



Return Service Requested

P.O. Box 40, Osborne, KS 67473-0040

LOCATIONS AT:

Alton	Corinth	Mankato
Bellaire	Downs	Osborne
Bloomington	Lebanon	Portis
Burr Oak	Luray	Waldo

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Permit No. 3

# Newsletter

June 2019

## Manager's comments

by Dell Princ

Midway Co-op had their annual meeting last month. It was a good year, considering the wet fall and winter. The wetness really slowed the crop production side of our business. Despite that, local earnings were still good and came in at 5.4 million and net savings came in at 8.5 million. Patronage dividends are 6.6 million and half of that or 3.3 million will be paid in cash. Those checks will be mailed the middle of June. The patronage rates are listed below along with a three-year history. The carry in the wheat futures market has again paved the way for another good 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 5.7 million in cash paid to its members. Midways financial success has made this possible. Midway's strong balance sheet also allows us to reinvest into our facilities. This year Midway Coop spent 4.8 million on capital expenditures. The major purchase this year was the addition of two McPherson concrete grain storage tanks at Alton and Bellaire. This adds 900,000 bushels to our storage capacity. The ability to invest back into its facilities and services has given Midway the opportunity to increase earnings which reward its

members. We will continue to look for opportunities that benefits 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.

Rain, rain and more rain. As I'm writing this newsletter the water is running. We appear to be getting too much of a good thing right now. Hopefully a break will come soon, and the remainder of the planting will get done. Our new year is off to a good start. The crop production business that we missed out on over the winter has come in April and May. We are also carrying a lot of grain in our facilities that will help the earnings.

I know this wheat harvest will not be large because acres are down. However, it appears there could be some very good yields in what is out there. Lets hope these grain prices continue to rebound. Please be Safe in this upcoming harvest. We are looking forward to earning and servicing your farming and ranching needs.

Patronage Rates			
Commodity	2019	2018	2017
Based on bushels sold			
Grain	38.01¢ / bu	40.02¢ / bu	26.59¢ / bu
Grain Storage Paid	25.457%	19.3%	20.5%
Based on Purchases			
Fertilizer	10.053% or apprx \$47.95 / ton	10.348% or apprx \$45.01 / ton	9.25% or apprx \$50.00 / ton
Chemical	10.053%	10.348%	9.257%
Petroleum	4.91% or apprx 11¢ / Gal	1.705% or apprx 4¢ / Gal	2.290% or apprx 5¢ / Gal
Feed & Merchandise	3.493%	2.876%	3.228%

# Agronomy

by Ron Reneberg

Weather is taking front stage today with the extremes we are seeing. Too wet this winter and now at planting time too wet to get back into the fields. Rest assured we are prepared to work with you in handling these extreme field conditions. We encourage you to communicate with your local Midway Coop branch Manager and Agronomy Fieldmen on your changing needs so that we can get your seed, herbicides and fertilizer needs positioned in a timely manner to take advantage of this blessed moisture.

Fertilizer trends are also following the moisture swings again this season as delays in shipping rail and barge fertilizer coupled with delayed producer ordering and applying this winter over the entire Midwest has congested the spring delivery market. As you might have read in area publications many producers have been unable to attain adequate nutrient needs. Midway Coops Agronomy Department is adjusting to these swings in fertilizer positions & supplies and secured contracts with manufactures to ensure adequate supplies for competitive deliveries. We appreciate your patience and communication when waiting for transportation deliveries this spring. We want to continue to be your one stop shop for all your agronomic recommendations, supplies and delivery service needs.

In ending I want to say Thanks to all of you, our Valued Patrons, for your support and business this past year. As you go through your daily routines this spring and summer, remember that Midway Coop is here for YOU for the long term. We're here to grow and adapt with you in the ever-changing market place. Here to take care of you Today, Tomorrow, Next season and Next generation. Your success is our success and the backbone of Midway Coop, Inc.

## From the Grain Department

By: Suzanne Roadhouse

March 31st was the end of our 2019 Fiscal Year for Midway Coop, and we want to say Thank You for making it another successful year. Patronage rates are very good again this year. Your patronage on the grain you have sold will be 38.01 cents per bushel, and you will also receive 25.457% on grain storage paid in 2019. We could not make this possible without the loyalty of our customers.

It has been a busy spring, while our fertilizer department has been busy out in the fields, we have also been shipping out a lot of grain. Also we are still in the process of picking up grain off the ground from last fall harvest. We should have plenty of room to handle wheat harvest this year. We have made some additions to our

storage capacities at a couple of our locations. At Alton and Bellaire, we added a total of 900,000 bushels storage and we are also in the process of adding 600,000 bushels storage at Lebanon.

