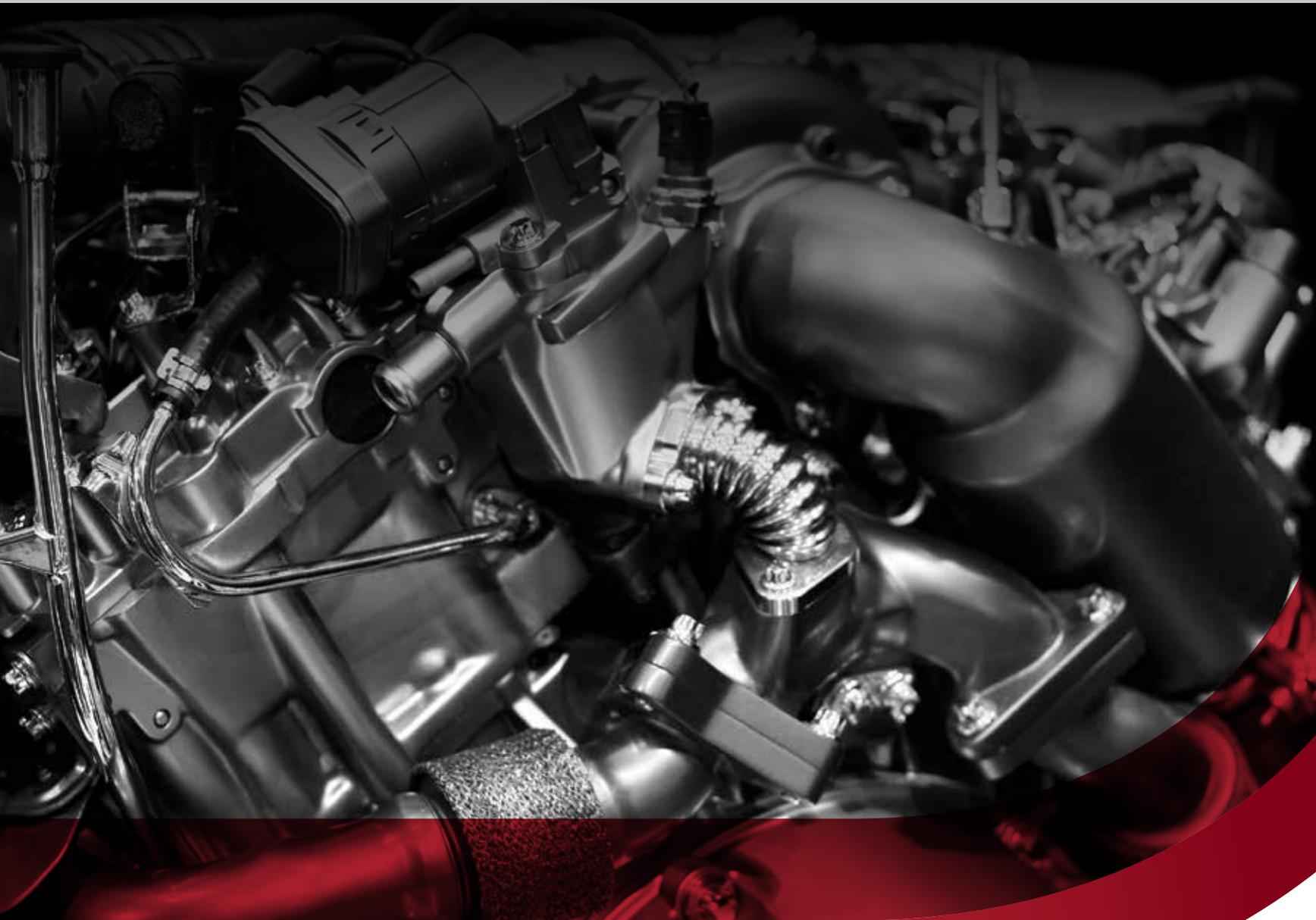




2019 LUBRICANTS DEALER MARKETING PROGRAMS



PROTECTION • PERFORMANCE • PROFITABILITY



Register Now! For the monthly *In the Know* E-Newsletter.
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QUICK REFERENCE GUIDE

General Questions:

1-800-852-8186

Lubricants: Press 3

Customer Service: Press 1

Technical Services: Press 2

Cenex Total Protection Plan® Program

Customer Service:

1-866-863-0827

TPPWarranty@collemcvoy.com

More Information: Cenex.com/TPP

To find a certified Cenex® distributor:

Cenex.com/Locations

Cenex.com:

[Equipment Lookup Tool:](#)

[Lubricants > Equipment Lookup](#)

[Safety Data Sheets:](#)

[Lubricants > Safety Data Sheets](#)

[Product Data Sheets:](#)

[Lubricants > Product Data Sheets](#)

CenexShop.com > Lubricants:

[Ad Share Materials](#)

[Merchandise](#)

[Product Labels](#)

[Sales Tools](#)

MyCHS

Go to chsinc.com, click on

[MyCHS Log-in > Energy > Lubricants](#)



Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

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UPDATES FOR 2019

New Programs

General/Terms Updates

New Processes for Credit Submissions

UPDATES FOR 2019

WHAT'S NEW?

For 2019, CHS Lubricants Marketing has incorporated updates to the Dealer Marketing Program book to better serve our owners in successfully capturing new incremental Cenex® branded lubricants gallons, while also working to reinforce an ease to doing business. These updates are also aimed at serving and strengthening our collective business objectives, as well as continuing to support our cooperative dealer network.

NEW PROGRAMS

Incentivized Heavy Duty Expansion Program

This program, introduced in FY18, is specifically formulated to help dealers target **NEW** industry prospects with high annual volumes. For FY19, this program structurally will remain the same, however, the available credit will be increased by \$.25 per gallon for all dealers. Plus, under the Incentivized Heavy Duty Expansion program format, an additional \$.25 per gallon will be offered for those dealers whose two-year average of branded Cenex® lubricant and grease purchases (based on FY17 and FY18 purchases) equal 50,000 gallons or more. For complete details on these enhancements, see page 24.

LubeScan® Used Oil Analysis Kit Credit Program

This program provides dealers who have a minimum two-year average (based on FY17 and FY18 purchases) of 50,000 gallons or more of Cenex branded lubricants purchases, a credit *up to \$10,000* to be used towards FY19 LubeScan® kit purchases. Allocation dollars will be figured at \$.10 per gallon, based on the average, up to the maximum amount. This program allows dealers the flexibility to either retain current business by offering the kits for free, or to use it in conjunction with another program to help secure new gallons. For complete details on this program, see page 13.

GENERAL/TERMS UPDATES

Cenex® Lubricants Ad Share Update

This year, CHS Lubricants Marketing will increase the reimbursement support for advertising materials through the Cenex® Lubricants Ad Share program. The reimbursement ratio has changed from 50/50 to 75/25 cost share support on marketing materials that help promote the Cenex brand. The maximum annual credit allocation will remain the same at \$2,000 per dealer. As always, CHS Lubricants Marketing is thrilled to help our dealers create new and innovative marketing initiatives that meet the needs of your local markets, while still supporting the Cenex brand. Contact us today! For complete details on this program, see page 28.



Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com

CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

UPDATES FOR 2019

NEW PROCESSES FOR CREDIT SUBMISSIONS

CHS Lubricants Marketing understands the concerns of our Cenex® dealers regarding marketing credit submission documentation requirements. In an effort to assist dealers who utilize the following programs to grow Cenex® lubricant sales volume, CHS Lubricants has updated the submission process for fiscal year 2019 for our four core growth programs. For these four programs, CHS has eliminated the requirement to submit supporting documentation, such as sales reports, with each submission in order to obtain credit. We hope that by eliminating this requirement, it will encourage dealers to use the programs more to grow sales. The four core growth programs include: Government Credit, Heavy Duty Expansion (including the Incentivized version), Equipment Cost Share and Industrial Volume Credit.

With this process change, CHS will allow dealers to submit credits for these specific programs with a single form. Credits will be issued based on the program form with the understanding that **CHS reserves the right to audit any of these submissions, at any time**. If an audit is initiated on a specific credit, the dealer will need to provide supporting documentation, as outlined in the specific program's overview, to CHS Lubricants within 30 days of notification. If the dealer is unable to provide documentation for the credit, or if the documentation does not match the information submitted, **CHS reserves the right to invoice the dealer for a return of the full credit amount**.

If a dealer uses the Government Credit, Heavy Duty Expansion (including the Incentivized version), Equipment Cost Share or Industrial Volume Credit program, they may follow the process outlined below for submitting credits without supporting documentation.

1. Dealer will verify the account as part of the specified program.
2. Dealer will collect the necessary documents in conjunction with each program guidelines and will keep the documentation on file for 12 calendar months from the time of submission.
3. Dealer will sign and submit the program form, acknowledging that the supporting documentation exists to support the credit request, and that the gallons and credit request are accurate.
4. The signed marketing program form can then be submitted to LubeCredit@sp.chsinc.com. **Please ensure your District Manager is copied on the email or the submission will not go through.**

Please note all other programs not included in the four core growth program list must be submitted with supporting documentation and can be sent to LubeCredit@sp.chsinc.com.



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DEALER PROGRAMS

Lubricants Education & Training
Cenex Total Protection Plan® Sales Incentive
LubeScan® Used Oil Analysis Kit Credit Program
End-user Meeting Cost Share Program & Form
Equipment Cost Share Program & Form
Government Credit Program & Form
Heavy Duty Expansion Program & Form
Incentivized Heavy Duty Expansion Program & Form
Industrial Volume Credit Program & Form
Cenex® Lubricants Ad Share Program & Form
Cenex Total Protection Plan® Cooperative Equipment Program

Industry Icons Key:



DEALER PROGRAMS



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CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

LUBRICANTS EDUCATION & TRAINING

Online Training Overview

CHS understands that today's lubricants business is multifaceted, challenging and very technical. In order to arm our valued dealers with the most current information, CHS Lubricants provides robust online training at CenexRefinedThinking.com.

