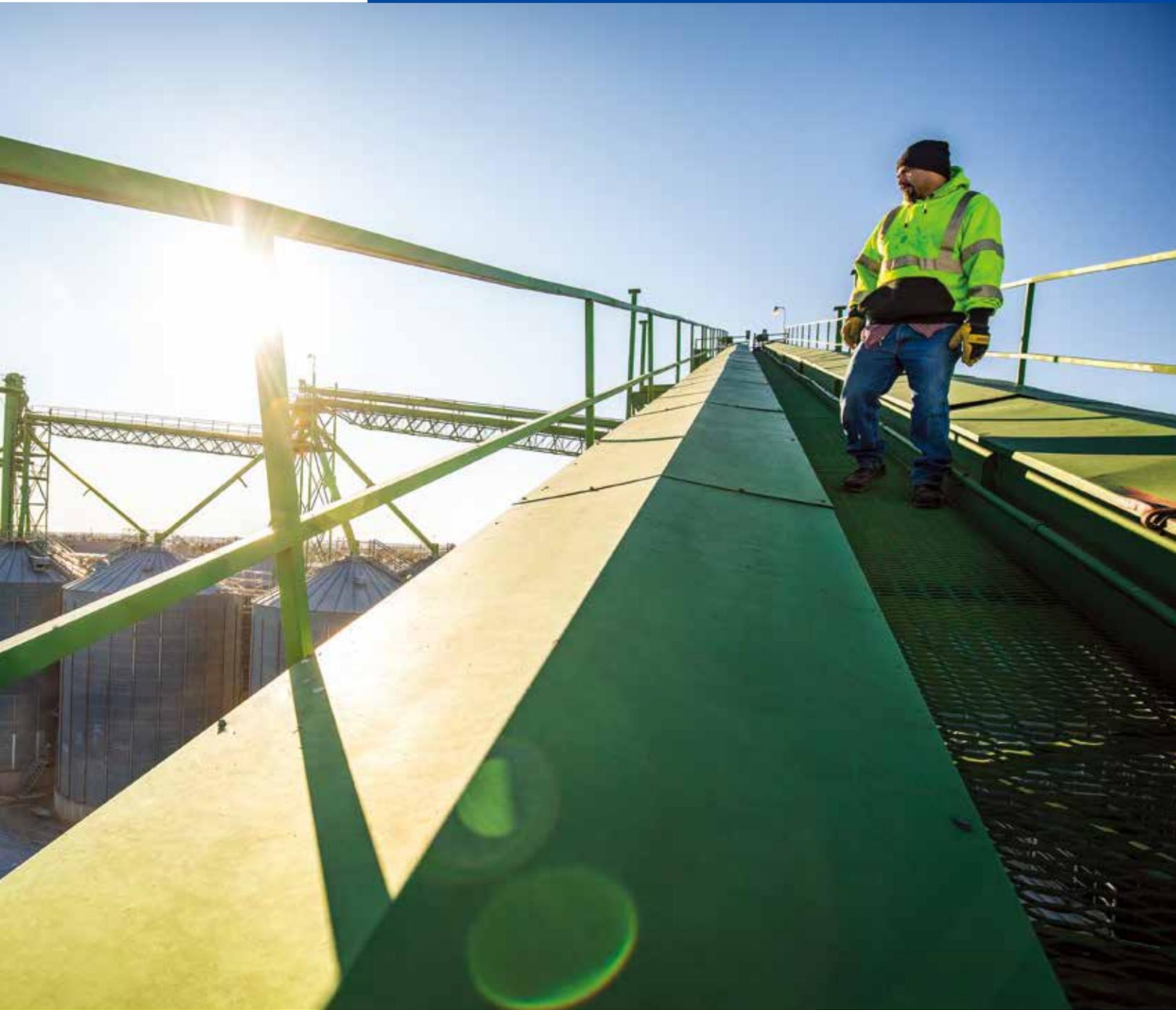


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## Inside **this issue**

- Thanks for another strong year
- CHS to return \$730 million in patronage

# WHAT'S IN YOUR FUTURE?



## 5 “AFTER HARVEST” CONSIDERATIONS FOR A SUCCESSFUL 2023

Every year is different and needs a plan for success. Correcting factors limiting crop yield is a great way to improve crop productivity. Here are a few crop nutrition best practices:

1. Conduct a soil test: identify primary and secondary nutrient values. Nutrient levels can be built during fall applications (and/or setting a plan for spring).
2. Review yield maps: create fertilizer recommendations based on variability in the field.
3. Fertilizer application: apply immobile nutrients in the fall that can build soil levels for high yield crops.
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5. Cover the soil: reduce the risk of moisture, nutrient, and soil loss.

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**CHS AG SERVICES**  
Warren main office: 218-745-4166  
chsagservices.com



**CHS NORTHERN GRAIN**  
St. Hilaire main office: 218-964-5252  
chsnortherngrain.com

# Thanks for another strong year

Locally, CHS Ag Services is coming off another strong year. We will report net earnings for the 2023 fiscal year for our business unit of \$21.8 million, which is down just slightly from our record set last year of \$22 million.

We want to thank our member-owners for their support this past year and look forward to paying out some really strong patronage again in the 2024 fiscal year. We also want to thank our employees who make strong years like this happen. We have a tremendous group of employees that are extremely dedicated to serving our owners and customers at a high level. None of this happens without them.



**Ryan Anderson**  
*Senior Director of Operations  
CHS Ag Services*

Thanks to our recent successful years, CHS Ag Services is looking to make another large capital investment in our local communities. We look forward to announcing that plan soon.

