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# Newsletter

June 2018

## Manager's comments

by Dell Princ

We finally got some rain but I'm afraid a little too late for some of the wheat. We are very thankful that it will give the fall crops a good start. It's been very dry for a long time, so much more rain will be needed.

Midway Co-op had their annual meeting last month. I am happy to report not only a great year, but a record breaking year. Local earnings were \$9.4 million and net savings came in at \$10.7 million. Some might ask how and why with the ag economy being what it is. First thing I would say is it wasn't in the budget I made a year ago. I did think with all the hedged wheat carried over from the previous year, margins could be good. I didn't realize at the time how good it was going to be. The carry in the wheat futures market and the basis improvement that followed allowed us to enjoy terrific wheat margins and this paved the way for a record breaking year. Taking advantage of the carry and holding hedged grain would not have been possible, had we not built storage over the last 20 years or so. Building storage all goes hand in hand with financial success and ability to have the capital to invest. This paid big dividends for Midway Co-op and its Members. A complete set of Financials can be found on the Midway Co-op web page.

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 more than \$6 million in cash paid to its members. Midways financial success has made this possible. The ability to invest back in to its facilities and services has

given Midway the opportunity to increase earnings which reward its 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. We are proud to be a Cooperative.

I know this harvest will not be what we want. Hopefully the fall harvest will be lots better, and prices will adjust upward. Please be Safe in this upcoming harvest. We are looking forward to earning and servicing your farming and ranching needs.

## Agronomy

by Ron Reneberg

Fertilizer markets are beginning to soften as summer approaches. Nitrogen prices will see a reset by mid-summer, Phosphate supplies however continue to be tight in the US and it is up in the air at this time as to how the summer supplies will shake out and what pricing will do. Starter fertilizers sometimes called pop-up fertilizers are very useful to get crops started so they are healthy enough to reach down to lower soil nutrients. Kugler low salt fertilizers are specifically designed to do just that. Kugler starter fertilizers used in conjunction with Kugler XRN extended release nitrogen foliar feed fertilizer and Midway Coops dry crop nutrient mix broadcast program is a very efficient cost-effective approach to maximizing crop yields. We are and will continue to work with our suppliers to provide you with timely and economically priced fertilizer supplies.

Crop Protection Suppliers continue to consolidate this year. As we head into summer the completion of the Monsanto purchase by Bayer Crop Science should occur.

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## • agronomy Continued from Page 1

We are staying in tune with how this might impact our local markets. BASF will become a net purchaser of several spin off products from Bayer such as Liberty herbicide and several seed treatment products. With this and the other chemical company consolidations there is extra competition between manufacturers for producer's business which in turn should keep crop protection product prices in check. As always new products continue to be released into the market place so check with your local Midway agronomist or branch manager for best area recommendations. We have the application equipment, facilities and trained personnel to get the job done quickly and safely for you.

In closing I remind you that on the farm and around the Coop "Safety comes first". Call your local Midway Coop branch Manager or Fieldman with all your crop production questions and needs.

### From the Grain Department

*By: Suzanne Roadhouse*

As we have closed out another fiscal year, I want to say Thank you for your loyalty to Midway Coop. Midway has had another successful year and your patronage rates will show that. This year the Patronage you will receive on grain sold will be 40.02 cents per bushel, and you will also receive 19.3% on the grain storage paid for fiscal 2018.

Wheat harvest is just around the corner and we would like everything to run as smoothly as possible, so would like to encourage you to stop in at your local branch and ask to go over all your grain accounts. This will make sure that we have all your accounts set up correctly and will help us to make sure your grain is being delivered in the correct account. Circumstances do change from year to year, you may have acquired a new piece of ground, or have changed a division on one that you already have. Having these changes made and in place before harvest will just ensure that we get the correct account on your tickets. Keep in mind that these need to be set up the same way they are set up at the FSA office just in case the LDP should happen to come into play, or if you are thinking of getting a Warehouse receipt on your grain, or for insurance purposes. We also have cards that we can make for you to have in your trucks with your Account number and split number on them. These make it handy for the person at the scale, so your grain gets entered in the correct account.

The other issue I would like to touch on some is account security. We need authorization from you on

who has access to your grain information. For instance, if someone has a power of attorney for you and you allow them to have access to your information or to sell your grain, we need to have a copy of that paper. Please give me a call if you have any questions. Don't forget to utilize your online account access on our website. This is a great tool for you to use to check your grain tickets and production history. If you are not set up to do this give us a call at the General Office, and we will be happy to get you set up to do so. The General Office phone number is 785-346-5451.

Thanks again for your patronage and have a safe and successful harvest.

