



SPRING 2025

COMMUNICATOR

DIVERSIFIED | INNOVATIVE | EXCEPTIONAL VALUE



Commodity prices fell below levels you need to be profitable. Bills pile up. You feel the pinch. So do we.

We're a member-owned company, and when you don't flourish, neither do we. Read CEO Kevin Jones' story on page 2 to learn how the economy affects NuWay-K&H Cooperative.

Thankfully, we experienced several good years and used those years to prepare for the present lackluster ag markets. Lean on us as your trusted partners.

Look for brighter days ahead. Spring is right around the corner.

CROP INPUTS

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SEED

Early Beans Need NKH Emerge F/N **(Pg. 18)**

MY MID-YEAR FINANCIAL UPDATE



KEVIN JONES, PRESIDENT, CEO

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NuWay-K&H Cooperative has completed six months of fiscal 2025. As we have discussed in the past, more than 80% of our revenue comes from the business we conduct in the first six months of our fiscal year—mostly in agronomy. So, at six months, we have a fairly good idea of how our fiscal year will end.

As anticipated, agronomy volumes, particularly crop nutrients, are down about 20%. Margins on those volumes have also been compressed compared to the last couple of years.

We expected these results with the impending downturn of the ag economy. During the better times, we invested in people, equipment, and processes, which will serve us well as you and your cooperative weather this downturn.

“Ag volumes are down about 20%”

The downturn is here. Now, we're focused on controlling expenses and creating new efficiencies—things that cannot be readily seen but are important to our value proposition as a member-owned company. Our current goal is to “do more with less” and lead our members to a bright, more profitable future.

If you have a question or concern about your cooperative's operations, please contact one of your directors, whose names and numbers are printed on page 6. My door is always open. Feel free to contact me at 1.800.445.4118, and we'll arrange a time to meet.

YOUR COMPANY USES AI



TYLER OLSON, CFO

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In most newsletters, I discuss typical accounting and finance subjects. I review the income and balance statements and try to help you understand our budgeting processes. Boring, right?

I prefer not to review what happened last month. I'd rather look forward and plan the next 20 years. So, here's something new that fits our company's mantra: Doing more with less!

NuWay-K&H Cooperative has given me the ability to try many new things and to bring value back to our company through innovative products, automation, and tools. For example, did you realize that, for the past two years, our accounting team has been using robotic process automation (RPA) or "robot" for short. RPA is a server or computer program that streamlines repetitive business tasks, reduces errors, and removes bottlenecks within our company. This technology aligned with artificial intelligence (AI) can help us become very efficient and continue growing without the need for extra labor. We attended a CHS planning session in January 2023 and watched examples of this from our regional partner. Since that meeting, we have purchased our own RPA platform and utilized this technology in our day-to-day accounting.

We have partnered with UiPath. They service our robot and maintain the RPA platform. Along with UiPath, we've engaged a custom programming team called Capitalize to help use the tools that UiPath provides and build out our robot to do repetitive tasks our team would otherwise do manually.

What does RPA do? The 1st project we used the platform for involved our Best Oil book of business. We started there because we sell millions of gallons of fuel through transport trucks that are very consistent and sourced through CHS. These are repetitive processes that team typically does not have exceptions with.



"Robots can help us be efficient and continue growing without extra labor."

During this 1st buildout, we immediately knew there were more savings than just having the robot bill out the customer. The robot saved us time by organizing automatically everything we did manually prior to the buildout. Specifically, the robot logged in as a user to download all of our CHS Invoices and name them in our filing cabinet, the same as any employee would. Then we had it do the same for all of our billing invoices. We had it merge all of the docs together and save them in a folder that was ready for all staff to use and send as needed. Today, this project will handle around 60,000 PDF documents for our team without us having to manually go and get them.

