

Manager's comments

by Dell Princ

Hello everyone! It has been quite the roller coaster ride with the weather this summer. A cooler than normal spring and the lack of timely rains made for a less than average wheat crop. The dry spring was good for planting of fall crops. Then the rains came. July was a very wet month and the fall crops were looking great. However, in the month of August, it got hot and the rains dried up. The biggest affect appears to be the beans and they are hurt in some areas. The corn and milo still look pretty good for the most part. Places in our territory will have excellent fall crops while some places will be down. Overall, the crops should be good.

Midway's financials look very good. We are five months into our new year and our earnings are very good currently. This summer has been good for our crop production department. Chemical and fertilizer sales have been strong. The feed department has also performed well with sales there also at very good levels. The petroleum department sales are good, considering the smaller wheat crop and the wet early summer. This is encouraging considering the disappointing wheat harvest. We are looking forward to a great year with the prospect of a big fall harvest.

Our positive earnings continue to provide the capital for our many improvements. Many of these improvements are for safety while others are for efficiency. We will continue to invest money in our facilities whether it is more storage for handling your grain or for the safety of our employees and customers. We will always be proactive in this approach.

Midway Co-op held their Annual meeting in July. With the Coronavirus in full swing, the meeting was held with few frills. It is not quite the way I envisioned my last meeting that I would address the members, but unfortunately under the circumstances that was the way it had to be. As you all know we did have a great year. I mentioned this in the last newsletter, one of the highlights of the year was the 6.6 million in cash paid back to our members. This included the cash portion of the patronage and the equity retirements. Our members received their patronage checks in June. As I said earlier, Midway's financials are looking good. However, we also know with the low grain prices, it will be a challenging year. Our producers will be faced with a lot of difficult decisions. I am hopeful the services and personal that Midway provides will make those decisions easier. I want to thank you all for your use of our facilities and services and hope you have a safe and bountiful harvest.

From the Agronomy Department

by Ron Reneberg

Change is in the air now days and those who are able to adjust and adapt to these changes quickly will be one step ahead in today's new Ag Markets. Midway's agronomy team is here to help you digest and understand todays changes and will be offering new tools to do so. As you've seen in the past Midway will continue to adapt and implement the use of state of the art tools in Seed handling equipment, storage facilities, applicators and software to name a few for our Producers use and benefits. Our agronomy sales team will be reaching out to

you to discuss your individual farm needs. Your input along with area yield and performance data provided by our team can be put into your individual farm plans to help you make the most of all the tools offered by your local Midway Coop. Midway's financial strength through these changing times is a big plus for you when directly implemented into your individual management plans. Please take advantage of your local Midway location Sales and Management employee's expertise in helping You be successful managing through these New Times!

Fertilizer prices like other ag inputs have seen many ups and downs this past season acting and reacting to world changes. Midway is well positioned to adapt to these pricing turns and will again have competitively priced input needs available for your needs this next season. Please plan ahead and communicate your farm changes to your local Midway agronomy team. With wheat drilling right around the corner remember to bring your seed wheat to Lebanon or Portis for cleaning and treating at one of Midway's two state of the art facilities and talk to them about any new seed wheat you might need. In closing I want to thank each one of our customers for their continued support of Midway Coop Association and its Employees. It is because of you that we are able to supply your agronomic supply needs when you need them, with up to date equipment and expertise. Have a SAFE fall drilling and harvest season.

From the Grain Department

By: Suzanne Roadhouse

As everyone is aware, wheat harvest this year was a bit of a disappointment. We took in 2.7 million bushels this year and that is 65% of last year's crop. However, with the fewer bushels produced we have seen a rise in the grain prices. As of this time, we have already purchased seventy percent of the crop. We are looking forward to fall harvest. Outside of soybeans, the fall crop is looking good. We will have to pile grain on the ground at most of our locations.

Presently it is very busy at your Cooperative. We are moving lots of grain making room for the upcoming harvest. Producers are pricing a lot of new crop grain. Most of the grain being sold is milo, where the basis is at all-time highs for this time of year. We are also in the process of learning a new software system. Right now, it is a trying time learning the new system, but for the future, it's the right thing to do.

As you are getting your fields ready for wheat planting, please take advantage of our seed cleaning and treating plants in Portis and Lebanon. They will clean your seed and can also apply fungicide, insecticide and a growth promoter to help you achieve the best results for your farming operation. This in turn will add to your bottom line. Give them a call and they will answer any questions that you may have and be happy to schedule an appointment for you, be sure to ask them about their bundling program. Here are the telephone numbers for each location: Portis 785-346-2021 and Lebanon 785-389-5311

Crop Insurance Wheat Price for 2021 and ARC/PLC Updates

By Cullen Riner

The 2021 crop insurance base price for wheat is currently being set. Producer's wheat crop insurance price a year ago was set at \$4.35. About halfway through the discovery period (August 15th through September 15th) this year the price is averaging \$4.75. I encourage everyone to look at their coverage levels and crop insurance revenue guarantees for this year's wheat crop.

