



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

December 2022

Manager's comments

by Craig Mans

The widespread drought impacted our harvest tremendously, but as I talk to other people throughout Kansas I am reminded that it can be worse. The dry weather continued for the most part this fall harvest. We have taken over 9.6 million bushels of grain for fall harvest. This is down nearly 4 million bushels from last year. With the smaller harvest, we have much less grain on the ground, and it will be picked up quickly. Read more about harvest in the Grain Department Report. The employee group once again did a tremendous job in taking care of our producers. The smaller harvest still required long hours and much dedication. THANK YOU to our employees. The elevators are 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.

Current projects that are scheduled are the new seed plant at Luray, fertilizer addition at Burr Oak and a new boiler and stacker/bagger at the Feedmill. These are updates to better serve you and make life easier on our employees.

We are 8 months into our fiscal year and earnings are very strong. The strong year has once again allowed your board of directors to approve an equity payout. Once again, this year in addition to the 5% equity payout the board has made an additional equity retirement of all equity from 2002. This will amount to **nearly \$1.8 million in equity retirements**. Checks will be sent out in Mid-December. This keeps equity balances at the most 20 years old. This contradicts the thought that you must die to get your equity out. The board has also been aggressive in paying out 50% cash patronage every year.

Midway Coop continues to use the cooperative system to benefit our members. Our regional cooperatives are having great years across the board. Midway should be receiving a record amount of patronage from them. This is added to our

income and increases the patronage we pass on to our members. Their strength is a great benefit to us!

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. Thank you for your business and have a Merry Christmas.

EQUITY PAYOUTS!

The Midway Board has approved a 5% equity payout. They elected to pay (retire) 5% of all patron's equities. Again, this year, in addition to the 5% equity payout the board has made an additional equity retirement of all equity from 2002. This will amount to nearly \$1.8 million in equity retirements. Members will receive their checks this month. Remember this is a NON-taxable payment as the taxes were paid the year the equity was earned.

Agronomy

by Ron Reneberg

I would like to take this opportunity to personally thank all our Patrons for their continued support of and business with Midway Coop. Also, I want to thank all the Midway Coop employees that work so diligently to serve our patrons, communities, and company. This special relationship that is "Our business, Our Community and Our way of Life" defines who we are. We are truly blessed, and it is because of All of YOU!

Commodity prices continue to bounce up and down this fall and early winter. Manufactures are not wanting to take positions in an unstable market. Fertilizer continues to be traded overseas as European energy constraints have taken a toll on their production. Dry weather is slowing domestic decisions this fall as well as hampering barge flow on the river systems.

• See agronomy page 2

• agronomy Continued from Page 1

This all adds up to unstable markets so early planning to establish your best options is especially important. Schedule an appointment with one of Midway's trained Agronomy Fieldmen to lock in your Seed and production input needs.

In an effort to support your crop nutrient needs, we are out with our Fall/Winter Dry Fertilizer Application program so make sure you talk to your local Fieldman and Branch Manager to discuss your needs. Soil sampling is a solid start to determining your needs so start early. We are and will continue to position crop nutrients and crop protection products in our warehouses both with early shipments and with pre-pays with our suppliers to make sure you have product when you need it. This year in particular will be interesting and challenging as we work through dry weather decisions and various cropping rotations. We need to remember that it is important to apply Nitrogen fertilizer EARLY this winter to support the fledgling wheat stand and thus also taking advantage of already having your Nitrogen placed when we do get our much-needed moisture whether it is snow or rain.

Here's wishing you a very Happy and Prosperous Holiday Season!

Grain Department

By: Cullen Riner

I hope everyone had a Happy Thanksgiving. As the 2022 fall harvest is wrapping up, 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.

As of the time this letter was written we have taken in just over 9.6 million bushels of grain. Up to this point, we have received over 5.4 million bushels of corn, over 2.2 million bushels of milo, and just over 2 million bushels of soybeans. As a company we have taken about 75% of last year's harvest, because of the extremely dry conditions we were faced with as summer came to an end. Our central locations were affected the worst by the drought, while Luray and our northern locations although affected by the drought, in most cases, exceeded our predictions. Currently the only grain piles are 180,000 bushels of corn at the Lebanon location, that is covered and less than 100,000 bushels of milo at Luray, which we are in the process of picking up now.

