



Return Service Requested

P.O. Box 40, Osborne, KS 67473-0040

LOCATIONS AT:

Alton	Corinth	Mankato
Bellaire	Downs	Osborne
Bloomington	Lebanon	Portis
Burr Oak	Luray	Waldo

PRSRT STD

U.S. Postage

PAID

Osborne, KS

Permit No. 3

Newsletter

June 2024

Manager's comments

by Craig Mans

Thank you to those that attended our annual meeting that was held on May 23rd. We appreciate everyone that attended considering the weather conditions allowing many to be in the fields planting. We celebrated 116 years as a cooperative this year. I am happy to report Midway had another good year. Our fiscal year-end sales were 140 million dollars. As commodity prices have fallen and we have fought drought, this still comes in as the 4th highest in Midway history. Local Earnings on these sales was \$4.1 million dollars. Again, this year, I will say this is an important number as this reflects what we control. We are also very fortunate to have a strong Regional Cooperative system that paid us back \$4.7 million in patronage this last year. This money goes right back to our owners. This includes AGP, where we sell most

of our beans, CHS for fuel and fertilizer, Land O'Lakes for chemicals and CFA and CoBank for financing. We also get our insurance through a cooperative agency, ProValue Insurance and a cooperative insurance company, Triangle Insurance. It's important to remember that these Regional Cooperatives are owned by YOU.

Our total net savings which includes regional patronage was \$8.5 million dollars. Of the \$8.5 million dollars of total savings, patronage dividends in the amount of \$5.9 million dollars will be allocated back to members. 50% will be in cash or nearly \$3 million. Please see the included chart for patronage rates. Patronage is based on the member business done in our fiscal year which goes from April 1 thru March 31. The rates this year are along our 10-year average. These strong earnings once again allowed for an equity retirement. \$3.3 million of equity or deferred patronage was paid out in the last year and this includes estate payouts. The equity retirement and the cash portion of this year's patronage amounts to over \$7 million in cash paid back to its members this past year once again. The equity retirements have been made possible by our financial success. I sometimes hear that you must die to get your equity out of Midway Coop. While it is true you get the balance at that time, your board of directors have been aggressive in paying out equity and the oldest equity in Midway Coop is less than 20 years old.

Midway had a good year across the company. The grain department handled 10.6 million bushels. With the dry summer last year our fall crop came in at just over 9 million bushels. Last year's wheat harvest was the worst total bushel intake in Midways modern history. With the inverted markets and small harvests, we had no grain on the ground this last winter, but I do wish that was a problem we had! Let's hope we have the drought behind us. I will add that in 1996, grain storage was just over 3 million and today your cooperative has nearly 15 million bushels of grain storage. We also removed about 2 million bushels of old storage during this time. We did carry over 5.8 million bushels into our new fiscal year. These carryover bushels have us off to a strong start in our new fiscal year.

• See fiscal page 2

MIDWAY DONATIONS

Midway Co-op in conjunction with CHS donated a total of \$10,000 to the North Central Kansas Youth Fair for portable picnic tables.

Patronage Rates

Commodity	2024	2023	2022
Based on bushels sold			
Grain	33.25¢ / bu.	38.79¢ / bu.	33.81¢ / bu.
Grain Storage Paid	21.509%	25.611%	24.471%
Fertilizer	7.228% or apprx. \$42.57 / ton	6.035% or apprx. \$46.59 / ton	9.304% or apprx. \$65.16 / ton
Chemical	8.244%	12.282%	10.097%
Petroleum	7.410% or apprx. 26¢ / Gal.	6.546% or apprx. 26¢ / Gal.	1.336% or apprx. 4¢ / Gal.
Feed, Seed & Merchandise	4.201%	5.545%	3.449%

• **fiscal**

Continued from Page 1

Our crop production department had a busy year considering the drought. We had a new seed sales record of over \$5.8 million. We also moved nearly 23,000 ton of fertilizer and had chemical sales of \$11.9 million. March and April were big months in the agronomy department as we had a little moisture. Our petroleum department stayed steady with sales of over 3.8 million gallons of fuel. The feed department was just off of last year's record with sales of 8.1 million dollars.

