



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

March 2022

Manager's comments

by Craig Mans

We have had a very warm winter to this point. Unfortunately, the dry weather and market volatility on inputs doesn't have everyone feeling the most optimistic. The good news is that commodity prices are remaining strong. The dry weather did allow for us to pick up all of our uncovered grain piles with no additional damage. We still have over 2 million bushels on the ground, but the grain is covered reducing the potential for moisture damage. We are all hoping for a wet March!

We have had a busy winter throughout Midway. Along with picking up and moving grain, our feed department continues to push for new sales records. The Crop Production department has been busy applying fertilizer. The mild winter has left the propane business volume down.

March is our fiscal year end. Midway is having a good year and earnings at the end of January were nearly \$12 million on sales of over 140 million compared to \$7 million on sales of over 100 million in 2021. Once again, this will provide strong patronage back to you. Our strong financial position has allowed for additional capital expenditures. The Downs leg and dump pit upgrade should be completed soon to provide for quicker unloading speeds during harvest. We will soon be starting a new concrete grain tank project at Portis that should be completed in time for fall harvest. We are also investing in our Feedmill with updated equipment and a new boiler. We have more projects planned for the coming years to increase speed and storage to better take care of our customers.

Midway is currently short staffed like many other businesses in the country today. Our employee group has done a tremendous job of stepping up and helping in different aspects of the company. I am very thankful for that, and we are using different avenues to help find and recruit new

employees.

After our last newsletter went out, we saw devastating fires in our southern area. Midway sent several loads of supplies and we also were able to get a \$5,000 matching grant from CHS to support the fire recovery efforts. This amounts to nearly \$25,000 of support from Midway Coop.

I appreciate and thank you for your support of our facilities, products, and services. We will continue to manage as efficiently as possible to maximize our return to you. Thanks again for your business and support.

Agronomy

by Ron Reneberg

With dry conditions persisting this year many of you may be looking at various changes to your cropping operations based on what amounts of moisture we will be blessed with at the last minute. What to plant, when to plant and even how to plant & apply seed, nutrients, herbicides and insecticides. Midway's Agronomy department has trained, seasoned employees ready to support you in making up to date informed decisions for all your many needs. Call one of our agronomist or your local Midway branch manager for assistance with your plans.

Much time and emphasis has been spent this past fall & winter on staying ahead of Crop Protection Product inventories. We have installed new tanks at several of our agronomy production plants allowing us to bring product in early to have it on hand ahead for your spring needs. Please plan well ahead this spring on your agronomic needs and let your local Midway manager and fieldmen help you succeed by ordering early ensuring timely delivery and application of all your crop production needs.

• See agronomy page 2

• agronomy Continued from Page 1

Now is the time to be top-dressing your wheat with Nitrogen, Chloride and Sulfur and it's important to get them on early. Before our spring moisture comes to help take applied nutrients to the roots for quick feeding and proper green-up. This is also a great time to apply broadleaf herbicides to your wheat if you haven't already. Remembering last year's wheat crop successes, we again encourage you to use a Fungicide and Kugler 342C early and then take a good look at using XRN and a second Fungicide application just before flag-leaf to help keep your wheat plants healthy. Even in dry conditions these applications have proven to more than pay for themselves.

As we move into spring, we want to remind everyone that Midway Coop wants to be your First Choice for service. Our pledge is to provide the best and most responsive service in the area. Thank you for your continued trust in us and have a safe spring.

Grain Department

By: Cullen Riner

Hello again, I hope this letter finds everyone doing well. One thing I know everyone is hopeful for is rain! We haven't seen much moisture since I wrote the last newsletter. The wheat crop will need a drink as it comes out of dormancy as well as the ground for row crops as planting season approaches. Hopefully March will bring us some much-needed moisture.

