



COMMUNICATOR

DIVERSIFIED | INNOVATIVE | EXCEPTIONAL VALUE



As NuWay-K&H Cooperative reports fiscal 2024 results that meet or exceed its budget predictions, clouds gather on the horizon. Some clouds reflect the wetter-than-normal growing conditions affecting crops in our market area. Other clouds represent volatile agronomy and energy prices and softening markets for our members' agricultural commodities.

After five years of success, resulting in our ability to invest for the future, how will your cooperative respond to these potentially ominous clouds? Read and be encouraged by CEO Kevin Jones' article on Page 2.

Read also about the soon-to-be hired conservation agronomist who will help you understand and take advantage of the opportunities associated with conservation programs and adopting climate smart practices. That article, by our Vice-President of Agronomy Sales and Marketing Jeff Crissinger, begins on Page 23.

PRECISION AG

Managing Nitrogen in Wet Years (Pg. 4)

OUR PEOPLE

New Faces at the Cooperative (Pg. 14)

RETAIL STORES

Positioned for the Future (Pg. 18)

COMMUNITY

2024 Scholarships Awarded (Pg. 20)

MEETING OR EXCEEDING GOALS



KEVIN JONES, PRESIDENT / CEO
Kevin.Jones@NuWay-KandH.com

As I write this, we have two months left in our fiscal year; however, the majority of our business is in the books. So, I can confidently predict we'll achieve or be ahead of budget in all departments except propane.

Last season's non-existent dryer season and a warmer-than-normal winter limited our 2023-2024 propane sales. Since we're a customer-owned company, we consider these factors good for us, as well.

All the rest of our businesses—refined fuels, fertilizer, chemicals, custom application and retail stores—will meet or exceed budget.

We'll offer more details on our most recent fiscal year this fall, after our auditors complete their work.

CAUTIOUS IN THE MONTHS AHEAD

In the last five years, we've done a lot of investing in equipment and other physical assets—and our people. We've been able to do so because of our stellar financial performance.

In the future, things may tighten up. Commodity markets have grown soft, and weather has been a challenge. We don't have strong feelings on where the ag economy is headed, but we want to be cautious as we manage your company. So, we're starting to pull back on our capital expenditures and tightening



"We consider our people to be our most valuable asset."

our belts a little. We're looking at how we can accomplish more with less, should there be a downturn in the economy in the next 12 to 24 months.

Please understand, we're not suggesting anybody panic, but we're being conservative. NuWay-K&H Cooperative has put itself in a position to do this through the investments we've made in recent years. Stay tuned.

OUTSTANDING PEOPLE SERVE YOU

We've often said that we consider our people to be our most valuable asset. This fall, a couple of our people plan to retire. These two people represent the best in our employee group.

The first is Kim Haase. Kim has worked for K&H Energy and now NuWay-K&H Cooperative for 14 years. The second is Alvin Smidt, who has been doing the same thing under several cooperative administrations for 50 years.

Please take the time to read about these two extraordinary individuals on Page 12 and 13 of this newsletter.

FY2024 SUCCESSFUL FINISH AHEAD



TYLER OLSON, CFO
Tyler.Olson@NuWay-KandH.com

We will be completing our year-end at the end of this month and are pleased to report that the business is ahead of budget and will meet performance goals. We have had a nice increase in cash flow allowing us to reinvest and return more cash to our members in recent years.

Never in our company's history has our flexibility been in a better position, and our balance sheet remains strong. By managing our debt and keeping interest low in an inflationary period, we continue to set ourselves up for more success in the future.

Overall, our agronomy volumes increased while margins remained consistent from the prior year. Our refined fuels division met similar volumes as the previous year, with margins remaining consistent. Our propane division experienced lighter volumes due to the lack of dryer gallons and a warm winter, but margins remained strong within this division. Our retail division continues to improve in profitability with strong margins and slight increases in volumes. Our investments continue to generate significant returns that have helped us reinvest in NuWay-K&H Cooperative and will continue to support our primary business purposes for you, our owners.

Our summer business will maintain these results with spring/summer propane fills wrapping up, post application, and in August our insecticide application. We expect to close our fiscal year with our auditors, CarlsonSV, in September with physical inventory counts and our in-house review the second week of September in the Trimont, MN office.



"We're financially flexible and our balance sheet remains strong."

PLANNING FOR FY 2025

Our budgeting process begins in June each year with projections from our sales managers and their teams. We begin each and every year the same way, by evaluating prior year results, targeting sales, projecting expenses and building out a fixed asset budget to produce the best return while still maintaining a strong brand image and a rolling stock that keeps up with our members' demand. As you know, costs have increased tremendously over the last 4+ years, starting prior to COVID-19. While some items have flattened, most have continued some level of increase. Below are examples of equipment that we purchased last year compared to the same item purchased in prior fiscal years.

EQUIPMENT PURCHASES		
ROLLING STOCK	2024	2018-2020
5600-Gal RF Truck	\$444,750	\$323,190
5000-Gal LP Truck	262,450	155,500
90,000-Gal LP Bullet	305,800	210,550
Chevy 1500 Crew Cab	54,250	42,950
Chevy 3500 Work Truck	47,750	34,625

We will also continue to budget our equity revolvments. This include estates, retirements, and our equity exchange program which has been very successful. Since FY 2019, we have revolved over \$3 million worth of qualified equity back to our patrons.

I would like to thank you, as a member of this cooperative, for your patronage. We look forward to continuing to serve your future needs.



In 2023, the cooperative invested in a new design for its Ormsby anhydrous loading riser, allowing tanks to be filled quicker and returned faster to farmers' fields.

