

Big Check Represents Big Warranty Coverage



Donald Wallin (center) received a check for \$16,163 from Mike Stauffer (right) of Farmway Cooperative in Beloit, Kan., and Morris Lewis of CHS for Cenex warranty coverage on a New Holland tractor.

We recently helped deliver a big check to one of our customers — and we do mean big. The 3-foot-long check was delivered to Donald Wallin of Courtland, Kan., by energy sales specialist Mike Stauffer of Farmway Cooperative, Inc. and Morris Lewis of CHS. The oversized check represents the amount of money paid to Wallin for a claim submitted under the Cenex® Total Protection Plan™ warranty program.

Wallin received the payment of \$16,163 for repair work done on a New Holland tractor. “I recommend the warranty because you never know when something will go wrong. I’d had the tractor on the warranty for nine years when it got stuck in high gear,” says Wallin. “This would have been a real big check to write if I’d had to pay for the repair myself.”

The Total Protection Plan provides valuable coverage to producers who use premium Cenex fuels and lubricants. It covers new equipment for up to 10 years or 10,000 hours (8 years or 8,000 hours on used equipment), with no deductible.

“For over 15 years, I’ve had good luck using Cenex lubricants and Cenex Ruby Fieldmaster® premium diesel fuel,” adds Wallin, who enrolled multiple tractors and an irrigation motor in the warranty program over that time period. “The whole product line, from engine oils to hydraulic fluid, performs well.”

The Cenex Total Protection Plan warranty gives producers “excellent peace of mind for unforeseen problems and expenses,” says Stauffer. “I’ve doubled my warranty sales this year over the previous year, mostly from word-of-mouth. Producers are starting to tell each other about warranty claims that CHS has paid in this community - they like hearing that we put money in their pockets if there’s a problem, rather than spending millions of dollars to put our logo on a racecar like some oil brands.”

As the check we recently delivered proves, the Total Protection Plan can be a great way to get big coverage with little hassle. Give us a call today and we’ll help you determine the right energy products and warranty protection for all your equipment.



OUR ENERGY COMES THROUGH®