



SUNBASIN
GROWERS



Growers' Connection

Some Things Don't Change

By Tyson Chick, General Manager, Tyson.Chick@chsinc.com

In a crazy world where it seems we constantly deal with new threats and interruptions to even basic ideas, I am proud that our commitment to the customer at CHS has not changed. CHS continues to make improvements to our product line offerings in Agronomy, such as the recent investment in the Wolf Trax™ technology at Warden, and our continued roll out of the Agellum® farm planning platform. There are some great articles in this newsletter on our commitment to helping you grow by putting together test plots to help source the best seed varieties for your farm. I'm proud of the work our Agronomy group does and their commitment to helping you grow.

In Grain, we have made substantial investments to your grain terminal in Kennewick. Camron's article on page 3 talks about the improvement in the facility and we hope you feel the same. As he mentions, if you see ways we can improve, please let us know!

Fuel dispensers and pumps were upgraded, and new delivery equipment purchased to maintain a constant and reliable supply of fuel when you need it. For those of you with trucks that travel to multiple states and would like to get a better consolidated bill, let's talk about our Fleet Card (see page 4).

It's comforting as an employee to see this commitment to the customer as well as the commitment of investment into our local communities. Earlier this spring CHS awarded a grant of \$10,000 to Grant County Fire District 10 & 11 to support the purchase of a live fire extinguisher training system.

There's a lot of uncertainty in the world, but the one thing that is certain is our commitment to the customer and the community. Thank you for letting us be your business partner in ag. ■

[The Lion ITS Fire Extinguisher Prop allows the Grant County Fire District to safely train firefighters and members of the public in the proper use of a fire extinguisher under live fire conditions.](#)



Programs To Make 2021 Financing Easier

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

As fall arrives, it is time to start thinking about the 2021 season. Producer financing is an important part of planning for the crop season. CHS remains committed to our producers, offering short- and long-term financing programs to fit your needs. We are currently in the process of improving our platforms to streamline processes for both our open A/R accounts and loan programs.

I am excited to announce we are offering the CHS Capital Fall 0% Fertilizer and Fumigant Loan Program. This program defers fall applied fertilizer, fumigant and related services until March 15, 2021 at 0% interest to qualified customers. To qualify for this program, you will need to fill out a CHS Capital input loan application and book 10% of financed amount in CHS Branded chemical products for spring 2021 use.

The Autumn Rewards program is a great way to take advantage of competitive interest rates for the purchase of specific products. 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 12/15/20 can qualify for 0% interest. There will be minimum purchase requirements.

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

To make 2021 financing easy and convenient, you will be able to fill out one CHS Capital loan application to be able to participate in any or all of the loan programs listed above.

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

Please feel free to send me an email or call 651-355-5459 with any questions or concerns you may have. I look forward to working with you! ■