In February, at our winter producer meetings we talked about grain marketing and risk management. The markets are in a bullish trend right now with the Russia Ukraine conflict, concerns over South American weather and Chinese demand. This is allowing farmers the opportunity to start selling a portion of their 2022 crop. This can be a stressful process when trying to price grain. The importance of knowing input costs and having profit goals in mind can help alleviate some of the stress when it comes to making those decisions. I want to encourage you (if you have not already) to spend a little time to get those details figured out so that marketing decisions are maximizing profitability this year. Then give us a call and we can watch the markets for you. We all know the markets have been volatile this winter, by having orders in place you are more likely to hit your target prices. Once a target price is hit, we can write a purchase contract for you.

As I mentioned above, the grain markets have continued to rally this winter. These higher prices have allowed our producers to sell grain at levels we have not seen in several years. Currently, we have purchased over 95% of the wheat and soybeans and 85% of the corn and milo.

We have been shipping grain consistently. At the end of November, we had several piles of grain on the ground company wide. By the time you receive this newsletter the only

grain left on the ground should be corn at Alton, Bellaire, Lebanon, and milo on the ground at Lebanon and Luray. Luray is in the process of being picked up. By the end of May we are hopeful all our grain will be picked up off the ground.

The end of March brings Midways fiscal year to an end, and it looks like another good year for patronage rates. If you have grain stored on the farm and would like to sell that grain so it is included in patronage for this year, deliver it and have it sold by March 31st. If you are interested in doing this, contact any of our locations or the General Office, we will be glad to help you market this grain. Thank you for your loyalty to Midway Coop.

2022 MYA Price Updates and Insurance Deadlines

by Eric Mans

It's the time of year again to examine your ARC/PLC designation. The 2018 farm bill allows for annual changes to ARC/PLC designation and March 15th is the deadline to make those changes for the 2022 crop year. Our current increased prices make ARC more attractive than in the previous few years. KSU's estimated Marketing Year Average (MYA) for wheat in 2021/22 price to be \$7.49. The KSU estimated MYA prices for 2021/22 corn are \$5.43, grain sorghum \$5.77, soybeans \$12.77. If these estimates prove to be correct neither wheat, corn, grain sorghum, or soybeans would generate a payment in PLC. Farmers will need to multiply the crop payment, times payment yield, times their base acres, times 85% (Crop payment x payment yield x base acres x 85%) to generate their estimated PLC payment for their farm(s). PLC and Agriculture Risk Coverage (ARC) payments are subject to payment limits and sequestration cuts.

The sales closing date for the 2022 spring planted crops is also March 15th. Any changes you want to make to your federal crop insurance policy must be made by this time. The base prices for the 2022 spring crops are being set through the month of February. At writing time, the corn price is averaging \$5.80, grain sorghum is at \$5.78 and soybeans are averaging \$14.11. Remember with revenue policies for spring planted crops, producers get the higher of the Base Price being set now or the harvest price which is the average price in October.

A coverage option for those who implement EU (enterprise units) and farm in multiple counties may raise some interest. MCEU (Multi County Enterprise Units) was introduced in 2019 and allows a producer to establish a single enterprise unit by combining insured units across contiguous county lines by crop. If the primary county qualifies for EU producers may make the election by sales closing date which is March 15th.

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• updates

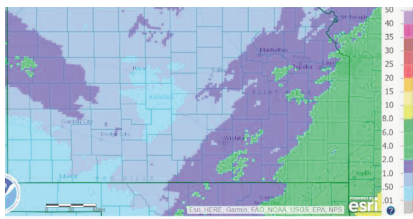
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At Midway Crop Insurance our Profit Matrix and OU/EU Optimizer can help producers get an accurate picture of what their bushel guarantees, revenue guarantees and most importantly what their net profitability will be according to their cost of production. As well as what unit structure and coverage level best fit their farming operation. We have the tools to help producers take less risk and be more profitable. For further details or questions please stop by the General Office in Osborne or call me at 785-346-5451 or my cell at 785-346-4654.

