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# Newsletter

March 2019

## Manager's comments

*by Dell Princ*

Hello again! I hope everyone likes snow and cold. We are getting a winter that we have not seen for many years. The moisture is great, but it is influencing our sales. The Crop Production has been slow, but they are spreading dry fertilizer on frozen ground when they can and that seems to be a small window between storms as of late. On the flip side the cold has been great for propane and feed sales.

The weather has also delayed us in other ways as we are still in the process of picking up the remaining fall crop that was piled on the ground. You can read more on this in the Grain Department newsletter. The fall crop did come as the 2nd largest and it lasted a long time. As of this writing there is still some crops in the field which may not be harvested.

As mentioned earlier, the cold wet weather has delayed some fieldwork. While sales are mostly behind a year ago, currently Midway is still having a good year. At the end of January, earnings were right at 9 million. This financial success allows Midway to invest in its facilities and this year was no exception. We added a million bushel of grain storage between Alton and Bellaire. Bellaire is also in the building stages of a new state of the art Crop Production building. These and other capital expenditures are made possible because of our financial situation. We look forward to providing our members with the best service possible and these expenditures help make this possible.

Moving forward we know the Ag Economy is not very good. Lower grain prices relative to input costs has made for some tough times. We will continue to manage as efficiently as possible so we can provide the best possible returns for our members. I appreciate and thank you for your support of our facilities, products and services.

## Agronomy

*by Ron Reneberg*

My last year's March Newsletter article started with (Uncertainty is in the air this winter with difficult grain marketing conditions and a dry winter weather pattern making spring planning decisions difficult). Wow how moisture conditions have changed since then, but "Uncertainty" is still in the air as we've seen field conditions so wet that fall harvest was delayed and one still can't drive across some fields without sinking in. So again, I say One thing we know for sure with Agriculture in Kansas is tomorrow will be different so planning ahead and keeping informed is vitally important. Also, like last year I hope you were able to attend at least one of Midway's Agronomy update meetings held across the territory this past February. Staying on top of industry changes can only help when it comes to the financial side of farm planning. Please stop by and talk to one of our trained Agronomy staff members so they can help you plan well ahead on your fertilizer, seed and crop protection needs. Let your local Midway manager & fieldmen help you insure timely delivery and application of all your crop production needs. 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.

We've been busy this winter putting up a New state of the art Crop Production building at our Bellaire KS location to support the area crop production needs. This 140' x 80' three bay building will have both Bulk CPP and Liquid Fertilizer storage and three loading bays to speed up loading in the busy spring spraying season. Along with this we continue to add liquid nurse trailers, liquid tip tanks and bulk seed tenders at our crop production locations to support our customer needs. • See agronomy page 2

## • agronomy Continued from Page 1

If you haven't already, now is a good time to be top-dressing your wheat with Nitrogen, Chloride and Sulfur and it's important to get them on early to take advantage of the moisture we do have this winter for proper green-up. This is also a great time to apply broadleaf herbicides to your wheat. We encourage you to take a look at using a fungicide and Kugler 342C fertilizer early and then take a good look at using Kugler XRN fertilizer and a second fungicide application just before flag-leaf to help keep your wheat plants healthy. In both wet and dry conditions these applications have proven to more than pay for themselves and with economic conditions the way they are this year, **this could be the difference between making a profit or not.**

We appreciate your continued support and patronage and look forward to serving you. Thank you for your trust in us and have a safe spring.

### From the Grain Department

*By Suzanne Roadhouse*

Fall harvest proved to be a challenge this year, as we endured many weather delays. Midway handled a total of 10.4 million bushels of grain, making it the 2nd largest harvest that Midway has ever had. We put 3.1 million bushels of grain on the ground or in bunkers. At this time, 1.6 million bushels of grain is being stored in bunkers at Bellaire and Lebanon.

We have currently purchased 75% of the beans, 75% of the corn and 65% of the milo that was delivered in 2018. This has allowed us to ship out the bushels we needed to, so we could pick up all the uncovered grain on the ground.

We are fast approaching the end of our fiscal year and it looks like another good year for your cooperative. Thank you for your patronage. Your loyalty is the reason for this cooperative's success. If you have any grain in storage and would like the bushels to be included in this year's patronage, please be sure to give us a call and have it sold before March 31st. If you have any farm stored grain that you would like included on this year's patronage, please do not hesitate to call us. Remember that for the bushels to be included on your patronage for this fiscal year, this grain needs to be delivered to one of our facilities and sold by March 31st. Contact the General Office or any one of our locations and we will be happy to help you market your grain. Thank you for your patronage and loyalty to Midway Coop.

## 2019 Crop Insurance and PLC Updates

*By Cullen Riner*

The sales closing date for the 2019 spring planted crops is March 15th. Any changes you want to make to your policy must

be made by this time. The base prices for the 2019 spring crops are being set through the month of February. Right now, the corn price is averaging \$4.00, grain sorghum is at \$3.94 and soybeans are averaging \$9.55.

