



ENERGY

**KEEP FULL,
ADD STORAGE**



AGRONOMY

**MANAGING INPUT
COSTS**



FARMRX

**MEASURE TWICE
CUT ONCE**

A PERFECT ENERGY STORM

Some say the Russian-Ukrainian War, the government’s current green energy policy, and a major hurricane or refinery fire could severely restrict your ability to harvest the 2022 crop?

Our VP of Retail Operations Al Seckinger reports the petroleum industry began discussing the real possibility of diesel fuel allocations as early as May.

What does the industry know that could affect your farming operation? How can you prepare for a possible fall fuel shortage?

SEE ON PG. 02

POSSIBLE FUEL SHORTAGE LOOMING

Our domestic pipeline can only flow the same amount of diesel as last year. Anything that disrupts that flow will dramatically magnify the supply problem.



AL SECKINGER, VP OF RETAIL OPERATIONS
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It is not a question of if. It is a question of when we will see tight diesel fuel supplies. Will it happen late in the summer or early fall? I don't know, but I believe it will happen. I hope I'm wrong, but I don't think so.

Someone needs to talk about the elephant in the room, so it may as well be me.

You can't take the third largest supplier of crude out of the world petroleum equation and expect no supply issues. Russia has been a major source of crude oil, but its tap is gradually being turned off by an unpopular war and tightening global sanctions.

Russian crude slowing to a trickle might not directly affect us in Iowa and Minnesota, but many countries that purchased from Russia are looking for other sources. Ultimately, this affects the supply of petroleum products everywhere else, and there is not a lot of room for error.

WHAT THIS MEANS TO YOU

Every fall, there is massive pressure on our domestic supply of diesel fuel. To date, NuWay-K&H Cooperative has never been unable to supply our patrons with product. However, this year we have a perfect storm brewing. Besides the Russian-Ukrainian War, our current administration is not a big fan of the oil industry. With political winds blowing against them, few companies are interested in investing in oil exploration or in more pipelines.

That leaves us with a pipeline system that can only flow the same amount of product as last year and the year before. Anything that disrupts that flow will dramatically magnify the supply problem.

“You can't take the third largest supplier of crude out of the world petroleum equation and expect no supply issues.”

Let me put it this way, we are just one hurricane or one refinery fire away from a massive disruption in supply, and the petroleum industry knows it. We haven't seen a diesel allocation in 10 years, but we're already hearing discussions of allocation. Let me repeat myself. We were hearing discussions about allocation as early as May, and we had yet to hit the summer drive season, the construction season and fall harvest. This is a problem.

I want to be clear here: I am not making a political statement. It is simple supply and demand. I'm all for a green environment, but 90% of domestic vehicles and our farmers still need fossil fuels.

WHAT I'M RECOMMENDING

I hope I'm wrong, but ask yourself, “What are the odds of one hurricane hitting our coast or a fire at one refinery and that refinery going down this summer or fall?” This would create havoc in a normal season, and this season is not normal.

If you have the capacity and you have not already done so, I strongly suggest you fill up. If I am wrong and you fill up now, you will at least have product in your tank come fall. But what if I am right? ■

COOPERATIVE CONTINUES TO PERFORM

CEO MESSAGE



BY KEVIN JONES,
PRESIDENT/CEO
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NuWay-K&H Cooperative has finished the third quarter of its current fiscal year and I am happy to report that we're having a strong year. With the majority of our fiscal year behind us and barring an extreme disaster, we expect to meet or exceed all of the fiscal goals we have put in place.

We will give you all of the specifics after the fiscal year is wrapped up and the auditors have looked at the books. However, we anticipate our balance sheet will continue to strengthen.

NOTE: Our partnership with Best Oil continues to perform very well and contribute to the NuWay-K&H Cooperative balance sheet.

SOUNDING THE ALARM

Your cooperative is no different than any other business. Whether in agronomy or energy or any other category, we have experienced

and continue to experience significant challenges with our supply chain.

Please communicate your needs early and keep your storage full. We've had this conversation in the past, and we've always been able to perform for you. Because of that ability, perhaps we've given you a false sense of security. This time may be different. Please, take this warning seriously.

Whether you rely on us for diesel fuel, DEF, or propane, keep your inventory levels full. Currently, we're in pretty good shape, make sure you are paying attention to your agronomy and energy inventories. ■

“With the majority of FY 2022 behind us, we expect to meet or exceed all of our fiscal goals.”



