



COMMUNICATOR

DIVERSIFIED | INNOVATIVE | EXCEPTIONAL VALUE



Unlike a private business beholden to its stockholders, a farmer-owned cooperative should have the best interests of its members as its first priority. This can prove difficult when those customer-members expect BOTH fair prices and good service AND a timely return of their equities.

Having invested in a profitable wholesale petroleum business that adds to the cooperative's bottom line, NuWay-K&H is able to price its products and services competitively, hire talented people, invest in new technology AND return equities quickly.

Thanks to our diverse business interests, we bring great value to our farmer-owners.

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THE NUWAY-K&H BRAND

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Upgrading Fuel Storage (Pg. 22)

RETAIL OPERATIONS

Elmore Fueling Site Open (Pg. 23)

DOING WHAT A COOPERATIVE SHOULD



KEVIN JONES, PRESIDENT / CEO

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Because the first half of our fiscal year historically determines the profitability of our business, we have a pretty good idea how 2023 will end. Our fiscal year ends August 31, and with one month to go, it appears we will again meet or exceed our financial objectives and budgets in all divisions.

As a cooperative, we have three primary objectives:

1. To serve you, our member-owners, while continuing to be profitable.
2. To use that profit to pay patronage and invest your equity back into the company.
3. To return that equity to you within a reasonable timeframe.

We believe we are accomplishing all three. Let's focus on the second objective. Over the past year and on your behalf, we've made major investments across our energy, retail and agronomy divisions. Below are some, but not all, of our investments.

ENERGY

We're significantly upgrading our rail facility at Welcome, MN, by adding another 90,000-gallon tank. We continue to expand and update our fleet of propane delivery trucks. *See Jake Oldenburg's story on page 18.*

RETAIL

We've finished installing a new 12,000-gallon tank (partitioned for both diesel and gasoline) and pumps at Elmore, MN. This fueling site will serve both Elmore and Frost, and its ability to take all major credit cards will attract more gallons from Highway 169. *See Al Seckinger's story on page 23.*

AGRONOMY

Soon, you'll be able to pick up liquid fertilizer (and someday bulk crop protection products) at a 24-hour unmanned terminal located at Welcome.

We're also upgrading and rearranging our NH₃ storage at our Ormsby, MN location. *Read Jake Oldenburg's story on page 18.*

Consistent performance allows us to invest in the company you own and to make it even more valuable. We continue to work towards returning your equity on a timely basis.

One reason for our consistent success is our Best Oil partnership that continues to perform profitably, supporting our core company objectives. This investment in the wholesale petroleum business allows us to be very competitive AND to afford the people and equipment necessary to provide you with a high level of service.

As always, please contact me with any questions on NuWay-K&H Cooperative's 2023 fiscal year or any other matter. My door is always open.



“Consistent performance allows us to invest in the company you own and to make it even more valuable.”

CLOSING FY2023 ON TRACK



TYLER OLSON, CFO

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We have completed our 10th month of business and are happy to report that we are still ahead of budget in every division within our company. All divisions for FY2023 have been profitable, and our cash flow has never in our history been in a better position.

We have been able to manage our interest expenses to the point where they are much less than our budgeted amount. This is and will continue to be vital for NuWay-K&H Cooperative to remain agile and aggressive. Others may not be able to do so due to increased rates and borrowed money on their balance sheets.

Our summer business will maintain these results with Spring/Summer Fill wrapping up, post application in process, and in August our insecticide application. We expect to close our year with our auditors (Carlson SV) performing physical inventory counts and our in-house review in the second week of September.

FY 2024 BUDGET PROCESS BEGINS

Life continues at a pace that we all have to accept or we will get left behind. As I stated above, we are happy with our FY2023 results and will utilize those to begin our FY2024 budget.

In this process, we have already moved past our current year and are focused on our one-to-three-year goals. We're beginning to plan our fixed asset budgets for 2024 and to prioritize the areas in which we need to invest. Our rolling stock is in a great position, but we want to improve it even further to make sure we have the correctly sized equipment to meet your needs at a pace that continues to get pushed each and every year.

We are focusing on increasing our balance sheet to position NuWay-K&H Cooperative to be ready to act when opportunities arise. We expect many



"Our cash flow has never been in a better position."

opportunities that suit us well, but we will also pass on many opportunities that do not fit our culture, geography, and philosophy. To put it bluntly, we will not grow just to grow.

We will also continue to budget our equity revovement. This includes estates, retirements, and our equity exchange program, which has been very successful. Since FY2019 we have revolved over \$2.2 million worth of qualified equity back to our patrons.

FY2024 FINANCING OPTIONS

We have approved our line-up for the upcoming season for all of your financing:

- Winfield Secure Financing
- Pioneer Bank Solutions
- Compeer Input Financing

There are other options as well that are vendor specific. Please reach out to your NuWay-K&H account manager for additional information. You can also reach Kelly Schulte, our credit manager, at 507-639-7173 for more details or any questions in regard to our financing options.

I would like to thank you for working with us and for supporting your cooperative. We will continue to thrive and grow and to create a brand that we are all proud of and want to be a part of.

Please feel free to reach out to me if you ever have any questions. We look forward to continuing to serve your future needs.