I encourage everyone to attend the annual meetings for both CHS Northern Grain and CHS Ag Services. The CHS Ag Services meeting will be held Thursday, March 7, and will cover more about our financial performance and the patronage we will pay out locally, as well as the capital investments we will make in 2024.

## Sales manager outlook

Across CHS, we are focused on working as a complete team this fiscal year. Bringing together all our resources, products, and services to the farm gate. Our area is fortunate to have many knowledgeable employees in their respective divisions to assist you in your business with CHS. We view this as an opportunity to strengthen that relationship with our growers and provide them with a better experience.

Our goal is to maintain the strong support you have shown CHS over the last year. With that we hope to continue to grow our business on your farm and assist with all things that help make each grower successful. CHS has an extremely diverse product lineup, which includes grain, energy, agronomy, finance, insurance, etc. We recognize that if we work as a unified team, we can provide each farm best-in-class opportunities. Moving forward we hope to earn that business and service it at an industry-leading level.



**Tyler  
Aandal**



**Andrew  
Schultz**

The territory continues to grow, and it's our job to align with it and look for efficiencies. We continue to look for things that will add value to your operation, whether that comes in products, services, or that lasting relationship you have with CHS.

Tyler Aandal has accepted the sales manager position and will be working hand in hand with Andrew Schultz who is currently in that same position. We feel that Tyler's grain background and long-standing CHS Northern Grain experience will be a great pairing with Andrew's agronomy and finance background and long-standing CHS Ag Services experience. This collaborative team approach will drive us into the future for what will be the very best full-service offerings across product lines for the trade area.

# CHS to return **\$730 million** in patronage



CHS has announced it intends to return \$730 million in cash patronage and equity redemptions to its owners in calendar year 2024. The decision demonstrates the cooperative's ongoing commitment to sharing profits with its owners and strengthening rural communities.

The CHS Board of Directors determines the total amount of cash to be returned to CHS owners at the close of each fiscal year. Based on business done with CHS in fiscal year 2023, which ended on Aug. 31, 2023, the CHS Board has elected to return \$365 million in cash patronage and \$365 million through equity redemptions to CHS owners.

CHS owners are member cooperatives and farmer-owners in hundreds of communities across rural America. The cash returns earmarked for distribution in 2024 will combine with the previous year's cash returns for more than \$1.7 billion shared with owners over two years and more than \$3.2 billion returned to owners over the past 10 years.

"As a cooperative, CHS was founded in the commitment to share financial strength with its owners while growing capabilities and efficiency to help our owners, customers and business partners succeed," says Dan Schurr, chair of the CHS Board of Directors.

"No other business model has this deep connection with its owners and unrelenting focus on empowering our stakeholders and building communities."

Final financial results for fiscal year 2023 are expected to be announced in November 2023. Additional patronage-related details will be available at that time, including the amount of fiscal year 2023 patronage equity certificates that will be issued to CHS members.



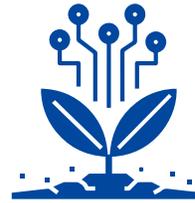
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# Warren location manager keeps up with tech



Jason  
Clark

Jason Clark has seen plenty of changes and growth over his 27 years with the cooperative. Previously a sales agronomist and now in his 10th year as location manager for CHS Ag Services in Warren, he has helped keep the facility at the forefront of technology for area growers.

“Our Warren location was the first fertilizer hub plant built for CHS in this area back in 2008,” Jason explains. “We were on the cutting edge of fertilizer storage back then and today our business unit CHS Ag Services continues to expand and build on our fertilizer storage at strategic locations to serve our customers’ needs,” Jason says.

Recently, CHS upgraded its Warren fertilizer hub plant with the most innovative automated Kahler fertilizer distribution system that weighs bulk fertilizers and blends them to our customers’ desired fertilizer analysis. This system has improved efficiency and accuracy to deliver precision fertilizer blends to customers at a faster pace.

Another upgrade has been with the bulk seed business, going from the old stopwatch hopper bins to the current, fully automated Bayer on-demand seed treating system. This is connected to our Junge computer-based program which automatically delivers the correct number of pounds of seed as ordered by customers.

He also talks about all the changes to the crop protection business with higher volumes, more on-farm deliveries, and many customers doing a lot more bulk.

“You’ve got a wide range of products that you need to carry, and you’ve got to have it on hand. If you don’t have it, then your customers may go somewhere else to try to find it because it is critical for our customer’s success,” Jason says.

Jason says it has been important — for the Warren location specifically and CHS Ag Services in general — to have the necessary storage capability and to take advantage of the rail system to receive by shuttle versus truck. Keeping the location

up to date and maintained has been key because the Warren hub plant facility is not only one of the largest operated by CHS Ag Services, but also the oldest in terms of hub plants.

Technology is changing rapidly, and as manager, Jason intends to stay on top of it. “We need to have just as good of equipment as the grower has so that we can deliver the service they expect. A lot of these growers are very technical,” he says.

Some of the updates Jason says they are making include doing more variable rate technology during applications as well as investing in individual spread sensors on their floaters to detect any type of plugged tubes and eliminate problems in the field.

Jason is proud of the excellence that CHS Ag Services provides, “Our business model has been very successful, but I think our people are our greatest asset,” he says. “More than anything, I believe our goal is to make sure our customers get the service and the products that they need to be successful too.”



## Fast pace and five locations keep Bergerson busy



**Kent  
Bergerson**

Kent Bergerson is busy. Not only is he the operations supervisor for five elevators — the Erskine terminal, Hazel terminal, Oaklee substation, Grygla substation and St. Hilaire substation — but he also has done some grain origination in St. Hilaire over the last few years.

Most days, he does origination all morning, then switches to working more on the operations side in the afternoon. Recently, the location has hired an originator to take some of that pressure off him.

