



CHS SunBasin Growers Operation Manager Ted Freeman (second from left) presenting a check to the Grant County Fire District.

What Sets Us Apart?

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

I think at times we tend to fly beneath the radar and don't generally get noticed. Our culture is one of going to work, getting the job done and making sure the customer is taken care of. We aren't flashy, yet CHS carries a tremendous amount of financial strength and size behind it. Consistently in the Fortune 100 company list and at the top of the National Cooperative Bank list, CHS provides a stable and reliable source of products, services and assets to its member-owners.

The strength of CHS has allowed us locally to invest in everything from fuel dispensers to grain elevators, including agronomy equipment during the past year, and still pay patronage based on the business our members do with us. ACH payments for the Fiscal Year 2020 patronage went out in February and checks were mailed in March. Some of the highlights in our patronage included paying back 17.9% of the sales dollar in Lubes, 2.8% in petroleum, 1.28% of sales in Fertilizer, 0.83% of Crop Protection and 22.4 cents per bushel in Spring Wheat, 7.3 cents per bushel on all other wheats, and 15.2 cents per bushel in corn. Please contact me, or your account rep, if you have any questions about the recent patronage allocations.

Community is also an important focus for CHS. We just wrapped up the CHS Harvest for Hunger campaign and raised 82,409 pounds of food and \$3,532. These donations raised at our local business unit receive bonus dollars from CHS Inc. resulting in an additional \$8,175 that will go directly to local food pantries.

In March, CHS SunBasin Growers was approved for a \$5,000 matching grant from CHS Stewardship, giving a total of \$10,000 to the Grant County Fire District #4, to be used in the purchase of a Thermal Imaging Camera. The utilization of this camera can aid in the location of firefighters and victims inside of a burning building that has limited visibility due to smoke. Not having this piece of equipment puts firefighters and the public at risk.

I'm proud to work for a company that invests in needed assets, pays back patronage to its member-owners, and supports the communities where we all live and work.

In this edition, you will see a spotlight on some of the frontline employees who, just like me, are proud to work for CHS and help bring value to our members-owners. ■

Agronomy Sales Manager George Smith presents Doug Dixon with a watch in honor of his retirement from CHS SunBasin Growers. Doug worked as an Agronomy Sales Rep for 20 years serving customers in the Columbia Basin.

Thank you for your years of service!



Employee Spotlights:



Paul Lang

On March 6, 2021, Paul Lang, or as we know him as “Rocky”, started his 20th year as a spray applicator for CHS SunBasin Growers. He started his career 27 years ago as a truck driver, then a spreader operator, and after he got his liquid license, he became a chemical applicator. Rocky “will go wherever the fieldmen and customers need me.”



Adam Smith

Adam came on board in October 2012 and works as a grain supervisor for our Wheeler location. He enjoys talking with the growers during harvest and likes his fellow employees. He plans on being with CHS long-term and wants to advance within the company.



Garrett West

Garrett has been with us since May 2014 and works as a location supervisor in Lomo. He has one daughter in the Tri-Cities and looks forward to becoming a grandpa this September. When asked what he likes about his position, he said “I enjoy the challenge of creating a good working environment while making the operations efficient and profitable.”

Welcome, Jesse Ramos

Our newest Agronomy Sales Representative

My name is Jesus Ramos but I go by Jesse. I've lived in Royal City all my life, graduating from Royal City High School and went to college at Washington State University (WSU). At WSU, I earned my bachelor's degree in Plant Sciences majoring in viticulture and enology. I then received my master's degree in Ag Sciences, majoring in plant health management. I've worked with multiple row crops: corn, soybeans, alfalfa, chili peppers, timothy, triticale, and most recently I've been working with wine grapes. Through my schooling, I've worked as a research/ag tech, production supervisor and horticulturist — to name a few.

I'm not completely new to CHS; I interned out of the Royal City branch in 2011 and 2012. My goal at CHS is to work directly with farmers and aid them with any disease, fertility or chemical-related questions.



Another Set of Eyes

By George Smith, Agronomy Sales Manager,
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One of the biggest challenges in agriculture today is time. There never seems to be enough of it to plan your cropping, deal with the bank, fix the tractor, make sure the planter is up to snuff, calibrate the sprayer, scout the fields, the list goes on.

At CHS SunBasin Growers our staff can help take some of the burden off your shoulders. One of the most important tasks of an agronomy sales representative (ASR) is scouting your fields and making sound agronomic recommendations based on what they see in your fields. These observations can also be emailed or texted to you through the crop scouting feature in our Agellum platform. When the ASR does a scouting report, it marks his precise location in the field by GPS, marks the date and time, and when sent to you via text, gives turn-by-turn directions to the exact location the report was made. Scouting is just one feature of Agellum. Not only does this save you time by having “another set of eyes” on your crop, it is also available to you free of charge. Ask your CHS SunBasin Growers ASR for more great features.