MANAGING NITROGEN IN WET YEARS

**HANNAH AMMANN AND TYLER BROLSMA,
FARMRX SITE SPECIFIC AG SPECIALISTS**

Hannah.Ammann@NuWay-KandH.com and Tyler.Brolsma@NuWay-KandH.com



With the unseasonably warm winter that we received in 2023-2024, the potential for +20 inches of rainfall was definitely not on any of our radars. As we look back at the beginning of our growing season, we saw that April 1 to June 25 of this year, the fields around our main office in Trimont, MN received 23.35 inches of rainfall. Comparable to 2018, another historical wet year, rainfall totaled 22.4 inches for the same timeframe.

What does this mean for you, the farmer? How can you manage this kind of moisture in-season?

NuWay-K&H Cooperative has provided Adapt-N, a nitrogen modeling system, to our growers for over eight years. Adapt-N is partnered with EverAg to run their modeling system through FieldAlytics, another platform NuWay-K&H has been using for almost six years now. Still using the same analytics, Adapt-N monitors in-season nitrogen to help growers make decisions later on for any additional nitrogen. Local weather stations, soil composition, crop nutrients, growing conditions and many other factors go into making these variable-rate recommendations.

In wet years like 2024, the model shows what your N loss is on a per field basis. This is especially helpful for fields that might have fall applications of NH₃ or manure, which can be prone to nitrogen loss later in the growing season.

NITRATE AND TISSUE SAMPLING

From May through July, NuWay-K&H Cooperative will utilize the summer internship program to help not only internally, but to also open doorways externally for those interested in learning more about agronomy. One area we focus on every year is nitrate sampling for Adapt-N, which is managed through our FarmRx

“Adapt-N monitors in-season nitrogen to help you decide if you need to apply more.”

department. In a normal growing season, sampling would start around V4-V5, but with wet years like this one samples began at the start of V3.

How do these samples help us with making management decisions? After sending samples to the lab, we will receive PSNT (Pre Sidedress Nitrate Test) results back to help us cross check with what the nitrogen model is projecting for each field based on the sample point. We are then able to recalibrate the model to get a more defined recommendation.

Along with nitrate sampling, we focused on tissue sampling as well. This was especially important, as this is the first year that we began demoing a new agricultural technology through a company which was founded and located in Canada. The new equipment that we tried is a real-time crop tissue analysis tool that can analyze 13 plant nutrients within one sample directly at the field location. The main crop system that this technology was developed and used for was potatoes. Our efforts are to help develop this system for corn so not only being able to use it in a different country but on a different row crop has been a great way to stay at the forefront of new technology opportunities. We will also look to run this system on soybean plants to help further the development.



NOTE TO GROWERS:

With the continued wet weather, many of you were not able to plan for in-season application of nitrogen via Y-Drop. We continue to have discussions on alternatives for this. However, we're still working with Scott's Helicopter to help you plan your in-season fungicide applications. Contact your NuWay-K&H Cooperative Agronomy Account Manager for any questions you might have.

LOOKING TO THE FUTURE

This was not the perfect season. The different variables being thrown into the mix makes for an unknown growing season. However, the same conclusion always stands — not every field is built the same. Not every field gets the same weather. And yet why do we feel it's a sure bet to put the same amount of nitrogen to each field each year? These are the questions we should be asking when planning for any nitrogen applications.

Looking ahead to 2025? Be sure to take advantage of our Black Friday Sale when Adapt-N will be offered at a 30% discount under the standard in-season price.

ORDER PRE-FALL WORK TODAY!



JUSTIN COYLE, ENERGY OPERATIONS DIRECTOR

Justin.Coyle@NuWay-KandH.com

REFINED FUEL AND DEF

As summer moves along, fall and winter seasons continue to creep our way. This “in between” time is a great time to think of standard maintenance items to your fuel storage tanks, pumps, gauges, hoses, nozzles and especially fuel filters.

Fuel filters have a life span and should be changed regularly. With fall temperatures varying, it’s best to be mindful of the micron size of the filter you are using. The lower the number of micron, the finer the filter is. This can cause issues with pumping performance depending on the fuel you are using and the temperature of the fuel being filtered.

For instance, if you are using 10 micron filters and running a non-blended fuel through the colder months, the chances of plugged filters will increase, leading to poor pump performance. Fuel filters and other maintenance items are available at our facilities in Welcome, Wesley and Clear Lake.

Just a reminder to double check your DEF supply and start the fall season full. DEF is available for pick up in



MY INTRODUCTION TO YOU



BRAD HENNING, SEED DIRECTOR

Brad.Henning@NuWay-KandH.com

Allow me to introduce myself. My name is Brad Henning. I’m the new seed director at NuWay-K&H Cooperative.

As seed director, I will put together a diversified seed portfolio with competitive sales programs. I’ll also visit your fields, looking at the hybrids and varieties we’ve supplied to you and, in some cases, work with you one-on-one.

NuWay-K&H Cooperative has three corn test plots this year in different locations within our sales area. I’ll oversee viewing and harvesting of these plots as well. I’ll also gather information on new products coming out of our partner seed companies and share this information with you, so you can plant the best seed on each field.

MY BACKGROUND

I grew up on a family operated corn and soybean farm near Jackson, MN. After graduating high school, I attended the University of Minnesota where I earned a Bachelor’s degree in Animal and Plant Systems, with an emphasis on crop production.

Following my university experience, I worked as a production agronomist with Prairie Brand Seed in



“**Contact Matt Zadow 507-639-7123 to start the process.**”

Welcome, Wesley and Clear Lake, or we also have delivery options available. DEF pumps, totes and drums are also available if you’d like to look into those options to add or upgrade your DEF storage.

Please call Matt Zadow at 507-639-7123 if you have any questions or want to place an order for service work for your fuel storage or DEF storage tanks.

LP SERVICE AND STORAGE

Spring and summer months are obviously the time for a lot of construction projects to start or continue. These could be house additions, new buildings, generators, dryer setups, garage heaters, etc.

