



THANK YOU to all our valued customers for another great year. We appreciate the opportunity to work with each of you and become part of your operations. It is our desire to help each of our customers succeed, that drives our business to become better every year.

As we look back on what we have experienced in 2017, I am encouraged about the opportunities for 2018. Growth in our seed and chemical business has required us to expand our



facilities and we are excited about our new warehouse facility. This will allow us more available herbicide options on hand, along with allowing us better delivery and service options. We are also adding additional employees to better service our customers. At Muff Ag Services we take great pride in offering competitive pricing, quality brand name products, and outstanding service. It is our goal to be a trusted seed and crop protection advisor on your operation.

As we look forward to next year, we have several exciting things to talk about in 2018.

CHANNEL SEED ~ Changing to Channel Brand seed has been one of the best decisions we have ever made. Our customers are reporting a significant increase in both yields and overall performance, along with advantages of using technologies like Climate Fieldview in their operations. Based on performance, we have seen growth in our seed business for this year. We still offer an excellent supply of available products for the upcoming 2018 season, including Extend Soybeans.



CHEMICAL PRICES are available for 2018!! The chemical industry has lowered its prices and put together some competitive programs to help offset today's struggling commodity prices. We have seen a significant drop in herbicide, insecticide and fungicide prices for the upcoming crop season. We also are seeing multiple options for rebates that are making for some extremely competitive programs.

ROUNDUP READY 2 OR CONVENTIONAL PROGRAMS ~

Among the many possible corn herbicide programs, we have pieced together a two-pass corn herbicide program offering 5 different modes of action (helping minimize herbicide resistance) starting at below \$18/ acre...total pre and post herbicide programs without application. We also have several soybean programs with brand name products starting under \$25/ acre, offering 5 modes of action with a complete pre and post herbicide program (no application). We take great care in making sure we have the right program for your operation, and one that also works with your budget.



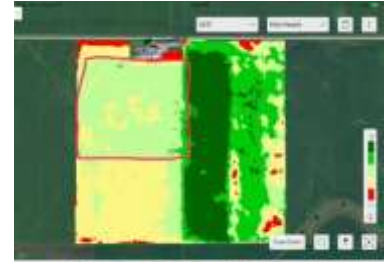
EXTEND PROGRAMS ~ There has been much talk about the Extend herbicide system this past year, some for the good and some for the bad. It is extremely important that growers understand the difference between the available products, tank mixes, and application requirements before they spray. We are offering several herbicide options for the Extend trait in soybeans, that are competitively priced. This past growing season has offered us an opportunity to learn a great deal about the “do’s and don’ts” about the Extend herbicide management system. We have learned that dicamba is an extremely effective herbicide and can work very well... with the proper management. There are a lot of soybean fields that need a new mode of action on hard to kill broad leaves, and Extend offers that. There is also a lot to know, including how to follow the most recent label changes for this upcoming season. At Muff Ag Services we pride ourselves in customer service, and will be more than happy to share our experiences with you in helping you decide if this is the right year for you to try the Extend seed and herbicide system- whether it be only seed or seed and chemicals. We will also be holding two meetings for customers to come and ask questions before they spray this summer. The first meeting is being lined up now for late winter, and the second for early summer right before you might be spraying. The proper understanding of each available product can make this the best program for soybean weed management in the market today.

FUNGICIDES AND INSECTICIDES ~ We offer brand name products along with most brand discounts and rebates which are available in the industry today. We have several brand name fungicides available for under \$9.00/ acre for the full application rate. We also offer custom ground applicators and helicopter application services. With our early order discounts, we can put a corn fungicide program together with brand name product for prices starting under \$17/ acre applied on Corn. This price includes the fungicide and pre-paid application with a helicopter. This entire program can be financed for 0% interest until November 2018 with an approved JD credit account-application and product combined.



That is correct you can purchase and lock in the \$17/ acre price on select brand name fungicides for your corn acres, and the pre-pay Helicopter application now, with no payments or interest due until Nov. 2018 with your JD finance account for under \$17/acre. Stop in and book this program on some of your acres, and our summer staff can help you identify which fields would best response from a fungicide application. Once again, we pride ourselves in customer service and would be more than willing to help scout your corn acres in season to help identify your fields which would show the best opportunity for yield response of a fungicide application.

CLIMATE FIELDVIEW ~ This past year Muff Ag Services has become a Climate Dealer, helping customers learn to use climate on their operations to make and save money by better using their data to make decisions. Now that we are one year into Climate, I can honestly say that it is one of the most powerful tools on the market today. If you have a Climate account and are only using the “free” portion of it for weather, you should give us a call. You are not getting the experience you need to make better decisions on your operation. If you do not have Climate and are interested in learning more give us a call or visit Climate.com to learn more. If you have Climate, and would like to make variable rate seeding, N,P,K or lime maps and need some help, we can help you with that also.



PRECISION FARMING ~ Now is the best time to get your planter seed units calibrated and ready for the 2018 growing season. Keeping your units in good working order is the key for a successful start to the 2018 season. We will use our Precision Planter Calibration stand to take the singulation of your units to 99.6% or better. We also offer precision parts for your planting needs. We will be getting the Precision Planter stand out in January and will be able to start calibrating your planter units. We are offering a January Discount for planter calibration of \$5 off the standard price of \$25/ unit for calibration of your planter units. Call or bring your units in January to take advantage of this savings.



SOCIAL MEDIA ~ Keep up to date on Muff Ag happenings by following us on our website www.muffagservices.com, [Facebook](#), [Instagram](#) and [Twitter](#).

We look forward to speaking with you soon about your sales and service needs.

Handwritten signature of Andy Muff in black ink.

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