Having a strong cooperative continues to allow us to re-invest back into our assets and facilities. In the last year, we spent a record of over \$6 million in capital expenditures to better serve you. This included a new bin at Burr Oak that was completed just in time for fall harvest, as well as additional dry fertilizer storage at Burr Oak. The new robotic stacker and boiler at the Feedmill have been completed. We also purchased Solomon Rapids Seeds Osborne location. Currently, we have a new dry fertilizer storage plant being built at this location that will hold about 3 times the storage we currently have at Osborne and feature quicker loading times. We are also scheduled to complete a rebuild of the railroad siding at Bellaire this year.

Our Mission Statement is "To serve our communities with a financially sound, professionally managed cooperative offering quality products and services at competitive prices." We take serving our communities very seriously. Thank you to our regional cooperatives, as many of them have matching donations available that we always take advantage of to help our communities. This last calendar year we once again had donations of over \$80,000 with matches.

We are paying back 33.25 cents per bushel on grain from our 2024 fiscal year that ended March 31. Along with the patronage, Midway is passing through 12.51 cents per bushel on the 199A passthrough. The 199A passthrough is a tax deduction to you that will be on your 1099 that you receive next January. That amounts to 45 cents per bushel back to the producer! Patronage checks will be mailed in June. Thank you for your business and use of the cooperative system.

Agronomy

by Ron Sothers

Hello everyone! I will start off with a short introduction. My name is Ron Sothers, and I grew up on a family farm near Courtland, Ks. I graduated from Pike Valley High School and attended K-State University. I am married to my wife, Jennifer, and I have 3 children, Ty, Tiana, and Rylie. I have been in the Ag Retail Industry for 30 years and have spent time with Cooperative's and Independently owned companies. Your Cooperative has a very good reputation in the industry, and I am excited for the opportunity to work here and serve the members.

It's the middle of May, and the wheat looks better than it has for a couple years and is ahead of schedule by 10 days or so. With a little luck, we should have a good harvest. Planting is underway and we have been getting some much-needed moisture. As

always, Midway Coop has your input needs covered. Seed, Fertilizer, Chemical and Custom Application, we look forward to helping you with your operation.

I also would like to take this time to inform you that Midway Coop is now an enabled Truterra Retailer. Truterra is Land O'Lakes Carbon Credit and USDA Supported programs provider. These programs include but are not limited to Carbon Credits, USDA Financial Assistance for Adoption, and USDA Early Adopter Programs. Some of the program's enrollment period begins Aug 1st, 2024, which will be here before we know it. These programs can bring income and value to your operation. Most of the programs have enrollment caps, so once the cap on acres is met, enrollment will be discontinued for another year. Please get ahold of your agronomist, location, or myself to get on the list, if you are interested in finding out more about these programs.

I look forward to meeting members as time allows, so feel free to stop in my office, or hopefully I run into you at one of the Locations. Have a safe and abundant wheat harvest!

From the Grain Department

By Cullen Riner

March 31st was the end of our 2023-24 Fiscal Year for Midway Coop, and we want to say Thank You for making it another successful year. Patronage rates are very good again this year. We could not make this possible without the loyalty of our customers. With that said, there are always challenges ahead. In general, the wheat crop is looking good. The northern part of our territory has received good rainfall and there is potential for exceptional yields. In the southern part of our territory the wheat looks like yields will be better than last year. Hopefully, timely rain finds us throughout our fall crop growing season, which would allow us to have a plentiful fall harvest. We have heard reports that suggest good planting progress for fall crops.

The Grain Department has been shipping lots of grain this spring and will continue to do so over the next couple months. With the lack of bushels from the previous year we will have plenty of room to handle a big wheat and fall harvest. Storage capacity is continuing to grow as we are in the process of putting up another bin to help service our patrons.

With wheat harvest right around the corner I would like to encourage you to go over your grain accounts and make sure that they are set up properly before you deliver your grain to the elevator. Things do change from year to year, and we want to make sure your accounts and splits are correctly set up. Feel free to go into your local elevator and ask to see the accounts that are set up for you. We can make changes and add or delete accounts if needed. Also, I want to encourage you to Sign In on our web portal to view your production, this is a great tool for checking your grain tickets and getting your production history, as well as checking your invoices. We can also email you tickets, settlements, and contracts.

