



COMMUNICATOR

SEPTEMBER 2003 • VOLUME 3 ISSUE 3

www.nuwaycoop.com

PAST YEAR'S CHANGES YIELD POSITIVE RESULTS



By Jim Lorenz
GENERAL
MANAGER

September has arrived. Fall will soon be in the air and crops will begin to turn. Similarly, NuWay Cooperative is turning the pages on another year of service to you.

Our fiscal year ended July 31, 2003, and our auditors will soon be in to verify our year-end numbers. However, with our 11-month numbers completed, we're able to make the following assumptions.

- Your co-op had a great year
- Sales increased by over \$8 million
- Annualized expenses decreased by \$70,000 a month.

During the course of the year, NuWay Cooperative made several changes to better serve you and position itself for the future.

We needed a larger sales base in our C-Store Division. Growing that division helped to expand the volume of our Petroleum and Transportation Divisions as well. While continuing to focus on serving you, we also worked hard to control

expenses across these divisions.

Our Agronomy Division closed some plants and lowered total expenses while maintaining most of its sales. The remaining plants may not be as close to some of you, but we can serve you well with our delivery systems. We will be much more competitive, long-term, because of the changes we made in this division.

All divisions have exciting plans for the future. I will let the division managers share these plans with you as the next fiscal year unfolds.

As always, I want to thank all of you for your support. ■



Changes at the Welcome Agronomy Plant include installation of a new blender and scale and a liquid loading facility.

NUWAY COOPERATIVE
P.O. Box Q, Trimont, MN 56176-0370
Main Office: 507-639-2311
800-445-4118
Fax: 507-639-4006

BULK LP & REFINED FUELS
Sherburn MN800-332-1439
Buffalo Center IA800-325-4540
.....641-562-2272

CONVENIENCE STORES
Welcome728-8424
Amboy674-3215
Butterfield956-5510
Fairmont238-2788
St. James - Downtown375-3411
St. James - Hwy 60375-5909
Sherburn764-3547
Trimont639-4491
Truman776-3300
Wells553-6315

FERTILIZER PLANTS
Welcome728-8224
Ormsby736-4311
Dunnell695-2734
NUWAY TECHNOLOGIES ...639-6481
MAIN OFFICE800-445-4118
.....639-2311
Fax639-4006

IN THIS ISSUE:
 Searching for NuWay's
 Future LeadersPage 2

 New Bulk Driver
 at St. James Page 4

 Customized Soil Sampling
 Now Possible Page 6

Searching for NuWay's Future Leaders



By Keith Sickler
BOARD
CHAIRMAN

Employees of our agronomy division worked some long hours in August. After a season of delayed planting and spraying in some areas, what is normally a slower time at our agronomy plants became very hectic because of the soybean aphid. Seems like there's always a new challenge to face. NuWay Cooperative just completed its fiscal year, which means we'll soon be having

our yearly audit and moving toward our annual meeting. (See the year-end comments by our general manager, Jim Lorenz, on page 1 of this newsletter.)

Also at this time, we begin looking for candidates for election to the board of directors. This year, the directors will be asking several of our patrons to serve a two-year term on the nominating committee. Please consider helping if you are asked to serve. If you agree to help, you will be invited to a meeting to go over instructions on finding candidates to run for the four board positions up for election.

As farming operations become larger, there are fewer people to choose for board positions. If you are asked to run for a board position, please carefully consider this invitation. We continue to need good people to fill these board positions—people with wisdom to help make good decisions that will keep your company strong in the future.

If you are not contacted but would like to be a candidate for the board of directors, contact me or office manager Mike Goldencrown at the main office.

At this point, it looks like we're having a year equal to or a little better than a year ago, due to your continued support and patronage. A big "Thank You" from the board of directors. ■

"WE CONTINUE TO NEED GOOD PEOPLE... WITH THE WISDOM TO HELP MAKE GOOD DECISIONS THAT WILL KEEP YOUR COMPANY STRONG."

—Keith Sickler on the search for director candidates.

NUWAY COOPERATIVE

Board of Directors

Keith Sickler	President
Greg Belknap	Vice President
Dan Bebernes	Secretary
John Burmeister	Director
Dennis Carlson	Director
Mark Flohrs	Director
Maynard Jagodzinske	Director
Howard Julius	Director
Stanley Nelson	Director
Eldon Tlam	Director
Leon Wenner	Director

Customer Appreciation Sale a Huge Success



Jim Jorgensen
CONVENIENCE
STORE
SUPERVISOR

As we close out the 2003 fiscal year, the numbers for NuWay's 10 convenience stores look quite good. For

more about our year-end, read the story by general manager Jim Lorenz on page 1.

