



Planting the Seeds for Our Success

By Tyson Chick, general manager, Tyson.Chick@chsinc.com

“Thank you.” Simple words that can easily be forgotten, but I can’t stress enough how much we appreciate our customers and the trust you place in us every day.

Our seed business spends years researching, planning, and keeping a constant eye on details to have the seed varieties that you want. Varieties that are leading the market for yield with the right tolerances for our specific geography. We are highlighting that group in this edition.

Eric Ward, operations manager, along with Derrick Laird, operations supervisor, lead a great team that manages a state-of-the-art seed cleaning facility just outside of

Connell, Washington. Austin Davis and Roland Wynhoff, agronomy sales representatives, bring years of experience and knowledge and spend countless hours researching latest trends and varieties, along with what inputs it takes to maximize both yield and profit on your farm. Supported with leading edge technology like Agellum®, they can bring a full focus and farm plan that will take the guesswork out of your budget and help bring comfort in knowing that you are making the right decisions to maximize your bottom line.

Seed is where we start as a business, and we are proud of the fact we can continue that relationship

and trust to also bring you the needed inputs like crop nutrients, crop protection, and energy products to power that production. Our finance group strengthens that bond with competitive products to help you manage your cash flow. Access to global grain markets, utilizing the full potential of the relationships CHS has developed with buyers in places like Japan and Southeast Asia is where it finishes.

We are here because of our member-owners. We will continue because of the trust we earn. Thank you for giving us the chance to earn your business! ■

Farm Planning

By George Smith, agronomy sales manager, George.Smith@chsinc.com

As we head into the summer and while our main focus is still on the crops currently growing, it’s a good time to reflect on some of the challenges we have endured to this point. We have dealt with weed pressure, lack of moisture in some of our growing regions, and the supply chain issues we contend with on a daily basis.

It is very easy to focus solely on the crops and year at hand, but it’s also never too early to start planning for next year. With the supply chain issues not going away anytime soon, it may be a good time to speak to your CHS

SunBasin Growers agronomy sales representative (ASR) about planning for next year’s crop. With our Agellum farm planning software, you and your ASR can formulate a plan to maximize the ROI on your whole farm, field by field. Doing this now will help by giving you and us a head start on making sure we have the product you need, when you need it. You may also be able to take advantage of some early buy opportunities.

Contact your local ASR today about Agellum farm planning. ■

Plan Now to Protect Yields

By Roland Wynhoff, agronomy sales representative, Roland.Wynhoff@chsinc.com



At CHS SunBasin Growers, we are fortunate to have worked with some very competitive growers. In 2020, we worked with two nationally placed growers from the National Wheat Yield Contest. Derek Friehe of Friehe Farms had an excellent plot in a field of LCS Jet that won him the Bin Buster

Award with 206.7 bushels per acre (the highest recorded yield in the nation). Derek's field didn't fair too bad, a 130-acre pivot brought in 25,378 bushels across the scale for an average of 195.2 bushels per acre. That followed up his 2019 Irrigated Spring Wheat first place finish of 180.77 bushels.

James Getzinger's (Getzinger Farms) 2020 harvest was also a successful one, placing second in the nation with a 164.34-bushel average. James has placed nationally

twice, with the first in 2017 where he took third place with 152.55 bushels.

In 2020, CHS SunBasin Growers was fortunate to work with a total of six state winners in the contest: Derek, James, Zeke Ochoa (who missed out nationally by 0.2 bushels), Travis Schuh and Herb Stahl from Stanfield, Oregon.

Since the National Wheat Yield Contest started in 2016, we have had the pleasure of working with nine national winners, including Phillip Gross of Warden Hutterian Brethren who was the nation's yield leader in 2016, 2017, 2018 and who was the first grower in the nation to record a more than 200-bushel yield in the contest. He has since exceeded 200 bushels three times.

This year we currently have eight growers signed up to compete with the rest of the nation. ■

Seed Variety Options Can Benefit Your Operation

By Austin Davis, agronomy sales representative, Austin.Davis@chsinc.com



With the extreme lack of moisture, we are all facing a less-than-shiny outlook on yields in the dryland. Currently, our production outlook still looks to be in good shape overall.

