



Return Service Requested

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

LOCATIONS AT:

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

PRSRT STD

U.S. Postage

PAID

Osborne, KS

Permit No. 3

Newsletter

June 2022

Manager's comments

by Craig Mans

Our annual meeting was held on May 26th and we had a wonderful crowd. We appreciate everyone that attended. Year-end sales were 184 million dollars. This is another record for Midway Coop and is a combination of high prices and growth. Local Earnings on these sales was \$9.2 million dollars. This is an important number as this reflects what we control at the local level. We are very fortunate to have a strong Regional Cooperative system that paid us back \$2.4 million in patronage this last year. This includes AGP, where we sell most of our

beans, CHS for fuel and fertilizer and Land O'Lakes for chemicals. This is of importance to you as we pass this on to you in Midway Coop Patronage. Our total net savings which includes regional patronage was \$11.1 million dollars. Of the \$11.1 million dollars of total savings, patronage dividends in the amount of \$8.6 million dollars will be allocated back to members. 50% will be in cash or \$4.3 million. These are very strong earnings and patronage numbers. Most of the patronage rates are at or above our 10-year history. These strong earnings once again allowed for an equity retirement. Over \$2.7 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 our members this past year.

MIDWAY DONATIONS

Midway Co-op in conjunction with Land O'Lakes donated a total of \$3,750.00 to the Burr Oak Fire Department.

Midway Co-op in conjunction with Land O'Lakes donated a total of \$3,750.00 to the Mankato Fire Department.

Midway also supported those impacted by fires locally with supplies.

We are paying back 33.8 cents per bushel on grain from our 2022 fiscal year that ended March 31. Along with the patronage, Midway is passing through 14.02 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 nearly 48 cents per bushel back to the producer! Patronage checks will be mailed in June.

With our grain carryover from last year, we had 9.5 million bushels in our elevators at the end of March. These carryover bushels have us off to a strong start in our new fiscal year. At this point, we only have 2 covered piles of corn at Lebanon left on the ground.

Having a strong cooperative continues to allow us to re-invest back into our assets and facilities. In the last year, we spent over \$3 million in capital expenditures to better serve you. This included a bin project in Burr Oak that was completed just in time for fall harvest. At Downs, the dump pit and leg improvement project has been completed and is ready for wheat harvest. There were other projects and equipment too numerous to mention. Currently, we have a bin project starting at Portis that should be completed before fall harvest.

What a wonderful rain we had in late May! The wheat crop maintained some promise with the dry winter and spring. Thank you for your business and have a safe harvest.

Patronage Rates

Commodity	2022	2021	2020
	Based on bushels sold		
Grain	33.81¢ / bu	30.06¢ / bu	36.25¢ / bu
Grain Storage Paid	24.471%	10.037%	30.139%
Fertilizer	9.304% or apprx \$65.13 / ton	7.888% or apprx \$33.36 / ton	10.039% or apprx \$45.48 / ton
Chemical	10.097%	6.348%	10.039%
Petroleum	1.336% or apprx 4¢ / Gal	3.034% or apprx 6¢ / Gal	6.015% or apprx 15¢ / Gal
Feed & Merchandise	3.449%	1.916%	5.106%

Agronomy

by Ron Reneberg

Fertilizer prices in general are on hold from last winter's turbulent market swings brought on by the Ukrainian Russian War, the continuation of pandemic shut-downs affecting world economies & supply's as well as the dramatic upswing of the energy markets. Supplies seem to be adequate but just as we've seen in years past late orders and just in time deliveries can be difficult. Manufacturers are not wanting to take risks and reduced supply inventories reflect it. Sounds like a broken record but these are the new times we live in, and all this is compounded by inflation. We anticipate reset pricing will take place this summer and early fall but "Throw all that out the window with the next Sensational News story- (what ever that might be)". The biggest unknowns continue to be how will the continued shut-downs these past months and staggered reopening affect import/export activities coupled with product mix changes. Midway again will be working closely with its crop nutrient suppliers to make sure adequate and timely deliveries are available for your fertility needs.

Again, I will remind you 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 weeds for superior control as they also provide nutrients to your growing crops. If you have never tried KQ XRN now is the perfect time.

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 local assets and well-trained personnel that are necessary for timely delivery and application of all your agronomic needs.

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!

Thanks for your continued patronage and remember to contact your local Midway Coop branch Manager or Sales Staff today and let us help YOU.

