



COMMUNICATOR

DIVERSIFIED | INNOVATIVE | EXCEPTIONAL VALUE



NuWay-K&H Cooperative is preparing not only for this Spring but for many Springs to come. How are we doing that? By investing in the people, machines and technology you'll need 5-10-15 years from now.

Read *"Our Greatest Asset"* on page 6. It's about the talented, experienced people we're hiring to compliment the great team already serving you. Read *"New Equipment More Efficient"* on page 20. It's about rolling stock we're buying now to make better use of your input dollars now and in the future. Then, read *"Technology Supports Conservation"* on page 18. It's about specialized machines your cooperative is investing in, to help you succeed in the age of climate-smart farming.

Your local cooperative is not standing still. True, we're committed to serving you during the 2024 crop year, but we're also looking ahead to tomorrow, planning and investing and preparing for your long-term success.

PRECISION AG

Bonuses for Early Adopters **(Pg. 4)**

RETAIL STORES

Patrons Earn Points **(Pg. 10)**

AGRONOMY

Potential Nitrogen Loss **(Pg. 14)**

ENERGY

LP Contracts Available **(Pg. 16)**

PREDICTING A STRONG FINISH



KEVIN JONES, PRESIDENT / CEO

Kevin.Jones@NuWay-KandH.com

NuWay-K&H Cooperative has completed half of its fiscal year, and I'm pleased to report that we're ahead of budget through six months. As a reminder, we have about 80 percent of our total agronomy year in the books, and we expect to finish 2024 strong.

Specifics for the first six months: volumes are up significantly in our agronomy business, compared to last year. This relates directly to the cost of inputs, which came down significantly. Also, refined fuel volumes are about even with a year ago. The only negative is propane volume, which is significantly down from last year because of the lack of a dryer season and a generally warm winter. But this is a good thing, since our members didn't have to buy products and incur additional costs. In this case, we all benefited.

Our Best Oil partnership has achieved strong earnings, and we expect it to do well in the future.

CONTINUING OUR THEME

One year ago in this newsletter, we talked about doing more with less. We continue to follow this theme in managing the operations of NuWay-K&H

Cooperative, and we've been successfully performing on that goal. Applying it to the application equipment we're using on the agronomy side of our business, for instance, we've been able to achieve a 25% gain in efficiency—in other words, we've been able to apply 25% more acres in the same amount of time.

As an organization and as individuals, we'll continue to strive to do more with less. See the stories that follow.

In the past, we've been good at adapting to the environment. As a farmer-owned organization, we intend to be nimble in facing any oncoming challenges and opportunities, always putting ourselves in a position to succeed.



"As an organization and as individuals, we'll continue to strive to do more with less."



FY2024

ANOTHER STRONG PERFORMANCE?



TYLER OLSON, CFO

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We are nearing our mid-year point of business and are projecting ahead of budget as a company.

Our 2023 fall agronomy business was successful with good weather and a longer application season. Volumes were ahead of budget and last year, and our margins remain high with budget planning and softening fertilizer markets.

The dryer season for propane was one of the lightest on record, and our winter heating season will probably end up the same way. Propane will be behind budget from a volume standpoint, but margins remained consistent and will not affect our overall bottom line.

In our refined fuels division, we are at or above our budgeted goals and have a similar outcome compared to 2023 volumes.

In our retail division, we are at or above budget goals and similar to the prior year's volumes. Margins in all of retail have remained consistent to prior years, making the overall division a bottom-line contributor.

Investment income for 2024 will be arriving soon and will meet and exceed our budget goals. Our regional partnerships had a very profitable year in 2023, and that allocation also helps us directly within our 2024 financial results. These investment-type partnerships help NuWay-K&H Cooperative to spread out its seasonality and help us focus on our members' needs.

Fortunately, we have the ability, within our fiscal year cycle, to know a great deal about how our final year-end numbers will look. The vast majority of our business for the year, financially, is complete at this point. There is still a lot of work to be done and there is always a potential of financial loss, but our team will push to be consistent, efficient, and complete the year well. We fully expect to meet our budgetary goals as we finish 2024.



"We fully expect to meet our budgetary goals as we finish 2024."

Market conditions continue to soften, and as you watch your grain markets, you have seen this softening as well. We are still optimistic about profitability, but marketing will be very important during this crop cycle.

Thank you again for your continued support. We look forward to serving you this spring.