Kent feels it is especially important to help employees grow in their roles. For example, two location manager trainees have only been in their roles for a short time, and Kent works closely with them to help them grow their careers in those roles.

He tries to go between the five locations as much as possible, going to Hazel nearly every morning, and Erskine a couple times each week, if possible. The new expansion in Erskine should be operational by the middle of November. “It’s kind of a big deal there,” Kent says.

With a great crop coming in this year, harvest has been both exciting and challenging, Kent explains. “It’s going to hit us hard trying to keep the freight ahead and making constant adjustments to keep space available.”

Kent says those locations keep trying to streamline everything for more profitability and speed to benefit the customers. For him, the employees, coworkers and member-owners make it work.

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# New propane driver at Grand Forks



**Chuck  
Lewandowski**

Chuck Lewandowski joined the energy group at CHS Ag Services in Grand Forks, N.D., as a propane delivery driver. He covers an area from roughly Manvel to Hillsboro and I-29 to the Air Force Base.

“I was a FedEx delivery driver for 25 years, so driving a route is old hat for me,” says Chuck.

Coming to CHS has been good for his job security and to satisfy his desire to learn new things, such as helping with the service end of the business as time allows.

A lifelong Grand Forks resident, Chuck has a 21-year-old son now. “My son was in sports all these years, so my extra time was spent running around following his sporting events.”

Now that his son is grown and out of sports, Chuck is trying to get back to his favorite pastime of hunting and shooting sporting clays. He has a brother with 80 acres of land in Wisconsin and is considering heading there for deer season this year.

Chuck has enjoyed broadening his horizons in his new job and expects to have some busy days as farmers are busy running dryers. He likes the people he works with. “If you have a question, they’re willing to help, which is really nice.”



## New operations specialist in Oklee



**Joe Larson**

The Oklee elevator added Joe Larson as an operations specialist in July. Previously doing maintenance for the city of Oklee, Minn., for the past two years, he says he was ready to try something new.

Joe likes the part of the job involving repairs and maintenance. And already having a commercial driver's license and some experience driving for Marvin Windows, he is looking forward to doing some driving for the elevator this winter.

"I really enjoyed the driving part, just not being away from home," he says. "Here, I'll be able to be home every night when I'm driving."

Originally from Warroad, Minn., Joe moved to Oklee 10 years ago just after marrying his wife, Andrea, who is a teacher at their nine-year-old son William's school.

Joe's favorite pastimes include hunting, fishing and spending time at the lake, tubing and swimming in the summer. He is looking forward to William being old enough to hunt with him and having a lot of good times together.

He says it's been a good move coming to CHS. "Everybody seems really nice and easy to work with."

## Washington native



## joins Warren office

Kara McKaig joined the CHS Ag Services administrative offices in Warren on September 5, as an accounts payable specialist. Before joining the team she was doing administration and some accounts payable for Stellher Human Services, a mental health facility in the area.

She moved to Minnesota in July 2022 from the state of Washington to be near her brother and her son. Before moving, she worked for a Case dealer, Central Machinery Sales, for 14 years, starting as a receptionist and moving up to accounts payable, which she learned on the job.

"I'm a West Coast girl and this is the furthest this direction I've lived," Kara says, explaining that she came here for a change and to try something new.



**Kara McKaig**

Living in Alvarado for the past few months, she still considers herself new to the area but has gotten to know people.

"On the weekends we like to go out and have bonfires or whatnot," she says.

Kara enjoys her two small "Chihuahua-mix mutt" dogs and talking with her grandchildren every day — often more than once she says with a laugh. She has a son and a granddaughter in Bemidji, and a daughter, grandson and granddaughter back in Washington state.

She says working for CHS is a good fit for her. "Everyone's super friendly and I enjoy what I'm doing as I'm learning the process."

### New operations specialist

in Warren



Matthew Leinstock joined the elevator in Warren this summer as an operations specialist. Prior to coming to CHS, Matthew worked at Digi-key on the production line where he spent most of his time indoors doing the same thing. Preferring a variety of physical work and being outside, he enjoys his new job where he gets to dump trucks and interact with the farmers. He isn't entirely new to working in agriculture, having spent time driving a beet truck.

Originally from Wisconsin, Matthew moved to Minnesota about four years ago. Being able to be home every night to see his wife Magdalyn and their two young daughters is



**Matthew Leinstock**

important to Matt, and his job with CHS gives that opportunity while still doing a job he enjoys.

Outside of work, Matt likes working on project cars and is currently restoring a '67 Triumph Spitfire. Although it has a rusted-out body and frame in need of patching at the moment, Matthew says, "It runs good, though I just can't sit in it."

At the elevator, he says everything's been coming naturally to him as he is usually a fast learner. He says the elevator is a great place to work for those who like to work outdoors.



### New graduate hired in Lake Bronson

CHS Ag Services in Lake Bronson, Minn., has a new specialist working in accounts payable and accounts receivable. Sharon Hatloy joined the location over the summer after graduating from North Dakota State University with a degree in agricultural economics.

"It's a lot to learn at once," she says. "But I think they're doing a great job of training me and breaking it up little by little so it's not like I have to deal with it all at once."

During college, Sharon did an internship at a different seed company, but knew she wanted to be closer to where she grew up. Now living in Grafton, N.D., she has an hour commute every day to Lake Bronson.



**Sharon Hatloy**

Sharon enjoys going back to see football games with her friends, as well as going to farmers markets and other activities with them.

She says her favorite aspect of the job is the feeling of accomplishment upon completion of a project or stack of papers. Sharon likes the camaraderie and teamwork at CHS. "They were very welcoming, and they were excited for me to join their team," she says. "It's been a positive experience so far."