From the Grain Department

By Cullen Riner

March 31st was the end of our 2021-22 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. The wheat crop has been under a lot of stress this spring due to the lack of moisture early this spring. Hopefully, the recent rain will allow the wheat to hang in there. We have received some reports that suggest good planting progress for the

fall crops.

The Grain Department has been shipping lots of grain this spring and will continue to do so over the next couple months. Currently the only grain on the ground is our last two corn bunkers at Lebanon. We will have plenty of room to handle wheat harvest this year. Storage capacity is continuing to grow as we are in the process of putting up another McPherson to help service our patrons at Portis. We are on pace to have the project completed by fall harvest.

With wheat harvest coming on, 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 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. 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 some of our programs in the grain department. First, we are offering a 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, we now can direct deposit grain payments to your bank account. Instead of picking up your check or waiting for it to come in the mail. Last, Non-Patronage pricing for your grain is now available. Here are details of this program:

- The non-patronage bid will be 10 cents more than our posted cash bid.

- No patronage will be paid on grain or storage.

- No 199A Pass Through (for income tax deduction)

- Producers must declare non pat pricing at the time of sale

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

Thank you for your patronage and may you have a safe and successful harvest!

Harvest Price Increase Equals Higher Revenue Guarantees (wheat)

By Eric Mans

As we near wheat harvest we could see a significant increase from the base price of \$7.08 to the harvest price which is set in the month of June. Because of this, producers that have selected revenue protection for their wheat crop may be getting a Revised Revenue Guarantee. Remember, with a Revenue Policy you get whichever is higher (the base price or the harvest price.) In this day and age, with the market volatility we have, Revenue policies offer the best protection for the producer.

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Let's go through an example: If your bushel guarantee is 35bu/acre, your revenue guarantee is $35 \times \$7.08$ (base price) = **\$247.80/acre**. If the Harvest price is set at \$9.00 your Revised Revenue Guarantee would be 35bu/acre \times \$9.00 (harvest price) = **\$315.00/acre**. You get the higher of the two guarantees.

Here are a couple of things to keep in mind. Remember, the Harvest Price just like the Base Price is established by the Kansas City Board of Trade, not at the local elevator. The price you sell your wheat at the elevator is not what crop insurance considers to be your "Actual Farm Revenue". Crop Insurance sets all prices and figures all claims at board price. This allows them to compare "apples to apples". Crop Insurance averages the July Futures price every day during the month of June. If you have any questions or want to discuss any other of your crop insurance needs stop by the Midway Coop General Office in Osborne, give me a call at 785-346-5451, or on my cell at 785-346-4654.

Why Fall Crop Fungicides

by Jeff Hammer

Inflation! I think we are all being affected by it in some way from food to fuel. It has eroded much of the margin opportunity from high commodity prices as I am sure most everyone knows. The one positive from high commodity prices is the Return on Investment from additional agronomic inputs becomes much lower. We also have some risk sharing opportunities with Midway Co-op on additional agronomic inputs such as fungicides which I would like to discuss in this article.

It is challenging in our semi-arid dryland corn and soybean environments to consistently achieve a return on investment to fungicide in simple bu/ac terms. I feel that we are missing the opportunity to improve the bottom line in our operations if more grain on the ear and in the pods is all we are focused on. Harvestability and harvest moisture are better measures of profitability from fungicides in my opinion. A Purdue study suggested that corn loses anywhere from 0.5%-1.5% gross yield potential per point of harvest moisture loss. Scatter chart data from a leading seed company on 5 years of soybean harvest results compared with Harvest moisture have shown an average of nearly 9 bu/ac losses in bean yield when harvesting at 13.5% versus 10% moisture. Grain losses at harvest and lack of free water weight hauled to the elevator are the main culprits. Maybe it's because of poor plant health, lodging, or grain shatter? No matter the cause, those are big numbers at low price levels not to mention where we are today. The interesting thing about those figures is that the number of kernels has no impact on the data, just water content. In some instances, with certain disease pressures and situations, it's reasonable to believe

there's added grain advantages to fungicides which in my opinion are a bonus. Holding corn grain at 15% instead of 13% and soybean moisture at 12-13% instead of 10.5% can be all that is necessary to achieve breakeven levels on the cost of a fungicide on corn and beans.