Entry	Brand	Product Name	Seed Treatment	Market Class	Cash Price*	Yield (Bu/A)	Test Weight	Protein (%)	Plant Height (Inches)	FHB	Stripe Rust	HRW 11.5 DNS 14	Protein +/- Bu	Protein +/- Acre	Gross Return/A
4	WestBred	KELDIN	Evergol Energy Gaucho + Salient	HRW	5.31	196.4	63.3	12.0	35	3.0	3.0	\$ 1,042.88		0.00	\$ 1,042.88
15	Syngenta	AP Venom	Cruiser Maxx Vibrance HR 1 oz	DNS	5.83	183.1	61.0	12.7	34	4.0	2.0	\$ 1,067.47	-0.24	-43.94	\$ 1,023.53
8	Limagrain	LCS Jet	CHS Dryland / Zinc / Release / Stamina	HRW	5.31	188.7	60.5	11.9	32	3.0	1.5	\$ 1,002.00		0.00	\$ 1,002.00
7	Limagrain	LCS Jet	CHS Dryland / Zinc	HRW	5.31	187.3	61.6	11.9	32	3.0	1.5	\$ 994.56		0.00	\$ 994.56
13	WestBred	WB9662	Evergol Energy Gaucho + Salient	DNS	5.83	168.6	63.5	14.6	35	5.0	2.0	\$ 982.94	0.04	6.74	\$ 989.68
6	Limagrain	LCS Jet	CHS Dryland Blend / Zinc / Stamina / Release / 1152 / Aventine / Topper	HRW	5.31	186.7	61.6	11.8	32	3.0	1.5	\$ 991.38		0.00	\$ 991.38
16	Syngenta	AP Octane	Cruiser Maxx Vibrance HR 1 oz	DNS	5.83	171.8	62.1	13.0	29	4.0	2.0	\$ 1,001.59	-0.16	-27.49	\$ 974.11
14	WestBred	WB9668	Evergol Energy Gaucho + Salient	DNS	5.83	166.2	65.0	14.2	34	5.0	2.0	\$ 968.95		0.00	\$ 968.95
5	WSU	Scorpio	CHS Dryland Blend / Zinc	HRW	5.31	181.7	61.2	12.0	33	3.0	2.0	\$ 964.83		0.00	\$ 964.83
17	Syngenta	SY Gunsight	Cruiser Maxx Vibrance HR 1 oz	DNS	5.83	171.2	62.9	12.5	34	3.0	2.0	\$ 998.10	-0.24	-41.09	\$ 957.01
12	WestBred	WB9350	Evergol Energy Gaucho + Salient	DNS	5.83	171.3	61.3	12.0	25	5.0	2.0	\$ 998.68	-0.32	-54.82	\$ 943.86
2	WestBred	WB4394	Evergol Energy Gaucho + Salient	HRW	5.31	174.7	63.8	11.8	37	5.0	2.0	\$ 927.66		0.00	\$ 927.66
10	Syngenta	AP Redeye	Cruiser Maxx Vibrance HR 1 oz	HRW	5.31	173.7	62.5	11.9	35	5.0	2.0	\$ 922.35		0.00	\$ 922.35
9	WestBred	WB4311	Evergol Energy Gaucho + Salient	HRW	5.31	170.4	63.0	13.1	35	4.0	1.5	\$ 904.82		0.00	\$ 904.82
3	WestBred	WB4303	Evergol Energy Gaucho + Salient	HRW	5.31	167.8	61.0	11.8	33	5.0	3.0	\$ 891.02		0.00	\$ 891.02
11	Syngenta	SY Wolverine	Cruiser Maxx Vibrance HR 1 oz	HRW	5.31	164.2	64.1	12.2	35	6.0	6.0	\$ 871.90		0.00	\$ 871.90
1	WestBred	WB4418	Evergol Energy Gaucho + Salient	HRW	5.31	163.2	63.2	12.0	32	6.0	6.0	\$ 866.59		0.00	\$ 866.59

*Cash Price based on CHS SunBasin Growers delivery to Kennewick/LoMo as of 8-13-2020
 **Palisade (10 ounces) at herbicide timing
 **Huskie Herbicide
 **FHB noted in each variety
 **40 units of Nitrogen and quart of 10% boron at flag leaf timing for the field (HRW) which was head fill for the fall planted DNS