Our 7th Annual Customer Appreciation Sale proved to be a huge success. It rewarded our valued customers with thousands of dollars in gasoline and other prizes. Once again, I'd like to personally thank each and every one for visiting your local C-Store and making this annual promotion such a huge success.

In the coming year

Plans for 2004 include facelifts for three of the four new stores. Late fall or early winter, we intend to take bids for remodeling the restrooms in Truman, Amboy, and Wells. I'm sure this will be an improvement all of our patrons will appreciate.

It is also quite possible we will be adding some new stores in 2004. I'll bring you up to speed in our next newsletter. ■

GAS CHECK® Keeps Our Customers Safe

To help prevent accidents, insurance companies are pushing LP suppliers like **NuWay** to make regular inspections of the propane delivery systems we supply. Inspections that expose present and future hazards in the storage tanks, lines and appliances of these systems have become a requirement for continuing liability coverage.

NuWay Cooperative has chosen long-time bulk LP driver **Tom Zender** to head up its inspection program. With 26 years experience in setting tanks, trenching lines, and delivering propane, Tom will perform a GAS CHECK® on every system supplied by NuWay Cooperative over the next two years.

Tom describes the GAS CHECK. “I start at the tank, checking the regulator on the tank and then the regulator on the house,” he states. “Then, I’ll follow the line into the house and check the appliances to make sure they have the proper shutoffs and traps.” He continues, “After making a general inspection of the entire system, I’ll perform a leak test to make sure it’s sound.”

At the conclusion of the inspection, Tom will talk with the customer about

any changes that need to be made to the system. “The GAS CHECK is free of charge,” explains Tom. “If we find something wrong—like a regulator over 15 years old or a regulator located too close to a window or air conditioner—the customer will be charged for parts and labor to correct the problem,” he advises.

Tom does not find problems with every system he inspects. However, he has located potential hazards even in brand new houses and systems that were plumbed with outdated and illegal parts.

When he determines what needs to be done, Tom will seek the owner’s permission before proceeding with the work. If the system is dangerous or illegal, he has the authority to “red tag” (shut down) the system until changes are made.

“Sometimes the system has been working just fine, just like a car that runs just fine for a while without changing oil, but that won’t last forever and neither will your propane system,” says Tom.

Now mandatory, the GAS CHECK could save your life, prevent a fire, keep your system from going down in the middle of the winter, or save you money, in the case of a large, undetected leak.

EDITOR’S NOTE: Petroleum division employee Jaime Bliesmer will call in advance to schedule your gas check. Appointments must be made so the service technician can gain entrance to the building, and the customer must be present when the GAS CHECK is completed, to sign the inspection sheet. ■



Regulators over 15 years will be replaced.

NuWay To Move More LP By Rail

The NuWay Petroleum Division has begun using its St. James bulk LP plant as a central receiving point for propane brought in by rail. Instead of trucking propane from the pipeline to our LP plants, the co-op will ship more propane in rail cars to the St. James plant and distribute it by truck to our plants in Buffalo Center, Fairmont, Sherburn and Trimont.

“Bringing propane in by rail car will keep our plants better supplied during cold weather when trucks wait in long lines at pipeline terminals,” says **Andy Swanson**, manager of the division. He adds, “Often, propane on the rail is lower in cost.” ■



New Bulk LP Driver at St. James



By Andy Swanson
PETROLEUM
DIVISION
MANAGER

This summer, we made a change in personnel at NuWay's St. James LP gas plant.

Tom Zender who has delivered propane from that plant since September 1977, became a full-time service techni-

cian working with LP customers of all NuWay plants.

Matt Bliesmer, who worked as an applicator at our Welcome agronomy plant, became the new LP bulk truck driver for the St. James plant.

We made this change because our insurance company now requires us to complete inspections of all systems to which we deliver LP Gas. Tom Zender, with his years of experience installing and supplying these systems, is the logical choice to head up this inspection program called GAS CHECK® (See story on page 3.)

Matt, whose father also worked in the propane business, is a friendly individual with a good attitude and has proven to be a valuable employee of the NuWay Cooperative. We're happy to give him the opportunity to take on additional responsibility as an LP bulk driver.

