

# March 2021 Newsletter

## Manager's comments

By: Craig Mans

As I'm writing this, the temperature is below Zero! Our cattle producers once again showed their resolve as they battled historic cold temperatures during calving season. Not only are we worried about livestock, but there is also some concern for the wheat crop. These cold temperatures could not have been good for it. Midway has been busy so far in 2021. For the most part, weather cooperated to run dry fertilizer in January and then the cold in February has kept propane busy along with near record sales in our feed department. We have a large amount of grain to move out in the coming months. Most of the ground piles have been picked up. Cullen will cover this in more detail in the grain department update. We are nearing the end of our fiscal year. I am happy to report that Midway is having another good year and at the end of January had earnings of nearly \$7 million on sales of over 100 million. Our fiscal year end is March 31. We are feeling very good about our earnings and should provide strong patronage back to you once again. We are moving forward with a grain expansion project in Burr Oak. The additional grain storage should be completed in time for fall harvest. We are excited about this addition. Midway has continued to invest locally into our facilities. Midway Coop is happy to now offer you some assistance in your grain marketing. Please see the grain department comments from Cullen Riner for more details. With his background in crop insurance and break evens, this service will be a benefit to our producers. I appreciate and thank you for your support of our facilities, products, and services. 2020 was a challenge from many perspectives and I have no doubt that 2021 will also have major challenges. There is no doubt the ag industry is changing, and you can be assured we will continue to manage as efficiently as possible to maximize our return to you. Thanks again for your business and support.

## Agronomy

By: Ron Reneberg

We live in a time of Change. No matter where you look these days things are changing. From Weather to crop prices to vaccination requirements to politics things are different. So, it is a Good Feeling to know we here at Midway Coop stand strong in your local communities with consistent service and supply. This can only be done by the success of YOU our Local Patrons, (Your Success is our Success, and our Success is Yours)! (Your Way of Life is Our way of Life). We understand this year many of you are looking at various changes to your cropping operations based on weather conditions and what amounts of moisture we will be blessed with at the last minute. What to plant, when to plant and even how to plant and apply seed, nutrients, herbicides and insecticides. Midway's Agronomy Department has seasoned, trained and prepared Employees ready to support you in making up to date informed decisions for all of your many needs. Call one of our agronomists or your local Midway branch manager for assistance with your plans. We have restocked our fertilizer and crop protection product inventories and have positioned contracts to stay ahead of our spring supply needs. Please plan well ahead this spring on your fertilizer, seed and crop protection needs and let your local Midway manager and fieldmen help you

thus ensuring timely delivery and application of all your crop production needs. We appreciate your continued support and patronage and look forward to serving you this up-coming spring season. 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. Thank you for your continued trust in us and have a safe spring.

## **From the Grain Department**

By: Cullen Riner

Hopefully, everyone survived the cold. It has been many years since we have seen a cold spell like we just experienced. Much of our area could use moisture and with the recent arctic blast there are some concerns about the wheat crop. Hopefully, it has survived with minimal damage but only time will tell. In February, at our producer meetings I discussed the foundation principles of grain marketing and risk management. On that note, the markets are allowing farmers the opportunity to start selling a portion of their 2021 crop. This can be a stressful process when trying to price grain. The importance of knowing input costs and having profit goals in mind can help alleviate some of the stress when it comes to making those decisions. I want to encourage you (if you have not already) to spend a little time to get those details figured out so that marketing decisions are maximizing profitability this year. Then give us a call and we can watch the markets for you. We all know the markets have been volatile this winter, by having orders in place you are more likely to hit your target prices. Once a target price is hit, we can write a purchase contract for you. As I mentioned above, the grain markets have continued to rally this winter. China's purchases continue to be the major driver in the markets. These higher prices have allowed our producers to sell grain at levels we have not seen in several years. Currently, we have purchased over 90% of all commodities. We have been shipping grain consistently. At the end of November, we had several piles of grain on the ground company wide. By the time you receive this newsletter the only grain left on the ground should be at Bellaire and Lebanon. By the end of May we are hopeful all our grain will be picked up off the ground. March brings Midways fiscal year to an end, and it looks like another good year for patronage rates. If you have grain stored on the farm and would like to sell that grain so it is included in your patronage for this year, you will need to have it delivered and sold by March 31st. If you are interested in doing this, please contact any of our locations or the General Office, we will be happy to help you market this grain. Thank you for your patronage and loyalty to Midway Coop.