2023 SCHOLARSHIP RECIPIENTS

Annually, NuWay-K&H Cooperative gives away \$500 scholarships to students in southern Minnesota and Northern Iowa. These scholarships are open to all patrons, customers, employees and directors of NuWay-K&H Cooperative and their children.

The scholarships are awarded yearly on the basis of an applicant's academic achievement, leadership and extracurricular involvement, and financial need.

This year, we chose 25 recipients from 12 area schools. The following 2023 scholarship recipients were announced at the end of April:

Gavin Junkermeier is the son of Troy and Sara Junkermeier of Fairmont, MN. Gavin graduated from Fairmont High School. He plans to attend South Dakota State University this fall.

Kari Matejka is the daughter of Roger and Rita Matejka of Sherburn, MN. Kari graduated from Martin County West High School. She plans to attend Dakota State University this fall.

Jadyn Wooge is the daughter of Lukas Wooge of Forest City, IA. She graduated from Forest City High School and plans to attend Iowa State University this fall.

Brendan Schmidtke is the son of Ryan and Kristin Schmidtke of Fairmont, MN. Brendan graduated from Fairmont High School and

plans to attend Augustana University this fall.

Tanner Olson is the son of Brian and Carlie Olson of Hanska. Tanner graduated from St. James High School and plans to attend Ridgewater Community College this fall.

Lincoln Becker is the son of Lynn Becker and Julie Becker of Fairmont, MN. Lincoln graduated from Fairmont High School and plans to attend South Dakota State University this fall.

Eva Snyder is the daughter of Luke and Jennifer Snyder of Burt, IA. Eva graduated from Bishop Garrigan High School and plans to attend University of Wisconsin-La Crosse this fall.

Eva Romsdahl is the daughter of Matt and Britta Romsdahl of St. James, MN. She graduated from

St. James High School and plans to attend Minnesota State University-Mankato this fall.

Allison Schwieger is the daughter of Darren and Michelle Schwieger of Fairmont, MN. She attended Fairmont High School and plans to attend South Dakota State University this fall.

Cooper Olson is the son of Brian and Carlie Olson of Hanska, MN. Cooper graduated from St. James High School and plans to attend South Dakota State University this fall.

Emma Schmidt is the daughter of Amanda Schmidt of St. James, MN. Emma graduated from St. James High School and plans to attend University of South Dakota this fall.

Nathan Kiefer is the son of Dan and Annette Kiefer of Bancroft, IA. He graduated from LeRoy-Ostrander High School and plans to attend Northeast Iowa Community College this fall.

Maggie Vaske is the daughter of Greg and Annette Vaske of Bancroft, IA. She graduated from Bishop Garrigan High School and plans to attend Buena Vista University in the fall.

Lunden Swanson is the daughter of Andy & Amy Swanson of Ormsby, MN. Lunden graduated from St. James High School and plans to attend South Dakota State University this fall.

Vanessa Chavez is the daughter of Hugo and Silvia Chavez of St. James, MN. She graduated from St. James High School and plans to attend University of Minnesota-Twin Cities this fall.

Trey Tumbleson is the son of Trent Tumbleson and Melissa Tumbleson of Fairmont, MN. Trey graduated from Fairmont High School and plans to attend Augustana University this fall.

Carter Johnson is the son of Jason and Angela Johnson of Lakefield, MN. Carter graduated from Jackson County Central High School and plans to attend South Dakota State University this fall.

Mohamed Yusuf is the son of Karyn Wallert of Mountain Lake, MN. Mohamed graduated from Butterfield-Odin High School and plans to attend Minnesota State University in the fall.

Carson Pomerence is the son of Jared and Tanya Pomerence of Fairmont, MN. Carson graduated from Fairmont High School and plans to attend South Dakota State University in the fall.

Matthew Steuber is the son of Mark and Melissa Steuber of Truman, MN. Matthew graduated from Granada-Huntley-East Chain High School. He plans to attend South Dakota State University in the fall.

Carolina Joynt is the daughter of James and Sue Joynt of Clear Lake, IA. Carolina graduated from Garner-Hayfield-Ventura High School and plans to attend Iowa State University in the fall.

Aubree Hansen is the daughter of Todd and Rachel Hansen of Mason City, IA. Aubree graduated from Mason City High School and plans to attend Iowa State University this fall.

Thea Anderson is the daughter of Stacie Anderson of Sherburn, MN. She graduated from Martin County West High School and plans to attend Minnesota State University this fall.

Taylor Madsen is the son of Cassidy Madsen of Fairmont, MN. Taylor graduated from Fairmont High School and plans to attend Rasmussen University in the fall.

Audree Reinhardt is the daughter of Willie and Carole Reinhardt of Estherville, IA. Audree graduated from Estherville Lincoln Central High School and plans to attend Iowa Lakes Community College in the fall.



“To apply for a 2024 scholarship, go to nuway.kandh.com/scholarships.”

OUR PEOPLE SET US APART



EMILY BOELKE, VP OF HUMAN RESOURCES

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At NuWay-K&H Cooperative, our Diversity, Innovation and Exceptional Value come from one source: our people. We're famous for telling our customers: "we have no proprietary products. "The products we provide to you can be purchased elsewhere. What sets us apart from our competitors is our people."

We hire and retain the most talented and the most service-minded people.

In this issue of the Communicator, I want to introduce four new employees of NuWay-K&H Cooperative: Jake Blindauer, Anna Curry, Jackson Hopkins, and Cole Ziemer.



