



“LEADING THE WAY IN A
THRIVING AGRICULTURAL
COMMUNITY”



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WHO WE ARE

Young's Equipment is one of Saskatchewan's premier agricultural equipment dealerships—offering an incredible selection of farm machinery, agricultural implements, task-specific equipment, and virtually everything else that today's modern farm requires. And with nine locations located throughout the “land of the living skies,” farms and agricultural businesses in the area are well served. Over the years, Young's Equipment and the many farming operations supplied by the family-owned business have played an important role in the province's overall prosperity.



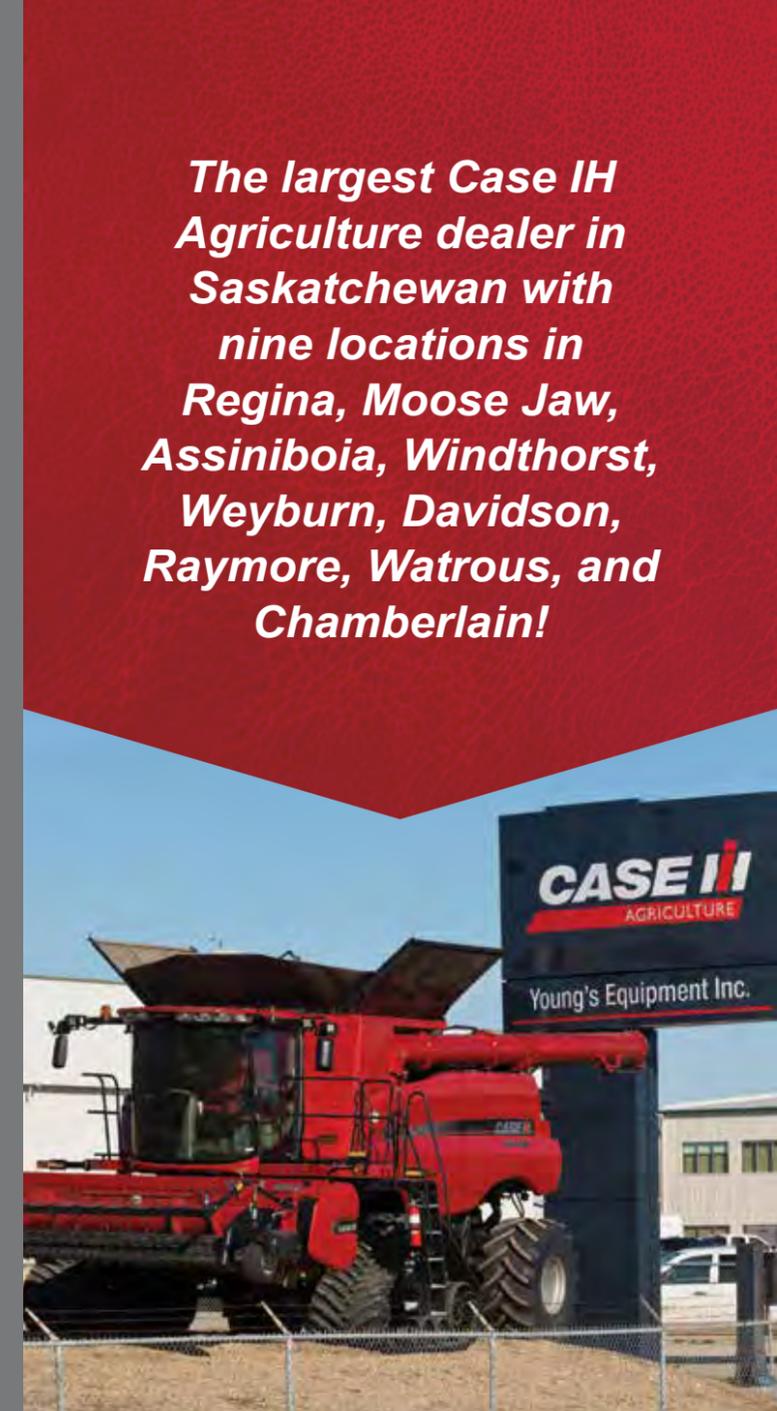
“LEADING
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WHAT WE DO

Young's Equipment carries many of the top farm equipment lines in North America, featuring Case IH tractors, combines, and sprayers—as well as many short lines, such as Bourgault, Apache, Kubota and Seed Hawk, to name just a few. So if there's a particular piece of equipment you need for your farm operation, you'll find it at Young's. For a complete list of all the manufacturers represented by the company, see the comprehensive Manufacturers' List in this profile magazine.