## **Wheat Top Dressing**

By: Jeff Hammer

A year ago, when I was writing about top-dressing wheat, I thought there was no way the coming year would be as crazy as 2019. Then 2020 said "hold my beer." Pandemics, impeachments, and bizarre elections later, we wonder what 2021 will have in store for us? Well, we had one heck of a cold spell in February to start off the calving season with a bang. The weather of course dictates so many facets of our lives in agriculture. Looking back to last year, we had tremendous adoption of our wheat top-dress program, only to have temperatures reach into the teens 3 nights in a row in mid-April which wrecked our wheat potential. I hope everyone will consider our program again this year despite last year's disappointment. We know all about Kugler 342C which has a variety of essential nutrients specific to wheat for top-dress applications. It is a blend of Nitrogen, Potassium, Sulfur, Zinc, and Chloride. Nitrogen

requirements on winter wheat are approximately 2 lbs./bu. We do get a nitrogen bump from spring applied N being worth more than fall applied as a greater percentage is used for spikelet formation. Sulfur and Potassium availability can come into question in more no-till environments. We have observed Sulfur deficiency in recent years and while K deficiencies are rare in our soils, availability of K is being more investigated in no till environments due to the nutrient's immobility in the soil. Chloride is known to be a fundamental component to disease tolerance and photosynthesis in high yielding wheat. (Kugler 342C analysis is: 20#Nitrogen; 3# Potassium; 4# Sulfur; 5# Chloride; & 0.1# Zinc) In past years we have seen some amplified leaf burn when mixing UAN sources and sulfonylurea herbicides (Finesse, Amber, Olympus, and Power flex) at top-dress. Qualex 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 like to recommend over 50% of the total carrier be fertilizer. XRN can help fill that gap as a 70% slow release that does not burn tissue and is a better option mixed with herbicide or fungicide in the spring. Copper is a nutrient that has been discussed in the past 10 years. It is an immobile micronutrient that aids in pollen tube formation. It also is essential cell component and key in protein synthesis. An effective method of applying has been somewhat challenging. We have a foliar form called Max-In Copper that can be tank mixed with other top-dress herbicides and fertilizers at a use rate of 8 oz/ac. Steady yield responses of 5 bu/ac have been observed with MaxIn Copper. Midway Co-op is launching a top-dress special. Apply minimum 5-gal 342C + 1-2 gal XRN+8 oz Max-In Copper along with your herbicide and Fungicide of choice (TopGuard or Priaxor) and get application discounts as low as \$4/ac. For the cash and carry guys doing it themselves, receive up to \$1.50 discount for adopting the whole program. With the later emerging double-crop wheat, our top-dress program will work better a little later in the spring when the wheat can get a little size to it. Talk to your local Midway Co-op branch manager or agronomist for details on all the winter wheat top-dress options for your 2020 Wheat crop. Thanks for your business!

## Soybean Pre's

By:

Brian Mans

It is hard to believe that springtime is just around the corner. It seems like every year comes and goes faster than the previous one. I know some have already made herbicide plans for the upcoming planting season, but many still have decisions to make. Herbicide programs in soybeans have changed drastically the last several years, with glyphosate resistance, Xtend and Enlist options becoming available and new pre emerge products being introduced. Even today, with the Xtend soybean system being used on the majority of soybean acres, 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 Edge is a new product that will replace the Authority Supreme that we have been using the last couple of years. We feel like Authority Edge has a little better fit in our part of the world than the Authority Supreme does. Both products are comprised of Pyroxasulfone (Zidua) and Sulfentrazone (Spartan). The difference is Authority Edge has a little less Pyroxasulfone and a little more Sulfentrazone. The reason we feel like Authority Edge is a better fit in our part of the world is because of the water solubility of the 2 herbicides. Zidua is not very water soluble, and Spartan is very water soluble. As inconsistent as we receive moisture, Authority Edge will do

