



FALL 2026

COMMUNICATOR

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As we head into harvest and the busy fall season, preparation remains top of mind across every part of NuWay-K&H Cooperative. Whether it's planning for fall fertility, reviewing energy needs, improving operational efficiency, or exploring new conservation opportunities, our team is committed to helping customers make informed decisions and stay ahead of the season.

In this issue, you'll find updates on maximizing phosphorus efficiency with new fertility technologies, organizing farm data for future opportunities, and preparing for conservation programs. You'll also hear from our Energy team on planning for harvest, propane safety, DEF and fuel preparation, and available customer programs. Plus, we're highlighting the next generation of agricultural leaders through our scholarship recipients and sharing updates from around the cooperative.

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FOCUSED ON WHAT MATTERS MOST



KEVIN JONES, PRESIDENT, CEO
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As we approach the end of Fiscal Year 2026, I am pleased to report that NuWay-K&H Cooperative has continued to navigate a challenging agricultural economy while remaining focused on serving our members and protecting the long-term strength of the cooperative. Despite ongoing uncertainty across much of the ag sector, our team demonstrated the discipline, adaptability, and commitment necessary to deliver another successful year.

Many of the trends we've experienced in recent years continued throughout FY2026. Commodity prices remained under pressure, farm margins stayed tight, and producers maintained a cautious approach to spending. Even in this environment, our cooperative performed well. Through careful expense management, strong operational execution, and a continued focus on efficiency, we remained on track to meet our financial objectives while maintaining the high level of service our members expect.

One of the strengths that continues to set NuWay-K&H apart is our strong financial position. We remain free of long-term debt and rely only on limited seasonal borrowing to support operations. This conservative approach has provided stability during uncertain market conditions and ensures we are well positioned to respond to future opportunities. Our financial strength also allows us to continue returning value to our membership through our equity retirement program, one of the many benefits of cooperative ownership.

Throughout the year, we remained committed to making thoughtful investments in our business. Rather than pursuing growth for growth's sake, we focused on projects that improve efficiency, enhance safety, strengthen infrastructure, and support long-term

service to our members. Technology continues to play an increasingly important role in agriculture, and we are committed to implementing tools and systems that help both our employees and our members operate more effectively.

Our "Do More With Less" philosophy continues to guide decision-making across the organization. This mindset isn't about reducing service. It's about finding smarter ways to operate, eliminating inefficiencies, and ensuring every dollar invested delivers value. By maintaining this focus, we've been able to preserve strong financial performance while continuing to meet the evolving needs of our members.

As we look ahead to FY2027, we recognize that challenges remain. Agricultural markets continue to experience volatility, and uncertainty surrounding farm profitability will likely persist. However, we are confident in the future of our cooperative. Our experienced employees, loyal membership, strong financial foundation, and commitment to operational excellence position us well for whatever lies ahead.

I would like to thank our members for their trust and support, and our employees for their dedication and hard work. The success of NuWay-K&H Cooperative is built on the relationships we share with the people we serve and the people who serve them every day. Together, we have demonstrated resilience through changing market conditions, and together, we will continue building a cooperative that creates value for our member-owners, customers, and communities.

Thank you for being part of NuWay-K&H Cooperative.

GETTING READY FOR THE BUSY SEASON



JAKE OLDENBURG, VP OPERATIONS
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As fungicide, insecticide, and cover crop application season approaches, one of the best things customers can do is communicate early with their Agronomy Account Manager.

Whether you're considering ground, drone, or helicopter application, discussing your plans ahead of time helps ensure we have the resources in place to meet your needs. The more planning we can do together, the smoother the season will be for everyone involved.

PROPANE SAFETY REMAINS A PRIORITY
Our teams continue to perform propane leak checks throughout our service area, and we appreciate the cooperation we've received from customers as we continue this important safety initiative.

Leak checks help identify potential issues before they become larger problems and are an important part of maintaining safe propane systems. If you've been contacted about scheduling a leak check, we encourage you to work with our employees to find a time that works to be there.

Customers will also receive our annual Duty to Warn propane safety information. While it may be tempting to set these notices aside, the information is important and could help protect your family, employees, and property.



IF YOU SUSPECT A PROPANE LEAK:

- ➔ Leave the area immediately.
- ➔ Shut off the gas supply at the tank if it is safe to do so.
- ➔ Do not operate light switches, electronics, vehicles, or anything that could create a spark.
- ➔ Contact emergency personnel and your propane provider from a safe location.

DON'T FORGET FUEL TANK MAINTENANCE

Summer is also an excellent time to evaluate the condition of your refined fuel storage tanks before harvest begins.

Over time, water, rust, and other contaminants can accumulate in fuel tanks. Left unchecked, these conditions can create fuel quality issues and contribute to microbial growth that can quickly impact filters, equipment performance, and overall reliability.

When fuel-related issues occur, the fuel quality itself is often the first thing blamed. In many cases, however, the problem originates within the storage tank. Regular tank cleaning, filter replacement, and nozzle maintenance are important housekeeping items that can help prevent costly downtime during harvest.

While NuWay-K&H does not provide tank cleaning services directly, we can connect customers with trusted service providers who do. If you'd like to learn more, reach out to your Energy Account Manager.