Another benefit of the robot is that it can be programmed to start any time of the day. This project kicks off automatically each morning around 6:00 a.m. and is typically finished by 9:00 a.m. Our staff can now focus on other items that are more service-oriented and people-oriented verses going out and gathering all of these docs prior to completing their daily tasks. We have eliminated around four hours each day so that our team can now focus on other higher-level items that need personal attention. Isn't that amazing! We're doing more with less!

CONTINUED ON NEXT PAGE.

SCHOLARSHIPS SUPPORT FUTURE LEADERS

APPLICATIONS NOW OPEN

NuWay-K&H Cooperative provides scholarships to area students to support them in their academic growth and future leadership roles. We not only support the education of our youth, but we encourage them to consider careers in agriculture and how they might use their education to strengthen our communities.

Annually, we give 20 scholarships totaling \$500 each 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.

Scholarships are awarded yearly on the basis of an applicant's academic achievement, leadership, and extracurricular involvement.

Find more information and the application at NuWay-KandH.com.

YOUR COMPANY USES AI CONTINUED

What's next for RPA? As I write this article, we are already two months into building our 2nd project which will involve NuWay-K&H Cooperative's AFD billing. This process is also very repetitive and has the ability to save our staff significant time. I fully expect that, by the summer of 2025, our robot will be completing this task and helping our team become more available to service your needs.

The goal of this investment is not eliminating existing jobs. It is creating more efficiency and allowing our team members to become more productive. We are simply eliminating some of that boring accounting aspect and helping with their time management.

That being said, the robot will allow us to look at additional growth for NuWay-K&H Cooperative without hiring additional labor. This is something we have discussed and will utilize in the future. Our goal is to remain as agile as we can be to serve our members' needs to the level they expect.

We look forward to all of the opportunities that RPA can give us as a team. We treat the robot as just another tool and will integrate it into our organization chart. Our people are still our greatest asset.

What does this mean to you as a member-owner of the cooperative? Just this. While utilizing historical developments like AI, we continue to learn and adapt to service your needs today and in the years to come. As always, thank you for giving us the opportunity to earn your business.



IN-SEASON SOIL SERVICES

HANNAH AMMANN AND TYLER BROLSMA, FARMRX SITE SPECIFIC AG SPECIALISTS

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We hope every time you read this newsletter you gather ideas to help with decision-making on your operation, and help you appreciate the advantages of co-owning a company like NuWay-K&H Cooperative with your friends and neighbors.

This time, we'll discuss the benefits of in-season soil services and how they can help you plan for post-harvest operations by minimizing possible delay times in application, tillage and/or sampling.

NuWay-K&H Cooperative offers three classes of in-season soil services:

- 1 **SOIL SAMPLING** – a typical 2.5-acre grid sample, the results of which your agronomy account manager will use primarily for fertilizer recommendations.
- 2 **SOILOPTIX®** – a soil scanner that measures gamma radiation emitting from the soil and maps up to 25 soil properties. It will be able to assist our Agronomy Account Managers and their customers measure a soil's macronutrients, micronutrients, soil health and physical properties.
- 3 **VERIS® EC** – an electric conductivity test of the soil producing a zone property/mapping system with high density. Your Agronomy Account Manager can then use these maps within the Adapt-N nitrogen model to make more defined recommendations for in-season application. The EC maps produced by this service may also be used to create planting prescriptions.

“In-season sampling gives you ample time to make plans before fall.”

The best time to implement these services is right after crop emergence. That assures more uniform consistency throughout the field. This timing will also give you ample time for making a fertilizer plan before fall. With in-season testing, you're not waiting for results. You can start your applications as soon as you see fit.

Make sure to reach out to your Agronomy Account Manager or FarmRx to get your orders in before planting, if you can! Just know that we can also take orders as they come in, as long as your crop is not too tall.



Our Veris iScan in action.

ANNUAL MEETING RESULTS

The 2024 Annual Meeting of NuWay-K&H Cooperative convened on Tuesday, Jan. 21, 2025, at 10:00 a.m. at the Welcome Operations Facility. The meeting coincided with the regularly scheduled board meeting in the conference room.