The deadline for making any changes to your wheat policy is September 30th. Here are some other crop insurance dates to be aware of; the **final plant date** for wheat in Osborne, Mitchell, Jewell, Lincoln, and Russell Counties is October 31st. **Final plant date** for wheat in Smith and Rooks Counties is October 20th. The **acreage reporting deadline** for wheat is December 15th.

The 2019/2020 ARC County payments in North Central Kansas look like grain sorghum. Jewell, Lincoln, Republic, and Smith counties may receive a grain sorghum payment. For those enrolled in the PLC Program KSU's estimated wheat price for MYA 2019/20 price is \$4.60. This would generate a wheat Price Loss Coverage (PLC) payment of about 90 cents. The KSU estimated prices for MYA 2019/20 are \$3.58 for corn, which would trigger 12 cent payment. The grain sorghum MYA price is averaging \$3.28 and would generate a 67-cent payment. The MYA price for soybeans is \$8.58 which is still well above the reference price of \$8.40 therefore at this time it does not look like there will be a PLC soybean payment. If you have any questions or want to discuss any other of your crop insurance needs stop by the General Office in Osborne, or give me a call at 785-346-5451, or on my cell at 785-346-4768.

2021 Seed Financing

by Jeff Hammer

I know, I know! With the 2020 fall crop not even out of the field yet nobody wants to read anything about seed ordering for next year. A year that has no superlatives doesn't need to be trampled further in the ground with "Way too early" seed commitment requirements. As a grower myself, I can appreciate not being pressured to make decisions before I have even thought about taking the wheat concaves out of the combine. The purpose of this article is simply to inform you of the financing opportunities coming up this fall.

0% always sounds pleasing to the ear. The two major financing providers we use for seed (other than CFA) did not have 0% offers the past couple years as they had previously. For the 2021 season, both Rabo Agrifinance, and John Deere Financial will have 0% offers for Dekalb/Asgrow and Mycogen seeds. No interest runs till November of 2021 for Rabo and JDF.

The respective offers for both offer additional cash discounts of up 4% for fund submissions before certain dates to lock up business. These dates will come in the month of October when harvest is still in full swing but does not mean we need to have orders locked in stone. There are a lot of factors still up in the air for 2021 (the main one being a post label for Dicamba soybeans) so many of you may not want to commit before all the cards are dealt. Trait packages are a different discussion for a different day. A Special terms financing line of credit is required for JDF programs on seed and chemicals. This does not affect your regular JDF line of credit for parts and service. If you are interested in applying for Rabo or JDF talk to us and we can get you an application if you would like to have a line of credit. The other financing offer for seed will be through CFA in house. All partnered seed brands can be run through CFA. We will offer an

additional 5% cash discount for commitments made in October with decreasing amounts after that. This will be a customized line and stand alone from your other CFA input line. The total amount of credit applied for will still be lumped together as we can still go up to \$350,000. For amounts over that more financial information is required. You might be asking yourself why you would use Rabo or JDF when we offer 0% through CFA on all brands? Using other programs can free up credit for fertilizer, chemical, fuel, and application through CFA. Talk to your fieldmen about seed offers through Midway Co-op for the 2021 planting season. We hope to see everyone at our Field-day 2 miles west of Osborne on September 9th at 5:30.

Pre-emerge Wheat Options

by Brian Mans

What a rollercoaster ride 2020 has been thus far, thankfully we are finally approaching the homestretch. Wheat drilling is almost upon us, and it will soon be time to make the final burndown for acres going to wheat. Many growers are already applying a residual product when making that final burndown application, but I thought I would discuss a couple options for residual that we have had really good luck with.

Olympus and Finesse are both good options that will meet the needs of most acres. Finesse is an option that we have had for quite a long time but continues to do an excellent job. It also provides some burndown activity itself on some of the smaller broadleaves that are emerged. Pre-emerge rate is .5 oz., will give you a little bit of cheat suppression and do a good job controlling broadleaves. Finesse preemerge is also going to give you very good control on buckwheat. However, if you know cheat is going to be a problem, Finesse is not going to be the answer. Another benefit is rotation restrictions of Finesse. Sorghum has a 4-month restriction following Finesse, so if we do get a hail storm or other disaster you have another option besides STS soybeans.