a better job controlling weeds early if we are dry, and Zidua will be there to pick up the slack when we do get some significant moisture event. The rate of Authority Edge is 9 oz, and it does qualify for FMC's Freedom Pass rebate program. 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. 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 3.5 oz for the liquid formulation. With the Authority Edge taking most of the Zidua acres, I feel like Zidua may be best suited in our area for early post application. There are many other options in the marketplace, but we feel like these options will fit most of our acres. We all know what a headache these resistant weeds are, so 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 have 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's hard to believe that spring is right around the corner. 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, marehail, 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 preemergent is 10 oz of Verdict with 1# of atrazine or 1.25 qts of Degree Xtra. Be sure to use an MSO with the Verdict to get the burndown benefit from the Sharpen in 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 5 oz provides very good burndown control. 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 that 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. If you want to increase the efficacy of the Liberty, 3 oz of a generic mesotrione, like Incinerate can be added. 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 2qts 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 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 warms up enough for everyone to get some work done. If you have any questions regarding what I covered, give us 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

Diesel fuel is diesel fuel, right? Wrong. Diesel fuels vary widely by supplier. Only a true premium diesel fuel, like Cenex Ruby Field master Diesel Fuel, has the combination of a high-quality base fuel and a complete, balanced additive package to increase both the performance and life of your diesel-powered equipment. It is a difference you will notice in the field, in the shop, and in your bottom line. Cenex Premium Diesel Fuels are specially formulated to meet the rugged demands of your heavy-duty equipment. In rigorous lab and field tests, Cenex Premium Diesel Fuels consistently outperformed standard #2 diesel. And recently, Cenex Premium Diesel Fuels were enhanced to optimize performance and alleviate common problems related to using standard #2 diesel in newer engines – including injector failure, clogged filters, reduced efficiency, power loss, poor starting, costly repairs and even engine failures. Compared to standard diesel, Cenex Premium Diesel Fuels: Improve fuel economy by as much as 5%. Improve fuel lubricity by 10 – 15%. Improve power by as much as 4.5%. Have a higher cetane number (typically 48). Extend the life of injectors and injector pumps. Reduce maintenance costs. Operate better in modernized diesel engines. Promote quicker, more fuel-efficient starts. Reduce smoke and emissions for cleaner air. Plus, every gallon of Cenex Premium Diesel Fuel is enhanced with soy-biodiesel – a lubricity enhancer and clean-burning alternative fuel made from domestically grown soybeans. It protects the moving parts in your engine like no other fuel on the market.

# The Feed Mill

By: Dean Heise

## **Bull Preparation**

After the severe cold of February, we need to make sure that our bulls have the condition and nutrition needed. Now is the time to make sure bulls are physically capable of performing for the upcoming spring and summer breeding season. Bulls need to be in great condition to be ready for the 20–45-day marathon season of breeding, not just with energy (grain/grain mix) but with vitamins and trace minerals (preferably chelated, especially high in Zinc) as well for proper semen production and immunity. Bulls need to be in breeding condition at least 45 days, preferably 60 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.” Semen and soundness checks need to occur now so if you need to find a replacement, the sales are still on and you do not have to settle for the leftovers.

## **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.

## **Fly Control Season**

Flies are not only annoying to you, but they are also continuously biting and sucking blood from your livestock which requires more energy for maintenance. More energy on the maintenance side means there is less energy for milk production and daily gains, hurting your pocketbook! We can add several different things for fly control.

## **Feed**

The feed through control methods – Justify/Clarify, Altosid/IGR, Rabon – need to be fed before the flies start. All of these prevent the eggs from developing into flies, they don’t kill flies already flying around. These products need to be started in March most years depending on how soon we warm up. Rabon

and Altosid/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. JustiFly/ClariFly is available to mix into loose mineral mixes and available in salt blocks and loose salt forms. Garlic is newer to the market, it can be started and stopped as you want since it works by smell. We have used it for several years now with very good results on face flies and 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. 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

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