2026 SCHOLARSHIPS AWARDED

Supporting the next generation is an important part of NuWay-K&H Cooperative's commitment to the communities we serve. Each year, the cooperative awards scholarships to outstanding students across southern Minnesota and northern Iowa, helping them pursue their educational goals and invest in their futures.

The NuWay-K&H Scholarship Program is available to patrons, customers, employees, directors, and their children. Recipients are selected based on academic achievement, leadership, extracurricular involvement, and financial need.

This year, NuWay-K&H awarded 23 scholarships valued at \$500 each to students representing 14 area schools. Scholarship recipients for 2026 were announced at the end of April.

These scholarships reflect the cooperative's ongoing commitment to supporting education and recognizing young people who have demonstrated dedication both inside and outside the classroom. By investing in students today, we are helping build stronger communities and future leaders for tomorrow.

Congratulations to all of our 2026 scholarship recipients. We wish them continued success as they pursue their educational and career goals.

*The following individuals received
NuWay-K&H Cooperative Scholarships*

ALYSSA HAUGLAND

is the daughter of Kent Haugland from Wesley, IA. She graduated from Bishop Garrigan High School and will attend Kirkwood Community College.

JOHN BOELKE

is the son of Emily Schmidt from St. James MN. He graduated from St. James High School and will attend Gustavus Adolphus College.

KAMDEN KNUDSON

is the son of Tricia Knudson from Buffalo Center IA. He graduated from North Union High School and will attend Iowa Lakes Community College.

JACKSON JOHNSON

is the son of Ben Johnson from Floyd, IA. He graduated from Osage Community High School and will attend South Dakota State University.

JACOB CIHAK

is the son of John & Jill Ciha from Lakefield, MN. He graduated from Jackson County Central High School and will attend Alexandria Technical and Community College.

KARA THEIS

is the daughter of Melissa Theis from Osage IA. She graduated from Osage Community High School and will attend Iowa State University.

ALIVIA MAE ROMSDAHL

is the daughter of Matt Romsdahl from St. James, MN. She graduated from St. James High School and will attend Iowa Central Community College.

AVERY GEIGER

is the daughter of Andrew & Bridgett Geiger from Trimont, MN. She graduated from Martin County West High School and will attend Augustana University.

CARSON BRUNS

is the son of Marcus Bruns from Britt, IA. He graduated from West Hancock High School and will attend Iowa State University.

KADE MADDEN

is the son of JoEllyn Madden from Armstrong IA. He graduated from North Union High School and will attend Iowa State University.

KAID SANDBO

is the son of Luke & Tiffany Sandbo from St. James, MN. He graduated from St. James High School and will attend Minnesota West Technical College.

LOGAN DIEMER

is the son of Suzanne Nagel from LeRoy, MN. He graduated from LeRoy Ostrander High School and will attend Northeast Iowa Community College

ELLA FLOHRS

is the daughter of Tyler & Emily Flohrs from St. James MN. Se graduated from St. James High School and will attend South Central College.

LAUREN ENGLIN

is the daughter of Mike & Heather Engline of Clear Lake IA. She graduated from Clear Lake High School and will attend Iowa State University.

BRIER LENORT

is the son of Brad Lenort from Fairmont MN. He graduated from Fairmont High School and will attend Iowa State University.

CAYDEN GOSLEE

is the son of Justin Goslee from Glenville, MN. He graduated from Lyle Public School and will attend South Dakota State University.

COURTNEY ANDERSON

is the daughter of Bruce Anderson from Trimont, MN. She graduated from Martin County West High School and will attend Iowa Lakes Community College.

JAXON EISCHEN

is the son of Ben Eischen from Whittemore IA. He graduated from Algona High School and will attend Iowa Lakes Community College.

MACKENZIE EHLERS

is the daughter of Bradley & Jennifer Hansen from Lakefield MN. She graduated from Heron Lake Okabena High School and will attend Minnesota West Technical College.

KATELYN FRIESEN

is the daughter of Charlie & Kristine Friesen from St. James MN. She graduated from St. James High School and will attend South Dakota State University.

MERRITT POMERENKE

is the son of Jared Pomerenske from Fairmont, MN. He graduated from Fairmont High School and will attend Iowa State University.

CARLY OLESON

is the daughter of Lucas & Katie Oleson from Armstrong, IA. She graduated from North Union High School and will attend the University of Iowa.

KYLA IRMITER

is the daughter of Andy Irmiter from Armstrong, IA. She graduated from North Union High School and will attend South Dakota State University.

POSITIONING FOR THE MONTHS AHEAD



JUSTIN COYLE, VP OF ENERGY ACCOUNT MANAGEMENT & RETAIL OPERATIONS

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As we move closer to harvest, many of us are turning our attention to preparation and making sure we're ready for the busy season ahead. One area that continues to deserve attention is the energy market, where both global and domestic factors can influence fuel and propane costs and availability.

Recent market activity has reflected a mix of global uncertainty and stable domestic supply. Events around the world, including ongoing tensions in the Middle East, can impact crude oil markets and create price volatility, even when actual supply remains unchanged. At the same time, refinery maintenance schedules, seasonal fuel transitions, and transportation logistics all play a role in how energy moves through the system here at home.