JAKE BLINDAUER

"I want to be someone (the cooperative) can rely on to do what needs to be done," says Jake, who began work in NuWay-K&H Agronomy operations this past April.

Jake grew up in Brooklyn Park, MN. After graduating from Champlain Park High School, he attended South Dakota State University where he earned a Bachelor of Science degree in human development/family studies in 2021.

After university, Jake landed a job in Rogers, MN, working as a warehouse associate with Graco, a manufacturer of paint sprayers and hydraulic pumps. He married Brittany last October, and the couple moved to Odin, MN. "I like being out in the country, so moving out here wasn't a hard decision at all," he explains.

Currently, Jake works at the Welcome liquid facility, helping fill chemical shuttles for farmers, fixing shuttle pumps, and helping deliver boxed chemicals.

"I've always been a more hands-on, active person who wants to move around instead of sitting behind a desk," continues Jake. "I want to learn anything—working with sprayers, fixing sprayers, propane . . ."

After work, Jake and Brittany like to try new cooking recipes, take walks together, spend time at area lakes and travel. They recently came back from a Carnival cruise where they visited Jamaica, the Cayman Islands, and Mexico.



ANNA CURRY

After several years in banking and government, Anna brings her considerable experience in accounting to NuWay-K&H.

Anna grew up near South Branch. Her grandfather and father farmed, but Anna moved to St. James after graduating high school. There she worked in the banking industry for 10 years, first as teller, then in bookkeeping and loan processing. That led to seven years with Watonwan County, first in the DMV which she eventually managed and then in the County Auditor's office.

Looking for a change, in June, Anna began work in accounting services with NuWay-K&H at the cooperative's Trimont office.

"So far, this is a very nice company to work with," says Anna. "They appreciate their employees and go above and beyond to make sure we're all comfortable."



JACKSON HOPKINS

"Every time I went into the Algona store, I got positive vibes from the employees and the way they treated their customers," says Jackson, explaining what motivated him to join NuWay-K&H Cooperative at our Cenex Convenience Store in Thompson, IA.

Jackson grew up in Forest City, IA. He began working construction jobs with his dad at 12 years old. He still works construction with his dad, in addition to his full-time job at the Thompson C-store. Before joining NuWay-K&H in March, Jackson managed the kitchen at a C-store in a neighboring town.

Jackson and his wife Sierra have a two-year-old daughter and a son who will turn one year old this month. The family lives in Forest City. In addition to his work and his family, Jackson has a passion for yardwork: mowing, weeding and working in the garden.



COLE ZIEMER

"I personally like applying," says Cole Ziemer, who joined NuWay-K&H Cooperative in May. "It's cool seeing farmers succeed based on what we do for them."

Cole grew up on a farm near Fairmont. After graduating from high school in Granada, he continued a job he started when he was 16: working at a local nursery-finish hog operation.

After two years, he hired on with Crystal Valley Cooperative as an applicator. He did that for a year out of their Jackson facility, then joined the agronomy division of NuWay-K&H at Welcome on May 21st.

Cole, who now lives in Sherburn, brings farming experience and his licensing and experience as an applicator to his new job. "I love long hours," he states.

In his free time, Cole fishes a lot, rides a Harley and builds cars.

27 YEARS WITH ONE COMPANY

Our company was built on the know-how and wisdom of our most senior employees. For this reason, we are saddened but also thankful whenever any of them, like Randy, retires.

What kept Randy Boyken working at the same company for 27 years? "I just liked the people I worked for and worked with," he states. "Another nice thing is that my office was fairly close to where I live." Randy currently lives in Britt, IA, about 10 miles away from the cooperative's office in Wesley, IA.



Randy grew up in Titonka, IA. After graduating high school, he worked at a gas station, an elevator (delivering diesel fuel and gas) and a meat packing plant. Then, in 1996, he took a job with K&H Energy Cooperative.

"For 8 years, I hauled propane," he states, "but in 2002, I injured my knee, and the company asked if I'd work in the office while I healed. That temporary assignment turned into a permanent position. Randy has worked in the office ever since.

Randy started hand-billing customers for diesel and propane deliveries, but as computers took over much of this work, his job turned to tasks like billing C-store and cardrol purchases, and reconciling credit card receipts. He also issues new gas cards, fills propane cylinders for grills, and orders parts for customers' heaters. "I enjoy working with customers, trying to fill their needs," he states.

In 2018, K&H Energy merged with NuWay Cooperative, and Randy continued working for the combined organization.

Randy officially retired on June 30 of this year. As for family, he has a younger sister living in Cedar Falls, IA. He also likes riding his Harley Davidson and playing "a little golf" in the summertime.

In retirement, Randy says he'll probably do some things around the house that he's been neglecting and play more golf than usual. "Then I'll probably go out and find a part-time job," he states. "I'll need something to do so I don't go crazy."

Thanks for lending your talent and experience to NuWay-K&H Cooperative, Randy. We'll cheer you on in the future.

INTERNS ASSIST GROWERS

Each year NuWay-K&H Cooperative hires interns to assist our grower-owners in collecting data and field samples. Their help allows growers and their agronomy account manager's to make well-informed decisions on in-season management of yield potential.

Throughout the summer, these interns participate in various services such as completing timely tissue and nitrate sampling, along with running our Veris iScan (Cation Exchange Capacity and Organic Matter).