STRETCHING FOR THE FINISH



BY TYLER OLSON, CFO
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NuWay-K&H Cooperative has completed its third-quarter financials and is approaching its fiscal year end. I'm pleased to report that we are trending ahead of our budgeted goals and expect to meet our FY 2022 budget. Like many of you, our summers fly by with sunny days, kids' events, vacations and trying to get time outside as much as possible. However, as we move through our fourth quarter, we're beginning to prepare our FY 2023 budget for review and approval of your board at its July meeting. This budget depends greatly on the previous year's results.

In the paragraphs below, I'll review a few of these results (through the third quarter) and give you my thoughts on the completion of FY 2022.

ENERGY RESULTS

- Refined fuels volumes for FY 2022 should be similar to last year. Our margins have maintained and trended higher. We should finish a strong year in the refined fuel business, even without any patronage from our regional supplier.
- Propane volumes are ahead of last year and should finish on or above budget. Margins have been consistent, and we've maintained a solid performance in this business.

AGRONOMY RESULTS

- Crop nutrient volumes have stabilized but will be at or slightly below budget. Margins on crop nutrients have carried our profit and loss in an up market for most of the year.
- Crop protection sales will be ahead of budget with more products sold and less total rebates than previous years. Crop protection continues to be a challenging market.
- Seed volumes have stabilized. With increased competition and vendor rebate programs changing, seed margins have declined.

RETAIL RESULTS

- Volumes are steady and on pace to meet budget.
- Margins on fuel are higher due to an up market
- Inside sales have been consistent and are growing in the right direction.
- Expense management has been significantly reduced
- Total retail has made major improvements to net incomes and cash flows.



BALANCE SHEET

- Our working capital and net worth have improved. Our strong balance sheet remains our cornerstone and gives us the ability to change course quickly if needed.
- Your timeliness in locking in your products for FY 2022 not only helped your bottom line, but it allowed your cooperative to make quicker decisions and save you more. We experienced our highest level of prepay this fiscal year and a low level of carrying costs. This is something we will need in the future, given rising interest rates.

Thank you, members, for working with us and for supporting your cooperative. We will continue to thrive, grow, and create a brand of which we are all proud. Please feel free to reach out to me to discuss anything I have presented. We're grateful for your support and look forward to serving you in the future. ■

“NuWay-K&H Cooperative’s strong balance sheet remains its cornerstone and gives us the ability to change course quickly.”



KEEP FULL, ADD STORAGE

To reduce avoid the potential diesel fuel shortage referred to in Al Seckinger's Page 2 story, keep your tanks full.

BY K&H ENERGY SALES TEAM

As we approach fall harvest, just a reminder to get your DEF containers filled now. Our suppliers will most likely allocate the product at some point.

If you need DEF storage, contact your K&H Energy Account Manager today. Our supply of totes is dwindling. When we run out, it will be at least three months before we can get any more totes.

On the positive side, K&H Energy has increased its storage for DEF to meet customer demand. We also have an LP rail car unloading facility and LP storage at Welcome, MN. Very few in the area have the capability to take LP by rail. This facility really helped our customers three years ago when LP supplies were tight.

We've also fielded questions from you and your neighbors on the availability of lubricants and CENEX has assured us they are well supplied—with the exclusion of grease. It wouldn't hurt to stock up on grease and top off your oil.

K&H Energy will again hold its Annual Farm Oil Sale November 2022-February 2023. Also, we're planning a fall farm fill in August and then another in January that will be no minimums. Make sure you fill up during these fills and especially during the oil sale.

With the volatility of the market, there is a lot of risk coming into this fall. Contracting your fall diesel and LP might be a good idea.

“Contracting your fall diesel and LP needs might be a good idea.”

Speaking of diesel, if you are considering increasing your storage, do it sooner rather than later. If you have service projects like LP trenching, contact your Energy Account Manager. Our service department is getting very busy.

One last thing. If you're not using our AgVend customer portal, we encourage you to give it a try. You can view invoices, sign e-contracts and pay your energy bill all on-line. Coming soon, you'll be able to monitor your tank levels on AgVend.

K&H Energy customers who have tried AgVend say it is very user friendly, even for those who are not techies.