While overall conditions remain stable, these factors serve as a reminder of the importance of planning ahead rather than reacting when demand peaks.

As we move into harvest and grain drying season, demand for diesel and propane naturally increases. Field work, trucking activity, and grain drying all contribute to higher usage levels over a relatively short period of time. When seasonal demand combines with active market conditions, it can place additional pressure on supply chains and delivery schedules.

STAY PREPARED WITH UP-TO-DATE TOOLS

That's why taking a proactive approach can make a significant difference. Reviewing your expected fuel and propane needs, exploring contracting opportunities, and keeping tank levels monitored can help reduce uncertainty and create a more predictable experience during one of the busiest times of the year.

We also continue to invest in tools that help customers stay connected and informed. Our customer portal provides convenient access to account activity, invoices, and transaction history anytime you need it. Whether you're managing a home heating account or overseeing energy needs across an operation, the portal offers greater visibility and puts important account information at your fingertips.

Beyond fuel and propane, we continue to support customers with products that keep operations running efficiently, including lubricants and diesel exhaust fluid (DEF).

RELIABLE FUEL, ALL IN ONE PLACE

Lubricants often don't receive much attention until a problem occurs, but they play a critical role in equipment performance, reliability, and long-term maintenance costs. Using the right products helps reduce wear, improve efficiency, and extend equipment life, especially during demanding seasons when downtime can be costly.

DEF is equally important for today's diesel-powered equipment. Running low can quickly bring equipment to a standstill, making it important to maintain a dependable supply before harvest begins. Whether you utilize packaged products or bulk delivery, planning ahead helps keep equipment operating when you need it most.

Working with a single, reliable supplier for fuel, propane, lubricants, and DEF can also simplify your operation. Coordinated ordering and delivery help reduce the risk of supply interruptions while giving us a better understanding of your operation's needs so we can provide the level of service you expect.

SIMPLE HABITS CAN ALSO MAKE A BIG DIFFERENCE.

Monitoring tank levels regularly and placing orders before they become urgent gives everyone more flexibility and helps ensure deliveries remain timely during peak demand periods.

In addition to our energy services, our retail and Cardtrol locations remain an important part of how we serve our communities. Our retail stores continue to focus on providing clean facilities, quality products, and a dependable customer experience. Meanwhile, our Cardtrol locations offer 24-hour fuel access, giving you the flexibility to operate on your schedule, especially during the long days of harvest.

While none of us can control the markets, we can prepare for them. Our focus remains on providing dependable supply, clear communication, and practical solutions that help support your operation.

As we head into the months ahead, a little preparation today can go a long way. If you'd like to review your fuel, propane, lubricant, or DEF needs, we encourage you to connect with your Energy Account Manager. We're here to help you prepare for a safe, productive, and successful season.

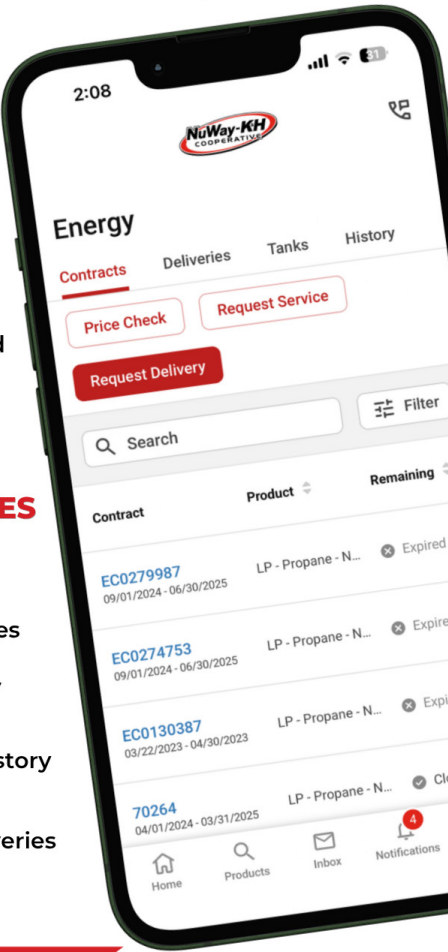
Reviewing your expected fuel and propane needs, exploring contracting opportunities, and keeping tank levels monitored can help reduce uncertainty.

CUSTOMER PORTAL

Access your account details at your convenience.



Scan to download our app!



ENERGY FEATURES

- ✓ Request Quotes & Deliveries
- ✓ View & Pay Invoices
- ✓ Pay & Sign Energy Contracts
- ✓ View Purchase History & Energy Usage
- ✓ View Energy Deliveries

www.portal.NuWay-KandH.com

PREPARING FOR HARVEST AND HEATING SEASON

NUWAY-K&H ENERGY ACCOUNT MANAGERS

As harvest and the fall heating season approach, now is the time to review your energy needs and make a plan for the months ahead. Taking a proactive approach today can help reduce uncertainty and keep your operation running smoothly during some of the busiest times of the year.

