy farm in McPherson county Kansas. We also had a dry land wheat farm. My family and I now call Ulysses home. We moved to the Southwest part of the state in early 2007. I went to work in Zimmatic™ Irrigation sales for what was then Cornerstone Sales and immersed myself in the irrigation world. It was a totally new and exciting venture for me.

A lot has changed since 2007. We are now proudly American Irrigation and not only has the business model improved but so have so many things in the irrigation world regarding water conservation and technology. It's my passion to inform producers of all the latest sprinkler innovations considering today's water challenges.

American Irrigation has a total of five Zimmatic™ irrigation locations with some being primarily parts locations. In the South branch we have three locations: Ulysses, Elkhart, and Walsh CO. The service teams are run primarily out of the Ulysses location and dispatched by Carson Johnson, Service Manager. To the north (Garden City & Scott City), sales and service are run out of the Garden City location with Rod Stillwell as the manager and sales person.

American Irrigation is a leader in pivot monitor and control systems, FieldNet™. We take pride in being named the number one FieldNet™ dealer in the nation. We have built a large FieldNet™ radio network here in Southwest Kansas utilizing the same towers in many places as the American Implement - John Deere RTK systems.

We provide a full line of sprinkler packages to make your pivots the most efficient on the market. Our service technicians are highly trained and skilled to complete pivot diagnostics and repairs.

I would like to invite you to call us, or better yet come and see what we can do for your operation to make it more streamlined and profitable. We at American Irrigation are always open to new and better ideas from our customers... *it's a team effort*. Thank you for your business. We are excited about our future in the water business.

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FIELDNET CAN DO IT



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FieldNET by Lindsay provides the most comprehensive options to remotely control irrigation systems, and is the only product with an app on both major smartphone and tablet platforms — delivering fast, easy access to your entire system from pivots and laterals to pumps and sensors.

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- Easy-to-use interface
- Status icons show real-time progress and stops
- Slide-up control with patent-pending Quick Tray

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JOHN DEERE

CROP
American Implement



Article by:



Kelley Baker, Marketing

For the most part, the chaos of summer harvest is behind us. Hopefully the hard work has paid off and wonderful memories have been made. Unfortunately, at the dealerships when we see customers during harvest it's typically not for the best of reasons... you're in getting parts for a repair, contacting the service department because you have a machine down, etc. In the midst of all the frustrations it's always nice to reflect on the blessings of this busy season. Recently, I asked fellow farmwives to share their "silver linings" of the harvest season and we'd like to share a few:

Silver Linings of Harvest:

"I love the sense of togetherness and team work that is required of everyone involved. Farmers wives, children and even the community work together at putting in all the hours required to make harvest work. Businesses open earlier and stay open later to accommodate everyone thus helping everyone thrive." - Dara Pruitt

"Harvest time makes you realize that time is precious. The time you put into your crop, that harvest meal you fixed, or the time the kids spent riding in the combine with loved ones. We as farmers and farmers wives know that time is precious and will do whatever is necessary to nurture our crops, our bodies and our children. Because in the end it is the best investment we could of ever asked for." - Vickie J. Winter

"The sense of accomplishment! There is a lot of work done on a farm (seeding spraying etc.) but very seldom is there a tangible asset at the end." - Dana Kinhead

"My favorite part is that multiple generations work together... Also those great harvest meals!" - Amber Roach

"The busy days working together as we gather our harvest, but also the starry sky and the quiet in the country as we are putting equipment away in our buildings each night." - Cindy Cersovsky

"I like that our business embraces multiple generations. We each contribute in some way or another." - Lisa Graves

"As a farm wife I learn something new each harvest. This year I am learning to run a combine for the first time. Not as hard as I thought it would be but still nerve wracking worrying about wrecking or breaking such an expensive piece of equipment! I am also getting to know my in-laws more and more. Even after being married for almost 10 years I just feel closer to them since I am so involved." - Staci T. Schmidt

"I love the controlled craziness and rush of harvest." - Alanah Leigh

"I love that grown children who chose not to farm continue to come back each year to help, and now bring their children..." - Susan Weber

"Harvest teaches my children how to work and it is my 13 year olds favorite time of the year! He would give up sports, video games and his friends in order to run combine or grain cart. The experience is priceless." - Samantha Weinheimer

"The smell of the air in harvest season. The fact that we now actually get to take off what we've put so much time, sweat, tears, money and pride into... And the sunsets." - Ashley Nelson

