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Bellaire	Downs	Osborne
Bloomington	Lebanon	Portis
Burr Oak	Luray	Waldo

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Newsletter

MIDWAY COOP EXPO

December 2-3 at the Lebanon Community Center
December 4-5 at the Osborne Elevator.

Year-end discounts and sales including prebooking's on chemical, fertilizer and fuel. Industry experts will be on hand to answer questions. Lunch and Raffle Drawing daily!

December 2024

Manager's comments

by Craig Mans

It has been a busy fall throughout Midway. Unlike last year, we are glad to have grain piled on the ground this fall. We were able to get most of the piles covered in early November. We have taken over 10.4 million bushels of grain with more harvest still to go. In total, Midway should handle about 5 million more bushels this year compared to last year. Read more about harvest in the Grain Department Report. Once harvest is wrapped up, the elevators will be closing on Saturdays until the spring to allow our employees more time away. Please communicate with your local branch on your needs during this time.

Our strong financial position has once again allowed your board of directors to approve an equity payout. This is the 27th year in a row for an equity payout. This will amount to over **\$1.8 million in equity retirements**. Checks will be sent out in December. This keeps equity balances at the most 20 years old. As I have said before, this contradicts the thought that you must die to get your equity out of Midway Coop. The board has also been aggressive in paying out 50% cash patronage every year.

The new dry fertilizer plant in Osborne had a busy fall run and seems to be operating well. Our new bin at Luray is up and work has begun on the leg. Reminder that this will be a 400,000-bushel concrete tank and 20,000 bushel per hour leg. We are looking to complete some additional railroad siding

repair soon as well. We have had many changes at Midway Coop over the years, just like your operations. We now offer the convenience of ACH payments for your bills and Direct Deposit for your grain sales. We also offer paperless invoices and statements in addition to our Midway Coop App.

We will continue to manage Midway Coop as efficiently as possible, offer the services that you need and return money back to you in the form of patronage. We look forward to and expect great things in the years to come as we assist you in your farming operation. Thank you for your business and have a Merry Christmas!

EQUITY PAYOUTS!

The Midway Board has approved another equity payout. This is the 27th year in a row for an equity retirement. This equity retirement will amount to over \$1.8 million once again this year. Members will receive their checks in December. Remember this is a NON-taxable payment as the taxes were paid the year the equity was earned. The oldest equity in Midway Coop is from 2005.

MIDWAY DONATIONS

Midway Coop made matching donations worth \$4,000 to all of the local fire departments again this year!
Midway Co-op in conjunction with Land O'Lakes donated a total of \$4,000 to each of the following Fire Departments:
Alton, Burr Oak, Downs, Lebanon, Luray,
Mankato, Osborne, Portis, Smith Center and Waldo.

Agronomy

by by Ron Sothers

As this newsletter reaches you, harvest should be winding down. We have also received some much-needed moisture that will help the wheat and hopefully start to build some reserve moisture that has been depleted. I would like to thank you for your continued support as we have had a good fall season, and you continue to bring our elevators your Bushels.

The economics of the farming industry today are challenging to say the least. Midway Coop not only shares when we prosper but we also want to help our owner members navigate through the tough times. With this in mind, Midway Coop is offering several programs to hopefully allow you to continue to maximize your production but help you with cash flowing the inputs. This Fall we will be offering 0% Seed with 0% matching dollar chemicals until January 2026. We will also be offering a winter fertilization program with a future due date of April 30th, 2025.

Midway Coop is also hosting a winter Expo Dec 2nd-3rd in Lebanon and December 4th-5th in Osborne. There will be booths and representation there from Winfield United and Kugler companies along with Midway Coop agronomists for conversation and signing up for programs and taking advantage of discounted pricing. We will have reduced Chemical end of year prepay pricing, which we will honor until January 10th, 2025, to help you put your expense in the year you need to.

After being here for the last 8 months, I also want to express how impressive your Coop, its members and the employee group is. In today's industry, and the increasing challenges in today's Ag arena, it really is refreshing to see a Local Cooperative with such a strong Board of Directors, Senior Management, Employee base and Loyal and supportive membership. I am very excited for the future of Midway Coop, and I believe you should be also.

Grain Department

By: Cullen Riner

I want to thank our location managers and staff for the long hours and hard work they put in to help make this year's harvest a success.

At the time this letter was written as a company we are close to 90% done with harvest. We have taken in almost 10.4 million bushels of grain. Up to this point, we have received over 5 million bushels of corn, almost 2.8 million bushels of milo, and over 2.5 million bushels of soybeans. Overall, grain quality has been good. As a company we have taken over 1.5 million more bushels than we did a year ago. Although drought still influenced the crop, in general, yields were better than a year ago. Our central and southern locations were affected the worst by the drought, while our northern locations, although affected, in most cases, met expectations.