One of the most important steps is reviewing your fuel and propane needs with your Energy Account Manager. Energy markets can change quickly, and while no one can predict what lies ahead, contracting a portion of your anticipated needs can help reduce risk and provide greater confidence heading into harvest and winter.

It's also a good time to evaluate your DEF inventory. Running low on diesel exhaust fluid during harvest can

quickly bring equipment to a standstill. If you utilize DEF totes, consider refilling them before field activity ramps up to help avoid unnecessary downtime.

We also encourage customers to check fuel and propane tank levels now. Many tanks may be lower than normal after periods of higher energy prices, and waiting until demand peaks can limit flexibility. Planning ahead helps ensure the product is available when you need it and allows deliveries to be scheduled more efficiently.

Several programs are available to help customers better manage their energy needs. Our Automatic Fuel Delivery (AFD) program helps smooth out seasonal purchasing and budgeting, while tank monitoring systems provide added convenience and

help prevent unexpected runouts. If you're interested in learning more about either option, now is a great time to have that conversation. Customers currently enrolled in AFD should remember that August 5 is the deadline to make changes for the upcoming season.

UPGRADE EQUIPMENT THROUGH THE CENEX® REFRESH PROGRAM

If your operation is utilizing aging lubricant storage or grease dispensing equipment, now may be a good time to explore the Cenex® Refresh Program. This cost-share program helps offset the investment required to upgrade or replace eligible bulk lubricant and grease dispensing equipment. Whether you're looking to improve your current setup or expand your operation, the program can help make equipment upgrades more affordable while improving efficiency and reliability.

If you'd like to review fuel contracts, DEF needs, tank monitoring options, or available programs, reach out to your Energy Account Manager. We're here to help you prepare for a safe, productive, and successful season.

Be sure to follow us on social media this fall for details on upcoming lubricant promotions and seasonal offers.

NuWay-K&H
Energy

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PREPARE FOR CONSERVATION OPPORTUNITIES



JEFF CRISSINGER, VP OF AGRONOMY SALES / MARKETING
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NuWay-K&H Cooperative continues to move forward in our efforts to become a leader in conservation and sustainable agriculture throughout our region and the industry. Through these efforts, we have built relationships with many conservation-focused organizations at the local, state, and national levels.

These partnerships have allowed us to introduce and offer a variety of conservation programs that help participating growers implement sustainable practices, improve soil health, and increase nutrient use efficiency. At the same time, these programs can provide valuable financial incentives and help

prepare operations to take advantage of emerging opportunities, such as the 45Z biofuel tax credit.

Like many opportunities, conservation programs often have limited funding or acreage available. Because of this, we sometimes need to go through a qualification and selection process to match available programs with growers who have expressed interest, meet program requirements, and are positioned for successful participation.

If you're interested in becoming more involved in conservation and sustainability programs, here are a few steps you can take to better position your operation when opportunities become available.

PROACTIVELY MANAGE YOUR FARM DATA

Enrolling in Datalink is one of the best ways to prepare. By actively managing your data each year, you'll have current and historical field information readily available to meet reporting requirements for conservation programs. Since your data is already organized and an established data relationship is in place, Datalink customers are often the first growers we contact when new program opportunities become available.

CONNECT WITH HANNAH AMMANN, CONSERVATION LEAD

NuWay-K&H is committed to expanding conservation and sustainability opportunities throughout our trade area. To support that commitment, we recently created a dedicated Conservation Lead position, and I'm excited to announce that Hannah Ammann has accepted this role.

Hannah will focus on helping customers implement conservation and sustainability practices while connecting them with grain premium opportunities, carbon intensity and carbon offset programs, and available financial assistance programs.

DETERMINE YOUR NEXT LOGICAL STEP

Every farming operation is different, and so is every conservation journey. Your next step may be stabilizing every pound of synthetic nitrogen applied, reducing tillage through strip-till, trying cover crops for the first time, utilizing SoilOptix® data for variable-rate nutrient applications, or implementing another conservation practice.

Taking time now to identify your next logical step can help position your operation for future opportunities while improving efficiency and long-term profitability. Conservation and sustainability opportunities continue to grow, and participating in these programs can be a great way to improve operational efficiency while creating additional value for your farm.

If you'd like to learn more, reach out to Hannah Ammann, Conservation Lead, or contact your NuWay-K&H Agronomy Account Manager. We're here to help you determine which opportunities make the most sense for your operation.

READY TO LEARN MORE ABOUT CONSERVATION?

Contact Hannah Ammann, Conservation Lead, at Hannah.Ammann@Nuway-KandH.com to discuss conservation opportunities that fit your operation.

MEET THE TEAM BEHIND OUR AGRONOMY TRANSITIONS

Recent changes within NuWay-K&H's Agronomy Department are about more than new job titles. They're about putting talented people in positions where they can better serve our customers. We caught up with Allison Schwieger, Hannah Ammann, and Derrek Russenberger to hear what they're looking forward to in their new roles.



ALLISON SCHWIEGER, ACCOUNT MANAGER

After interning with NuWay-K&H for two summers in agronomy and precision agriculture, Allison Schwieger is returning as a full-time Account Manager following a year with Central Farm Service.