Wheat Top Dressing

by Jeff Hammer

What a difference a year makes! Yes, we have inflation (non-transitory cough), vaccine mandates, more testing, more politics, and



more chaos. However, we do have a decent wheat price and **POTENTIAL** crop coming out of winter. Notice the bold italics on potential because as I write this, we are in an extended dry spell in which we have received essentially no beneficial moisture in the last 4 months. The good news is that we have yet to fully break dormancy so the hope of a March like 2021 saving our wheat crop is still in play, with an excellent price to boot.

We know all about Kugler 342C which has a variety of essential nutrients specific to wheat for top-dress applications. It is a blend of Nitrogen, Potassium, Sulfur, Zinc, and Chloride. Nitrogen requirements on winter wheat are approximately 2 lbs./bu. We do get a nitrogen bump from spring applied N being worth more than fall applied as a greater percentage is used for spikelet formation. Sulfur and Potassium availability can come into question in more no-till environments. We have observed Sulfur deficiency in recent years and while K deficiencies are rare in our soils, availability of K is being more investigated in no till environments due to the nutrient's immobility in the soil. Chloride is known to be a fundamental component to disease tolerance and photosynthesis in high yielding wheat.

(Kugler 342C analysis is: 20#Nitrogen; 3# Potassium; 4# Sulfur; 5# Chloride; & 0.1# Zinc)

In past years we have seen some amplified leaf burn when mixing UAN sources and sulfonyleurea herbicides (Finesse, Amber, Olympus, and Powerflex) at top-dress. Quelex herbicide should also be considered as it has a short rotational window to most crops as there may be some uncertainty on later planted wheat. We do need to watch how much Nitrogen we are spraying on wheat in the spring especially if

temperatures get relatively high for top-dress timing. I don't like to recommend over 50% of the total carrier be fertilizer. XRN can help fill that gap as a 70% slow release that does not burn tissue and is a better option mixed with herbicide or fungicide in the spring.

Copper is a nutrient that has been discussed in the past 10 years. It is an immobile micronutrient that aids in pollen tube formation. It also is essential cell component and key in protein synthesis. An effective method of applying has been somewhat challenging. We have a foliar form called Max-In Copper that can be tank mixed with other top-dress herbicides and fertilizers at a use rate of 8 oz/ac. Steady yield responses of 5 bu/ac have been observed with Max-In Copper.

Midway Co-op is continuing the top-dress program from last year. Apply minimum 5 gal. 342C + 1-2 gal XRN+8 oz Max-In Copper along with your herbicide and Fungicide of choice (TopGuard or Priaxor) and get application discounts as low as \$5/ac. For the cash and carry guys doing it themselves, receive up to \$1.50 discount for adopting the whole program. With the later emerging double-crop wheat, our top-dress program will work better a little later in the spring when the wheat can get a little size to it. Talk to your local Midway Co-op branch manager or agronomist for details on all the winter wheat top-dress options for your 2022 Wheat crop. Thanks for your business!

Soybean Pre-Emerge Options

by Brian Mans

It is hard to believe that springtime is just around the corner. It seems like every year comes and goes faster than the previous one. I know some have already made herbicide plans for the upcoming planting season, but many still have decisions to make. Herbicide programs in soybeans have changed drastically the last several years, with glyphosate resistance, Xtend and Enlist options becoming available and new pre emerge products being introduced. Even today, with the Xtend soybean system being used on the majority of soybean acres, it is still vital that we invest in a good pre emerge product. There are many options in the marketplace to consider, so I thought I would discuss a few different options that we at Midway feel have the best fit for our territory.

Authority Edge will continue to be our lead product and is the "Cadillac" of pre emerge products. Authority Edge consists of Pyroxasulfone (Zidua) and Sulfentrazone (Spartan). The reason we feel like Authority Edge is a better fit in our part of the world is because of the water solubility of the 2 herbicides. Zidua is not very water soluble, and Spartan is very water soluble. As inconsistent as we receive moisture, Authority Edge will do a better job controlling weeds early if we are dry, and Zidua will be there to pick up the slack when we do get some significant moisture event. The rate of Authority Edge is 8-9 oz/acre.