We have some new tools from our distribution partner Winfield United this year to help minimize some risk from fungicide applications to corn and beans. The Impact Rx program is a new offering at the grower level and works as an insurance policy for your fungicide. For anywhere from \$1-\$2.75/ac enrollment fee, you can lock in a warranty payout from \$10-\$20/ac if you don't achieve 100% of your APH in soybeans, and up to 105% of your APH in corn. Differences in payout depend on products selected. Participating manufacturers are BASF, Bayer, and Syngenta. The payout works like an enterprise insurance policy payout where an average yield based on the acres that are enrolled is created. The main requirement to qualify for the warranty is the seed brand must be sourced from the Winfield United partner distribution chain. This means NK, Brevant, Croplan, and Dekalb corn hybrids and Asgrow Soybeans can qualify acres if purchased through a Winfield Distribution Retail Partner. Insurance yield information is also necessary to enroll acres and a link to field boundaries through platforms like Climate Fieldview or John Deere Operations Center. Talk to you Midway Co-op Sales representative about getting your corn and soybean acres signed up today.

Post-emerge Corn Spraying

by Brian Mans

Another spring has almost come and gone, and it will soon be time to start our post spray programs. As hard as many weeds are getting to kill post emerge in corn, I know we have many guys trying to layer more residual and get away from post spraying. However, we do have options if we need to post spray corn, and several factors that need to be considered before deciding which herbicide best fits your operation. Liberty, Status, Diflexx and Resicore are a few of the many products available, but these options will fit a majority of our acres.

Liberty is a good option on corn, giving us a different mode of action to use. However, there are several key factors to consider with Liberty. First, not all corn is Liberty tolerant so make sure you know if the variety you planted is Liberty tolerant. Second, Liberty has to be applied prior to V7 growth stage. If you would like to spray Liberty but aren't sure if your corn is too big, please contact your branch manager or agronomist and one of us can look at it with you. As much cool weather as we have had this spring, we are stacking growth nodes pretty close together so we are not going to have as big of a plant when we reach that V7 time. Anytime we spray Liberty, we need to have high humidity and really good coverage on weeds. Running 15+ gallons of water per acre is a must. Liberty is also a product that has taken a significant price increase and supply is limited.

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Status is a good herbicide on pigweeds. It is labeled from V2 to 36" corn giving us a wide application window. 5 oz is the rate we recommend when tank mixed with glyphosate. Need to include Crop oil or MSO when applying Status. One thing to remember with Status, it is a dicamba based product but has a safener in it that will kill Xtend soybeans. So, make sure you use caution when spraying next to Xtend soybeans, and if you are going to spray Xtend soybeans after spraying Status make sure you triple rinse your sprayer.

Another Dicamba based product is Diflexx. It has a different safener than Status, and is a liquid product. In a tank mix with glyphosate, I think 5 oz of Status is a better fit. The best fit for Diflexx is probably in a tank mix with Liberty to get another mode of action and help Liberty on some of these tougher broadleaves. 29-32 oz of Liberty with 6-8 oz Diflexx will be a good tank mix to consider.

A product with really good residual is Resicore. It is labeled pre and post, up to 11" tall corn. Resicore combines 3 modes of action to help with emerged weeds as well as giving you residual. Atrazine and a little bit of Sterling Blue can also be tank mixed to help with emerged weeds. We recommend 1.5 quarts early post to clean up the little weeds emerging and keep corn clean for the rest of the season.

These are just a few of the options available post-emerge on corn. We can also do some tank mixes with these herbicides. Another key piece of the puzzle with these herbicides is to keep your gallons up, as coverage is very critical. Remember, anytime we apply Dicamba post-emerge corn, crop injury is possible, and some hybrids are more sensitive to Dicamba than others. The 48 hours following dicamba applications are when corn plants are most susceptible. If there is a good chance of high winds or a storm in the 48 hours following application it would be best to avoid dicamba spraying. If you have any questions please contact your local branch manager or agronomist

Spraying Soybeans Post Emergence

by Joe Princ

What a spring we have had this year. For the most part the weather has cooperated well to get things planted. As always, pigweeds are our major concern in soybeans. That being said I want to cover the different postemergence spray options and the different herbicide platforms.

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 consider going with BASF's lineup of products. Engenia is BASF's dicamba product and can be paired with Outlook or Zidua. Outlook can be used at 10 oz/acre and Zidua at 1.5 oz/ acre. All of these residual products provide you with excellent pigweed control.