The grain markets have remained steady and allowed our producers to sell grain at profitable levels. We have bought about 35% of the corn and milo and about 55% of the bean crop. As we move into the winter months, we will be moving grain. With basis for all commodities remaining strong, this should make for another great year in the Grain Department 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 2022, 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.

Elite Rx Programs

-Cost Sharing Inputs

by Jeff Hammer

2022 will go down as the year of extreme risk in my book. With soaring crop inputs due to supply constraints, shipping issues, and a series of black swan events, the risk laid out to get the 22-crop home was one like we have never experienced. Fortunately, the safety nets created by high crop prices and insurance kept most of us in the black even in areas where the crops fell short of expectations due to drought. The risk looks to be in place again for 2023 and even with some profit on the table looking at the futures contracts, I would say there is still some significant pricing uncertainty moving forward. That said I want to introduce a new kind of Retail strategy to services provided by Winfield United and Midway Co-op.

Elite Rx is a program this shares input risk with growers for doing 100% of their business with Midway Co-op. The way the program works is it starts with the seed order, whereby all our partnered brands in the Winfield Distribution system qualify the acre for enrollment. If you use multiple modes of residual herbicides (most of you do and may or may not know it), use a solid fertility program, and are open to potentially using fungicides, you can get up to a \$55/ac payout for corn, or \$40/ac payout for beans if you don't hit 100% of your approved yield. So, what's the catch, right?? There is a premium to pay to enroll in the program of \$10.25/ac for corn and \$8/ac for soybeans with the help of some of our seed partners helping buy that premium down. It also just covers the gap from 75% to 100% of approved yield meaning that if you fall below 75% of your yield you get your premium back but cannot collect the payment. The reason for this is they simply had to put some backstop to coverage because a 2012 type drought even could almost bankrupt the company if enough acres are signed up. There are some added inputs you need to consider for the full payment on corn such as Ascend in-furrow growth regulator with your starter (I put Ascend on every acre of my corn before this program existed).

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The biggest change to the program this year is the fact it's like an optional unit program for insurance meaning you don't have to fall below an overall enterprise yield to collect on every acre, it's not an all or nothing program hence the higher premiums. I feel that with the risk on the table for a crop now (\$170-180/ac just for seed, chemical, fungicide) that potentially getting 30% of your money back for not hitting approved yield can be a great risk program. Let's face it, if everyone was guaranteed to hit our aph's next year it would make for a better night's sleep cause most all of us manage to make money hitting yield goals, I know I do. And how would a conversation with your banker go saying if I don't hit 100% of my yield this next year, my seed is only going to net cost me \$15-20/ac. Finally, you might say why would any Retail Distributor offer something like this? It is because they know if you adhere to better agronomic practices and inputs that it will in the end grow more bushels, plain and simple. Talk to your Midway Fieldman about the Elite Rx program for 2023. Thanks for your business.

My Farewell

by *Brian Mans*

As most of you are aware, my time at Midway Co-op is coming to a close. Looking back on the almost 17 years I have spent at Midway, I am grateful for the opportunity to work with many wonderful farmers and employees in the Midway Co-op territory. A lot has changed in those years; the prices of fertilizers and chemicals, employees, technology, and watching younger generations take over the family farms. I will continue to see many of you around as I will still be in agriculture working on the family farm. Farmers, thank you for trusting me with your ag related questions and service. You will be left in great hands with Joe Princ and Tanner Gasper both taking on bigger roles. Midway Co-op is in a great position to continue serving all of our growers, as long as the general manager does not screw it up! But in all seriousness, I am again very thankful for the time I have had, and I hope you will continue to use Midway Co-op for all your agriculture needs.

Protecting Your Investments

by *Joseph Princ*

I hope everyone had a good Thanksgiving. Fall harvest is hopefully finished for everyone. With the weather this last year, much of our territory had crops that were disappointing. At this point, it is time to start making plans for next year. Right now, we have our winter dry fertilizer program going on. I'm sure everyone has been following along with the current fertilizer prices and compared to last year nitrogen is a little cheaper but is still a large investment for our next crop. With that being said, I want to discuss some prod-

ucts that can help you to protect your fertilizer investment.

