

**June 2020**

## **Manager's comments**

**by Dell Princ**

Hello everyone,

I hope you are healthy and doing well. With all that is going on in the world today, that is all we can hope for. The world is different than most have ever seen before. COVID-19 has changed most everything. March 31st was the end of our 2020 Fiscal Year for Midway Coop, and the Annual Meeting should already have been held. As you know that did not happen. We are hoping with the latest updates that we might be able to have it after wheat harvest. You will get a notice of it two weeks prior. It will most likely be an afternoon meeting and no meal will be served. With this said, I do want to get on to some better news. Thanks to all of you for making it another great year. Local earnings were 7.9 million and total net savings after taxes came in at 10.7 million. Patronage dividends are 9.5 million and half of that or nearly 4.8 will be paid in cash. Those checks will be mailed the middle of June. The Patronage rates are listed below along with a three-year history.

Midway Co-op sent out a lot of cash this year. The cash portion of the patronage, estate payouts and 5% equity payout last December amounted to 6.6 million in cash paid back to its members. Midway's financial success has made this possible. Midway's strong balance sheet also allows us to reinvest into our facilities. The major purchases this year were the addition of 600,000 bu. McPherson grain storage at Lebanon and a state-of-the-art chemical and fertilizer containment building at Bellaire. The ability to invest back into our facilities and services has given Midway the opportunity to increase earnings which reward our members. We will continue to look for opportunities that benefit our members. You can be assured we will continue to manage this cooperative in the most efficient manner possible.

Currently Midway is two months into their new year and I am happy to report that we are off to a good start. The weather has allowed the crop production department to stay in full gear and sales are great. We also are moving lots of grain and this also is adding to the good start. It appears the fall crops are getting planted and they're also off to a very good start. Hopefully, mother nature will allow a few timely rains to keep it going. The wheat crop we are about to harvest has been helped by some late rains. However late freezes and a dry early spring has taken the top off the crop. With that said space will not be a problem and we will be able to handle your crop in a fast and efficient manner. Hopefully, the crop will surprise us and be a little better than we think. No matter the size, please be safe this harvest. Thanks for all your support of Midway facilities and services.

## **Agronomy**

**by Ron Reneberg**

This winter Midway continued to make upgrades to our Crop Production facilities. We are pleased to have open the New Containment building in Bellaire KS and have seen good improvements this spring in load times and greater storage capacities. We've also completed our company wide required NH<sub>3</sub> large storage tank moving and upgrades that keeps us up to date on Safety and Regulation compliance. We installed a new soybean/wheat seed treater and software in Osborne and have seen increased speed on treating/loading times as a result. These improvements along with numerous others across the company help us take care of our Producers needs as we are ever striving to serve you better.

Fertilizer prices in general continue to soften from last winter's turbulent market swings brought on by the pandemic shut-down effecting world economies and the dramatic crash 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. Reset pricing will take place this summer and early fall. The biggest unknowns continue to be how will the shut-down this past 6 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.

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!

## **From the Grain Department**

**by Suzanne Roadhouse**

Is everyone ready for harvest? Considering the late freeze and lack of moisture, the crop has held in there well. It will not be a bumper crop, but it should be decent. As I am writing this newsletter, it is raining which is great for the wheat as well as the early planted fall crop.

The Grain Department has been moving lots of grain this spring, so space will not be a problem

for harvest. All the grain has been picked up off the ground except two bunkers of corn at Alton and one bunker of corn at Lebanon as well as a bunker of wheat. We also continue to build storage which allows us to provide better service to our customers and keeps less grain piled on the ground.

The markets as you know are not very good. Huge world supplies of grain and complications from Covid-19 have been the main reasons for its poor performance. Hopefully, there will be some better news coming to get these markets on the right track.

I want to remind anyone that might be storing grain this harvest, to make sure your bins are properly prepared. Clean them thoroughly and then spray them down before filling. This will help avoid IDK (insect damaged kernels) problems down the road. Frequent checking of the bins is very important in keeping your grain in good condition.

I would like to remind you that if you have made any changes to your accounts with us such as new renters or landlords, or you have acquired a new piece of land, please get in contact with the elevator that you deliver the grain to and make sure that the divisions on your accounts are set up correctly. This will make things run more smoothly when you are delivering your grain. Also please check scale tickets at the time of delivery to make the correct name and divisions are on your ticket. Just like most things, it is easier to fix the error at the time than it is a month down the road. As always, if you have any questions or concerns, please do not hesitate to call any of the branches or the general office. Please have a safe and bountiful harvest and thank you for your use of our facilities.