In many cases, your LP storage may be enough to supply more than one heating system with the addition of another line. In some cases, additional storage is needed depending on the location of the needed service or the BTU pull the system may have. As we move closer to both the heating and dryer seasons, these jobs will start to stack up. Please reach out to us to discuss what needs you may have!

REGULATOR REPLACEMENT

As you know, we’re committed to replacing all LP regulators that are at or past the manufacturer recommended replacement date, most of which are 25 years.

If you received the letter and have called to be put on the list for replacement, Operations staff is working through those orders as we speak. If you have received communication from us and have not called, please contact Matt Zadow to have your order added to the list.

central Minnesota for six years. I then moved my family back to Jackson where I worked for nine years as an agricultural lender. Finally, I worked nine years as operations manager for an independent seed corn company.

I currently live on our family farm near Jackson with my wife Ann and three daughters.

MY GOAL

As seed director at NuWay-K&H Cooperative, I hope to offer a diversified seed portfolio with competitive products containing sound agronomic traits that will benefit your farm. I’ll work with you through your agronomy account manager, or you may call me at 507-841-1986.

“**I’ll gather info on new products, so you can plant the best seed on each of your fields.**”

VALUABLE FALL REMINDERS

NUWAY-K&H ENERGY ACCOUNT MANAGERS

Time to clean tanks, change filters, replace leaky hoses and do other basic refined fuel tank maintenance before fall work arrives. Also, contact your NuWay-K&H Cooperative Energy Account Manager to get your DEF totes filled before fall. We're currently setting up routes for our DEF trailer.

To avoid market risk, consider contracting your fuels. Contact your Energy Account Manager for contract pricing. We offer contracts over three-month timeframes. For example, you may decide to contract for July, August and September and then again in October, November and December. We also offer two contract payment options: 10¢ down or full pre-pay.

If you're a diesel customer, consider changing your delivery preference to our scheduled fill option before fall. That way, you won't have to worry about checking your tanks and placing an order in season that may not come for a couple days. Our scheduled fill delivery option can be very advantageous when things get busy and you need fuel in your tanks. Reach out if you are interested in switching your delivery preference!

ADDING STORAGE

Need new tanks for a livestock operation or a dryer? Now is the time to call to make sure we can get you scheduled. It's easier to get tanks these days, but

you'll need to get in line to have them set and plumbed. Don't wait until September 1 and then say, "Oh, I need more storage!" These days, it's more a matter of time to install than the ability to acquire a tank. Ask us today!



**"We offer two contract options:
10¢ down or full pre-pay."**

NuWay-K&H

Energy

ACCOUNT MANAGERS



HALEY AMMANN-EKSTROM

507-236-9751

Haley.Ammann-Ekstrom@NuWay-KandH.com



JESSE COLLINS

641-590-2253

Jesse.Collins@NuWay-KandH.com



CRAIG ECKELS

641-420-4873

Craig.Eckels@NuWay-KandH.com



BRADY KOPPEN

515-538-0113

Brady.Koppen@NuWay-KandH.com



KIM HAASE

507-639-7117

Kim.Haase@NuWay-KandH.com



ED WESTEMEIER

507-639-7113

Ed.Westemeier@NuWay-KandH.com

NUWAY-KANDH.COM

800-445-4118

TRIMONT, MN | WELCOME, MN |

CLEAR LAKE, IA | WESLEY, IA



We're currently setting up routes for our DEF trailer.

MANAGING CROPS ON SATURATED SOILS

NUWAY-K&H AGRONOMY ACCOUNT MANAGERS

This spring had many challenges that resulted in a short period of time to get fieldwork done. Here are the rainfall totals we received at Trimont this spring, by month.

- April 1-30 — 5.53 inches
- May 1-31 — 8.11 inches
- June 1-27 — 9.71 inches

Prolonged saturated soil conditions can increase the chances of stalk rots such as anthracnose. Check your fields around tassel time, and do a pinch or push test. Fields that lack drainage or tile will be a higher consideration for stalk rots.

In the future, consider a fungicide post-tassel to improve overall plant health and stalk integrity. Improved stalk standability leads to a more efficient harvest, and yields will benefit from increased plant health.

NOTE: Corn showing nitrogen deficiency can also lead to stalk quality concerns.