FAST FACTS

- Founded:** November 1, 1988
- Founding partners:**
Lloyd Young, Tim Young, Bill Young, Ron Young
- Major line:** Case IH
- Short lines:** Over 25 separate lines
- Current employee base:** Over 260
- Parts inventory:** Over \$14 million

LOCATIONS

With nine locations located in Saskatchewan, you're sure to find a Young's Equipment dealership near you. Access to the entire inventory is available through any location—in addition to store-to-store service capacity. Dealerships can be found in the following locations:

- Assiniboia
- Chamberlain
- Davidson
- Moose Jaw
- Raymore
- Regina
- Watrous
- Weyburn
- Windthorst

For more information on each dealership, check their profiles in this profile magazine.



Looking for used farm equipment? Our full inventory of used equipment is available on our website: www.youngs.ca

PHILOSOPHY

At Young's Equipment we are truly committed to being your partner in agriculture. We believe the only way we can be successful is by ensuring our customers are successful. Young's recognizes that doing business with our customers is a privilege, not a right, and that's why our goal is to provide you with a quality experience that meets—or exceeds—your expectations.



*As we approach our
30th anniversary,
Young's Equipment Inc.
is stronger than ever,
and are as committed to
agriculture as we have
ever been.*



VISION

Leading the way in a thriving agricultural community.

MISSION

To provide agri-business with winning solutions through exceptional service and outstanding products.

VALUES

HONESTY: We are genuine, open, and truthful in everything we do.

RESPECT: We value and recognize everyone's contribution.

INNOVATION: We seek continuous improvement in our services, products, people, and overall organization.

COMMITMENT: We do what we say we're going to do, reliably and consistently.

FUN: We believe joy, laughter, and passion are vital to everyone's well-being and in business success.

A LITTLE HISTORY

The Young family has a long history in the province's agricultural industry, beginning with Lloyd Young. As a young man, Lloyd originally worked for Massey Harris/Ferguson and moved up to become a Massey dealer in Weyburn. After almost a decade running the franchise, Lloyd and his brother Ray bought the Case dealership in Regina, calling the business *Farmland Sales and Service*. The brothers then expanded and became the distributors of the *McKee Stack'N'Mover* for Saskatchewan and Manitoba in 1973.

That same year, Lloyd's son Tim started working for Case in various capacities while he attended the University of Regina. After graduating, Tim was again employed with the company as a Product Specialist, Service Rep, and Territory Manager. In 1981, he became a full partner in the Case dealership in Regina, and under his leadership the business moved from the 50th ranked location in North America to the ninth. Eventually, Tim and his wife moved to Yorkton where he became Sales Manager and then Store Manager of the Case dealership.

Opportunity came knocking once again in 1988, when the Case IH dealership in Regina became available for purchase. Tim's passion and enthusiasm helped convince his father and uncle to become involved in the business, and the rest, as they say, is history. Or almost. Twelve years later, a devastating fire razed the Regina dealership to the ground. But instead of getting out of the industry altogether, the family saw an opportunity—allowing Young's Equipment to rebuild with a view towards future growth—ultimately doubling the size of the facility.

Carrying on with the family tradition, Tim's son Sean started full-time with the company in 2010. Sean then moved into the role of Branch Manager in Weyburn in 2012 and Assistant General Manager in 2014. Also representing the third Young generation is Sean's brother, Patrick, who joined the family business in 2015 and is currently a Service Advisor in Regina.

Today, Young's Equipment Inc. is stronger than ever and even more committed to Saskatchewan's agricultural sector. In addition, it appears a fourth generation may be ready to carry on with the family tradition—Sean's son Hunter Lloyd Young (his name an homage to his great-grandfather), may be involved in the business in a few years.