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 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 offtarget 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

How to Avoid Fuel Storage and Handling Mistakes

Whether you have a permanent fuel storage tank or are using a temporary storage unit in the back of your pickup, making storage and handling mistakes can translate into wasted dollars that can cost you dearly. Fuel that is not stored properly can become unusable. That ends up costing you more per gallon. With various fuels already creeping towards \$5.00 a gallon, it is an expense you cannot afford. Improperly stored fuel also increases the total cost of ownership of your equipment.

There are two major factors that contribute to fuel storage and handling mistakes.

Condensation and water buildup –

You cannot avoid some condensation. Water is an inevitable fact of life for fuel tanks. Even if you are very diligent in replacing the cap and making sure it is closed tightly and you have no leaks, nature ensures that water will get into your fuel tank. Picture the tank during the day heating up in the sun. At night when the temperature drops, the moisture in the warm air that is in the tank will turn into water droplets that will fall into the fuel. The water in the tank will eventually sink to the bottom. Because of its chemical composition, it's heavier than gasoline and diesel fuel and will not mix with these two fuels. You need to check the water level at the bottom of the tank to ensure that your pumps aren't taking straight water out of the tank. It's easy to check the water level by using a measuring stick in conjunction with a water-finding paste. When the gold paste turns red after being exposed to water, you will be able to measure how many inches of water are in the tank. You may need to manually pump the water out to get it to an acceptable level. Most heavy-duty equipment uses filters to separate water from the diesel fuel before it goes into the fuel system. However, having too much water in the fuel can cause the machinery to shut down more frequently.

Dirty Fuel-

Dirt will get into fuel. It's inevitable whether the wind blows it directly into the tank or it sticks to the hoses and nozzles, it will get in. Before you pump fuel out of the tank and into the equipment, you should make sure it is filtered. The pump should have a sophisticated pump filtration system on it.

Many people make the mistake of not changing the filter on these pumps or not using the appropriate filter size. The pump should filter down to an absolute micron size that eliminates anything harmful entering your equipment.

If you don't filter your fuel, your equipment's own fuel filter can help. But it's not a good practice to rely only on the fuel filter that comes with your trucks and equipment.

They can clog up prematurely and the equipment may simply shut down due to lack of fuel flow.

The bottom line is improper storage and handling of fuel and gasoline will drive costs up and adversely affect your productivity. When not properly maintained, the total cost of ownership of your equipment will increase as you scramble to fix, repair, and replace parts at a much faster rate than necessary.

The Feed Mill

By Dean Heise



Fly control issues –

Whether you use dust bags, oilers, rub socks or fly control minerals – flies are going to create problems. We have a reliable, high quality source of gar-

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

Pasture Quality –

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

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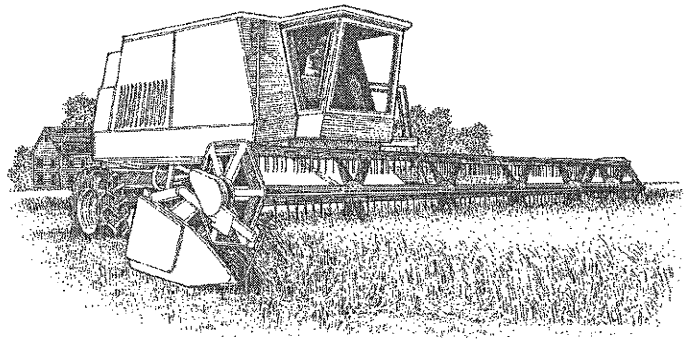
• mill

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Heat Stress –

As we get into the summer heat, livestock gets hot the same as we do. The problem with that is they have no air-conditioned truck or house to go to for relief; instead they go to the ponds or stand under a shade tree. When they gather under trees, manure piles are more concentrated and flies spread 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 \$0.02 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.



Technology

By Joshua Hendrich

Website updates

The Midway Co-op website www.midwaycoop.com is getting a new cash bids page, futures page, and weather page. By June 1st it should be switched over to the new content.

Text cash bids

We have a service that can text Midways cash bids. This service sends out three texts a day 9:00 a.m., noon, and 2:00 p.m. This will be coming from info@midwaycoop.com starting in June. There will be a nearby text and new crop text. Total of 6 texts per day. If you are not signed up for this service, please let the me know. (785-346-5451) or text Name and cash bids to (785-345-5034).

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

We'll Help You
GROW
Your Farm



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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