A South Dakota State University graduate with majors in Agronomy and Agricultural Science, along with minors in Precision Agriculture and Agricultural Business, Allison is excited to build relationships with growers and help them find solutions tailored to their operations.

"I am excited to be back at NuWay-K&H and serving our customers. I enjoy helping customers reach their goals and finding recommendations that fit each individual operation," Allison said.

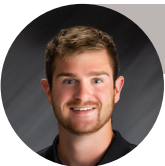
NEW
EMPLOYEE



HANNAH AMMANN, CONSERVATION LEAD

After five years with FarmRx, Hannah Ammann is stepping into NuWay-K&H's new Conservation Lead role, allowing her to focus entirely on an area she's always been passionate about.

"I've always been interested in conservation, whether it be for crops or livestock, so I'm excited to continue growing my knowledge and outreach," Hannah said. She looks forward to helping growers navigate conservation programs, connect with cost-share opportunities, and continue building the strong relationships she's developed over the years.



DERREK RUSSENBERGER, FARMRX SITE SPECIFIC AG SPECIALIST

After four years as an Account Manager, Derrek Russenberger is transitioning into FarmRx, where he'll help growers get more value from their precision agriculture data.

"I'm excited to use growers' data more efficiently and help bring more information and insights back to their operations," Derrek said.

As he transitions into his new role, many customers will continue working with Derrek on precision agriculture services while Allison Schwieger becomes their primary agronomy contact for Account Manager support.

SAFETY, SERVICE, AND PREPARATION



RYAN SCHMIDT, OPERATIONS DIRECTOR
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As we move through the growing season and begin preparing for harvest, our operations teams remain focused on two priorities: keeping our customers safe and ensuring our equipment and facilities are ready to meet seasonal demand.

**PROPANE LEAK CHECKS:
A FOCUS ON SAFETY**

One of the most important projects currently underway is our propane system leak check program. These inspections help verify that propane systems are operating safely and efficiently while providing peace of mind for customers.

Leak checks are designed to identify potential issues before they become larger problems. In some cases, small leaks - especially underground leaks - may not be noticeable to customers. Beyond the obvious safety concerns, even minor leaks can result in product loss and unnecessary expense over time.

We are currently reviewing systems with leak checks that are more than 10 years old and will be reaching out to affected customers by text message through

our customer portal or a mailed statement. If you receive a notification, we encourage you to contact us as soon as possible to schedule your appointment.

There is no charge for the leak check itself; however, an adult (18 years of age or older) must be present during the inspection to review and sign the system report. Our goal is to complete these inspections by September 15 to ensure systems are ready heading into the heating season.

PREPARING FOR HARVEST

On the agronomy side, our teams remain busy completing post-emergence herbicide applications while also preparing equipment for the fall season.

As harvest approaches, equipment reliability becomes increasingly important. Our operations team is actively inspecting, servicing, and repairing application equipment to ensure it is ready when customers need it. By completing as much maintenance work in-house as possible, we can better manage costs while keeping equipment operating safely and efficiently.



MANAGING TODAY'S CROP AND PLANNING FOR TOMORROW

NUWAY-K&H AGRONOMY ACCOUNT MANAGERS

As we move through the heart of the growing season, this year's crop continues to show strong potential across much of our trade area. While weather conditions have presented some challenges at times, overall crop development has progressed well, and many fields are positioned for a successful finish heading into late summer.

One of the biggest topics this season has been weed management, particularly with waterhemp. Across both corn and soybean acres, we've seen strong results from high-rate pre-emerge residual programs followed by the addition of Zidua-based post residual herbicides. This approach has helped extend residual control throughout the season, reducing the number of new waterhemp plants emerging and providing greater flexibility when timing post applications.

As many growers have experienced, weather conditions play a significant role in herbicide performance. Liberty herbicide applications, in particular, have been more challenging this year due

to a limited number of days that provided the warm temperatures, sunlight, and humidity needed for optimum activity.

WHY WEATHER MATTERS FOR HERBICIDE PERFORMANCE

For contact herbicides like Liberty, environmental conditions can greatly influence effectiveness. Warm daytime temperatures, adequate humidity, and active plant growth allow weeds to absorb and translocate herbicides more efficiently. When temperatures cool overnight and daytime conditions remain mild or cloudy, weed growth slows, reducing herbicide uptake and performance.

To address these challenges, some planned Liberty applications were adjusted to Enlist One where field conditions and weed pressure warranted a different approach. Making these adjustments allowed growers to continue effectively managing tough waterhemp populations despite less-than-ideal application conditions.

LOOKING AHEAD TO FALL FERTILITY PLANNING

While much of the focus today remains on crop management, now is also a good time to begin thinking about fall fertility planning. With current fertilizer market conditions continuing to fluctuate, reviewing fertility needs field by field before harvest can help position your operation to make informed decisions this fall.

If your soil samples are becoming outdated, we strongly encourage updating them this season. Conventional grid samples are typically recommended for resampling every four years, and fall provides an excellent opportunity to refresh that data.

TAKING SOIL SAMPLING TO THE NEXT LEVEL WITH SOILOPTIX®

For growers looking for a deeper understanding of field variability, SoilOptix® continues to be a valuable tool.