If you have a question or want to get started on AgVend, contact Brice Bronin, our Sales/E-Business Support Administrator. She will help you navigate the technology. Her direct line is 507-848-5189. ■

AgVend

CONSIDER AFD



**BY MIKE KOPPEN, VP OF ENERGY
SALES/MARKETING**
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NuWay-K&H Cooperative and its customers are experiencing some of the most volatile economic times with no immediate relief in sight. In the energy business, we need to prepare for possible delays in the supply pipeline on almost all products we sell and deliver.

Those of you who have been my friends over the years know how I hate to recommend anything. But I **STRONGLY RECOMMEND** that you keep your inventories of energy products full and that you increase your storage if possible. In our business, the rule of thumb is, "You should have a season's supply of inputs on your farm." I know that, in some cases, that is hard to do; that's why I'm asking you to keep things full and increase your storage.

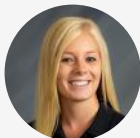
The Automated Fuel Delivery (AFD) system employing monitors that allow us to keep your refined fuel tanks full is a fantastic tool, especially in these volatile times. If you haven't already, please talk to your K&H Energy Account Manager about signing up for AFD.

The market has been driven so hard and is so high that people aren't even talking about it. There are too many world events affecting prices. Here are two: During COVID, our economy was stagnant, and nobody moved. Then war broke out in eastern Europe and post-COVID we've become more mobile than ever. I've seen people wanting to book product and saying, almost as an afterthought, "Oh, what's the price?" They're more concerned that the product will dry up than what they are paying for it.

Refined fuels, LP, oil, DEF, petroleum and propane equipment—everything is under stress and it's hard to get what we need. Propane is a good example of what is happening. Our domestic inventories are well within our five-year average, but stress will come from large use in a small window of time, which could happen if we have a big dryer season.

Close communication with your K&H Energy Account Manager will be critical as we move forward . . . and a great deal of patience. Your cooperative has always come through for you. We'll make every effort to do the same this time. ■

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New concrete.



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As you can see from the images, NuWay-K&H Cooperative has remodeled its retail store in Thornton, IA. The remodel included new concrete driveway and sidewalk in front, an open-air fruit and deli display case, renovating of the store’s coolers with new doors, shelves and LED lighting, a new air conditioner and furnace, and new checkout and food service counters.

After reimagining and repainting the interior of the store, and refurbishing and reinstalling the freezer and the cooler, we made a significant investment.

Thornton has been a good location for us in the past. The store does a good volume of business and will be around for many years to come in this small Iowa community which gives us great support.

The retail store in Burt, Iowa is next in line for a remodel. ■



“Thornton has been a good location for us in the past and will be around for many years to come.”

MANAGING INPUT COST

BY NUWAY AGRONOMY SALES TEAM

With fertilizer prices higher than last year, you'll want to manage your crop nutrient costs going into Fall 2022.

Manage your P&K first. Before cutting rates across the entire field, consider learning what is already in the soil. NuWay Agronomy is a proponent of soil grid sampling to better understand the fertility of each 2.5-acre grid.

In other words, "With the high cost of fertilizer, what do you already have in the soil that we don't have to duplicate?"

Manage your fields by zones. Consider making fertilizer rate decisions based on field-by-field yield levels using actual historical yield data or APH. Put more fertilizer on high-yielding fields and less on lower-yielding fields. Then, consider managing each field by zones.

Livestock producers: make sure you are testing your manure value to make the best use of this nutrient asset and put it where it needs to go—at the correct rate.

Finally, buy your crop nutrients in layers rather than buying all of your product at one time. The market could go up or down.

Get your NuWay Agronomy Account Managers involved in your decisions on where to cut back. Communicate with them about the amount of fertilizer you will need and whether you want to contract fertilizer for the future.

Your decisions on what seed to plant can also affect your fertility costs. Talk to your NuWay Agronomy Account Manager about test plot results. NuWay Agronomy has planted many local plots in 2022 to help your varietal decisions. Your NuWay Agronomy Account Manager would be happy to walk you through some of them.

APHIDS IN YOUR FIELDS

Let us know if you think you might have an aphid problem that should be sprayed. Some insecticides are in short supply, and we should be looking for product right now.

We haven't sprayed a lot of aphids in the last couple of years. This year, when we are short of product, we may need it.