The primary annual meeting activities conducted at this board meeting were to approve last year's minutes and to count your mailed-in ballots for the election of directors to the board. Directors seeking re-election included Reuben Skow, Dwayne Eden, Jerrod Simmons, and Ben Truesdell.

The ballots were counted, and all four directors were declared re-elected. Following the annual meeting, the board reorganized. Brian Steen was elected chairman, Dan Bebernes was elected vice chairman, and Mike Kettwick was elected secretary of the board.

YOUR INPUT IS VALUED

You have every opportunity—in fact, it is your right and responsibility as a member of NuWay-K&H Cooperative—to give input to the decisions taken by the board of directors and management. With this in mind, we've listed your 2025 board members and their telephone numbers below.

NuWay-K&H Cooperative Directors

Brian Steen (Chair)	507-840-0997	Randy Nelson	507-236-2425
Dan Bebernes (Vice Chair)	507-236-0251	Cordell Satre	515-341-2057
Mike Kettwick (Secretary)	515-538-0573	Jerrod Simmons	507-841-0788
Cory Anderson	507-236-1304	Reuben Skow	515-724-3992
Dwayne Eden	515-341-4392	Ben Truesdell	507-236-0890
Mark Flohrs	507-630-7007	Brad Watson	641-529-1180
Jeff Mayo	507-920-9840		

NEW RETURN RULES



JOHN SANDMEYER, CROP PROTECTION & NUTRIENTS DIRECTOR

John.Sandmeyer@NuWay-KandH.com

The manufacturers and distributors of crop protection products, micronutrients and adjuvants—in fact, almost anything delivered to your farm in a jug or shuttle—have adopted stricter rules for the return of products.

To comply with these rules, and so that your cooperative may receive financial credit for the products you do not use, NuWay-K&H must have your help in keeping them in resalable condition.

Here are the main requirements for returns:

- 1 Jugs must be clean and have proper labels. Seals must not be broken.
- 2 Containers or cases returned must not be damaged or weathered from sitting outside and getting faded or rained on.
- 3 NuWay-K&H puts seals on the mini-bulks we send out to growers. All mini bulks may be returned for credit, provided the seals have not been removed or tampered with.

Return deadlines to our distributors are usually around the end of August to get all returns in. When we learn of specific return dates, we'll send out notices through our customer portal by text or email. Make sure when we send these dates out that you get your returns in on time so you can receive full credit for the unused product and that NuWay-K&H can get all products sent back to the distributor for full credit as well.

Let's work together to follow these return deadlines. Thanks for your cooperation.



"Jugs and cases must be returned undamaged, and mini-bulks with untampered seals."



Damaged boxes which cannot be returned.

JUSTIN COYLE HEADS UP RETAIL AND ENERGY SALES



JAKE OLDENBURG, VP OPERATIONS

Jake.Oldenburg@NuWay-KandH.com

I'd like to start by recognizing a valuable member of our leadership team, Justin Coyle, who takes on this new role as of March 1.

Justin has held the position of Energy Operations Director of NuWay-K&H Cooperative for the past five years and has done a wonderful job. I want to thank Justin for the time he's put in. He has created a lot of good relationships with both our customers and employees.

That won't disappear as he takes the new role of VP Retail and Energy Sales. In this new role, which he assumed with the retirement of Al Seckinger (see story on page 12) Justin will head up the 12 retail sites owned and operated by your company. Jason Floy, our Retail operations director, will report to Justin on the retail side.

Justin will also have all the energy sales staff reporting to him, including our Energy Account Management Director Reid Rettke, and our Energy Account Managers Haley Ammann-Ekstrem, Jesse Collins, Craig Eckels, Brady Koppen, and Ed Westemeier.