A new coverage option is available for producers starting this year 2019. MCEU (Multi County Enterprise Units) allows a producer to establish a single enterprise unit by combining insured units across county lines by crop if the primary county qualifies for EU and a contiguous county does not qualify for EU. The election must be made by sales closing dated which is March 15th. For further details stop by the General Office in Osborne or call me at 785-346-5451 or my cell at 785-346-4768.

KSU's estimated wheat price for the Marketing Year Average (MYA) 2018/19 price is \$5.21, down 2 cents from the last estimate. This would generate a 2018/19 wheat Price Loss Coverage (PLC) payment of about 29 cents. Based on KSU estimated weights, over half of the wheat crop is sold. The estimated prices for deferred months are carrying lower weights, so any error in the price estimate will have a smaller impact on the final MYA wheat price.

The KSU estimated prices for MYA 2018/19 are \$3.44 for corn, \$3.14 for grain sorghum, and \$8.52 for soybeans. These are the third estimates, still with a "large" error, so one needs a few more observations before there can be any confidence in the estimates. Based on KSU's estimated 2018/19 MYA prices, PLC will pay 26 cents on corn, 81 cents on grain sorghum, and zero on soybeans. The estimated soybean price was 12 cents higher than the \$8.40 reference price and that would eliminate PLC payments on soybeans. Farmers will need to multiply the payment rate times their farm-level approved Farm Service Agency's (FSA) yield times 85% times their base acres to generate their expected PLC payment for their farm. PLC and Agriculture Risk Coverage (ARC) payments are subject to payment limits and sequestration cuts.

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.

## Wheat Top-Dressing

*by Jeff Hammer*

Where do we start when talking about the fall/winter of 18/19? I keep telling my kids to remember what this was like because it isn't normal to get 2 weeks of school called off. Nevertheless, the positive sign is we are not going to get to spring praying for moisture. If the wheat got in the ground in time to get some growth on it, I believe the yield potential will be very high considering how good some of the newer varieties perform.

• See dressing page 3

## • dressing

Continued from Page 2

Kugler 342C has a variety of essential nutrients specific to wheat for top-dress applications. Obviously, we know the benefits of Nitrogen: roughly 2 lbs. of Nitrogen is necessary per bushel of expected yield goal. Usually we get some carryover on our continuous wheat acres and I would suspect if you have any continuous acres there would be some credit due to the below average crop last year. Double-crop wheat behind soybeans is always a guessing game on yield potential and Nitrogen credits from the previous soybean crop come too late to affect yield.

Sulfur is a component of certain amino acids, and part of several proteins essential for plant growth. Many of our soils have low organic matter and some are on the low side on pH. In recent years, we have found that virtually all types of soils can show some form of deficiency in elemental Sulfur. Sulfur deficiency is becoming more prevalent due to increased no-till acres, and less Sulfur annually coming from the atmosphere (although the western plains likely didn't receive much from the atmosphere anyway). Cool spring temperatures slow down mineralization of Sulfur early on, creating visible symptoms. Dry forms of Sulfur should be used in conjunction with top-dressed 342C to ensure there is available sulfur in the root zone when it is needed.

Finally, Chloride has become more of a key nutrient in wheat production. K-state research has shown up to 12 bu./ac yield increases from 10 lbs. of Chloride. The biggest factor chloride brings to the table is disease suppression as shown in research on more susceptible varieties. Cl will suppress low levels of leaf diseases, but won't replace a fungicide application during high disease pressure years.

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

I want to caution growers about applying large amounts of UAN containing products broadcast on wheat in the spring. In past years we have seen some amplified leaf burn when mixing UAN sources and sulfonylurea herbicides (Finesse, Amber, Ally, Glean, Olympus, 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 ever recommend over 50% of the total carrier be fertilizer. A growing practice has been to stream liquid fertilizer on during wheat dormancy, and then to apply herbicide alone or with Kugler XRN slow-release nitrogen. XRN is a 70% slow-release that does not burn tissue and is a better option mixed with herbicide or fungicide in the spring. I would also consider using some foliar Sulfur with XRN treatments on wheat. It is looking like our top-dress timing will be later due to the wet fall and winter, so we may need to consider XRN as a substitute. Talk to your local Midway Co-op branch manager or agronomist for details on all the winter wheat Kugler fertilizer options for your 2018 wheat crop.

## Soybean Pre's

by *Brian Mans*

The cold nasty winter we have had makes it hard to believe that we will soon be pulling planters out and preparing for the spring planting season. With that, come decisions on which pre-emerge products have the best fit for your soybean acres. Even today, with the Xtend soybean system, 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 Supreme is one that will be a good fit for us. It is a combination of Pyroxasulfone (active ingredient in Zidua) and Sulfentrazone (active ingredient in Authority). Authority Supreme has very good control of pigweeds. We will be using it in 2 different situations, either by itself at an 8 oz/acre or ran in conjunction with Sonic. This rate gives you the equivalent of 2.45 oz Zidua and 3 oz of Authority. When using with Sonic, we recommend applying 6.5 oz/acre of Authority Supreme and 2 oz/acre of Sonic. Mixing the 2 products will be a little bit more expensive, but with the pyroxasulfone being a less water soluble, it gives you additional Sulfentrazone which is more water soluble to help keep fields clean until we get enough moisture to activate the pyroxasulfone.