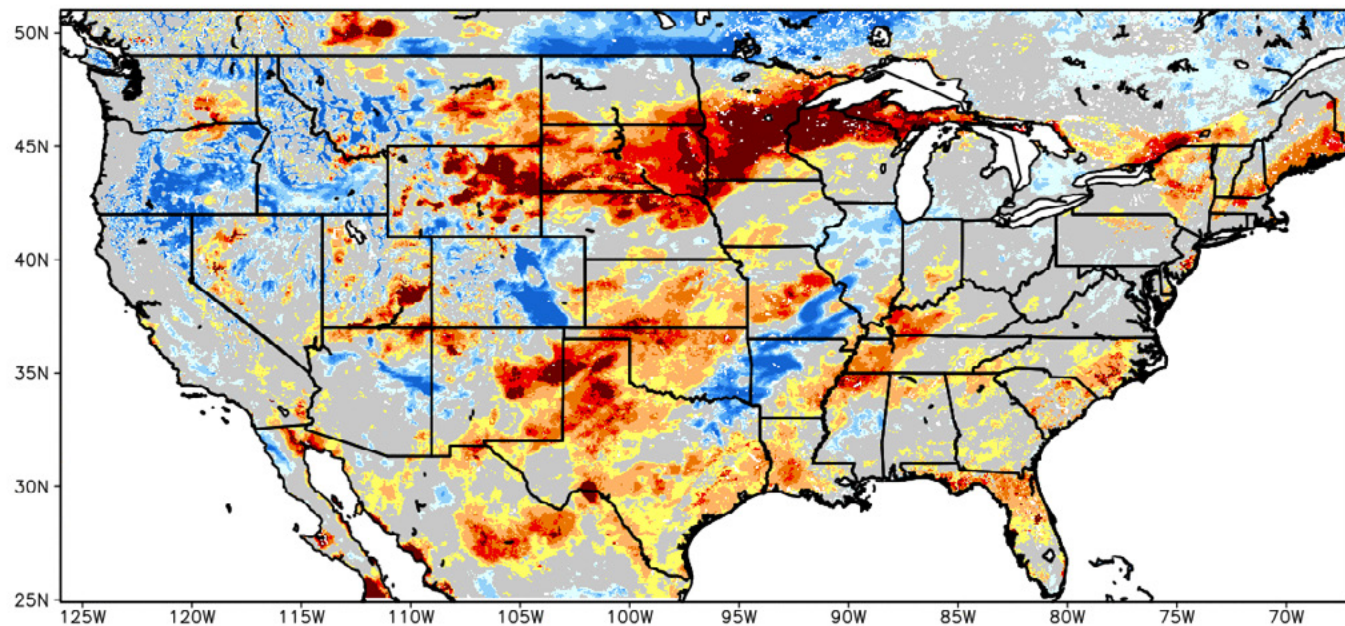
FALL STRIP-TILL OPPORTUNITIES

NuWay-K&H has a 16-row John Deere strip-till applicator ready for this fall. Below are some reasons you may consider strip-till:

- Banding fertilizer increases nutrient availability and uptake into the plant, which can increase yield compared to a broadcast application.
- Highly erodible soil types and terrain will benefit by keeping soil in place from increased plant residue and organic matter compared to a conventional tilled system.
- Possible subsidy offerings for reduced tillage.

Please reach out if you are interested in strip-till, so we can put a plan in place prior to fall.

NuWay-K&H 2024 Rainfall Distribution Map (April 1-June 26)



“Your cooperative has a 16-row John Deere strip-till applicator ready for this fall.”

FALL PLANNING

Please set up a meeting with your Agronomy Account Manager to discuss fall fertilizer plans, grid sampling needs, and manure sampling.



Soybeans planted into a strip-tilled field.

NuWay-K&H

AGRONOMY
ACCOUNT MANAGERS



MATT BEZDICEK
507-236-4741
Matt.Bezdicek@NuWay-KandH.com



NEIL CHAFFEE
507-358-2167
Neil.Chaffee@NuWay-KandH.com



DAN KNIPS
507-360-4041
Dan.Knips@NuWay-KandH.com



MORGAN RINGNELL
507-236-7605
Morgan.Ringnell@NuWay-KandH.com



DERREK RUSSENBERGER
507-848-4214
Derrek.Russenberger@NuWay-KandH.com



NATHAN VRIEZE
507-358-2167
Nathan.Vrieze@NuWay-KandH.com

NUWAY-KANDH.COM
800-445-4118
TRIMONT, MN | WELCOME, MN |
CLEAR LAKE, IA | WESLEY, IA

THE FOUNDATION OF OUR SUCCESS

NuWay-K&H Cooperative was built on the knowledge and wisdom of our most senior employees. So we are saddened but also grateful whenever any of them leaves us. Two long-time employees plan to retire this fall. Read their stories below.



KIM HAASE

Lucky to Work Here

Kim will retire at the end of August after 14 years with the cooperative.

She started with K&H Energy Cooperative in 2010. “My title was operations facilitator,” she states. In that role, Kim assisted the operations manager in everything concerning the cooperative’s stations and bulk plants.

A self-professed details person, Kim also analyzed the refined fuels and propane markets and assisted the cooperative’s customers in their buying decisions.

“The cooperative was just getting into automated fuel delivery (AFD) and the drivers brought profiles of their customers to me,” says Kim, who entered all this information into the computer, placed orders, tracked equipment, and billed everything for AFD.

Since the 2018 merger with NuWay Cooperative, Kim’s title has been Energy Sales Support. “I help account managers with AFD, tanks, or billing,” she states. “I also helped the energy department convert to a new software system.” In recent years, Kim and Ed Westemeier have bought and hedged fuel to cover customer purchases.

“I’m a perfectionist and I like research,” she admits. So, what Kim does for the cooperative has to be right. She works hard to arrive at pricing that is fair both for the cooperative and the customers.

Her advice to people just beginning their careers with the cooperative: “Be empathetic.” Try to walk in the other person’s shoes.” She also advises new employees to “drill down on what the customer is really asking and give them your very best answer.”

Kim’s husband, Bill, retires in July, and she will retire at the end of August. “We’re hoping to do a little traveling within the U.S.,” she says. Kim also plans to spend more time at the gym and reading, which she really enjoys.

“I’ll miss the team I work with day-to-day,” she states. “The cooperative has been very good to me, and anyone would be lucky to work here.”



“ANYONE WOULD BE LUCKY TO WORK HERE.”



ALVIN SMIDT

Customers Kept Him Working

Almost 50 years ago, on Sept. 24, 1974, Alvin Smidt went to work for the cooperative at Buffalo Center, IA. Now, after almost five decades of delivering first refined fuels and then LP gas to customers in the same area, Alvin is preparing to retire.

“My anniversary (in the energy business) will be in September, and I’ve said for a long time that I will retire after 50 years,” he states, noting his official retirement date will be Sept. 30, 2024.

Over his 50 years, Alvin has worked for many organizations. “I started out delivering for Co-op Oil, which was taken over by Cenex Harvest States in 1997,” he states. “Then in 1999, Cenex Supply and Marketing took us over.” In 2000, NuWay Cooperative acquired the Buffalo Center route, and in 2004 the route transferred to K&H Energy Cooperative. Finally, in 2018, K&H Energy and NuWay Cooperative merged.