With this transition, customers should notice no difference in the service they are getting. As for our employees, the energy operations group will be reporting to someone else in the future. We're sorting through this to be sure we do the right thing. But until that happens, they'll continue to report to me.

Congratulations, Justin.



CONGRATULATIONS, JUSTIN!





PROPANE

Our propane and refined fuels employees have been busy this winter. A couple of cold snaps have kept them busy providing propane—keeping everyone filled and doing it safely. We do appreciate our customers partnering with us during these cold days, keeping an eye on their tank levels whether they are scheduled delivery or will call, and giving us time to be efficient. If we can be efficient, we can be price competitive.

This summer, we'll start the second and final phase of our regulator replacement program. A regulator has a lifespan, like anything else. We want to make sure we have good equipment out there in the country that our customers can rely on to help heat their houses, shops and hog barns.

We got about half of the out-of-date regulators switched out last summer, and we're hoping to finish the job this summer. If you have an old regulator, expect a call, and please call us back so we can move forward serving you.

REFINED FUELS

As far as refined fuels go, everything has been working smoothly. This time of the year, it's a good idea to look at the number of times you empty (and we fill) your tanks during the year. Get ahold of us to see if you can save some money with a larger tank.

We still have some steel out that was purchased before the current steel tariffs went into effect. Check with your Energy Account Manager.

AGRONOMY

As usual, a number of our agronomy operations employees have been working at our Sherburn and Welcome shops to get our equipment ready for spring. They have an April 1 "go live" date for those of you who head for the field early.

Also, during the fall and winter, we've scheduled training to boost the knowledge and skills of the operations people who serve you while giving them the ability to build their careers at NuWay-K&H Cooperative. Topics covered at recent training events include seed treatments, nitrogen stabilizers, nutrient essentials for growing corn and soybeans, carbon intensity, the results of last year's field trails, and John Deere's selective spraying technology which NuWay-K&H Cooperative will use in your fields this growing season.



"We still have some steel (fuel tanks) purchased before the current steel tariffs went into effect. Check with your account manager."

WEED CONTROL STRATEGIES FOR 2025

NUWAY-K&H AGRONOMY ACCOUNT MANAGERS

The 2024 growing season had some challenges early on. Don't forget about the drowned-out areas and the decreased weed control. The excessive rain events from last year changed our intended weed control programs.

With this in mind, it is important to plan for 2025. Here's what we recommend:

- 1 Increase pre-emerge residual rates if your herbicide allows it. For example, increase your corn pre-emerge rates of Harness®/Surpass® from 32 ounces to 40 ounces per acre to increase residual activity.
- 2 Consider changing your pre-emerge residual to a new chemistry that has an effective mode of action on waterhemp.
- 3 Post-emerge programs will require timely applications on 2-3" tall weeds and a possible second post-emerge pass on 30" row soybeans.

Note: The Enlist® soybean herbicide program has the advantage of combining two effective modes of action post emerge with Liberty® and Enlist®. The advantage comes from getting a contact herbicide such as Liberty® working with a systemic herbicide such as Enlist® to battle increased weed pressure and resistant weeds.

Complete your weed control program by enhancing your herbicide's effectiveness with the best adjuvants to overcome environmental challenges such as drought conditions or high temperatures that can reduce herbicide uptake. Reach out to your account manager to make sure the right adjuvants and rates are being used.

STRIP-TILL UPDATE

Last fall, NuWay-K&H Cooperative was busy with strip-till applications on soybean stubble and corn stalk ground. The strips that were made in the fall are setting up for good planting conditions this spring.

Nitrogen (N) management is one thing we will continue to learn more about with strip-till application. Some of the applications last fall had a portion of the total N needs in the form of ESN® urea applied with potash and MAP. ESN® urea is a stabilized polymer-coated urea. The polymer is stable over the winter months and will slowly break down with moisture in the spring.

