



BIG SKY

NEWS & UPDATES FROM CHS

SPRING 2025

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A message from your senior director of operations

Paul Haeder

For our first newsletter of 2025 it seems fitting to discuss the concept of “newness.” We start a new year, we recently inaugurated a new administration in Washington, D.C., and many of us look forward to new opportunities in the coming months. The idea of “new” is something core to the mission of CHS and certainly something that stands in contrast with the idea of stagnation.

As your local cooperative, our goals center on providing the best service, efficiency and value to our members in every product line and commodity we offer. Seeking new ways to better serve you is certainly core to that mission and something that drives us each day. We can all likely relate to how something new wasn’t always better. In fact, I have grown suspicious of taglines like, “new and improved.” To me this has always been like saying “better and cheaper.” So, which is it? At CHS tremendous human capital has been invested in getting those words in the right order, with the right perspective. The strength of the cooperative system shines in this respect when the input of our drive is for the benefit of the output.

As we turn calendar pages and prepare for new economic markets, CHS is committed to being the partner you can rely upon. We use our expertise and strong supply chain to ensure you have the products and support services you need to find success in the new year. No matter what change comes our way, the stability of CHS is critical to our members who rely on us in all seasons. As we continue through our winter heating seasons, our energy teams are working hard to ensure a stable, cost-effective supply of a variety of products.

Meanwhile our agronomy teams are preparing themselves for a strong spring spreading season, and between our grain and trade teams we are leveraging the power of CHS to ensure you have reliable resources to help that output. All of our efforts, however, are in vain if we don’t find ways to connect with our members to ensure we are providing the best support and service that we can.

So you may be asking yourself what’s new? In addition to new team members, we are working hard to bring new technologies to the forefront to make doing business with CHS as easy as possible. When “better” is the reason for improvement, we know we are on the right track. These things include upgrades to our MyCHS portal, improving payments to our cooperative members and soon to come a transportation coordinator across our organization to give us the very best cost perspective for the products you depend on. We continue to look for places to leverage the strength we have as an organization to benefit our members. These projects and vision all start with the critical feedback we get from you. With this focus we also have deployed producer surveys to give us the best way to capture your feedback in an effort to continually improve our business. Not just for the sake of NEW, but for the sake of BETTER. We are always interested in the things we can do to better serve our patrons so please don’t hesitate to contact our agronomy, grain, energy or retail teams to tell us how we can improve. And of course, I am always happy to hear from you as well! ■



Doing business with CHS Big Sky: simplifying success for farmers

In the ever-evolving agricultural landscape, farmers need reliable partners who understand their unique challenges and provide seamless solutions. CHS Big Sky stands out as a trusted ally for farmers, offering a comprehensive range of services designed to make doing business easier and more efficient.

A legacy of trust and reliability

CHS has a long-standing reputation for being a cooperative that farmers can rely on. With CHS Big Sky, this legacy continues, providing farmers with access to a network of resources and expertise that spans the entire agricultural supply chain. From crop inputs to grain marketing, CHS Big Sky is committed to supporting farmers at every stage of their operations.

Streamlined services for every need

One of the key advantages of working with CHS Big Sky is the streamlined approach to services. Farmers can access a wide array of products and services under one roof, eliminating the need to juggle multiple suppliers. Whether it's high-quality seeds, fertilizers, crop protection products, or precision agriculture tools, CHS Big Sky has it all. This integrated approach not only saves time but also ensures consistency and reliability in every aspect of farming.

Expert guidance and support

Navigating the complexities of modern agriculture can be daunting, but CHS Big Sky is here to help. Our team of agronomists and specialists offers personalized advice and support tailored to your specific needs. From soil testing and crop planning to pest management and nutrient recommendations, you can count on expert guidance to optimize your yields and profitability.

Innovative solutions for modern farming

CHS Big Sky is at the forefront of agricultural innovation, constantly seeking new ways to enhance productivity and sustainability. We invest in cutting-edge technologies and practices that help you stay ahead of the curve. Precision agriculture tools, data analytics and sustainable farming practices are just a few examples of how we're driving innovation in the field.

Convenient and efficient grain marketing

Marketing grain can be a complex and time-consuming process, but CHS Big Sky simplifies it with a range of convenient options. Farmers can take advantage of forward contracts, basis contracts and other marketing tools to manage risk and maximize returns. Our experienced grain marketing team provides valuable insights and market analysis, helping farmers make informed decisions and achieve the best possible outcomes.

Reliable energy products and services

Energy is a critical component of any farming operation, and CHS Big Sky offers a comprehensive range of energy products and services to meet these needs. From high-quality fuels and lubricants to propane and refined fuels, we ensure that farmers have access to reliable energy solutions. Our energy experts provide personalized recommendations and support, helping farmers optimize their energy usage and reduce costs. With convenient delivery options and competitive pricing, CHS Big Sky makes it easy for farmers to keep their operations running smoothly.