I'm sure most of you have heard of Agrotain, but I want to 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 will be transitioning to as we use up our Agrotain supply. 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.

Avail is a phosphorous enhancing product to be used on dry or liquid phosphorus. It works by creating a negatively charged shield that protects the phosphorus from getting tied up by calcium, iron, magnesium, and aluminum in the soil, thus making it readily available for plant uptake. Phosphorous is important in getting a crop started by increasing root mass, stand uniformity, and overall plant health. The best placement of this product would be in furrow at planting time, especially where soil test levels are low. Surface application treatments are not as feasible because phosphorus is immobile in the soil. When surface applying phosphorus, it is more beneficial to apply more phosphorous than treating it to help build soil levels. According to tests done by K-State, when Avail is used in furrow it can increase wheat yields by 8% and corn yields by 6%.

If you have any questions on these products make sure to call your agronomist or branch manager. Thank you for all your business in 2022.

Weed Control

by *Tanner Gasper*

I hope everyone had a good Thanksgiving. With the dry summer, fall harvest was quick and disappointing for much of our southern territory. It's time to put this year behind us and begin planning for 2023. Commodity prices remain strong, and we have an opportunity to set ourselves up for success next year. One thing that probably got overlooked this season was weed control on post applications, especially in soybeans.

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• control

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Most producers have been using the Dicamba trait system in soybeans. Over the past three seasons, we are beginning to see producers struggle to maintain the high rate of control on post emerge palmer amaranth as in the past. In drought conditions, the efficacy of growth regulators on weed control begins to diminish. The high temperatures, and lack of moisture this summer, really made these issues worse. Many farmers were unaware of this issue until harvest time when the crop canopy opened. We are continuing to move our DT soybeans to XtendFlex. This will give farmers the opportunity to spray Liberty post on soybeans and give another control option after the June 30th cutoff date. However, we cannot tank mix these two herbicides.

Another trait option for control is Enlist. Enlist gives farmers the ability to spray Roundup, Enlist 24D, 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. We need to be running at least 20 gal/ac whenever Liberty is added to our post emerge program.

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. Every weed's goal is to produce seed, which leads to more pressure on our chemistry in the future. It is good practice to plan on a post emerge pass within 30 days of planting to catch escapes when they are small and actively growing.

Planning for the next season begins when the combine leaves the field. 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 2023 season.

Petroleum Department

by Terry Zvolanek

The Next Generation of Premium Diesel Fuel

Cenex is proud to share with you that Cenex premium diesel fuels have now been enhanced to burn even cleaner for increased power and efficiency, with fewer repairs and minimal downtime. Our newest premium diesel formula is the most advanced yet.

Combining protection, power, and precision, Cenex premium diesel fuels outperform the competition by delivering maximum performance and efficiency year-round, and in all operations. With an advanced formulation no competitor can match, Cenex premium diesel fuels keep equip-

ment running smoothly and efficiently in the most challenging environments. The next generation of Cenex premium diesel fuels contain superior chemistry to deliver superior performance. The following four new benefits build upon the existing comprehensive additive package.

Enhancement #1. Our aggressive detergency package cleans the engine, preventing and breaking down deposit build-up improving fuel efficiency and increasing its overall power. The increased detergency boosts the efficiency of the other additives. Value added benefits are: 40% more effective in breaking down engine deposits, 2.5 times more effective in cleaning up injector deposits and preventing deposit build-up in dirty equipment, up to 4.5% more power when it matters most and up to 5% better fuel economy.

Enhancement #2. Our state-of-the-art total water management system safeguards combustion systems, separating water from fuel efficiently, so it settles quickly at the bottom of the storage tank for easy drainage. Value added benefits are: protects filters and injectors, safeguards combustion systems, prevents water caused corrosion and keeps contaminants out of storage tanks.

Enhancement #3. Our enhanced formula is 25% more effective in reducing exhaust cylinder temperature deviations for improved fuel efficiency and increased equipment power. Value added benefits are: ensures efficient combustion, reduces soot production, reduces regenerations, and decreases wear and tear on exhaust systems.

Enhancement #4. Our improved formula extends the life of diesel particulate filters, protects fuel injectors and pumps, and keeps exhaust after treatment systems clear. Value added benefits are: reduces filter blocking by up to 75%, reduces fuel degradation with 20% better biostability, and extends storage life 3 to 6 months longer.