Along with these tasks, we like to hear feedback from the interns throughout the summer and learn what they are interested in. We want to be able to give each one of them valuable information that they will be able to take along with them in their future careers.

This year we have five outstanding individuals: Gavin Junkermeier, Cooper Olson, Tanner Olson, Allison Schwieger, and Isaac Steimer.

GAVIN JUNKERMEIER

Gavin graduated this spring from Fairmont High school where he played football, basketball and shot trap. He lives in town, but his family operates a small farm in northern Iowa.

Gavin plans to attend South Dakota State University (SDSU)



**DERREK RUSSENBERGER, NUWAY-K&H AGRONOMY
ACCOUNT MANAGER / INTERN COORDINATOR**

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this fall, majoring in agronomy and minoring in precision ag and ag business.

When asked what he hopes will come of his summer internship with NuWay-K&H, Gavin states: "I want to get used to responsibilities and know what it's like to work a full week as an adult. I want to be able to take what I learn here and apply it to my life, because I'd like to become an agronomist."

COOPER OLSON

From Hanska, MN, Cooper Olson's family operates a small farm close to their house. Cooper graduated this spring from St. James High School where he played football, basketball, baseball and shot trap. He plans to attend SDSU this fall, majoring in natural resource management and minoring in biology.

"I've always been interested in ag and I felt this internship was a good way to get my foot in the door," says Cooper.

TANNER OLSON

Tanner Olson is from Hanska, MN and graduated from St. James High School in 2022. Tanner is in his second year as an intern with NuWay-K&H.

Tanner attends Ridgewater College in Willmar and will be starting his second year there this fall. Tanner is working on a degree in farm management and

precision ag. After school he plans on getting a job in agriculture and hopefully continue at NuWay-K&H if possible.

Tanner has really enjoyed everything at NuWay-K&H with his favorite being able to talk with our customers and working down in the liquid facility in Welcome. Last summer he worked out of Ormsby so he feels it is nice to see the operational side and what all goes on in Welcome.

ALLISON SCHWIEGER

Allison Schwieger's family raises hogs and grows corn and soybeans near Fairmont, MN.

Allison is a junior at South Dakota State University, with a double major in ag science and agronomy, and minors in ag business and precision ag.

"I'm hoping to expand my knowledge in agronomy and apply it hands-on in the real world," says Allison of her interest in this internship. "I work with livestock all the time, so it's nice to get the agronomy side of agriculture, too."

ISAAC STRIEMER

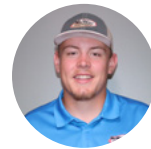
Isaac Striemer is from Welcome, MN and graduated from Martin County West in 2022. He enjoys fishing, hunting and farming with his family.

Isaac will start his second year at Ridgewater in the fall pursuing an ag business degree. After school,

Isaac would like to continue to working at NuWay-K&H and then possibly start farming.

He really enjoys the work here and the people that make it even better. His goal is to learn to operate as many machines as possible to make himself a better employee after graduation.

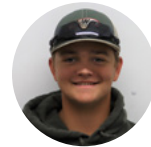
Please greet these 2023 agronomy interns as they work in your fields.



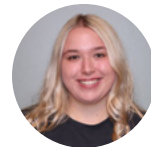
GAVIN JUNKERMEIER



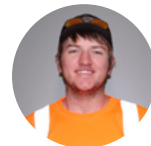
COOPER OLSON



TANNER OLSON



ALLISON SCHWIEGER



ISAAC STRIEMER

YIELD ENHANCEMENT TRIALS UNDERWAY

NUWAY-K&H AGRONOMY

This season, NuWay-K&H Agronomy has been utilizing the technology we have within our Greeneye™-equipped Hagie sprayer to apply yield enhancement products in a banded fashion on corn and soybean trials.

With 10" nozzle spacing, we can turn every third nozzle on, which allows us to spray directly over the canopy of the crop and not in-between the row, giving us a 66.66% efficiency.

Tar Spot on the underside of a corn leaf.

Our product package for corn during the V4-V6 growth stage contains:

- **MAX-IN® Zinc**, which facilitates the transport of nutrients within the cells of the plant,
- **MAX-IN® Boron**, which structures the xylem and phloem within the plant for nitrogen efficiency,
- **Voyagro®**, which relieves stress during nutrient transport while increasing nitrogen metabolism and tolerance to environmental stress, and
- **Ascend® SL**, which promotes cell division and elongation in the stem and leaves.

Our package for soybeans will be applied at the R1 growth stage and consists of:

- **MAX-IN® Manganese**, which increases photosynthesis efficiency,
- **MAX-IN® Potassium**, which helps nutrient transport within the plant with increased late-season plant health and standability, and
- **Ascend® SL**, which promotes cell division and elongation in the stem and leaves.

If you have any questions about these products or trials, please contact your NuWay-K&H Agronomy Account Manager.

WEATHER UPDATE

Most customers understand the term Growing Degree Unit (GDU). GDUs tell us where we are at in the development of a crop. For instance, on average

it takes 84 GDUs to complete a leaf collar for corn. Also, a 100-day corn maturity takes about 2,500 GDU's to reach black layer stage where a 109-day full season hybrid takes around 2,700 GDU's to reach black layer.

With that in mind, it might interest you to know that, as of mid-June, we are 100 GDUs ahead of the 30-year average.