## **2020 PLC and ARC County Payment Updates and Plant Dates**

### **by Cullen Riner**

Based on MYA (Marketing Year Average) price estimates, wheat, corn, and grain sorghum most likely will trigger a PLC payment. KSU's estimated wheat price for 2019/20 MYA is \$4.62. The PLC reference price for wheat is \$5.50. The MYA Price will be finalized at the end of May. As of right now the current estimated PLC payment through April is \$0.88 per bushel for wheat. The MYA price will be finalized at the end of August for corn, milo, and soybeans. For 2019/20 MYA, the KSU estimated prices are \$3.63 for corn, \$3.18 for grain sorghum, and \$8.55 for soybeans. Reference prices are \$3.70 for corn, \$3.95 for grain sorghum, and \$8.40 for soybeans.

Current estimated payment rates are \$0.07 per bushel for corn, and \$0.77 per bushel for sorghum. As of now soybeans will not trigger a payment. Remember producers are not paid on planted acres but are paid on 85% of base acreage by crop. If there is a payment, producers should expect that payment after October 1st. ARC County payments will depend on county yields and MYA price. In our area, it looks like there may be payments in a few counties. Yield data has not been released for all crops in all counties. Here is the rundown of what yield data they do have currently. Again, these are estimates through the month of April at this point. Jewell County: Corn- no payment. Grain Sorghum yield data. Soybeans- no payment. Wheat- no yield data. Lincoln County: Corn- no payment. Grain Sorghum- no yield data. Soybeans- no yield data. Wheat- no yield data. Mitchell County: Corn- no payment. Grain Sorghum- \$11.44 per base acre. Soybeans- no payment. Wheat- no payment. Osborne County: Corn- no yield data. Grain Sorghum- no yield data. Soybeans- no yield data. Wheat- no yield data. Republic County: Corn- no yield data. Grain Sorghum- \$42.83 per base acre. Soybeans- no yield data. Wheat-

\$23.09 per base acre. Rooks County: Corn- no payment. Grain Sorghum- no payment.

Soybeans- no yield data. Wheat- no payment. Russell County: Corn- no yield data. Grain Sorghum- no payment. Soybeans- no payment. Wheat- no payment. Smith County: Com- no payment. Grain Sorghum- no yield data. Soybeans- no yield data. Wheat- no yield data. Again, producers will be paid on 85% of their base 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 com- 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. If you have any further questions regarding 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 785-346-4768.

## **Tissue Sampling Re-visited**

**by Jeff Hammer**

What a crazy last 20 months! Just when we thought things couldn't get nuttier after the fall harvest issues of 2018; 2019 comes in and says, "Hold my Beer." Nationwide planting struggles gave us chances to sell \$5.00 futures corn for last summer for fall delivery, only to settle back to mediocre price levels at harvest. 2020 had to be better right?!? Wrong! Here comes Covid-19 and life as we know has been altered likely forever, along with it the landscape of every economic sector of the globe. I could write an Op-ed about all the political and socioeconomic garbage that has impacted our daily lives. but I will let the politicians in my family do that. I will stick with what I know a little something about. Corn and beans.

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. The interaction of Glyphosate with some micronutrients in plants is also well documented and we have a foliar local data set of sample results that display this.

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 Solutions 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 Solutions 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). The long list of Max-In products also includes: Boron, Calcium, Copper, Manganese, and recently added Iron which is play for Iron Chlorosis in soybeans. Any of these products can be used on a variety of crops to cure many deficiencies.

For questions on products and to get signed up to have your fields checked this summer; talk to Jeff, Brian, Joe, Tanner, Wyatt or your local branch manager today.

## Post-emerge Corn Spraying

**by Brian Man's**

We are getting to the time of year where we need to be scouting corn fields and making decisions on what we are going to be using post. There are a lot of different options and several factors that need to be considered before deciding which herbicide best fits your operation. Liberty, Status, Laudis and Resicore are a few of the many options, 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, 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.

Status is a very 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. You 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.

Laudis is another post-emerge option that has a good fit in our geography. It is labeled from emergence to V9. Laudis is from the HPPD inhibitor family, which is not very good on emerged pigweeds. However, it has a safener in it that allows Sterling Blue to be tank mixed with it and reduce the risk of crop injury. It has good residual for many broadleaf species. 3 oz/acre is the

labeled rate for Laudis.

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. For instance, 3 oz of Laudis with 3 oz Status. 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. Some hybrids are more sensitive to Dicamba than others. The 48 hours following dicamba application are when corn plants are most susceptible. If there is a good chance of high winds or a storm 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 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 attended one of the required classes or done 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 dicamba products 45 days after planting. 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 applied with Outlook or Zidua. Outlook can be used at 10 oz/acre and Zidua at 15 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 second 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**

Today's passenger vehicles have a lot of safety features, from seat belts to anti-lock brakes, tire pressure monitoring systems to air bags. But one of the most important safety features on your car is something that you might not think about very much - your tires.