He is certified by the National Propane Gas Association for propane delivery and will be taking additional classes in coming months. Be assured that Tom will work with Matt to make a smooth transition and make sure a high standard of service continues at the St. James bulk plant.

"I'm going to help Matt as much as I can, and I'll still be out and about to see my long-time customers in my new role as service technician," says Tom.

"I'm definitely up for the challenge and excited to see what the fall brings," Matt remarks. ■



Our new service technician Tom Zender (left) will work with Matt Bliesmer (right), our new bulk St. James bulk truck driver, to make sure the transition is smooth.

Old Accounts Must Be Paid Before Charging This Fall



By Mike
Goldencrown
OFFICE
MANAGER

With autumn approaching, please note these policies concerning the purchase of farm inputs and heating fuels from NuWay Cooperative.

1. Bills for spring and summer inputs including gas, diesel, farm chemicals and spraying must be paid in full before any fall charges are incurred.
2. Heating fuel bills from last season must be paid before delivery can begin again this fall. Budget accounts must be zeroed out before any new payment plans can begin.

Note: Propane and fuel markets remained strong throughout the summer. Heating costs for the coming season are expected to be 25% to 50% more than last year. With the increased costs, we will more closely monitor heating fuel accounts to make sure they conform to NuWay's 30-day credit policy.

For your convenience

NuWay is attempting to set up two payment options before the heating season arrives.

The first is ACH (automatic payment) where your checking account is debited your monthly balance due. This option will be particularly appealing to customers on the budget plan.

The second is credit card purchase of home heating fuels. This would permit you to call NuWay's fuel delivery telephone number, tell them what you need, give them a major credit card, and we would run it through the credit card machine. *NOTE: One drawback to this is that the credit card processing costs for paid on accounts would be billable to you.*

Managing your heating costs

Before the season begins, I encourage you to figure out what it will cost to heat your home this winter. Then put money aside regularly to cover those costs. Heating degree-days have been pretty constant in recent years, so you should be able to closely estimate your fuel usage.

A FINAL NOTE: Please bear in mind that money coming from any fuel assistance program cannot be used or spent until that money is in our hands.

Thank you for your understanding and your business. ■

Positive Response to Agronomy Division Changes



By Kevin Jones
AGRONOMY
DIVISION
MANAGER

As we close out the crop year, it is gratifying to note that the changes we made at the beginning of the year to the image, personnel, facilities, and technology of the NuWay Agronomy Department have contributed to the success of our customers. Many have commented that our services have

gotten better through the things we've done.

To those inconvenienced in any way by the changes, I want to say "thanks" for giving us the chance to prove that we could serve you under the new structure. We hit a few bumps in the road, but we're committed to fixing them.

We made these changes because you told us you wanted NuWay Cooperative to be more competitive. Well, we're headed in the right direction. We've been able to maintain a profit level this year that will allow us to be competitive in the long run, while investing in the technologies you want

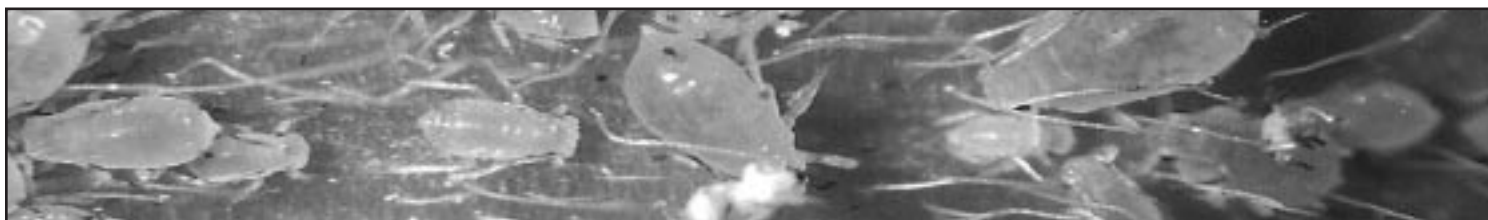
and need for your farming operation to be profitable.

Bring on the fall work

Renovation at the Welcome facility is nearing completion, with a new blender and bending scale in place.

We're currently filling our agronomy plants in advance of the fall season and anticipate no supply issues. Contact your agronomy account manager to arrange for your fall input needs.

