



## 2016 CHS PROPANE EQUIPMENT

Buying power and one-stop convenience  
for all your propane equipment needs



# One simple phone call for preferred pricing and outstanding value

At CHS, we go beyond providing a safe, reliable supply of propane – we also help you safely meet all your propane equipment needs, from rolling stock and accessories to tanks and bulk plant construction.

**Easy for you.** You gain the convenience of one-stop shopping and the confidence of knowing you are working with experts who have your best interests at heart. Make just one phone call to CHS and we'll walk you through the options from leading, reputable manufacturers. You can count on our knowledgeable sales and technical support team.

**Outstanding value.** Working together, we'll select from proven equipment brands, all at top value thanks to our significant buying power as a leading propane supplier and a Fortune 100 company. Agricultural customers have the added benefit of earning patronage on qualified purchases.



Take advantage of our buying power to get proven products at the market's most competitive prices. Call (800) 852-8186, ext. 8429, 8439 or 8465 today.

## Convenient, one-stop shop

- Close collaboration throughout the process
- Dedicated to personalized customer service
- Focus on safety as the number one priority
- Vendors committed to quality and reliability
- Deal directly with preferred vendors
- Competitive pricing
- Earn rewards on purchases

Visit us at [chsinc.com](http://chsinc.com)  
(Then follow:  
Energy > Propane Equipment)

*"I recommend CHS Propane Equipment. They are knowledgeable, a pleasure to work with, and they put in extra effort to help us get the products we need. The parts we purchase through the preferred vendors are very high quality."*

– Brad Rosa, General Manager,  
Cottonwood Co-op Oil Company,  
Cottonwood, Minn.

# CHS Propane Equipment Rewards

Earn your choice of popular Cabela's® gift cards or Cenex® gift cards. Use Cabela's gift cards at any Cabela's retail store, catalog or online at Cabelas.com. Cenex gift cards are good at more than 1,400 Cenex branded locations. **Certain restrictions may apply.**

- Step 1** Sign up to be a direct bill customer with our preferred vendors (required).
- Step 2** Buy \$18,000 worth of new or pre-owned domestic tanks and your company earns a \$50 gift card. This is the threshold to earn rewards in step 3. Earn an a \$50 gift card when you reach \$18,000 or more of domestic tanks purchased between July 1 and June 30. This program renews automatically.
- Step 3** Buy at least \$1,800 through a preferred equipment vendor on a single invoice, and your company earns a \$50 gift card. Earn an additional \$50 gift card for every additional \$1,800 worth of purchases on that same invoice. Amounts do not “roll over” from one invoice to the next.



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## Contact Information:

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# PREFERRED VENDORS

At CHS, we know how to choose vendors committed to product quality, reliability and safety. Because of our size and scale, you'll be tapping into a negotiated value on pricing that most individual buyers can't otherwise access.

**Unique expertise.** Our propane equipment team has extensive experience helping propane marketers like you with their equipment needs and specifications. We understand your needs and challenges because like you, we're experienced in the propane delivery business. We'll guide you through all the options from our preferred network of reputable, leading manufacturers while saving you money.

*"Working with the CHS Propane Equipment team is painless; they always work to solve any kind of problem. They are great people and I would say there is good value in all the support you get from them."*

- Calvin Yamamoto, Propane Manager  
for Ag Supply Co of Wenatchee (Wenatchee, Wash.)



# PROPANE CYLINDERS

**Is it time to stock up on propane cylinders to meet the needs of your customers?** Satisfying your local demand for grilling season, lawn mowers, forklifts, construction and more is easy when you give a call to CHS Propane Equipment.

- Range of sizes available including: 20, 30, 40 and 100 pounds as well as 33½-pound steel and 33½-pound aluminum cylinders

**Call your account manager today to learn about availability and pallet pricing.**



# DOMESTIC TANKS

## New Tanks

Working with preferred vendors such as Trinity Containers and Quality Steel, CHS offers new propane tanks in all sizes. You'll get preferred pricing and convenience, and you'll be working with equipment experts dedicated to quality, safety and customer service. Call us today, even if you don't need a full load of tanks. With deferred billing, you can get a tank right away and pay at a later date.