Unlike traditional 2.5-acre grid sampling, SoilOptix provides high-definition soil mapping that combines nutrient analysis, soil texture profiling, and elevation data. The result is a much more detailed picture of what's happening across every acre of a field.

This information can be used to develop:

- ➔ Variable-rate fertilizer recommendations
- ➔ Variable-rate seeding prescriptions
- ➔ Variable-rate soil amendment recommendations
- ➔ Site-specific iron prescriptions
- ➔ Variable-rate soybean population recommendations for areas with high soil pH

For growers whose conventional grid samples are due for renewal, transitioning to SoilOptix can provide additional insights that help fine-tune fertility programs and maximize return on investment.

As harvest approaches, we encourage you to connect with your Agronomy Account Manager to review fertility plans, discuss soil sampling options, and begin preparing for the 2027 growing season. The decisions made this fall will help lay the foundation for success next year, and we're here to help you evaluate the options that best fit your operation.

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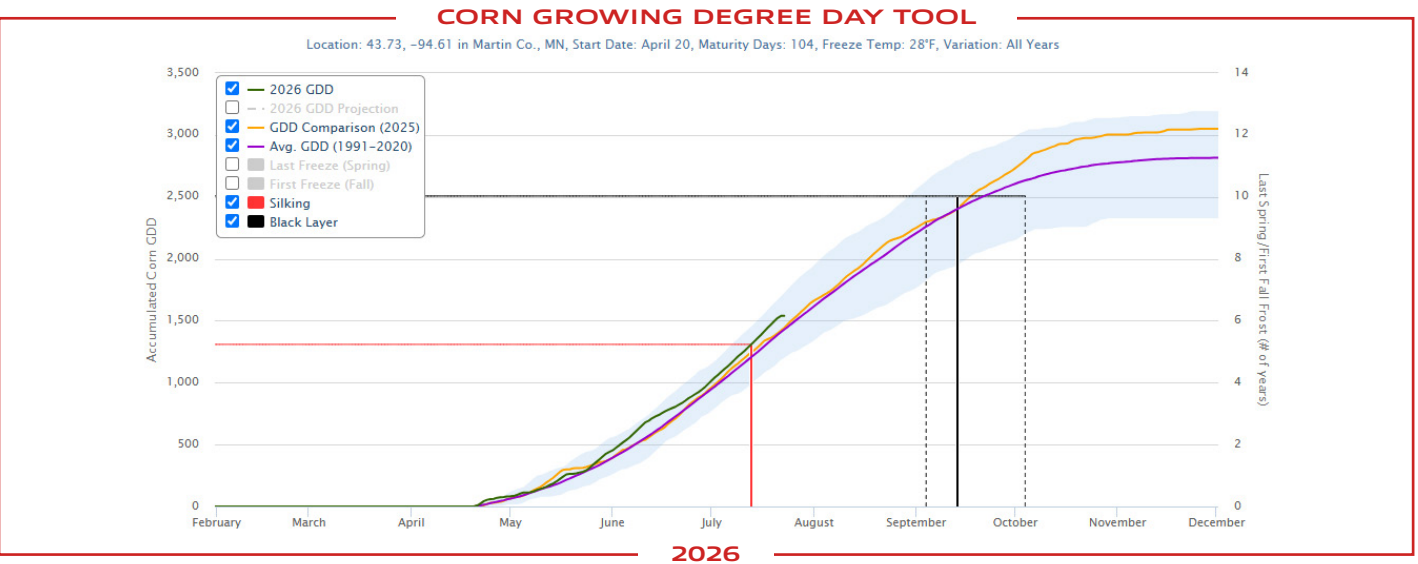


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MAKING EVERY NUTRIENT DOLLAR COUNT



JOHN SANDMEYER, CROP PROTECTION & NUTRIENTS DIRECTOR
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As growers begin thinking about fall fertility programs, one topic continues to be front and center: getting the most value from every fertilizer application.

Phosphorus remains one of the most important nutrients for crop production, but it's also one of the most challenging nutrients to manage efficiently. Once applied, phosphorus can become tied up in the soil, reducing the amount that is immediately available for crop uptake. In many cases, only a portion of the phosphorus applied is utilized by the crop during the growing season.

With fertilizer markets continuing to face supply challenges and long-term pressure on availability, growers are increasingly looking for ways to improve nutrient use efficiency rather than simply applying more product. The goal is to make every pound of fertilizer work harder while maintaining strong crop performance.

IMPROVING PHOSPHORUS EFFICIENCY

One approach gaining attention is the use of fertilizer enhancement technologies designed to improve phosphorus availability and utilization.

Products such as TriVar™ can be applied with dry fertilizer programs in either the fall or spring. TriVar™ works through multiple modes of action designed to improve nutrient availability:

- ➔ Helps protect applied phosphorus and micronutrients from tie-up in the soil
- ➔ Releases phosphorus and micronutrients that are already present in the soil
- ➔ Utilizes enzyme technology to convert organic phosphorus into plant-available forms
- ➔ Provides additional zinc and boron uniformly across each fertilizer granule

By improving access to both applied and existing soil nutrients, these technologies can help growers maximize the effectiveness of their fertility programs.