BONUSES FOR EARLY ADOPTERS

HANNAH AMMANN AND TYLER BROLSMA, FARMRX SITE SPECIFIC AG SPECIALISTS

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Have you been using climate-smart practices like reduced tillage, cover crops, or both in your corn or soybean farming operation? We have good news for you. You may be eligible to receive a minimum of \$2/A and up to \$30/metric ton of carbon sequestered in your soil going forward. And, if you were an early adopter of these conservation practices, you could potentially be reimbursed for carbon captured in the past.

For six years, NuWay-K&H Cooperative has worked alongside Land O' Lakes Truterra to bring the best options to our growers who have been implementing climate-smart practices on their farms. In 2021 and 2022, Truterra paid growers just beginning to adopt climate-smart practices more than \$9 million for more than 462,000 metric tons of carbon sequestered.

Starting with the 2024 growing season, Truterra is expanding their "carbon" program. Long-term adopters, growers who used conservation practices before 2021, may qualify to sell their carbon credits to Truterra in the same way as growers just getting started.

What makes this new opportunity more attractive is that the data collected only needs to go back to 2018. Your FarmRx site specific ag specialists will help you pull that data together.



"In 2021 and 2022, Truterra paid growers just beginning to adopt climate-smart practices more than \$9 million for more than 462,000 metric tons of carbon sequestered."

HOW TO GET STARTED

- 1 Go to Truterraag.com to complete the pre-enrollment form—remember to put NuWay-K&H Cooperative as your Truterra network provider. *NOTE: The enrollment period runs Dec. 1, 2023 – July 31, 2024.*
- 2 Create a MyPortal account. This is where you will enter field boundaries and complete the basic field level data (i.e. crop rotation, tillage practices, and cover crop).
- 3 Reach out to NuWay-K&H Cooperative (your Truterra retailer) to figure out your next steps, including designing a sustainability plan that fits your operation. Contact either your agronomy account manager or one of the cooperative's FarmRx site specific ag specialists: Hannah at 507-848-1725 or Tyler at 507-848-2192.

As we continue to offer these programs to our growers, you can begin to see the benefits of having your data readily available. We'll work alongside you for the entire enrollment process and beyond.



SPREAD OUT YOUR LP GAS PAYMENTS



JUSTIN COYLE, ENERGY OPERATIONS DIRECTOR
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Are you familiar with our Even Pay Program? Even Pay allows for 12 even monthly payments to cover your LP heating costs. Even Pay can save you from paying a larger delivery bill at one time and spreads the expense over an entire year. This is a fantastic way to budget your heating costs.

Joining the Even Pay Program will also add your tank to our routing list, which will help monitor your tank level and save any Out of Gas order fees.

To join the program or just to learn more about Even Pay, call your Energy Account Manager or Tricia Knudson at 507-639-7134.

SCHEDULING 2024 SERVICE PROJECTS

Like other years, customers with LP service projects should call Matt Zadow at 507-639-7123. This goes for any dryer set-up changes, hog barn construction, and house or shop construction that would require either adding LP lines or new tank sets. One other service we offer is LP Line Locating, which should be done if any construction like landscaping or even tree removal is taking place in the area where an LP line could be. If you know of any upcoming work that you'll need, please reach out to Matt so you can be added to our schedule.



“Even-Pay can save you from paying larger delivery bills at one time and spreads the expense over an entire year.”

REGULATOR REPLACEMENT

In our last newsletter, I promised this time to talk about replacement of LP regulators 25 years and older. As we continue to work on the details of this program, I don't have a lot of new information to share. Once new information is available, we'll make sure we get that communicated with the customers whose regulators meet the criteria for replacement.



OUR GREATEST ASSET



EMILY BOELKE, VP OF HUMAN RESOURCES

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At NuWay-K&H Cooperative, our people are our greatest asset. It is with great pleasure that I introduce to you three new and talented employees: Jessika Bingamon, Trenton Guidry, and Stephanie Reagan.

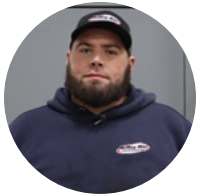


JESSIKA BINGAMON

Just a few days after Thanksgiving, Jessika started her job as cook at our Thompson store. Though new to the cooperative, Jessika is not new to cooking. Her previous job involved cooking for the Buffalo Center school system and she has been cooking in restaurants since she was 16.

A native of Montana, Jessika likes being at home on her days off. She has four children. "I like going to work early and that I'm done early in the day," she states, adding. "I also like the people I work with.

