



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

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Permit No. 3

# Newsletter

June 2023

## Manager's comments

by Craig Mans

Thank you to those that attended our annual meeting that was held on May 25th. We appreciate everyone that attended. Commodity prices fluctuated tremendously this last year. This led to some ups and downs for our vendors, us and our producers. I am happy to report Midway navigated this as best we could and had another successful year. Our fiscal year-end sales were \$212 million dollars. This is another record for Midway Coop but is largely a result of high prices. Local Earnings on these sales was \$5.7 million dollars. We are very fortunate to have a strong Regional Cooperative system that paid us back \$5.2 million in patronage this last year. This \$5.2 million dollars of regional patronage far exceeds our previous record. Our total net savings which includes regional patronage was \$10.4 million dollars. Of the \$10.4 million dollars of

total savings, patronage dividends in the amount of \$8.1 million dollars will be allocated back to members. 50% will be in cash or nearly \$4.1 million. Please see patronage rates graph. Patronage is based on the member business done in our fiscal year which goes from April 1 thru March 31. These strong earnings once again allowed for an equity retirement. \$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 have to 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. The oldest equity in Midway Coop is less than 20 years old. In the last 10 years, we have paid out over \$74 million with 50% cash or \$37 million in cash. At the same time, equity payouts and retirements have totaled \$21 million. Keeping our balance sheet strong also allows us to weather the tough times.

Midway had a good year across the company. The grain department handled 13.5 million bushels; this was down 4 million bushels from last year. With the dry summer last year our fall crop came in at just over 9.7 million bushels. We did carry over 6.8 million bushels into our new fiscal year. These carryover bushels have us off to a strong start in our new fiscal year.

Our crop production department had a busy year with seed sales of over 5.6 million. We also moved nearly 25,000 ton of fertilizer and had chemical sales of 11.6 million. Our petroleum department had a good year but was down on volume with sales of almost 3.8 million gallons. The feed department broke last year's record with sales of 8.2 million dollars. The Crop Insurance part of our business had another good year. Seed cleaning was up again this year at Lebanon and Portis with more wheat cleaned. This is not going to translate to larger wheat harvest, as everyone is aware. We are expecting the smallest wheat harvest since at least 1983, that's as far back as I could find records. Our producers will be resilient, and we have positioned ourselves to handle the tough times when they come.

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### MIDWAY DONATIONS

Midway Co-op in conjunction with CHS donated a total of \$10,000 to the Osborne County Rural Fair Association  
Midway Co-op in conjunction with CoBank donated a total of \$3,000 to the Jewell County Foundation.

Patronage Rates			
Commodity	2023	2022	2021
	Based on bushels sold		
Grain	38.79¢ / bu.	33.81¢ / bu.	30.06¢ / bu.
Grain Storage Paid	25.611%	24.471%	10.037%
Fertilizer	6.035% or apprx \$46.59 / ton	9.304% or apprx \$65.13 / ton	7.888% or apprx \$33.36 / ton
Chemical	12.282%	10.097%	6.348%
Petroleum	6.546% or apprx 26¢ / Gal	1.336% or apprx 4¢ / Gal	3.034% or apprx 6¢ / Gal
Feed & Merchandise	5.545%	3.449%	1.916%

## • fiscal

Continued from Page 1

We continue to re-invest back into our assets and facilities. In the last year, we again spent over \$3 million in capital expenditures to better serve you. This included a new bin at Portis that was completed just in time for fall harvest and the seed plant at Luray that was just completed. Currently, we have a bin project starting at Burr Oak that should be completed before fall harvest and will put our storage capacity just below 15 million bushels.

We are paying back 38.79 cents per bushel on grain from our 2023 fiscal year that ended March 31. Along with the patronage, Midway is passing through 10.23 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 49 cents per bushel back to the producer! Patronage checks will be mailed in June. Thank you for your business.

## Agronomy

by Ron Reneberg

Thanks to all of You our Valued Patrons for your support and business this past year and again as we quickly move forward into this fiscal year's business. Your success is our success and the backbone of Midway Coop.