If you have any concerns or ideas about how we can serve you better, my door is always open. Stop at my office in Trimont or call me at 507-639-2311 (800-445-4118 toll-free). ■



NuWay Responds Quickly to Aphid Infestation

The fact that NuWay Cooperative was able to spray 45,000 acres of soybeans in three weeks in response to the recent aphid infestation vividly illustrates the advantage of doing business with a full-service retailer that can scout and apply your fields, as well as supplying your crop protection products.

If you sprayed your own field and left any check strips, let us know the date you sprayed, the grow stage of the soybeans and the approximate aphid count. Any information we can share will help you and your co-op if we encounter the problem again next year.

Check to see which hybrids worked

Walk through your cornfields and scout for corn lodged due to rootworm or other factors. Now is a good time to take a visual inventory of the weaknesses and strengths of the hybrids you planted.

Your entry to precision agriculture

Thinking of grid sampling land for the first time? Call or stop at your local NuWay Agronomy Center. We'll explain the program and the results we've had from it. Then, as soon as you harvest your beans, we'll get your fields sampled so you can apply your fall fertilizer using variable rate technology.

This is also an excellent time of the year to sit down and



Dennis Helmers
DUNNELL



Scott Johnson
ORMSBY



Dan Schley
WELCOME

talk about the advantages of adding gypsum and lime to your soils.

Fall nitrogen could be best buy

We realize nitrogen is more expensive than this time last year; but if you're going to farm in 2004, let's get some anhydrous applied this fall. Nine out of 10 years it's more expensive to wait and apply your nitrogen in the spring. Plus, with fall application you know you have the product in the ground, in case of in-season supply problems.

If you farm sandy soils, ask about N-Serve. We've had good results with N-Serve in the Dunnell area. University data collected over the last decade indicates a yield advantage of 8 bushels per acre when applying fall anhydrous with N-Serve. ■

New Software Makes Customized Soil Sampling Possible



By Jeff Crissinger
NUWAY
TECHNOLOGIES
MANAGER

In the past, NuWay Agronomy and NuWay Technologies have typically focused on 2.5-acre grid sampling.

While we still believe this is the most comprehensive and effective way to do your site-specific sampling, we have found that it may not fit every field's situation or every grower's philosophy.

We are constantly looking for ways to improve the portfolio of services we offer the grower and have come up with a variety of sampling techniques that we could use on your farm. Today's computer software is capable of doing things we have never been able to do before. Quality yield data can now be manipulated to reveal management zones within a field. Previous year's soil sample data can now be combined with new soil sample data, giving you an even more comprehensive look at the fertility in your field.

To put it simply, we are now more capable than ever of designing different soil sampling techniques that can fit each one of your unique field situations, as well as your fertilization philosophy.

Now is the time . . .

. . . to purchase a yield monitor for the 2003 harvest season. NuWay Technologies is an Ag Leader® Master Service Dealer, one of only six in the state of Minnesota. When you purchase an Ag Leader yield monitor from NuWay Technologies, we install it for free. We also provide service after the sale, including two years of free calibrations, and map processing, helping you use your yield data to the

fullest extent.

Purchasing a yield monitor is one of the easiest ways to get started in site-specific agriculture or to enhance your current site-specific program. There has never been a better time to make the move. GPS receiver costs are the lowest they have ever been, and their accuracy only continues to improve.

Contact me at NuWay Technologies (507-639-6481) if you are interested in Ag Leader equipment information, pricing, or leasing.

Your feedback requested

Every Monday, from June 2 through September 1, NuWay sent growers who volunteered their e-Mail addresses an "Agronomy Update" via the Internet.

NuWay Technologies was behind the scenes of this pilot e-Newsletter project, designed to get accurate and pertinent information concerning fertility, weed, disease, and insect problems and solutions into the hands of our growers quickly.

With the pilot at an end, we would like to know if this is something that we should continue offering in future growing seasons. If you think "the Agronomy Update" was beneficial and should continue, be sure to let someone in the Agronomy division know. Likewise, please give us any ideas you have for improving this information tool.

We will be sure to take your comments into consideration, so that we can offer you an ever better Agronomy Update next year. ■



When you purchase an Ag Leader® yield monitor from NuWay Technologies, we install it for free.