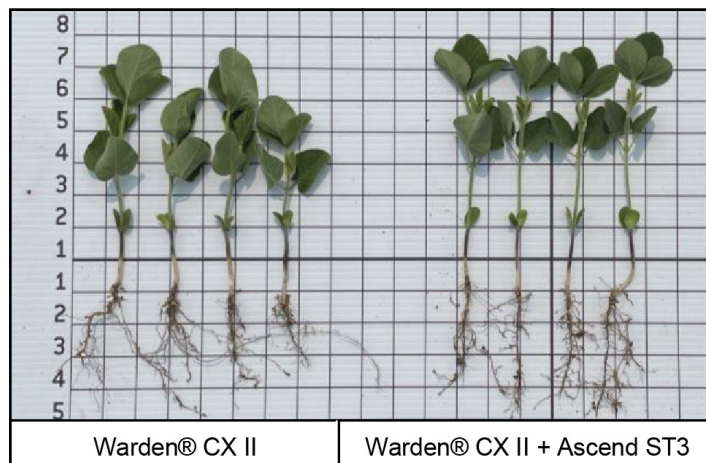
Most strip-till applications for corn will follow up with some from of spring-applied 32% UAN or urea. NuWay-K&H also has the option of Y-dropping 32% UAN in-season to apply closer to peak N uptake.

We will continue to update our NuWay-K&H customers with our strip-till information as the crop progresses throughout the summer.

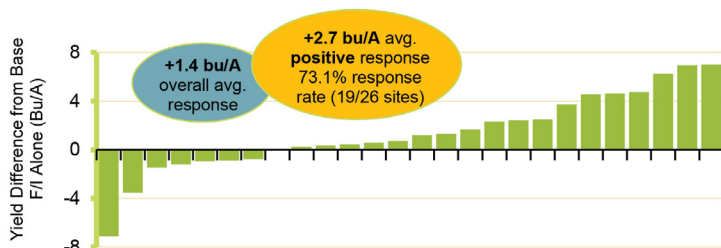
ASCEND® ST3

Ascend® ST3 is a plant growth regulator soybean seed treatment.

The trend to plant soybeans earlier in less-than-ideal soil temperatures is more common than it used to be. Ascend ST3 helps accelerate early season development, improve germination, and enhance root growth with the addition of a PGR seed treatment.



ASCEND ST3 PGR INCREASED SOYBEAN YIELDS IN CONJUNCTION WITH A FUNGICIDE/ INSECTICIDE SEED TREATMENT IN HIGH YIELD ENVIRONMENTS.



Winfield United Trials 2019, 2020 & 2022, n=26, p-value 0.04

Here's how Ascend® ST3™ PGR plant growth regulator helps protect your seed investment from early season stress:

- Ascend ST3 PGR is an auxin-dominant three-way PGR mixture, which is important because auxins are critical for early season growth and root initiation.
- Specifically designed for use as a seed treatment, Ascend ST3 PGR is inoculant friendly with a low-use rate for optimal drying and handling.
- The patented ratio of auxin, gibberellic acid and cytokinin in Ascend ST3 PGR helps mitigate early season stress and maximize yield potential by delivering the right amount of PGRs at the right time.

Planting early? Contact your NuWay-K&H agronomy account manager about treating your seed with Ascend ST3.

NuWay-K&H

AGRONOMY

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

CHANGING OF THE GUARD

AL SECKINGER & JUSTIN COYLE



Al Seckinger retired his position as VP of Retail Operations, effective March 1, 2025.

Filling Al's role in retail will be a familiar face, Justin Coyle. For the past five years, Justin has served as NuWay-K&H Cooperative's Energy Operations Director, managing the Energy Operations Department's delivery services and facilities. "Previously," he notes, "I served 18 years as general manager of a retail company with multiple locations."

Justin's newly created position as Vice-President of Energy Account Management and Retail Operations extends beyond our c-stores and cardtrols.

Read more about the energy side in Jake Oldenburg's article on page 8.