My advice is to give us an early call so we can discuss your options and place you on our list. This is going to be a case of the early bird getting the worm.

With that said, here is some information on a few varieties that you may not know, as well as the usual suspects you'll want to talk with us about this fall.

Piranha CL+: At this point everyone knows Curiosity CL+. Its replacement is called Piranha CL+. Piranha is an improvement, with the same target use areas in mind. Better disease package all around, with about 50% of the population carrying the PCH1 foot rot gene.

Devote: The replacement for Otto, called Devote, offers very good disease resistance to fusarium, eyespot, snow mold, and stripe rust. Due to short supply from Foundation seed last fall, this one will be extremely limited this fall; with excellent supply expected next year.

WB4394: A wonderful alternative to Keldin, in both irrigated and dryland situations. This one doesn't quite have the ultimate top end potential that Keldin does under intensive irrigated management. In all other situations, this one is a little less fickle to live with. Great standability, yield, test weight, and protein.

In the Forage world, there are a few things to talk about.

Flex 719: Many of you have already had some experience with this wonderful 102/103BB replacement. But did you know that this one has also shown to be truly facultative? Meaning it isn't just simply a winter variety.

Trical 141: Most know this one as a monster spring variety. While it is a true spring, it has incredible winter hardiness. This one has repeatedly shown to survive our worst winters, provided you keep it small going into winter.

Alfalfa: If you are an alfalfa grower, then you have probably already seen what 4030 and Stockpile can do. Looking ahead, there is a new 800-pound gorilla coming, and its name is Ace. Ace comes from the same breeding line as 4030 but has the newest genetics and disease resistances available. Supply is extremely limited this fall but look for this one to dominate in the very near future. As always, all the excellent alfalfas we source from Forage Complete come with a clean PCR. ■



Top photo: WB4394 wheat
Middle and bottom: The Frischknecht Seed Plant.

Fulfill Your Storage Needs

Do you struggle to keep your shop organized? Are you seeking better storage options for your bulk oil rather than jugs and drums? CHS SunBasin Growers offers valuable solutions to this common problem through our regional Cenex® Central Lubricant Terminal (CLT).

Bulk oil is delivered to the CLT via rail. Once at our terminal, the oil is repackaged into drums and totes, which are then shipped throughout the PNW. This gives CHS SunBasin Growers the ability to deliver bulk oil to our customers.

We have a few different storage setup options including stackable totes of varying sizes, 275-gallon cage totes or 275-gallon oval tanks. Pumps and hose reels are also available to help keep your setup clean and easy to use.

For more information on our bulk oil storage options, as well as monitors to keep you from running out when you need lubricants the most, please contact one of our certified energy specialists or your nearest CHS SunBasin Growers office.

Marion Rice: 509-760-4015

Brad Dixon: 509-750-1858

Scott Long: 509-537-6277

Credit Programs Options to Fit Your Needs

By Jamie Nguyen, credit manager,
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The 2021 crop season is in full swing! As we continue through the season, we remain committed to offering a variety of short-term and long-term financing programs to fit your needs. We have upgraded our sales and service platforms this season to streamline the process for both open A/R accounts and loan programs. We are continually striving to improve the way we do business and always looking for ways to provide you with more exceptional customer service.

As we move along through this season, we will monitor credit limits so you will continue to receive product deliveries without interruption. Our priority is making the account review process as convenient as possible.

It is never the wrong time to start to think about financing options for the upcoming season. Please be on the lookout for future mailings which will discuss our season long crop input financing options and other financing programs.

We also continue to offer our CHS SunBasin Growers Prepayment Program. Earn 2.25% APR interest credit on remaining prepay balance at the end of each month. (Product specific prepays do not qualify.)