- Make just one call – we'll do all the legwork for you
- Choose the sizes that best meet your needs
- You have the option of placing partial orders
- Delayed billing is available
- Order early to earn maximum rewards



## Tank stockyards

CHS customers have access to multiple stockyards throughout the nation. These convenient locations may help balance the timing of full stack or full truckload domestic tank orders with just-in-time inventory solutions.

Call us for availability of quantities, sizes, and options.



## Pre-owned and Refurbishing

CHS Propane Equipment offers pre-owned and refurbished tanks from reputable suppliers with state-of-the-art facilities and proven safety records such as Fischer Tanks and Hydrostat. Deferred billing and partial orders are available. With just one phone call, we can take care of refurbishing your used tanks, too.

**Pre-owned tanks.** Less expensive than new tanks, these pre-owned tanks have all new valves and gauges. Tanks have been cleaned using a steel tank shot blasting machine. They are inspected and tested, and have a one-year warranty.

**Refurbishing services.** Maintain a positive brand image for your business by transforming unsightly old tanks into attractive, safe ones. We'll arrange for reliable experts to pick up and sandblast your tanks, replace valves, and return the tanks in ready-to-install shape, along with warranty information.

**If you have excess inventory and are looking to sell tanks, please call CHS.**



*“Purchasing refurbished domestic tanks has proven to be a good value. Guaranteed by the refurbisher, the tanks have been vacuum purged and are equipped with new valves, gauges, and paint. Best of all, refurbished tanks are a fraction of the cost compared to new ones.”*

– Jason Aho, Energy Manager,  
Lakes Area Cooperative, Perham, Minn.



# ROLLING STOCK

Take advantage of the CHS fleet discount opportunity that's available to our customers. CHS Transportation operates one of the largest private fleets in the nation. You'll be getting your rolling stock from trusted, experienced vendors while tapping into the rolling stock expertise CHS has gained through decades of propane delivery experience.

- You can count on our equipment team doing the research and staying involved to help with everything from accurate highway weight calculations to solutions for unique needs
- We'll work closely with you and preferred vendors such as Arrow, Fisk, H&H, IPS Equipment and Westmor
- Available equipment includes: service trucks, bobtails, transports, transloaders, cylinder trucks, crane trucks, tank trailers, pickup trucks and custom rigs

**Custom builds.** From conception and design to installation in the field, we'll help you evaluate the best options tailored specifically for your business – while saving you money. Whether you're searching for a customized solution for hauling multiple tanks or highly specialized transloaders, we'll spare you the time and hassle of calling multiple vendors.

**Call CHS to fill all your needs at one convenient source.**



Single axle bobtail  
2,600-3,499 gallons



Tandem axle bobtail  
4,000 gallons and larger



Propane powered crane truck allows for ease of moving your propane tanks.



# AUTOGAS EQUIPMENT

**Vehicles.** Are you converting your fleet to include vehicles that run on clean-burning propane? You can purchase all your autogas vehicles – from pickup trucks and service trucks to bobtails – conveniently through CHS at preferred pricing.

**Propane conversion systems.** Installing these EPA certified alternative fuel systems onto existing trucks has been shown to improve vehicle performance and lower operating costs. Talk to us about the benefits for either your own fleet or your customers' fleets.

**Dispensers.** We're your convenient one-stop shop for all your autogas equipment needs, including autogas dispensers from IPS and Westmor, like the ones used to serve a growing number of drivers at numerous refueling stations.



## Why Autogas?

Propane power is gaining popularity for service vehicles, fleets, school buses, and more. The reasons are simple. Today's advanced technology saves consumers money, lowers emissions, and improves performance. It's no wonder propane is the world's leading alternative fuel.



Let CHS propane equipment know if we can help when talking to your customers about embracing propane innovations.



# TANK MONITORS

Get a competitive edge with the latest wireless propane tank monitoring systems. You'll increase your operational efficiency and business success with accurate remote monitors purchased through CHS.

- Easy to install
- Help reduce customer run-out
- Optimizes delivery efficiencies
- Compatible with many routing programs
- Cellular, satellite and landline capabilities offered
- Affordable way to monitor your high-usage and intermittent accounts
- Leasing options are available
- Works for both propane and refined fuels
- Choose systems from two preferred vendors: Centeron and Wesroc



Standard and deluxe base units available

**Call your CHS propane equipment account manager to walk through available options.**



Single cellular or satellite unit

# ROUTING AND BILLING

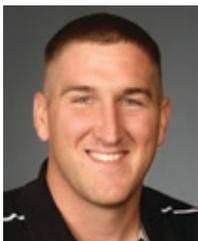
Make your business more efficient with state-of-the-art routing, tracking and billing systems purchased through CHS. Going paperless and providing your drivers with a mobile office system can improve your operational efficiency and bottom line.