During the last two weeks in February, Al and Justin visited all 12 of NuWay-K&H c-store and cardtrol locations, meeting with the store managers, reviewing what has been done at each location in recent years, and looking to the future.

"I look forward to working with this new group of people on the account manager and on the retail side of the business," states Justin. He was impressed meeting the store staff and observing how clean and organized the facilities were. "I want to get to know more of the people, share ideas and work with them as we look at past successes and future obstacles we'll need to navigate."

"Turnover in retail is not uncommon, but we have a staff of very seasoned managers and employees in our c-stores," remarks Al. "It's unusual to have these long-term employees in the retail world. We're lucky to have them."



"I've worked at other cooperatives," he adds, "and I've been honored to be a part of NuWay-K&H Cooperative."



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"Al and Justin visited all 12 of NuWay-K&H Cooperative's c-store and cardtrol locations in February."

YEARS OF SERVICE FOR 2024

25	TROY DROEGEMUELLER	25 YEARS	
	JOHN SANDMEYER	25 YEARS	
20	JAKE OLDENBURG	20 YEARS	
10	EMILY BOELKE	10 YEARS	
	DAN KNIPS	10 YEARS	
	NATHAN VRIEZE	10 YEARS	
	ED WESTEMEIER	10 YEARS	
5	HALEY AMMANN-EKSTROM	5 YEARS	
	ALICIA BURKHOW	5 YEARS	
	JUSTIN COYLE	5 YEARS	
	BRAD CULBERTSON	5 YEARS	
	CRAIG ECKELS	5 YEARS	
	BETSI GANT	5 YEARS	
	LISA GOMEZ	5 YEARS	
	BRYCE HARRIS	5 YEARS	
	TAYLOR KELLEY-KOCH	5 YEARS	
	JEFF LODIN	5 YEARS	
	JOANNA THOMPSON	5 YEARS	

THANK YOU



USDA 45Z CLIMATE SMART AG PRACTICES



JEFF CRISSINGER, VP OF AGRONOMY SALES / MARKETING

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You have probably heard one or more of the terms “45Z”, “Sustainable Aviation Fuel (SAF)” or “Climate Smart Ag” recently. While these topics are all interconnected in the Carbon Intensity (CI) conversation, they each play a different role. In this newsletter, we will focus on the current Climate Smart Ag practices that were proposed by the USDA on January 15, 2025, as well as other potential practices that could be introduced prior to the finalization of the 45Z tax code later this year.



"By using Climate Smart Ag practices, growers can reduce their feedstock CI score. "

For review, the 45Z tax code (Clean Fuel Production Credit), which is currently in development, provides a tax credit to biofuel producers for the production of transportation fuels with lifecycle greenhouse gas emissions below a certain level. As part of this, feedstocks like corn and soybeans used to create biofuels are given a CI score. By using Climate Smart Ag practices, growers can reduce their feedstock CI score and potentially receive a grain premium from the biofuel producer to do so.

As part of the 45Z tax code, it is the USDA's responsibility to identify which Climate Smart Ag practices are eligible for Carbon Intensity reduction. Their first recommendations, released on January 15, 2025, identified the following eligible practices which can be used in combination:

NO-TILL

Full-width soil disturbance may not be performed regardless of the depth of tillage. Strip-till and fertilizer injection are allowed as long as the total Soil Tillage Intensity Rating (STIR) for all practices remains at 20 or below. NuWay-K&H's strip-till machine currently has two configurations, shank and coulter application. Each should allow our customers to stay below a STIR value of 20 or less. Coulter applications would supply the lowest STIR value for strip-till. Under current USDA guidelines, this practice would likely provide the largest CI reduction of all listed.

REDUCED-TILL

Tillage methods where the entire soil surface is disturbed such as chisel plowing, field cultivating, vertical tillage, or ridge-till are allowed as long as the total of all practices combined stay at a STIR value of 80 or less.