Olympus is also a very good option; .6 oz is the preemerge rate compared to .9 oz post emerge. It is going to give you good control of cheat and downy brome in the fall. Olympus does not have the burndown activity on broadleaves that Finesse has, but it does have good pre-emerge broadleaf activity. Olympus also has some flexibility, if you do have another flush of cheat or downy brome emerge in the spring you can come back in with another .6 oz of Olympus to clean that up. Fall applied Olympus also has a rotation restriction benefit. Corn is labeled 18 months following Olympus. So, if you get Olympus on in the fall you could go to corn the spring following wheat harvest, whereas if you wait to spring then you cannot plant corn the following spring.

Having your herbicide on allows you to consider more options for applying your nitrogen as well. If your herbicide is already applied, it allows a larger window for either a liquid fertilizer top dress application, or allows you to meet all your nitrogen needs with dry fertilizer in the winter months if you would like. However, with any pre-emerge product, it is important to apply these close to planting, applying these herbicides several weeks ahead of wheat drilling makes them less likely to be successful. If you have any questions or concerns please contact your local branch manager or agronomist.

Preventing Wheat Diseases

by Joe Princ

It's hard to believe that summer is ending. Before we know it, we will be putting wheat in the ground. That being said I want to talk a little bit about preventing some diseases caused by insects in volunteer wheat. As we know, volunteer harbors insects that can cause yield destroying diseases like wheat streak mosaic and barley yellow dwarf. Getting rid of volunteer wheat is the best way to prevent these yield destroying diseases.

Wheat streak mosaic is a virus carried by the wheat curl mite. These mites can also have other grasses as a host, as I saw some move out of pasture ground into wheat fields but in most cases, they can be linked to volunteer. Early fall infestations in a wheat crop can cause yellowing mosaic striped leaves and stunting. This can add up to 50% reduction in yield.

Barley yellow dwarf is another disease that is often times confused with wheat streak as it has similar symptoms. BYD is spread by several different aphids but the most common being oat bird-cherry aphid and corn leaf aphid. The aphids spread the disease by eating on infected plants and carrying it to other wheat. Barley yellow dwarf is characterized by yellow to purple colored stunted plants grouped in small patches. The best way to manage for BYD is planting varieties with known tolerances and delaying planting until after aphid populations decline.

The first step in preventing these diseases, is controlling volunteer wheat. If using glyphosate to control volunteer wheat is your method, you need to consider the fact that the plants need to be completely dead for 2 weeks prior to planting those fields or fields in close proximity. This means that fields need to be sprayed at least 3 weeks in advance to give time for the chemical to work and the insects to move on. If we receive some moisture in the next couple of weeks we will want to be sure to watch for volunteer germinating so we can get those fields cleaned up to help minimized the spread of these diseases.

The next step in prevention is planting later. I know that fall is a busy time and there are lots of crops to be harvested but waiting till the hessian fly free date for your area is a good rule of thumb to go by. I receive questions about using an insecticide seed treatment to control these virus spreading insects. Seed applied insecticides help prevent Barley Yellow Dwarf from becoming widespread but keep in mind the aphids must feed on the wheat to ingest the insecticide so minimal damage can occur. As far as controlling wheat curl mites, insecticides are ineffective. If you have any questions give your agronomist a call.

Petroleum Department

by Terry Zvolanek

Cenex Premium Diesel Additives

Cenex Premium Diesel has a more complete additive package for a more complete burn. Every gallon contains a tailored blend of seven additives that are terminally injected to ensure the highest standards of quality and performance.

Lubricity Improver

Increasingly stringent fuel emission regulations have required refiners to dramatically reduce the level of sulfur in fuels, thus removing the materials which provide natural lubricity. Low fuel lubricity can lead to costly repairs and downtime, like fuel pump wear and engine failure. To meet lubricity requirements of many diesel fuel specifications, lubricity improvers are frequently required to protect against engine wear and reduce maintenance costs. The lubricity improver in Cenex premium diesel fuels provide 10-15% better protection against friction and wear on the fuel pump than typical #2 diesel. It keeps the moving parts of the fuel injection system moving smoothly, ensuring the equipment runs when you need it most.

Aggressive Detergents

Internal Diesel Injector Deposits, or IDID, is an acronym that you hear often. IDID are of critical concern in high-tech fuel injection systems and can translate into big problems for your expensive equipment. Today's diesel engines operate at extreme temperatures and pressures – causing typical #2 diesel fuel to destabilize, which results in fouled fuel that recirculates in the fuel system and can damage parts.