CenexRefinedThinking.com:

Fundamentals of Lubricants 101:

- Provides basic lubricant formulation knowledge and crucial industry concepts.
- Covers the core understanding of base oils, additives, and why both are necessary in creating premium lubricants.



Advanced Fundamentals of Lubricants 201:

- Takes a deeper dive into the technology of different lubricant categories.
- Discusses the precise application information for specific types of lubricants.

Cenex Total Protection Plan® & LubeScan®*:

- Outlines key features and processes related to the Cenex Total Protection Plan® (TPP) warranty program and the steps for required LubeScan® Oil analysis.
- Arms you with valuable information on the industry's best risk-management tool and the peace of mind Cenex® lubricants deliver.

*This course is required to participate in the Cenex Total Protection Plan® Sales Incentive Program (page 12)

Heavy Duty Diesel Engine Oils:

- Covers the basics of diesel engines and heavy duty diesel engine oils.
- Provides key detailed knowledge on the difference between the Cenex® brand of heavy duty diesel engine oils and competitive products.

Essentials of Tractor Hydraulic Fluids:

- Outlines the importance of using a quality tractor hydraulic fluid and how it can extend the life of equipment.
- Discusses the key industry tests that the Cenex tractor hydraulic fluid product line exceeds and how this translates to the competitive marketplace.

Guide to Grease:

- An impactful video course that covers detailed information on the structures and compatibility of different greases.
- Provides in-depth information on the ingredients that make up a grease and how the thickener plays into grease selection and application.

Visit CenexRefinedThinking.com to register and get started!

Additional In-Person Training Opportunities

Once a dealer has completed both Lubricants 101 and 201 online training, he or she is eligible for in-person coursework. During a guided training with a CHS Lubricants product expert, the trainee further explores developing and understanding customer needs, knowing the industry competition, lubricants sales strategies and more.

In addition, throughout the year, CHS Lubricants provides a variety of opportunities to learn from subject matter experts whom bring years of experience in lubricants sales and technical information. These events provide in-person training and offer valuable interactions with experts. As these opportunities become available, your Cenex Lubricants Representative will reach out to ensure you are aware of the event.

Questions? Contact your Cenex® Lubricants Representative.

DEALER PROGRAMS

2019 CENEX TOTAL PROTECTION PLAN® SALES INCENTIVE

Eligible Cenex® salespeople, working with an authorized Cenex Lubricants distributor and who have completed the **CenexRefinedThinking.com** Cenex Total Protection Plan® and LubeScan® online training course, **by December 31, 2018**, will be rewarded for warranty sales during fiscal year 2019.

Rewards will be distributed as follows:

- **\$50 for a new or used warranty sold to a customer NEW to Cenex Lubricants**
- \$25 for a new or used warranty sold to a current customer using Cenex Lubricants

Non-CHS employees will receive Visa® gift cards, totaling earned incentives, on a quarterly basis. CHS employees will receive a quarterly direct deposit through CHS Inc. Payroll in the total amount of earned incentives, less taxes. Incentives will be fulfilled within 30 business days following the end of the quarter.



To qualify for the incentive, eligible salespeople **MUST** complete the Cenex Total Protection Plan and LubeScan course on **CenexRefinedThinking.com** by **December 31, 2018**. If eligible salespeople do not complete the course by end of calendar year, they will not receive incentives.

CLUB LEVEL - UP TO A \$900 VALUE!*

- **Entry:** Individual sells **15 warranties** in a fiscal year
- **Reward:** Earns up to an estimated **\$750 for all new customers**, \$375 for all current customers
- **Bonus:** Earns an additional **\$150 PLUS** a **Cenex Total Protection Plan shirt!**

SILVER LEVEL - UP TO A \$1,650 VALUE!*

- **Entry:** Individual sells **25 warranties** in a fiscal year
- **Reward:** Earns up to an estimated **\$1,250 for all new customers**, \$625 for all current customers
- **Bonus:** Earns an additional **\$250 PLUS** a **Cenex Total Protection Plan jacket!**

GOLD LEVEL - UP TO A \$3,050 VALUE!*

- **Entry:** Individual sells **40 warranties** in a fiscal year
- **Reward:** Earns up to an estimated **\$2,000 for all new customers**, \$1,000 for all current customers
- **Bonus:** Earns an additional **\$650!**

DIAMOND LEVEL - UP TO A \$5,050 VALUE!*

- **Entry:** Individual sells **50 warranties** in a fiscal year
- **Reward:** Earns up to an estimated **\$2,500 for all new customers**, \$1,250 for all current customers
- **Bonus:** Earns an additional **\$1,500!**

***To achieve max values as stated, all customers must be new to Cenex Lubricants.**

Terms: Incentives paid/fulfilled quarterly. Fulfilled within 30 business days of the end of each quarter. Any cumulative reward over \$600 received by a non-CHS employee is taxable. 1099 forms will be distributed to non-CHS employee participants who receive gift cards. **Gift cards expire as specified on gift card, and expired gift cards will not be replaced by CHS.**

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

2019 LUBESCAN® USED OIL ANALYSIS KIT CREDIT PROGRAM

Objective

Assist Cenex® dealers, who have and maintain a minimum two-year average of 50,000 gallons or more of Cenex® branded lubricants* and grease products, in retaining existing or securing new gallons by providing *up to \$10,000* in credit toward purchases of LubeScan® Used Oil Analysis Kits.

Program Details

Dealers with a minimum two-year average (based on FY17 and FY18 purchases) of 50,000 gallons or more of Cenex branded lubricants* and grease will receive *up to \$10,000* in credit towards their FY19 LubeScan kit purchases. At the end of the fiscal year, dealers will be issued a credit based on FY19 LubeScan kit purchases, up to their account's allocated amount, *as long as the dealer maintains or grows beyond their two-year average of Cenex lubricants purchases*. If, at the end of FY19, the dealer does not maintain or grow beyond their two-year average of Cenex lubricants purchases, **CHS reserves the right to issue credit for only half the value of purchased LubeScan kits during the previous 12-month period.**

Program Dates

September 1, 2018 – August 31, 2019

Terms

- Maximum credit allocation per account, up to a maximum of \$10,000, will be figured at \$.10 per gallon, using the established FY17 and FY18 two-year average.
- Eligible dealers will be notified no later than September 30, 2018, if their FY17 and FY18 two-year average of annual Cenex branded lubricants and grease purchases are at or above the minimum 50,000 gallons.
- A notification letter, along with the total approved allocation amount for LubeScan kit credit and a form will be provided to eligible dealers to review, sign and return, acknowledging participation in the program for FY19.
- Once CHS receives the form, dealers may begin using the program and purchasing LubeScan kits from CHS Lubricants under this program.

LubeScan kits must be purchased through CHS Lubricants Customer Care by calling (800) 852-8186, ext. 3, or 651-355-2402. LubeScan Kits are sold in the following options:**

- **Standard 10 pack kit for \$13.50/kit**
 - Includes 10 bottles and 10 standard mailing labels.
- **FedEx 10 pack kit for \$20.00/kit**
 - Includes 10 bottles and 10 FedEx shipping labels for faster shipping.

Credits will be given 45 days after the close of FY19.



*Drip oil and DEF purchases do not qualify towards the 50,000 gallon two-year average minimum.

**LubeScan Kit prices are subject to change.

DEALER PROGRAMS

2019 END-USER MEETING COST SHARE PROGRAM

Objective

Help dealers defray costs of conducting professional informational and educational meetings for farmers, end users and other cooperative customers.

Dealer's Target Audience



Program Dates

September 1, 2018 – August 31, 2019

Program Process

1. Contact CHS Lubricants District Manager and discuss details for program
2. Communicate internally the objectives, plans for the meeting and each employee's responsibility
3. Plan details of event and staff appropriately with CHS Lubricants sales representatives
4. Determine customers and prospects who should attend and receive a formal invitation
5. Two weeks prior to the meeting date, send out invitations
6. Compile a confirmed guest list
7. Complete form on next page
8. Collect required documentation:
 - An attendee list
 - Meeting agenda
 - Paid receipts for expenses
9. Attach and email form, using a unique subject line, and documentation to LubeCredit@sp.chsinc.com and copy your District Manager.

***Annual meetings, tradeshow, expos or large scale workshops with MINIMAL Cenex® branded content, DO NOT qualify.**

Guidelines

CHS Lubricants will provide end-user meeting support when the following criteria and documentation are provided:

- **Minimum of 10 end-user attendees**

- Copy of meeting agenda
- Meetings must include presentation of material on Cenex® branded lubricants to qualify
 - A dedicated lubricants sales representative must be in attendance and present
 - Content for the presentation must be approved by a District Manager before the event
- Attendee list
- Paid receipts for every expense provided
- Plans for follow-up by the dealer have been agreed upon with the Lubricants District Manager

Suggested Program Content

- Provide overview of Cenex product portfolio
- Outline the benefits and key information of the Cenex Total Protection Plan® Program, if applicable
- Showcase **Cenex.com** and demonstrate the Equipment Lookup tool, as well as the product data and safety data sheet library

Ideas To Make The Meeting A Success

- Incorporate an article in the dealer newsletter and website well in advance of the meeting date
- Develop a communications and promotions plan to advertise the event
- Two to three weeks prior to the meeting, place advertisements in local newspapers, local radio stations, and on the dealer website
- Seek out door prizes to be given away to participants; make sure to have registration forms available to record the customer's information
- Follow-up on the invitations with phone calls approximately two to three days prior to the meeting to remind invited customers and to answer questions
- Within one week after the meeting, send a follow-up thank you postcard
- Within one week, make follow-up calls to:
 - Thank the customer for attending
 - Solicit comments and answer any questions
 - Ask for their lubricants order

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com

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DEALER PROGRAMS

2019 END-USER MEETING COST SHARE FORM

Date _____ Dealer/Distributor _____

Dealer Contact Person _____ CHS Account # _____

Phone _____ Email _____

Address _____

City _____ State _____ ZIP _____

Note: If this meeting is conducted with Refined Fuels, cost share between both business units is permitted.