What is a good day for Jessika? "A good day is when I get all my tasks done before it is time for me to leave the store," she says.



TRENTON GUIDRY

An experienced applicator, Trenton joined NuWay-K&H Cooperative early in January of this year. In addition to applying our customers' fields, he'll be working in the shop and providing general labor for agronomy operations.

Born in Louisiana, Trenton has worked as a service tech on production platforms in the Gulf of Mexico. As to his application experience, he broke records for the number of acres applied while working for an earlier company.

Trenton says he likes nature and being out in the field all by himself. "High quality work" is his stated goal as an agronomy operations employee with NuWay-K&H Cooperative.

"OUR PEOPLE ARE OUR GREATEST ASSET"



STEPHANIE REAGAN

In early January, NuWay-K&H Cooperative hired Stephanie as assistant manager of its retail store in Algona, IA. Before that, she drove truck over the road from the East Coast to the West Coast. "I have a Class A CDL," she explains.

Stephanie is familiar with customer service, having worked at a Welton, IA truck stop and for multiple retail stores. "I'm originally from San Diego, CA.," she says. "I moved to Iowa when I was 13 years old and have now lived in Iowa over half of my life."

After hours, Stephanie loves hanging out with her 14-year-old son, her boyfriend and her family—and bowling. Her mom lives in Wesley, IA.

Besides her extensive experience in customer service, Stephanie says she likes helping people and is very reliable. "When I go home with a big smile on my face," she says, "it's because I did something successful."

YEARS OF SERVICE FOR 2023

SANDY STUDER 25 YEARS

MATTHEW BEZDICEK 15 YEARS

MATTHEW ZADOW 15 YEARS

MARK BELTZ 10 YEARS

CLAY LINSCHIED 10 YEARS

BRADY ANDERSON 10 YEARS

TRICIA KNUDSON 10 YEARS

AMANDA HAGER 5 YEARS

ASHLEY POSEY 5 YEARS

DOUGLAS HANIG 5 YEARS



THANK YOU

For Your Time & Energy

2024 INTERN INTRODUCTIONS



DERREK RUSSENBERGER, AGRONOMY ACCOUNT MANAGER

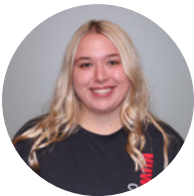
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Each summer, NuWay-K&H Cooperative hires interns to assist our member-owners in collecting data and field samples. This extra help makes it possible for us to make informed decisions about in-season management of yield potential.

Throughout the summer, our interns play a role in various services we offer, such as completing timely tissue and nitrate sampling and running our Veris iScan.

We also like to hear feedback from interns throughout the summer and to learn what they are interested in. We give each one of them valuable information they can take with them in their future careers.

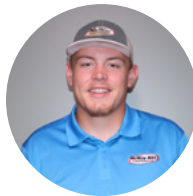
For the summer of 2024, we have three interns who will help us acquire information useful to our growers: Allison Schwieger, Gavin Junkermeier, and Kollin Anderson.



ALLISON SCHWIEGER

Allison interned with us last year, and we are excited to have her back for the summer of 2024! Allison currently attends South Dakota State University where she is pursuing a major in agronomy.

This summer Allison will tackle a variety of tasks, including helping Hannah and Tyler in our FarmRx division. She'll conduct Veris EC scans, work with data management, and take a closer look at the agronomics in new trial products.



GAVIN JUNKERMEIER

Gavin interned with us last year, and we are excited to have him back again for the summer of 2024, also! Gavin currently attends South Dakota State University where he is pursuing a major in precision agriculture.

This summer, NuWay-K&H Cooperative is looking into different systems for in-field tissue sampling in corn. Gavin will be in charge of taking and analyzing the results of the samples, as well as scouting the field for visual nutrient deficiencies.



KOLLIN ANDERSON

Kollin will be graduating from St. James High School in June. Kollin is pursuing a degree in agriculture next fall.

This summer, Kollin will help take tissue and soil samples that we use in our Adapt-N systems. Along with this, Kollin will identify nutrient deficiencies, identify weeds, and help determine insect pressure and set thresholds for them.

Please greet these valuable people when you see them in your fields.

PATRONS EARN POINTS!



AL SECKINGER, VP OF RETAIL OPERATIONS

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NuWay-K&H Cooperative now offers a loyalty program that gives you points for every single purchase you make at our stores. You can redeem those points inside our stores or at the pumps for instant savings. Sign up for NuWay-K&H Rewards today, and you will also save money on fuel and products within the stores.

