

FALL 2019

# Growers' Connection

CUSTOMER NEWSLETTER

www.chssunbasingrowers.com



## CHS Seeds for Stewardship grant supports Columbia Basin Junior Livestock Show

**CHS SunBasin Growers recently awarded a \$10,000 grant to the Columbia Basin Junior Livestock Show.**

*Pictured (l. to r.) are: Lauren Smith and Burl Booker, Columbia Basin Junior Livestock Show; Tyson Chick, general manager, Austin Davis, agronomy sales representative, Sara Hensley, energy location manager, and Don Olson, certified energy sales representative, all of CHS SunBasin Growers.*

## Join us Nov. 22 for grower education, annual update

CHS just finished its fiscal year on August 31 with preliminary unaudited numbers for CHS SunBasin Growers showing another good year.

None of the success we experienced this past year could have happened without you, our owner-members. We invite you to join us in celebrating this achievement on November 22 starting at 8:00 am in the ATEC building at Big Bend Community College in Moses Lake. The day will begin with the annual meeting followed by our annual grower education meeting where you will have the opportunity to earn continuing education credits toward your pesticide license.

Sales representatives, grain originators, credit managers, and accounting personnel will be staffing booths and available in the



*Tyson Chick, General Manager  
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halls during the day to answer your questions. We are excited to show you more of what we can offer with our Agellum™ crop technology and talk about our CHS branded chemical products.

We will also be demonstrating

how to access updated account information through the MyCHS app on our website. Watch your mail in early November for more information along with a ballot for our yearly producer board member elections. I'm looking forward to presenting on our community investments: donations to local food banks as part of our CHS Harvest for Hunger campaign, a stewardship grant to the Columbia Basin Junior Livestock Show and our continued support of local 4-H livestock auctions, and highlights of the past fiscal year.

With much appreciation for your continued support and patronage as an owner-member of CHS, I hope to see you at our local annual meeting and grower education day. Thank you for another successful year!

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## Financing solutions for 2020

Producer financing is an important part of planning for the crop season. CHS SunBasin Growers offers many programs to provide options for short-term and long-term financing.

I am excited to announce we are offering Spring Terms Agreement. This program defers fall fertilizer and related services until March 15, 2020, at 0% interest to qualified customers. This program helps to improve cash flow and fall and spring operation efficiency.

The Autumn Rewards program is a great way to take advantage of competitive interest rates for the purchase of specific products, with a December 15, 2020, due date. For a list of qualified products, reach out to your sales representative. Interest rates will vary depending on the timing of your application and the credit rating. Applications received by December 15, 2019, can qualify for 0% interest. There will be minimum purchase requirements.

One of our most popular programs is our Crop Input Financing Loan program. This program allows you to purchase our products and take advantage of season-long financing. This aligns your payment due date with your crop income. The application process is quick and easy.

With the 2020 season kicking off, I will begin my annual credit review process. You will receive a letter and credit application in the mail, requesting information for the annual credit review. This is part of our continuing efforts to review credit on an annual basis to help protect your assets within CHS SunBasin Growers. It is my priority to make the review process as convenient as possible.

I am available to meet to address any questions or concerns related to credit. While I am at the Quincy location, my work and expertise extend to the entire Basin. I am willing to travel if you do not have time to come to me.

Please feel free to email me at [jamie.nguyen@chsinc.com](mailto:jamie.nguyen@chsinc.com) or call me at 509-787-3511 with any questions or concerns you may have. I look forward to working with you!

*Jamie Nguyen, Credit Manager  
Jamie.Nguyen@chsinc.com*



## Highlighting seed trials

With this change in season, it's the perfect time to highlight our trial work, and the notable varieties in those trials. First and foremost, we'd like to give special thanks to the wonderful people who work with us and make these large-scale trials possible — the Warden Hutterian Brethren for the fall trials and Getzinger Farms for the spring trials. Thank you very much.

### Fall trials

Plot lengths are 786' by 57' wide.