## New leadership

### in Badger

Now that the new Greenfield agronomy complex near Badger is up and running, it also has a new manager. Estel Jaszczak took over as manager of the state-of-the-art fertilizer facility and agronomy complex, which combined operations from the Badger, Greenbush, and Roseau locations.

Andrew Schultz, head of the agronomy department in Warren, encouraged Estel to consider the position. After doing a little research, Estel decided to apply.

Now in his fourth year, Estel has been with CHS since his internship in Hallock, Minn. He majored in agricultural systems management with a minor in ag business at the University of Minnesota – Crookston.

The new agronomy complex opened in the spring of 2023 while still under construction. It features an 8,000-ton fertilizer plant, a



Estel  
Jaszczak

new chemical warehouse, seed plant with eight bins, and a liquid site, all built for speed and efficiency. It increased capacity and has helped keep up with the demands of area farmers.

“The growers I’ve talked to all seem to like the new location because it’s bigger and more centrally located,” Estel says. “It’s all right here. They don’t have to drive to three different locations to get everything they need.”

Estel lives in Hallock, Minn., and has a 40-minute commute every day. Besides spending time with his girlfriend who is earning her degree in Crookston, Estel also enjoys outdoor activities like hunting and fishing.

“I’m excited to work with the crew and the growers over here and get to know the new area,” says Estel. “It’s a big step in life, and I’m ready to go for it.”



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## Malm moves from Warren

## to Grand Forks

Courtney Malm has changed roles and locations within CHS Ag Services. For more than three years, she has been in the Warren administrative office as an office assistant working on accounts payable, some marketing and a variety of other tasks. Earlier this year, she moved into a more dedicated accounts payable role. Having always enjoyed working more directly with customers, she moved to the Grand Forks location and returned to an office assistant role, this time on the energy side.

Though she still lives in Stephen, Minn., she previously considered a move to Grand Forks.

“Once in a while, I came to the Grand Forks office,” Courtney explains. “When this customer-based role opened, I decided that it would be a good fit. It made sense to move into the job in case I want to move to Grand Forks.”



**Courtney Malm**

About a year ago, Courtney became legal guardian of an older gentleman with Down syndrome who lives in Grand Forks. “I was one of his caretakers when I went to college about 10 years ago, and we just stayed close.”

This job change allows her to take him to appointments and be closer to him while still being able to work. “Making this change, it helped that I knew I was coming into a really good, fun work environment,” she says.

In the office, she has been slowly transitioning to her new role while still helping with her previous accounts payable position. So far, she likes working with the energy side but is happy to help with the agronomy side during their busier seasons.

Courtney enjoys going to a lot of UND hockey games, visiting her nephew, and spending time with her friends and family. She particularly enjoys her days spent outside on their family farm.

## New sales agronomist

## brings it home

Trent Peterson has taken on a new role as a sales agronomist in Humboldt, Minn., coming from Hallock in September where he worked in operations at the fertilizer plant. A recent graduate of North Dakota State University with a crop and weed science degree, he interned with another agronomy business in the area before working in operations to gain experience with the end goal of getting into sales.

Trent grew up in Hallock and graduated from high school there. That means he has family in the area and already knows many farmers there. “Their kids all went to school in Hallock with me, and I played sports with a lot of them.”



**Trent Peterson**

So far, he has enjoyed gaining experience and meeting the area farmers and reintroducing himself as their local CHS agronomy sales representative. “We’ve got a great group of growers here and I’m excited to see what the future brings,” he says.

When he isn’t working, he spends as much time outdoors as possible while snowmobiling, four-wheeling, hunting, fishing, and preparing land for hunting with trail cameras and food plots.

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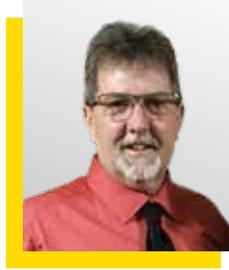
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**Kelly Little**  
*Certified Energy Specialist*  
*CHS Ag Services*

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## Thanks for financing with **Autumn Rewards**



**Brenda Safranski**  
*Credit Manager*  
*CHS Ag Services*

Thank you to everyone who participated in the Autumn Rewards input financing program during the 2023 crop year. Though rates were a bit higher this year, many growers are still finding it to be a worthwhile program that really helps with cash flow, delaying high seed and chemical input costs until after harvest.

Individual growers borrowed amounts up to \$500,000, as the program offered financing to qualified buyers on chemical purchases starting at a fixed-rate 1.99% APR until Nov. 15, 2023, seed purchases starting at 2.99% fixed APR with final payment due Jan. 15, 2024, and AFD fuel purchases at a variable-rate APR until Jan. 15, 2024.

If you participated this past season, you should have already received a payment reminder letter in October for your chemical loans. Reminder letters for seed loans will be sent in mid-December.

Looking ahead to the 2024 crop year, we are excited to offer a similar Autumn Rewards program. Qualified buyers will once again be able to take advantage of financing on chemical purchases until Nov. 15, 2024, and on seed purchases and automated fuel delivery (AFD) purchases until Jan. 15, 2025.

Also, if you participated in 2023, your sales agronomist will stop by this winter with your application ready for you to sign. If you have not participated and are interested, ask your local CHS Ag Services agronomy sales representative for an Autumn Rewards application.

Completed applications should be received at our Warren, Minn., headquarters by the end of March. This will allow us plenty of time to get your applications processed before you head to the field.

We hope you have a great winter and look forward to working with you again in 2024.



Domestic  
markets

stronger

than exports



**Pat Knutson**

*Grain Department Manager  
CHS Northern Grain*

The U.S. continues to be a domestic market for our growers. With the worst exports in 30-plus years, unfortunately we are still the dog in the export market. We are trying to add some business into Mexico, but a lot of Mexico destinations are embargoed on the rail.

