



SUNBASIN
GROWERS



Growers'
Connection

SPRING 2022



Looking ahead to the 2022 season



Tyson Chick
General Manager
CHS SunBasin Growers

This is the time of year that reminds me of how great it is to live in this state. You can drive from winter to spring in the same day. It also reminds me that a very busy spring season is right around the corner. Over the fall and winter, we have spent our time getting ready to serve your needs. You'll see some new delivery equipment showing up in the fields, and everyone has been working hard to get our floaters and sprayers ready for the busy season. We are asking our agronomy sales representatives to communicate often with you, as the more pre-planning you can give us on when you need your fields spread, the better we will be able to meet your requests. As it looks today, we should be in great shape to fulfill your agronomy fertilizer needs and have worked diligently to secure the crop protection products for the upcoming season.

There will be challenges in the supply chain this year and that is where your

cooperative, wins. Our global connections enable our abilities to be responsive to your needs. Communication is the key. Many products could be in tight supply and the more advance notice of what your needs may be, the better chance we will have to secure those for your farm.

Patronage on the business you do as an owner/member of CHS is another important way we bring value. Patronage checks for the fiscal year 2021, which ended on August 31, were electronically delivered in February and printed checks will go out in March. For patronage-related questions, the number to reach our equities group is 800-328-6539, owner prompt #1, patron equities prompt #1.

We look forward to working with you this spring and summer. Our goal is to make CHS your first choice for ag and energy inputs and grain delivery. Please, let me know if there are offerings or other ways we can strengthen that choice for your operation.

Thank you for choosing CHS as your trusted business partner. ■

Financing programs to fit your needs



Jamie Nguyen
Credit Manager
CHS SunBasin Growers

The 2022 crop season is set to be a challenging year in regard to supply chain issues and increasing costs. CHS remains committed to offering a variety of short-term and long-term financing programs to fit your needs. We have programs with specific product purchase requirements, along with programs that cover the purchase

of all our products. With many programs available, this can be overwhelming to address. Please reach out to me to set up a time to meet and discuss which programs will fit your needs. Please feel free to email me at jamie.nguyen@chsinc.com or call me at 651-355-5459 to discuss any of our programs. I look forward to working with you! ■

Cenex® lubricants in stock!



Dale Michelsen
Energy Manager
CHS SunBasin Growers

There have been numerous stories of lubricant suppliers not able to get product due to industry shortages in raw materials, additives and packaging.

Not so with Cenex! We have everything you need at Quincy, Moses Lake and Connell.

Stop by one of our locations or call us at:

- Quincy, 509-787-2510
- Moses Lake, 509-765-3465
- Connell, 509-234-2641

Scan the QR code to learn more about our quality Cenex lubricants!



Meet Agronomy Sales Representative Emanuel Farias

Emanuel Farias began his career with CHS SunBasin Growers in September 2021. He was raised in Royal City and graduated from Royal High School. Emanuel attended Washington State University and earned his bachelor's degree in integrated plant sciences. While attending college, he held positions where he worked with alfalfa, timothy, onions, potatoes and wine grapes. Emanuel works closely with Roland Wynhoff out of the Connell office. His goal at CHS is to help farmers in any way possible and ensure their farming needs are met. ■





The advantage of Bridon™ USA twine

Temperatures are warming up and before you know it, the long summer days will be here. Soon hay fields will be ready to cut and bale.



Rufino Gonzalez
Purchasing Specialist
CHS SunBasin Growers

Many hours will be spent getting your hay to a stackyard.

The last thing you want to worry about is the quality of your twine.

This is why we choose to provide our customers with Bridon™ USA twine, a company known for their industry-leading technology. To avoid some of the supply issues, we spent the early fall months planning with our customers and getting their forecasts to make sure we have the twine they need to make their operation successful.

Please get in touch with your CHS ASR and let us know whether you would like to pick up your twine or have us deliver it to your location. ■

The value of planning ahead

Supply chain issues continue to be a concern for all products and commodities. This is no different in our world of crop protection products. Many of you have heard about the issues with glyphosate supply; however, that is just one of 300-plus products we use in our cropping systems.

At CHS SunBasin Growers, we took the initiative to order early and have adequate supply of many products. Considering our crop diversity, it is difficult to have every need covered early. The sooner we know what your needs are, the sooner we can get in line to receive many of these allocated products.

Our Agronomy Sales Representatives have done a great job of communicating some of these challenges to you and will continue to do so using tools such as farm planning in Agellum®. The farm planning tool not only shows you the ROI but since it can be linked to acres and farms, it allows us to forecast and order products once we receive a commitment.