WB Keldin – Still leading the pack in yield at 202 bu/ac, 61.9# and 12.8% protein. Keldin is a great dual purpose wheat(dry/irrigated), but remember to have a timely Palisade application for intensive management.

LCS Jet – Another great dual purpose wheat with less lodging concern than Keldin. Came in at 192.8 bu/ac, 60.2#, and 12.8% protein. Remember to hold a little bit of your nitrogen back for a flowering application to ensure protein.

WB 4394 – This is a new wheat that we are very excited about. While taller than Keldin, it has excellent straw strength, a notably longer coleoptile, and is running with the big dogs. 196 bu/ac, 62#, and 12.6% protein. We'll have more data this coming harvest, but this is definitely one to watch!

### Spring trials

35' wide, by 1,164' long.

WB 9662 – '62' is the fall plant option, replacing Espresso. Notable for its greatly increased winter hardiness over Espresso. Shorter plant height, and more consistent yield, protein and test weight. When spring planted, this variety will be somewhat later maturity. 151 bu/ac, 63.4#, and 15% protein.

WB 9668 – '68' is my personal favorite DNS. Very widely adapted, just doesn't do many things wrong. In intensively managed fields, consider a timely Palisade application. 154.6 bu/ac, 63.6#, and 15.1% protein.

Cheers!

*Austin Davis, Seed Sales  
Austin.Davis@chsinc.com*



## Consider fall burndown

It's never too early to start planning for the best way to treat weeds in your fields. Now is the time to meet with your CHS agronomy sales rep to talk about what weeds were an issue on the farm this season. Depending on which weeds were found, you may want to apply a fall burndown herbicide. Adding Hypertonic and Buckhorn Total can increase the effectiveness of your herbicide. Some weeds found this time of year will still germinate regardless of the cold temperatures, but using an effective fall burndown herbicide can give you an advantage against weeds stealing nutrients from your crops next spring.

Now is also a good time to talk to your CHS agronomy sales rep about your twine needs. We carry Bridon USA twine as it continues to be the superior product of choice for the Columbia Basin. Booking your twine order early will guarantee availability of the specific color and size you want, along with the most competitive price in the market.

Thank you for giving us the opportunity to help you grow your crops and your business.

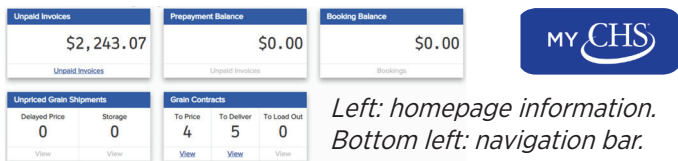
*Rufino Gonzalez, Purchasing Specialist  
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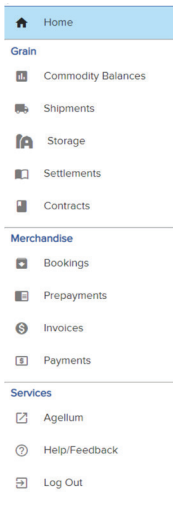
# MyCHS app provides quick snapshot of your business

In late July, CHS rolled out a new, re-vamped customer web-based app called MyCHS. This newly redesigned app brings all of the business you do with CHS together into one easy-to-read source. Navigating between the separate components is logical and quick.

The MyCHS homepage gives you a quick snapshot of your business with CHS. You can see your unpaid invoices, bookings, grain contracts, and more.



Left: homepage information.  
Bottom left: navigation bar.



Using the navigation bar on the left, you can dive deeper into each of the categories displayed for more information. Under Grain, you can look at your commodity balances, shipments, storage, settlements and contracts. Under Merchandise, you can see your bookings, prepayments, invoices and payments. The navigation bar also includes a link to Agellum™.

MyCHS allows you to convert your information into PDFs or an Excel spreadsheet. Information can be downloaded anywhere you see these buttons:

The new app is customizable to fit your preferences, offering the ability to view your information in two different formats — a traditional table format or a card format. You can also filter your information to find exactly what you are looking for. Grain shipments can be filtered by date, location, and commodity, while invoices can be filtered by paid, unpaid and due date.