You might also be interested in how much precipitation we received by the middle of June at these nine reporting points: Sherburn: 5.54 inches, Trimont: 6.43 inches, Ormsby: 8.32 inches, St. James: 11.81 inches, Comfrey: 15 inches, Welcome; 6.71 inches, Fairmont: 6.34 inches, Northrop: 7.1 inches, and Truman: 8.47 inches. The map on page 12 shows how that precipitation varied across our market area. Some northern locations reported two to three times the amount of rain as southern locations.

Some things to consider include where our nitrogen is within our soil profile and root zone. Areas with increased rainfall totals will have nitrogen deeper in the soil profile, where it might not be readily available for a period of time.

HERBICIDE CUT-OFF DATES

Some of our growers have asked, "When is the latest I can apply herbicide to my soybean fields?"

Herbicides like Liberty® or Enlist One® permit application through R1, when the plant is beginning to flower. Both herbicides have an R2 cutoff date. That's when flowers appear on the top three trifoliolate leaves. If you apply herbicide to beans when they're flowering on top, you could inhibit yield.



"If you apply herbicide to beans when they're flowering on top, you're off-label and could inhibit yield."

ROOTWORM STICKY TRAPS

Each year, NuWay-K&H Agronomy sets out sticky traps in area cornfields. We want to stay up to date on corn rootworm levels and provide our customers with the best recommendations for controlling this annual pest.

NuWay-K&H

AGRONOMY

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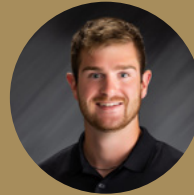
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TRIMONT, MN | WELCOME, MN |

CLEAR LAKE, IA | WESLEY, IA

We aim to set these traps around tassel time in corn, then check the traps once a week for four weeks. Last year, we set traps in over 20 Martin County fields.

Populations varied, but the longer the field had been in continuous corn, the higher the presence of corn rootworm beetles. If you are concerned about a specific field, please tell your agronomy account manager so they can set traps and monitor it.

The action threshold is around 21 beetles per trap per week or three per trap per day. If we find a trap above this level, we recommend taking actions such as rotating crops or applying insecticide, broadcast or in-furrow.

Corn traits in Qrome®, and SmartStax® all offer belowground protection from corn rootworm beetles. SmartStaxPRO® offers the best trait package with three belowground modes of action against this pest.

Ask your agronomy account manager to recommend the right corn rootworm deterrent for your operation.

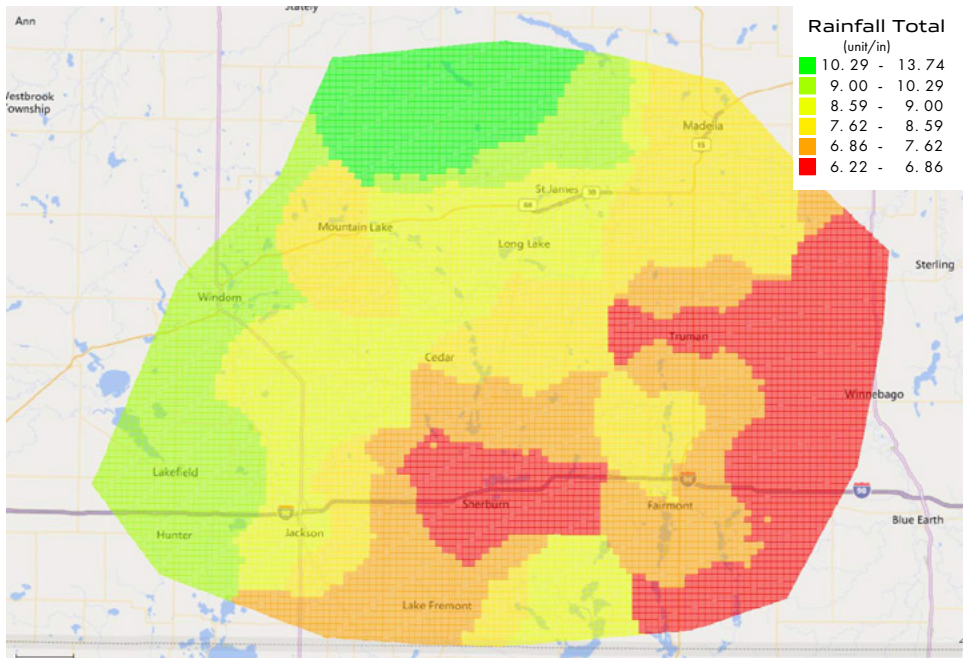
CONTROLLING TAR SPOT

Tar spot showed up in U.S. corn fields in 2015 and has impacted yields up to 50 bushels per acre.

Though Tar Spot did not reduce yields as severely as expected in 2023, the disease is still present. Fungal spores are dispersed by the wind, and the disease thrives in years of abundant rainfall.

If you suspect a problem with either Tar Spot or Corn Rootworm, let us know. We'll check your fields and develop a treatment plan, by ground or by air.

RAINFALL APRIL 1- JUNE 18



TESTING AND REFINING THE GREENEYE

DAVID ANDERSON AND RYAN SCHMIDT, AGRONOMY OPERATIONS DIRECTORS

David.Anderson@NuWay-KandH.com and Ryan.Schmidt@NuWay-KandH.com



Obviously, the new Greeneye™ Technology, which Jeff Crissinger talks about on page 14, comes with new challenges as we try to gain efficiencies. It's been a learning process as far as how to tend the sprayer equipped with Greeneye and what chemistry to use.

