

Chamber Chatter

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2026 Second Quarter Recap



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DAKOTA SALES AND EQUIPMENT

For Darin Janes, Dakota Sales and Equipment began with a lifelong interest in cars and a goal of building a business his family could be part of. After years of working on vehicles, drag racing, and selling car parts, Darin opened the business in August 2019 on a gravel lot west of Arlington. His first office was an 8-by-12-foot shed. Over time, he added a two-bay shop, a larger office, and a paved parking lot.

The business expanded again in 2023 when Darin and his son added trailer sales after seeing a need in the area. Dakota Sales now offers DCT, ABU, and Darkhorse trailers, including enclosed, aluminium, and steel models made in the United States. Custom trailer orders are also available.

As the business grew, the original location no longer provided enough room for inventory. In August 2025, Dakota Sales moved into the Kneip building at 101 South Highway 81 in Arlington. The move gave the business better visibility, easier customer access, and more space for future growth. Today, Dakota Sales offers used cars, trucks, SUVs, and trailers, along with trade-ins and consignments for nearly anything with a

motor. Darin has handled motorcycles, boats, four-wheelers, side-by-sides, farm equipment, and even a semi. The business does not offer in-house financing, but it works with local lenders when financing is needed.

Darin said the business stands out because of its honest, low-pressure approach. *"If I would not put my family in the vehicle, I will not put it on my lot,"* he said.

He personally checks each vehicle before it is listed to make sure it is clean and mechanically sound. Customers are welcome to browse without pressure, and Darin said his goal is to provide *"small town, personal, friendly service."*

Finding clean, affordable inventory remains one of the biggest challenges. Much of Dakota Sales' inventory comes from Arizona, where vehicles are generally less affected by rust, while other vehicles are purchased through auctions in South Dakota and North Dakota.

The most rewarding part of the business, Darin said, is helping customers find the right vehicle or trailer and seeing them return again. Many repeat customers have become friends, and working alongside his wife, son, and son's family has made the business especially meaningful.

The Janes family also supports Arlington through local shopping, community events, youth baseball, the local car show, and assistance to area families in need.

The next step for the business is 81 AuctionHouse, a new partnership that will operate from the north half of the Kneip building. Plans call for three or four online consignment auctions each year, featuring a wide variety of items.

Darin's advice to new business owners is simple: owning a business is rarely limited to regular working hours, but the satisfaction of doing a good job for both yourself and your customer makes it worthwhile.

People can learn more about Dakota Sales and Equipment on Facebook, visit dakotasaleson14.com, or stop by 101 South Highway 81 in Arlington.

Want the full story? This is just the highlight—read the complete Chamber Spotlight at: ArlingtonChamberSD.com/spotlight



3RD QUARTER MEETING

SPEAKER
SENATOR CRABTREE

THURSDAY, AUGUST 27 **1481 ROADHOUSE GRILLE**
ARLINGTON, SD

SOCIAL TIME 5:30 PM • MEETING 6:00 PM

Join us for our third-quarter meeting on Thursday, August 27, at 1481 Roadhouse Grille.

Social time begins at 5:30 PM, with a meal provided, followed by the meeting and guest speaker at 6:00 PM.

State Senator Casey Crabtree will share opportunities to help rural communities grow, strengthen local businesses, attract and retain residents, expand housing, and position towns like Arlington for long-term success.

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Second Quarter Update

Dear Chamber Supporters and Members,

The Arlington Area Chamber of Commerce continues to grow, and we are proud to once again have more business members than ever before. Every new member strengthens our ability to promote local businesses, welcome new residents, and support the Arlington community.

Our second-quarter Chamber meeting was a wonderful example of that momentum. We had a strong turnout, valuable conversation, and an excellent presentation from Kecia Beranek of the South Dakota Retailers Association. Kecia shared several practical resources available to small businesses, including affordable health insurance options, free legal guidance, reduced credit card processing rates, and other tools that can help businesses save money and find support. A special thank you to BD Kings Lanes Bar & Grill for hosting us and providing a welcoming place for business owners and community members to connect. We also appreciate everyone who attended, joined the discussion, and helped make the evening so worthwhile.

The work of the Chamber continues between meetings, with board members helping move a wide range of projects forward.

Vice President Karl Steege launched a regional radio advertising campaign designed to keep Arlington top of mind across the surrounding area. The campaign highlights Arlington as more than a place to pass through - it is a community where people can shop locally, support small businesses, attend events, explore opportunities, and feel at home.

Secretary Preston Singrey has been leading the Chamber's Arlington Days efforts for July 31-August 2. The Chamber helps coordinate and promote the weekend, while local businesses, organizations, families, and volunteers host the many events that make it possible. The parade begins Saturday at 1:00 PM, and businesses, families, tractors, classic cars, and other unique entries are encouraged to participate. See the full schedule and register for the parade at arlingtondays.com.

Treasurer Andy Brown and his wife, Faith, assembled and mailed the new Chamber business directory to area residents. We also worked with the City of Arlington so the Chamber can be informed when new residents move into the community. That partnership will allow us to welcome newcomers with a Chamber directory and a welcome basket featuring information and resources from local businesses. It is a meaningful way to help new residents feel connected while introducing them to everything Arlington and the surrounding region have to offer.

This spring, Christine and I brought out the decorative flowers along Main Street for the season. We have also continued responding to Chamber inquiries and helping connect the many projects, conversations, and opportunities that come through the Chamber.

These are only a few examples of what your Chamber board has been working on. Much more happens quietly behind the scenes, and we are grateful for everyone who helps make that work possible.

We always welcome ideas, suggestions, and new ways to serve our members and community. We would also be glad to welcome more people who would like to get involved. Whether someone can help with one event, share an idea, support a local project, or give an hour of their time, every contribution helps us do more for our region. Thank you to our members, volunteers, local businesses, and community supporters for continuing to build positive momentum throughout our community.

Chris Hussak
President, Arlington Area Chamber of Commerce

Our Platinum Members

Brookings
HEALTH SYSTEM



Your Voice Matters

Contribute to the
Community Survey



arlingtonchambersd.com/survey



See What's Happening in the Arlington Area!

View upcoming community events or submit your own at

ArlingtonChamberSD.com/calendar