- Choose user-friendly propane management systems (software, equipment and services) from two expert vendors: Rural Computer Consultants and K&K Management Solutions
- Comprehensive routing systems can track all of this for you:
  - Accounting    – Payments    – Recordkeeping
  - Routing        – Scheduling    – Logistics
- Mobile office systems are available
- Compatible with many tank monitor systems
- Interface with many back office accounting systems



Energy distribution solutions (EDS) is a newly-launched business model by CHS Energy that is committed to providing energy customers with profitable, relevant solutions for delivery of bulk energy products to best serve their customers. EDS consists of three primary components: Energy Engine Analysis, Project Management Services, and Energy Operational Evaluation.

## Contact Information:



**Mark Schaffner**  
*Energy Distribution  
Solutions Manager*

Mark has over 10 years experience within energy and agronomy divisions. Mark's understanding of sales and distribution to the farm as well as

commercial clients allows him to work closely with energy managers to develop the path to efficiency and improved profitability.

**Email:** mark.schaffner@chsinc.com

**Cellphone:** 605-380-6638



**Robert Lueck**  
*Petroleum Distribution and  
Marketing Analyst*

Robert has been involved in the energy business for nearly 30 years, including multiple management positions at local cooperatives. Robert's expertise of business operations and challenges make him the perfect fit to assist your company with improving distribution proficiency.

**Email:** robert.lueck@chsinc.com

**Cellphone:** 952-237-6923



# BULK PLANTS AND CONSTRUCTION SERVICES

It's never been more important to right-size propane storage for you and your customers. We take the hassle out of constructing your bulk plants by helping you plan for your upcoming needs, get multiple competitive estimates from expert vendors, and finance your project.

**Special services.** CHS also has a track record of successfully helping propane marketers with a variety of unique construction needs, such as rail facilities for unloading propane, special setups for crop drying, or custom-built vaporizer plants.

- Rely on us as a strategic partner to simplify the complex task of planning and safely building your bulk plants
- LP storage tanks are available in multiple sizes: 18K, 30K, 45K, 60K and 90K gallons
- Use the exclusive CHS Storage for Pennies program to lease your own propane plant for pennies on the gallon (see page 13 for more information, and then call us for details)
- Qualified buyers can also earn patronage on their investment
- Bring us all your propane construction challenges – we have a team of experts ready to help you



To learn more, call your propane equipment account manager.

# STORAGE FOR PENNIES

Available only through CHS, this turn key storage assistance program is a smart way to prepare for next season. Consider Storage for Pennies to help alleviate supply interruptions, facilitate growth, preserve working capital, reduce debt load, gain potential tax benefits and take advantage of potential savings by filling during off-peak demand times.

We'll work collaboratively with you from start to finish on all aspects of right-sizing your storage.

- Approved customers can lease propane storage projects on a cents-per-gallon basis
- Our experts work closely with CHS-approved tank suppliers and contractors who are experienced in bulk plant installations and expansions
- This turn key program assists you with contractor evaluation and selection, and then helps with overseeing construction, permitting, financing and more
- Easy, convenient payment options are available, including flexible term options
- Call us for more details today

## Peak demand = 14 days storage

The propane industry has identified a need for marketers to increase their storage to 14 days of peak demand. Your CHS propane account manager is available to help you evaluate your upcoming supply and storage needs.

Marketers and suppliers need to collaborate more closely than ever to ensure there is adequate supply and storage to meet propane demand during the crop drying and heating seasons. We look forward to working with you.



### Storage for Pennies annual cost example based upon a typical stand-alone 30,000 bulk plant build of \$135,000

Gallons per year	500,000	
Residual Payment	15%	20%
		\$20,250.00
Terms in years	Cent per gallon rate	
5	\$0.0520	\$0.0495
6	\$0.0444	\$0.0423
7	\$0.0389	\$0.0371
8	\$0.0347	\$0.0333
10	\$0.0290	\$0.0278

Gallons per year	1,000,000	
Residual Payment	15%	20%
		\$20,250.00
Term in years	Cent per gallon rate	
5	\$0.0260	\$0.0248
6	\$0.0222	\$0.0212
7	\$0.0194	\$0.0186
8	\$0.0174	\$0.0166
10	\$0.0145	\$0.0139

Rates are subject to change without notice.