We do have ample supply of Sefina® Inscalis® brand insecticide by BASF. This insecticide contains a new mode of action that is selective for aphids but won't kill beneficial insects. Ask your NuWay Agronomy Account Manager about this new chemistry. ■

NUWAY-K&H COOPERATIVE AGRONOMY ACCOUNT MANAGERS



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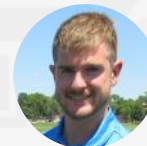
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TRIMONT, MN | WELCOME, MN | CLEAR LAKE, IA | WESLEY, IA

PROTECTING YOUR 2023 CROP



BY JOHN SANDMEYER, SEED AND CROP PROTECTION PRODUCTS DIRECTOR/ACCOUNT MANAGER
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To this point, NuWay-K&H Cooperative has had a very good year in the crop protection business. It's been a challenge, but so far we've been able to supply our growers in a timely fashion. Not all the products we wanted were available. We had to look at other alternatives to make sure we had what our customers needed to spray and keep their weeds down.

As you know, many ingredients used to build these products come from overseas. COVID disrupted production in many countries and many products come from China where they shut down chemical plants to clean the air before and during the Olympics. All of this has affected our business.

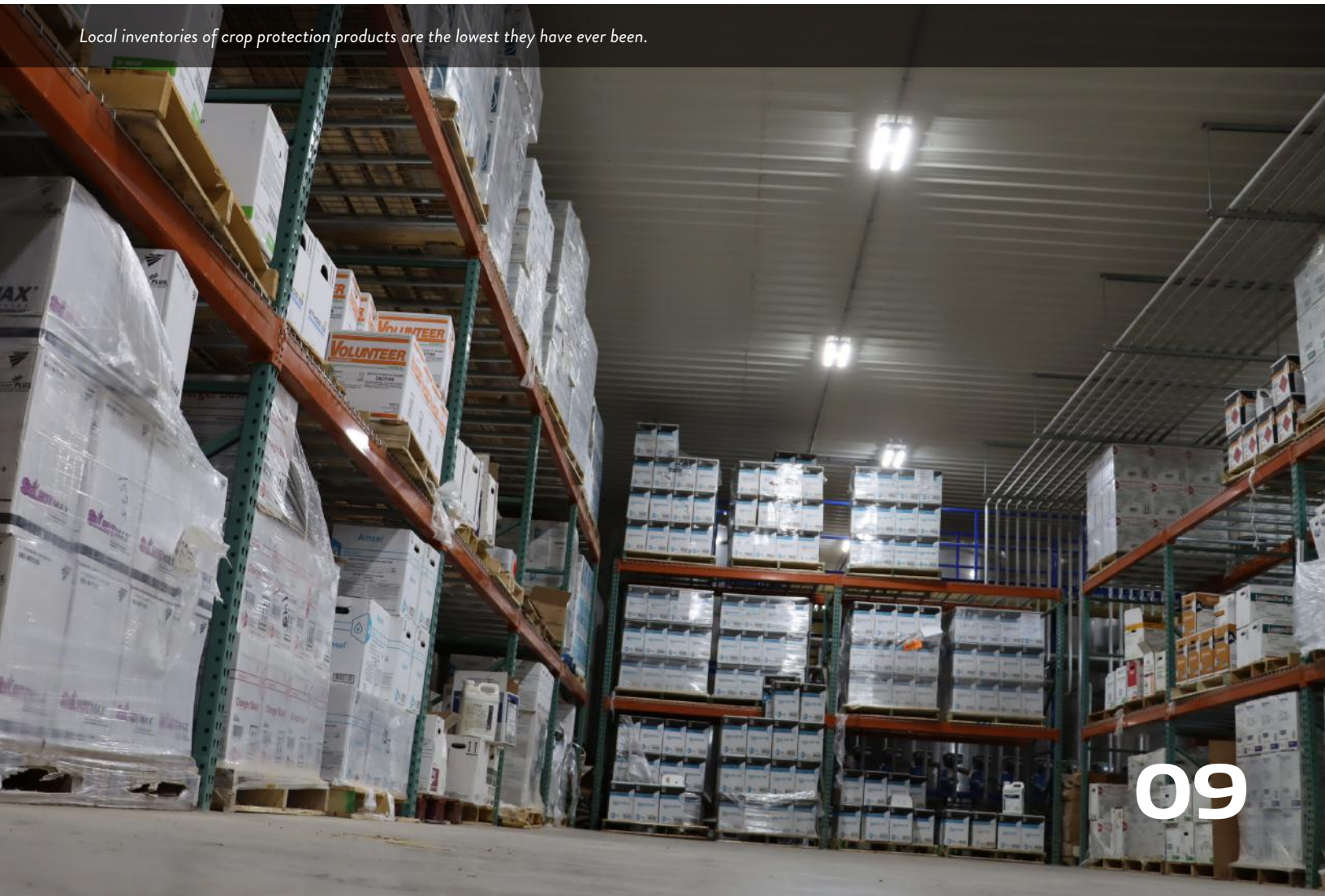
Local inventories of crop protection products are the lowest they've ever been, due to supply constraints and allocations. All product categories will need to be filled for 2023. Advance communication with your NuWay Agronomy Account Manager will be key to getting the chemical program you want.