The cooperative's retail stores, located at Algona, Burt, Thompson, Thornton, Wesley, IA, and LeRoy, MN, offer Rewards members daily specials, point redemptions and club discounts for purchase of coffee, soda, candy bars, milk and other popular c-store items. This rewards program is not valid at our cardtrol locations.

HOW DO YOU SIGN UP?

Two ways: 1) Register at one of our retail stores, or 2) register online.

- 1 Register at a Retail Store – Go to the counter and ask for a NuWay-K&H Rewards registration form. Fill out the form to receive your card and start earning points.
- 2 Register Online – Scan the QR code below or go to registerloyalty.com/NuWay. Complete the required fields. Hit submit. Start earning points.



[REGISTERLOYALTY.COM/NUWAY](https://registerloyalty.com/NUWAY)

After you register, swipe or scan your card and your points will be automatically added to your account. If you forget your card, don't worry. Just enter your phone number at the pump or counter. Your purchases will be recorded, and the points will be added to your account.

After registering, you don't have to download the Rewards App to your smart phone. But if you do, you can track your points earned, receive notice of everyday savings, earn exclusive rewards, find our stores and redeem coupons on the app. Just visit Google Play or the Apple App Store to download the app for free.

NuWay-K&H Rewards is a program we've introduced to be relevant in the convenience store industry. But don't worry. This is not a cookie cutter program, and there will still be differences between our stores—depending on what the community needs. However, the program does allow us to reward our loyal customers and participate in promotions national brands offer.

That's the advantage you will have when you sign up! Do it today!



DIRECTORS ELECTED

In January, NuWay-K&H Cooperative held its annual meeting at the Welcome Operations Center. Incumbents Cory Anderson, Mark Flohrs, Cordell Satre, and Brian Steen were elected to three-year terms on the cooperative's board of directors.

Following the annual meeting, the board reorganized electing Brian Steen as chairman, Dan Bebernes as vice chairman, and Mike Kettwick as secretary.

We've listed your 2024 board members and their telephone numbers below:

BRIAN STEEN (CHAIR)	507.840.0997
DAN BEBERNES (VICE CHAIRMAN)	507.236.0251
MIKE KETTWICK (SECRETARY)	515.528.0573
CORY ANDERSEN	507.236.1304
DWAYNE EDEN	515.341.4392
MARK FLOHRS	507.630.7007
JEFF MAYO	507.920.9840
RANDY NELSON	507.236.2425
CORDELL SATRE	515.341.2057
JERROD SIMMONS	507.841.0788
REUBEN SKOW	515.724.3992
BEN TRUESDELL	507.236.0890
BRAD WATSON	641.529.1180

COURT PULLS DICAMBA LABEL



**JOHN SANDMEYER, SEED, CROP PROTECTION
& NUTRIENTS PRODUCTS DIRECTOR**

John.Sandmeyer@NuWay-KandH.com

On February 6, 2024, a federal court in Arizona vacated EPA's 2020 registrations for dicamba products to be sprayed on dicamba-tolerant crops. These crops include Bayer's XtendiMax®, BASF's Engenia® and Syngenta's Tavium®, which are the only products previously registered to spray over Xtend® or XtendFlex® soybeans.

Following the court's ruling, the EPA on February 14th ruled that any dicamba products in the marketplace today may be sold to growers and be applied to the crop according to each state's guidelines. In Minnesota, south of I-94, they must be applied by June 12th. However, BASF, Bayer, and Syngenta will not be able to manufacture anymore dicamba products to bring into the distribution.

How does this affect you? If you were planning to use dicamba products in 2024, you will be able to do so if there is still a supply of those products. NuWay-K&H Cooperative still has some supply available. So, make sure you talk to your Agronomy Account Manager. This product will need to be in your hands by May 12th. After that date, NuWay-K&H will not be able to sell any XtendiMax, Engenia or Tavium according to the EPA ruling. Again, once dicamba products are gone from the supply chain, no more will be added.

MN	<ul style="list-style-type: none"> • Sale & Distribution of XtendiMax, Engenia, or Tavium to purchasers south of I-94: May 13, 2024 • Sale & Distribution of XtendiMax, Engenia, or Tavium to purchasers north of I-94: May 31, 2024 	<ul style="list-style-type: none"> • Use of XtendiMax, Engenia, or Tavium to purchasers south of I-94: June 12, 2024 • Use of XtendiMax, Engenia, or Tavium to purchasers north of I-94: June 30, 2024
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We'll keep you posted on any future developments related to dicamba.