We've made some changes for the short term, and we're considering other changes for the long term. For instance, we're looking at different tending equipment that can reduce our load times dramatically and enable us to tend that machine with one trailer verses having multiple trailers in the same field.

With the new Greeneye Technology, we want to under-promise and over-deliver. We're doing everything we can to make that machine as efficient as possible, without making promises we can't keep. That will mean making minor (and perhaps a few major) tweaks to the equipment as we look for ways to gain efficiency.

OTHER NEW APPLICATION TECHNOLOGY

Another thing NuWay-K&H Agronomy operations has been testing with one of our sprayers is a chemical loading system that can be done directly from an Apple iPad. It's called QuickDraw Spray Tender System from

SurePoint. This system will measure, pump and load crop protection chemicals with the touch of a button. We tell it what we want to put in that sprayer, and it will pretty much do the work for us.

This new technology takes the human element out of the process and drastically reduces our loading time. So far, its getting very positive reviews.

This spring, we also demoed a prototype dry TerraGator® from AGCO with 90-foot booms. We got to use this TerraGator® for well over half of the season.

NuWay-K&H Agronomy is willing to try new things in order to be on the cutting edge. In the end, we want to do more for you with less.



“We've tested other technology that measures, pumps and loads crop protection chemicals from an iPad.”



OUR 2023 GREENEYE™ TECHNOLOGY EXPERIENCE



JEFF CRISSINGER, VP OF AGRONOMY SALES / MARKETING

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On March 18, 2023, our Hagie STS1600 arrived back at our Welcome facility after being retrofitted in Oregon with a Greeneye™ Technology selective spraying system. Since that time, we've learned a lot about the Greeneye system in particular and selective spraying in general as we put this new application technology into practice.

As of mid-July, we have successfully used the Greeneye machine to apply crop protection products in pre-plant, pre-emerge, and post emerge scenarios on over 6,500 acres of corn and soybeans, with more acres ahead. Using selective spraying technology rather than broadcast spraying, we typically apply from 10-30% of the field, depending on timing of the operation and weed density within. This level of efficiency allows us to stack contact herbicides to provide maximum weed control in a field and fight weed resistance.

For example, in post emerge corn fields we've been able to spray a grower standard package of Roundup®, Incinerate™, and atrazine through the broadcast line, and then add another broadleaf product called Diflexx® through the selective spraying line to significantly enhance control of tough to kill weeds like waterhemp and giant ragweed.

We have also successfully used the Greeneye system in banding scenarios where we apply value-added yield enhancement products in a 10" band directly over the crop row with the selective spraying line, while applying a growers standard herbicide program through the broadcast line. The yield enhancement products include micronutrients, plant growth regulators, and stress mitigation products. We're running different combinations on corn and on soybeans. Check with your



NuWay-K&H Agronomy account manager after harvest to learn more about the effectiveness of these trials.

Throughout the season, we have had an excellent relationship with Greeneye and worked closely with them to improve the overall effectiveness of the selective spraying system in the current crop season. We've also collaborated with Greeneye on enhancing the system for future years. Some broad enhancements we're working on with Greeneye include:

- Increased sensitivity of the algorithm to ensure that weeds as small as 1" or less are identified and sprayed effectively.
- Development and testing of specialized spray nozzle technology that allows improved coverage of contact herbicides like Liberty®.
- Improved durability of system components to ensure that downtime is minimized and reliability is maximized when operating the system in the high-demand environments of ag retail.
- Discovery and utilization of advanced and automated loading systems that will increase sprayed acres per hour by efficiently reducing the amount of time it takes to load products into the spray tanks on the machine.
- Improved and increased access, evaluation, and representation of data points collected in the field during the selective spraying pass to better assess current selective spraying outcomes and utilize information collected in future spray operations.



"The initial season working with Greeneye selective spraying technology was very successful and has given us value experience."


As expected, 2023 has been a learning curve. There are always challenges throughout launch and implementation of any new technology. Ultimately, however, the initial season working with Greeneye selective spraying technology was very successful and has given us valuable experience as we help lead the industry into this advanced method of application. I would like to thank all of the customers who have helped us implement this technology.

If you are interested in trying Greeneye Technology for crop protection or yield enhancement strategies in soybeans, acres are still available for the 2023 crop season. Please contact your account manager to learn more.



PLAN SERVICE WORK AHEAD OF TIME

NUWAY-K&H ENERGY ACCOUNT MANAGERS

A photograph showing a worker in a high-visibility yellow vest and dark pants working on a white propane tank mounted on a truck. The worker is positioned on the right side of the tank, reaching up towards the piping. The truck has a red diamond-shaped hazard sign with the number 1075 and a smaller number 2 below it. The background shows a building with a corrugated metal roof and a clear blue sky.

If you know of any refined fuels or propane system work you need done before fall, let us know as soon as possible. This includes setting new tanks, trenching lines, plumbing hog barns, or setting up generators before the winter season. We want to make sure your needs get taken care of.

Lead times are better for new tanks, but some sizes and styles of tanks still require several months between order and delivery.