(From left to right) Patrick, Sean, Hunter, and Tim

***We can't thank
our customers
enough for their
support, loyalty, and
continued business.***

Sean Young and his family



We couldn't be more proud to be a part of the communities of Regina, Moose Jaw, Assiniboia, Weyburn, Windthorst, Davidson, Raymore, Watrous and Chamberlain, and all of Southern Saskatchewan.



THE SUM OF ITS PARTS

When Young's Equipment talks about customer service they mean it. To ensure that your parts get to you when you need them, the company runs two delivery vehicles from its headquarters in Regina to the company's other locations—on north and south delivery routes. This allows Young's to provide customers with full access to the entire parts inventory. And during peak seasons, such as seeding and harvest, the delivery service runs seven days a week.



PRODUCT DEMOS

Product demonstrations have been a cornerstone of the Young's Equipment business model from the very beginning. By combining exceptional products with knowledgeable specialists, customers can easily see just how much the company has to offer. And rather than simply dropping off a unit for a customer to operate, the company's Product Specialists will actually bring equipment to the field for a side-by-side, apples-to-apples comparison.



We would like to thank our employees, customers, and the communities we operate in.

COMMITMENT TO STAFF

At Young's Equipment, it's really all about having great staff. That's why employee recognition and a commitment to training is how the company walks the talk. Young's is very proud of its employment record, never having laid anyone off. And not only does the company's rigorous training program make it easier for staff to do their jobs, it also increases their own individual career opportunities.



We believe the only way we can be successful is by ensuring our customers are successful.



SNAPSHOTS

PROFILES IN QUALITY

Below is some important information about the various branches and service locations that make up the Young's Equipment family:

ASSINIBOIA

Year opened: 2003

Branch Manager: Doug Graham

Service Manager: Joel Rasmussen

Parts Manager: Chad Rogers

Sales: Raymond Martin, Boyd Stenberg

Staff: 33

ASSINIBOIA

Walk in the front door to a welcoming atmosphere; a clean, professional showroom; and helpful staff and you know you've come to the right place. A new 10,000 square-foot shop, and 3,000 square feet of office and storage space was added in 2014. Whether it's more horsepower to get you going in the spring, or a bigger combine to help you finish earlier in the fall, Young's Equipment in Assiniboia is committed to getting you into the right piece of equipment at the right price.

CHAMBERLAIN

Year opened: 2014

Service Manager: Todd Thauberger

Parts Manager: Cody Kohler

Staff: 11

CHAMBERLAIN

The Parts and Service departments at Chamberlain assist farming operations in the immediate area and directly support the Davidson, Moose Jaw, and Regina locations. The branch's added capacity represents Young's overall commitment to the town of Chamberlain and surrounding communities.

DAVIDSON

Year opened: 2012

Branch Manager: Kelly Degelman

Service Manager: Cory Zastrizny

Parts Manager: Randy Willner

Sales: Kelly Dietz, Cliff Cross

Staff: 33

DAVIDSON

Young's Equipment in Davidson boasts a brand new building which was completed in June 2015. The state-of-the-art facility features an oil management system, an overhead crane, board and training rooms, and a 50-foot overhead door for bringing in large equipment. With over 46,000 square feet (almost 30,000 of which is shop space) and set on 18.5 acres, Davidson has the space necessary to handle all of your equipment needs, along with ample room to grow.

MOOSE JAW

Year opened: 2000

Branch Manager: Dale Scott

Service Manager: Dennis Zimbowski

Parts Manager: Kai Laudien

Sales: Jeremy Ebbett, Gary Johnson

Staff: 28

MOOSE JAW

Representing Young's Equipment's first move into the multi-store dealership model, the Moose Jaw shop knows what it takes to help you succeed. Just as Case IH continues to lead the industry with high-quality, dependable equipment—Young's Moose Jaw provides top-quality, reliable service to all of its customers.