• See grain page 3

• grain

Continued from Page 2

In conclusion, I wanted to review a few of our offerings in the grain department. First, we are offering a non-interest deferred payment program that allows you to receive payment at any time after you settle your grain, instead of having to wait until January to receive payment. Hopefully, this will give you more financial flexibility when settling your grain. However, we will not pay you 1% interest on your settlement if you choose this deferred payment option. Second, I want to remind everyone of our direct deposit grain payments to your bank account. If this is an attractive option to you, give us a call at any of our elevator locations or the General Office in Osborne and we can help you get direct deposit set up for your account(s). Or you can go to our website, midwaycoop.com and click on the "about us" tab, choose "forms", then select "grain direct deposit". Under the "about us" tab you will find all our forms for your convenience. For example, we also have a "power of attorney" form. This should be filled out and notarized if you want someone else to be able to manage your account. An example of this would be if a family member taking care of mom and dad's business and calling to sell their grain. If you have any questions, please give us a call at the General Office at 785-346-5451.

Thank you for your patronage!

Farm Bill Update and Plant Dates

By Eric Mans

Based on MYA (Marketing Year Average) price estimates, wheat most likely will not trigger a PLC payment this year. KSU's estimated wheat price for 2023/24 MYA is \$7.06. The PLC reference price for wheat is \$5.50. The MYA Price will be finalized at the end of May. The MYA price will be finalized at the end of August for corn, milo, and soybeans. For 2023/24 MYA, the KSU estimated prices are \$4.66 for corn, \$4.98 for grain sorghum, and \$12.53 for soybeans. Reference prices are \$3.70 for corn, \$3.95 for grain sorghum, and \$8.40 for soybeans. If these estimated prices hold there will be no PLC payment for corn, grain sorghum, or soybeans. Remember, producers are not paid on planted acres but are paid on 85% of base acreage by crop. If there is a payment, producers should expect that payment after October 1st.

ARC County payments will depend on county yields and MYA price. In our area, it looks like we are likely to receive ARC County payments but yield data has not been released for all crops in all counties. Again, producers will be paid on 85% of their base acres. If there is a payment, producers should expect that payment after October 1st.

Here are a couple crop insurance reminders. With the deadlines approaching these dates are important to remember. Final plant dates for corn- May 25th. Soybeans- Jewell, Mitchell, Osborne, and Smith Counties June 15th. Soybeans- Russell and Lincoln counties June 20th. Milo- June 25th. Sunflowers- June 25th. The crop insurance acreage reporting deadline for spring planted crops is July 15th. Also, for our livestock producers we

do offer Livestock Risk Protection (LRP) which is a policy to insure against declining market prices. Our markets are strong which allows us to insure a very profitable price for our livestock this year.

With our producers currently working hard in the fields make sure to apply for our finance programs if you haven't already. We offer CFA financing with competitive rates and an easy application process. If you have any further questions regarding financing, crop insurance, LRP, or ARC County and PLC payments stop by the General Office in Osborne and see me or call at 785-346-5451 or my cell at 785-346-4654.

Tissue Sampling Revisited

by Jeff Hammer

It seems that we have possibly begun turning the corner on the drought issues we have been plagued with the past few years. Getting all we can out of this crop will be vital to our success this fall with the current economics of production agriculture. We know there are some interactions that can provide a yield response on some nutrients. Many of our micros such as Zinc, Manganese, & Boron are normally deficient in our area, and interact heavily with Nitrogen in cells causing uptake issues. Zinc and Manganese also have limited availability on higher pH's, and you cannot afford to economically apply enough to the soil systems to correct deficiencies.

When is the best time to take a sample? I would try to take samples one week ahead of when you intend to make a post-emergent herbicide application because most of our foliar micronutrients will readily mix with glyphosate (other than Iron unfortunately). In corn and milo, we randomly take samples from 20-30 plants across the field, and I recommend sampling in multiple stages up to reproduction to get a good snapshot of what is going on in our fields through the growing season. In soybeans, samples are best taken at early flowering stages from the last fully developed trifoliolate leaf set on 20-30 plants.

Data and Recs: We have access to the **Nutri-solutions 360 Tool** from **Winfield United** that uses Servi-Tech Labs to give us a list of products to use and recommended rates to correct measured deficiencies. The turnaround is within days and some of the trends from years of sampling results are very handy in making recommendations.

Foliar Products: We have a wide variety of foliar products to use post in corn, beans, and milo. Many of you are familiar with our Kugler Products (XRN, LS624, and MicroMax) which all work well foliarly. Nitrogen deficiency can become an issue in drier weather due to decreased uptake with water. Also, Nitrogen can be an issue when there is excess rain due to leaching and denitrification. XRN mixed with our Winfield Max-In Sulfur product in a 2 gal + 2qts/ac ratio will be a great foliar application to address those two soil mobile nutrients. Winfield United has a long list of foliar Micro-nutrients that use their patented Max-In Ultra Technology, which enhances nutrient uptake in plants.