Despite working for several companies—all cooperatives by the way—Alvin continues delivering energy products out of Buffalo Center. Today, his delivery area stretches 12 miles north, 10 miles east and south and 8 miles west of the city.

What’s kept Alvin delivering fuel and then LP gas out of Buffalo Center for half a century? “The customers,” he says simply. “I probably wouldn’t be here this long if it wasn’t for the good people I work with. Some I’ve delivered to for 50 years.”

Alvin also points to his co-workers. “They’ve been very good to me, too—and so has management,” he states.

Alvin and his wife Peggy have two boys, Troy and Trent and two grandchildren, Cody and Samantha. Cody plays football for NSU and Samantha is going to college this fall to be a Vet Tech. Asked what he’ll do when he retires, Alvin says plainly, “I don’t know. I’ll play it by ear and see what happens.”

Alvin advises people just starting their careers with NuWay-K&H to “do what your job description tells you to do.”

“Do that and you’ll get along fine,” he states, adding. “It’s a good place to work.”

NEW FACES AT THE COOPERATIVE



EMILY BOELKE, VP OF HUMAN RESOURCES

Emily.Boelke@NuWay-KandH.com

At NuWay-K&H Cooperative, our people are our greatest asset. It is with great pleasure that I introduce to you seven new and talented employees; Mason Altman, Courtney Eggers, Kyle Engstrom, Jamesson Forsberg, Brad Henning, Alan Jones and James Wilson.



MASON ALTMAN

He grew up in Algona and lived most of his life there with the exception of a year in Arizona and a year in Minnesota.

“I started working for NuWay-K&H Cooperative three months ago,” he states. “Right now, I’m out delivering propane from Wesley up to Blue Earth.”

Mason’s first job was on a farm working for his grandpa, then to Bomgaars where he stocked shelves. “For a while, I studied elementary education in college, then came back to Algona to work with my dad at Five Stone Salvage,” he states. “We built furniture out of reclaimed wood.” Prior to joining NuWay-K&H, Mason also worked for a seed corn company and as a grain elevator operator.

He and his wife Ashlyn live in Algona where she has a massage business. Mason spends much of his off-time geocaching with their dog Moses.



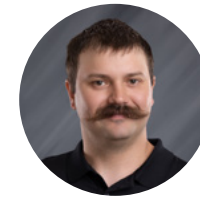
COURTNEY EGGERS

Courtney began full-time employment at NuWay-K&H Cooperative’s Algona retail store on the first of June. She works in the morning and sometimes at night, helping customers, making coffee and making sure the store is clean. “Before I came here, I was a nurse’s aide at the nursing home and the hospital,” she says. “I switched jobs because I wanted to spend more time with my family.”

While working at the Algona store, Courtney continues her studies at Iowa Lakes to become an RN. She grew up in the small town of Belmont, IA and moved to Algona five years ago.

As a full-time employee of our retail store, Courtney says her goal is to be the best she can be. “As long as people are happy, that’s what matters,” she states.

After work, she spends as much time as possible with her four kids. “Everything I can do for them is what I am doing now,” concludes Courtney. “They deserve my attention.”



KYLE ENGSTROM

Growing up in Truman, MN, Kyle graduated from high school in 2012. He worked a few years before studying law enforcement at Alexandria Technical and Community College.

Returning to the area, he worked a couple years in Jackson, manufacturing aftermarket manifolds for semis. He joined the fire department in Sherburn in 2018 and received his firefighter and EMT certification. Kyle went on to work for the Mayo Health system and the Martin County Sheriff’s office.

He joined NuWay-K&H Cooperative this past March. He currently works in the rinse pad at Welcome and makes local deliveries, while continuing to work part-time dispatch with the Martin County Sheriff.

Kyle’s goal is to make sure the growers are happy and satisfied with his performance.

Kyle and his wife Sandy live in Sherburn with their four boys. During his off-time, Kyle enjoys hanging out with his family and playing sports. His kids play hockey.



JAMESSON FORSBERG

Jamesson (Jamo) began working for NuWay-K&H Cooperative at the beginning of March, in the rinse pad at Welcome—taking orders for crop protection products, filling those orders, and sending them out to the farmer or custom sprayer.

Originally from Dunnell, MN, Jamo worked in construction and helped farmers haul corn after graduating from Martin County West High School in 2023.

“I’m learning a lot about crop protection products used in agriculture,” he states, adding that he’s happy, at the end of the day, when the rinse pad is clean and everything on his check list has been completed.

Jamo, enjoys working out, playing video games, fishing and hunting in his free time.



BRAD HENNING

As our new seed director, Brad will return to production agronomy, building relationships with customers and offering them quality seed products. “I look forward to meeting the member-owners of NuWay-K&H Cooperative,” he states.

Brad grew up on a family farm northeast of Jackson, earned a Bachelor of Science Degree in Animal and Plant Systems from the University of Minnesota, and worked as a production agronomist for six years in central Minnesota. He worked for nine years as an agricultural lender and another nine years as operations manager for an independently owned seed company.

Brad, and his wife Ann and their three daughters live on the family farm near Jackson. “Outside of work, I enjoy spending time with family, farming, watching sprint car races and restoring antique tractors,” he says.

Read Brad’s full story on Page 7.



ALAN JONES

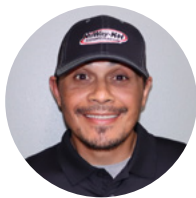
Alan started with NuWay-K&H Cooperative in the middle of June as an LP driver. He's working on his CDL but is already anticipating his assigned route—Martin County, including Welcome, Ceylon, and Fairmont.

Originally from Fairmont, Alan went to school in Sherburn and started working with family members involved in hog production. After eight years, he joined AGCO for a time, then went back to hogs. At one point, he managed six hog barns out of Windom.

