



Here for Our Member Owners

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

I heard someone talking the other day about “the busy season.” I’m not sure this applies in ag as there is no slow season. Our agronomy season started well back in February. Before that was a large fall corn harvest, an extended wheat harvest and weekly shipments of barges to the export market. In late summer and early fall, we were moving wheat seed to fields that will be ready for harvest this summer. While all of this was going on, we were constantly moving refined fuels to power the local ag industry as well as lubricants to four states.

Ag is crucial for what it provides to our society. That means we don’t have a downtime. Decisions made today affect results months into the future. That’s why I want to say thank you to all ag workers, both at CHS and in our local communities. These are uncertain, uncomfortable and anxiety-inducing times. I want to say how proud I am to have been given the opportunity to work with employees like we have right here at CHS SunBasin Growers. Spotlighted in this newsletter are employees you might never meet, but you would certainly see and feel the difference without their daily efforts.

This spring we have also put special attention to supporting our local communities through activities like our CHS Harvest for Hunger campaign, donations of fertilizer to help students in Moses Lake grow their own food, and a \$10,000 grant to the Grant County Fire District #10 & 11. We also are hopeful we get a chance to support local 4-H again at this year’s county fairs.

The past two months have reminded me not to take for granted the industry we work in, the people we work with, and the communities where that all happens. Thank you to all ag workers, owners and operators for giving us the chance to support you in your operations! ■

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CAREER OPPORTUNITIES

Join CHS employees creating connections to empower agriculture with a cooperative spirit. CHS is always looking for new talent to drive us forward. Explore CHS career opportunities today.

As we approach the high season, CHS SunBasin Growers is seeking individuals to join our operations team. We have opportunities in our Moses Lake and Connell locations for local delivery drivers. As we roll into the summer, we will have opportunities at our Kennewick Grain Elevator for seasonal laborers through the harvest season. Positions will be opening June 2020.

To view a full description of all our job opportunities and complete the online application, visit chsinc.com/careers or contact our local HR Coordinator Kimberly Linn at 509-765-7091.

Chemical Convenience

By Rufino Gonzalez, Purchasing Specialist,
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Though we are faced with challenging times, our customers remain our number one priority. So, we are introducing new technology that will benefit everyone, no matter the size of your farm or field.

We are proud to announce we have added an FMC PrecisionPac® dispenser at CHS SunBasin Growers to better service our customers. The PrecisionPac dispenses many different blends of up to six products, so we can customize your herbicide recommendation and control the specific weeds in your fields. Also, by changing up modes of action we can better manage weed resistance. We can mix your custom blends to fit the size of your spray tank or cover an entire field. With this system, you purchase only what you need and there is nothing left over to store when the job is completed. Clean-up will be much more convenient. Simply dispose of the bags according to the label instructions. Contact your CHS SunBasin Growers agronomy sales representative (ASR) and ask how we can come up with a blend that is specific for your field.

Forecasting has also been a challenge. We want to make sure the products you need will be available when you need them. We have seen some issues with product delay and product shortages from some manufacturers. Many of you have booked with us ahead of time. This helps us get your product in stock and also ensures product will be available.

Get in touch with your ASR and ask how you can book the products you know you will need. ■

New Fuel Contracting Option

By Marion Rice, Certified Energy Specialist,
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With the current instability of the world's markets and geopolitical issues, we are seeing some of the lowest fuel prices in many years. It may be time to consider locking in your fuel usage for the rest of the year's crop production and harvest.

We are offering fuel contracts to fit your summer, fall and 2021 spring needs. In the past, we used a storage contract where you paid a monthly fee on undelivered fuel. Currently, we are offering a different type — a strip contract. You choose a three-month strip to fit your needs (like June, July, August), we contract the gallons you want, and you can pull it at any time during that strip. However, you must take all of it by the end of your strip. Another attractive feature is that the gallons are not invoiced until delivered.

To learn more about these contracts, contact your CES (Certified Energy Specialist) for information and pricing. ■

Employees Who Keep Us Running

Meet some of the employees who keep the company running at CHS SunBasin Growers:

Doug Larson



How long have you been with the company?
Since 2009

Role: CENEX Lubricant Terminal Operator

Family: Six boys, all in farming in one way or another. 16 grandkids — 12 boys, 4 girls.

Hobbies: Grandkids, horses, manager of an equestrian drill team

What I like about my job: Working with some of the best people we have

What keeps it interesting? *"The ever-changing products and volumes. Things are never the same from one day to the next."*

Mariajose De Alva



How long have you been with the company?
Since Aug. 5, 2019

Role: Office assistant

Family: Mariajose grew up in the Quincy area. She is married and has a 4-year-old daughter.

Hobbies: Enjoys crafting, taking pictures and traveling.

What I like about my job: *"I enjoy working with customers, resolving any questions or requests they have and the challenge of learning something new each day. I get a sense of achievement when I'm reconciling an account and the amounts balance."*

Ronald Anderson



How long have you been with the company?
2 years

Role: Laborer

Family: Married for 13 years, with three daughters — Mckenzie, 11; Ashley, 6; and Ashlyn, 2.

Hobbies: Hunting, fishing, camping, shooting and golf

What I like about my job: *"I like the people I work with and the opportunity to learn new skills. It's something new every day."*

Lawrence "Fuzzy" Albert



How long have you been with the company?
19 years

Role: Fabricator/Millwright

Family: Married, 5 kids and 12 grandchildren

Hobbies: Hunting, fishing, metal projects around the house and automotive projects

Little-Known Fact: "My nickname is Fuzzy, given to me by my sister. Growing up in

Moses Lake, we used to swim almost everyday and after spending so much time in the lake my afro would be fuzzy all the time."