NEW TECHNOLOGIES ON THE HORIZON

Another option is RhizoSorb®, which is incorporated directly into fertilizer products.

RhizoSorb® works by helping maintain phosphorus availability and reducing nutrient tie-up after application. This acts as a nutrient reservoir, storing and releasing phosphorus as the crop needs it throughout the growing season. Unlike some technologies that rely primarily on environmental conditions, RhizoSorb® is designed to respond to plant demand, helping provide consistent phosphorus availability during critical growth stages.

The result is improved nutrient use efficiency and a fertility program designed to get more value from the nutrients being applied.

PLANNING FOR FALL APPLICATIONS

As fertilizer decisions are made this fall, it's important to evaluate not only application rates, but also how efficiently those nutrients will be utilized by the crop. Technologies that improve phosphorus availability may provide opportunities to enhance overall fertility performance while helping maximize the return on your fertilizer investment.

Every operation is different, and the best approach depends on soil conditions, crop rotation, fertility history, and yield goals.

If you'd like to discuss TriVar™, RhizoSorb®, or other nutrient management strategies, reach out to your Agronomy Account Manager or contact me directly at John.Sandmeyer@Nuway-KandH.com. We're happy to help review your fertility program and identify opportunities to improve nutrient efficiency for the seasons ahead.

WELCOME TO THE TEAM!



EMILY SCHMIDT, VP OF HUMAN RESOURCES
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At NuWay-K&H, our people are what make the difference. Every new team member brings unique experiences, fresh perspectives, and a shared commitment to serving our customers and communities. We're excited to welcome Jenny, Christopher, Seth, Mandy, Kaydon and Branch to the NuWay-K&H family. As they begin their careers with us, take a moment to get to know them and join us in welcoming them to the team!



JENNY JANOS | ALGONA C-STORE ASSOCIATE
Jenny recently joined the Cenex team in Algona. She moved to the area to be closer to family, who relocated from Oregon last year. Jenny starts her mornings early, coming in at 4:30 a.m. to prepare breakfast and lunch for customers. She is enjoying her role and is thankful for the training and support from Kris and Ashley. Outside of work, Jenny enjoys making arts and crafts and going thrift store shopping with her daughter. She looks forward to serving the Algona community and making breakfast for customers each day.



CHRISTOPHER WELCH | AGRONOMY OPERATIONS
Joining the NuWay-K&H Agronomy Operations team, Christopher brings a passion for agriculture and a desire to continue learning. Originally from southeast Iowa and now living in Fairmont, Minnesota, Christopher was drawn to NuWay-K&H by the opportunity to work closer to home and reconnect with his farming roots. "I'm looking forward to learning more about agronomy, getting to know our customers, and understanding how everything works together," he said. Outside of work, Christopher serves in the Minnesota National Guard and enjoys cheering on Iowa football and basketball with his six-year-old daughter, Blakely.



SETH HUDSON | AGRONOMY OPERATIONS
Originally from St. James, Minnesota, Seth and his wife, Jordyn, have a son, Stiles. He enjoys spending time outdoors, especially fishing, being on the lake, and making memories with family and friends. Seth was excited to join NuWay-K&H because it gave him the opportunity to get back into the agriculture industry. He's looking forward to building a long-term career in a field he's passionate about and serving customers throughout the area.



MANDY MOE | ALGONA C-STORE ASSOCIATE
Originally from Algona, Iowa, Mandy recently joined the Cenex team and is excited to be serving customers in her community. She has a 19-year-old daughter and was drawn to NuWay-K&H because it gave her the opportunity to get back into a role she enjoys after previously working at a gas station in Woodbine, Iowa. Mandy is thankful for this opportunity to join the team and looks forward to continuing to learn and grow in her new role. Outside of work, she enjoys watching movies, going for walks, and is always willing to lend a hand by picking up shifts whenever her coworkers need support.



KAYDON BARGLOF | AGRONOMY OPERATIONS
Growing up in Winnebago, Minnesota, gave Kaydon an appreciation for hard work and spending time outdoors. Outside of work, you will usually find him fishing, spending time with family and friends, or at the races whenever he gets the chance. Kaydon is excited for the opportunity to gain experience in a variety of roles, from working on equipment to operating machinery, and is looking forward to earning additional certifications and becoming as versatile as possible.



BRANCH JOHNSON | AGRONOMY OPERATIONS
Having lived in Fairmont, Minnesota, for most of his life, Branch was excited for the opportunity to join NuWay-K&H because it seemed like a great company and gave him the chance to do something he enjoyed: operating equipment. Outside of work, he spends as much time as he can fishing and hunting.

MEET OUR 2026 SUMMER INTERNS

Each summer, NuWay-K&H Cooperative welcomes a talented group of interns who bring fresh ideas, strong work ethic, and a passion for agriculture and business. Throughout the season, our interns gain hands-on experience across the cooperative while working alongside employees who are committed to sharing their knowledge and helping them grow.

From agronomy and precision agriculture to accounting, retail operations, and inventory management, these students have spent the summer building practical skills, making connections, and learning what a career in the cooperative system looks like. As the summer comes to a close, we'd like to recognize this outstanding group of interns and thank them for their hard work and dedication.