What attracted him to working as an LP driver with NuWay-K&H was the prospect of earning his commercial driver's license. "I've always wanted a CDL," he states, noting that many family members drove truck.

Alan enjoys spending time with his seven-year-old daughter and 15-year-old step-daughter. He hunts, fishes, and enjoys tinkering with automobiles. "I've built a couple of cars from the frame up," he states.

Alan's daily goal is to deliver to as many LP customers as possible, so no one has to be out fuel.



JAMES WILSON

Currently training for an LP route in the St. James area, James Wilson began work with NuWay-K&H Cooperative the middle of June. He'll also deliver to Ormsby and surrounding towns.

A native of the Pacific Northwest, James moved to the Midwest 13 years ago. He has experience in the military as a Humvee driver, in manufacturing, and has worked as a courier. "I've traveled most of Minnesota and Wisconsin as a driver," he states.

A big Minnesota Twins fan, he tries to get to Target field as often as possible to cheer on the team in person.

"Working with the LP delivery truck as a trainee has been a unique experience," says James.

James says he is excited for his role as a new LP driver serving the cooperative's customers in St. James and the surrounding areas. "I look forward to meeting the people on my route," he states.

"WE'RE ALWAYS ADDING NEW AND TALENTED PEOPLE TO OUR WORKFORCE."

INTERNS HERE TO SERVE YOU

DAVID ANDERSON AND RYAN SCHMIDT, AGRONOMY OPERATIONS DIRECTORS

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



NuWay-K&H Cooperative has two operations interns this summer, Levi Miest and Connor Jones. We're giving these guys experience in the real world and perhaps they'll come back and work for us full-time. At the very least, they'll pass their experience on to others who may be interested in interning with us.

You don't need to be an applicator to be an intern. You don't even need to be in the field of agriculture. Internships are open in accounting, sales and other areas of our business.

Levi and Connor are here to serve you. Please greet them and make them feel at home if you see them in your fields or on your farmstead.

REVAMPING OUR LIQUID TRAILERS

Our main focus for the summer is on our fleet of sprayers. We've revamped six of our flatbed trailers to cut back on loading time. We've gone from four shuttle spaces to eight shuttle spaces on two of the flatbed trailers and from four to six shuttle spaces and Quick Draw loading systems on four of the trailers, which means we'll have more bulk storage and a lot less packaged chemicals on each trailer.

Everything is automated with bulk products, so this saves us quite a bit of time. We can get your fields spread faster because we can load the product faster. In a wet year like this, we've been able to take advantage of the shorter windows we've had to spray. We can spray more acres because we had faster tending of the sprayer.

We're planning to outfit the other two tenders with the Quick Draw loading system—hopefully this winter.



New Quick Draw system installed on one of our tending trailers.



LEVI MIEST



CONNOR JONES

“Please greet and make them feel at home if you see them in your fields or on your farmstead.”

POSITIONED FOR THE FUTURE



AL SECKINGER, VP OF RETAIL OPERATIONS

Al.Seckinger@NuWay-KandH.com

As you and your neighbors patronize the retail stores and cardtrol fueling locations of NuWay-K&H Cooperative, we're reinvesting the profits in these facilities to serve you and your communities for years to come.

We recently added gasoline products to the cardtrol at Goldfield, IA which until now has offered only diesel. In fact, we rebranded this cardtrol with the Cenex image and installed a lighted canopy.

Not only did we add Regular Unleaded gasoline, but we added Unleaded 88 Octane gasoline, similar to our Elmore fueling location.

NuWay-K&H Cooperative spent a considerable sum of money to make these changes, although much of the electronics needed for the new pumps were already on-site.

Since it is located on a major highway, we believe the Cenex platform and new products at Goldfield will be a win-win for the cooperative and for its customers.

THOMPSON UPGRADES: INSIDE AND OUTSIDE

As you know, our retail store at Thompson, IA is not just a convenience store. It's a grocery store serving the community.

The cooler being used to refrigerate food products in the Thompson store was at least 30 years old and ending its useful life. So, this spring, we installed a new 24-foot open air cooler.

We made some changes outside the Thompson store, as well. The store's parking lot is massive, and we've always had trouble with a spring under the parking lot that's caused the surface to heave.

This spring, we decided to dig down and excavate a 60x60-foot area and replace it with a firm foundation. Then, we poured a new concrete diesel island and installed new lighting. We plan to pour a new gas island in the future.

Again, we're planning to serve the community of Thompson for a long time, so we decided to fix the foundations of our parking lot once and for all.



Improvements at the Goldfield cardtrol include the Regular Unleaded and Unleaded 88 Octane, rebranding this cardtrol with the Cenex image and installing a lighted canopy.



At Thompson, we excavated the parking lot, poured a new diesel island, and installed new lighting.

TALK TO US ABOUT WHAT YOU'LL NEED



JOHN SANDMEYER, CROP PROTECTION & NUTRIENTS DIRECTOR

John.Sandmeyer@NuWay-KandH.com

Over the past year, we've gone from drought conditions to excessive moisture.

Now we're in the process of purchasing fertilizer for this fall and your 2025 growing year. Communication on what your needs for fall are essential, so we make sure we have the tons available for you when the time comes.

Many growers have gone to feeding each crop every year. If you cut out fertilizer for one crop or another, you may be forgetting about some essential macronutrients that your crop needs. You'll want to continue to feed that crop, and we need you to help us with what your plans are. This is necessary if we're to have products in place when you actually need them.

With the volatile fertilizer market, we want to make sure we watch our inventory levels. Planning is key, so we can make the right decisions when bringing in supply for fall.

The same thing is true of crop protection products. We're trying to secure a supply of bulk chemicals for next year—but how much we have on hand will relate closely to what you tell us you need. You have to have a plan and communicate that plan to us, so we have the right products when you need them.