On that note with the difficult dryer weather conditions we are experiencing it is especially important that we stay the course with tried-and-true agronomic practices for our area. Our Field-staff and location Managers are well seasoned trained veterans who are here to help you make the intricate decisions necessary in challenging times. Midway Coop has invested heavily in the local assets necessary for timely delivery and application of all your agronomic needs. Please note as you are stopping by Midway's crop production facilities all the new chemical and fertilizer bulk tanks, pumps & meters, portable liquid fertilizer trailers, seed tender trailers and various equipment designed to help better serve your cropping needs. We are especially excited to complete the new state of the art Bulk Seed Treating Plant at Luray that complements the other bulk seed treating plants at Lebanon, Portis and Osborne. You will also notice new applicators to apply both dry and liquid products. We want to make sure we are serving you with the best highly trained staff and high-tech equipment possible.

We again have worked closely with all our Fertilizer and Crop Protection Product suppliers and have taken fills and positioned product for timely delivery this season. Fertilizer prices in general have softened from last winter and should continue going into the summer. Supplies seem to be adequate but just as we've seen in years past late orders and just in time deliveries can be difficult.

As you are making your rounds checking spring-planted fields for post-spray application remember those weeds and grasses in your fields not only take up moisture, but they also are aggressive users of fertilizer meant for your planted crops. Kugler foliar products are designed to be used in conjunction with your crop protection products to help "stick" the chemical to the plant as they provide nutrients. If you have never tried KQ XRN now is

the perfect time.

I also want to remind you to be Safe this spring and summer. You are your most valued asset on the farm and safety needs to be NUMBER ONE!

Contact your local Midway Coop branch Manager or Sales Agronomy staff today and let us help YOU.

## From the Grain Department

By Cullen Riner

March 31st was the end of our 2022-23 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, with the lack of moisture over the past several months we will be facing a potentially record short wheat crop. We have received reports that over half of the planted wheat crop will not be harvested. Hopefully, rain is around the corner, which would allow us to have a plentiful fall harvest. We have heard reports that suggest adequate 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 that this wheat harvest will produce we will have plenty of room to handle a big fall harvest. Storage capacity is continuing to grow as we are in the process of putting up another bin at Burr Oak to help service our patrons in the Burr Oak area. We are on pace to have the project completed by fall harvest.

I know the wheat harvest looks like it will be close to over before it starts, however, 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.

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).

If you have any questions, please give us a call at the General Office at 785-346-5451.

Thank you for your patronage!

## PLC and ARC County Payment Updates and Plant Dates

*By Eric Mans*

Based on the MYA (Marketing Year Average) price estimates, it appears we will not have any PLC payments for 2022/2023 MYA. KSU's estimated wheat price for 2022/23 MYA is \$8.79. The PLC reference price for wheat is \$5.50. The MYA Price is finalized at the end of May for wheat. The MYA price will be finalized at the end of August for corn, milo, and soybeans. For 2022/23 MYA, the KSU estimated prices are \$6.41 for corn, \$6.63 for grain sorghum, and \$14.12 for soybeans. Reference prices are \$3.70 for corn, \$3.95 for grain sorghum, and \$8.40 for soybeans meaning that we will see no PLC payments for any of these crops either. ARC County payments will depend on county yields and MYA price. With the dry conditions in our area last summer it looks like we will likely trigger ARC-Co payments across the Midway area for corn, soybeans and possibly milo. With a solid wheat crop and decent prices an ARC-Co claim will not be triggered for wheat anywhere in our area. Remember producers will be paid on 85% of their base acres and not planted acres. If there is a payment, producers should expect that payment after October 1st. Here are a couple crop insurance reminders. It seems like every year we have questions about plant dates. 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. With the strong cattle market we are seeing many producers take advantage of the USDA's Livestock Risk Protection Insurance Plan (LRP). LRP is designed to insure against declining market prices in the cattle, swine, and pork industries and contracts can be purchased daily with multiple different coverage options to best cover your risk. If you have any further questions regarding LRP, crop insurance 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*

Tissue sampling is still a topic of discussion the last several years due to increased awareness of interactions of micronutrients with our macronutrients Nitrogen, Potassium, Phosphorus, and Sulfur (not a macro but I view it as one due to its' importance). We have found 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 trifoliate leaf set on 20-30 plants.

**Data and Recs:** We have access to the Nutri-solutions 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 several 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 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 Technology, which enhances nutrient uptake in plants. 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.