This year we may need to use some different chemistries from the old standards to keep your crops free of disease, weeds and insects, or pair some of these pesticides with other value-added surfactants and adjuvants to make sure we do it right the first time.

Please reach out to your CHS SunBasin Growers ASR today to ensure your needs are met. ■



George Smith
Agronomy Sales Manager
CHS SunBasin Growers

Did you know?

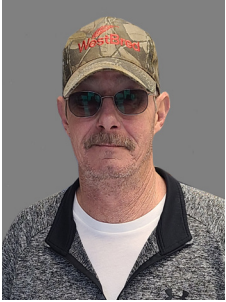
By Twenty-Foot Equivalent Units (TEUs), hay and forage is Washington's number one export commodity, with frozen potato products, apples, dairy products, and legumes also ranking among the top export commodities.

Source: NWSA Annual Trade Report 2020





Start your 2022 season out on the right foot



Roland Wynhoff
Agronomy Sales Rep.
CHS SunBasin Growers

We are at the beginning of a new crop year and there is a bit of uncertainty as to how this year is going to play out. The best practice is to start with a clean field with any compaction issues resolved. Always ensure

you have a firm, even seed bed. Set up your planter so the seed depth is correct for the crop you are planting. Make sure the seeds are placed uniformly. Ensure soil moisture and temperature is adequate for fast, even germination. A uniform stand establishment is a critical for your crop's success.

Start with quality seed

When taking into consideration the plant population needed for a high-yielding crop, it is important to know the percentage of truly viable seed. In most cases you will not have a 100% germination of seed so look at the tag that comes with your seed. If delivered in bulk, ask your CHS ASR about the correct seeding rate.

Whether you are basing your seeding rate on pounds per acre or seeds per acre you still need to know how many viable plants you are going to get per acre. Generally, the germination rate of most seed lots are 95% or greater. Using 95% as a guide, if you are seeding corn at 38,000 population you will only have about 36,000 viable seeds per

acre. If your target is 38,000 you should be planting at 40,000 seeds per acre.

Always use high quality seeds from a trusted source. Certified seed has purity and germ guarantees, which ensures you are not planting weeds back into your fields. Choose the best genetics that fit your farming system. Your CHS ASR can get you the right variety for your field.

Safeguard your investment

Protect your seed with the proper seed treatment to ensure strong, even germination and disease and insect protection. We have access to the industry's leading Seed Treat Technology and can match the right product for your situation. The faster and more evenly your crop emerges and gets established the greater the yield potential.

You should be considering planter band, in furrow and 2X2 starter fertilizer with insecticide and fungicides (crop dependent, always read and follow the product label) to give your crop faster emergence and additional protection.

CHS SunBasin Growers offers the full line of VIVE products specifically designed with "Nano" technology to mix with liquid fertilizers and other chemistry, which is unlike any other product line available. Please do not overdo your starter package as it can cause seed burn and a negative crop response.

Often, we see disease symptoms above the ground but need to examine the roots to find the true culprit. Protecting the seed and

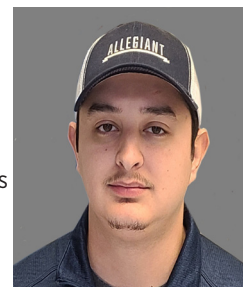
seedling is extremely important. Every time you are seeing an issue with your crop you are losing yield potential. Your CHS ASR can get you the right product mix for the crops you are growing.

To hit your yield goals, you need the right nutrient package. For example, according to WSU it takes about three units of nitrogen to produce a bushel of wheat. Using chelated micronutrients, which can be applied to your macronutrients via the Wolf Tracks system at our Warden fertilizer plant, it will give your micronutrients even distribution across the field. That and our lineup of Levesol® products free up and make more nutrients available so we have been able to achieve one bushel for each 1.8 units of nitrogen. Levesol products make the nutrients you apply and nutrients already in the soil readily available.

Water is the key nutrient

One big take away from last year: we lost a lot of the crop's potential. We had an exceptionally dry winter; we were well under historical normal rain and snowfall. That caused a huge deficit in the sub moisture, with the north by northeast winds continuing all spring we were unable to build up that profile. That had a tremendous adverse effect on our crops. Keep that in mind as we get closer to irrigation. We are still way below normal winter moisture as of right now. If possible, when the water is available try to build your moisture profile up as best you can. It will pay off at harvest time. It may be necessary to use soil moisture penetrant products to help get the water to the roots.

Contact your CHS SunBasin Growers ASR for all your farming needs. ■



Emanuel Farias
Agronomy Sales Rep.
CHS SunBasin Growers