Please attach meeting agenda, attendee list (or photo) and all paid receipts to this form.

Credit cannot be issued until all items are received.

To be completed by Lubricants District Manager

Total Number of Attendees: _____

Credit Amount per Person: \$ 15.00

Total CHS Credit Amount \$ _____

Dealer/Distributor signature: _____ Date _____

District Manager signature: _____ Date _____

Dealer/Distributor: Attach and email the completed form with required supporting documents, as outlined on the previous page, to LubeCredit@sp.chsinc.com no later than September 30, 2019. Dealers must copy their District Manager on all submission emails.

Dealers should contact their CHS Lubricants District Manager with any questions.

CHECKLIST

- Correct form used
- All signatures complete
- Appropriate backup documents attached

Code #: 752394

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DEALER PROGRAMS

2019 EQUIPMENT COST SHARE PROGRAM

Objective

Assist dealers in acquiring **NEW** customers by assisting in the purchase of energy equipment needed to do business with CHS. *NEW customers are identified as end users who have not purchased any Cenex® Lubricants in the last 24 months.*

Dealer's Target Audience



Prospects that purchase a MINIMUM of 300 gallons annually and have not purchased any Cenex® Lubricants products in the last 24 months.

Program Dates

September 1, 2018 – August 31, 2019

Qualifying Equipment

- Tanks
- Stands
- Reels
- ATF Flush Equipment
- Pump
- Hoses
- Oil Level Monitoring System
- Cenex Brand Signage
- Equipment Contract Buy Out

PLEASE NOTE:

If you are interested in purchasing equipment directly from CHS Energy Equipment please refer to page 41 of this guide.

Non-qualifying costs:

- Labor to deliver, set-up or install the equipment
- Equipment for any other end user (non-transferable)
- Cooperative or redistributor's equipment used to distribute oil
- Freight charges

Program Process

1. Identify qualified new prospect with CHS District Manager
2. New prospects include end users who have not purchased any Cenex Lubricants in the last 24 months
3. Establish equipment needs and CHS support of the prospect
4. If equipment cost is over \$4,000, please obtain preapproval from a CHS Regional Sales Director. If equipment cost is over \$6,000, District Manager or Regional Sales Director must contact CHS Lubricants Marketing for preapproval.
5. Collect required documentation and keep on file for a minimum of 12 calendar months in case of an audit:
 - An itemized equipment invoice
 - A copy of the end user's initial Cenex Lubricants purchase form
 - Delivery receipt of oil
6. **Dealer/Distributor:** This program is a part of the four core growth programs identified on page 7. Although you are not required to submit the supporting documentation listed above, it is important to keep this information on file in case an audit is necessary. **CHS Lubricants reserves the right to audit submissions for this program at any time.**

Terms

Dealers may receive up to 75% of the total equipment cost per new end user at the time of sale with a maximum amount indicated in the chart below. **For equipment support greater than \$4,000, preapproval from a CHS Regional Sales Director is required.**

Equipment Cost Share Program Tiers	
Gallons Purchased	Max Credit
300 – 499 gallons	\$750
500 – 1,599 gallons	\$2,500
1,600 – 2,599 gallons	\$4,000
2,600 – 4,000 gallons	\$6,000
4,001+ gallons	If greater than \$6,000, District Manager must have preapproval from CHS Lubricants Marketing.

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DEALER PROGRAMS

2019 EQUIPMENT COST SHARE FORM

Date _____ Dealer/Distributor _____

Dealer Contact Person _____ CHS Account # _____

Phone _____ Email _____

End User Name	End User City/State	End User Phone Number	Previous Supplier	Annual Gallons Estimated	Total Cost of Equipment	Total Credit Amount Qualified
XYZ Trucking	Anytown, MN	(800) 555-1212	Motor Oil Shop	1,000	\$2,000	\$1,500
TOTAL						

Provided that Dealer has complied with all the provisions of the Equipment Cost Share Program and further provided that Cenex® has received and approved the completed Equipment Cost Share Program form in the time set forth in the Equipment Cost Share Program, Cenex shall pay to Dealer an estimated Equipment Cost Share Program credit as set forth in the Equipment Cost Share Program description.

Following completion of the applicable Equipment Cost Share Program period, Cenex may review and compare the Equipment Cost Share Program credit paid to Dealer to the actual Equipment Cost Share Program credit for which Dealer is eligible. Dealer agrees to keep complete and accurate records and documentation of all sales and purchases subject to the Equipment Cost Share Program reported by Dealer for a period of at least twelve (12) months following the end of the Equipment Cost Share Program period. Upon request by Cenex, Dealer shall provide, within thirty (30) days of such request, supporting documentation requested by Cenex to demonstrate compliance with the Equipment Cost Share Program requirements. Such supporting documentation may include, but is not limited to, sales receipts, invoices, and computer sales reports.

In the event that the actual Equipment Cost Share Program credit earned exceeds the Equipment Cost Share Program credit paid, then Cenex shall pay the amount of such difference to Dealer, not later than ninety (90) days following such determination. In the event that the Equipment Cost Share Program credit paid exceeds the actual Equipment Cost Share Program credit earned or in the event that Dealer fails to comply with a request by Cenex for supporting documentation, then Cenex shall invoice Dealer for the amount of such difference and Dealer shall pay such amount in accordance with the invoice terms.

Required: Dealer/Distributor signature*: _____ Date _____

*By signing, I acknowledge that I have read, understand and agree to the process detailed in the gray box above.

Dealer/Distributor: Attach and email the completed form and submit to LubeCredit@sp.chsinc.com, using a unique subject line, no later than **November 15, 2019**. **Dealers must copy their District Manager on all submission emails.**

Credits will be issued within 45 days of receiving completed and approved submission.

CHS Lubricants reserves the right to audit a dealer for supporting documentation associated with this credit at any time.

Code #: 063474

DEALER PROGRAMS

2019 GOVERNMENT CREDIT PROGRAM

Objective

To assist dealers in securing NEW sales to local, county or state government entities, or to assist dealers in retaining existing local county or state government entity customers **of their cooperative**. *NEW customers are identified as end users who have not purchased any Cenex® Lubricants in the last 24 months.*

Dealer's Target Audience



Local townships, county shop facilities, school districts, school bus garages, DOT garages and state government entities. **Please note: the credit will only be given on gallons that are sold to entities that are/or support government business, with documentation of the specific sell-through volume to the government entity.**

Qualifying Product

Government credits are available on all sales of Cenex® Lubricant and Grease products.

Program Dates

September 1, 2018 – August 31, 2019

IMPORTANT:

District Manager must be notified of potential business and approve inclusion in the Government Credit Program for submitting entity to qualify.

Program Process

1. **Submissions for credit will be accepted on a monthly or quarterly basis, ONLY.** Annual submissions are not allowed for this program and no credit will be given.
2. Dealers must obtain the electronic Government Credit Form from your District Manager and complete it electronically for qualifying end users. Please do not print the form and do not provide handwritten completion.

3. Collect the required documentation below. Although the documentation does not need to be submitted with the form, dealers need to file supporting documents for a minimum of 12 months in case of an audit. **CHS Lubricants reserves the right to audit submissions for this program at any time.**

- a. Sales receipts
- b. Account invoices
- c. Computer sales reports by the customer

Terms

CHS Lubricants will provide support at the following levels for all retail sales to approved entities:

- Cenex Lubricants: \$2.25 per gallon
- Cenex Grease: \$0.25 cents per pound*

To qualify for credit, the dealer must meet the retail price discount level as required under this marketing program and listed in the chart below. This minimum discount MUST be provided at the retail sale level. Dealers are free to provide additional discounts, if needed, to secure the business.

Discount Requirements	
Bulk Cenex Lubricants**	\$0.75/gal. below the "From Plant" price
Packaged Cenex Lubricants	\$0.75/gal. below the "Full Truckload/ 38,000 lb." price
Cenex Grease	\$0.10/lb. below the "Full Truckload/ 38,000 lb." price
Prices as shown in the most current Cenex® Lubricants Price Book	

*Refer to the grease conversion chart on page 44.

**For tote pricing, please reach out to your District Manager.

Extended Terms

Accounts that participate in CHS pricing programs are ineligible to participate in retail end-user programs, such as Gift Cards for Gallons or Summer Grease for Gift Cards.

When used in conjunction with this Government Credit Program, Equipment Cost Share program submissions that qualify will be capped at the maximum credit amounts as listed in the table below. All other terms and conditions of the Equipment Cost Share program will remain the same.

Annual Lubricants Volume	Maximum Equipment Cost Share Credit
500 – 899 gallons	\$1,000
900 – 2,000 gallons	\$2,000
2,001 – 4,000 gallons	\$4,000
Above 4,000 gallons	\$6,000

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com

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DEALER PROGRAMS

2019 GOVERNMENT CREDIT PROGRAM

Date _____ Dealer/Distributor _____ CHS Account # _____

Dealer Contact Person _____

Phone _____ Email _____

Submission (check one): Monthly Quarterly

Sales Ticket Number	End User Name	Total Oil Gallons	Total Grease Pounds	Oil Credit/Gal.	Grease Credit/Lb.	Total Volume Credit Amount
12345	ABC Trucking	500	70	\$2.25	\$0.25	\$1,142.50
SUBTOTALS						
GRAND TOTAL						

Provided that Dealer has complied with all the provisions of the Government Credit Program and further provided that Cenex has received and approved the completed Government Credit Program form in the time set forth in the Government Credit Program, Cenex shall pay to Dealer an estimated Government Credit Program credit as set forth in the Government Credit Program description.