## Replanting

*by Tanner Gasper*

This spring has definitely been a challenge to find good moisture to plant into. Many farmers in the area have been waiting to find a decent time to plant. While it is a stressful decision, eventually you just have to start and hope mother nature cooperates. By now, I am sure everyone has a field or two they are considering replanting. But knowing when it is necessary or beneficial to replant is a hard decision to make.

Soybeans can vary in timing of emergence without much effect on yield. As long as the seed is in dry soil, soybeans can lay up to 30 days before emerging. An even final stand of 70-80 thousand has proved sufficient to raise a good crop under normal conditions.

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There are very few times that I would recommend killing a poor stand of soybeans and starting over. Most times interplanting or filling in thin spots is the quickest and best way possible to remedy poor soybean stands. Late planted soybeans will shorten their flowering window but can still provide adequate yields in favorable weather.

Milo is the hardest to planting in dry soil and can germinate under the toughest conditions. Do not be afraid to plant milo deep to find sufficient moisture. Make sure the seed is laying into at least a half inch of moisture. A complete start over on Milo is simple with a quart of Glyphosate to terminate the existing stand. If your herbicide has been on for some time, you may want to consider overlapping a residual product in the tank to give the field time to reach canopy. If you are wanting to interplant some thin areas, consider switching to a shorter season milo to time maturities for similar harvest. The average frost date for Osborne is Oct. 7th so we can safely plant medium maturity 60-65 day milo up until June 15th without too much worry. This gives us plenty of time to assess stands and consider options.

Corn is the most difficult to replant. I know many people push the envelope for the crop insurance date, but historically that has shown to be our best yielding corn in this area. One downfall to this approach is the limited time frame if we need to replant. Lower population dryland corn in our territory can pose an issue if we have reduced stands. That is why I lean towards waiting on more favorable conditions and avoid "dusting in" corn unlike milo or soybeans. The most effective means of replanting corn is mechanical control. On long term no-till operations that doesn't give us much option for starting over. If the corn is not Liberty Tolerant that is one way to kill a poor stand for replanting. Most hybrids we plant in this area are flex-ear types that can make up to 8-10 bu per thousand plants. So, depending on weather conditions and the environment we are in, an even stand of 13-16k can still produce favorable yields. In an average year, 111 day corn planted June 5th can reach enough GDUs to blacklayer by our average frost date of Oct 7th, with many studies showing late planted corn actually collects GDU's at a faster rate than earlier planted corn.

There is going to be a lot of people in our southern territory who have planted into less than favorable conditions. Talk with your local agronomist or branch manager to discuss options or to have us come look at fields you may be considering replanting. Many times, a less than perfect stand at the correct time is better than a perfect stand that is too late. It is hard to be optimistic with the weather pattern we are stuck in, but rain will come. If you plan for a failure, that is exactly what you will get. Continue to focus on sound agronomics so when mother nature rewards us, your farm is prepared to receive it.

## Spraying Soybeans Post Emergence by Joe Princ

What a spring we have had this year. I think most everyone can say they have never seen a spring this dry. 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.

Xtend and XtendFlex soybeans cover most of the soybean acres, so I want to go over some changes and options when spraying post. This technology is very important for us, so we need to make sure we are doing our best to use it correctly so we continue to have it. If you chose to go this route and plan on spraying soybeans yourselves, you should have completed the online training. Even with the high rates of dicamba that we use with this system, it is still important to be out there early before weeds get too big, as we have seen the past couple of years that we are not able to control the larger pigweeds. It would also be a good idea to throw another residual product in the tank at this time to prevent more weeds from coming up. With the current label, we are only able to spray the labeled dicamba products up to June 30th and this year the addition of a VRA into the tank is required. If you planted XtendFlex soybeans, this allows us to spray liberty over the top of XtendFlex soybeans. This gives us an option for controlling weeds past the June 30th cutoff if need be. If you were able to get your soybeans in the ground early, your residual herbicide will be gone before the big pigweed germination window gets here. 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, Xtend will be the product of choice. When using Xtend, Roundup Powermax is the required glyphosate to use. If you want to throw in some residual at this time, Warrant is what you will want to use to maximize your rebate. Warrant is acetochlor and the use rate is 3 pints. 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 considering 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.

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## • post

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The next herbicide platform I want to cover is the Enlist system. This is the fourth year this technology has been available for us 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 29 oz/acre.

