

BIG CHECK. BIG COVERAGE. BIG RELIEF. POWERED LOCALLY.®



Beaton Farms, Inc. was presented with a \$10,383.91 check for coverage on their Kubota M135GXDTG enrolled in the Cenex Total Protection Plan®. From left to right: Bob Blair, Fuel Truck Driver at The Scott Co-op Assn., John Beaton of Beaton Farms Inc., and Jed Miller, CHS Lubricants District Manager.

In 1904, John Beaton's grandfather homesteaded near Scott City, Kansas, and started a farm. Over 100 years later, John Beaton farms that land with his wife, Colleen, and his two sons, Joshua and Aaron, along with their families. In his time managing the farm, John has learned that maintaining healthy land and crops also means maintaining the equipment.

One of the ways Beaton keeps his equipment in good working order is by using Cenex® fuels and lubricants, which he has been using for as long as he can remember. When the Cenex Total Protection Plan® became available, his co-op representative suggested that Beaton should put his equipment under the protection plan since he was already using the Cenex® fuels and lubricants. He was all in once he found out the Cenex Total Protection Plan® extends manufacturers' warranties by providing coverage for up to 10 years or 10,000 hours on new equipment, and up to 8 years or 8,000 hours on used equipment. That protection was much appreciated when his Kubota tractor started showing unusual wear last fall.

As he always does, Beaton sent in his oil sample from the Kubota for analysis through LubeScan®. The used oil analysis detected metal flakes in the oil, indicating something

was wrong. So, he changed the oil, ran the tractor for a while, and sent in another sample. The problem was getting worse, and Beaton noticed leaking around the seals on the front wheel assist. He took the tractor in to get it looked at, and it turns out that the bearings in the front drive axle were worn and flaking the metal into the oil. The tractor required an overhaul of the front differential and steering pivot.

Since the Kubota was covered by the Cenex Total Protection Plan®, Beaton received a big check of \$10,383.91. Beaton was thrilled with the ease of the claims process with the help of Bob Blair at The Scott Co-op Assn., Beaton's local cooperative. "The claims process was pretty simple," Beaton said. "I just took the bill into the co-op and they mailed it in. A few weeks later I got a call saying, 'John, come pick up your check.'"

When he went to collect the check, farmers in the co-op coffee area started asking Beaton questions about the coverage. "And I told them the experience I've had with it was very, very good," said Beaton. "Maybe there'll be some more guys signing up their equipment."

"I already used the oil and fuels, so I thought I might as well sign the tractor up! It was a very simple process."

— JOHN BEATON, BEATON FARMS INC.,
SCOTT CITY, KANSAS



WHAT IS THE CENEX TOTAL PROTECTION PLAN®?

The Cenex Total Protection Plan® extends beyond manufacturers' warranties and provides coverage to farmers who use premium Cenex® fuels and lubricants. It covers new equipment for up to 10 years or 10,000 hours and used equipment for up to 8 years or 8,000 hours, with no deductible.

Give your certified Cenex® distributor a call today and they'll help you determine the right energy products and protection for all your equipment. You can also visit cenex.com for more information or to enroll.