Several of you have told me, "My ground is flooded out and my nutrients are still in the soil." That is true to a point, but the pH in our soils isn't perfect and nutrients can get tied up or leached out, so feeding that soil every year is the best practice.

Again, please do some planning, as much as you are able to do with this summer's wet conditions. Then talk to us. Let's focus on next year.



"What we have on hand will relate to what you tell us you need."

NOTE FROM JOHN:

Until now, I've been wearing three hats as director of seed, crop protection products and crop nutrients. I'm happy to report that Brad Henning, a native of Jackson with experience in both agronomy and ag lending, has joined NuWay-K&H Cooperative. We've been training him into the position of seed director. I will continue as director of crop protection products and crop nutrients.



2024 SCHOLARSHIPS AWARDED

Each year, NuWay-K&H Cooperative gives \$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 23 recipients from 13 area schools. The 2024 scholarship recipients were announced at the end of April.

The following individuals received NuWay-K&H Cooperative Scholarships

ANDREW TIMM

Andrew Timm is the son of Ryan and Tiffany Timm of Adams, MN. Andrew graduated from Southland High School and plans to attend South Dakota State University this fall.

KOLLIN ANDERSON

Kollin Anderson is the son of Dustin and Kara Anderson of St. James, MN. Kollin graduated from St. James High School and plans to attend South Dakota State University this fall.

RYELYNN FORSBERG

Ryelynn Forsberg is the daughter of Stacie Forsberg of Dunnell. Ryelynn graduated from Martin County West High School and plans to attend the University of Northern Iowa this fall.

JACOB FRIESEN

Jacob Friesen is the son of Charlie and Kristine Friesen of St. James, MN. He graduated from St. James High School and plans to attend South Dakota State University this fall.

REID LOUWAGIE

Reid Louwagie is the son of Todd Louwagie of Algona. He graduated from Algona High School and plans to attend Iowa State University this fall.

RYAN PIERSON

Ryan Pierson is the son of Andy and Sheila Pierson of Butterfield, MN. Ryan graduated from Butterfield-Odin High School and plans to attend the University of Wisconsin-River Falls this fall.

BRENDON ARNDORFER

Brendon Arndorfer is the son of Patrick and Brenda Arndorfer of LeRoy, MN. Brendon graduated from LeRoy-Ostrander High School and plans to attend Northeast Iowa Community College this fall.

ISABELLE BRUMM

Isabelle Brumm is the daughter of Steve and Emily Brumm of Stacyville, IA. Isabelle graduated from St. Ansgar High School and plans to attend Iowa State University this fall.

JACOB SCHUTTER

Jacob Schutter is the son of Dwane Schutter of Titonka, IA. Jacob graduated from Algona High School and plans to attend South Dakota State University this fall.

JENNA WEILAND

Jenna Weiland is the daughter of Jason Weiland of Wesley, IA. Jenna graduated from Algona High School and plans to attend Iowa State University this fall.

CARSON EDEN

Carson Eden is the son of Kent Eden of Britt, IA. Carson graduated from Freedom Project Academy and plans to attend Iowa State University this fall.

GAGE JONES

Gage Jones is the son of Kevin and Tanya Jones of St. James, MN. Gage graduated from St. James High School and plans to attend South Dakota State University this fall.

LEXI VASKE

Lexi Vaske is the daughter of Todd and Stacy Vaske of Bancroft, IA. Lexi graduated from North Union High School and plans to attend Southeast Technical College this fall.

SETH GARDALEN

Seth Gardalen is the son of Ashley Pose of Burt, IA. Seth graduated from Algona High School and is undecided in his college plans.

COLBY SCHWICHTENBERG

Colby Schwichtenberg is the son of Grady and Amanda Schwichtenberg of Welcome, MN. Colby graduated from Martin County West High School and plans to attend South Dakota State University this fall.

LEVI VASKE

Levi Vaske is the son of Todd and Stacy Vaske of Bancroft. Levi graduated from North Union High School and plans to attend Northwest Iowa Community College this fall.

COLE WIEMERS

Cole Wiemers is the son of Tracey Wiemers of Truman, MN. Cole graduated from Fairmont High School and plans to attend Wartburg College this fall.

KODY WASSMAN

Kody Wassman is the son of Karl and Karyn Wassman of Ormsby, MN. Kody graduated from Mountain Lake Public School and plans to attend the University of Wisconsin-Whitewater this fall.

JACK ENGLIN

Jack Englin is the son of Mike and Heather Englin of Clear Lake, IA. Jack graduated from Clear Lake High School and plans to attend Iowa State University this fall.

AMELIA COLLINS

Amelia Collins is the daughter of Bruce Collins of Kanawha, IA. She graduated from West Hancock High School and plans to attend Minnesota State University this fall.

DALTON BRAATEN

Dalton Braaten is the son of Blane Braaten of Butterfield, MN. Dalton graduated from Butterfield-Odin High School and plans to attend Ridgewater College this fall.

AIDAN VEIGEL

Aidan Veigel is the son of Joe Veigel and Amanda Schmidt of St. James, MN. Aidan graduated St. James High School and plans to attend Minnesota State University this fall.

BENNETT FLOHRS

Bennett Flohrs is the son of Tyler and Emily Flohrs of St. James, MN. Bennett graduated from St. James High School and plans to attend the University of St. Thomas this fall.



“To apply for a 2025 scholarship, go to nuway.kandh.com/scholarships.”

TRAINING TO SERVE YOU WELL



JAKE OLDENBURG, VP OPERATIONS
Jake.Oldenburg@NuWay-KandH.com

The weather has been challenging for you, the patron. It has also been challenging for your cooperative as we try to accomplish our summer work between rainstorms.

We're chipping away as best we can to get our spraying and side-dressing done. On the propane side, our delivery team has been finishing up our fill program and is now focused on replacing regulators and setting and installing tanks. We're also doing some off-season training for our propane staff, and we've just finished some product-specific training of our energy staff on diesel exhaust fluid and lubricants. The middle of the summer is also the time when we do some safety training with our employee group.