We expect allocations to continue into the next crop year—so again, give us your best guess as to what you'll need, and we'll work hard to secure an inventory of those products (or alternatives) for 2023.

In the past, inventories of crop protection products were plentiful. This isn't true anymore. With allocations expected again in the next crop year, product supply will remain tight.

So, put on your pre-planning hat, and let's do this together. ■

Local inventories of crop protection products are the lowest they have ever been.



COMPANIES COLLABORATE



BY JEFF CRISSINGER
**VP OF AGRONOMY SALES/
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As some of you may know, the NuWay-K&H Cooperative customer portal is powered by a company called AgVend. Throughout the last 15 months since we launched our customer portal, we have had regular discussions with AgVend regarding enhancements and collaborations that could be made to make the portal even more valuable for our customer base.

In particular, a collaboration between AgVend and Winfield United was discussed early on in our relationship, and on June 21, 2022, both companies formally announced that they have agreed to work together within the e-business space. This new agreement will further allow retailers like NuWay-K&H Cooperative the ability to differentiate themselves in the marketplace

There are multiple digital enhancement opportunities that collaboration between AgVend and Winfield United can provide to our customers. While the details of this collaboration are still coming out, here are a few things we expect to see soon.

- **SECURE FINANCING ACCESS:** In particular, NuWay Agronomy has been pushing to create a connection between AgVend and Winfield United's SECURE financing platform to create the ability to have a full circle digital purchasing and contracting experience through our customer portal. This enhancement would allow customers to shop online, purchase products, sign contracts if applicable, and pay for those products through an established SECURE financing account all in one transaction. In addition, our account managers would have the capability to create a digital order on behalf of the customer and indicate SECURE financing as the payment option for that order. Prior to the announcement, AgVend and Winfield had already taken the step of allowing customers to view their SECURE financing balances through the portal, and we expect continued development moving forward.
- **CATALYST GROWER REWARDS PROGRAM:** Many of our NuWay Agronomy customers receive reward points for purchases of the seed and crop protection products that we source for them through Winfield United.

These points can then be used to purchase rewards online. Because of how the system is currently administered, it is difficult for growers to understand how points are gained and to be able to track their purchases relative to those points. Through this new collaboration, we expect to see increased transparency for the customer, which will allow them to ultimately maximize their grower rewards.

- **ADVANCED ACRE RISK MANAGEMENT:** Currently Winfield United offers various risk protection warranties through a program called Advanced Acre. For example, in 2022, customers that utilize particular fungicides on partnered corn hybrids that have a high response to fungicide will have the opportunity to enroll those acres into a warranty program that allows them to receive a defined reimbursement if a chosen APH yield is not achieved. This is just one of many Advanced Acre options available to our customers. Through the collaboration with AgVend and Winfield United, we hope to be able to further clarify what risk management options our growers have and help them administer those options more effectively.

These examples are just a few of the enhancements that we hope to bring our customers in the near future. Again, it comes down to the speed of doing business and finding additional ways for our customers to conduct business efficiently and easily with NuWay-K&H Cooperative, whenever and wherever they choose. ■





NOTICE REQUESTED FOR SERVICE



**BY JAKE OLDENBURG,
VP OF OPERATIONS**
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Our energy operations staff stays busy throughout the summer. With spring fill wrapping up, our crew's focus has shifted to completing system leakage tests for our commercial accounts. We need to do these to keep our customers safe and to keep our business compliant with our insurance underwriters.

In addition, we're catching up on any remaining home heat system leakage tests. To complete these tests, someone needs to be onsite so we can access the propane appliances if needed and get a signature on the test form.

On top of that, we've received many calls from customers requesting locates for all the summer projects they are doing. Due to this heavy workload, we'd appreciate as much notice as possible when you place an order for service. Parts and supplies can be touchy. We'd like to have the materials stocked or at least on order to keep your project on track and on time. Also, please reference AI's article on Page 2 about the supply challenges we may soon face. We have a limited inventory of refined fuel and LP storage tanks, so please work with your sales representative. Let us help you purchase and store the energy products you will need.