Following completion of the applicable Government Credit Program period, Cenex may review and compare the Government Credit Program credit paid to Dealer to the actual Government Credit Program credit for which Dealer is eligible. Dealer agrees to keep complete and accurate records and documentation of all sales and purchases subject to the Government Credit Program reported by Dealer for a period of at least twelve (12) months following the end of the Government Credit Program period. Upon request by Cenex, Dealer shall provide, within thirty (30) days of such request, supporting documentation requested by Cenex to demonstrate compliance with the Government Credit Program requirements. Such supporting documentation may include, but is not limited to, sales receipts, invoices, and computer sales reports.

In the event that the actual Government Credit Program credit earned exceeds the Government Credit Program credit paid, then Cenex shall pay the amount of such difference to Dealer, not later than ninety (90) days following such determination. In the event that the Government Credit Program credit paid exceeds the actual Government Credit Program credit earned or in the event that Dealer fails to comply with a request by Cenex for supporting documentation, then Cenex shall invoice Dealer for the amount of such difference and Dealer shall pay such amount in accordance with the invoice terms.

Required: Dealer/Distributor signature*: _____ Date _____

*By signing, I acknowledge that I have read, understand and agree to the process detailed in the gray box above.

Dealer/Distributor: Attach and email the completed form and submit to LubeCredit@sp.chsinc.com, using a unique subject line, no later than **November 15, 2019**. **Dealers must copy their District Manager on all submission emails.**

Credits will be issued within 45 days of receiving completed and approved submission.

CHS Lubricants reserves the right to change or discontinue the credit support of this program at any time. CHS Lubricants reserves the right to audit a dealer for supporting documentation associated with this credit at any time.

Code # G: 047968

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
 CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

DEALER PROGRAMS

2019 HEAVY DUTY EXPANSION PROGRAM

Objective

Assist dealers in securing sales to **NEW** larger agricultural, forestry, fleet and construction accounts. *New customers are identified as end users who have not purchased Cenex® Lubricants in the last 24 months.*

Dealer's Target Audience



NEW fleet, construction, forestry and large agricultural producers **that purchase a minimum of 900 gallons of qualifying product annually.**

Qualifying Products

Credits are available on the qualifying Cenex Lubricant and Grease products listed in the provided Program Terms Credit Schedule on the second page of this program (page 21).

Program Dates

September 1, 2018 – August 31, 2019

IMPORTANT:

If the 900-gallon annual threshold is not reached by the end of fiscal 2019 (8/31/19):

- The final submission will be denied*
- Retail sales to the specific end user will not qualify for marketing support under this program in FY20

***Example: 800 gallons have been recorded and a final submission of 70 gallons is submitted. This final submission will be denied.**

Monthly, quarterly and annual submissions will only be accepted according to the Volume Submission Requirements Per Period table on page 21.

Program Process

1. Collect the required documentation below. Although the documentation will not be submitted with this form, dealers should keep and file the documentation in case of an audit. **CHS Lubricants reserves the right to audit submissions for this program at any time.**
 - a. Sales receipts
 - b. Account invoices
 - c. Computer sales reports by the customer

Please note: Supporting documentation must contain Cenex Product name and quantities sold.

District Managers must fill out the master tracking document located in the Tablet Marketing Tools to log and verify qualifying volumes by account. Credits will not be processed if supporting entry is not found.



Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com

CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

DEALER PROGRAMS

2019 HEAVY DUTY EXPANSION PROGRAM

CHS Lubricants requires a monthly minimum submission of 75 gallons or a quarterly minimum submission of 225 gallons. If these gallon requirements are not met on the submission, it will be denied. The submission can be resubmitted once it meets the qualifying minimum gallons for the next submission round. Please refer to the table below for required minimums per month and quarter. If customer is secured mid-fiscal year, required annual gallons will be pro-rated based on month of initial order.

Volume Submission Requirements Per Period			
Submission Month	Cumulative Minimum Monthly Submission*	Cumulative Minimum Quarterly Submission*	Cumulative Minimum Annual Submission*
Month 1	75 gallons	x	x
Month 2	150 gallons	x	x
Month 3	225 gallons	225 gallons	x
Month 4	300 gallons	x	x
Month 5	375 gallons	x	x
Month 6	450 gallons	450 gallons	x
Month 7	525 gallons	x	x
Month 8	600 gallons	x	x
Month 9	675 gallons	675 gallons	x
Month 10	750 gallons	x	x
Month 11	825 gallons	x	x
Month 12	900 gallons	900 gallons	900 gallons

*NOTE: If the Minimum Monthly Submission threshold for any Monthly Submission is not reached, that Monthly Submission will be denied. If the Minimum Quarterly Submission threshold for any Quarterly Submission is not reached, that Quarterly Submission will be denied.

Terms

CHS Lubricants will provide support at the following level detailed in the Credit Schedule below for all eligible retail sales to approved entities:

Credit Schedule for All Dealers		
Lubricants	Maxtron® Enviro-EDGE®, Maxtron® DEO, Maxtron® PCMO, Superlube TMS®, Maxtron® THF+, Indol®, Indol® MV, Indol® EH, Indol® NZ, Hydrostatic MV 46, Qwiklift® HTB®, Maxtron® MT 50, Maxtron® All-Syn HD ATF, Maxtron® Power Transmission Fluid MV, Power Transmission Fluid, Maxtron® Enviro-EDGE® GL 75W-90, Maxtron® GL 80W-90, Maxtron® GL 80W-140, MP Gear Lube 80W-90, MP Gear Lube 85W-140, Superlube NG 15W-40	\$2.50/gallon
Grease	Maxtron® EP, Blue Gard® 500+™, ML 365®, Molyplex 500+™, HD Moly Xtreme, Red Protect XT®, Maxtron® FS, Corn Head Grease	\$0.25/pound*

*Refer to the grease conversion chart on page 44.

DEALER PROGRAMS

2019 HEAVY DUTY EXPANSION PROGRAM

To qualify for credit, the dealer must meet the retail price discount level as required under this marketing program and listed in the chart below. This minimum discount MUST be provided at the retail sale level. Dealers are free to provide additional discounts, if needed, to secure the business.

Discount Requirements		
Bulk Cenex Lubricants*	\$0.75/gal. below the "From Plant" price	Prices as shown in the most current Cenex® Lubricants Price Book
Packaged Cenex Lubricants	\$0.75/gal. below the "Full Truckload/38,000 lb." price	
Cenex Grease	\$0.10/lb. below the "Full Truckload/38,000 lb." price	

*For tote pricing, please reach out to your District Manager.

Important Note: When used in conjunction with this Heavy Duty Expansion Program, Equipment Cost Share program submissions that qualify will be capped at the maximum credit amounts as listed in the table to the right. All other terms and conditions of the Equipment Cost Share program will remain the same.

Annual Lubricants Volume	Maximum Equipment Cost Share Credit
900 – 2,000 gallons	\$2,000
2,001 – 4,000 gallons	\$4,000
Above 4,000 gallons	\$6,000

Extended Terms

Accounts that participate in CHS pricing programs are ineligible to participate in retail end-user programs, such as Gift Cards for Gallons or Summer Grease for Gift Cards.



Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com

CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

DEALER PROGRAMS

2019 HEAVY DUTY EXPANSION PROGRAM

Date _____ Dealer/Distributor _____ CHS Account # _____

Dealer Contact Person _____

Phone _____ Email _____

Submission (check one): Monthly Quarterly Annually

Please indicate the Account Type for each end user. (F= Fleet, C= Construction, A= Agriculture)

Account Type	Sales Ticket Number	End User Name	Previous Supplier	Total Oil Gallons	Total Grease Pounds	Oil Credit/Gal.	Grease Credit/Lb.	Total Volume Credit Amount
A	12345	ABC Farms	ABC Supplier	500	70	\$2.50	\$0.25	\$1,267.50
SUBTOTALS								
							GRAND TOTAL	

Provided that Dealer has complied with all the provisions of the Heavy Duty Expansion Program and further provided that Cenex has received and approved the completed Heavy Duty Expansion Program form in the time set forth in the Heavy Duty Expansion Program, Cenex shall pay to Dealer an estimated Heavy Duty Expansion Program credit as set forth in the Heavy Duty Expansion Program description.

Following completion of the applicable Heavy Duty Expansion Program period, Cenex may review and compare the Heavy Duty Expansion Program credit paid to Dealer to the actual Heavy Duty Expansion Program credit for which Dealer is eligible. Dealer agrees to keep complete and accurate records and documentation of all sales and purchases subject to the Heavy Duty Expansion Program reported by Dealer for a period of at least twelve (12) months following the end of the Heavy Duty Expansion Program period. Upon request by Cenex, Dealer shall provide, within thirty (30) days of such request, supporting documentation requested by Cenex to demonstrate compliance with the Heavy Duty Expansion Program requirements. Such supporting documentation may include, but is not limited to, sales receipts, invoices, and computer sales reports.

In the event that the actual Heavy Duty Expansion Program credit earned exceeds the Heavy Duty Expansion Program credit paid, then Cenex shall pay the amount of such difference to Dealer, not later than ninety (90) days following such determination. In the event that the Heavy Duty Expansion Program credit paid exceeds the actual Heavy Duty Expansion Program credit earned or in the event that Dealer fails to comply with a request by Cenex for supporting documentation, then Cenex shall invoice Dealer for the amount of such difference and Dealer shall pay such amount in accordance with the invoice terms.

Required: Dealer/Distributor signature*: _____ Date _____

*By signing, I acknowledge that I have read, understand and agree to the process detailed in the gray box above.