We have some energy projects underway. They include:

- Closing our Thompson propane location. This location has been decommissioned due to lack of use, given the fact that we've increased propane storage at Buffalo Center. Across the cooperative, we're looking at where we have equipment to maintain, insure and operate, and we're letting go of underutilized assets.
- Closing our Corwith propane location. We're doing this because we're adding a new propane storage tank at the east end of Wesley.
- We're installing that new tank at Wesley. We've poured the piers for that vessel, as well as concrete for the pipe trunking. We'll need to install a new power service there. The new storage tank will arrive and be set early in July. We're also adding a bobtail

loading system at the east end of town. We'll be ready by the time the fall drying season hits. With increased pumping capacity, we'll be able to load our bobtails quicker and get our drivers home earlier to their families. That's a win-win.

- Maintaining the Thornton bulk plant. We're cleaning all of the tanks at our Thornton bulk plant and inspecting each tank to make sure it is sound. This is routine maintenance to make sure the refined fuels products we deliver to you are of the highest quality. *NOTE: We are doing this on a rotation with all of our refined fuel bulk plants.*
- Annual mailing to propane customers. We have a duty to warn, so we're mailing all of our propane customers with information on safe handling and what to do in the event of a leak or running out of gas. This mailing will also contain our policies and procedures, including out of gas calls. To find out where you stand if you run out of gas, call our office at 800-445-4118.

On the agronomy side, it's been two years since the two-million-gallon tank was filled at our joint venture, NW Agronomy. Part of the general use and care instructions of this tank is that the liner be inspected and cleaned every two years. That was accomplished this summer. Another part of the NW Agronomy tank farm includes six half-million-gallon tanks. As planned maintenance, we sandblasted and painted two of those tanks this summer. At the same time, we had the seed bins at Welcome sandblasted and covered with a fresh coat of paint.

Our Welcome anhydrous riser is being re-constructed similar to the design that has worked so well for us at our Ormsby NH₃ plant. This design will help us save time loading tanks and get our work done quicker. It's all part of our "Doing More With Less" initiative.

As you can see, we have many things going on. However, there's not a lot of new construction. We're just trying to maintain the nice equipment we're blessed to have. See our CEO Kevin Jones' comments on Page 2 of this issue.



CONSERVATION AGRONOMIST TO JOIN STAFF



JEFF CRISSINGER, VP OF AGRONOMY SALES / MARKETING
Jeff.Crissinger@NuWay-KandH.com

If you have read any of the newsletters between March 2023 and now, you will know that I have been focusing on conservation and sustainability topics. My topics ranged from sustainability as it relates to the beginning of a change in future mindset, to carbon intensity and the possibility of emerging markets, to specialized pieces of equipment that NuWay-K&H Cooperative has which help support the adoption of climate smart practices. This issue of the *Communicator* also focuses on our conservation efforts--this time describing how we are investing in a new employee role called a 'conservation agronomist.'

NuWay-K&H Cooperative understands that, if we are going to effectively help our customers understand and take advantage of the opportunities associated with conservation programs and adopt climate smart practices, we need an individual focused on these efforts 100% of the time. Knowing this, we began to look for ways that we could create a conservation role and bring an employee on board. In late 2023, we began to learn more about an upcoming grant opportunity through Truterra, the sustainability division of Land O' Lakes. This grant would provide financial and program development assistance to ag retailers interested in adding a conservation agronomist to their current staff.

Since January of 2024, we have been actively pursuing this opportunity, and we are pleased to announce that our grant application has been accepted. Pending final approval from the USDA, we are ready to put a conservation agronomist in place. The addition of this

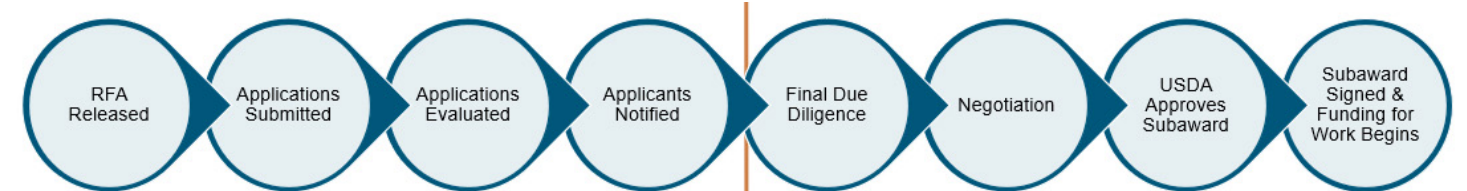
role will happen before the fall of 2024, allowing our conservation agronomist to be engaged with growers as they plan for the 2025 crop year.

Our conservation agronomist will have four broad responsibilities, mainly focused on education, support, and opportunity implementation. They are:

- 1 Build connections between farmers, ag retail, and sustainability-minded organizations to grow local opportunities.
- 2 Increase farmer awareness and participation in climate smart and conservation programs,
- 3 Assist farmers in implementing climate-smart practices as part of a whole acre agronomic plan.
- 4 Provide outreach and education to rural communities and public organizations regarding NuWay-K&H and our customer sustainability efforts.

There is a tremendous amount of opportunity relative to sustainability, climate-smart, and conservation programs and services in our area, and additional offerings continue to develop. NuWay-K&H believes that the best approach for our company and our customers is to have a dedicated person in the role of conservation agronomist on staff to help everyone prepare for and take advantage of the opportunities that make sense.

Look for more information to be delivered describing the roles and responsibilities of our conservation agronomist as we progress towards the harvest season.





1740 HWY 18 W
CLEAR LAKE, IA 50428
800.445.4118

NUWAY-KANDH.COM