PREPARING FOR SPRING

Planning is everything when it comes to having the supplies you need. Right now, supplies of crop protection products look good, but we will always face challenges when it comes to having enough product on hand. One of those challenges is transportation.

We realize it is hard to plan, especially in a year of high interest rates and volatile prices. As I said, supplies of crop protection products appear good, but just in time inventory is hard to manage as transportation plays a big role in this and that could be something that puts a delay in product movement.

How can we get the products you need to the field when you need them if you haven't already spoken for them? Please understand. Interest rates and volatile prices affect your cooperative as well. We want to manage our inventory levels the best we can so we need all the help we can by planning ahead of time to get those inventory levels right-sized for the season.

Fertilizer is another product we manage closely to make sure we have the supply you need but carry as little over as possible. Here again, transportation is a challenge when trying to acquire soil nutrients on short notice.

That's why we're asking you, if you haven't already, to start making plans today with your account manager. We need to know what and how much you intend to use so we can secure a supply and get it shipped.



"If you were planning to use dicamba products in 2024, you will be able to do so if there is still a supply of those products."

CROP INSURANCE

DID YOU KNOW THAT NUWAY-K&H COOPERATIVE HAS ITS OWN CROP INSURANCE AGENCY?

Please reach out to our crop insurance specialist, Jim Paulson. His cell phone is 507-317-1930 or you can reach him at Jim.Paulson@NuWay-KandH.com. Jim has 40+ years of crop insurance experience and would love to visit with you on your insurance needs.



JIM PAULSON

507-317-1930

Jim.Paulson@NuWay-KandH.com

POTENTIAL NITROGEN LOSS

NUWAY-K&H AGRONOMY ACCOUNT MANAGERS

Temperatures this winter have been abnormally high, and lack of snow cover could lead to an early growing season.

Our concern is for the minimal soil moisture in the top two to four inches—*see the accompanying map generated by the National Aeronautics and Space Administration*

Soil temperatures could warm faster this spring than in the past, with a potential for more fall-applied nitrogen converting to the nitrate form, exposing it to potential loss.

To set yourself up for success, consider best nitrogen management practices. These practices include splitting your nitrogen into multiple applications, monitoring soil nitrogen with Adapt-N, stabilizing nitrogen to minimize loss and getting more available nitrogen to the plant when it is needed.

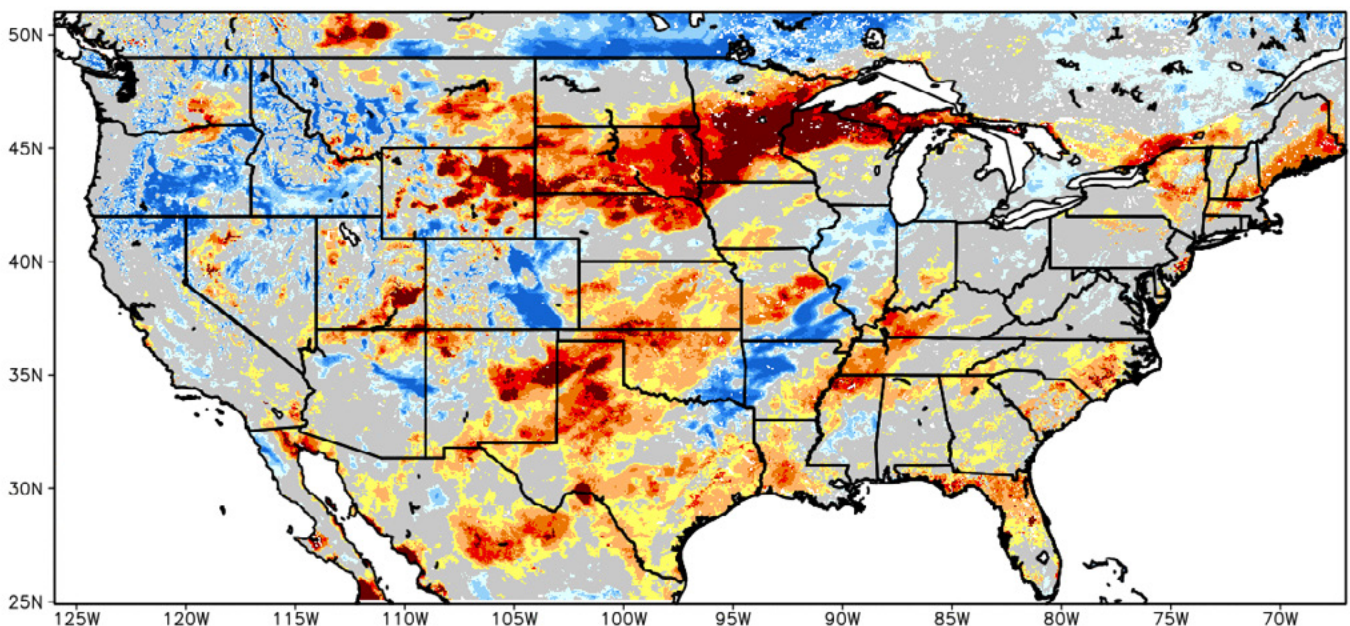
Every growing season is different. Applying the wrong nitrogen rate can cause missed yield opportunities or unnecessary nitrogen applications, putting overall profitability and the environment at risk. Adapt-N has demonstrated improved productivity and environmental sustainability by helping growers determine the correct nitrogen rate for each acre to apply each season.