COVER CROPS

For this rule, cover crops must be seeded in the fall or inter-seeded into the previous commodity crop as early as possible and terminated as late as practical to avoid risk of yield loss due to competition. Cover crops must get established and then be terminated by winterkill, herbicide application, or non-soil-disturbing mechanical methods. Cover crops may not be harvested or grazed. Under current USDA guidelines, this practice would likely provide the second-largest CI reduction of all listed.

USE OF NITRIFICATION INHIBITORS

Specified nitrification inhibitors qualify for a reduction in CI score by reducing nitrous oxide emissions into the atmosphere. To qualify, a producer must apply a nitrification inhibitor with all synthetic nitrogen (N) applications.

NO FALL-APPLIED N

To qualify for the CI reducing standard, the first N application must occur within 30 days prior to or at the time of planting, and no fall N may be applied.

IN-SEASON SPLIT N APPLICATIONS

This standard requires a minimum of two N applications, with the initial application at the time of planting and the remainder applied in one or more applications during the growing season. At least 75% of the N applied must be after crop emergence. In our opinion, 75% is a very high number; however, all of these standards are open for public comment, and we hope that this will get addressed to a more reasonable standard in the final version.

As mentioned above, all of the listed standards are subject to a 60-day public comment period, which ends on March 15, 2025. This allows suggestions and revisions to be made to the listed guidelines prior to the final rule being written. In addition, comments can also be made to suggest additional Climate Smart Ag practices that are not currently included. Examples of potential added practices are manure applications, green fertilizer applications, additional N and phosphorus stabilizer utilization, and reduced N where a nitrogen model such as Adapt-N could be used to help achieve lower N rates when the season allows.

Once the 60-day public comment period closes, the USDA will review all of the comments submitted and then propose its final Climate Smart Ag practice guidelines. Stay tuned for more information once those guidelines are released later this year.



JIM PAULSON,
CROP INSURANCE SPECIALIST
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CROP INSURANCE

Did you know that NuWay-K&H has its own crop insurance agency? Please reach out to our crop insurance specialist, Jim Paulson, at 507-317-1930 or write him at Jim.Paulson@NuWay-KandH.com

Jim has over 40 years of crop insurance experience and would love to visit with you about your insurance needs.

BUYING YOUR 2025 DIESEL

NUWAY-K&H ENERGY ACCOUNT MANAGERS

With spring rapidly approaching, it's time to top off your fuel tanks and check contract prices for your spring or fall diesel needs. Have a conversation with your energy account manager today.

Because of the downturn in the ag markets, you probably held off longer than usual; however, contracting is a good tool to avoid market volatility.

Consider our refined fuel keep-full program with a tank monitor that allows you to be billed on delivery or to utilize our deferred monthly billing option. Talk to your account manager for more information.

SPRING PROPANE FILLS

We won't have the numbers by the time you read this newsletter but watch for a postcard containing our program tank fill program price. Historically, spring has been a very good time to fill up.

NuWay-K&H Cooperative can deliver DEF (diesel exhaust fluid) in whatever quantities you need—from jugs, to totes and bulk. If you anticipate any major farm or construction projects this spring and summer that require DEF, let us know. We have DEF in a variety of containers and quantities to accommodate any of your needs. We can also deliver bulk DEF direct to your farm or shop with our designated trailer.



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

Summer is always a good time to maintain your refined fuel tanks. If you are looking to clean out or paint your tanks, make sure to establish a safety perimeter around the tank. It's easy to accrue things around the tank and that can make accessing and delivering to the tank a challenge.

If you need to replace accessories at your fuel storage site, talk to your energy account rep. NuWay-K&H Cooperative carries a variety of fuel filter sizes and hose lengths.

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“Consider contracting your fuel to avoid market volatility.”