As of now, we have bought about 30% of the corn, 35% of the milo, and 55% of the bean crop. As we move into the winter months, we will be moving grain. Although corn basis is softer than it was a year ago, it is still steady. Milo basis could be volatile moving forward with the uncertainty of China's appetite for milo. Soybean yields were very good nationally and we will need a solid export market for soybean basis to firm up. All of this said, the Grain Department is having a solid year and should assure good patronage dividends for year end.

Just a couple of reminders, you can sell your grain now and not take your payment until January of 2025. However as of December 1st we will not pay interest on grain to be paid in January. If you have deferred your payment until January, your checks will be available for pickup at the General Office or mailed from here on January 6th. If you intend to pick up your check please call and make arrangements, so the check does not get mailed. Please call if you have grain on the farm, we would appreciate the opportunity to give you a bid on it. I hope everyone has a wonderful holiday season and a very Happy New Year.

Crop Insurance Revenue Loss

by Eric Mans

When looking at crop insurance revenue policies, this year's harvest prices are lower than the base prices that were set back in February of 2024. The corn and milo harvest prices are set during the month of October, based off the December Futures. The soybean harvest price is set during the month of October, based off the November Futures. The crop insurance harvest prices for corn \$4.16 is \$0.50 lower than the base price of \$4.66. For milo, the harvest price of \$4.17 is also \$0.50 lower than the base price at \$4.17. The soybean harvest price was set at \$10.03 which is \$1.52 lower than the base price of \$11.55. So, what does this mean? If producers have a revenue protection policy in place a crop insurance payment is possible this year without necessarily having a yield loss.

Here is an example. In this scenario we will use an APH for soybeans of 40 bu/acre. The insurance coverage in place is a RP (Revenue Protection) 80% EU (Enterprise Units). Once again, the base or projected insurance price for soybeans was \$11.55. In this case, the bushel guarantee would be 32 bu/acre (which is 80% of 40bu/acre). Your crop insurance revenue guarantee for soybeans would be \$369.60/acre (32bu/acre x \$11.55). Let's say after harvest is complete the farm average ends up being 34 bu/acre, which would not trigger a yield loss. However, since the harvest price is set at \$10.03, the crop insurance actual farm revenue would be \$341.02 (34bu/acre x \$10.03). In this scenario, there would be a \$28.58/acre claim (\$369.60 Crop Insurance Revenue Guarantee) - (\$341.02 Crop Insurance Actual Farm Revenue) = \$28.58/acre revenue loss payment.

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• loss

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Here are a couple of things to keep in mind. The harvest price, just like the base price, is factored by using futures price, not the cash price at local elevators. The price the producer sells his crop for at the elevator is not used to determine whether there is a loss.

A couple reminders, wheat acreage reporting deadline is December 15th, and PRF (Pasture, Rangeland and Forage) annual sign-up deadline is December 1st. PRF is an insurance product that protects ranchers against financial loss due to lower-than-average rainfall. If you have any questions or want to discuss any other of your crop insurance needs stop by the General Office in Osborne, or give me a call at 785-346-5451, or on my cell at 785-346-4654.

Fall Herbicides

by Jeff Hammer

With harvest starting to end across the territory I'm certain that growers want to climb off the combine and into the sprayer? I know I don't either, but, I have consistently maintained through the past several years that the herbicide dollars we spend on our farm in the fall are the most efficient dollars spent. Let me explain why.

Residual herbicide activity is always based on two major factors, soil temperature and moisture. Fall applied herbicide programs work because they are all based on applications when soil temperatures drop below 50 degrees. Also, residual duration lasts during a timeframe where we typically don't get a lot of moisture through the winter months. These are the two major reasons fall herbicide applications are very effective. By the time you read this article, soil temperatures will be below 50 degrees.

Product selection is the next consideration. Traditional fall programs ahead of corn acres had atrazine somewhere in the mix. We have a lot of good group 2 and group 14 herbicides that do not need atrazine for efficacy. Autumn Super @ 0.3 oz/ac; Basis Blend @ 1 oz/ac; and Spartan charge @ 5 oz/ac, are good options ahead of either corn or soybeans. Surveil (which has both group 2 & 14) is an excellent option @ 3-3.5 oz/ac ahead of soybeans. We have a special price on Surveil for fall applications ahead of soybeans.