• See sampling page 4

• **sampling**

Continued from Page 3

One of the more attractive blends that addresses many of our deficiencies is Max-In ZMB which contains Zinc, Manganese, and Boron (all three are commonly deficient in corn tissue tests and should be considered if you did not include any Zinc in your starter program). The long list of Max-In products also includes: Boron, Calcium, Copper, Manganese, and recently added Iron-Up which is play for Iron Chlorosis in soybeans. Boron is a foliar nutrient in corn that has shown some consistent responses in the western corn belt. Boron is extremely important during reproductive stages and yield responses to foliar Boron of 5-7 bu/ac have been replicated over several growing seasons.

For questions on products and to get signed up to have your fields checked this summer; talk to Jeff, Joe, Tanner, and Wyatt or your local branch manager today.

Spraying Soybeans Post Emergence *by Joe Princ*

It is that time of year already where we are trying to figure out the best way to kill pigweeds. That being said there have been a lot of soybeans planted, some with a pre-emerge, and in my area with the dry weather pattern, a lot of acres had nothing put on. If we ever get into a wet weather pattern, we are going to have to make sure we stay on top of the weeds. It seems that every year they are getting tougher to kill once they are up so I will refresh everyone on the different post-emerge options.

XtendFlex soybeans cover most of the soybean acres, so I want to go over some changes and options when spraying post. If you chose to go this route and plan on spraying soybeans yourselves, you should have completed the online training. Also, as I am sure everyone knows, the big change on this system is all post dicamba products had to be purchased by the end of May. If you did not have that purchased, then you will be limited to using Liberty. If you're going the dicamba route, those products still have a June 30th cutoff for application. Either way you want to make sure you are spraying when weeds are small because we really only having one product going after the pigweeds and they are much harder to knock down when they get some size to them. Also remember with Liberty, or any glufosinate product, ammonium sulfate and high gallons/acre are key to getting it to work. As for the future of being able to spray dicamba postemergence on dicamba soybeans, we are still unsure what will happen.

The next herbicide platform I want to cover is the Enlist system. This technology has been available for a few years now and is starting to grow in this area. Enlist offers the ability to spray glyphosate, Liberty, and Enlist 2, 4-D choline. This system offers excellent weed control without the risks of off target damage associated with the dicamba platforms. 2 quarts of Enlist Duo contains 32 oz of glyphosate and 32 oz of 2, 4-D. If you want to add Liberty into the tank mix to increase control, we recommend 30 oz/ acre. The nice thing with this platform is

the ability to tank mix the Enlist and Liberty together and it has been doing pretty well at killing pigweeds, especially if they are small. I would encourage everyone to add in some glyphosate as well as Liberty will not always get shattercane and other grasses very well.

We all know the best way to kill weeds is to not let them come out of the ground and the best way to do that is using residual products. Some of the residual products that can be used as overlapping residuals are Warrant, Zidua, Outlook, and Sequence. All of these products have worked well at preventing pigweeds from emerging. For some, Bayer rewards is going to play a part in what you spray with post. For guys that planted Dekalb corn and Asgrow soybeans, Warrant will be the product of choice for Bayer rewards. If Bayer rewards is not going to affect you, we are offering \$2/acre rebate on Sequence if you purchased soybeans from us and used CrusierMaxx seed treatment. Sequence is a premix of glyphosate and Dual and the use rate is 3 pints. If lower use rates are important to you, then you may want to consider going with BASF's lineup of products. Engenia is BASF's dicamba product and can be paired with Outlook or Zidua. Outlook can be used at 10 oz/acre and Zidua at 1.5 oz/ acre. All of these residual products provide you with excellent pigweed control.

No matter which route you take, XtendFlex and Enlist systems are good at controlling weeds in soybeans. If you have any questions regarding how to use these products, give your agronomist or branch manager a call.

Petroleum Department *by Trevor Oliver*

As I am writing this newsletter update, it is drizzling rain. I'm hoping to keep this trend! Our wheat acres in the area look as if we will have a crop to harvest this year, which I am sure lessens some tensions. As we are putting our fall crops into the ground, I wanted to set a reminder for you on your bulk fuel storage facility.