This is a good time of year to change out your fuel hoses, nozzles and filters in preparation for fall harvest. We have a good supply of those parts and can do the work for you if you choose, or you can arrange to pick up what you need.

REMINDER OF SUMMER HOURS

Once again, our agronomy operations staff showed their commitment to you, the customer, in providing an accurate and timely service at planting time. All the work done last fall set us up for success this spring, especially as several weather events delayed fieldwork.

Our crews have now begun to spray row crops and are working through rain and wind to get your herbicides applied.

Our facilities are observing summer hours: Monday - Friday 8:00 a.m.-4:30 p.m., Saturday 8 a.m.- noon, and closed Sunday. Please plan ahead and communicate what you need. You should be able to get what you need for the hours we're closed by planning ahead and working with your account managers. ■



THE COOPERATIVE - A GOOD PLACE TO WORK

One of NuWay Agronomy's most recognizable Account Managers is stepping down. Dan Schley currently serves the cooperative and its members as both an account manager and as crop nutrient director.

"I have announced my retirement, effective August 31," says Dan, who has worked for NuWay-K&H Cooperative and its predecessors for 42 years.

"In August, I will be transitioning my accounts over to other account managers and my duties as crop nutrient director will also be transferred—to who we have not yet decided," he continues.

"I've seen a lot of changes and it has been an awesome career," he states. Thank you to all of the customers I've worked with and thanks to NuWay-K&H Cooperative for allowing me to do this—I've enjoyed it."

LOOKING BACK

After attending South Central Technical College and interning with Cargill, Dan joined Dunnell Cooperative in 1980. Dunnell became part of NuWay Cooperative in 1982, and in 2018 NuWay joined K&H Energy Cooperative.

"NuWay has always been at the forefront of agricultural technology," says Dan, who noted the cooperative was one of the very first to purchase air-flow machines and move into precision agriculture. "We've always had the latest and best equipment out there," he states. "This has been a huge advantage in my job."

Dan stresses the team approach he took in serving his farmer-customers. "I always felt like I was part of the grower's team, consulting them and helping them," he states. He took the same approach as he worked with his fellow employees in sales, operations and management.

"That team approach has carried over into my farming operation and my family," Dan notes. "I'd be lost without it."

Yes, throughout his career, Dan has continued to work his family's land just outside of Alpha, MN. Perhaps that is what has made him so valuable to his customers. He has a vested interest in crop production.

THOUGHTS FROM DAN'S BOSS

NuWay-K&H Cooperative's CEO Kevin Jones talks about Dan's contributions over four decades.

"The value Dan has brought to his customers, the employee group and to this farmer-owned company is tremendous," says Kevin. "He is always calm and collected, and he's always been willing to look at different ideas, to change and adapt."

"Dan respects everybody's thought processes and decisions," Kevin continues. "When a team decision is made, even if he wasn't for it, he gets on board and supports the direction we've got to go."

"He has always kept the customer's best interest in mind over the decades," says Kevin. "He treats everybody's business and farms like they were his own."



Above, Dan Schley (left) looks over a soybean field with Sherburn, MN farmer Jeff Mayo. Dan started working with Jeff's grandpa Glyndon and then his father Curt. Now, Dan consults Jeff and his son Jonah—that's four generations.

THE ROAD AHEAD

What'll Dan do now? "Back when I started work for the cooperative, I thought I would do this job for one or two years and maybe next year I could farm full-time," he states. That was when the '80s farm crisis hit. Times were tough on the farm, and the cooperative was a good place to work. "I had an opportunity to move within the organization," he states.

Now, after 42 years of service, Dan plans to go back full-time to what he loves. "Until now, I've been paying someone to ride in the seat of my tractor," he concludes. "Now, I'm going to occupy that seat myself." ■

NEW FACES IN YOUR FIELDS

At NuWay Agronomy, the most valuable resources we can offer are the people we bring to your fields. This summer, two new faces joined our talented agronomy team. They are Derrek Russenberger and Levi Kermes. Read about them below and greet them when you meet. They're here to serve you.



DERREK RUSSENBERGER, ACCOUNT MANAGER

Derrek joined NuWay-K&H Cooperative in May as a NuWay Agronomy Account Manager. “My responsibilities include acquiring customer accounts, supplying them with seed, crop nutrients, and crop protection products, and assisting them in planning the best management of their fields,” he states.

