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Sent: Friday, August 3, 2018 5:08 PM

To: Nelson, Chris <Chris.Nelson@state.sd.us>

Subject: [EXT] H&I Grain affects

I would like to just let you know that the affects of the H&I Grain mess is causing us to lose out on some deals with these customers. I won't use any specific names but I was trying to offer some good deals on some equipment and was told that had they not been shorted so much money due to the loss of the grain thru the elevator that they would maybe take a look at doing some stuff.

Just thought I would pass along that this situation has quite the negative lasting effect.

Thanks for reading.

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