Our wheat has a pretty wide range of protein content with a lot of 13% and 14% protein. The markets have shown large spreads between basis and futures, and the nearby basis continues to be doggy. So, the better numbers are in further-out contracting. I think that when we get through harvest, bin doors are going to get closed. If the farmer doesn't like the price once harvest is finished, I suspect it will be hard to get this wheat out of the bin.

The soybean and corn harvests started about 10 days to two weeks earlier than normal this fall. With that, we have been able to take advantage of some early freight. We have shipped a lot of trains up front to make room on the back end — whether that has meant taking more beans or starting to take corn earlier as well.

The demand for beans has been weak as we are still dealing with the big crop in South America. As they continue to sell their old-crop beans cheaper than our new-crop beans can complete, they are getting some October and November business that has generally been the United States' opportunity to ship beans. So, that is digging into our demand a little bit.

Corn markets continue to be hit and miss. China will come in for a one-off boat here and there, but overall, the corn export market is thin. With good ethanol margins, domestic premiums continue to pretty much be the market that holds up the basis and price.

Our growers have been busy in the thick of things and overall, it seems like they are pleasantly surprised with the size of the crop. Once we get through harvest, we will see where the markets stand and go from there.



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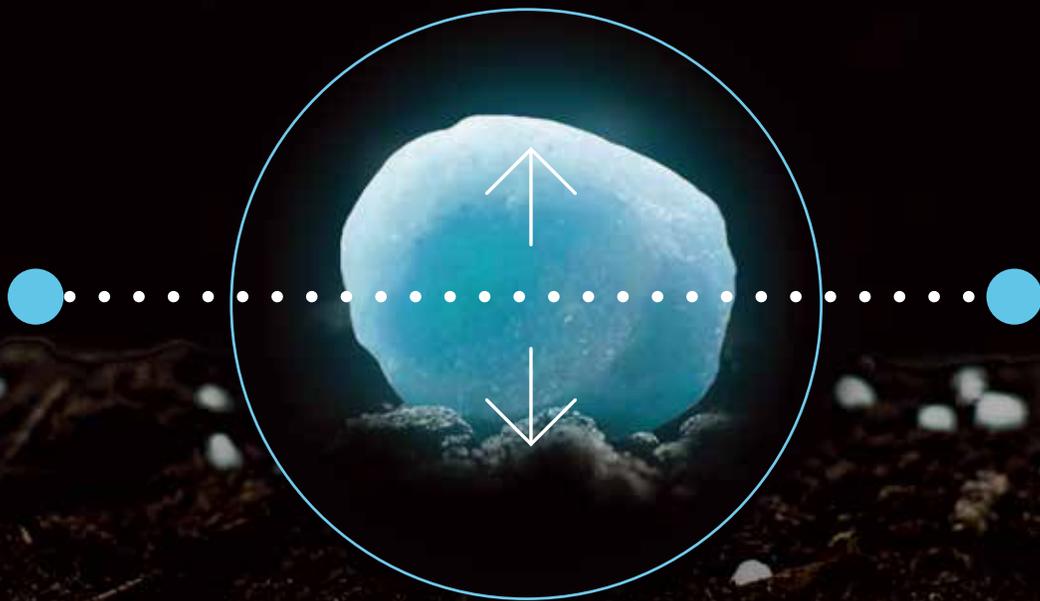
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# Harvest progress so far and a look ahead to 2024 crop



**Grace Sather**  
*Grain Originator  
CHS Northern Grain*

Recent downward movement of both futures price and the basis is largely due to harvest pressure. Yields in early harvested fields started out on the poorer side for some farmers, but once they got past those, the yield has been at least average for most farmers.

Yields have been all over the place depending on varieties planted and local rainfall. With early season dry weather, some farms were expecting a below average crop, but in areas that caught the mid-to-late growing season rains at the right time, they have been pleasantly surprised at what they have been finding in the fields.

Wheat yields are ranging from 60 to 70 bushels per acre on average, with proteins ranging all over the board as well. Locally, we are seeing that a lot of wheat went into the bins at harvest, with farmers hoping to take advantage of better price action later this winter.

For soybeans, some of the higher yields have been in the 40s, but some fields that missed rains or were on lighter ground have been yielding in the 20s. Overall, soybean yields should land at least in the average range for our area. With soybeans,

if growers still had room to store soybeans some opted to bin them to take advantage of the carry in the market. However, most have taken advantage of the current prices and are hauling soybeans into the elevator and keeping their on-farm storage room for their wheat or corn. I do think that we will see a lot of corn coming in at harvest due to the size of the crop, but I also think that producers will store what they have room for with the carry in the market and the number of acres planted.

Right now, we are in a carry market, so it is going to pay to hold on to grain on the farm if you can and deliver later. While we are in this current market environment, look to take advantage of any rallies in the market to sell some of your unpriced grain on the farm.

Another thing that we are seeing on the futures side of the market is that it may be beneficial to start paying attention to 2024 crop prices. Right now, those prices are at decent levels, especially with the cost of inputs going down. As you are looking ahead to next spring and booking your inputs, it would not hurt to start thinking about making some sales for next year's crop.