In many ways, tires are the foundation of auto safety. They not only cushion the ride, they also play a key role in your ability to control, maneuver and stop your car. But to do all that, your tires have to be in good shape, which means that you should not take them for granted. By taking proper care of your tires, you can do your part to help your tires keep you and your family safe.

Tire technology has made tremendous advances over the years and tires are reliable, effective, and long lasting; but they still need a little regular care and maintenance to stay that way. By understanding a few basic concepts and devoting a few minutes a month to tire care, you can get the most out of your tires. One of the simplest and most important things you can do to keep your tires in good shape is check your tire's air pressure regularly, because tires normally lose pressure over time. If one of your tires has lost four pounds per square inch (PSI) or more of air, check for leakage. Also, a rapid drop in temperature can cause your tires to lose pressure. Expect to lose one or two PSI for every 10°F drop in temperature.

We recommend tire rotation at 5,000-mile intervals and tire balance once a year. This is the maximum recommended interval; some high-performance tires may require more frequent care.

All tires wear, and they wear at different rates depending on location. In addition to wear induced by drive torque and from suspension and steering movement, on right hand turns the car swings through a short arc and the inside tire describes a much tighter radius than the outside causing a 'scrub' or sideways slip in the right front. On a left turn, you are typically sweeping through a much greater over all arc, with less tire scrub on either front tire. This is why the right front tire typically shows abnormal wear patterns first. Tire scrub will cause a wavy chop in the treads, most noticeable on the tire's edges.

In short, the wear pattern of a tire will vary' dramatically depending on its location on the car, and with the year, make, model, and alignment specifications. It is this wear, the change in the shape, and weight, that make it necessary to rebalance tires. Moving the tires to different locations and rebalancing them periodically equalizes variations and cause the wear pattern for all tires to remain more uniform.

## **Office Update**

**by Craig Mans**

Our fiscal year ended on March 31st and I am happy to say we had another good year. We are proud to be able to return patronage to our member patrons. This year our patronage is highlighted by paying 36 cents per bushel on grain sales from our 2020 fiscal year (see our website for all patronage rates). This moves our 10-year average on grain patronage from 32 to 33 cents/bushel! Petroleum rate of 15 cents/gallon. Fertilizer and Chemical rates are 10.039% of purchases. 50% of the patronage will be paid out in cash this month and the other 50% will be added to your Midway Coop Equity. The total patronage allocation is \$9.5 million and 50% or about \$4.7 million is being paid out in cash. You can check your equity account online through our website [www.midwaycoop.com](http://www.midwaycoop.com) Please contact me if you have any issues or questions with your online account.

Again this year, Midway Coop will be passing through the 199A DPAD and it will be allocated to our members based upon your grain sales in our fiscal year ending on March 31, 2020. The deduction will be reported to you on your 1099 issued in January of next year. If you have taxable income it should be reduced by the amount listed on your 2020 Form 1099-PATR. This year we will be passing about 13 cents/bushel back as a Tax Deduction to you. This is one of the tax benefits of doing business with a cooperative!

We are nearing a transition stage with our software and plan to go live with a new software system in August. We have been doing a lot of prep and data work internally. As with any change, we can expect some minor issues. The better prepared we are for that, the easier it will be to handle. We should have some sample statements, tickets, and invoices to start showing you later in the month. We are very excited about this change as we will be able to do some new things! We will work toward ACH payments for grain sold, emailing tickets or statements if you would like, and many other efficiencies within our company. The website login will have to change after we go live as well, but we will have instructions on that as we move forward.

While I am still involved with CFA, I have handed most of the duties over to Eric. You can contact either one of us to take care of CFA for the time being. Jennifer Princ at Luray will also be able to help. Here at the General Office, Luray, and Lebanon can receive mobile deposit payments on CFA. By using mobile deposit, we can save a few days of interest. You can also make your payments online if you prefer at <https://cfafs.com/> CFA will be rolling out the new 2021 program soon.

Midway Coop has continued to be a strong supporter of our local communities. So far this year,

we have made donations to the Osborne Police Department, Osborne Emergency Building, and the Kansas Wheat Commission Research Foundation. We used matching funds from CoBank to donate \$5,000 to the Police Department and Emergency Building. Our donation to the Kansas Wheat Commission Research Foundation was for \$20,000. The foundation works to help advance the wheat industry and wheat genetics. These donations are just a small part of what we give back to our communities. Thank you for your business!

## **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 found a reliable source of garlic that we are using again this year for fly control as well. Last year the garlic seemed to do a very good job of face fly control, which substantially reduced the pinkeye 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. 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.

July is our next mineral promo month.

### **Pasture Quality —**

With the cool spring, the pastures are slow to take off but should have plentiful grass once we warm up. 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 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 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 gets hot the same as we do. The problem with that is they have no airconditioned 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, foot rot 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 •60 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.

**Our Mission Statement - To serve our communities with a financially sound, professionally managed cooperative offering quality products and services at competitive prices.**