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

*By Cullen Riner*

Based on MYA (Marketing Year Average) price estimates, wheat, corn, and milo most likely will trigger a PLC payment. The MYA price will be finalized in August. If there is a payment, producers should expect that payment after October 1st. The current estimated PLC payment through April is \$0.76 for wheat, \$0.32 for corn, and \$0.72 cents for sorghum. As of now soybeans will not trigger a payment. Remember producers are not paid on planted acres, producers are paid on 85% of base acreage by crop.

ARC County payments will depend on county yields and MYA price. In our area, it looks like there may be corn payments in some counties. Again, these are estimates through the month of April at this point. **Osborne County:** Corn- \$38/base acre. There has not been any yield data released for milo. **Smith County:** There has not been any yield data released for corn or milo. **Russell County:** There has not been any yield data released for corn or milo. **Mitchell County:** Corn- \$44/base acre. There has not been yield data released for milo or soybeans. **Jewell County:** Corn- \$56/base acre. There has not been any yield data released for milo. Again, producers will be paid on 85% of their base acres. Again, the MYA price will be finalized in August. If there is a payment, producers should expect that payment after October 1st.

It seems like every year we have questions about plant dates. Here is a reminder on those final plant dates for corn- May 25th. Soybeans- Jewell, Mitchell, Osborne, and Smith Counties June 15th. Soybeans- Russell and Lincoln counties June 20th. Milo- June 25th. Sunflowers- June 25th. 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

## – Supplementing Fertility in 2018

*by Jeff Hammer*

I want to start off this article by thanking the loyal customer base we have at Midway Co-op. In the current times of challenging and competitive markets, you are the reason Midway Co-op has been successful. You are the reason we are able to improve facilities and provide jobs to the area. Thank You so much for supporting your local cooperative in our counties and our towns in North Central Kansas.

I don't think I can recall in 17 years of agronomy sales work a stretch of spring planting and spraying weather like we had the first 3 weeks of May. It showed how fast this crop can go into the ground with the equipment we have now. The soybean crop went in the ground so fast that Monsanto couldn't get trucks fast enough to keep us with soybeans and we had to do some major scrambling. So here we sit hanging on with just in time moisture thus far in 2018, in need of more. Maybe you pulled back on your fertility due to drier conditions this spring? We will discuss correcting some of that.

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. 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 excellent 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. 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.

## Getting More Out of Your Starter

*by Brian Mans*

With the low commodity prices, it has never been more important to manage input costs without sacrificing yield. Often times phosphorus is one of the inputs that is cut back or out completely. However, before deciding if reducing or eliminating a "starter" application, we need to consider taking soil samples and analyzing parts per million as it relates to pounds of phosphorus and how to build and maintain phosphorus levels.

Soil samples are very important, knowing your parts per million gives you a basis to start making phosphorus decisions.

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## • starter

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When you know where the phosphorus levels are, it makes it easier to decide how much starter you should apply. Once I have soil sample results, how do I use the data? How do I know how much available phosphorus that equates to? Soil samples will show your results in parts per million. An old rule of thumb is that parts per million multiplied by 2 will give you the total pounds of phosphate available for your crop. If a soil sample report shows that parts per million is 20 or more, it should be enough to meet crop needs on dryland acres. However, even in the higher levels, banding some starter will still help get the crop off to a faster start and will show a yield boost.

Building phosphorus levels in the soil is not as easy as one might think. It takes 18 pounds of phosphorus to increase the parts per million by one. This also does not allow for any crop usage. Current prices and conditions probably eliminate trying to build phosphate levels in soils that are deficient, but we want to make sure we apply enough starter to keep from hurting yield potential. Banding 3 to 5 gallons of a starter product will not be enough to maintain current levels in your soil. These lower gallon applications are going to cause mining of the phosphorus out of the soil. To maintain your soil levels, broadcasting dry when spreading urea is a good way to achieve this.

Midway Co-op will take composite soil samples on your farm for only the cost of analyzing the soil sample, as long as you are purchasing fertilizer from us. Knowing the fertility levels in your fields is as important now as it is when commodity prices are high. Growing bushels is the only way we can be profitable. While we cannot control commodity prices and weather, it is important that our fertility does not become the limiting factor. Contact your local branch manager or your local agronomist if you would like soil samples taken on your farm.

## Spraying Soybeans Post Emergence

by Joe Princ

As I am writing this we just received the first good rain in a long time for some parts of our territory. It has been very busy for everyone the last several weeks. A lot of corn and soybeans have been put in the ground recently, so this rain was definitely a blessing. That being said I want to talk about the importance of staying ahead of weeds in the soybean crop. Timing is very critical on controlling

weeds no matter if you went the Xtend or Liberty route this year.