If the retail sales to this specific end user do not reach 900-gallons by month 12, the end user will not qualify for marketing support under this program in FY20.

Dealer/Distributor: Attach and email the completed form and submit to LubeCredit@sp.chsinc.com, using a unique subject line, no later than **November 15, 2019**. Dealers must copy their District Manager on all submission emails.

Credits will be issued within 45 days of receiving completed and approved submission.

CHS Lubricants reserves the right to audit a dealer for supporting documentation associated with this credit at any time.

Code #: F: 063298 C: 063220 A: 037380

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

DEALER PROGRAMS

2019 INCENTIVIZED HEAVY DUTY EXPANSION PROGRAM

Overview

The Incentivized Heavy Duty Expansion Program follows the same program details, audience guidelines and structure as found on page 20 and 21. The key difference is the dealer eligibility, based on annual average volumes of Cenex® lubricants and grease purchases, and the resulting higher credit amount. **Eligible dealers will be notified prior to September 30, 2018.** If you have questions about eligibility, please reach out to your District Manager.

Terms

An increased credit will be issued to dealers with a minimum two-year average (based on FY17 and FY18) of 50,000 gallons or more of Cenex® branded lubricants* and grease purchases. Dealers must purchase a minimum of their established two-year average in FY19 in order to retain this increased credit amount.

The increased credit amount of \$2.75/gallon credit will be provided to eligible dealers upon submission of a FY19 Incentivized Heavy Duty Expansion credit request form. **However, if at the end of FY19 a dealer does not maintain or grow beyond their two-year average of Cenex lubricants purchases from CHS, CHS reserves the right to invoice the dealer half of the total additional \$0.50/gallon credits issued during the previous 12-month period.**

Credit Schedule for Dealers that Purchases a Minimum 2-Year Average of 50,000 Gallons or More		
Lubricants	Maxtron® Enviro-EDGE®, Maxtron® DEO, Maxtron® PCMO, Superlube TMS®, Maxtron® THF+, Indol®, Indol® MV, Indol® EH, Indol® NZ, Hydrostatic MV 46, Qwiklift® HTB®, Maxtron® MT 50, Maxtron® All-Syn HD ATF, Maxtron® Power Transmission Fluid MV, Power Transmission Fluid, Maxtron® Enviro-EDGE® GL 75W-90, Maxtron® GL 80W-90, Maxtron® GL 80W-140, MP Gear Lube 80W-90, MP Gear Lube 85W-140, Superlube NG 15W-40	\$2.75/gallon
Grease	Maxtron® EP, Blue Gard® 500+™, ML 365®, Molyplex 500+™, HD Moly Xtreme, Red Protect XT®, Maxtron® FS, Corn Head Grease	\$0.25/pound**

*Drip oil and DEF purchases do not qualify towards the 50,000 gallon two-year average minimum.

**Refer to the grease conversion chart on page 44.

To qualify for credit, the dealer must meet the retail price discount level as required under this marketing program and listed in the chart below. This minimum discount MUST be provided at the retail sale level. Dealers are free to provide additional discounts, if needed, to secure the business.

Discount Requirements		
Bulk Cenex Lubricants***	\$0.75/gal. below the "From Plant" price	Prices as shown in the most current Cenex® Lubricants Price Book
Packaged Cenex Lubricants	\$0.75/gal. below the "Full Truckload/38,000 lb." price	
Cenex Grease	\$0.10/lb. below the "Full Truckload/38,000 lb." price	

***For tote pricing, please reach out to your District Manager.

Important Note: When used in conjunction with this Incentivized Heavy Duty Expansion Program, Equipment Cost Share program submissions that qualify will be capped at the maximum credit amounts as listed in the table to the right. All other terms and conditions of the Equipment Cost Share program will remain the same.

Annual Lubricants Volume	Maximum Equipment Cost Share Credit
900 – 2,000 gallons	\$2,000
2,001 – 4,000 gallons	\$4,000
Above 4,000 gallons	\$6,000

Extended Terms

Accounts that participate in CHS pricing programs are ineligible to participate in retail end-user programs, such as Gift Cards for Gallons or Summer Grease for Gift Cards.

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

DEALER PROGRAMS

2019 INCENTIVIZED HEAVY DUTY EXPANSION PROGRAM

Date _____ Dealer/Distributor _____ CHS Account # _____

Dealer Contact Person _____

Phone _____ Email _____

Submission (check one): Monthly Quarterly Annually

Please indicate the Account Type for each end user. (F= Fleet, C= Construction, A= Agriculture)

Account Type	Sales Ticket Number	End User Name	Previous Supplier	Total Oil Gallons	Total Grease Pounds	Oil Credit/Gal.	Grease Credit/Lb.	Total Volume Credit Amount
A	12345	ABC Farms	ABC Supplier	500	70	\$2.75	\$0.25	\$1,392.50
SUBTOTALS								
							GRAND TOTAL	

Provided that Dealer has complied with all the provisions of the Incentivized Heavy Duty Expansion Program and further provided that Cenex has received and approved the completed Incentivized Heavy Duty Expansion Program form in the time set forth in the Incentivized Heavy Duty Expansion Program, Cenex shall pay to Dealer an estimated Incentivized Heavy Duty Expansion Program credit as set forth in the Incentivized Heavy Duty Expansion Program description.

Following completion of the applicable Incentivized Heavy Duty Expansion Program period, Cenex may review and compare the Incentivized Heavy Duty Expansion Program credit paid to Dealer to the actual Incentivized Heavy Duty Expansion Program credit for which Dealer is eligible. Dealer agrees to keep complete and accurate records and documentation of all sales and purchases subject to the Incentivized Heavy Duty Expansion Program reported by Dealer for a period of at least twelve (12) months following the end of the Incentivized Heavy Duty Expansion Program period. Upon request by Cenex, Dealer shall provide, within thirty (30) days of such request, supporting documentation requested by Cenex to demonstrate compliance with the Incentivized Heavy Duty Expansion Program requirements. Such supporting documentation may include, but is not limited to, sales receipts, invoices, and computer sales reports.

In the event that the actual Incentivized Heavy Duty Expansion Program credit earned exceeds the Incentivized Heavy Duty Expansion Program credit paid, then Cenex shall pay the amount of such difference to Dealer, not later than ninety (90) days following such determination. In the event that the Incentivized Heavy Duty Expansion Program credit paid exceeds the actual Incentivized Heavy Duty Expansion Program credit earned or in the event that Dealer fails to comply with a request by Cenex for supporting documentation, then Cenex shall invoice Dealer for the amount of such difference and Dealer shall pay such amount in accordance with the invoice terms.

Required: Dealer/Distributor signature*: _____ Date _____

*By signing, I acknowledge that I have read, understand and agree to the process detailed in the gray box above.

If the retail sales to this specific end user do not reach 900-gallons by month 12, the end user will not qualify for marketing support under this program in FY20.

Dealer/Distributor: Attach and email the completed form and submit to LubeCredit@sp.chsinc.com, using a unique subject line, no later than **November 15, 2019**. Dealers must copy their District Manager on all submission emails.

Credits will be issued within 45 days of receiving completed and approved submission.

CHS Lubricants reserves the right to audit a dealer for supporting documentation associated with this credit at any time.

Code #: F: 063298 C: 063220 A: 037380

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

2019 INDUSTRIAL VOLUME CREDIT PROGRAM

Objective

Assist dealers in securing sales to **NEW** large manufacturing end users. *New customers are identified as end users who have not purchased Cenex® Lubricants in the last 24 months.*

Dealer's Target Audience



Manufacturing end users who purchase a minimum of 750 gallons of qualifying product.

Qualifying Product

Volume credits are available on all sales of Cenex® Lubricants to manufacturing end users, with the exception of the following products:

- Concrete Form Oil
- Chain Bar Oil
- Drip Oil
- Cenex Sure Seal WL®

Program Dates

September 1, 2018 – August 31, 2019

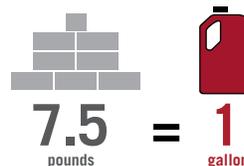
2. Collect the required documentation below. Although this documentation is not required to be submitted with the form, dealers will need to file supporting documents for 12 months in case of an audit. **CHS Lubricants reserves the right to audit submissions for this program at any time.**

- a. Sales receipts
- b. Account invoices
- c. Computer sales reports by the customer

Terms

Dealers earn a \$0.75 per gallon credit for the sales of 750 or more gallons of Cenex Lubricants to manufacturing end users. Credits are based on the amount of eligible gallons ordered by the end user.

Grease is converted to gallons at a rate of 7.5 pounds to 1 gallon (i.e. 750 pounds of grease/7.5= 100 gallons)*.



*Refer to the grease conversion chart on page 44.

GETTING STARTED

The first submission for each end user must be 750 gallons or it will be returned to the District Manager until volume is met.

Program Process

1. Dealers must complete the electronic Industrial Volume Credit Form from your District Manager and complete it electronically for the qualifying end users.



DEALER PROGRAMS

2019 INDUSTRIAL VOLUME CREDIT FORM

Date _____ Dealer/Distributor _____ CHS Account # _____

Dealer Contact Person _____

Phone _____ Email _____

Submission times per year (check one): Quarterly* Annually

Sales Ticket Number	End User Name	Total Gallons**	Volume Credit Bracket	Total Volume Credit Amount
12345	ABC Manufacturing	1,500	\$0.75	\$1,125.00
		TOTAL GALLONS GRAND TOTAL	VOLUME CREDIT GRAND TOTAL	

* If qualifying levels are reached.
 ** Total number of gallons. Remember to convert grease lbs. to gallons. (grease lbs / 7.5= gallons)

Provided that Dealer has complied with all the provisions of the Industrial Volume Credit Program and further provided that Cenex has received and approved the completed Industrial Volume Credit Program form in the time set forth in the Industrial Volume Credit Program, Cenex shall pay to Dealer an estimated Industrial Volume Credit Program credit as set forth in the Industrial Volume Credit Program description.