COOPER WENNER

After a successful internship last summer, Cooper returned to NuWay-K&H to continue building his experience in agronomy and operations. Cooper is studying Precision Agriculture at Ridgewater College and plans to graduate in May 2027. Outside of class, he enjoys helping on the family farm, working on projects, spending time with friends, and being outdoors. This summer, he looked forward to learning more about how agronomy and operations work together while gaining additional hands-on experience.



JOHN BOELKE

This fall, John will begin his freshman year at Gustavus Adolphus College, where he'll also play football. When he's not in the classroom or on the field, he enjoys spending time at the lake with friends. During his internship, John looked forward to learning more about agronomy while gaining valuable hands-on experience.



KYLAN ANDERSON

Returning for her second summer with NuWay-K&H, Kylan continued building on the knowledge and relationships she developed during her first internship. Kylan is pursuing an Agribusiness degree at Ridgewater College and is active in PAS. Outside of work, she enjoys spending time with her fiancée and baby girl and was excited to continue learning more about the agronomy side of the cooperative.



SAMANTHA HENNING

Growing up on a family farm sparked Sam's interest in precision agriculture. A sophomore at South Dakota State University majoring in Precision Agriculture with minors in Agronomy and Soil Health, Sam is active in the Agronomy & Precision Ag Club. She returned to NuWay-K&H this summer to deepen her agronomy knowledge and gain additional experience in precision agriculture.



ALEX STRESEMANN

For Alex, this summer marked his third internship with NuWay-K&H. A senior at South Dakota State University majoring in Business Economics and Accounting with a minor in Real Estate, Alex spent the summer learning more about retail convenience store operations and the cooperative's inventory management system. Outside of work, he enjoys hunting, fishing, baseball, and spending time with friends.



LEVI MIEST

Combining classroom learning with real-world experience was one of the reasons Levi chose to intern at NuWay-K&H. Levi is studying Agricultural Business with a minor in Crop Science at the University of Wisconsin-River Falls. A member of the cross country team, he enjoys watching sports, playing pickleball and frisbee golf, and spending time with friends. This summer, he gained experience alongside Agronomy Account Managers and spent time learning in the field.



BENNETT FLOHRS

Returning for a second internship, Bennett continued expanding his accounting knowledge while gaining additional real-world business experience. Bennett attends the University of St. Thomas, where he studies Accounting and is active in the Accounting Club and intramural basketball. Outside of work, he enjoys spending time on the lake, playing basketball, and being with friends.



KOLLIN ANDERSON

A passion for agriculture and a desire to learn more about crop production brought Kollin back to NuWay-K&H for another summer. Kollin studies Agricultural Science at South Dakota State University with minors in Precision Agriculture, Agribusiness, and Agribusiness Marketing. In his free time, he enjoys going to the gym, playing pickleball, and spending time with friends while continuing to grow his understanding of agronomy and crop management.

YOUR DATA HAS VALUE: ARE YOU READY TO USE IT?



TYLER BROLSMA, FARMRX SITE SPECIFIC AG SPECIALIST

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Most growers today have more data available than ever before. Between planting records, yield maps, application records, fertility programs, and manure applications, valuable information is being generated every season. The challenge isn't collecting the data, it's organizing it in a way that makes it useful.

That's where Datalink can help.

For many operations, records still exist in multiple places: monitors, notebooks, spreadsheets, binders, or even sticky notes. While that information may be available somewhere, it can be difficult and time-consuming to gather when it's needed.

Datalink provides a centralized location to organize and store important field records, making it easier to access information when making management decisions or participating in future programs that require documentation.

MORE THAN YIELD MAPS

Datalink has evolved from being a tool used primarily to view planting records and yield maps into a comprehensive data management platform. Today, the value of that information extends far beyond agronomic decision-making, helping growers organize field histories, document management practices, and prepare for future opportunities that may require detailed records and traceability.

Having organized records of planting history, yield data, fertilizer applications, crop protection products, and manure applications creates a complete field history that can be referenced year after year. Instead of searching through paper files or multiple systems, the information is available in one place.

For growers working with NuWay-K&H, application records can also be incorporated into the system, helping create a more complete picture of what's happening in each field throughout the season.



BUILDING A STRONG DATA FOUNDATION

The best place to start is by gathering the information already being collected on your operation.

This may include:

- ➔ Planting records
- ➔ Yield data
- ➔ Fertility applications
- ➔ Crop protection applications
- ➔ Manure application records
- ➔ Nutrient management information
- ➔ Application dates and field histories

Even if every record isn't currently available electronically, establishing a system now creates a foundation that becomes more valuable over time.

READY TO LEARN MORE?

If you're interested in learning more about Datalink or how FarmRX can help simplify your recordkeeping, reach out to your NuWay-K&H Agronomy Account Manager or contact your FarmRX specialist.



PERSONALIZED DATA FOR YOUR FARM.



INNOVATIVE IDEAS AND PRACTICES.



PROVIDING SOLUTIONS TO MANAGE YOUR ACRES.





FALL 2026

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