Our new account manager will be familiar to some of our customers. He worked as an agronomy intern with us last summer. “I was a FarmRX intern collecting data and helping out with the field trials we were putting out on growers’ land to try different chemicals or micronutrients,” he explains.

Derrek grew up on a farm near Trimont where his family grew corn and soybeans and raised cattle. He attended Martin County West High School and participated in the soils competition for four years in FFA. “Twice I placed in the top five individuals in the state,” he says. This past spring, Derrek completed a degree in precision agriculture from South Dakota State University with minors in agronomy and ag business.

Derrek’s goals as an account manager include building relationships where farmers can trust him to bring new ideas to their crop production. “I want to benefit my customers by introducing them to things they haven’t thought of yet,” he states.

LEVI KERMES, WINFIELD ASSOCIATE

Levi also joined NuWay Agronomy in May as a Seed Brand Support Specialist, working primarily with NK®, DeKalb®, Croplan®, and Brevant® seeds.

“I’m here to help growers maximize yields by comparing fungicide response scores, soil placement and other seed characteristics,” says Levi. “I’ll work under John Sandmeyer and the NuWay Agronomy Account Managers—not in direct sales but in a support capacity.”

Levi is a Winfield United Associate, placed with NuWay-K&H Cooperative for one or two years to help him gain retail experience.

What is he doing this summer? “I’ve gone on a few customer calls with the account managers and looked into some issues like yellow corn,” says Levi, who took tissue samples, flew drones over the fields, consulted soil maps and explained to customers what the data was showing.

Levi grew up on a family farm near Albert Lea, MN. He attended the University of Minnesota and graduated this spring with a degree in agriculture and food business management, with minors in agronomy and marketing.

Since 2018, Levi has rented 30 acres of land where he learns for himself what works and what doesn’t. “I want to be a good resource to my customers,” he explains. ■



INTERNS HELP DECISION-MAKING



Evan Sinn, Tanner Olson, Wyatt Geistfield, Isaac Stierner, Hayden Jahnke



NATHAN VRIEZE,
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Each growing season NuWay Agronomy hires interns to assist our grower-owners in collecting data and field samples. This is vital to the ability of our members to make informed decisions regarding in-season management of yield potential.

Examples of services these interns perform are tissue sampling, nitrate sampling and iScan (Electrical conductivity and Organic Matter).

This year we have 3 sales interns: **Wyatt Geistfield**, **Tanner Olson**, and **Evan Sinn**, and 2 agronomy operations interns: **Isaac Striemer** and **Hayden Jahnke**.

Wyatt Geistfield graduated from Martin County West High School in 2020. He currently attends Gustavus in St. Peter, MN, majoring in business management.

Wyatt grew up on a farm outside of Lewisville, MN. His summertime hobbies include golfing, playing baseball and slow pitch softball, as well as hanging out with friends and family.

Hayden Janke is a graduate of Martin County West High School.

He does not attend college at the present time. Hayden enjoys hunting and fishing.

Tanner Olson graduated from St. James High School this year. He will be attending Ridgewater College in Willmar in the fall. He plans to study farm management and precision ag.

Tanner enjoys playing baseball, watching sports, hunting and fishing in his free time.

Evan Sinn graduated from Martin County West High School in 2019. This fall, he will be a senior at the University of Minnesota, studying agriculture and food business management.

Evan grew up on a farm outside of Trimont, MN. After work, he enjoys going to the lake, fishing, hunting and spending time with his friends.

Isaac Striemer also attended Martin County West High School. He is currently enrolled at Ridgewater College in Willmar, MN where he studies ag business.

In his free time, Isaac enjoys farming with his family, hunting deer and ducks.

When you see these NuWay-K&H Cooperative interns, please welcome them. They are performing important services for you and your neighbors. ■

INPUTS STILL SKY HIGH



BY DAN SCHLEY, CROP NUTRIENTS DIRECTOR/ ACCOUNT MANAGER
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Crop nutrient prices are slow to correct. The multiple factors we covered in a previous newsletter still apply. China is still limiting fertilizer exports and the Russian-Ukrainian conflict continues.

Russia, which normally supplies 14 percent of the world's urea and 31 percent of the world's UAN, is still exporting to nations like Brazil. But with sanctions in place, very little is coming to the U.S.

