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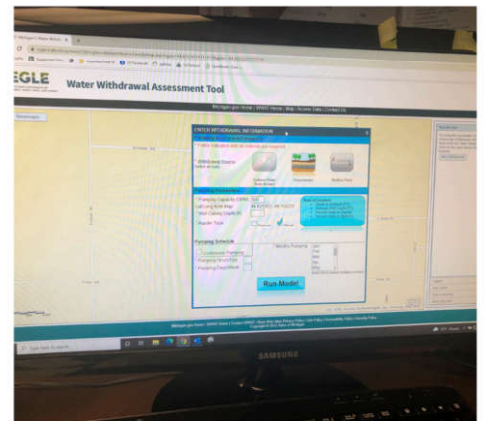
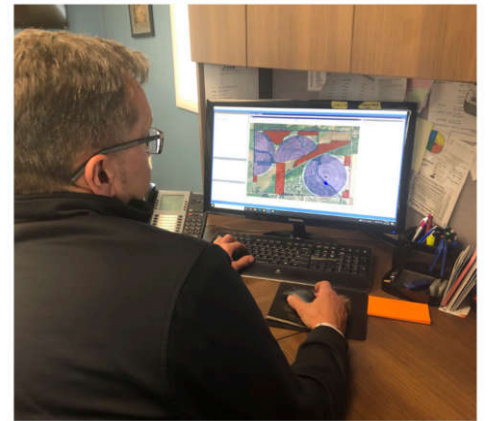
## Forward Planning Your Irrigation Project

We have seen tremendous ups and downs in all businesses in the last couple years. Covid 19, business shutdowns, layoffs, supply chain shortages, low fuel prices to high fuel prices and inflation in equipment and input costs that have postponed purchasing decisions. Every grower knows the needs and wants of their operations and sometimes the opportunity to act on them can come or go quickly.

Just because you may not be in the position to purchase irrigation equipment doesn't mean you can't plan for it. It's common for us to work on projects with customers for several years in advance before any actual construction takes place. I am more than happy to meet with you and begin planning out your future irrigation system even though you may not be ready at this time. This allows for many things to take place correctly such as, water withdrawal registration, power needs and any possible clearing that may be needed. Water withdrawal registrations are held for 18 months without a pump being installed and can be extended. Also, there can be issues with the local power companies' ability to supply sufficient energy and knowing this ahead can help them plan for any service upgrades in your area.

I see it all too often, customers who wait to move forward only to have things delayed by well drillers schedules and product delivery, and we all know what that's like nowadays.

So, give me a call, and let's start talking about what your future needs are so we can get a plan in place for when you are ready to pull the trigger. -- Jason





# A History of Irrigation Services to Farmers

Forty-seven years ago, or so, an irrigation company began south of Lakeview, Michigan, 5.5 miles south of town, just down the road from 5 Corners. A dedicated irrigation professional from Romeo Michigan named Ken Tank moved to the area to serve a growing number of mainly potato farmers that were irrigating their crops with a variety of methods from solid set pipe with sprinklers, to wheel lines and traveling guns. Ken worked for Sprinkler Irrigation Supply Co. (SISCO for short) based out of Royal Oak Michigan. Ken peddled parts from his living room and used an old semi-trailer for storage. As the business grew Ken soon built a small 28x32 pole building which was the basis of what would become Farm Services Inc.

As center pivot irrigation became more prevalent in the area, the branch became a Reinke Irrigation systems dealer. Reinke was the FIRST, bowstring truss, electric drive reversible system on the market. As more systems were installed, Ken needed help with erection and service. A no-nonsense farmhand named Dan Abbott came on board, and at the same time brought his custom grain harvest operation into the mix. A few years after that, the two partnered together, purchasing the branch from SISCO and beginning Farm Services Inc. in 1981. As the business grew, the need for more employees was always there. In 1985 Jason Preston started as a build crew member. As time went on, Jason took on more of the role of doing the service work required to keep up with the ever-expanding improvements and technology that was being implemented in the center pivot business.

With the passing of Ken in 1995, Dan moved to the sole ownership role at FSI, and Jason soon progressed to sales while still managing the build crew daily as well as service work along with some dedicated employees. In 2001, Jason became a partner in FSI. The business steadily grew until 2010 when Dan sold his interest to Jason and new partners, Todd & Tim Young. After several years of rapid growth, Tim exited the partnership at the end of 2018. Jason and Todd moved forward as sole shareholders.





## ...That's Why We Are **FARM SERVICES INC.**

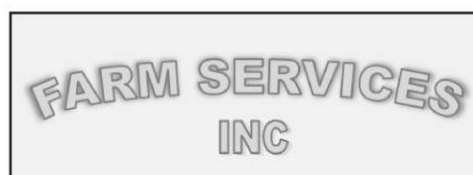
During this growth period, the new partnership ended the custom harvest division of the business after the 2014 season to focus solely on becoming the best agriculture irrigation provider in central and northern Michigan serving growers from the I-96 corridor all the way to the Mackinac bridge. This was a commitment to not only having the best equipped



dealership around but also bringing in the best, most dedicated employees they could find. The businesses they serve has grown from potato producers to dairy operations, as well as irrigation for vegetable crops like peas, green beans, squash, sweet corn, commercial corn, seed corn, soybeans, wheat, sugar beets, dry beans, pickles, carrots, celery, onions, radishes, sod and Christmas trees. They also provide options for applying wastewater from industrial food processors to municipalities to livestock operations. Turnkey operations are the specialty, with fully operational electrical services from single phase, 3 phase, diesel engine and complete pipe burial while working with the local REA for power and arranging well drilling through several reputable local water well companies.

Today, Farm Services Inc. exists to provide its customers the best, most efficient irrigation equipment, backed by the best trained and equipped service staff possible. All this is followed up by the most extensive parts inventory in Michigan. At FSI, they believe irrigators need parts when they need them, not a couple days or weeks later. Growing crops is a biological process that DOES NOT STOP, and when your irrigation equipment does, it needs to be up and running ASAP, which is why they do what they do, provide the best service and best parts inventory.

So, if you're looking to get into irrigating your crops, or you're looking for an alternative to your current supplier, check them out. They're the ones that have been here, south of Lakeview, just past 5 Corners, the place with all the pipe stacked out front. Stop in and talk with Jason, Pat, Davey, Allison, Dawn, Carl, Andrew, Mike, Jack, Seth, Jake or Nick. They are here to serve farmers, more importantly irrigators.... that's why it's called... Farm Services Inc.



## Meet our Newest Employees



**Seth Thompson**  
*Service Tech*

Seth Thompson is FSI's newest service tech. Seth graduated high school in 2014 then went on to attend Montcalm Community College. Before coming to work for FSI, Seth worked for 2 years at Shoreline Power Services and 1-1/2 years at Swanson Electrical Services.

Seth lives in Coral and is the son of Chris and Lanna Thompson. In his spare time, he likes to go "jeeping," ride snowmobile and spend time with his wife, Teresa.



**Nick Neely**  
*Build Crew Member*

Nick Neely is also a new member of FSI's build crew. Nick is from the Sand Lake area and graduated from Tri County High School in 2020. He is the son of Cindy and Troy Neely. Nick came to FSI from Linex, a truck accessory company in Grand Rapids.

When Nick is not working he enjoys "fixing things that are broke," riding dirt bike and snowmobile and spending time with his fiancé, Brooke Overla.

### FARM SERVICES, INC.

4840 North Greenville Road  
Lakeview, MI 48850

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