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Commitment to community and sustainability

At your local cooperative, the commitment to farmers goes beyond business transactions. We're deeply rooted in the communities we serve, supporting local initiatives and fostering a sense of community among farmers. Additionally, CHS Big Sky is dedicated to promoting sustainable farming practices that protect the environment and ensure the long-term viability of agriculture.

A partner you can count on

Doing business with CHS Big Sky means partnering with a cooperative that understands the unique needs of farmers and is dedicated to making their lives easier. With a comprehensive range of services, expert support, innovative solutions and a commitment to community and sustainability, CHS Big Sky is the partner farmers can trust to help them succeed in today's competitive agricultural landscape. ■

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AGRONOMY UPDATE

Darius Wendlund, senior operations manager



Fertilizer market challenges ahead of the 2025 spring season

As we approach the 2025 spring season, the fertilizer industry is facing a series of challenges. With a mixture of low commodity prices, higher inputs costs and tariff talks looming ahead, it is becoming increasingly difficult to predict demand.

Tight phosphate supply

One of the most pressing concerns for the upcoming spring season is the continued tight supply of phosphates. Low export levels from China coupled with India's lack of supply, have put pressure on the global supply chain. The situation is further complicated by low commodity prices, which has left the market wondering what demand will be this spring.

Urea market pressure

The urea market is also feeling the strain as we enter 2025. Unexpectedly high demand at the tail end of 2024 has placed pressure on the global urea supply chain. This surge in demand prompted hasty procurement activities within the retail sector to ensure product availability. However, the early part of the second quarter of the year may see a slowdown in purchases, as buyers and producers adjust to the inventory levels and assess pricing movements.

A key development being watched is India's latest 1.5-million-ton urea tender. We are eagerly waiting for the specifics of this tender and how the market will react to the news.

Potash market stability

While phosphates and urea face supply constraints, the potash market is relatively firm but well-supplied. Global potash values remain attractive, and the domestic market is seeing lower prices compared to some global regions, which has increased the desire for export opportunities. This dynamic may present some interesting trade opportunities, but also underscores the need for careful planning and timing as producers and retailers navigate the shifting global landscape.

AMS market outlook

The AMS (Ammonium Sulfate) market is also experiencing high demand, with early season purchases already underway. European production remains low, and Chinese exports have been limited, tightening the availability of this essential fertilizer. This combination of factors has created a market where prices are elevated, and securing adequate supplies early in the season is critical for meeting our customer's needs.

Navigating the 2025 fertilizer season: the CHS Big Sky approach

At CHS Big Sky, we're closely monitoring these variables as we make our procurement decisions for the 2025 spring season. With supply chains in flux and prices fluctuating, it's essential that we stay ahead of trends and secure the necessary fertilizers to meet the needs of our customers. We understand that the unpredictability in the market adds an extra layer of complexity to spring planning, and we're committed to working closely with our customers to navigate these challenges. ■

TECHNOLOGY UPDATE

Russell Alisch, director of operations

Energy

We have started installing tank monitors on propane tanks to allow us to view the propane levels before sending trucks out on deliveries. This has dramatically reduced the amount of stops our fleet makes as well as the amount of out-of-gas calls. It also gives comfort to the customer because they can see their tank levels at any time. With this technology our fleet can make better use of time and it's becoming more efficient.



Agronomy

In June 2025 we plan to demo the old part of the Harlem fertilizer plant and begin replacing it with a new integrated tank system. This will increase receiving and loadout abilities while creating a safer and easier place to work for the employees. We will be increasing overall storage of the facility and still utilizing the current urea storage we have. This will also decrease loadout times and should be significantly faster than the previous facility. It is important to keep up with the increasing needs of our customers and getting them back to the fields as quick as we can.

Another area helping us meet the needs of our customers is through our fleet optimization. We have equipped our fleet with technology that allows us to send the field maps from the sales representative to the truck with the correct boundaries and prescription for the field. This allows our spreader trucks to move from one job to the next with ease and confidence that they are completing the job correctly. Once the job is complete the technology sends the results to the billing department and can notify the sales manager and/or the customer that the job is done. ■



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ANIMAL NUTRITION UPDATE

Tim Kipp, sales representative

Greetings! I hope this message finds you well as we embark on a promising new year. The favorable weather has been beneficial for fall grazing, cattle prices remain strong, and we anticipate much-needed moisture for the spring grasses. As calving season approaches, I would like to highlight a few products that can help ensure a successful calving season and maintain a healthy herd as we move into the breeding season.