Following completion of the applicable Industrial Volume Credit Program period, Cenex may review and compare the Industrial Volume Credit Program credit paid to Dealer to the actual Industrial Volume Credit Program credit for which Dealer is eligible. Dealer agrees to keep complete and accurate records and documentation of all sales and purchases subject to the Industrial Volume Credit Program reported by Dealer for a period of at least twelve (12) months following the end of the Industrial Volume Credit Program period. Upon request by Cenex, Dealer shall provide, within thirty (30) days of such request, supporting documentation requested by Cenex to demonstrate compliance with the Industrial Volume Credit Program requirements. Such supporting documentation may include, but is not limited to, sales receipts, invoices, and computer sales reports.

In the event that the actual Industrial Volume Credit Program credit earned exceeds the Industrial Volume Credit Program credit paid, then Cenex shall pay the amount of such difference to Dealer, not later than ninety (90) days following such determination. In the event that the Industrial Volume Credit Program credit paid exceeds the actual Industrial Volume Credit Program credit earned or in the event that Dealer fails to comply with a request by Cenex for supporting documentation, then Cenex shall invoice Dealer for the amount of such difference and Dealer shall pay such amount in accordance with the invoice terms.

Required: Dealer/Distributor signature*: _____ Date _____

*By signing, I acknowledge that I have read, understand and agree to the process detailed in the gray box above.

Dealer/Distributor: Attach and email the completed form to LubeCredit@sp.chsinc.com, using a unique subject line, no later than **November 15, 2019**. Dealers must copy their District Manager on all submission emails.

Credits will be issued within 45 days of receiving completed and approved submission.

CHS Lubricants reserves the right to audit a dealer for supporting documentation associated with this credit at any time.

Code # I: 054009

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
 CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

DEALER PROGRAMS

2019 CENEX® LUBRICANTS AD SHARE PROGRAM

CHS believes that dealer advertising plays a critical role in moving prospects towards becoming loyal and dedicated Cenex® customers. Awareness-based tactics help increase the visibility and promote the integrity of the Cenex brand. That is why the CHS Lubricants Marketing team encourages dealers to participate in marketing to their local audiences, while maintaining Cenex brand standards.

The Lubricants Marketing Department will confirm if dealer-paid lubricants advertising qualifies as an eligible advertising expenditure.

In order to qualify for credit, please send dealer customized advertising directly to CHS Lubricants Marketing, at Breanna.Voss@chsinc.com, for preapproval to ensure eligibility for ad share funds.

General Program Guidelines:

- **Funding:** Dealers receive 75% credit on the total amount of ad share items claimed from September 1, 2018 to September 30, 2019. The maximum cumulative ad share available per dealer, annually, is \$2,000. Once that level is reached, additional ad share claims will be denied.
- **Approval:** To receive reimbursement, ALL advertising submissions must be in compliance with program guidelines, brand guidelines and include the required documents. If documentation is missing or preapproval was not received on customized advertising, your claim will be denied. **Send proposed advertising to Breanna Voss at Breanna.Voss@chsinc.com for review and approval prior to production**
- **Submission:** Claims and required documentation must be sent through the SharePoint submission. Attach and email the completed form and supporting documentation to LubeCredit@sp.chsinc.com. **Ensure you use a unique subject line for your submission and copy your District Manager. All submissions are due by September 30, 2019.**

Visit CenexShop.com for current advertising materials.

General Advertising Guidelines:

- All advertising for an agricultural audience MUST include the Cenex Total Protection Plan® logo in print or verbal mention in radio advertising
- All advertising for a transportation, construction or manufacturing audience MUST include Maxtron® imagery or verbal mention in radio advertising
- For approved advertising materials, forms and guidelines, visit CenexShop.com
- In cases where more customized pieces are required, please reach out to CHS Lubricants Marketing to discuss your idea and how we can assist you in ensuring the initiative is Ad Share Eligible.

Newsletter Articles, Radio Scripts, and Newspaper Ads



Apparel and Promotional Merchandise



Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

DEALER PROGRAMS

2019 CENEX® LUBRICANTS AD SHARE FORM

Please send dealer customized advertising directly to CHS Lubricants Marketing for preapproval to ensure eligibility for ad share funds.

Date _____ Dealer/Distributor _____
 Address _____
 City _____ State _____ ZIP _____
 Dealer Contact Person _____ CHS Account # _____
 Phone _____ Email _____

DEALER/DISTRIBUTOR:

Attach and email the completed form with required supporting documents to LubeCredit@sp.chsinc.com no later than **September 30, 2019**. Dealers must copy their District Manager on all submission emails.

Important Note: Consistency/compliance with guidelines is not the same as meeting legal requirements for advertising. Dealer advertising must comply with all federal, state and local legal requirements. Dealers should consult with their attorney to determine the legality of any sales offers, rebates, claims or other issues related to their advertising. CHS is not responsible for the legality of any dealer advertising.

Item Being Claimed	Required Documentation	Claimed Amount
Dealer Customized Advertising Materials (Sales Flyers, Direct Mail, Web Banners, etc.)	Sample of advertising materials and invoice	\$
Print Advertising (Pre-approved Newspaper, Newsletter, etc.)	Sample of advertising (tear sheets) and paid invoice	\$
Radio Advertising	Paid invoice and notarized affidavit of performance, including script	\$
Cenex Shop Point-of-Sale Materials (Excludes all brochures, labels and tags)	Cenex Shop order confirmation or invoice	\$
Cenex® Lubricants Branded Signage	Paid invoices and a photo of signage or Cenex Shop order confirmation or invoice	\$
Cenex Lubricants Branded Promotional Merchandise and Apparel	Cenex Shop order confirmation/invoice, or paid vendor invoice with proof of CHS Lubricants Marketing preapproval	\$
TOTAL		\$

Cenex Lubricants dealers will receive 75% ad share reimbursement on items submitted under the categories above. **The maximum cumulative ad share available in fiscal 2019 per dealer is \$2,000. Once that level is reached, additional ad share claims will be denied.**

Dealers should contact their CHS Lubricants District Manager with any questions.

Dealer/Distributor signature: _____ Date _____

Code #: 082536

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
 CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

DEALER PROGRAMS

CENEX TOTAL PROTECTION PLAN® 2019 COOPERATIVE EQUIPMENT PROGRAM

New equipment owned by cooperatives that purchase Cenex® Lubricants can now be protected with the best warranty in agriculture.

The Cenex Total Protection Plan® for **NEW** cooperative equipment offers the same 10-year, 10,000 hour coverage as the current new equipment warranty for agriculture producers when using both Cenex Lubricants and Cenex Ruby Fieldmaster® Premium Diesel fuel.



WARRANTY COVERAGE:

Agricultural equipment: tractors (25+ horsepower) and telehandlers

Component	Covered Fluid	Warranty Term
Diesel Engine	Maxtron® DEO or Maxtron® Enviro-EDGE®	10 yrs/10,000 hrs.
	Superlube TMS® or Superlube 518®	9 yrs/9,000 hrs.
Diesel Injection Pump	Cenex® Ruby Fieldmaster® products up to B20	9 yrs/9,000 hrs.
Diesel Injectors	Cenex® Ruby Fieldmaster® products up to B20	5 yrs/5,000 hrs.
Trans/Hyd/Final Drive	Maxtron® THF+ or Maxtron Power Transmission Fluid MV	10 yrs/10,000 hrs.
	STOU Fluid, Power Trans Fluid or Qwiklift® HTB®	9 yrs/9,000 hrs.
Hydrostats	Maxtron® THF+	10 yrs/10,000 hrs.
Hydraulics	Maxtron® THF+	10 yrs/10,000 hrs.
	Qwiklift® HTB®	9 yrs/9,000 hrs.
Differential/Hubs	Maxtron® GL or MP Gear Lube	6 yrs/6,000 hrs.

Agricultural equipment other than tractors and telehandlers: combines, harvesters, sprayers, mower conditioners, bale wagons, hay cruisers, swathers, crop cruisers, cotton pickers/strippers and windrowers (spreaders)

Component	Covered Fluid	Warranty Term
Diesel Engine	Maxtron® DEO or Maxtron® Enviro-EDGE®	10 yrs/10,000 hrs.
	Superlube TMS® or Superlube 518®	9 yrs/9,000 hrs.
Diesel Injection Pump	Cenex® Ruby Fieldmaster® products up to B20	9 yrs/9,000 hrs.
Diesel Injectors	Cenex® Ruby Fieldmaster® products up to B20	5 yrs/5,000 hrs.

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com

CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

DEALER PROGRAMS

CENEX TOTAL PROTECTION PLAN® 2019 COOPERATIVE EQUIPMENT PROGRAM

Stationary agricultural equipment

Component	Covered Fluid	Warranty Term
Diesel Engine	Maxtron® DEO or Maxtron® Enviro-EDGE® Superlube TMS® or Superlube 518®	4 yrs/8,000 hrs.
Diesel Injection Pump	Cenex® Ruby Fieldmaster® products up to B20	4 yrs/8,000 hrs.
Diesel Injectors	Cenex® Ruby Fieldmaster® products up to B20	4 yrs/4,000 hrs.
Natural Gas/LP Engine	Irriflex®, NGE0, Maxtron® PCMO or Auto Gold®	3 yrs/7,000 hrs.

See the current Cenex Total Protection Plan® Application for New Equipment on Cenex.com/TPP for further details on component coverage.

Dealer/Distributor: The Cenex Total Protection Plan for new cooperative equipment requires a fee of \$299 and **is not eligible for rebate coupons**. New cooperative equipment signed up for the warranty program is not eligible for sales incentives.