**Ryan Kelbrants**



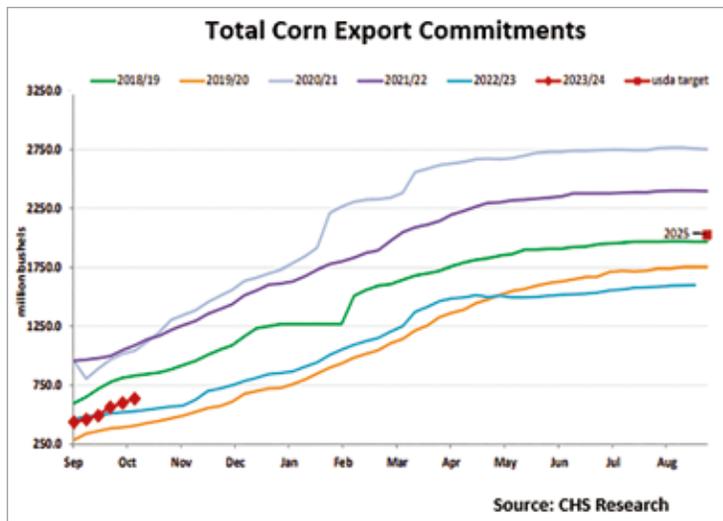
## Corn

The corn harvest is wrapped up! As we move into winter the weather in South America will continue to be closely monitored and South American production will influence corn futures. U.S. ethanol production and export demand will also be important factors to watch.

Expectations that global corn production could return to normal levels following the decrease in 2022/23 could cap any sustainable rally. The end of the Black Sea grain deal supported prices in July and early August but as we moved into fall, prices decreased due to sufficient world supplies. The war in Ukraine is having less of an effect on markets but could potentially change if we see an escalation in fighting, resuming the Black Sea grain deal, or a potential resolution to the war.

The war in Ukraine will be a focus of traders for direction. The damage to Ukraine’s port systems and infrastructure continues to limit exports with production well below pre-war levels. U.S. ethanol production remains steady with tight stocks. U.S. gasoline demand has stabilized which is also adding some support to ethanol demand.

The higher interest rate environment may have a negative impact on farm income and commodity prices. Don’t be surprised to see a drop in corn acreage in 2024, with some acres shifting to soybeans. The USDA will release its monthly Supply and Demand and Crop Production report on December 8.



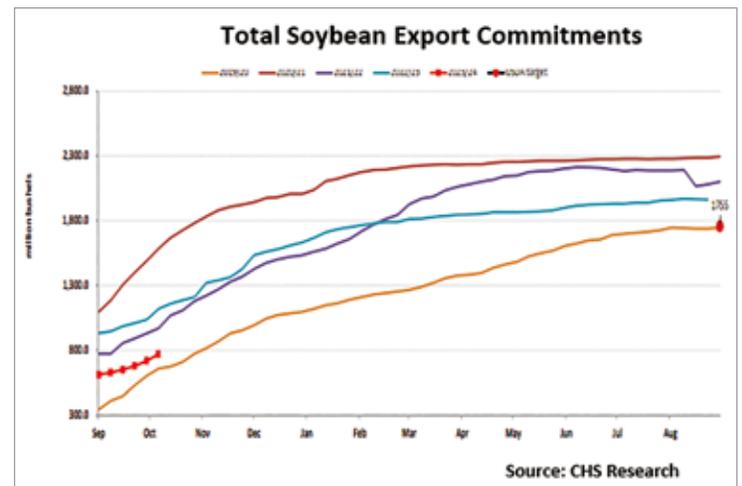
## Soybeans

Trade is closely watching weather patterns in South America as we move into December. Barring weather issues, Brazil is on tap for another large soybean crop. Brazilian soybean production is expected to be near record levels.

U.S. crush numbers have been relatively strong with tight soy oil stocks. The current tight U.S. stocks and any further decrease should support prices. U.S. crush capacity is anticipated to grow with the idea of more soybean acreage in the U.S. in 2024. Demand is being driven by the U.S. domestic increase for biodiesel and attractive crush margins.

The U.S. dollar rallied from July to October having a negative effect on demand. The U.S. dollar and crude oil prices should continue to influence soybean prices as we move into winter. Crude oil prices are expected to remain strong and trade in the mid-upper \$80.00s to mid \$90.00s into early 2024.

U.S. soybean acreage in 2024 is expected to increase with some of the shift coming from crop rotation after this season’s large corn area. China’s poor hog margins remain a bearish factor for soybean import demand. The U.S. soybean carryout is expected to remain tight as we move into the new year adding underlying support to prices.





# Wheat

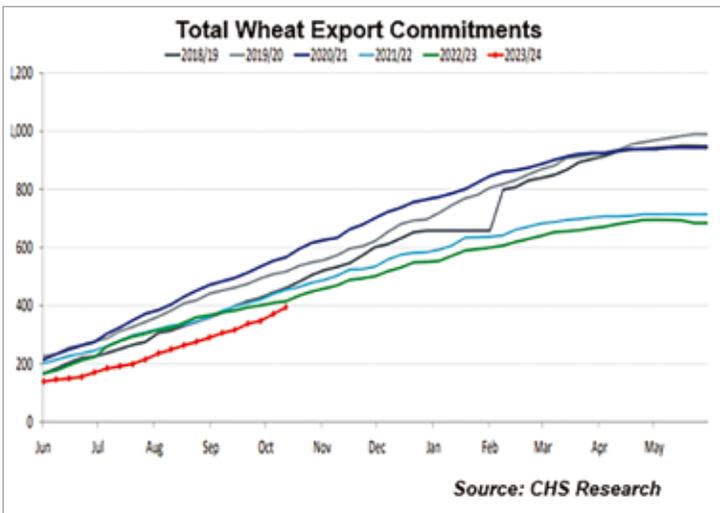
Another wheat harvest is complete with hard red spring wheat seeing better yields than many anticipated. HRS production came in larger than trade expectations.

Australian production levels continued to fall after record production last season. The Australian crop is expected to be closer to 24.0 MMT. The drop in Australian wheat production has been partially offset by large U.S. and Russian production.