Introducing an easier way to pay CHS

Pay Online is now available through the MyCHS app. With Pay Online, anyone who has signed up for MyCHS can now easily pay statements or current balances securely from single or multiple bank accounts, view scheduled payments, and look up past online payments.

Pay Online saves you time and money as you no longer need to write and mail checks. Find the Pay Online feature in the lower-left hand corner. It's easy to set up bank accounts so gather up your bank account number and routing number to get started today!

If you have not yet signed up for MyCHS, go to mychs.chsinc.com to register.

Questions or comments, please call (509) 787-3511.

MY CHS

Your CHS business is just a click away.

MyCHS web app:

- Mobile and tablet friendly
- Intuitive, easy-to-navigate
- Accessible anytime
- Filtering and view options

A single sign-on lets you see your CHS activity in one place: agronomy, energy, grain and seed. Find contracts, bookings, settlement, prepays and more. Register for access today at our website.

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Cenex Premium Diesel

By Dale Michelsen, Energy Department Manager,
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Cenex® premium diesel is now available at our fuel pumps in Moses Lake and Quincy.

Why use premium diesel? With the advancement in engine technology, newer engines have increased needs for better fuel and even older diesel engines can see improvement. With Cenex Road Master XL® and Cenex Ruby Fieldmaster® these demands are met with a complete additive package. What does this mean to you and your bottom line? Up to 5% better fuel economy and improved power by up to 4.5%. Cenex premium diesel has seven key additives to accomplish this:

1. Detergent to clean up deposits in the fuel system.
2. Lubricity Improver to protect injector and injector pump against wear.
3. Cetane Improver to enhance ignition quality for smoother starts.
4. Corrosion Inhibitors prevent rust and corrosion from forming.
5. Storage Stabilizer extends storage life longer.
6. Demulsifiers separate water from the diesel and drops it to the bottom of the tank for easy drain off.
7. Injector Stabilizer prevents fuel from coking to reduce filter and injector replacement and prevents internal diesel injector deposits.

We now have Diesel Exhaust Fluid available at our cardtrol in Quincy. If refilling containers, be sure they are clean. What you may save is not even close to what repairs will be if using a dirty container.

Do you know we have propane available for delivery to home, farm and commercial through CHS Northwest? Please contact Marion Rice at 509-760-4015, Phil Horning at 509-312-5173, or Troy Strepo at 360-820-8515 for inquiries. ■



Our cardtrol in Quincy now carries Diesel Exhaust Fluid.

It's Never Too Late to Work on Your Crop Input Finance Needs

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

The 2021 crop season is already in full swing! Remember, it is never too late for us to work with you on your crop input financing needs. If you find your crop inventory is not moving as projected, please reach out for financing options. We remain committed to making the application process as easy and convenient as possible. One way we do this is enabling our valued producers to be considered for multiple credit programs with a single application.

The Autumn Rewards program is a great way to take advantage of competitive interest rates for the purchase of specific products. This program has a Dec. 15, 2021, due date. For a list of qualified products reach out to your sales representative. The interest rate is 2.9%, and there are minimum purchase requirements.

One of our most popular programs is our Crop Input Financing. This program allows you to purchase our products and take advantage of season-long financing. This aligns your repayment due date with your crop income. Current rates are 6.5% AA & A; 8.5% B, variable interest rate with a maturity date of Jan. 15, 2022.

We continue to offer our standard prepayment program. Earn 2.25% APR interest credit, based 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 me at 651-355-5459 to sign up for any of these great programs. I look forward to working with you. ■



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Wolf Trax® delivers early crop nutrition

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

Micronutrient deficiency in young crops affects plant health, growth and yield. Boron is essential for proper cell wall formation and early plant development. Zinc helps plants better tolerate early-season cold stress and establish longer roots. Adding micronutrients to a spring soil application proactively addresses a crop's nutrient needs before deficiency symptoms occur.

Wolf Trax® DDP® nutrients have been recognized by fertilizer retailers and growers around the world as doing a better job of delivering essential macro and micronutrients, such as zinc and boron, than traditional granular fertilizers. Formulated as a Dry Dispersible Powder (DDP) and designed to uniformly coat onto a dry fertilizer blend, Wolf Trax DDP fertilizers use unique, research-driven and field-proven technologies to provide improved nutrient availability to plants.

Wolf Trax DDP nutrients can be customized to suit your specific crop requirements using any combination of the seven individual or three multi-nutrient DDP products, making it easy to deliver the nutrition plants need while optimizing the return on every fertilizer dollar.

- With EvenCoat® Technology, Wolf Trax DDP nutrients coat onto every granule of a fertilizer blend, resulting in blanket-like distribution across the field. This creates many points of interception for a young crop, making nutrients highly available to plant roots for earlier plant uptake.
- With PlantActiv™ Formulation, Wolf Trax nutrients are chemically and physically designed to remain plant-available. The nutrient particle size is ideal for plant uptake and each DDP nutrient includes at least two forms of the mineral to deliver the nutrients crops need to perform at their peak. ■