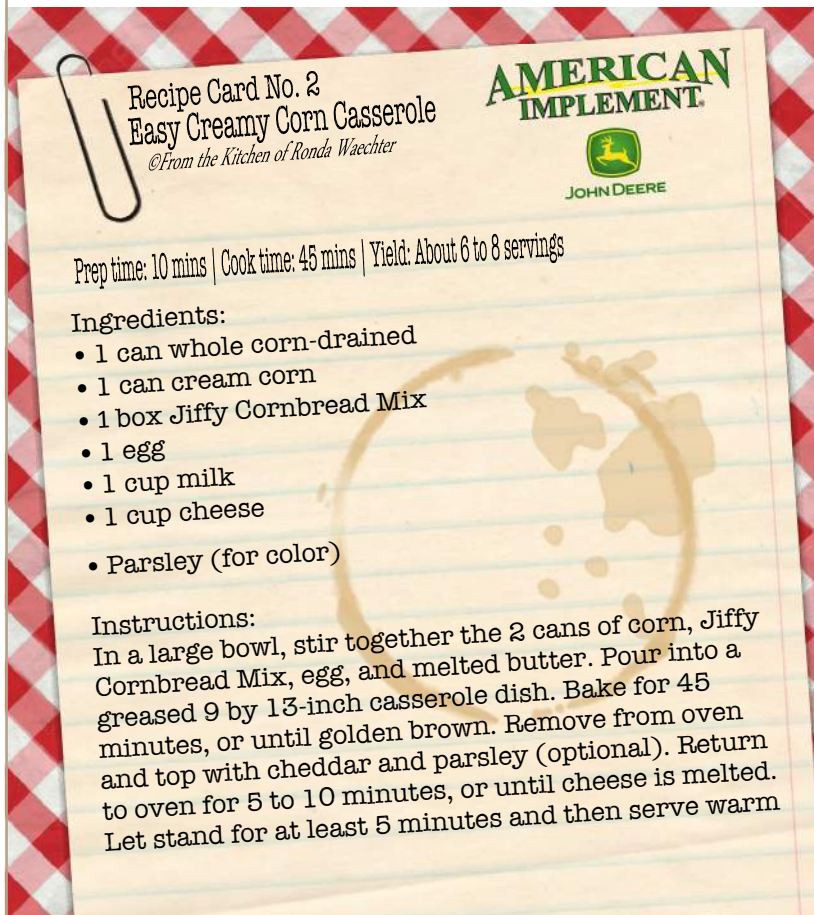
"... As a child, I would ride in the old wheat truck with my mom driving and 50 years later here I am! So many memories: one night I was cutting on the Canada border, the Northern lights, something this Kansas girl had never seen. It was awesome..."

- Cynthia Schemper

"...the organized chaos of breakdowns or moving from field to field. It is exhausting, exhilarating, exciting and exasperating. My dad always compared harvest to "someone hitting the hornets' nest" - busy, fast, angry, purpose and pride! I hope my kids have as much fun as I did when I was young. Whatever the age we all are a part of the plan and everyone feels included." - Leslie Tanner

"This is definitely the busiest time of the year but there is so much more to Harvest than just cutting crops & the income aspect of the business. We live in a small Kansas town and it is really neat to see the entire community pull together to get Harvest completed. As a farmer's wife I couldn't have survived this last week without the support of friends & family. From taking kiddos to baseball games, swim lessons, making meals, etc. It's hard work but the memories are worth it!" - Andrea McDaniel

Thank you ladies for sharing! Perfectly said and I for one feel truly blessed to be part of the farming lifestyle.



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PARTS

protect your investment with the best

Article by:



Scott Kells,
Director of Parts

Over the past 20 years oil and lubricants have seen great improvements in the ability to protect your engines and hydraulic systems in off road equipment. The evolution of diesel engine emission requirements has demanded higher quality off road engine oil. John Deere Plus-50II engine oil has been engineered to exceed the standards of these new diesel engines. The industry standards are written for on highway applications, not the off road conditions your engines are subject to. On highway engines operate at load factors between 40-50%; off road engines operate at load factors from 70-80% of the continuous rated load. Manufactures take this into consideration

when considering specifications for their engine oil. When you consider your oil needs for your John Deere equipment make sure it has been engineered for off road applications.

Extended oil drain intervals of up to 500 hours are now possible when using John Deere Plus-50II engine oil and John Deere oil filters. Previous version, John Deere Plus-50 oil would extend the drain intervals by 50 hours. The ability to now extend the drain intervals up to 500 hours is possible due to the engineering and new additives in the new Plus-50II. John Deere has extensively tested this oil in the JDQ -78X engine dyno and field tests. In these tests engines are operated in extreme conditions of high heat and full load for 500 hours. Once these tests are completed the engines are disassembled and inspected for excessive wear. John Deere Plus-50II stands up to these test to ensure you it will protect your off road diesel engine against the worst conditions. This new oil can also be used in older diesel engines for better protection.

John Deere Hy-Gard™ hydraulic oil was developed in the 1960's to help protect the hydraulic and drive train systems of the common

sump reservoir tractors that John Deere was producing. The recommended performance standard for hydraulic oil of that period was J20C. That was the standard for several years. A lot has changed since those days, now the minimum performance standard is JDMJ20. John Deere Hy-Gard™ exceeds this performance standard and is the factory fill fluid for all John Deere tractors. There are several advantages Hy-Gard™ has over competitive brands of hydraulic fluid. Proper viscosity allows it to flow easily through all parts of the system. Oil that is too light creates heat and excess wear. Oil that is too heavy will not flow as well and cause sluggish operations of the system. Hy-Gard™ also reduces brake chatter, performs smoother in wet clutches and protects against rust and corrosion during low use periods. John Deere Hy-Gard™ is engineered for you're off road equipment.

Your local American Implement Parts Department can help you with your oil needs. We can also help you control your cost of maintenance with bulk oil delivery. These products (15W40 Plus-50II & Hy-Gard™) can be delivered right to your farm usually in one or two business days. Bulk oil is more cost effective than packaged oil and more convenient to use. In most cases the savings are more than a dollar per gallon. If you are not currently using John Deere bulk oil, I would invite you to call your local American Implement Parts Department for details on this great program. Remember to protect your equipment investment with the best oil on the market today!



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