



**MOUNTAIN WEST
CO-OP**



NEWS & UPDATES FROM CHS

SPRING 2025

In this issue

Safety update

Grain update

Agronomy update

Services provided by
CHS Mountain West



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 started 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 season, 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! ■

Safety Update

Vanee Simonsen, safety specialist



When working on a farm or ranch as the spring approaches, it is important to prioritize safety. Most of us can do our daily jobs on auto pilot. While this can be an effective way to get through the day, it can lead to unsafe situations. It is important to slow down and make sure we are taking time to really pay attention to our task at hand. Below are a few tips to keep in mind as we head into spring work.

Key safety points to remember:

Equipment maintenance:

- Thoroughly check all farm machinery before use, including tires, brakes and safety guards.
- Perform routine maintenance on equipment like tractors, plows and cultivators.
- Replace worn or damaged parts promptly.

Personal protective equipment (PPE):

- Wear appropriate clothing for the weather, including layers for changing temperatures.
- Use safety glasses, gloves and hearing protection when necessary.
- Consider wearing steel-toed boots for foot protection.

Animal handling:

- Always approach animals calmly.
- Securely restrain animals before performing any procedures.
- Be aware of potential aggressive behavior from livestock.

Weather awareness:

- Monitor weather forecasts and be prepared for sudden changes, including rain, snow and strong winds.
- Try to avoid working in extreme weather conditions.

Confined spaces:

- Never enter a grain bin, silo or manure pit without proper safety procedures and training.
- Use a buddy system when entering confined spaces.

Child safety:

- Keep children out of working areas and supervise them closely when on the farm.
- Educate children about farm safety rules.

Emergency preparedness:

- Have a well-stocked first aid kit readily accessible.
- Know how to contact emergency services in case of an accident.
- Develop and practice emergency response plans for different scenarios.

I wish you all a safe and successful spring season! ■

Grain Update

Kelsey Morris, grain department manager

We are excited to announce CHS has upgraded the MyCHS experience with a new customer grain offer system. CHS is continually working on making upgrades to our systems and technology to make it easy and rewarding to do business with us. The MyCHS app was launched in December 2024. You are now able to sign up for grain marketing updates and also e-sign your grain contracts using the MyCHS app. Use MyCHS for paying your bill, viewing statements, downloading reports, viewing bids and placing offers on your grain. Ask us how to get set up if you have not already.



Now that we are in the new year, we are seeing farmers moving their grain to local elevators. With the large stocks that are currently on-farm across the U.S., and exports down overall, we could see some challenges if too much grain starts moving at once. The markets have shown volatility, which has made grain marketing challenging. Make sure to let us know what your goals are for pricing and movement. We are here to assist you and help you reach your goals. As you prepare for field work this spring, make sure you have a plan for any old crop you may still have in your bins that needs to be moved before harvest. I look forward to the opportunity to work with you! ■



Scan QR code to enroll in MyCHS today!



Agronomy Update

Dusty Hoffenbacker, operations supervisor



Welcome spring 2025! At CHS Mountain West, we offer a variety of services to meet your agricultural needs.

Fertilizer: We provide everything from 50 lb. bags for lawn use to larger-scale farm direct loads. We have 3-4 different options in 50 lb. bags for spring, summer and fall applications. For larger needs (1,000 lb. bag or more), we can custom blend any variety of fertilizer to meet your crop's requirements.

Applications: Our application equipment ranges from 70 ft. boom air precision TerraGator® floaters to small ground-driven carts you can pull yourself.

Soil Sampling: Our agronomy team can test your soil and help you make informed decisions about its health and fertility needs.

Hay and Forage Testing: Testing hay and forage is crucial to ensure the nutritional quality of the feed, helping build a feeding program that keeps your animals healthy and productive.

Crop Protection Products (CPP): We offer a variety of CPP designed to enhance grower value and optimize crop protection.

Seed: We have a full lineup of seed products through our Allegiant® seed brand, ranging from corn and soybeans to wheat and forages. We also carry a wide range of lawn, pasture and forest mixes to meet your area's needs.

Visit any of our agronomy locations in Drummond, Stevensville, Ronan or Kalispell to receive assistance from our knowledgeable staff. We look forward to visiting with you! ■