With wheat harvest coming on, I would like to encourage you to go over your grain accounts and make sure that they are set up properly before you deliver your grain to the elevator. Things do change from year to year and we want to make sure your accounts are correctly set up. Feel free to go into your local elevator and ask to see the accounts that are set up for you. We can make changes and add or delete accounts if needed. One other area I would like to touch on is that if you are hiring harvest help and they will be delivering your grain to the elevator, please make them aware of the correct account that the grain should be delivered in. So many times, we have drivers that really don't know what account to put the grain in and that complicates things for us as well as you. If we know the correct account at the time of delivery this will get the grain in the proper account. Don't forget to use our online account access, this is a great tool for checking your grain tickets and getting your production history, as well as checking your invoices. If you are not set up to do this, give us a call at the general office 785-346-5451 and we will be glad to get you set up.

Thank you for your patronage and may you 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 grain sorghum most likely will trigger a PLC payment. KSU's estimated wheat price for MYA 2018/19 is \$5.14. The PLC reference price for wheat is \$5.50. The MYA Price will be finalized at the end of May. As of right now the current estimated PLC payment through April is \$0.36 for wheat. The MYA price will be finalized in August for corn milo and soybeans. The KSU estimated prices for MYA 2018/19 are \$3.52 for corn, \$3.19 for grain sorghum, and \$8.52 for soybeans. Reference prices are \$3.70 for corn, \$3.95 for grain sorghum, and \$8.40 for soybeans. Current estimated payment rates are \$0.18 for corn, and \$0.76 cents for sorghum. As of now soybeans will not trigger a payment. Remember producers are not paid on planted acres but are paid on 85% of base acreage by crop. If there is a payment, producers should expect that payment after October 1st.

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## • payment

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ARC County payments will depend on county yields and MYA price. In our area, it looks like there may be payments in some counties. Yield data hasn't been released for all crops in all counties. Lincoln county has not released any yield data. Here is the rundown of what yield data they do have currently. Again, these are estimates through the month of April at this point. **Jewell County:** Corn- no yield data. Grain Sorghum- no yield data. Soybeans- no payment. Wheat- \$23.21 per base acre. **Lincoln County:** Corn- no yield data. Grain Sorghum- no yield data. Soybeans- no yield data. Wheat- no yield data. **Mitchell County:** Corn- no payment. Grain Sorghum- \$21.11 per base acre. Soybeans- no payment. Wheat- \$3.97 per base acre. **Osborne County:** Corn- no yield data. Grain Sorghum- no payment. Soybeans- no yield data. Wheat- \$17.67 per base acre. **Republic County:** Corn- no yield data. Grain Sorghum- no yield data. Soybeans- no payment. Wheat- \$24.34 per base acre. **Rooks County:** Corn- no payment. Grain Sorghum- no payment. Soybeans- no yield data. Wheat- \$16.80 per base acre. **Russell County:** Corn- no yield data. Grain Sorghum- no yield data. Soybeans- no yield data. Wheat- \$18.09 per base acre. **Smith County:** Corn- no yield data. Grain Sorghum- no yield data. Soybeans- no payment. Wheat- no payment. Again, producers will be paid on 85% of their base acres. If there is a payment, producers should expect that payment after October 1st. Here are a couple crop insurance reminders. It seems like every year we have questions about plant dates. Final plant dates for 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. The crop insurance acreage reporting deadline for spring planted crops is July 15th. If you have any further questions regarding crop insurance or ARC County and PLC payments stop by the General Office in Osborne and see me or call at 785-346-5451 or my cell at 785-346-4768.

## TISSUE SAMPLING

### – Supplementing Fertility in 2018

by Jeff Hammer

What a winter and spring! As I am writing this our whole area is grounded due to rain with as much as 7" forecasted by the 1st of June. A full moisture profile is not in question in every cropping rotation this year and most of us have not probably fertilized as much as we should given the potential losses that may have occurred due to leaching, volatilization, or denitrification. And if we did fertilize enough Nitrogen and Phosphorus, we may be missing some top end yield

potential due to a micronutrient deficiency?

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 well foliarly. Nitrogen deficiency can become an issue in drier weather due to decreased uptake with water. Also, Nitrogen can be an issue when there is rain due to leaching and denitrification. XRN mixed with our Winfield Max-In Sulfur product in a 2 gal + 2qts/ac ratio will be a great foliar application to address those two soil mobile nutrients. Winfield Solutions has a long list of foliar Micro-nutrients that use their patented Max-In Technology, which enhances nutrient uptake in plants. One of the more attractive blends that addresses many of our deficiencies is Max-In ZMB which contains Zinc, Manganese, and Boron. The long list of Max-In products also includes: Boron, Calcium, Copper, Manganese, and recently added Iron which is a play for Iron Chlorosis in soybeans. Any of these products can be used on a variety of crops to cure many deficiencies.