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CONTRACTING FOR WINTER

NuWay-K&H Energy has propane and refined fuel contracts available for fall and winter. Keep in touch with your account manager. They'll keep you informed of changes in the market and help find the time and price that is right for you to enter into a contract for the energy you'll need.

ORDER BY PORTAL

NuWay-K&H Energy customers may now place orders for refined fuels or LP in our customer portal. These orders go directly to the delivery team to be filled. You can also send a note on the portal if you want to talk with your account manager.

If you're not using our customer portal, we encourage you to give it a try. You can also view invoices, e-sign contracts and pay your energy bill all online.

Contact your account manager to get set up with an account. They'll walk you through the steps.

WARRANTY PROMOTION

Row crop harvest begins in September. Did you purchase a new or used tractor or combine you expect to use this fall?



Let us enroll it under our Cenex Total Protection Plan Warranty. It's well worth your time and a small one-time fee. Ask your K&H Energy account manager for details.



"Order refined fuels or LP in our customer portal."

NuWay-K&H Energy Account Managers

NUWAY-KANDH.COM

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

INVESTING IN MORE RAIL STORAGE



JAKE OLDENBURG, VP OPERATIONS

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Fortunately, NuWay-K&H's membership, board and leadership team is not only looking at today or next year—but at the future. We're making plans to serve our customers long-term, and also to grow and become more efficient.

Global events like COVID have changed what we need to commit to for the next growing season. We either know that because of customers who commit to purchases ahead of time or by looking into our crystal ball—which is sometimes cloudy.

So, even as the 2023 cropping season progresses, we're taking inventory and adding storage to make sure we have the stuff on the floor that our customers will need and, hopefully, have committed to.

Currently, we're adding another 90,000-gallon propane storage tank at our Welcome rail facility. This additional storage will give us flexibility, especially as we get into fall corn drying and the beginning of the heating season. We'll be able to move more propane into and out of that rail storage and not have to rely on trucking



Excavating soil under the old Ormsby fertilizer plant to be soil applied this fall.



as much. We're making this financial investment not necessarily for this fall but for the future.

We're doing prep work for that 90,000-gallon tank in June by constructing the piers the new tank will sit on. The tank itself will arrive sometime in September. Depending on how fast we're able to get it set and plumbed, we may be able to use the additional storage in the fall of 2023—but for sure in future years.

ANHYDROUS AT ORMSBY

This summer, we're also reconfiguring and adding more anhydrous ammonia (NH_3) storage at Ormsby. This project kicked off right after the 4th of July.

We're adding a new 30,000-gallon tank and taking out two 12,000-gallon tanks from the 1960s, so we're effectively upgrading the NH_3 storage at Ormsby and adding 6,000 gallons of capacity. By rearranging the tanks, we're also making room for an additional 30,000-gallon tank in the future. Besides rearranging and swapping out the tanks, all the underground plumbing will be new.

With the reconfiguration, the process of filling NH_3 wagons will be faster and safer than in the past.

In May, we demolished the old dry fertilizer plant at Ormsby. Today, we're working with the Minnesota Department of Agriculture and consultants to voluntarily clean up the soil under the plant. We're excavating that soil into a pile which will be land-applied this fall. We didn't have to do this, but we thought it was the right thing to do. This cleanup process should be done by the time you read this newsletter.

Another project we're working on at Welcome is our liquid self-service terminal. We've added two 30,000-gallon liquid fertilizer tanks to our dike. This increased storage capacity, along with a 24-hour unmanned terminal, will allow customers with authorization and training to access these tanks and pick up their own fertilizer after hours and on weekends.

We'll test this system ourselves this summer and most likely offer it to our customers next spring. Check with your NuWay-K&H Agronomy account

“With more rail storage we'll have greater flexibility and not have to rely as much on trucking.”

manager if you'd like authorization to pull your own fertilizer.

As I said, we're continuing to make investments and improvements to our products and services, not just for this year but way beyond. Our board and leadership team is always looking at what we need to do next. We want to be a player in the retail energy and agronomy business far into the future.



A 90,000-gallon propane storage tank will be added to the Welcome propane terminal this fall.



Liquid self-serve terminal at Welcome.

FUNGICIDES: WHEN TO SPRAY



JOHN SANDMEYER, SEED, CROP PROTECTION & NUTRIENTS PRODUCTS DIRECTOR

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“How do I know if I should spray a fungicide or not?” This is a question we get quite often. I also hear statements like: “I don’t think I see anything that will give me a return on my fungicide application.”

Let’s do our homework and see what we are after when spraying a fungicide. Do we see disease in our fields already or are we trying to prevent disease from setting into our fields.

When it comes to corn, I suggest researching the corn hybrids you are planting in your field, to evaluate whether to spend money on a fungicide. Specifically, look at what the seed industry calls RTF scores. RTF stands for Response to Fungicide. WinField® United has performed many trials in each hybrid to evaluate whether it has a low, medium or high response. This will give you an indication of what fields to target first for corn.

Look at the RTF score for DKC59-82 on the Response Scores chart accompanying this story. This hybrid is rated as a High RTF. Then, look at DKC55-53. This hybrid is rated as low RTF. So, if you were going to choose a hybrid to spray with a fungicide, you would look first at hybrids with a higher score to get your best ROI. You have better odds if you base your decision on data rather than just throwing out a fungicide and hoping it will give you a return.