Xtend soybeans have been the hot topic of discussion due to the issues with off target damage to surrounding crops. 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. 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 and hopefully eliminating another over the top spray job. Some of the residual products that can be used are Warrant, Zidua, and Outlook. All of these products have worked well at preventing pig-weeds from emerging.

Managing Liberty Link soybeans is a lot different than Xtend. Liberty is a product that requires large volumes of water as it is mainly a contact herbicide. To make Liberty work, a minimum of 15 gallons an acre and fine droplets are ideal. A good nozzle option for spraying Liberty Link soybeans is the Twin Jet nozzles that spray two different directions. The regulations on spraying Liberty are not as bad as the Xtend regulations as drift and volatility are not an issue. To use Liberty, you only need to add ammonium sulfate and Liberty to your tank. For Liberty to work well, we need weeds to be six inches or less.

No matter which route you went, Xtend and Liberty 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. Hopefully the rains keep coming this summer and we all have a good fall harvest.

## 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 isn't stored properly can become unusable. That ends up costing you more per gallon. With various fuels already creeping toward to \$3.00 a gallon, it's an expense you can't 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.

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## • petro

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### Condensation and water buildup—

You can't 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's 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's 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 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.

## General Office Update

By Craig Mans

Time flies! I have now been at Midway Coop for over a year! Spring is a busy time for everyone. That also means we have completed another year for Midway Coop. The fiscal year for Midway Co-op ended on March 31. The audit went very well. Midway continues to be a financially strong cooperative. We are proud to be able to return patronage to our member patrons. This year our patronage is highlighted by paying 40 cents per bushel on grain sales from our 2018 fiscal year (see our website for all patronage rates). 50% will be paid out in cash in June and the other 50% will be added to your Midway Coop Equity. 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. This is a very useful tool for you to check your accounts.

We have begun the process of updating our software. This will take some time as we work through the process. In the future, you can expect updated invoices and statements. I will provide updates in future newsletters.

Midway Co-op in conjunction with Cooperative Finance Association Inc. (CFA) has some financing options available for you to use alongside your operating note at your local bank. Interest rates are very competitive, and the application process is simple and short. Doug Storer in the general office is also a certified CFA lender and can assist you if I am unavailable. If anyone has a question or concern regarding CFA, please don't hesitate to contact me, your local branch manager, Brian, Jeff, Joe, Tanner, or Wyatt for more details. We will be rolling out the 2019 program in the near future.

Communication is very important in our accounts receivable process. If your account is past due, please contact Doug Storer at 785-346-5451 in the general office to discuss your account. It is best for all parties to communicate up front. Thank you for your business.

**HAVE A SAFE  
AND PROSPEROUS  
HARVEST**

# The Feed Mill

By Dean Heise



## Marginal Pastures –

With the dry winter and cool spring, the pastures are slow to take off and ponds are still low in many areas. It is looking like grass will be in shorter supply, so you could add Rumensin to the cow mineral to help get better feed efficiency out of the grass. Rumensin has shown to improve feed conversions significantly which may be a necessity to maintain the cow herd through this summer without running out of grass. Never knowing how long the grass will hold out and/or how long there will still be water in the ponds, creep feeding your calves will help to extend the grass in your pastures and take some pressure off the cow herd also. 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 manufacturers 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 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 as little as \$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 lbs. 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.

## 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 experimenting with this year for fly control as well. 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

fly control. If you would like free choice fly control mineral, give us a call and we will work with you the best we can. 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 is 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.*



## DIRECTORY

<b>General Office .....</b>	<b>346-5451</b>
<b>Elevators</b>	
Alton.....	984-2214
Bellaire.....	389-6311
Burr Oak.....	647-6661
Downs-Corinth.....	454-3411
Lebanon.....	389-5311
Luray-Waldo.....	698-2311
Mankato.....	378-3116
Osborne-Bloomington.....	346-5821
Portis.....	346-2021
<b>Service Stations/Propane</b>	
Lebanon.....	389-8561
Luray.....	698-2411
Mankato.....	378-3233
Osborne.....	346-5812
<b>Feed Mill.....</b>	<b>346-5441</b>
<b>Seed Cleaning Plant.....</b>	<b>Portis.....346-2021</b>
	Lebanon.....389-5311

## OFFICERS AND DIRECTORS

Larry Stanley (Lebanon).....	Chairperson
Jerry Lambert (Bellaire).....	Vice Chairperson
Lynn Cooper (Osborne-Bloomington)....	Secretary
Richard Conrad (Portis).....	Director
Brice Guttery (Alton).....	Director
Robert Newell (Burr Oak/Mankato).....	Director
Martin Ulrich (Luray-Waldo).....	Director
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Dell Princ.....	General Manager