There are several generic considerations that will work as well. Generic Sencor/Metribuzin (Dimetric), Valor (flumioxazin) both work well when mixed with dicamba, glyphosate, and/or 2,4D. Glyphosate is only necessary if there are winter annual grasses such as downy brome or volunteer wheat. If there are emerged winter annuals such as henbit or marestail I would suggest 8-16 oz of dicamba (Sterling Blue) with any of the above listed options. Class Act Next Generation is the perfect adjuvant for any of these fall systems because it fills the surfactant and AMS requirements in one product @ 1-1.5 pts/ac. If there are no emerged weeds present, the residual herbicides are all that is necessary applied at 12-15 gpa water.

There are many economical options for fall herbicides. Many of them can be financed at 0-3% interest through JDF or through our matching 0% seed and herbicide program. Most programs will be under \$20/ac total excluding application costs, and varying rates and products can be mixed and matched to fit any budget. Look for an application tech bulletin to come soon! Talk to your Midway Co-op agronomist or branch manager for details.

2025 Soybean Planning

by Tanner Gasper

Fall harvest is finishing up for most of our territory. Summer rains came spotty, so some territories fared very well, with others coming up short. Input pricing and interest rates have been coming down and have been giving us some potential for profit next season, even with lower commodity prices. Midway Coop has several fall programs for seed, chemistry, and fertilizer to lock in expenses for next season. Our 0% Seed and Chemical program is due Dec. 13th, and many growers have been asking about which soybean platform to use for the next growing season. Midway Coop has great options for both the Xtendflex and Enlist trait soybeans for next season.

Xtendflex soybeans have tolerance to Dicamba, Glyphosate, and Glufosinate. So far, all post Dicamba labels have been vacated by the EPA. This means that no over the top Dicamba applications can take place. Basic manufacturers have applied for a post label up until the V2 growth stage, but the expected timeline is over 18 months if they can get it approved. This leaves us with Liberty being our primary post herbicide recommendation on those acres. Liberty has worked well for us this last season with the high humidity we had in late June, but it really needs to be applied before weeds are over 4" tall. Liberty needs AMS, with 3#/Ac being the recommended amount. I have also noticed some increased efficacy with Interlock, which I have attributed to better canopy penetration. We recommend that the first post pass to happen no more than 30 days after a preplant residual has been placed.

Another trait option for soybeans is Enlist. The Enlist trait gives farmers the ability to spray Roundup, Enlist 2,4-D, and Liberty post emerge. The Enlist system has lessened restrictions on timing of application and buffer strips next to neighboring non-enlist crops. One benefit to this system is the ability to tank mix Enlist and Liberty. We know that herbicide resistance is slowed whenever we can add multiple effective modes of action in the same post application. Liberty is a contact herbicide that needs to cover all growing points of the plant to kill. 2,4-D is a systemic herbicide that can help to kill those palmers that are underneath the soybean canopy. I have seen much better palmer control when tank mixing Enlist and Liberty versus Liberty by itself, so I always recommend the two together if possible.

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• planning

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Midway Coop has varieties with strong genetics to fit a grower's needs in both platforms. No matter the herbicide system you choose, a good pre-emerge program followed by an overlapping residual is extremely important. It is much easier to kill a weed before it has emerged. Overlapping with a group 15 product like Sequence, Warrant, Outlook, or Zidua post can help to bridge the gap between post applications and canopy. Many of these group 15 herbicides have come down in price and are a great incentive to add them to our post tank mix.

Planning for the next season begins when the combine leaves the field. Communicate with your neighbors on what they are expecting to plant. Thank you for all your continued support and business this past season. Contact your local agronomist or branch manager and let us help you plan for a successful 2025 season.

Winter Fertilizer

by Joe Princ

I hope everyone had a safe and successful harvest. In my area it seemed liked harvest was overall not too bad and, in some areas, it was really good. With the recent rainfall we received, the wheat should all be able to come up now too. That being said I want to talk about some fertilizer programs we are offering as well as how to protect that fertilizer investment.

The first thing I want to talk about is the fertilizer program we are offering as it is different than what we've done in the past. This year we are offering a delayed bill program and a 25% prepay. With the delayed bill program, you can choose to lock in the price at time of signup or you can choose to go with the price at time of application. Either way, the fertilizer payment will not be due until April 30th, 2025. The signup deadline for this program is December 20th. The other option we have if you need to spend some money before the end of the year is the prepay option. You will be able to lock in a price for later application with a 25% down payment. As always, we do offer CFA financing that you can utilize for these programs.