With injection that occurs multiple times per combustion cycle, even the tiniest deposits can wreak havoc on an engine. If left untreated, it can significantly reduce fuel economy, decrease engine power, increase emissions, and even lead to expensive injector failure and costly downtime.

IDID is different from the conventional deposits that form at the tip of the injector. Nozzle tip deposits can be treated with a standard detergent additive, while IDID requires a more complex fuel additive to help fight deposits. Both laboratory and field tests have confirmed that the proprietary additive package in Cenex premium diesel fuel successfully removes and prevents IDID as well as showing a dramatic reduction in fuel filter plugging while maximizing power in today's high-tech engines. Cenex premium diesel provides a more complete burn to keep fuel and exhaust systems clean, increasing power and efficiency with less repairs of downtime.

General Office Update

By Craig Mans

Midway Coop has been busy training and learning a new software system. Changing software systems is never easy, but sometimes necessary. We had been on our previous software system for 16 years. In the technology world, 16 years is more like a century! Every software conversion has growing pains and setup to work out. It has been a learning experience for our entire company. The benefits of the new system far outweigh the negatives. Some of the highlights from my viewpoint for our customers are updated tickets and invoices, the ability to email invoices, statements, and scale tickets if you choose, direct deposit on grain sales, and online payments. The direct deposit and online payments will be available in the short future.

With the software conversion, you now have a new account number with Midway Coop. You will see this on your new invoices and statements. We also have a new web portal to access your account with us. This is on our website under *New* Account Access. My Account will be a snapshot in time from July 31, 2020. All of your account activity after July 31, 2020 will be in

the new account access. We will leave the old account access available to you for reporting and production history.

Midway Coop was happy to sponsor many kids at the fair and premium sale again this year. This year we spent nearly **\$40,000** supporting premium sales at local fairs. Thank you to all the kids and parents working on agriculture projects. We look forward to futures in agriculture for many of these 4-H kids.

We are over 5 months into our 2021 fiscal year. I can report that Midway Coop is having a good year to this point. We are continuously working on changes in the office to make your experience with us better. The software conversion is a major step in the right direction. I hope that we are making it easy for you to do business with us. Thank you for your continued business and have a safe harvest.

The Feed Mill

By Dean Heise

Please remember that if you want to use antibiotics, a VFD is required from the veterinarian. You cannot just walk in and buy a bag of Aureo/CTC crumbles when you feel like it. The VFD does NOT include Rumensin, Bovatec, Amprolium or MGA, we will continue to use those as we do currently.

Many are getting a VFD for anaplasmosis to make sure that the cow herds are cleaned up before going into the fall/winter. If your cows are not slicking up and looking like they should or if they are not handling the summertime heat, anaplas may be part of the problem.

Flies are still causing issues for a lot of producers. We are having very good results with the addition of garlic to minerals and supplements for face fly suppression. Garlic will not kill them, it only stinks bad enough to repel them from the eyes of treated livestock.

Protein and energy requirements of the cows and calves may not be met as the pasture grasses get more mature. With varying forage qualities and quantities in pastures, supplementation on grass will allow you to leave livestock in pastures longer to use more of the available forage. Creep feeding will help alleviate some of the pressure from the cows, we have bulk creep pellets in stock or we can customize a creep feed to match your needs. We keep Custom Creep R48 (Osborne and Lebanon) as well as Stage 2 Creep (Osborne) with more limiter to control consumption on the larger calves in the bulk. Creep feeding will also help in the transition of weaning and getting them started on feed. Another way of supplementing the cows can be supplied with cubes, low-consumption protein lick tubs, or any number of commodity by-products. We stock consistent consumption **CTI** cooked protein tubs as well as the **VITALIX** line at Bellaire and can special order **VITAFERM's** line of products also. Give us a call and let us help you find the right supplementation program to fit your operation.

Weaning a little early will help let the cow herd get in better shape before winter sets in and allow time to get calves started on feed before harvest hits. We have seen less stress and sickness

in earlier weaned calves the last several years than calves weaned later in the fall when temperatures fluctuate more. If you want to feed them, get them off to a good start with our **Inbounding** complete receiving feed or **Jumpstart Stress Mineral**. These are both non-medicated so you don't need to get a VFD from the Vet to use them. Using either of these for the first week before switching to your own grain mix, getting the essential vitamins and chelated minerals into the calves to help boost their immune system pays huge dividends. Receiver tubs are getting more attention as they will stimulate saliva production to help buffer the rumen and provide added sugars for energy and better microbe function in the rumen.

Don't forget that **October is the next mineral promo month**. During that month, for every 12 bags of range mineral you buy – YOU GET 1 BAG FREE.