MyCHS is constantly evolving to fit the needs of our customers while also offering new features. Watch for new reporting features that will allow you to generate a Grain Summary or Proof of Yield.

Signing up is free and easy. All you have to do is go to [chsunbasingrowers.com](http://chsunbasingrowers.com) and look for the blue, MyCHS button in the top right corner of your screen. Complete the sign-up form and you will receive an email with your registration information. If you need any assistance with signing up or if you are already registered and have any issues, feel free to contact me at [tasha.gentry@chsinc.com](mailto:tasha.gentry@chsinc.com) or (509) 765-3881.



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# Grain, looking to the future

Another harvest is behind us and winter is staring us down. Overall, wheat harvest turned out very well with growers reaping a little better than average yields. Corn harvest started in early October, and we expect yields to be down a little with the late planting season and cooler temperatures throughout the summer months.

The subject of trade relations has been a huge market concern this year, but we have received some good news lately on that front. The U.S. and Japan have come to an agreement that will enable American producers to compete more effectively with other countries who have preferential tariffs in the Japanese market. The deal will provide American producers access to Japanese markets to supply them with food and other agricultural products by eliminating tariffs, reducing tariffs and allowing some imports at zero duty. The tariff reductions will match the tariffs that Japan provides to those in the TPP agreements, putting us on equal footing with our competitors.

Japan will reduce tariffs on fresh beef, frozen beef, fresh pork and frozen pork. Tariff elimination will be enacted for almonds, blueberries, walnuts, sweet corn, grain sorghum, broccoli and prunes. Among others, wheat will benefit with preferential market access through the creation of Country Specific Quotas, which will give the U.S. a preferential tariff rate, generally zero. These agreements will expand access to U.S. food and agricultural exports, promote job growth, increase farm income and generate more rural economic activity. We all know China is the bigger prize when it comes to trade but for PNW growers, but this is definitely a step in the right direction!

There is a lot more work to do and we are hopeful for more positive trade developments in the near future. If you would like to know more specifics on these changes, please feel free to call the marketing office at 509-765-3881. Thank you for your business!!



Camron Bishop, Grain Department Manager  
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## A REWARDING INVESTMENT. POWERED LOCALLY.®

Earn a \$50 Visa® gift card for every 125 gallons of high-quality Cenex® oils, hydraulic fluids, gear lubes and greases you buy between November 1, 2019 and February 28, 2020. See us for details, and ask about the Cenex Total Protection Plan® for up to 10 years/10,000 hours of coverage. Stop in today to earn gift cards.

Contact your CHS certified energy specialist for more information.

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## Stay focused on safety

Let's make 2019 the safest year yet by highlighting awareness for yourself and your employees.

Agricultural employers and employees need to practice safety measures on a year-round basis.

Take advantage of farm safety training when it's offered by area equipment dealerships, cooperative extensions or farm organizations.

### Safety tips

Here are some safety reminders that all farms, farmers and farm families should observe.

- Safety and maintenance checks on all tractors should be done daily.
- Prohibit riders on farm equipment not designed for more than one.
- Make sure the triangular, orange, Slow Moving Vehicle (SMV) emblem is on all farm tractors travelling on roads.
- All operators required to wear seatbelts on any equipment they operate.

- Be aware, silo gas has deadly potential when storing.
- Grain bins can be extremely dangerous due to engulfment, augers, sweep augers, rupture and confined space entry. Extra caution is warranted.
- Any equipment raised hydraulically should be supported before performing maintenance on it.
- All PTO shields and other safety shields must be in place on all farm equipment.
- Never step over a running PTO. Before working on any farm equipment, be sure that the PTO has been shut off and that all machine movement has ceased.
- Operating farm equipment in a closed space can lead to illnesses created by CO2 poisoning. Always ventilate if using fossil fuel-powered equipment.
- Tractors and implements should be compatible. Avoid overloading your equipment.

**Be safe,** remember, farm safety is no accident.



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### CHS at the 2019 Othello Demo Derby