The next thing I want to talk about is how to protect and get the most out of that fertilizer investment. I'm sure most of you have heard of Agrotain, but I want talk about how it can put more money in your pocket. Agrotain is a nitrogen stabilizer that helps to reduce nitrogen volatility by inhibiting the urease enzyme with the active ingredient NBPT. Volatility occurs when urea comes in contact with a small amount of moisture that causes a reaction with the urea and urease enzyme. This reaction causes ammonia gas to be created and released

into the air. Studies have shown that under the right conditions up to 40% of your applied nitrogen can be lost through volatility. Applying Agrotain to urea fertilizer can help to reduce the amount of nitrogen lost to the air. When volatility occurs, not only the fertilizer cost is lost but also yield potential for the crop is reduced. When turning in your fertilizer to be run this winter consider using Agrotain to help maximize yields.

Anvol is another nitrogen stabilizer that we offer. Anvol works very similar to Agrotain as it contains NBPT, however, it also has a second active ingredient called Duromide. These two active ingredients work well together because the NBPT provides immediate protection while the Duromide molecule provides a much longer protection than NBPT alone. A study by Virginia Tech. has shown that Duromide increases the window of inhibition by up to 27% over NBPT.

If you have any questions on these programs or products, make sure to call your agronomist or branch manager. We will also be available for questions and signup at the Midway Co-op Farm Expo from December 2nd-5th. Thank you for all your business in 2024.

Cattle Grazing after Harvest

By Wyatt Oliver

With harvest starting to wrap up in most of our area, producers are looking on to the next phase of the cattle production cycle: Grazing. Grazing residue is an effective method to utilize the recently harvested fields, which sure beats feeding every day! With every great plan there are always things to be cautious of, such as compaction, nitrate levels, and prussic acid levels in milo, and it is important to know how to combat these potential issues.

With the practice of grazing stalks, the risk of compaction increases. Most commonly, compaction is seen in the top 2" of soil and located on trails leading to and from the stock tank. To help lessen the risk of compaction, it is best to avoid wet and saturated soil, as well as excessive grazing periods. If you are seeing compaction in areas, it is not the end of the world, a light tillage pass can help remedy it.

Nitrates levels of feed are a general concern of every producer and when grazing fields that worry is ever present. In corn and milo, nitrates are typically distributed in the lower third of the stalks, with lesser levels found in the leaf tissue. If high nitrate levels become a concern, a feed sampling is a great way to gauge how your field looks. To ensure a clear picture of the entire area being grazed it is important to collect both stalk and leaf matter from multiple areas in your sample.

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• grazing

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Another grazing concern, specifically in milo, is prussic acid. Prior to a killing freeze, prussic acid is concentrated in the plant, so it is advised to wait at least seven days after the hard freeze to turn livestock out as it allows the acid levels to disperse and lessen, lessening the risk of prussic acid issues.

I hope the recent rains found everyone these past few weeks and that you all have happy holidays!

Petroleum Department

By Trevor Oliver

Midway Coop will be having their 1st Annual Farm Expo sale coming this December 2-5. This sale will include items across all sectors of Midway Coop, from the agronomy and feed departments, to petroleum and tires. The Expo will be December 2-3 in Lebanon and December 4-5 in Osborne. Please stop by, call, or check out our Facebook page for more information regarding our Farm Expo sale! Our Tire sale will be extended another week running through the 14th of December. We will be raffling off two Yeti style coolers and two propane griddles. We hope you all can make it out and we look forward to serving you.

With the winter months and feeding season for our livestock approaching, now would be a good time to start using our winter grade Blended Fuel, which consists of a blend of #2 Premium Ruby Fieldmaster and #1 Diesel. Doing so will help prevent fuel from gelling. In cold weather wax crystals can form in diesel fuel, leading to gelling. Winter grade diesel helps to prevent these by reducing the temperature at which the crystals can form. Our fuel also has an anti-gel additive which will help keep your fuel system clean and functioning efficiently through the winter months. Keeping your tanks full will also help to minimize condensation, which can lead to water in your fuel system.

Did you know?

Here at Midway, we are now able to contract fuel year-round for the April to October delivery period. We offer contracts on Premium Ruby FieldMaster Diesel, #2 Road Diesel, and Top Tier E-10 87 Oct Gasoline, giving you more opportunities to manage your risk needs in this increasingly volatile market.

Essential Winter Driving Tips

1. Prepare your vehicle. Winterizing your vehicles is a great way to make sure you are safe, whether you are at the farm or on the road. Check your battery, check your fluid levels, tire pressure and wiper blades for damage. Check and test your vehicle's antifreeze. Never leave town with under a half of a tank of fuel. I would also recommend carrying an emergency kit with blankets, a flashlight, water and some nonperishable food

items in case of a roadside emergency.