Yield is always number one when you think about spraying a fungicide, but you also

need to think about harvest time. Will your corn still be standing when you get there to harvest it. Also, think about plant health when making your decision. Your NuWay-K&H Agronomy account manager can provide this information and walk you through it.

NOTE: The ideal timing for corn fungicide is at full tassel.

Consider spraying all soybeans with fungicide. The average soybean yield response from a fungicide is two to four bushels. When using a premium fungicide with three modes of action, the yield response is on the upper end of that range. You have pretty good odds of getting a return on your investment when spraying soybeans.

NOTE: The main timing for soybean fungicide is from R2 to R4.

When considering what type of fungicide you should use, data shows that the newer fungicides are outperforming some of the older fungicides that have been on the market for a while. Though you might pay a little more for the newer fungicides, the performance will outweigh the cost difference.



“The ideal timing for corn fungicide is at full tassel.”

RESPONSE SCORES

Product	RM	RTF	RTN
DKC29-89RIB	79	Mod	High
DKC31-85RIB	81	Mod	High
DKC32-12RIB	82	Low	High
DKC32-35RIB	82	High	Mod
DKC33-37RIB	83	Mod	Low
DKC35-88RIB	85	High	High
DKC36-48RIB	86	N/A	Mod
DKC36-86RIB	86	Mod	Low
DKC37-50RIB	87	High	High
DKC39-55RIB	89	High	Mod
DKC40-99RIBTRE	90	High	Mod
DKC40-45RIB	90	Mod	Low
DKC41-99RIB	91	Mod	Mod
DKC42-04RIB	92	Low	Mod
DKC42-65RIB	92	High	Mod
DKC43-75RIB	93	Mod	High
DKC44-80RIB	94	High	High
DKC44-98RIB	94	Low	High
DKC45-94RIB	95	Mod	High
DKC46-50RIB	96	Mod	Low
DKC47-54RIB	97	High	Mod
DKC47-27RIB	97	Mod	Low
DKC47-55RIB	97	High	High
DKC47-84RIB	97	Mod	Low
DKC48-34RIB	98	Low	Mod
DKC48-95RIB	98	Mod	Low
DKC49-24RIB	99	Mod	High
DKC49-44RIB	99	Mod	Mod
DKC50-87RIB	100	Mod	Low

Product	RM	RTF	RTN
DKC101-33RIB	101	High	High
DKC51-91RIB	101	Mod	Mod
DKC51-92RIB	101	Mod	Mod
DKC51-98RIB	101	Mod	Mod
DKC52-99RIBTRE	102	High	High
DKC54-64RIB	104	Low	High
DKC55-53RIB	105	Low	High
DKC105-35RIB	105	High	Mod
DKC56-26RIB	106	High	Mod
DKC56-65RIB	106	Mod	High
DKC57-29RIBTRE	107	Mod	Low
DKC57-45RIB	107	Mod	Mod
DKC57-71RIB	107	High	Mod
DKC57-23RIB	107	Mod	Mod
DKC58-34RIB	108	Low	Low
DKC58-64RIB	108	Mod	High
DKC59-81RIB	109	Low	Mod
DKC59-82RIB	109	High	Mod
DKC60-80RIB	110	High	Low
DKC61-40RIB	111	High	Mod
DKC62-70RIB	112	High	High
DKC62-89RIBTRE	112	High	Low

UPGRADING FUEL STORAGE



JUSTIN COYLE, ENERGY OPERATIONS DIRECTOR

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As we move through summer and closer to fall, please take this time to reach out to your NuWay-K&H Energy Account Manager about any LP or refined fuel storage needs you may have. Upsizing your fuel storage is a great way to ensure you have the product you need and may also add dollars to your bottom line depending on the increase in volume. These are all questions your Energy Account Manager can answer.

While we continue to see the tight availability and long wait times for equipment relax, there are still longer production and shipping times than pre-pandemic and vary by manufacturer and in some cases the size of the tank itself.

These next couple of months is also a great time to inspect things like fuel hoses, nozzles, fuel pumps, etc. These items are available at our locations in Clear Lake, Wesley and Welcome or you can reach out to Matt Zadow at 515-320-5887 to schedule these types of services with our Service Department.



ELMORE FUELING SITE OPEN



AL SECKINGER, VP OF RETAIL OPERATIONS

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I have good news for you. Our newly upgraded Elmore, MN fueling site officially began dispensing diesel fuel and gas on a 24-hour basis to customers at the end of May.

In addition to new lines and pumps, Elmore features a new 12,000-gallon above ground tank, partitioned for 6,000 gallons of diesel and 6,000 gallons of gasoline. This fueling location now features high speed diesel pumps and dispenses Unleaded 88 octane gasoline. Octane gasoline was recently approved by the federal government for use in vehicles model year 2001 and newer. Unleaded 88 is usually lower in price than regular unleaded, and it helps with greenhouse gas emissions.

Elmore also offers DEF at the pump and accepts all major credit cards.

We did what we said we were going to do. This thing is built to last and provides a nice customer experience. Try it next time you are traveling in the area.



Note: Last November, by order of the Minnesota Pollution Control Agency, we discontinued selling diesel at the Frost, MN cardrol located nine miles from Elmore. We continue to sell 87 octane gasoline at that location but will be forced to close the doors on that operation next time a major repair is needed. The Frost cardrol accepts only local cards.



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