Preferred Applicators Ready to Apply Your Manure



By Matt Benda
**COMPREHENSIVE
NUTRIENT MGMT
SPECIALIST**

Now is the time to schedule your fall manure applications. We have a list of preferred applicators, and we'll be glad to line one up to do your application. Our preferred applicators:

- Spread manure at a controlled rate
- Provide an accurate count of gallons applied per acre
- Create "as applied" maps
- Guarantee a professional job - *no misapplication or worries about yellow corn the following year.*

Relying on a preferred applicator allows you to concentrate on completing harvest and fieldwork on time, rather than worry about getting manure hauled.

Environmental Quality Incentives

The EQIP signup is over. If you didn't get a chance to sign up, give us a call or stop at NuWay Technologies. There may still be some funding you can receive. If not, we can

explain the program so you can consider and sign up next year.

If you were approved this year for either the manured or non-manured category, be sure to designate NuWay as your technical service provider (TSP). This will allow you a smoother transition into the EQIP program, with our consistent grower contacts and knowledge of agronomy and existing NRCS regulations.

We can also serve as an NRCS agent to monitor and sign off on any management practices, to make your collection of EQIP funds quicker and seamless.

We have Greyline meters

NuWay is a new distributor of Greyline flow meters, an accurate, economical flow meter for manure application.

Greyline meters monitor the gallons of manure flowing out of your tank, if you choose to apply it yourself. Installation of these meters is quick and easy—no cutting or welding of existing pipes on the tank.

Greyline meters include a digital data logger, for documentation purposes—to prevent under or over application.

Find out more about the most economical flow meter on the market by calling NuWay Technologies at 507-639-6481. ■

**"NO MISAPPLICATION
OR WORRIES ABOUT
YELLOW CORN THE
FOLLOWING YEAR."**

—Matt Benda on
the use of
preferred
applicators.

AGRONOMY UPDATES

Go to

www.nuwaycoop.com

and click on NuWay
Technologies for
Agronomy
Updates.

***Relying on a preferred applicator, you
can concentrate on completing your
harvest and fieldwork.***



Join Us For NuWay's Plot Tour Field Day

DATE: SEPTEMBER 10, 2003

TIME: 10:00 A.M. - 3 P.M.

**LOCATION: 1.5 MILES NORTH OF I-90
AT WELCOME, MINN.**

**THE CORN PLOT IS LOCATED ON THE
ALDO AND KAREN SENNE FARM. THE
SOYBEAN PLOT IS LOCATED ACROSS THE
ROAD ON THE MAYNARD AND MARY
JAGODZINSKE FARM.**

LUNCH WILL BE SERVED AT NOON.

as many different genetic families as possible. That's why NuWay Technologies offers seed choices from five major corn companies and seven major soybean companies.

Showcased in NuWay Technologies' plot sites are new products and technologies from Croplan®, DeKalb®, NK®, Mycogen®, Asgrow®, Stine®, and Thompson Seeds. These companies represent the industries top yielding hybrids and varieties in our immediate area.

At our Plot Tour Field Day, September 10, representatives of these companies will be on hand to answer questions about their specific products.

Two More Plots

Visitors are always welcome at



By Rock Reker
NUWAY
TECHNOLOGIES
SEED DIVISION
MGR

NuWay Cooperative's three plot locations. In addition to our plots 1.5 miles north of Welcome, we have corn and soybean plots at two other locations.

- West side of Alpha, along County Road 29 – Dan Schley
- 4 miles east and 2 miles north of Ormsby – Christensen Brothers

We encourage you to stop at these locations any time to dig up plants, view roots and stalk quality, or look at anything else that interests you. ■

About the Plot Tour

At NuWay Technologies, we believe "genetic diversity" is the key to your future financial success. Genetic diversity means planting a portfolio of corn hybrids and soybean varieties with genetic backgrounds that include

Plot Tour Special Offer!

Order a minimum of 24 units of Bt, RR/Bt, or CRW seed corn and receive two units of conventional seed corn of your choice, at no additional charge.

This offer applies to all Croplan®, DeKalb®, NK®, Asgrow®, and Mycogen® brand seed corn hybrids.

Limitations:

- *You must be present and place your order at the Plot Tour to receive this special offer.*
- *Substitutions may be made after fall yield data has been collected, but must be made before Jan. 1, 2004.*
- *Only one offer per account.*



HWY 4 SOUTH
PO BOX Q
TRIMONT, MN 56176-0370

FIRST-CLASS MAIL
U.S. POSTAGE
PAID
VISTAMAIL