U.S. wheat export sales have been lacking due to outside competition and that is expected to persist. This fall, the USDA reported export sales of soft red winter wheat to China which is seen as positive and further Chinese interest would be beneficial. Flooding was reported in the northeastern growing areas of China during the growing season.

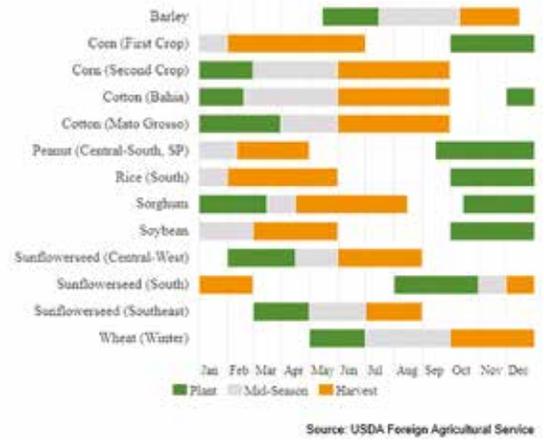
Wheat prices will find direction from South American production, corn values, and export demand. Wheat production in the southern hemisphere will be closely watched due to El Niño. A disruption in exports from Russia due to military action from Ukraine could potentially support prices.

Enjoy the holidays and Happy New Year!

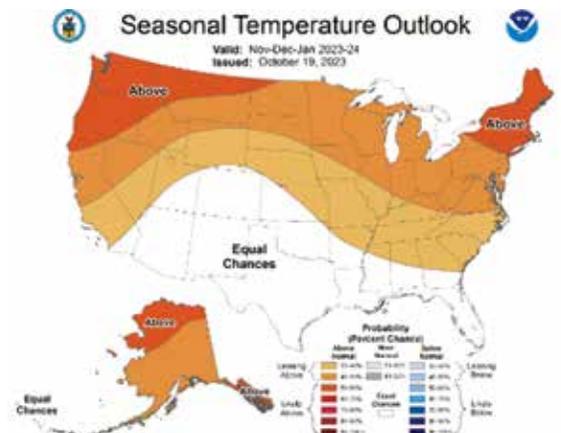
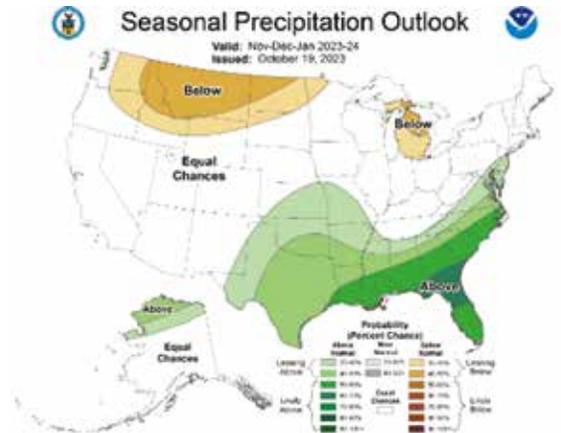
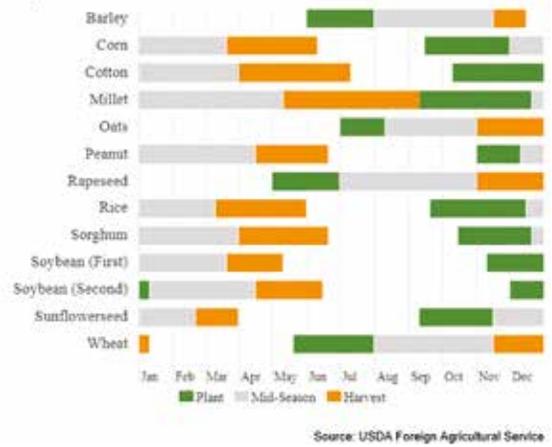


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## Argentina crop calendar



## Brazil crop calendar



## Avoid



It might sound simple enough, but through the winter months, the number one cause of injuries on the farm or at the elevator is ice. Slips, trips, and falls happen very easily anytime you are walking on ice and compacted snow. At CHS, we require our drivers to wear boot spikes when making deliveries. That's something we recommend for all employees working outside and for the growers as well.

We would also ask that our customers notify us any time they notice a slippery spot at one of our elevators or agronomy locations. We try to get the snow and ice cleared up the best we can, but it helps to let us know if we have missed a spot.



**Bernie Perreault**  
*Safety Specialist  
CHS Northern Grain  
and CHS Ag Services*



**Steve Spaeth**  
*Safety Specialist  
CHS Northern Grain  
and CHS Ag Services*

Another thing worth keeping in mind over the winter is safety in the shop while doing maintenance. Our business units will be busy doing upkeep, repairs and maintenance on equipment to get it ready for the spring. Farmers will be doing the same thing in their shops.

If you have vehicles and equipment inside the shop, beware of the risk of carbon monoxide poisoning. You can mitigate that risk by shutting off engines and equipment and by making sure you have adequate ventilation. Finally, don't forget housekeeping. You don't want to come back to a dark, messy shop with things to trip over, so picking up after yourself before quitting for the day is worth the extra time.





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## Promising

**new seed options**

## for 2024

Every year, new seed releases seem to offer a step up in performance through better agronomics and yield. This year, we had a few new corn and soybean hybrids in our test plots that looked very promising for the next growing season. Below are some options to consider with your CHS agronomy sales representative for planting in 2024.

**New corn hybrids**

Allegiant® has an excellent new corn hybrid for 2024 called Allegiant 8037 VT2P with an 80-day maturity. It has a very good drydown and test weight. With a big, girthy ear type for big yields, it would be a perfect offensive companion for Allegiant 8187 VT2P corn, which features a similarly early maturity at 81 days and has a good test weight.