Entry	Business Brand	Product Name	Seed Treatment	Market Class	Plant Height (in.)	Harv. Plot Weight (lbs)	Moisure (%)	Harv. Plot Length (ft)	Harv. Plot Width (ft)	Test Wt. (lbs/Bu)	Protein (%)	Yield (Bu/A)	Cash Price	Dockage/ bu	Dockage/ A	Gross Return/A
9	Syngenta	AP Venom	Cruiser Maxx Vibrance Hi Res 1 oz	DNS	38	8770	8.2	1140	34.5	62.3	13.8	171.8	\$ 5.93	\$ (0.04)	\$ (6.87)	\$ 1,011.90
12	WestBred	WB9350	Evergol Energy Gaucho	DNS	27	8764	8.1	1140	34.5	62.6	13.5	171.9	\$ 5.93	\$ (0.08)	\$ (13.75)	\$ 1,005.62
7	Syngenta	AP Octane	Cruiser Maxx Vibrance Hi Res 1 oz	DNS	31	8428	8.4	1140	34.5	62.3	13.9	164.7	\$ 5.93	\$ (0.04)	\$ (6.59)	\$ 970.08
1	WestBred	WB9662	CHS Dryland Blend + Zinc +CHS Unlocked 1.5 oz	DNS	32	16158	8.5	1140	69	63.2	15.3	157.8	\$ 5.93	\$ 0.08	\$ 12.62	\$ 948.38
11	WestBred	WB9662	Evergol Energy Gaucho	DNS	34	8030	8.2	1140	34.5	63.2	15.1	157.3	\$ 5.93	\$ 0.08	\$ 12.58	\$ 945.37
8	Syngenta	AP Renegade	Cruiser Maxx Vibrance Hi Res 1 oz	DNS	40	8312	8.5	1140	34.5	63	13.2	162.3	\$ 5.93	\$ (0.16)	\$ (25.97)	\$ 936.47
6	Syngenta	SY Gunsight	Cruiser Maxx Vibrance Hi Res 1 oz	DNS	36	8166	8.3	1140	34.5	62.8	13.7	159.8	\$ 5.93	\$ (0.08)	\$ (12.78)	\$ 934.83
4	WestBred	WB9662	CHS Dryland Blend + Zinc	DNS	32	7934	8.4	1140	34.5	63.2	15.3	155.1	\$ 5.93	\$ 0.08	\$ 12.41	\$ 932.15
3	WestBred	WB9668	CHS Dryland Blend + Zinc +CHS Unlocked 1 oz	DNS	33	7916	8.4	1140	34.5	63.7	15	154.7	\$ 5.93	\$ 0.08	\$ 12.38	\$ 929.75
2	WestBred	WB9668	CHS Dryland Blend + Zinc + CHS Unlocked 2 oz	DNS	31	7892	8.4	1140	34.5	63.7	15.1	154.3	\$ 5.93	\$ 0.08	\$ 12.34	\$ 927.34
5	WestBred	WB9350/ WB9668	CHS Dryland Blend + Zinc + CHS Unlocked 1 oz	DNS	34	7892	8.4	1140	34.5	62.1	15	154.3	\$ 5.93	\$ 0.08	\$ 12.34	\$ 927.34
10	WestBred	WB9303	Evergol Energy Gaucho	DNS	36	7734	8.5	1140	34.5	63.6	14.8	151	\$ 5.93	\$ 0.06	\$ 9.06	\$ 904.49

*Cash Price based on CHS SunBasin Growers delivery to Kennewick/LoMo as of 8-18-2020

Seed Trials Show Two Takeaways

By Austin Davis, Agronomy Sales Rep, Austin.Davis@chsinc.com

With another harvest year mostly in the books, we have more data for you from our fall seeded irrigated trials. This was an interesting trial for a few reasons. The cooler weather in the first half of the year made for longer growing and more vegetative growth. However, it also made timing different than usual.

The trial gave some good results to read through, but there are two important notes to keep in mind.

- 1. The lack of real winter weather.** With the milder winters of the past two years, we've seen a major increase in Fusarium Head Scab (FHB), even in rotations and places not typically associated with it. It is critical to keep in mind if we have another mild

winter. You can prevent FHB with either ProSaro® or Miravis® Ace, but it cannot be stopped once infected.

- 2. Protein results from the spring wheat that was fall planted.** All the varieties were planted into a winter field, which was fertilized and treated as a winter field. As the chart shows, the earlier maturity varieties were lower in protein and test weight. Don't take it as those varieties being unable to meet the minimums for DNS, rather, it speaks to the importance of maturity and fertility timing. Compare them to the true DNS plot results. ■

Formulated With You In Mind

By Rufino Gonzalez, Purchasing Specialist,
Rufino.Gonzalez@chsinc.com

At CHS SunBasin Growers, we like to offer new technologies that create more value for our customers. This fall, you will see some new adjuvants from CHS. These products are formulated with our customers in mind to help you raise healthy, profitable crops. Two to highlight are:

- CHS Acuvant is designed to manage off target drift of spray applications. It is a soy enhanced spray adjuvant that increases the droplet size to maintain a more uniform spray pattern. Having too fine of droplets can cause the spray mix to drift away from the target plants. CHS Acuvant will improve the performance of your chemicals by increasing canopy penetration to boost your chemical investment.
- CHS Penetrec is a high-load crop oil concentrate that increases contact activity and penetration of the spray mix while also helping create uniform coverage on the plant's surface at half the use rate of a standard crop oil.

To learn more about our products and their use rates, consult with any one of our CHS SunBasin Growers agronomy sales reps or visit our website www.chssunbasingrowers.com.

Stay safe and remember, always read and follow chemical label directions. ■



Jenny Jones
Office Assistant
28 years
Accounts Payable



Julie Gaertner
Office Assistant
26 years
Agronomy Accounting

Congratulations to Jenny and Julie for their more than 25 years of services with CHS SunBasin Growers. Enjoy retirement!