2. Adjust your driving habits. In winter seasons roads can become unpredictable, so slow down and increase your following distances. Apply the brakes slowly to avoid skidding and accelerate or decelerate slowly to maintain control, especially on hills and turns. Avoid using your cruise control on slippery roads to maintain control.

3. Stay aware of road conditions. Check the weather and road conditions before heading out. If there's heavy snow, icy conditions, or extreme cold, consider delaying your trip. Be cautious on bridges and overpasses, these areas tend to freeze faster than regular roads, thus making them more prone to black ice

Feedmill

By Dean Heise



Meeting the Mineral Demands

With the drought again this summer, most grass was brown all summer long. The brown grass has no Vitamin A content so now the cows are deficient going into winter with nothing but stored forage that has minimal amounts of Vitamin A. Usually cows require 45,000-50,000 IU of A but this year they are needing 75,000-90,000 IU since they have no reserves in the liver. Low levels of Vitamin A can cause bad eye health, scours and lethargy in newborn calves and cows may not clean when calving.

Another issue this fall is nitrate levels in feed stuffs. Typically cane feed, cereal grain hay and stalks are where we see the issue but also watch the amount of weeds that are in the fields and hay as some of the pigweeds and kochia have been very high in nitrate. Make sure to test the feed so we can see how to blend it so you can make it usable. High nitrate levels also limit the amount of copper that can be absorbed causing copper deficiencies. Some symptoms include a poor hair coat and reduced weight gains.

Don't forget that our mineral promotion will be coming again in January so you can get 1 free bag when you buy twelve bags of any floor stocked range mineral.

Maximize Feeding Efficiency

To maximize your cattle's genetic potential and minimize feed costs, we need to utilize all available nutrients going into the cattle. Hay availability seems good and alfalfa is very economical in comparison to distillers and other proteins so let us know what feedstuffs you have and we can help you to be as efficient in utilizing your feedstock to supply as many nutrients as possible. We can see how much additional energy and protein is needed and find the best source to meet your needs.

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We are now carrying Distillers Cubes in Osborne that are 28% protein and 6% fat. They come in 7/8" and 1/2" cubes that we store in an overhead bin to fill your cake feeders or we can deliver bulk.

We offer many types of ionophores and yeast to meet your various needs: from reducing bloat, increasing feed efficiency, helping forage digestion and utilization, to preventing/treating scours. They can be mixed into complete feeds, supplements, or made into a top dress for specific hand feeding needs.

With harvest wrapped up, many of you will be utilizing stalks. There is some forage there to be used if the nitrates allow but the digestibility of these stalks is not the best and needs some protein to help utilize it. Our Golden Feeds protein tubs are a perfect fit to provide a complete protein and mineral program for beef cattle. Consumptions can be adjusted from $\frac{1}{2}$ lb per head per day with 35-40 head per tub to 1+ lbs per head per day with 12-15 head per tub. Salt needs to be fed free choice as the tubs contain no salt. We also have some high fat tubs to keep cows in better condition on winter pastures or stalks. We carry a 30-10-10 or a 30-13-6 Breeder which have 10% and 6% fat level respectively.

Some fields have excessive grain on the ground or were not harvested so use caution when turning onto these fields. We have 12-8 Mag/Yeast mineral designed for use on these fields that will help with the acidic overload that corn/milo will create in the rumen. If the grain is really bad, you may want to add sodium bicarbonate to the water tank to help buffer the rumen also. Give us a call and we will help you through the winter grazing season so you are ready for calving season.

Thank you for your patronage and please have a Safe and Merry Christmas Season.

Growing with Your Feedback: Midway Coop App Update

By Dustin Schlatter

We've made steady progress, now reaching 100 users, and continue to add a few each week. To our Midway Coop customers, if you'd like to try the app, please download it and request access—I'll usually respond within an hour. We've received valuable feedback from users, helping us identify missing features and address any display issues, like the CFA balance not showing correctly. Though it's functional, I've discussed improvements with our developers to show both available credit and outstanding balances more clearly, as it would be more helpful for most users.

Another update is on digital ticket displays, as field

names currently aren't showing—a feature that's available but not yet enabled. Since one of my responsibilities on the farm is tracking acres, bushels, and ticket details, I understand the importance of these details for users. I'll present more on this at our Farm Exposition in December, so keep an eye out for updates on our website and Facebook.



DIRECTORY

General Office346-5451

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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