Contact your NuWay-K&H Agronomy Account Manager to help strategize a plan that will fit your operation.



“Temperatures this winter have been abnormally high, and lack of snow cover could lead to an early growing season.”

SPoRT-LIS 0-10 cm Soil Moisture percentile valid 15 Mar 2024



NuWay-K&H

AGRONOMY
ACCOUNT MANAGERS

NEW PRODUCT HIGHLIGHT

If you're a grower who is looking for more weed control in your corn program, try Storen™ corn herbicide from Syngenta. It's new for the 2024 season, and we have a supply available.

Storen has four modes of action and long residual control—up to 93% control nine weeks after application. That's three more weeks of control compared to some of the other products on the market.

Storen can be applied 28-days pre-plant and post emerge up to V8 corn.

Ask your Agronomy Account Manager about trying Storen.

NEW WINFIELD ASSOCIATE

A new WinField Associate, Zachary Sticken, is joining our Agronomy team. Zachary's role will be as the seed implementation specialist with other responsibilities in sales and precision ag.

Zach is the 7th associate WinField has placed with our cooperative. Levi Kermes was our previous WinField Associate. Levi has accepted a new full-time position back home in Albert Lea. We thank him for his service and wish him well.

The Associate program is good for Winfield because it develops the associate's skill set, exposes them to business at the local cooperative level, and gets them involved working directly with farmers in our area. It's good for NuWay-K&H because we have additional help in areas we're focused on. Plus, we get access to exceptional talent entering the workforce that we could possibly retain as a long-term employee.

Zach is currently attending South Dakota State University and will be graduating this spring with a bachelor's degree in agronomy and precision agriculture.



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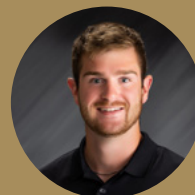
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**TRIMONT, MN | WELCOME, MN |
CLEAR LAKE, IA | WESLEY, IA**

LP CONTRACTS AVAILABLE

NUWAY-K&H ENERGY ACCOUNT MANAGERS

LP contracting is available for the 2024-25 heating season. Contracting is a way to avoid risk with the volatile energy markets we're experiencing.

We have LP contracts available, both pre-paid and 10¢ down, for the 2024-25 heating season. There's a lot of risk in the markets, so contracting may be a good option for you.

Need your diesel or gas filled before spring? If you put your deliveries on hold last fall, remember to remove that hold so we fill your tanks for spring. Placing monitors on your tanks is another great way to make sure you stay fueled up this spring. Call your NuWay-K&H Cooperative Energy Account Manager for more information!

GET QUOTES ONLINE

You may not know that quotes for all energy products, as well as contracts, are available through our online customer portal.

This is a good option for anyone who wants to review and act on these opportunities on their own timeframe.

You can also request deliveries for all energy products through the portal. Did you know that one-third of NuWay-K&H Cooperative's customers now purchase their energy products and services online?

Talk to your Energy Account Manager if you need help signing up.

DEF AND TANKS AVAILABLE

If you've acquired equipment over winter that needs DEF and you need a DEF set-up, let us know. We can provide you with 2-1/2 gal., 55 gal., and 275 gal. totes.

NuWay-K&H Cooperative has multiple locations at which you can pick up DEF--or let us deliver DEF to your farm or shop in a dedicated transport.

WE HAVE WHAT YOU NEED

Want to increase your refined fuels storage? We have programs to help you do that—including the use of your equity to buy more and bigger tanks.