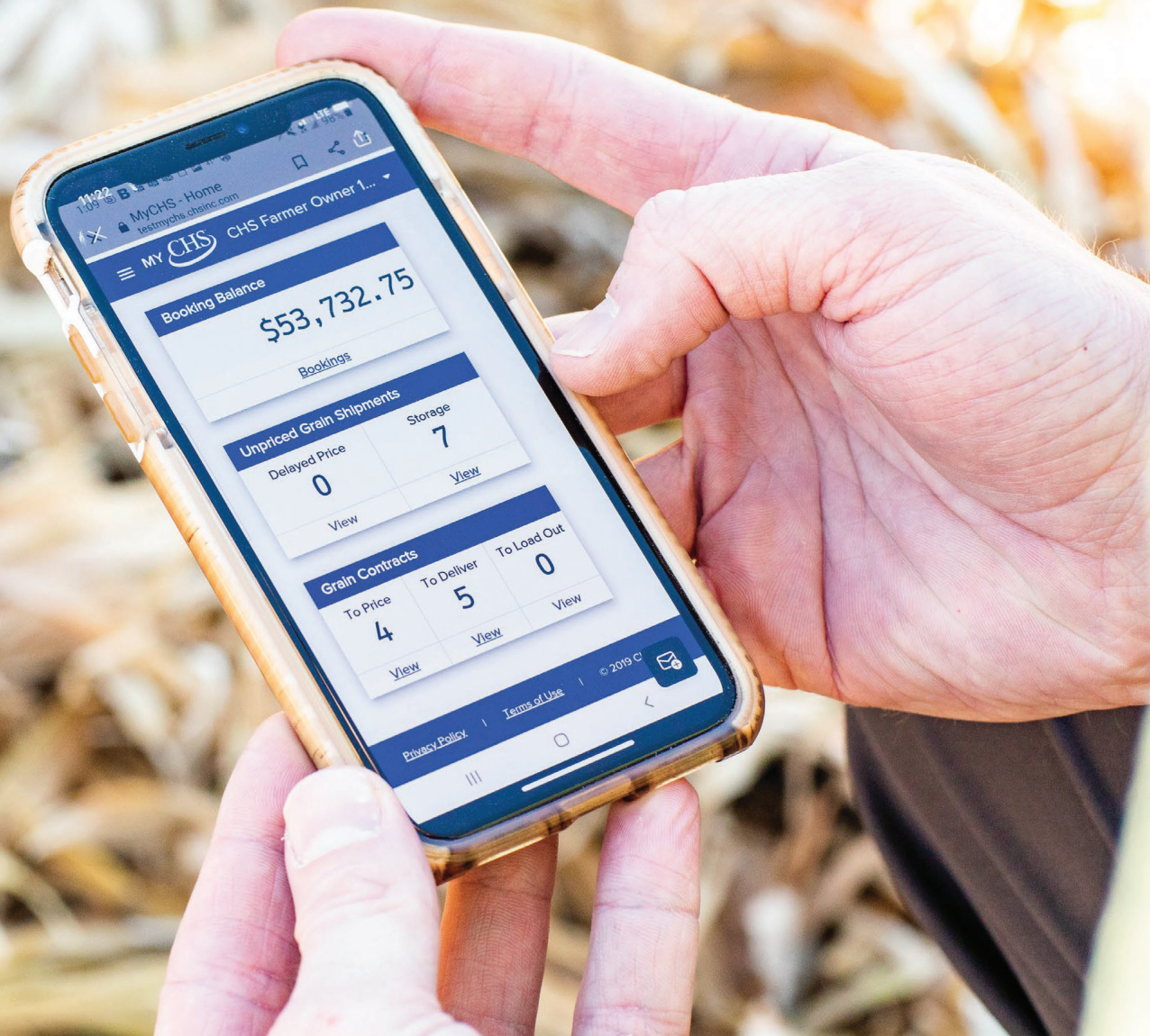


One essential product is mineral supplementation. Minerals are crucial for unlocking and maintaining the genetic potential of your cattle. At CHS, we recognize the importance of mineral implementation and have dedicated significant resources to develop a high-quality and impactful mineral product. Ultramin Elite™ stands out as one of the best mineral packages available. We have partnered with Zinpro Performance Minerals to incorporate Availa® 4, a combination of highly bioavailable zinc, copper, manganese and cobalt, which contribute to the overall health and reproductive performance of beef cattle. Additional benefits of feeding Ultramin Elite include improved reproduction in cows and bulls, fewer treatments for symptoms of Bovine Respiratory Disease (BRD), heavier calf weights at weaning and high palatability with no fillers or bentonite. The inclusion of Diamond V® Yeast enhances digestion and ensures predictable consumption, while Xtra-Dry® provides improved weather protection.

Another product we offer to support your herd's performance and health is our Payback® Range Feed line, commonly referred to as cow cake. We provide a variety of protein levels and can include additives such as Bio-Mos®, Rumensin®, or Bovatec®. Our range feed can be customized into various pellet sizes to meet your specific needs. Range feed is a cost-effective way to maintain herd health and reduce hay consumption. Our range feeds are available in 50-pound bags or in bulk by the ton.

If you have any questions about these products, please do not hesitate to contact your nearest CHS location. ■





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