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Another option we will have is Surveil. It is a combination of Cloransulm (active ingredient in First Rate) and Flumioxazin (active in Valor). Use rate is 2.8 oz/acre. It is also a very good residual product for pigweeds. The main watch out with Surveil is the Valor can cause crop injury if applied close to planting and getting a moisture event increases the herbicide availability as the hypocotyl approaches emergence. This is why we recommend applying it at least 7 days prior to planting, especially in conventional tillage situations.

Lastly, Zidua is a pre emerge or early post product that has great activity on pigweeds. It is not very soluble, taking lots of moisture to get activated. Use rate is 3.5 oz for the liquid formulation. With the Authority Edge taking most of the Zidua acres, I feel like Zidua may be best suited in our area for early post application.

There are many other options in the marketplace, but we feel like these options will fit most of our acres. We all know what a headache these resistant weeds are, so the better job we can do to prevent weeds from even coming up the better off we are. I know dicamba resistance is a big concern, especially with Xtend soybeans relying solely on dicamba post emerge to control glyphosate resistant weeds. We need to have a good pre emerge product down and also plan on layering some more residual product down early post. If you have any questions, or would like more information, please contact your agronomist or your local branch manager

Corn & Milo Weed Control

by Joseph Princ

It's hard to believe that spring is right around the corner. For those of you that could not attend our winter herbicide update meetings I will be talking about weed control options in corn and milo. As we all know weeds are not getting any easier to kill. Without any new modes of action coming down the line, we need to make sure we are using what still works for us appropriately.

Starting out with a clean field is very important when planting corn. Early competition from weeds can create uneven emergence and reduce plant stands. When we get out there early to spray, we need to run 8-16 oz of Sterling Blue to control kochia, marestail, and other winter annual weeds. Be sure to throw in some crop oil or MSO as kochia isn't hard to kill when it is small but the little hairs on it can make it hard to get chemical into the plant. Layering residual products is the best way to manage tough to control weeds. When planting corn, it is a good idea to use products in front of the planter that will give us time to come back with a timely post emerge application. What we recommend pre-emerge is 10 oz of Verdict with 1# of atrazine or 1.25 qts. of Degree Xtra. Be sure to use an MSO with the Verdict to get the burndown benefit from the Sharpen in it. Sterling Blue can also be

added to the tank to enhance burn down if needed as long as corn is planted 1.5" deep. This option gives us really good burndown and up to 3 weeks of residual control. Many people have heard about Resicore and Acuron advertised as 1-pass products. While these products do offer really good weed control, 1-pass systems do not work well in our area. Split applications of these products do work well.

There are many post spray options available for corn so I will only talk about a few of the more economical options that have been working. Status is a dry formulation of dicamba with corn safener from BASF. A use rate of 5 oz provides very good burndown control. Liberty in corn is also another good option that is often overlooked. Liberty can be applied to all SmartStax hybrids that we sell. Be sure to contact your seed representative to be sure that Liberty can be applied to your corn. 22-29 oz of Liberty with 2# AMS/ac provides good burndown and can be applied up to V7 corn. It is very important not to go past V7 stage because of an adjuvant in Liberty that can cause Arrested Ear Development. High volume (20gpa) is needed for Liberty as it is a contact chemical and weed size needs to be small. If you want to increase the efficacy of the Liberty, 3 oz of a generic mesotrione, like Incinerate can be added. I want to mention that Liberty is in short supply this year so plan ahead.