Now would be a great time to change your filters on your storage tanks. Fuel contaminated with water can cause decreased acceleration, loss of horsepower and, in some cases, engine damage that spells costly downtime. Water in the fuel also allows for microbial growth to form inside tanks that can attack the fuel.

With that being said, equipment today comes with water drain valves. As you prepare for a busy growing season, make note to use those valves to remove water from the machinery in addition to removing water from your storage tanks regularly.

A great habit and extra easy step to minimize water in equipment during the working season is when your working day is over, remind yourself to take the time to fill up your fuel tank. Condensation happens overnight, especially in spring weather. By reducing the airspace in your full tank, you will diminish that risk.

• See petroleum page 5

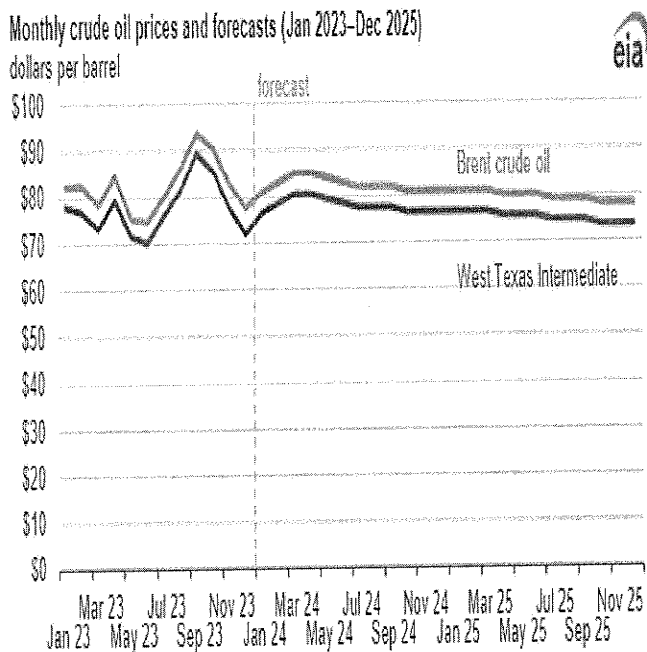
• petroleum Continued from Page 4

Next time we come out to your facility be sure to ask one of our Tank Wagon drivers if they could install new filters for bulk fuel storage facility. I suggest this be done twice a year.

We also have for sale McDonald Fuel tanks. You can get a 500-gallon tank for \$1,350 and 1000-gallon tanks for \$1,950. We offer them as just the tank or we can get the equipment to get you going with pumps filters and gauges.

EIA Short Term Energy Outlook:

Global oil prices- We expect voluntary OPEC+ crude oil production cuts and ongoing geopolitical risks will keep the Brent crude oil spot price near \$90 per barrel (b) for the remainder of 2024 before falling to an average of \$85/b in 2025 as global oil production growth picks up.



The Feed Mill



By Dean Heise

Fly control issues –

Whether you use dust bags, oilers, rub socks or fly control minerals – flies are going to create problems. We have a reliable, high-quality source of garlic that we are continuing to use this year. The last couple years garlic seemed to do a very good job of face fly control, which substantially reduced the pink-eye issues. Make sure to watch fly populations so they don't rob you of weight gains or cause pinkeye problems this

summer. We do have mineral tubs with and without garlic and/or fly control. We also have **Justify Salt blocks and loose bag salt** if you want fly control but do not want to change your mineral usage. If you have a special request, let us custom formulate a mineral for your exact needs. SALT is one of the cheapest minerals and is often overlooked; always allow livestock access to salt in addition to the free choice mineral. Mineral consumption on our products are formulated for 2 oz per head per day so a good rule of thumb is 1 lb. of mineral/cow/week or about 1.5 lbs. mineral/pair/week. Consumption can be adjusted with addition of salt or distiller to decrease or increase as needed.

Pasture Quality –

With the continued drought conditions, the pastures are slow to take off and most are short on grass once again. I am seeing that the grass is more nutrient dense with the minimal growth this spring and mineral consumption is lower than normal. With uncertain weather patterns, get the most out of your grass by adding Rumensin to the mineral. Rumensin has shown to improve feed conversions significantly in cows as well as stocker calves, which would allow for increased stocking rates. Creep feeding the calves or earlier than normal weaning will also help to alleviate stress on the cow herd to maintain condition easier. Supplementing the calves with commodity by-product-based pellets instead of grain-based rations will allow you to get the extra protein the calves need to grow skeletal structure without getting the 'fat' look as quickly. We have limited creep feeders for sale, rent, or rent-to-own from several manufacturers so give us a call and let us help make it a profitable summer for you.