RAYMORE

Year opened: 2012

Service Manager: Stephan Maximovich

Parts Manager: Chad Carroll

Sales: Robin MacDowell

Staff: 22

RAYMORE

Young's' Raymore location features an 11,000 square foot shop addition, completed in 2015. In addition to increasing the available shop space, this investment nearly doubled the size of the Parts department. The friendly and knowledgeable staff in Raymore are ready to assist, no matter what you're looking for.



REGINA

Year opened: 1988
Service Manager: Kevin Gamracy
Sales Manager: Lonnie Jones
Parts Manager: Kyle Weber
Sales: Dean Holoiien, Jeff Pugh, Mark Van Luven, Scott Wilson, Brad Zimmer
Staff: 77

The one that started it all. Young's Equipment's first location is its head office and flagship store. The service department is fully-equipped to handle anything you can throw at it, with 34,680 square-feet of shop space (including an 11,500 square-foot expansion) as well as a cover-all building providing almost 20,000 square-feet of space for storing customer equipment, or as extra shop space for setting up larger equipment.



WATROUS

Year opened: 2013
Branch/Service/Parts Manager: Keith Engele
Sales: Darcy Beeler
Staff: 11

Young's Equipment is committed to Watrous and its customers in the area, and proudly offers new Bourgault, Apache, and Kubota product lines, among others. In addition, the Watrous location offers a full selection of used equipment and access to the entire used inventory from all of Young's locations. The top priority at Young's Watrous is the continued growth of its parts, service, and equipment capabilities to better serve the customers of Watrous and surrounding areas for years to come.



WEYBURN

Year opened: 2006
Branch Manager: Michael Hoffmann
Service Manager: Paul Mansfield
Parts Manager: Colin Vandermey
Sales: Jeff Clay, Morgan Kelln, Neil Neufeld
Staff: 28

Occupying 14 acres of property, the Weyburn branch boasts a 41,000 square foot facility, completed in 2012. Since taking over in Weyburn, the company has seen tremendous growth, doubling the original staff to accommodate a burgeoning agricultural region. With over 57 years of combined experience in the industry, the management team of Paul (16 years in Service), Colin (20 years in Parts), and Michael (21 years in Branch/Sales) know what it takes to support your success. Along with their team, they are committed to keeping you up and running.



WINDTHORST

Year opened: 2005
Branch Manager: Niven Bachert
Service Manager: Carman Swallow
Parts Manager: Kelly Pusch
Sales: Dean Amy
Staff: 17

In addition to its inventory, Young's Equipment in Windthorst boasts a large service shop—fully stocked with all the latest specialty tools needed to keep your equipment running at peak performance and efficiency levels. The company's mechanics regularly participate in training courses for every type of equipment that's sold—ensuring they can diagnose and fix any equipment problems you might be having.



CORPORATE

General Manager and Owner: Tim Young
Assistant General Manager and Owner: Sean Young
CFO: Alan Hajewich
Corporate Service Manager: Brent Bazin
Corporate Sales Manager: Chad Jones
Corporate Parts Manager: Doug Pascoe
Human Resources Manager: Kalyn Webster
Operations Manager: Kirby Engele
Corporate Customer Relations Manager: Shane Townsend

The Corporate team at Young's Equipment exists to support the nine branch locations. By consolidating many background and duplicate processes under the Corporate banner, Young's front-line employees can focus all of their attention on serving you, the customer. The Corporate team oversees the day-to-day functions behind all of Young's employees, thereby making their jobs easier and more streamlined when interacting with customers.

FEEDBACK

Young's Equipment is always interested in hearing from its customers, so if you have anything you'd like to share or comment on, please be sure to contact the company through one of its locations, or through the Corporate team.

MAJOR PARTNERSHIPS

Young's Equipment is proud to partner with a number of organizations within the communities where it does business. A driving philosophy is to give back to the communities that have supported the company for so long. Major Partnerships include:

- Saskatchewan Roughriders (and founding partner of Mosaic stadium);
- STARS Air Ambulance;
- Canadian Western Agribition (Platinum Sponsor of Agribition; Presenting Sponsor of Chore Team Competition; Presenting Sponsor for Grain Expo);
- Agriculture in the Classroom: Champion-Level Sponsor;
- Agriculture More Than Ever: Partner;
- 4H: Support for various initiatives within 4H clubs across the province;
- Saskatchewan Apprenticeship and Trade Certification: Young's Equipment supports the apprenticeship program and process with the aim of helping young individuals gain the knowledge and training necessary to become successful in their chosen trade.