Milo differs from corn in the respect that we have to apply all of our residual up front. It is very important to use good residual products because we cannot control grass outbreaks once the milo comes up and in-crop broadleaf treatments can be costly and cause yield reducing crop injury. Not much has changed on milo products. For an early burndown trip, I recommend applying 1# atrazine with your glyphosate and dicamba to help keep the fields fairly clean until we get to planting. Verdict at 10 oz and 2qts of Degree Xtra is still our first recommendation for residual products on milo at planting time. This provides 3 modes of action that have good broadleaf and grass control. This option is very economical for what you get and we have really good product support from these companies if something doesn't work right. Another really good option for use in milo is Lumax. A 2.5 qt rate is recommended 1 week ahead of planting to reduce crop injury risk. If you use Lumax this will lock you out from using Huskie over the top if needed, as they both contain HPPD chemistry and it can be too much for milo to handle. In the last 2 years generic mesotrione, the active ingredient in Callisto, has become very economical. Winfield United's product Incinerate, can be tank mixed with Degree Xtra or Dual products and can give you very economical well-rounded weed control. However, this product is very tight this year so if this is the route you want to go let us know early to get the product saved for you.

I hope one of these days it warms up enough for everyone to get some work done. If you have any questions regarding what I covered, give us a call and we will be happy to answer them for you. I hope everyone has a safe and productive spring.

Petroleum Department

by Terry Zvolanek

VF TECHNOLOGY AND AGRICULTURAL TIRES

Choosing the right agricultural tires for your farm machinery can be a demanding task. Technology is constantly evolving, and it can be difficult to keep track of all the new inventions. Perhaps you have heard someone talking about VF tires and have asked yourself what is VF technology?

VF stands for Very High Flexion. It is a standard introduced by the ETRTO (European Tire and Rim Technical Organization) and the TRA (Tire and Rim Association) and it is an evolution of IF (Improved Flexion) technology.

The VF technology allows your farm machinery to carry heavier loads with reduced inflation pressure. In fact, a tire using VF technology is designed to carry 40% more weight at the same air pressure as a standard tire. The VF technology is good for the soil. As the VF tire needs less inflation pressure, it has a larger tire footprint and consequently reduces soil compaction.

Recent estimates have shown that over the last ten years, more than 10% of crops have been lost to the problem of damaging the land and crops by compacting the soil.

Limiting soil compaction is therefore essential to maximize the yield per acre, while preserving both the integrity and particular features of the soil. A plant growing in the excessively compact soil will not be able to draw in all the necessary nutrients. This leads to waste of fertilizers and reduction of plant productivity.

A VF tire does not have any clear downsides compared to other kinds of tires. VF tires are just as robust as other tires because they are modified to support low pressures. In addition to the specific reinforcements on the bead and special fabrics, they are also equipped with a particular structure element that makes them safe and resistant. In fact, the durability of these tires is 10% longer than the standard equivalent.

There is a general opinion the VF tires provide more comfort and drivability than the standard tires. However, farmers must be aware that this is a subjective matter depending on their preferences and what vehicles are used for. Someone finds a flexible tire to be the most comfortable to use, while others prefer it to be stiffer.

Should you equip your tractor with VF tires? The real answer is it depends. It depends on your routine, your transport routine, and your operation.

As each farmer is unique, and has specific needs, preferences, and working conditions, the choice of tires will also be totally individual. There is no universal solution that can be the same for all farmers all over the world.

The Feed Mill

By Dean Heise



Breeder Mineral Season

With the economy these days, you want to make sure every cow gets bred back in timely fashion. Post calving nutrient intake is very crucial to the ability to get the cows rebred and maintain the health and immunity of the calf. As we look at providing the needed vitamins and minerals, the price of mineral supplementation is minimal compared to the price of feeding an open cow for a year with no return. We have formulated BREEDER XTRA mineral to maximize conception rates. It has chelated (highly available) Zinc, Copper, Cobalt and Manganese along with organic Selenium and elevated levels of Vitamin E to boost the immune system as well as 5% Magnesium for grass tetany. It also contains Moss yeast product to help reduce scours by attaching to gram negative bacterium (*E. coli* and *Salmonella*) to slough them out of the system so they do not attach to the intestinal lining to create problems. Customers that have been using this product are seeing 95-100% conception rates. It is also grouping the calves in a tighter calving window, 75-80% of the calves are coming in the first 20 days. A general rule of thumb is 1 lb of mineral per cow per week; if they are consuming too much – add some salt to limit the consumption since they can only adsorb so much mineral (rock) each day. Is it really worth saving 35-50 cents per week and run the risk of having an open cow? If you have questions on which minerals are right for the time of the year, give us a call and we will be glad to discuss your needs and our minerals are made here in house so we can modify for your specific needs and wants. We can customize any mineral you want with the addition of Essential Oils, Fly Control, Antibiotics, Yeasts (Moss), or Chelates.