# ANHYDROUS EQUIPMENT

As a complement to our propane equipment offering, CHS provides anhydrous equipment and services for your anhydrous plant.

- We offer nurse tanks as well as construction services, repairs and maintenance on existing bulk storage facilities
- We also offer a full line of replacement parts and equipment
- **NH<sub>3</sub>** storage tanks are available in multiple sizes: **18K, 30K, 45K, 60K, and 90K** gallons
- Financing available



**Rely on us as a strategic partner to simplify the complex task of planning and safely building your bulk plants.**



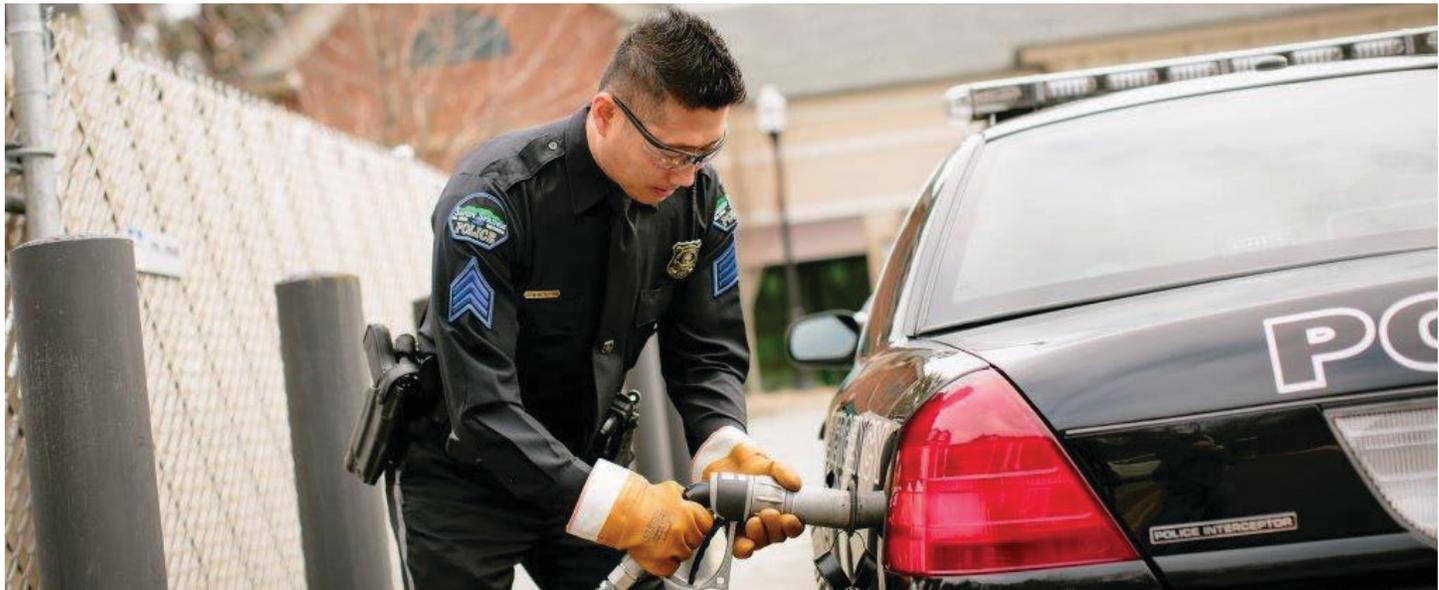




Farmer-owned with  
global connections

CHS Propane Equipment  
P.O. Box 64089, MS 505  
St. Paul, MN 55164-0089  
1-800-852-8186, ext. 8429, 8439 or 8465  
chsinc.com

Ask about our safe, dependable propane supply, too. Find out why so many propane marketers trust CHS to help them manage supply and risk in today's volatile marketplace.



QUALITY PRODUCTS • COMPETITIVE PRICING  
EXPERTISE • PARTNERSHIP AND PEACE OF MIND

Take advantage of our buying power to get proven products at the market's most competitive prices. Call (800) 852-8186, ext. 8429, 8439 or 8465 today.