Extra Mile Campaign Winners



Jose Mata

Each month nominations are entered for employees that go the extra mile for CHS, the customer and in supporting our safety efforts. Over the summer, Jose Mata, Tim Cole and Les Gibson (picture not available) all received CHS safety jackets or hoodies for their nominations.



Tim Cole

Results From 2020 Wheat Harvest

By Camron Bishop, Grain Department Manager, Camron.Bishop@chsinc.com

Wheat harvest 2020 has wrapped up and was mostly positive.

Dryland growers seem pleased with the yields and quality of the crop they achieved this year. Some areas with May frosts experienced lower yields, but overall, growers reported yields that were close to last year (with most reporting slightly lower yields year over year).

Irrigated yields were also good. We saw a little lower protein in the HRW than previous years but yield and quality were positive. Falling numbers were not an issue in the soft white wheat crop again this year, although we did see some issues with the Club wheat varieties. The first Club wheat barge we loaded came in below the 300 falling numbers needed to meet Portland quality specifications and we were discounted accordingly.

Our facility in Kennewick unloaded more bushels at harvest than we had seen in recent years and reports from growers show it did very well compared to past seasons. We are always looking for ways to speed up the unloading processes, and this year will be no different. If you have any suggestions on how we can make things smoother for your operations, let us know.

Unfortunately, this year's prices are not shaping up. We are carrying in a lot of wheat from last harvest and need exports to pick up if we have a chance at getting to more profitable levels. At this time, the USDA is projecting a combined stock to use of 44.4% for all major classes of wheat. This includes HRW at 46.9%, DNS at 50.8% and Soft White at 38.5%. We do not expect to see any big run-ups in prices due to the plentiful supplies in the US — and across the world — unless we have a major crop loss in a major wheat producing country.

Before you know it, we will be getting into the fall corn harvest and we're ready. Just like wheat, corn prices look to be stuck in very narrow trading ranges and it will take major issues to light a fire under them. We are projected to come out of this year at 16.3% stocks to use but the USDA sees that growing to around 18.7% next year with current projections.

Keep an eye for any rallies and take advantage of them. Let us know your pricing ideas and we'll keep a close eye on the markets on your behalf. ■



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We Have The Card For You

Looking for a better option to manage your fuel fleet cards?
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- Account and card information can be accessed easily online with the option to receive emails on unusual activity.
- Reports can easily track each vehicle by mileage, usage and employee.

This is just one type of card CHS has to offer. For more information on the different cards available and to apply for your card go to cenex.com/fleet or stop by your local petroleum office in Moses Lake or Quincy for an application. ■



Grain Safety And Your Kids

By Rodney Rosin, Senior Safety Specialist, Rodney.Rosin@chsinc.com

In today's family farm operations, grain entrapment happens more often than you think. As loading and unloading systems increase in speed and efficiency, people in flowing grain can become helpless within seconds.

Close calls happen on a daily basis. The most common remark of survivors is they never anticipated the tremendous force of grain. Children are intrigued by flowing grain, which creates risk. If they choose to investigate, they can be trapped in seconds and suffocate.

Prevent your farm family from becoming a tragic statistic with the following rules:

- Always lock all access doors to grain storage structures.
- Lock out power to all types of grain-handling equipment when not in use.
- Use the buddy system when you are unloading or loading grain, notifying a second person where you are.
- Never permit children to ride in grain wagons or enter grain storage areas.
- Always know where your children are when grain is being loaded, unloaded, moved or otherwise handled.

Keep your children safer on the farm with these tips:

- If possible, hire a babysitter or take your child to a daycare during work hours.
- Never allow children to roam freely on the farm during harvest season.
- Create a safe play area away from traffic and work areas.
- Train children on farm chores before sending them to complete them.
- Inspect your farm on a regular basis for hazards that can injure children.
- Lock up chemicals and empty containers.
- Fence all farm ponds and manure pits.
- Equip all barns, farm shops, chemical storage areas and livestock pens with latches that can lock or be secured.
- Supervise children according to their age.
- Before leaving equipment unattended, make sure you turn it off, lower the hydraulics and remove the key.
- Do not allow children to play on tractors or any farm machinery.
- Make sure children wear helmets when riding horses.
- Teach children to treat animals with respect and approach them with caution, especially animals with newborns. ■