EARLY BEANS NEED EMERGE F/N



BRAD HENNING, SEED DIRECTOR

Brad.Henning@NuWay-KandH.com

Protect and optimize your soybean yield by treating your soybean seed with NKH Emerge F/N.

Last fall, NuWay-K&H Cooperative introduced NKH Emerge F/N—our own private label soybean treatment package. This package, which contains both fungicides and soybean inoculant, is designed for growing beans in our area of the country.

NKH Emerge F/N contains three high-performing fungicides: fludioxonil, sedaxane, and mefenoxam. It also includes a soybean inoculant that contains twice the number of rhizobia per seed, compared to similar products.

Why talk about soybean seed treatment? Well, early planted soybeans is becoming more common in the area. In some cases, you are planting soybeans prior to corn or at the same time—trying to increase your soybean yields. But shifting to early planted soybeans also brings the potential for increase of fungal pathogen infections. Soil conditions that are cooler and damper attract pythium, phytophthora and rhizoctonia.

Mefenoxam brings protection against pythium and phytophthora, fludioxonil is very effective in controlling rhizoctonia and fusarium, and sedaxane brings in another layer of rhizoctonia protection. These three active ingredients in Emerge will provide sound protection against the three most destructive fungal infections at any planting time. Remember: you cannot control mother nature.

The other main component of NKH Emerge F/N is the soybean inoculant, a nitrogen-fixing bacteria known as *Bradyrhizobia japonicum*. *Bradyrhizobia* is a living bacteria within the soil and is important to the soybean plant because it is responsible for the formation of nodules on the roots. These nodules

take atmospheric nitrogen and convert it to nitrate which soybeans can utilize. A 70-bu. per acre soybean crop will require 343 pounds of nitrogen. The majority of this nitrogen comes from these nodules.

Last year, we saw many fields with standing water and drowned-out spots. That standing water created an anaerobic environment within the soil profile, meaning there was no oxygen. *Bradyrhizobia* is a living organism that needs oxygen to survive. This spring, the number of bacteria in these drowned out spots will be compromised, and the only way to replenish the *Bradyrhizobia* in the soil is to inoculate your soybeans.

Other field conditions or management practices that inhibit *Bradyrhizobia* are corn-on-corn rotations going back to soybeans and fields that have a pH below 6.5 or greater than 8.0. Significant drought also has a negative impact on *Bradyrhizobia* populations. Many area fields fall into these categories as well.



Talk to your NuWay-K&H Agronomy Account Manager to book NKH Emerge F/N for your soybean treatment needs this spring.

PICKING UP RESTRICTED CHEMICALS

DAVID ANDERSON AND RYAN SCHMIDT, AGRONOMY OPERATIONS DIRECTORS

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



Starting with the 2025 crop year, NuWay-K&H Cooperative and all other retail suppliers are required to document who picks up restricted-use pesticides from our warehouse. If someone from your organization (perhaps a wife or a farmhand) is not listed on the account, they must provide their name and address and sign a form (available at our warehouse or rinse-pad) before they will be allowed to pick up these products.

If you know who will be picking up restricted-use pesticides, you can pre-authorize them by calling your Agronomy Account Manager. We'll add their name to our system as a pick-up person, and this will be good for the entire season.

If they arrive to pick up restricted-use pesticides and are not on the list, they can fill out a form at the warehouse or rinse-pad. It will just take a little longer.

TRY OUR 24/7 LOADING BAY

Last year, we set up a self-service liquid fertilizer loading bay at Welcome, but not many of our customers took advantage of it.

We'd like more of you to try it this spring. In the end, you'll find it super convenient since you can arrive any hour of the day or night and load your own product—including micros.

There is a little training necessary, so we don't blow any hoses or anything, but the 24/7 liquid loadout is fairly easy to use.

Please talk with your account manager. They'll arrange to get you and your people certified to use this loading bay.

**"Pre-authorize family
or employees to pick up
restricted-use pesticides at our
Welcome Operations Facility"**





SPRING 2025

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