The Feed Mill

By Dean Heise



Meeting the Mineral Demands

With the drought 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.

• See mill page 5

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 have to utilize all available nutrients going into the cattle. Hay availability is short and expensive so there are a lot of low-quality forages being mixed with wet distillers grains and we need all the help we can get to be able to break-down the roughage. Wet distillers is somewhat of a challenge again this year with availability and price; contact us to run a least cost on your mix to see if it is cheaper to use other protein sources to feed the cows or calves in your lots.

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 also want to add sodium bicarbonate to the water tank to help buffer the rumen. 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.

2022 Yield Exclusion (YE)

By Eric Mans

Many of you may be aware of an available election on your crop insurance policy called Yield Exclusion (YE), which was an added provision of the 2014 Farm Bill. With a large portion of Midway's service area being hit with severe drought this year Yield Exclusion is an important provision that you will need to look at for the 2023 crop year to maximize your revenue guaranty. YE allows eligible producers who have been hit with severe weather to receive a higher approved yield on their insurance policies through the federal crop insurance program. When elected, YE allows the exclusion of actual yields for a certain crop year when the Risk Management Agency (RMA) determines the county yield for a crop year was at least 50 percent below the average yield for the crop in the county for the previous 10 crop years. A neighboring county (contiguous county) will also be able to exclude actual yields for that crop year. YE must be selected by sales closing date (March 15th fall crops) and (September 30th wheat). Once selected YE will automatically renew unless canceled.

The insured may choose by unit database and by eligible crop year to opt out (include) an actual yield for that specific crop year. For instance, if a producer had a good yield in a year that is excludable, he can choose to leave that yield in the APH database. However, the producer can only exclude the years the RMA determines eligible. In other words, just because the producer had a poor yield in a specific year doesn't mean he can exclude that yield. When electing YE all actual yields in an eligible crop year are automatically excluded from the unit database unless the producer opts out of the exclusion on the Production Report. YE has the potential to increase approved yields dramatically, which in turn will raise producers yield and revenue guarantees.

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• See YE page 6

• YE

Continued from Page 5

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Also be sure to get your CFA financing application in before January 1, 2023, to take advantage of an additional 1% off your 2023 note. And be sure to ask your local fieldman about our Winfield Secure financing program that offers potential for low fixed rate financing for crop inputs. If you have any questions about YE, federal crop insurance, or crop input financing please stop by The Midway Coop General Office in Osborne, or give me a call at 785-346-5451, or on my cell at 785-346-4654.

Technology

By Joshua Hendrich

Computer Security

At Midway Coop, we take your personal and financial information security seriously. In this ever-evolving digital world, digital security cannot be an afterthought. During the off-season this winter, we will be adding additional layers to our digital security to better protect ourselves and you in the future.

What are some steps that you can take for your own digital protection?

1. Keep your computer up to date and install an antivirus program.
2. Limit downloading information from websites.
3. Add an AdBlock extension to your browser and turn on stricter privacy settings.
4. If an email looks suspicious, DO NOT open it.

For example:

An email claims, "Your Amazon order has been cancelled because your card was rejected. Click here to update your card information." DO NOT CLICK!

How do you resolve this safely? Did you actually order something or even have this service? If no, mark the email as spam. If you did have an order/service, verify your order by going to the company's website or app that you normally use to check your account. If there isn't an issue, then mark the email as spam. Always go to the source for the truth.

Keeping your information secure is important. Do not

hesitate to ask a professional for help when navigating security issues, new technology, and business dealings.

Text cash bids

We have a texting service that can directly text you Midway's grain bids. This service sends out texts each weekday at 9am, noon, and 2pm. There is a nearby text and new crop text, which totals 6 texts per day. If you are not signed up for this service, but would like to be, call the General Office at (785) 346-5451, or text your name and cell phone carrier to (785) 345-5034.

Notifications of account activities

Our new software system allows Midway to send you email notifications about your account, concerning statements, prepaid statements, invoices, fuel purchases, and several different grain forms. Sign up for this service on our website or in-person at the General Office, or call (785) 345-5034

MIDWAY CO-OP, INC. 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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