No matter which route you went, Xtend 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 Terry Zvolanek

Building Your Lubricants Knowledge - Detergents & Dispersant Additives

Knowledge is power, especially when it comes to understanding the elements that extend equipment life – saving time and money. Building lubricant knowledge and unraveling the mystery of additives is critical as the most important differentiator from product to product can be the additive package. Now, let's take a closer look at detergents and dispersants.

Why do we need Detergents and Dispersant Additives?

As engines battle dust, brutal heat, and everyday wear and tear, engine oils eventually deteriorate due to oxidation or contamination. As the oil weakens, it will form sludge, varnishes, and resins that can become deposited on the surfaces of the engine. These deposits can block oil lines and passages, not allowing the engine oil to flow properly and lubricate the necessary parts. This, ultimately, can result in increased engine wear, heat buildup, and engine malfunction.

What do the Detergents and Dispersants do to extend the oil/engine life cycle?

Detergents and Dispersants are added to effectively keep the engine clean in two distinct ways:

1) Detergents neutralize strong acids present in the lubricant and remove those neutralized by-products from the metal surface to stop the formation of deposits.

2) Dispersants keep the foreign particles in the dispersed form finely divided and consistently dispersed throughout the oil in order to suspend sludge and by-products until they can be removed in the next oil change.

How these two additives are combined with the other components of the additive package will affect the value it can contribute to the overall system. The formula and respective quantities are determined by the lubricant type (engine oils, gear oils, hydraulic oils, etc.) and the specif-

ic operating conditions (temperature, load type, environment, etc.).

How do Detergents and Dispersants add value to the oil and, ultimately, my equipment?

In the right quantities and combinations, an effective detergent/dispersant additive system:

Prevents sludge from forming on the engine surfaces.

Avoids engine wear, especially in the valve train area.

Avoids thickening of the engine oil's viscosity.

Prevents plugging of oil filters.

Prevents rapid depletion of the engine oil's additive system.

Increases engine durability and life, saving time and money.

By using the highest quality base oils and a highly specialized additive system, Cenex lubricants provide the proper frictional properties, material compatibility, and overall performance level required. Each Cenex lubricant product is scientifically formulated and blended to capture the benefits of each additive component in relation to the unique equipment parts and operating conditions to provide superior performance.

## The Feed Mill

By Dean Heise

Construction Zone –

We are doing some modifications to the Feedmill and will be running at limited production capacity in late June and early July so please call ahead

so we can make sure to get your bagged feed needs covered.

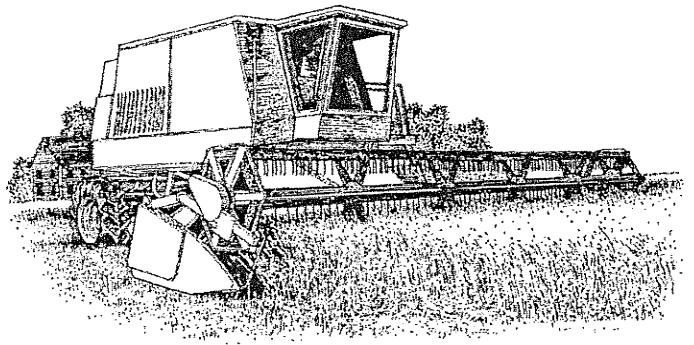
Fly control issues –

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 for fly control as well. 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 create 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.

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**Pasture Quality –**  
 With the cool and severely dry fall/winter/spring, the pastures are slow to take off and may be 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 manufactures 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 get 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 in Osborne and I will be glad to explain it in more detail.

July is our next mineral promo month.

**We'll Help You  
 GROW  
 Your Farm**

**MIDWAY  
 CO-OP, INC.  
 DIRECTORY**

<b>General Office .....</b>	<b>346-5451</b>
<b>Elevators</b>	
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
<b>Service Stations/Propane</b>	
Lebanon.....	389-8561
Luray.....	698-2411
Mankato.....	378-3233
Osborne.....	346-5812
<b>Feed Mill.....</b>	<b>346-5441</b>
<b>Seed Cleaning Plant.....</b>	<b>Portis.....346-2021</b>
	Lebanon.....389-5311

**OFFICERS AND DIRECTORS**

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