The International Trade Commission ruled on July 18th against CF Industries request to impose countervailing duties on imported nitrogen products from Russia, Trinidad and Tobago. This decision took effect immediately. This decision should open the door to more imports of these products, which should put pressure on the prices to go lower and improve the supply issues in the U.S.

Another issue holding prices up is the fact that the global market is considerably higher than the market here in the U.S. Until that price disparity narrows, we won't attract as many imports of fertilizer. Producers can make more money sending product elsewhere.

Natural gas is extremely high in the EU. (Natural gas is a key component in the manufacture of many fertilizers.) Europe has relied on much of their natural gas supply to come from Russia. This supply has been limited since the war in Ukraine started.

Because of all that is happening, price will be an issue this fall.

THE FALL OUTLOOK

Nitrogen will be okay supply wise. So will phosphates. Potash supplies, however, will be dicey.

As mentioned above, Russia typically exports about one-third of the world's potash. The Russians are still mining this crop nutrient, it's just going to other destinations, but that does put pressure on Canadian potash and is holding the value of that crop nutrient up.

If you remember, about a year ago potash mines in Canada flooded. A new mine is up and running and I hear it is doing well; so we can get potash, but at what cost?

WHAT ABOUT YOU?

The preplanning you do with your NuWay Agronomy Account Manager is key to getting what you need at a fair price. Because of all the market volatility, no one wants to take a position. That's because the market, at some point, will turn and there will be some big losses on any existing inventory. It's a high risk for manufacturers, wholesalers or retailers like NuWay-K&H Cooperative to hold excess inventory, hoping the end user (you) will come in the door.

Logistics will also play a role in the supply issues mentioned above. We can usually get what you need—but when will it get here? In Florida? In Canada?

The best way I know to acquire the crop nutrients you need to apply this fall is to take a team approach. Partner with NuWay Agronomy. Let's put together a plan and execute it. We can both be successful in doing that. ■

“Preplanning with your NuWay Agronomy Account Manager is key to getting what you need at a fair price.”



MEASURE TWICE CUT ONCE

FARMRX

Datalink will enhance your decision to make VRT applications. It will organize your farm-collected data to add another measurement to this practice.



**BY KEVIN ANDERSON,
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When purchasing crop inputs like seed or fertilizer, what goes into your decision-making process?

Your first thought may be economics or what you have budgeted. You might also think about the consequences of not applying fertilizer at all. These are all valid and important details that inform and influence your purchase decisions.

What drives those thoughts? Probably data. It could be data in your head or on a sheet of paper. It might be a number given by a banker that says, “You can spend this much.” The numbers he or she gave you are backed up by data.

Have you heard the carpentry term ‘measure twice cut once’? The cut you made to that board was data-enhanced by measuring twice. Likewise, you’d do well to ‘measure twice’ how any seed or fertilizer decisions will fit into your operation. Once it’s applied, you can’t unplant the seed or take back the fertilizer.

We can help you make those data-enhanced decisions by subscribing to our Datalink program. It’s not a program that promises particular outcomes or tells you what exactly to apply and when. It’s a program that organizes your data so that, when it comes time to make decisions, it’s available to help.

Here’s an example as it relates to fertilizer. On page 08 of this newsletter, the NuWay Agronomy team talks about utilizing grid soil sampling to make VRT applications of fertilizer. With VRT, you apply more fertilizer where you need it and less where you don’t, based on the results of the grid sample. Datalink will enhance your decision to make

VRT applications. It will organize your farm-collected data, such as yield history, to add another measurement to this practice. You can use site-specific yield data in conjunction with grid soil samples to apply fertilizer even more specifically.

“Once it’s applied, you can’t unplant the seed or take back the fertilizer.”

Seed decisions are hard. Datalink can arrange your data and aggregate it with others so you can look at trends, performance, and other outcomes like planting date or seeding rate. By using these metrics, you are measuring twice. It combines your own experience with the experience of other growers just like you. Using data will not prevent you from making wrong decisions, but it will create a better opportunity for you to succeed.

In a book entitled *Shifting the Balance*, Mark Schruttt makes this very important point: “It is challenging to predict things, particularly the future, but data improves the odds and reduces the risk or fallout.”

Please contact me and I will explain how our Datalink program can help better utilize the data you are already collecting. Just like carpenters can’t add feet back to a board, you need this data to inform and enhance your decisions, because you can’t remove your fertilizer or change seed after they have been applied/planted. ■