

Wow! Where did 2011 go? We never had a summer? I think our office A/C only ran a couple of days! Now we're only a few days away from the shortest day of the year!

2011 was good for Scholten's Equipment! Agriculture boosted our sales dramatically! Milk price was good to excellent most of the year hovering around \$20.00 cwt. Better than most of us expected! Pretty much everything in Ag has been really good! Fairly amazing in light of the rest of the economy. Land prices have skyrocketed!

We have been blessed to have a lot of inventory on hand and sales have been good! I have been watching a lot of auctions... auction prices are now higher than our advertised prices? A 2004 JD 7920 with 2,200 hours just brought \$118k in Iowa. Check the price of ours on the other side of this newsletter. Record used equipment prices are being set daily in the Midwest! An IH 766 open station brought \$15,500! A lot of year end buying going on. JD is already sold out of all new corn planters and many tractor models!

The coolest piece of equipment I have seen in a while? The Tanco bale fork, slicer and plastic remover all in one! It is slick! Check it out on You-tube, type in "Tanco bale shear," we have several on hand.

2011 will be remembered for a record amount of downed corn both here and across the line in Canada. Not only was it down and twisted, it was flat! At least 500 acres on both sides of the border. Scholten's Equipment, with the Claas RU450 6 row rotary and our customized down corn kit and modifications, really shined!! It is the only head on the market that cleaned the flat stuff up. Everybody else's head had to sit

on the side lines to watch or do the easy standing corn. The Claas RU450 did all the dirty work. We built and sold over 10 down corn kits. Check out the video that one of our customers made and put on You-tube, type in "Claas down corn." Thank you, Kilstra's, for the plug. Note how clean the field is where they've already chopped. Also note all of the corn is green and wet, a lot more challenging than dry corn. After this experience we have some additional modifications and changes to make next time the corn goes down. So why does the Claas RU450 aggressively? It is the only rotary on the market with an auger and the only head that doesn't use neutral points. We've sold a record number of heads this year! We're out and have a bunch on order.

Have you priced a new 4wd 100HP tractor with cab lately? Most are bumping a 100k! We have 2 new Kubota MX135's with power shifts left at under 70k!

Lots of good news at Scholten's Equipment! We've been busy! Steve Skrinde is now working for us at our Burlington store. Steve is a JD technician with 20+ years experience. A lot of you know him and his reputation in the community has already brought us a lot of work. Great guy, excellent tech, and we are tickled to have him. If you have a John Deere that needs attention... Steve is your man.

Welcome back Monique Brigham too! She is now helping out in the parts department a couple days a week at both stores. She has a little side business doing travel planning vacations, cruises, etc. You need help or advice with vacation plans?

Welcome to Daniel (DJ) Holden. He's now working full-time. He is a new service tech at our Burlington store and

has been to Kubota School. You have probably met him delivering equipment. An extremely courteous, energetic young man.

Tom Postma is also back part time doing parts, our Ebay parts business (which he set-up), and trying to finish some schooling too.

Big congratulations to Bennett and Amy Tjoelker's birth of their baby girl "Preslee." After taking the summer off, Amy is back 4 days a week answering the phone and keeping our website up to date and interesting. Thank her for the website and all the up to date pictures and descriptions! Good job, Amy.

Also a big welcome to Matt Charroin who is now doing all of our cleaning and detail work. Matt lives in Nooksack and plans on getting married soon.

My dad is doing pretty good. He is going to sales again for me. That was a year ago already that he had cancer surgery. Still doctoring.

Remember Jim and Charlene Ovenell our Burlington store manager in your prayers. Jim still has some ongoing health issues and Charlene is recovering from cancer surgery.

Dave Marshall and his wife Liliana are celebrating the birth of their second child "Benjamin" born this last September. Congratulations to them.

Willy our youngest, just turned 16, did a great job this summer mowing and lining up all the equipment. Now I need to figure out how to get him back here. He seems to let golf take a priority.

Are we going to have winter service specials? Not really, besides the fact I think our service department is already pretty special. We haven't raised our rates (\$75.00 an hour) for 4 years. We need to raise them. We are going to do

that January 16, 2012. So anything you get scheduled for non-emergency work before then we will honor the old rates. We already have a pile of work lined up and I'm a little concerned about getting it all ready by spring! Call Craig or Ray today. Need to pre-pay? Give us a call.

We have been promoting Schuitemaker's 2400 tandem steering axle self-loading wagon. In Dutch that means "ship builder". It's an amazing piece of equipment. It has a patented trailing pick-up. It will self-load and haul well over 40,000lbs of product in one load. It will do green feed, silage or even dry hay! Hooked up behind a JCB 8250 Fastrac, it is a great combo. We demo'd it all the way down to Kalamath Falls, Or. I loaded my pick-up in the back of the Schuitemaker and drove the 8250 Fastrac all the way down and back (on the freeway). It was my daughter Cindy's suggestion. You know what... it worked really well, plus we did several very successful demo's on the way back. I have pictures and lots of stories. Check the web.

Enough of my rambling, don't forget you have \$500k bonus depreciation this year, that all changes next year. A lot of new stuff has 0% financing. We have fixed rate 3.6% for 3 years and 3.9% OAC for 5 years on the rest. There has never been a better time to buy. We have a lot to sell. Come see us or call.

From our family here at Scholten's Equipment, Merry Christmas to all of you and may God bless us all in 2012.

Duane Scholten