



Heartland Ag



AG SYSTEMS, INC.

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For Immediate Release

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**Merger Creates Largest Case IH Commercial Application Equipment Distributor
in North America**

Heartland Ag and Ag Systems Combine To Expand Capabilities for Customers

(March 5, 2019) – Hutchinson, Minn. Long-time fertilizer and crop protection application equipment distributors, AG Systems, Inc. of Hutchinson, Minn., and Heartland Ag of Ames, Iowa, merged to create the largest Case IH commercial application equipment distributorship in North America. The new organization will operate under Heartland AG Systems, Inc.

The merger brings customers an expanded footprint, with nine locations across eight states, from the upper peninsula of Michigan to Colorado from east to west and from North Dakota to Missouri from north to south.

The combined company will continue to offer the entire Case IH commercial application equipment line-up, including Patriot® Series sprayers, Titan™ Series Floaters and the Trident™

Combination Applicator; as well as the RBR self-propelled applicators and a full portfolio of fertilizer- and application-related products and services. Ag retailers will also continue to receive customized mobile support.

In addition to a shared heritage carrying Case IH products, AG Systems and Heartland Ag are of similar size and both businesses have focused on the ag retail and custom application segment throughout their history; creating connectivity across the new organization in operations, experience and expertise.

“This is an exciting time for our companies,” said Bill Oltean, president of Heartland Ag. “We’re creating opportunities for our employees, customers and partners by bringing together our collective capabilities with our Case IH commercial application equipment portfolio.”

The company also anticipates an ever-expanding offering to address the growing needs of their customers. According to Arnie Sinclair, general manager of AG Systems, “The demands required of our ag retail customers continue to increase as the operations of their grower customers expand, so they need forward-thinking partners that understand the dynamics of their business and also have the capability to create solutions that help them succeed. This move ensures we have both the horsepower and expertise to be that type of partner today and tomorrow.”

With the spring application season fast approaching, customers can rest assured operations will continue uninterrupted. “Both companies have a history of successfully supporting their customers under the fast pace and tight windows that are inevitably part of the custom application business. It’s what our reputation is built on, and that isn’t going to change,” said Sinclair.

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About AG Systems, Inc.:

AG Systems, Inc. (<https://agsystemsonline.com/>) was founded in 1965 in Hutchinson, Minn; and throughout it’s history has built a reputation as a leading manufacturer of anhydrous ammonia equipment, liquid applicators, pull-type spreaders, nurse tanks and the legendary Brute bumper. In addition, the company is the longest-running distributor for the Case IH application equipment line in North America, covering a trade area of Minnesota, North Dakota, South Dakota, Wisconsin and the upper peninsula of Michigan. AG Systems, Inc. also carries Snyder tanks, New

Leader spreaders, a wide variety of parts for the fertilizer industry and a mobile service fleet to support the needs of its customers.

About Heartland Ag:

Heartland Ag (<https://heartlandagequipment.com/>) was founded in 1981 in Ames, Iowa and Grand Island, Neb. and is the distributor for Case IH fertilizer and chemical application equipment in the states of Iowa, Missouri, Kansas, Nebraska, and Colorado. The company is headquartered in Ames with branch offices and warehouses located in Marshall, Missouri and Grand Island, Neb. with another branch office and warehouse recently opened in Great Bend, Kan. As a leading distributor for application-related equipment and services, Heartland provides full sales and support capabilities for multiple product lines, including: Tyler fertilizer tenders and pull type fertilizer spreaders; New Leader dry spreader boxes; Gehl articulated loaders; Behnke trailers; Snyder Ag tanks; AG Systems anhydrous ammonia and liquid fertilizer applicators, nurse wagons and tanks; Raven, MidTech, and Trimble precision ag hardware and software.