Brevant® has two early maturing corn hybrids that are a good fit for our northern trade areas. The first, B76C31AM™, is a new 76-day early flowering option offering sound agronomics with good test weight and reliable yield potential. The other notable early maturing hybrid from Brevant is B78K17AM™, which was released in 2023. This 78-day hybrid provides a very good yield for an early corn. With good drought tolerance to work across most yield environments, it's an offensive hybrid that's a good choice for your more productive fields.

DEKALB® also has one that was new last year and looks to be an excellent yielder. The 82-day maturing DKC32-35RIB brand blend has proven itself to have a very good emergence and seedling vigor for early planting. It showed up very well in test plots last year, and it looks like it will do it again this year.

**New soybean varieties**

Allegiant has two new XtendFlex® soybean options to consider for 2024. The new Allegiant 01F24N with its 0.1 relative maturity and Allegiant 05F54N with an 0.5 relative maturity both offer excellent iron deficiency chlorosis (IDC) tolerance. The Allegiant 01F24N adds soybean cyst nematode (SCN)



**Terry Sonju**  
Seed Team Leader  
CHS Ag Services

resistance to our early maturity lineup and is a good choice for all yield environments. Allegiant 05F54N, on the other hand, provides very good stress tolerance, including phytophthora root rot field tolerance, for tougher yield environments.

Asgrow® has two new XtendFlex® options for this year. The new AG04XF4 with a 0.4 relative maturity looked impressive in our 2023 test plots. This soybean will be an excellent yielder with good IDC tolerance, but it will be best to keep it to your better fields. If IDC tolerance is your primary concern, then you might want to consider AG05XF4. This 0.5 maturity soybean is the better choice for fields where IDC tolerance is a concern. It has the best IDC tolerance in the Asgrow lineup and provides very good yield. Either of these two new soybeans would be a good choice to pair up with Asgrow AG03XF2 with its 0.3 relative maturity, wide adaptability, and broad set of agronomic and defensive traits.

NK from Syngenta® has two new Enlist E3® soybeans to consider. The first, NK02-H6E3, with a 0.2 relative maturity, is a great offensive soybean for fields where IDC tolerance is not a concern. It has strong drought tolerance and has soybean cyst nematode (SCN) resistance. The second, NK04-A9E3, with a 0.4 relative maturity, has strong IDC tolerance as well as SCN resistance. It looks to be a good, consistent performer across all yield environments.

Brevant has two new Enlist E3 releases. Their new B0083EE™ with its 0.8 relative maturity and B053EE™ at 0.5 maturity both have excellent IDC tolerance. Both have the new Peking SCN resistance gene.

**Plan now for best 2024 supply**

These new hybrids performed well in our test plots and would be good choices to consider for 2024 along with many other excellent seed options, both new and previously available. Remember, the supply can be limited for newer releases, so plan early if you are interested in some of these newer options.

To go through our full seed lineup or take advantage of either our early cash payment discount or possible financing options, contact your local CHS agronomy sales representative. They will be happy to answer your questions and help you plan for seed purchases to get your best yield in 2024.



## SpreadSense Blockage Monitor

In agriculture at home and throughout the U.S., precision and efficiency are top priorities at CHS Ag Services. We are continually seeking ways to optimize our operations, reduce waste, and maximize yields. One critical aspect of this optimization is the precise application of fertilizers, and the granular fertilizer Recon SpreadSense® blockage monitor is a game-changer for precision. Every fertilizer spreader built since 2017 in our fleet has this technology and we will continue with these additions until every single spreader is equipped.

While my role and YieldPoint® continues to focus on precision ag, this product we are now using ties into the whole picture. Variable rate technology (VRT) is available to all our customers because each spreader is capable of using VRT. Make sure you get information on precision sampling and zone creations for your farm. The maps are more than just pretty pictures! Over-application, under-application, and — when it comes to SpreadSense — blockages in the spreader can lead to inconsistent crop growth and wasted resources.

### How does SpreadSense work?

The monitor works by using acoustic sensor technology for reliable, real-time flow detection. The acoustic sensor on the back of each individual deflector listens for material flow and sends sound pulses through auditory tubes. This data is collected by an Electronic Control Unit (ECU), which displays the information on an iPad in the cab. If there's a blockage anywhere in the system, you'll know.



**Mark Halley**  
*YieldPoint Specialist*  
*CHS Ag Services*

Here is what a few applicators said about using the new technology.

“It helps tremendously when using products like N-Edge® or other impregnated fertilizer products because of the potential buildup on the deflectors and it also helps me see the back four deflectors,” says Justin Erdman, CHS Ag Services, Crookston.

“SpreadSense is added insurance,” says Matt Siedel, CHS Ag Services, Warren. “The back six deflectors are impossible to see from the cab, so knowing I have a set of eyes back there watching gives me peace of mind. This spring I was spreading on a field and the alarm went off for a plugged tube. Without SpreadSense, I wouldn't have known and there would have been a skip in the field.”

If you have any questions about this technology, please let us know. We are constantly looking for new ways to make sure we provide the best services to our growers.

### Ditching help this fall

On an added note, with harvest hitting early and people possibly having more time for ditching this fall, please let Paul Davey or I know if you are looking for ways to help with ditching on your farm. We've tracked down some new devices that may help your farm take that next step to produce higher yields in the years to come.







747 S. Main  
Warren, MN 56762



## Donations



Harvest for Hunger check presentation (CHS Ag Services and CHS Northern Grain)



Thief River Falls Fire (CHS Northern Grain)



Win-E-Mac softball donation (CHS Northern Grain)



Roseau Rescue Auger (CHS Northern Grain)