Tank availability has improved dramatically in recent months, and the lead time has really decreased, both for single and double-wall refined fuel tanks. But it is not a bad idea to plan for the future.



We have programs to help you buy more and bigger refined fuel tanks.

NuWay-K&H

Energy

ACCOUNT MANAGERS



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ED WESTEMEIER

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If you've been thinking about it before and decided against it, try again.

Perhaps you don't need to upgrade your tanks, but you need gauges, filters, nozzles, hoses and basic tank maintenance. Spring is a good time to do it.



"We have LP contracts available, both pre-paid and 10¢ down, for the 2024-25 heating season."



NUWAY-KANDH.COM

800-445-4118

TRIMONT, MN | WELCOME, MN |

CLEAR LAKE, IA | WESLEY, IA

TECHNOLOGY SUPPORTS CONSERVATION



JEFF CRISSINGER, VP OF AGRONOMY SALES / MARKETING

Jeff.Crissinger@NuWay-KandH.com



Conservation opportunities and implementation of climate-smart practices has been a re-occurring topic in my recent newsletter articles. In this article, I'll expand on this topic by describing specialized equipment NuWay-K&H has that supports the conservation efforts of you and your cooperative.

SOILWARRIOR® STRIP TILLAGE

After more than 10 years, NuWay-K&H re-introduced strip-till as a service this past fall. We did so to gain additional and renewed experience with this reduced-tillage, climate-smart practice. After strong initial interest and successful operation in corn/soybean, corn/corn, and soybean/corn rotations, we signed an agreement to acquire a new SoilWarrior® Conservation Strip Tillage System. We plan to continue offering strip-till as a service for our customers.

This move should indicate to you, to our employees, and to outside organizations our strong commitment to establishing climate-smart practices in our area.

Taking this step will help us and our customers access conservation funding and qualify for conservation programs. Both are critical to driving enhanced conservation transitions forward.

Between now and next fall, be on the lookout for grower campaigns and educational efforts related to the benefits of strip-till reduced tillage systems. Expect information on nutrient use efficiency of banded fertilizer applications as a way to push yields higher. Look also for conversation related to enhanced nitrogen management, pest management and other crop management considerations as they relate to successful implementation of strip-till reduced tillage methods.

HIGH-CLEARANCE HAGIE SPRAYER

Another piece of equipment we have that plays into sustainability and conservation is our high-clearance Y-Drop/Undercover applicator. What makes our Hagie sprayer specialized and unique is the fact that it has a split tank and pump system that allows us to do

both Y-drop and Undercover in a single pass and apply all products prescriptively if called for. This improves nutrient use efficiency by side-dressing crop nutrient products during the growing season while independently applying foliar plant nutrition products and fungicides if needed.

Being able to apply multiple products in one pass helps us be more efficient with grower input dollars, reduces fuel consumption, reduces equipment wear and tear, etc. Precision nitrogen placement with hoses at ground level allows delivery of nitrogen to both sides of the root zone so that a heavy dew or light shower is all that's needed to move nitrogen into the roots for rapid uptake.

In addition, split nitrogen application allows our farmers to hold back a significant portion of nitrogen until the plant is ready to utilize it, allowing them to engage with our Adapt-N nitrogen model to better manage total nitrogen rates needed by the crop to achieve yield targets and limit nitrogen losses through volatilization and leaching.

By doing Undercover in the same pass, growers can further enhance yields through targeted utilization of plant nutrition products based on in-season plant analysis and efficiently apply plant health products more cost effectively than making a separate pass.

OUR GREENEYE™ SYSTEM

The most specialized piece of equipment that NuWay-K&H Cooperative has implemented in its conservation efforts and climate-smart practices is our Greeneye™ Selective Spraying System. This brand-new technology allows us to identify weeds using camera vision and artificial intelligence, and only apply herbicides on identified weeds rather than broadcast applying the entire field. Targeted application of non-residual herbicides on weeds within corn and soybean crops in our service area has proved to be very beneficial. Our numbers from last year show that this application method can reduce the amount of herbicides applied to a field by 70-90%.

Using less pounds of active ingredient per acre through this unique application method is important to conservation from the standpoint of better plant, soil, and environmental health. In addition, it reduces

carbon emissions produced through the manufacturing of applied products. Besides reducing herbicide use, this equipment configuration also gives us the ability to band crop nutrients, plant nutrition products and plant health products directly on the crop row, giving us a more efficient way to use farmer inputs while driving higher yields.