By coordinating the parts departments at Young's' nine locations and using an internal parts delivery system, Young's can take advantage of their \$14 million average parts inventory to ensure that our customers get the parts they need faster than they can anywhere else.



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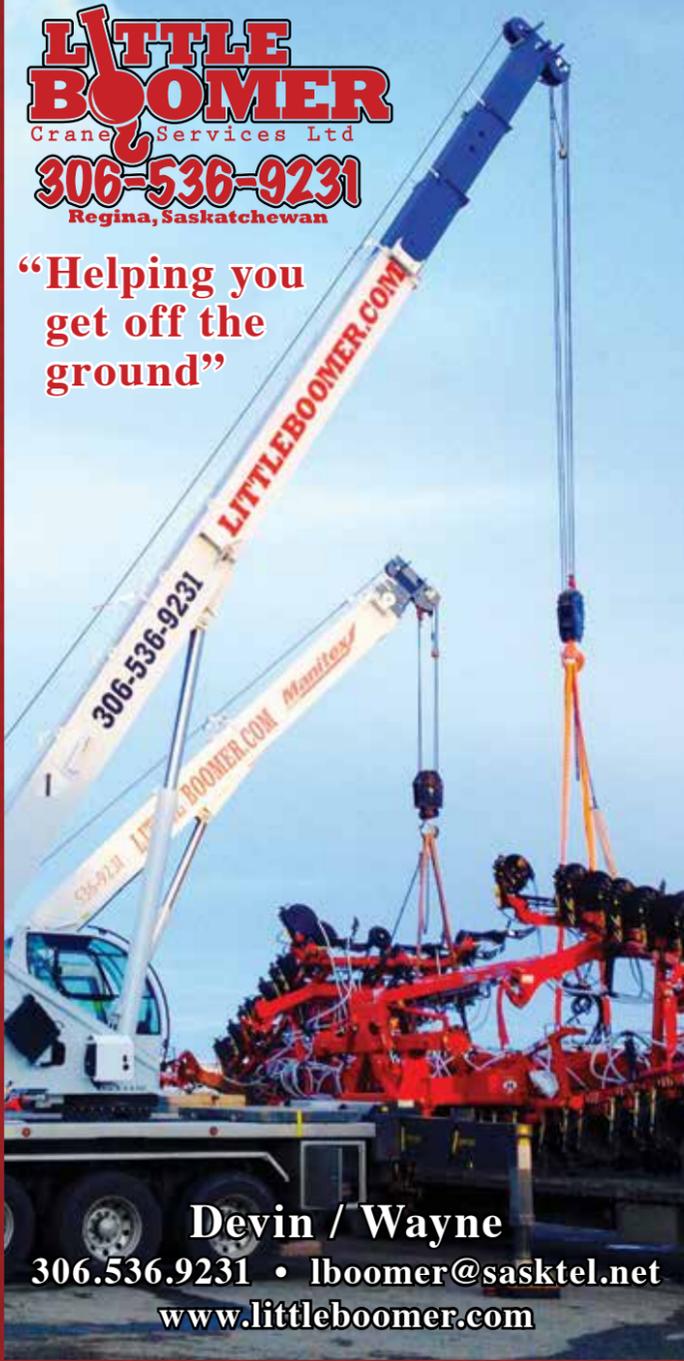


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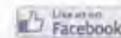
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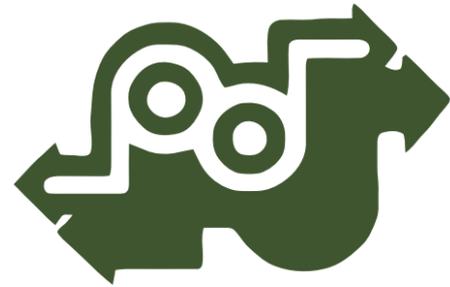


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