What I like about my job: *"I like the people I work with. I enjoy fabricating equipment to make the job easier. I like challenging myself to find a way to 'make something work.'"*

Kennewick Location Reborn!

By Joshua Hernandez, Location Manager,
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Nestled in the port of Kennewick, Washington, the CHS Kennewick Grain Terminal — built in 1954 on the Columbia River — offers 5.6 million bushels of wheat storage to our patrons. Since 1954, the facility has virtually remained the same with slight modifications to equipment.

All that has changed in 2020. The facility has been given the opportunity to update the vintage, 1960s-era equipment with an astonishing \$5.6 million upgrade set to be completed before the wheat harvest of 2020. The upgrade will include removing the old weigh scales and distributors used for barge loading and replacing them with a three-port distributor installed 156 feet up inside the tower. That distributor will be fed from the three grain legs connected to three new 15,000 bushel-per-hour drag conveyors. All this services 67 bins in the concrete silos with a combined one million bushels of storage.

In past harvests, we have had to load barges to make room for farmers' grain, resulting in long wait times and lines. That, too, has changed with the addition of a new grain leg installed in the tower. This new leg allows us to load barges without interrupting any of the unloading pits. Also, in the past, the Kennewick facility has been very labor intensive, requiring dozens of harvest workers to move trippers and distributors every time a truck would pull over the pit. Along with the new equipment, we have installed an automation system allowing the controller to send any load of grain to any bin with the push of a button. The result is faster unload times and greater efficiency.

Kennewick is manned by seven full-time employees; each of whom brings a unique set of skills and attributes to the facility. I



The Kennewick facility is receiving a \$5.6 million upgrade.

manage the facility, along with supervisor Aaron Hall, office coordinator Angelica Garcia, and four laborers: Ronald Anderson, Jorge Covarrubias, Enok Flores and Jaime Ruiz. We look forward to serving you this harvest! ■

Winter Wheat Outlook Mixed

By Camron Bishop, Grain Department Manager,
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Another successful spring planting season is behind us and it is time to focus on growing, marketing and harvesting your crops. Wheat prices have been depressed due to the global COVID-19 situation. Domestic demand has slumped tremendously due to the shutdown of our economy, and while reopening has begun and demand is increasing, analysts believe it will be a slow process as supply chains replenish.

Major winter wheat growing areas experienced a hard freeze in May that has provided some support, but exports will need to be the backbone of our market to keep prices from further erosion. On that front, China has been buying decent quantities of U.S. wheat and soybeans as they begin to fulfill their obligations to the trade deal signed early this year. Corn prices dropped to levels not seen in some time as domestic use has slumped significantly. Ethanol companies had to close their doors and stop grinding corn due to the unprecedented drop in fuel consumption across the United States and the world. The closing of meat processing facilities due to COVID-19 concerns has also caused

price disruptions. We look for gradual improvement, but it will take time.

Wheat harvest is just around the corner and we are excited! New upgrades at Kennewick will have a huge impact on your experience unloading there. If you have any trucking needs, please contact us as we have a great fleet of trucks that help at harvest. Our Lower Monumental facility is ready for another successful harvest and policies for delivering there will remain the same as last year. DP contracts will need to be written and signed, and the charge will remain unchanged at 5 cents per month with 30 days free. Title will pass when the grain is delivered.

Please let us know how we can further assist you as we get through these times together. As always, you can contact us at any time. Mike, Camron and Tasha at 509-765-3881 or on cells, Camron at 509-750-8225 or Mike at 509-750-6381. ■



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Learning to Put Food on the Table

With schools closed across the country, many school districts continue to provide free meals for students. In Moses Lake, Washington, students are turning mealtime into an at-home ag education experience with the help of local farmers, seed and fertilizer companies, including CHS SunBasin Growers.

On Saturday, May 2, more than 100 volunteers assembled thousands of packets of vegetable seeds and fertilizer into garden kits to be distributed for free to students and their families. Volunteers practiced health safety precautions by wearing gloves and face masks.

“Each spring, I spend a lot of time on a tractor as we prepare our ground and plant our crops,” says farmer and

Moses Lake School Board President Elliott Goodrich, who came up with the idea and organized the event in under one week. “These hours give me lots of time to think, specifically about how the COVID-19 pandemic has impacted all of us. One thing that has become abundantly clear to me: there is a huge need in this community for food.”

The garden kits contain various vegetable seeds, including peas, beans, broccoli, carrots, corn and potatoes, along with five pounds of fertilizer and instructions. Seed donations were gathered from local seed and fertilizer companies. CHS SunBasin Growers donated 7,500 pounds of fertilizer for the kits.

Goodrich does business with CHS SunBasin Growers and reached out to Roland Wynhoff, agronomy sales representative, about the idea. Wynhoff thought it was a great way to show the CHS purpose in action while helping the community.

“Creating connections to empower agriculture is what we stand for and what we do,” Wynhoff says. “This project is a great way to put that purpose to work in our communities and it is educational as well. Many people in Moses Lake don’t understand where their food comes from. With these garden kits, families can get outside, plant the seeds and watch food production happen in their own backyards.” ■

Volunteers assemble thousands of packets of seed and fertilizer into garden kits to be distributed to Moses Lakes, Wash., students and their families. Included in those kits are 7,500 pounds of fertilizer donated by CHS SunBasin Growers.