Heat Stress –

As we get into the summer heat, livestock gets hot the same as we do. The problem with that is they have no air-conditioned truck or house to go to for relief; instead, they go to the ponds or stand under a shade tree. When they gather under trees, manure piles are more concentrated and fly populations increase more quickly. When they stand in the ponds, footrot can be an issue to contend with, besides the fact if they are not grazing - they are not gaining. We have a natural flavoring agent that has shown to increase appetite and keep them spread across the pasture grazing and has also helped with milk production. This product can be added to minerals, supplements, or complete feeds and is safe for all species. For less than \$0.03 per head per day we have seen 0.25 – 0.4 lbs. per head per day increase in average daily gain on stocker calves on grass, up to 50 lb. heavier calves at weaning and we have shown to keep cattle on feed in the feedlots through the "dog days of summer". If you have questions about this flavoring agent, make sure to call Dean at the Feedmill (785-346-5441) in Osborne and I will be glad to explain it in more detail.

July is our next mineral promo month.

Fortifying Digital Defenses: The Vital Role of Two-Factor Authentication

By By Dustin Schlatter

The world we live in has an incredible amount of maliciousness in it, and one of the downsides of utilizing electronic devices with an internet connection is we have brought all that malice much closer to us. Scamming, fraud, and other harmful acts used to require the perpetrator to be physically near us to accomplish their mission. The internet has enabled millions of people from thousands of miles away to try and swindle or defraud us, steal sensitive data such as our identity, and cause great havoc. Our digital front door isn't on the west side of the house, nor is it at 1640 Riverside Drive. Our digital front door is located at every internet connected device in the world, estimated to be over fifteen billion devices.

One of the simpler and better ways you can protect yourself in the digital world is to use Two-Factor Authentication (2FA). 2FA is a category of Multi-Factor Authentication (MFA) and should be considered a minimum requirement for sensitive accounts such as banking and email. Authentication is the process of determining if an individual is who they say they are, and 2FA adds an extra means to verify this claim. There are three basic factors to authenticate someone: 1) What you know 2) What you have 3) Who you are. Clubs and social societies often utilize various methods of authentication. They may use a secret phrase or handshake (representing what you know), a secret jacket pin (representing what you have), and of course, photo ID (representing who you are).

When it rains, it pours, and sometimes Hails

Good news is, we are getting some rain in areas, bad news, sometimes we get hail with rain. If you had some corn or beans get hail, please consider an application of fungicide to help your crop heal and help it's over all health. Also, some hailed corn has lost some canopy, and it will take time for more growth and canopy, please consider and evaluate the possible need for additional residual control when making a post application. Extended residual control can help your fields stay cleaner through the season. Please contact your Midway Coop Agronomist, or your Location, for help in making these important decisions. As always, we are here to help supply you with good advice and agronomics .

It's important we use defensive layers for protecting our online accounts. Someone could learn what our password is and login, but if they need a six-digit code sent to our phone they hit a brick wall if you don't supply them with the code. That text code notification can also tell us when someone knows our password. If you get a text message from your bank giving you a six-digit code to open your online account, but you know you didn't log in recently, then only one conclusion about what prompted the message remains: someone knows your password. One extra little step when you login can be a big step toward saving your life from trouble, economic loss, and unnecessary chaos.



DIRECTORY

General Office	346-5451
Elevators	
Alton.....	984-2214
Bellaire.....	389-6311
Burr Oak.....	647-6661
Downs-Corinth.....	454-3411
Lebanon.....	389-5311
Luray-Waldo.....	698-2311
Mankato.....	378-3116
Osborne-Bloomington.....	346-5821
Portis.....	346-2021
Service Stations/Propane	
Lebanon.....	389-8561
Luray.....	698-2411
Mankato.....	378-3233
Osborne.....	346-5812
Feed Mill.....	346-5441
Seed Cleaning Plant.....	Portis.....346-2021
	Lebanon.....389-5311

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Kale Newell (Burr Oak-Mankato).....	Director
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Craig Mans.....	General Manager