Dealers should contact their CHS Lubricants District Manager for details.





Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

RETAIL END-USER PROGRAMS

Gift Cards for Gallons Program & Form

Summer Grease for Gift Cards Program & Form

RETAIL END-USER PROGRAMS

2019 GIFT CARDS FOR GALLONS

Objective

Assist our dealers in acquiring new or retaining valued customers with a gift for purchase.

Target Audience

Existing and new Cenex® Lubricant and Grease end users.

Qualifying Products

Maxtron® DEO	MP Gear Lube
Maxtron® Enviro-EDGE®	Qwiklift® HTB®
Maxtron® GL	Superlube 518®
Maxtron® THF+	Superlube TMS®

Greases include:

Blue Gard® 500+™, Fluid Gear Grease, HD Moly Xtreme, Maxtron® EP, Maxtron® FS, ML 365®, Molyplex 500+, Poly-Xtreme® and Red Protect XT®.

Program Dates

Offer valid on purchases for **FOUR** months, between **November 1, 2018 – February 28, 2019**.

Program Process

1. Dealers provide Gift Cards for Gallons Redemption Form to end users at time of Cenex Lubricants and/or Greases purchase
2. **The end user, or dealer on behalf of an end user**, completes a Gift Cards for Gallons Redemption Form, attaches the qualifying sales receipt(s) or invoices, and mails it to CHS postmarked no later than **April 6, 2019**
3. **IMPORTANT NOTE:** Qualifying sales receipt(s) or original invoices must include a Cenex-brand product name that can be verified, for example "Superlube TMS® 15W-40", NOT "15W-40". Purchased qualifying volume must also be easily identified and correctly calculated to a minimum of 125 total gallons. **Customer/computer sales reports will not be accepted as backup documentation. In the event that a submission is denied, the end user will have until May 31, 2019 to resubmit the corrected documentation with the denial letter.**
4. Dealers are encouraged to use ad share materials posted on **GenexShop.com** to promote the offer

Instructions to dealer: Please provide the form on the opposite page to the end user to submit their claim for the Gift Cards for Gallons end-user program.

Terms

End users earn one \$50 VISA® gift card for every 125 gallons of lubricant and grease products purchased between November 1, 2018 and February 28, 2019.

Grease is converted to gallons at a rate of 7.5 pounds to 1 gallon (i.e. 750 pounds grease/7.5= 100 gallons).

Extended Terms

- Offer is void if end-user customer participates in any CHS pricing program
- Sales to CHS entities, Cenex Lubricants distributors for CHS, and redistributors do not qualify
- Gift cards are fulfilled to end user 8 to 12 business weeks from receipt by CHS. Submissions made closer to the deadline will take longer to fulfill based on increased submission rates towards the end of the program

Visa gift cards expire within 10 months of issue date as specified by issuer and as detailed on gift card. Expired gift cards will not be replaced.



Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

RETAIL END-USER PROGRAMS

2019 GIFT CARDS FOR GALLONS REDEMPTION FORM MUST COMPLETE ENTIRE REDEMPTION FORM TO QUALIFY.

Requested Shipping Destination: Mail to Customer Mail to Dealer

Customer Information

Customer Name _____

Customer's Company Name _____

Customer Address _____

Customer City _____

Customer State _____ Customer ZIP _____

Customer Email _____

Dealer Information

Contact Name _____

Dealer's Company Name _____

Dealer Address* _____

Dealer City* _____

Dealer State _____ Dealer ZIP* _____

Dealer Email _____

**Street Address, City and ZIP for dealer only required if selected as requested shipping destination at top of form.*

Qualifying Product Information

Total qualifying gallons= _____ Subtotal

Grease _____ ÷ 7.5= _____ Subtotal

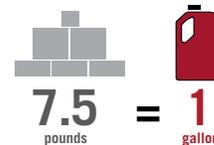
Total gallons _____ ÷ 125= _____ Gift cards

After receiving your initial delivery of 125 gallons or more, submit this rebate form along with a copy of your sales receipt or invoice (Sales history reports, tracking spreadsheets or other sales documentation that is not a receipt will not be accepted) with the purchase date from

November 1, 2018 to February 28, 2019 to: Cenex® Lubricants Gift Cards for Gallons, 5500 Cenex Drive, MS 160, Inver Grove Heights, MN 55077.

All submissions must be postmarked on or before April 6, 2019 to qualify.

Grease Conversion	
Package Type	Volume Conversion
Case 4-10 Pack	4.7 gallons
35# Pail	4.7 gallons
120# Keg	16 gallons
400# Drum	53.3 gallons



Offer is void if CHS provides special pricing for the end-user customer. Sales to CHS entities, Cenex dealers and redistributors do not qualify for the promotion. Qualifying products include Superlube TMS®, Superlube 518®, Qwiklift® HTB®, Maxtron® Enviro-EDGE®, Maxtron® DEO, Maxtron® THF+, MP Gear Lube, Maxtron® GL, Fluid Gear Grease, HD Moly Xtreme, Poly-Xtreme®, Maxtron® EP, Blue Gard® 500+™, Molyplex 500+, ML 365®, Red Protect XT® and Maxtron® FS. Offer expires **April 6, 2019. Gift cards are fulfilled to end user 8 to 12 business weeks from receipt by CHS. During the end of the program, gift card fulfillment may be delayed further due to a historic influx of submissions towards the end of the program. Visa® gift cards expire within 10 months of issue date as specified by issuer and as detailed on gift card. Expired gift cards will not be replaced. In the event that a submission is denied, the end user will have until May 31, 2019 to resubmit the corrected documentation with the denial letter.**

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com

CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

RETAIL END-USER PROGRAMS

2019 SUMMER GREASE FOR GIFT CARDS

Objective

Assist our dealers in acquiring or retaining customers with a gift for purchase.

Target Audience

Existing and new Cenex® Grease end users.

Qualifying Products

Blue Gard® 500+™
Fluid Gear Grease
HD Moly Xtreme
Maxtron® EP
Maxtron® FS
ML 365®
Molyplex 500+
Poly-Xtreme®
Red Protect XT®

Program Dates

Offer valid on purchases between **June 17, 2019 – August 16, 2019.**

Program Process

1. Provide Summer Grease for Gift Cards Redemption Form to end users at time of Cenex Grease purchase
2. **The end user** completes a Summer Grease for Gift Cards Redemption Form, attaches their qualifying purchase receipt, and mails it to CHS postmarked no later than **September 16, 2019**
3. **IMPORTANT NOTE:** Qualifying receipt(s) must include a Cenex-brand product name that can be verified, for example "Blue Gard 500+", NOT "Lithium Complex". **Customer/computer sales reports will not be accepted as backup documentation. In the event that a submission is denied, the end user will have until September 30, 2019 to resubmit the corrected documentation with the denial letter.**

Instructions to dealer: Please provide the form on the opposite page to the end user to submit their claim for the Summer Grease for Gift Cards end-user program.

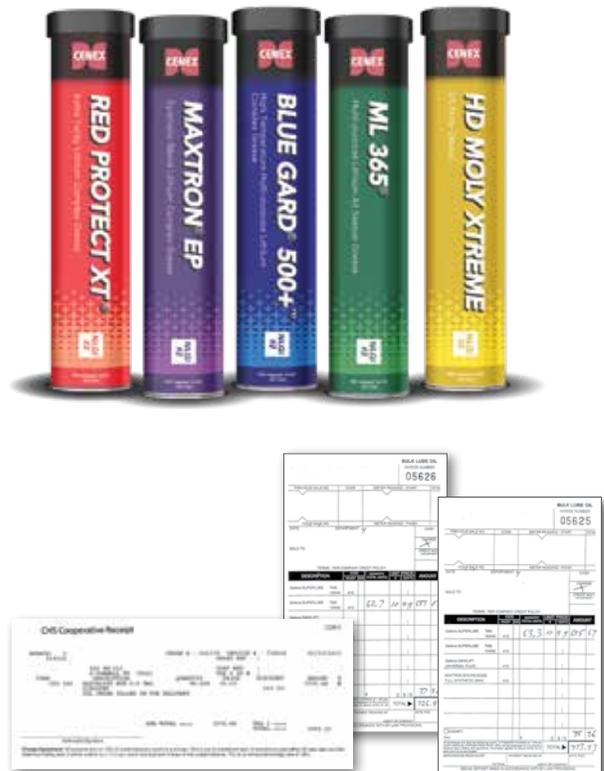
Terms

End users earn one (1) \$15 VISA® gift card for every 4-10 pack or 35# pail purchased, OR one (1) \$50 VISA gift card for every 120# keg purchased, between June 17, 2019 and August 16, 2019.

Extended Terms

- Offer is void if end-user customer participates in any CHS pricing program
- Sales to CHS entities, Cenex Lubricants distributors for CHS, and redistributors do not qualify
- Gift cards are fulfilled to end user 8 to 12 business weeks from receipt by CHS. Submissions made closer to deadline will take longer to fulfill based on increased submission rates towards the end of the program

Visa gift cards expire within 10 months of issue date as specified by issuer and as detailed on gift card. Expired gift cards will not be replaced



Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com

CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

RETAIL END-USER PROGRAMS

2019 SUMMER GREASE FOR GIFT CARDS PROGRAM FORM MUST COMPLETE ENTIRE REDEMPTION FORM TO QUALIFY.

Requested Shipping Destination:

Mail to Customer

Mail to Dealer

Customer Information

Customer Name _____

Customer's Company Name _____

Customer Address _____

Customer City _____

Customer State _____ Customer ZIP _____

Customer Email _____

Dealer Information

Contact Name _____

Dealer's Company Name _____

Dealer Address* _____

Dealer City* _____

Dealer State _____ Dealer ZIP* _____

Dealer Email _____

**Street Address, City and ZIP for dealer only required if selected as requested shipping destination at top of form.*

Quantity	Size	Product
	4-10 Pack	
	35# Pail	
	120# Keg	

After receiving your initial qualifying delivery, submit this completed rebate form along with a copy of your sales receipt (Sales history reports, tracking spreadsheets and other documentation that is not a receipt will not be accepted) with the purchase date from **June 17, 2019 to August 16, 2019** to:

Cenex® Lubricants Summer Grease for Gift Cards, 5500 Cenex Drive, MS 160, Inver Grove Heights, MN 55077.