Please feel free to email me at *jamie.nguyen@chsinc.com* or call 651-355-5459 to discuss any of our great programs. I look forward to working with you! ■

Commodity Prices Up On Tight Stocks

By Michael Lowry, grain merchandiser,
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I want to talk about what has happened to get us to these higher commodity prices. China has already started buying U.S. corn from the harvest that farmers will start gathering in the fall, which will continue to tighten U.S. stocks. The rebound is creating demand for corn to rebuild domestic inventories and feed an expanding swine industry. China has booked more U.S. white wheat this year than any country besides the Philippines, the top buyer of the grain. While U.S. producers have long tried to be part of the market for certain foods made from white wheat flour, the recent purchases reflect a need for animal feed. Brazil and Argentina's weather situation has been a tale of opposites in recent weeks, and agricultural output is suffering. Too much rain delayed both the soybean harvest and planting of the corn crop in Brazil. Brazil's production estimates have been cut as drought conditions plague the countries' corn areas.

With spring wheat crops getting off to a difficult beginning, weather will remain the focus on the crop as major North America spring wheat production areas see high temperatures and drought conditions. The second USDA crop conditions report verified the rough start to the growing season, putting conditions at 43% good to excellent with 20% rated poor to very poor compared to the week earlier of 45% good to excellent and last year's 80%. The market is expecting this to stay consistent throughout the growing season which will keep prices on the high side. Early season HRW news had rains delaying the start to HRW harvest in Texas as heavy rains and humidity are beginning to produce some sprout damage. Oklahoma saw test cutting with a very promising crop sitting in the field, but they are expecting lower proteins. Information on worldwide crop conditions travel so fast that it creates a very volatile marketplace. We encourage sell orders because the market trades 17 hours a day and we take advantage of the overnight trade.

Reminder: When delivering grain to our Kennewick and LOMO facilities, all loads delivered must have a Bill of Lading (BOL) with the producer's name, account number and type of wheat delivered. Each producer is responsible for having the correct BOL with each load delivered. Make sure BOL's have the correct commodity identified. If you are using custom harvesting or trucking, please make sure they have a copy of the BOL to help cross reference loads delivered. Let us know if you have any changes to your accounts (split percentages, name, or address changes), need a new account set up or new cards for your trucks. As we look forward to another successful harvest, please let us know if we can do anything to help make your harvest process smoother! ■



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CHS Bean Plant Expansion in Othello to Triple Processing Rate

With the recent addition of 50,000 square feet of warehouse space, the CHS dry edible bean plant in Othello, Washington, is increasing its storage capacity by 35%. This move is driven by the CHS strategy to expand capabilities to better serve its farmer-owners and maximize asset potential.

In the fall of 2020, CHS leased adjacent warehouse space, formerly Harvest Fresh, next to its dry edible bean processing plant in Othello.

With this additional space, the plant will be adding a new cleaning line, which will nearly triple the hourly rate of beans going through the line. The plant will also be adding a fully automated packaging line.

“This investment substantially increases our manufacturing capacity, which will lower our overall production costs and position our

plant to better support the growing demand for packaged products,” said Chris Guess, general manager of the plant.

He said due to lifestyle changes and the impact from COVID-19 this past year, the industry has seen an increase in the demand for dry edible beans across the United States and other countries.

The Othello dry edible bean processing plant adds value to crops grown by area farmers through processing, packaging, and delivering 10 varieties of dry edible beans to domestic and international markets. Beans processed at the facility are marketed under the CHS brand (including the El Mejor Frijol® brand), sold in bulk or packaged under private labels for other food brands. ■



As the CHS dry edible bean plant in Othello, Washington, continues its expansion project, a fully automated packaging line will replace the current manual bagging station. The upgrade will nearly triple the hourly rate of beans going through the line.



A forklift operator drives through a doorway built to connect the current CHS dry edible bean plant facility in Othello, with new leased warehouse space. This will allow the plant to increase its storage capacity by 35 percent. The new space also allows CHS room to upgrade its cleaning line and fully automate its packaging line.



Beans are being moved to load out in the new warehouse space recently leased by the CHS dry edible bean plant. The new warehouse adds 50,000 square feet of additional space.