Bull Preparation

Now is the time to make sure bulls are physically capable of performing for the upcoming spring and summer breeding season. Bulls need to be in great condition to be ready for the 20–45-day marathon season of breeding, not just with energy (grain/grain mix) but with vitamins and trace minerals (preferably chelated, especially high in Zinc) as well for proper semen production and immunity. Bulls need to be in breeding condition at least 45 days, preferably 60 days before you plan to use them and maintain that until ready for use because thin bulls can run out of stamina. They also need to be ready early since the semen they produce today takes about 6 weeks to get “used.” Semen and soundness checks need to occur now so if you need to find a replacement, the sales are still on and you do not have to settle for the leftovers.

• See feed mill page 6

• **increase** Continued from Page 3

Fly Control Season

Flies are not only annoying to you, but they are also continuously biting and sucking blood from your livestock which requires more energy for maintenance. More energy on the maintenance side means there is less energy for milk production and daily gains, hurting your pocketbook! We can add several different things for fly control.

The feed through control methods- JustiFly/ClariFly/Termifly, Altosid/IGR, Rabon-need to be fed before the flies start. All of these prevent the eggs from developing into flies, they don't kill flies already flying around. These products need to be started in March most years depending on how soon we warm up. These have been around for a long time and have proven they work, sometimes you question how well when you still see flies on the animals after paying for the Larvicide. JustiFly is available to mix into loose mineral mixes and available in salt blocks and loose salt forms.

Garlic is newer to the market, it can be started and stopped as you want since it works by smell. We have used it for several years now with very good results on face flies and marginal horn fly control. Customers were very pleased with the reduction in pink eye cases when using the garlic mineral.

Essential Oils have been increasing in popularity the last several years to help with heat abatement. By lowering body temperatures, cattle spend less time in the ponds getting foot rot, less time standing under shade trees concentrating the manure piles which increases fly density, and more time out grazing so they can increase milk production and increase average daily gains.

APRIL IS THE NEXT MINERAL PROMO MONTH. BUY 12 AND GET 1 FREE!

Technology

By *Joshua Hendrich*

FieldAlytics

FieldAlytics is our new internal program for applications that we are rolling out this year. We will gain efficiencies on our spray/fertilizer work by having orders digitized across the company. If you want notified when your field is finished let the team know when you put in the work order. Also the new invoices for fertilizer will have a fertilizer analysis on the bottom as per Kansas requirements.

Variable rate application

FieldAlytics allows use to build variable rate maps, even if you have no data. Let the field team know if you are interested in variable rate. Put those fertilizer \$ in the right spot.

Website updates

Our Midway Co-op website www.midwaycoop.com will be getting a refresh on the grain bids and weather page. This will unify the look on the website and align us for future products and services.

Enhanced account access

For release this summer we will be enhancing your access to your account. Look for details in the next newsletter. Also watch our website and Facebook for updates.

Credit Card Payments for Statements

Midway Co-op now accepts Credit Cards for payment on your account.

Offering 2 options: In-Person at the General Office or over the phone (785-346-5451).

*Additional Fee Applies

Notifications of account activities

Our new system allows Midway to send you notifications about your account. Statements, prepaid statements, invoices, and several different grain forms can be emailed to you. Signup on our website, call, or in-person at the General Office.



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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