As you can see, NuWay-K&H Cooperative is very committed to driving input use efficiencies and conservation through specialized equipment capabilities, allowing our company and our customers to make positive financial and environmental impacts through innovation.



“Expect information on nutrient use efficiency of banded fertilizer applications as a way to push yields higher.”



NEW EQUIPMENT MORE EFFICIENT

**DAVID ANDERSON AND RYAN SCHMIDT,
AGRONOMY OPERATIONS DIRECTORS**

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



Our agronomy team spends three months—January, February and March—getting our equipment ready for spring and summer.

This year, we're working with new equipment, and we plan to add even more equipment to address our current initiative, doing more with less.

Last fall proved this can be done. We purchased two 90-foot dry spreaders that replaced two dry spinner spreaders and a spreader with a 70-foot boom. We ran less equipment and got the same amount of work done with fewer people.

This spring, we plan to add a liquid sprayer with a 120-foot boom, replacing two older liquid units with 85-foot booms. The new sprayer should be as efficient as the two older machines and will eliminate the need for a second operator and two tender drivers.

We want to emphasize: these equipment upgrades are not being made with the intention of getting rid of people. Our employees are NuWay-K&H Cooperative's greatest asset. Rather, we're looking into the future and asking, how can we do more with less?

24/7 LIQUID LOADOUT

This spring will also be the first time we've used our new 24-hour liquid fertilizer loadout at

Welcome. This facility will allow growers to come in at any hour and load their own fertilizer. The loadout features all the micros we inject when we do farm deliveries, plus the convenience of being available seven days a week.

There will be some training necessary to use the automated system, which is exactly like the one we use at our NW facility. We'll have an employee help you with your first couple of loads, then sign off that you know how to use it.

Speak with your Agronomy Account Manager if you would like to learn more about our 24/7 liquid fertilizer loading process.



"This year, we're working with new equipment, and we plan to add even more equipment to address our current initiative, doing more with less."



New self-service bay for 24/7 liquid loadout.

TRAINING TO SERVE YOU WELL



JAKE OLDENBURG, VP OPERATIONS

Jake.Oldenburg@NuWay-KandH.com

The winter has been fairly mild. We didn't dedicate much equipment or employee time to moving snow, which is frankly a timewaster. On the other hand, we didn't deliver as much propane, because of abnormally warm temperatures. Despite this, our employees stayed busy preparing for the spring agronomy season and studying to serve you better.

I'll talk about studying in a minute, but first I want to say I am impressed with the cooperation and communication between departments. I see agronomy team members helping haul propane in the winter, and energy team members volunteering to help in agronomy in the spring and summer. As owners of NuWay-K&H Cooperative, you can be proud of their teamwork.

Okay, now about studying. Your cooperative has, throughout the winter, invested in both its employees and the equipment they bring to your fields. See *David Anderson's and Ryan Schmidt's story on page 20 for details on our recent equipment investments.*

We're investing in our people by offering more training on the products we provide you and your neighbors. It's all part of our current initiative to do more with less. The idea is this—the more the employees know, the more efficient and effective they'll be and the less time they'll require to serve you well.

Not surprisingly, our employees themselves have asked for additional training. Responses to a recent employee survey showed training on specific products as high on their wish list. So, during the cold months, we've asked vendors to conduct classes on everything from oil and lubes to new fungicides like Miravis® Neo and insecticides like Sefina®. We've also scheduled training on seed treatments, biologicals and inoculants—along with safe handling practices for these products.

And we've identified some areas we can improve in our custom application services. To help with that, we're putting together standard protocols to guide our operators in putting down these products safely and effectively. In training on these new protocols, we're inviting both new employees and long-time employees with a wealth of experience who can help us all become better applicators.

We've got one more educational and fun event planned in March that will bring a variety of vendors and training on multiple products to our employee group. This event will also serve as a team-building exercise as we all get ready for spring.

REFINED FUELS AND LP UPDATES

NuWay-K&H Cooperative operates a half-dozen refined fuel bulk plants. We've been working at



“We’re investing in our people by offering more training on the products we provide you and your neighbors.”

cleaning and inspecting our storage tanks at these plants to make sure we’re continuing to distribute quality products to you, our customers. Inspection includes testing each tank’s integrity so we can maintain compliance and prevent environmental issues.

We plan this scheduled maintenance every 5-10 years depending on what products are stored at each site.

We’re also looking at ways we can improve storage and loading at our LP bulk plants, and I will have more information on that in our next newsletter.



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