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 to wash it down the seed slice, this is why we recommend applying it at least 7 days prior to planting, especially in conventional tillage situations.

Sonic (same as Authority First) is another option that may have a fit in some situations. It has been around for quite a few years, it is a good product for pigweeds, but is very rain soluble. Problems arise with Sonic when we get a heavy rain or multiple rain events that move the herbicide down the soil profile. When Sonic was first out, 3-4 oz/acre was the use rate. Now, with the pigweeds being so difficult to control, we use 5 oz/acre.

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 2 oz for the dry, or 3.25 oz of the newer liquid formulation. Since it is not very soluble, the dry formulation is very hard to get in solution.

There are many other options in the marketplace, but we feel like these options will fit most of our acres, and not break the bank to use. As hard as we are fighting resistance, 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 get a good pre-emerge product down and also plan on layering some more residual product down early post. Midway Co-op's affiliation with the companies that own these products, allows us to offer some rebates and other product tie-ins that qualify you for rebates. 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 seems that Mother Nature decided to ignore what the groundhog had to say about an early spring this year. It's been a long time since we have had a winter like this one. On the bright side, at least we know we are starting out with a full profile of moisture this spring. 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. Be sure to use an MSO with the Verdict to get the burndown benefit from the Sharpen in it. This year Winfield United has a new burndown only MSO product called Exuro. Be sure to ask a fieldman or branch manager about 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 3-5 oz provides very good burndown control. It works really well in conjunction with Laudis from Bayer. An application of 3 oz of Status and 3 oz of Laudis provides safe, long lasting weed control. Laudis is a group 27 HPPD inhibitor that also contains a corn safener. In cases where hybrid sensitivity to dicamba is not a concern, 8 oz of Sterling Blue can be added in place of Status to make it more economical. 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 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. You will also want to use a residual product like Laudis or Resicore with it.

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 1.5qts 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 dries up enough for everyone to get some work done. If you have any questions regarding what I covered, give one of us agronomist 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

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 \$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 mistakes:

- See petroleum page 5

## • petroleum Continued from Page 4

**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 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 minimum size that eliminates anything harmful entering your equipment.

If you don't filter your fuel, your equipment's own 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.



**Spring is just around  
the corner.  
Don't forget to set  
your clocks  
1 hour ahead on  
Sunday, March 10th**

## General Office Update – Fiscal Year End

*By Craig Mans*

Midway Coops fiscal year end is on March 31. In the general office, we will be spending a lot of time closing out the year and going through our annual audit in April. With our financial year close to the end, I can report that we are having a good year. A big help to Midway Coop is the business we do with regional cooperatives. Most of our regional cooperatives are doing quite well and we will receive over \$2 million in regional patronage! The regional patronage Midway Coop receives increases YOUR patronage. We are proud to work with regional cooperatives, whether for grain, chemical, fertilizer, financing, or even insurance.

In the middle of December, we completed our first step in our software conversion. This has been with minimal change to you, but some changes are on the way. We have updated our invoice printers at all locations. In the near future, we will be able to email out invoices or grain tickets if you prefer. This will also include a new online interface for users on [midwaycoop.com](http://midwaycoop.com). Some exciting changes are on the way, but we will be working through a lot of data to get there. Stay tuned!

As we near the busy spring season, it is time to make sure your input finances are in place. Cooperative Finance Association Inc. (CFA) is accepting applications for the 2018 crop year. The deadline for Wheat applications is March 1, 2019 and the deadline for Fall crops is April 30, 2019. Please take the time to sign up for this great program and keep your crop input interest low! The application process is very simple. The main thing we are having to update is Total Assets and Total Liabilities to calculate your net worth, as well as getting a copy of your driver's license. The CFA program works great as we move your crop input costs to CFA at a low interest rate. Signing up for CFA can save your operation versus the 18% finance charge for your Midway Coop account. If you haven't signed up, do so now. You can also check your CFA account online and make payments.

A reminder as tax season is here, **We will need your prior authorization to give out Equity information to anyone other than the Equity owner.** This is an important issue to keep your information secure. Thank you for your understanding and please give me a call if you have any questions.

For 2018, Midway Coop donated over \$100,000 to local community events and organizations! Several regional cooperatives matched donations as well totaling \$20,500. We are proud to support OUR local communities and proud to see \$120,500 invested back into them.

# The Feed Mill



*By Dean Heise*

## Bull Preparation

Bulls need to be in breeding condition at least 45 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." Now is the time to make sure bulls are physically capable of performing for the upcoming summer breeding season.

## Fly Control Season

Flies are not only annoying to you, they are continuously biting and sucking blood from your livestock which requires more energy for maintenance. More energy in the maintenance side means there is less energy for milk production and daily gains, hurting your pocket book! We can add several different things for fly control: Garlic, Essential Oils, IGR or Rabon.

Rabon and IGR 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. Garlic is newer to the market, we tried it last year with very good results on face flies with 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.

## 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.

**April is the next mineral promo month. Buy 12 and get 1 free!**



## 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

### OFFICERS AND DIRECTORS

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