

▶ Story ideas and article submissions can be emailed to Jenny Nash at nashj@nachurs-alpine.com or mailed to 421 Leader Street, Marion, OH 43302.

NEW EMPLOYEES... WELCOME! (FEB-APR)

Eric Fortin
Dispatcher – ALPINE

Clayton Krusk
Plant Operator –ALPINE
SK plant

David McClain
Sales – ALPINE

Lance Brillon
Sales – NACHURS

(Oct '09)
Preston Thacker
Maintenance Lead

MILESTONE ANNIVERSARIES... CONGRATULATIONS! (FEB-APR)

William Benner	10 Years- Feb
Reiny Packull	15 Years- Feb
Robert Michael	25 Years- Feb
Gail McMullen	20 Years- March



NACHURS®

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NACHURS® NEWSLINE

SPRING '10



L to R: Phil Luther, John Kelly, George Berg, Ole Velde: March, 2008

HOW THE WEST (COAST) WAS WON

By: Debbie Rettig

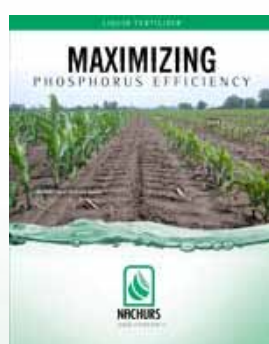
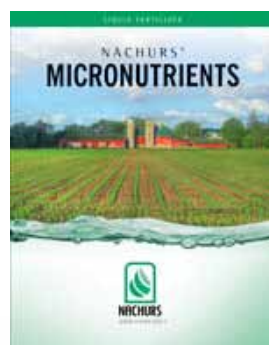
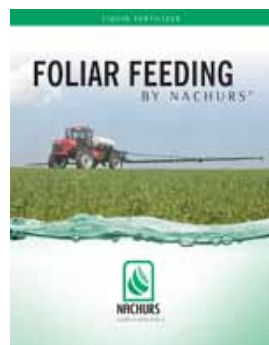
After 33 years of dedicated service, Phil Luther will be retiring as of April 30, 2010. Phil began his career at NACHURS in November, 1977 as an independent representative prior to coming onboard as an Area Supervisor on January 15, 1979. His "territory" was the West Coast! Needless to say, he traveled extensively in those days and single-handedly put NACHURS on the map in that part of the country through diligently working the area and hiring independent contractors. His commitment to the product and the program, lead to further promotions within the organization such as Regional Sales Manager, Area Sales Manager and Territory Sales Manager to the position he has held since January 3, 2000: Director, Western Operations. Our success on the West Coast is largely due to Phil's efforts over the years.

An avid golfer, he plans to spend a great deal of his time on the golf course with his favorite golfing buddy, his grandson, Dylan, and traveling with his wife, Patsy.

We at NACHURS ALPINE SOLUTIONS wish him a very happy retirement.



BROCHURES NOW AVAILABLE...



NEW NACHURS MARKETING MATERIALS & ANNOUNCEMENTS

By: Jenny Nash, Marketing Coordinator

I would like to introduce you to several **new marketing tools** now available to you!

In an effort to keep distributors up-to-date on the latest marketing materials and promo items, a webpage has been developed: www.nachurs.com/distributors. The main page contains our most requested materials such as brochures, flyers, tech sheets, etc. You may save the .pdf file by clicking on the document and printing your own copies, or request that we send copies to you by submitting the online form.

The **Equipment Rebate guidelines and form** is also available on this page (as well as underneath the "equipment" tab on the main NACHURS website).

Also on the distributor page is a link to our **promo items**. These NACHURS items are available to you at half cost. You may fill out the online form or call- please note that we have limited quantities in stock. Once your request is received, we will make sure we have the quantities requested available. An invoice will then be sent with the items.

Some of you may be involved with **NACHURS tradeshow**. A link- "Tradeshow Supply Form", is now available on the distributor page.

Newer brochures available:

Canola crop brochure, NACHURS liquid starters, Foliar feeding by NACHURS, NACHURS Micronutrients (new Micronutrient information also available on the website!), Maximizing Phosphorus Efficiency.



We are now on **Facebook!**
Become a fan: search for NACHURS® Liquid Fertilizers.

We are now on **Twitter!**
Follow us: <http://twitter.com/NACHURS>

We are now on **YouTube!**
Subscribe to us: <http://www.youtube.com/1946NACHURS>

Now Available: **NACHURS Photo Gallery**
http://www.nachurs.com/photo_gallery.html

If you have pictures or testimonials you would like to add, please contact me.

NACHURS SRN™

We are happy to announce the development of the new NACHURS SRN: 28-0-0 WITH 72% Slow Release Nitrogen, now available. Materials are now available online (tech, msds). If you have any questions, please contact me.

NACHURS CornGrow™ NACHURS SoyGrow™

We also have new NACHURS CornGrow and NACHURS SoyGrow materials available online, or you may contact me for copies. NACHURS CornGrow and NACHURS SoyGrow are micronutrient packages.

As always, thank you for your continued support of the NACHURS brand. Please don't hesitate to call or email me with questions or comments.

800-622-4877 ext. 234, nashj@nachurs-alpine.com

Distributor Spotlight: David Smith of Quality Ag Solutions Windsor, Illinois

David had graduated from the University of Illinois and recently returned from a tour of duty in Vietnam when he and his father were captivated by a NACHURS Sales Presentation in 1972. Realizing the potential of such a product, David signed up as a Regional Supervisor and his father signed up as a dealer. Using NACHURS liquid fertilizers in their own farming operation proved that the product did what it claimed to do and more.

David became one of the first Certified Crop Advisors and after 38 years says he is still learning what NACHURS can do. "Best thing on the market. People need to take time to understand the full potential of the product. There's a lot of great stories."



Photo: David Smith, wife Karen and daughters Michelle Smith and Leslie Richter.

When asked how he's been so successful in his market area, David stressed the importance of customer service and follow-up. Product knowledge is critical to success in helping customers make a purchase. He educated the customer how to become more profitable by feeding the plant with a liquid fertilizer program and replacing their dry fertilizer program. "We help feed your crops so you can help feed the world" is the slogan on promotional materials.

Quality Ag Solutions is a home based business with family members involved at many levels. David states, "Our business has been a family affair, with the office here at the house. Before cell phones Karen chased all over to find me for customer needs. The girls grew up helping answering the phone and taking messages for dad. They later have helped me with the technology side of the business. I especially need their help when I prepare a power point presentation or try and email pictures."

NACHURS ALPINE SOLUTIONS THANKS QUALITY AG SOLUTIONS FOR THEIR SUPPORT FOR 38 YEARS!