All submissions must be postmarked on or before September 16, 2019 to qualify.

Offer is void if CHS provides special pricing for the end-user customer. Sales to CHS entities, Cenex dealers and redistributors do not qualify for the promotion. Qualifying products include: HD Moly Xtreme, Poly-Xtreme®, Maxtron® EP, Blue Gard® 500+™, Molyplex 500+, ML 365®, Red Protect XT®, Maxtron® FS and Fluid Gear Grease. **Offer expires September 16, 2019. Gift cards are fulfilled to end user 8 to 12 business weeks from receipt by CHS. During the end of the program, gift card fulfillment may be delayed further due to a historic influx of submissions towards the end of the program. Visa® gift cards expire within 10 months of issue date as specified by issuer and as detailed on gift card. Expired gift cards will not be replaced. In the event that a submission is denied, the end user will have until September 30, 2019 to resubmit the corrected documentation with the denial letter.**

Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com

CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.



Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

RESOURCES

CHS Lubricants Contacts

CHS Energy Equipment

Cenex.com

CenexShop.com

Cenex Total Protection Plan®

LubeScan® Used Oil Analysis

MyCHS

Grease Conversion Reference

FAQ

CHS LUBRICANTS CONTACTS

Name	Title	District	Phone	Email
<i>Northern Region</i>				
Craig Bollig	Sales Director - North Region		785-821-1216	Craig.Bollig@chsinc.com
Mark Christian	District Manager	WI, Eastern MN	507-951-8510	Mark.Christian@chsinc.com
Tanner IntVeld	District Manager	Northern, Central and Western ND	701-595-6677	Tanner.Intveld@chsinc.com
Jeremy Miller	District Manager	MN, Eastern ND	701-541-6258	Jeremy.Miller@chsinc.com
Stu Wright	District Manager	OR, WA, ID	208-651-9795	Stu.Wright@chsinc.com
<i>Southern Region</i>				
Kevin Kalsbeck	Sales Director - South Region		308-440-0903	Kevin.Kalsbeck@chsinc.com
Mike Crane	District Manager	IA, IL, MO, OH	515-943-1427	Michael.Crane@chsinc.com
Dwayne Gibbons	District Manager	TN, TX, AR	832-612-0074	Dwayne.Gibbons@chsinc.com
Jim Hargens	District Manager	SD, WY, Northwest IA	605-321-3475	James.Hargens@chsinc.com
Jed Miller	District Manager	KS, MO, OK	620-204-0550	Jedediah.Miller@chsinc.com
Marv Razor	District Manager	NE, CO	402-517-0662	Marv.Razor@chsinc.com
<i>Business Development Managers</i>				
Todd Monroe	Director of Business Development and CLT		651-587-3737	Todd.Monroe@chsinc.com
Ben Buchanan	Senior Business Development Manager	OK, TX, KS, NM, CO, OH	406-967-2102	Ben.Buchanan@chsinc.com
Kyle Parker	Business Development Manager	WI, MN, IL, IA	715-896-3022	Kyle.Parker@chsinc.com
Dave Weeding	Business Development Manager and District Manager	ND, SD, WY, District Manager for MT	406-672-8480	David.Weeding@chsinc.com

To find all CHS Energy contacts, visit: My.CHSinc.com

2019 CHS ENERGY EQUIPMENT

CHS Energy Equipment supports a wide range of lube and DEF products to meet the unique needs of your location(s), from entry-level to large bulk solutions. CHS Energy Equipment offers a variety of equipment options and the experts to help you make the decisions that offer the best solutions for your company.

From assisting in equipment selection to designing and quoting a complete shop, CHS Energy is the place to call.

Our vendors include:



CHSPetroleumEquipment.com Web Store

Visit our online store at CHSPetroleumEquipment.com for the most popular Lube and DEF system packages, hand pumps and meters. While you are there be sure to check out our complete line of:

Consumer Pumps • Filters • Hoses • Nozzles • Tank Fittings

Freight Program

Petroleum Equipment Online Orders – Free freight on Fill Rite and GPI Consumer pump orders of at least \$2,500 (applies to regularly stocked items only, other items on order may incur freight).

Create your account by calling 1-800-852-8186, ext. 7729. Orders placed online receive a 2% discount.

1, 2, 3, Rewards Program

Our rewards program is as easy as 1-2-3!

1% Reward Earn a \$25 Cabela's gift card for every \$2500 in petroleum equipment warehouse items purchased from September 1 through August 31.

2% Discount Enjoy a 2% discount on orders placed through our online catalog

3 Convenient options for placing orders

- Online: CHSPetroleumEquipment.com
- Fax: 1-888-644-6384 or 651-355-5141
- Call: 1-800-852-8186, ext. 7729



Questions? Contact CHS Lubricants at 1-800-852-8186 • chsinc.com • cenex.com
CHS Lubricants reserves the right to discontinue any program, or change the unique outlined credit or incentive at any time.

CENEX TOTAL PROTECTION PLAN®

The Cenex Total Protection Plan® is like no other warranty plan in the market. It is a great opportunity to connect with customers and sell them the best risk-management program in agriculture. Think of it as a comprehensive policy – one that helps keep your customers in the field when they need to be. There is no deductible or operator burden of proof, which can really pay off and help keep things moving during crunch times like planting and harvest.

By using Cenex® Ruby Fieldmaster® Premium Diesel Fuels and Cenex Lubricants together, customers can receive up to 10 years or 10,000 hours of engine and transmission coverage. They also have the opportunity to use Maxtron® lubricants exclusively – with any fuel choice – for excellent coverage on all their equipment.

For more information visit Cenex.com/TPP or speak with your District Manager. Additionally, if you are looking for sales brochures and advertising materials to help promote this program locally, please visit CenexShop.com



LUBESCAN® USED OIL ANALYSIS

MyCHS provides quick, easy access to all LubeScan® Used Oil Analysis resources for customers to locate all LubeScan tools in one place. This allows for timely sampling of a customer's equipment and fulfillment of his or her Cenex Total Protection Plan® Warranty requirements. In addition, producers can access the information needed to submit, track and understand their equipment sample's analysis.

Available resources include:

- LubeScan Field Reference Guide
- LubeScan Website and Oil Analysis Report Access
- LubeScan Online User Guide
- LubeScan Analysis Reference Set
- Key contact information. For example, the toll-free LubeScan Customer Service line, 844-629-4003

MyCHS

Every Cenex® brand lubricants dealer has access to MyCHS – formerly known as the CHS customer portal. MyCHS hosts direct links to advertising tools, marketing programs and valuable business information, all designed to assist customers with managing and growing their Cenex fuels, lubricants and/or propane sales.

You can access CHS Lubricants on MyCHS by clicking Energy >Lubricants from the MyCHS homepage. The homepage is accessed by visiting chsinc.com and clicking "MyCHS Log-In" in the top menu bar. Customers not already registered for a MyCHS account access can register by clicking "MyCHS Log-in" and then "Register for Account Access."

Direct Links to:

- Lube Source Access
- CHS Control Room Access
- LubeScan® Used Oil Analysis Resources
- Cenex Total Protection Plan® Warranty program details
- Equipment Lookup/Lubricants Recommendation Tool
- CenexRefinedThinking.com Online Product Training

Contact Details for:

- Customer Care and Technical Services Team
- CLT Contacts
- Cenex Dealer Locator
- Cenex Sales Contacts
- CES Program

GREASE CONVERSION REFERENCE

Grease Conversion	
Package Type	Pound Conversion
Case 4-10 Pack	35 pounds
35# Pail	35 pounds
120# Keg	120 pounds
400# Drum	400 pounds

Grease Conversion	
Package Type	Volume Conversion
Case 4-10 Pack	4.7 gallons
35# Pail	4.7 gallons
120# Keg	16 gallons
400# Drum	53.3 gallons

FAQ

Gift Cards for Gallons

Why were my Gift Card for Gallons redemption submissions declined?

Your gift card redemption submissions were most likely declined because:

1. You did not reach the minimum of 125 gallons for qualifying products
2. Your receipts did not indicate that they were Cenex® branded products (i.e. Maxtron®, Superlube TMS®, Blue Gard® 500+™, etc.)
3. You did not provide sales receipts, invoices or appropriate documentation. Sales reports do not qualify as eligible backup documentation.

When will I receive my gift cards?

In 8 to 12 business weeks. Fulfillment turnaround times may be affected by the volume of submissions received. Therefore, cards received at the beginning of the program will most likely have a quicker turnaround time than large volumes of submissions at the end of the program.

What type of documentation is required to be eligible for gift cards?

CHS Lubricants and the fulfillment team will ONLY accept sales receipts or invoices to process submissions.

Where do I send my gift card submissions?

CHS Inc.
MS 160
5500 Cenex Drive
Inver Grove Heights, MN 55077

If I have questions on my gift cards, who do I ask?

If you have questions on your gift cards, please contact your District Manager or CHS Lubricants Marketing.

General Questions

Who is my District Manager?

District Managers are great resources when it comes to all topics of Cenex Lubricants! To find your District Manager, please refer to page 40 of this book.

Who do I call if I have a technical question?

Please contact CHS Technical Services at:
1-800-852-8186, Press 3, ext. 2

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Farmer-owned with
global connections

5500 Cenex Drive
Inver Grove Heights, MN 55077
651-355-6000
chsinc.com