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

# Post-emerge Corn Spraying

by *Brian Mans*

We have been blessed with an abundance of rain this spring, but with all the rain, we have lost residual products we applied and also are germinating plenty of weed seeds. Corn acres across our trade territory are up this year and we will have thousands of acres of corn to spray post. There are a lot of different options and several factors that need to be considered before deciding which herbicide best fits your operation. Liberty, Status, Laudis and Resicore are a few of the many options, but one of these options will fit a majority of our acres.

Liberty is a good option on corn, giving us a different mode of action to use. However, several key factors to consider with Liberty. First, not all corn is Liberty tolerant so make sure you know if what you planted is Liberty tolerant. Second, Liberty has to be applied prior to V7 growth stage. If you would like to spray Liberty but aren't sure if your corn is too big, please contact your branch manager or agronomist and one of us can look at it with you.

Status is a very good herbicide on pigweeds. It is labeled from V2 to 36" corn giving us a wide application window. 5 oz is the rate we recommend when tank mixed with glyphosate. Need to include Crop oil or MSO when applying Status. One thing to remember with Status, it is a dicamba based product but has a safener in it that will kill Xtend soybeans.

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

A product with really good residual is Resicore. It is labeled pre and post, up to 11" tall corn. Resicore combines 3 modes of action to help with emerged weeds as well as giving you residual. Atrazine and a little bit of Sterling Blue can also be tank mixed to help with emerged weeds. We recommend 1.5 quarts early post to clean up the little weeds emerging and keep corn clean for the rest of the season.

These are just a few of the options available post-emerge on corn. We can also do some tank mixes with these herbicides. For instance, 3 oz of Laudis with 3 oz Status. Another key piece of the puzzle with these herbi-

cides is to keep your gallons up, as coverage is very critical. Remember, anytime we apply Dicamba post-emerge corn, crop injury is possible. Certain hybrids are more sensitive to Dicamba. The 48 hours following dicamba application are when plants are most susceptible. If there is a good chance of high winds or a storm it would be best to avoid dicamba spraying. If you have any questions, please contact your local branch manager or agronomist.

## Spraying Soybeans Post Emergence

by *Joe Princ*

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 pigweeds 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.

# Thoughts from Cenex Refined Fuels

Petroleum Department

by Terry Zvolanek

Field work, construction, and freight business are all booming right now! Ironically, this is also the season in which we have a significant amount of temperature changes that can lead to condensation of water inside fuel storage tanks. Water is the most important determiner of whether your tank stays microbe-free. Bacteria and fungi in fuel are a nasty problem that turns up too many times, and once they're in the fuel and multiplying, these microbes are difficult to remove.

Water is the essential element microbes need to establish themselves and multiply because they live between the water and diesel. A tank with little water in it is at less risk for developing this problematic situation – and by problematic, I mean that once they're in the fuel, the microbes are producing acids that wreck fuel quality, corrode tanks and clog filters. Biodiesel blends are just as prone to the effects of water as straight diesel, if not more so. Biodiesel blends are more prevalent with the most common blends of 2% or 5%. In many states, you can put as much as 5% biodiesel into diesel without having to label it as such. Biodiesel may reduce exhaust emissions, but it doesn't help with water issues, and in some ways brings greater potential for water-based problems in biodiesel compared with regular diesel. That makes it even more important to keep water under control in tanks that contain even a small percentage of biodiesel. Cenex premium diesel customers are well on their way to preventing problems caused by water. Cenex Roadmaster XL and Cenex Ruby Fieldmaster both contain a feature that 'Demulsifies' water in the fuel. The demulsification separates any water in the fuel and forces it to the bottom of the tank. Demulsification makes it simple to drain any water out of the bottom of the tank. It is highly recommended to drain the water from the storage tanks at least two times a year. Late Spring / early Summer is an ideal time, as you have likely accumulated water due to these temp changes. Then as the temp drops it causes cold water issues. Water in fuel causes many problems in newer engines with High Pressure common rails; not the least of which is injector fouling! As mentioned earlier, the growth of microbes in fuel create a whole new level of problems in your equipment.

# General Office Update

By Craig Mans

The fiscal year for Midway Co-op ended on March 31. 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 38 cents per bushel on grain sales from our 2019 fiscal year (see our website for all patronage rates). This follows up a record year last year. Most other patronage rates are nearly the same, but petroleum jumped from 1.7% to 4.1% which is about 11 cents per gallon. Fertilizer and Chemical rates are 10.053% of purchases. 50% of the patronage will be paid out in cash this month and the other 50% will be added to your Midway Coop Equity. The total patronage allocation is \$6.6 million and 50% or \$3.3 million is being paid out in cash. You can check your equity account online through our website [www.midwaycoop.com](http://www.midwaycoop.com) Please contact me if you have any issues or questions with your online account. This is a very useful tool for you to check your account balances and charges.

Midway Coop qualifies for a new Section 199A deduction that is calculated just like the old 199 Domestic Production Activities Deduction (DPAD). This new deduction can be utilized by the coop on its tax return or passed through to the member and deducted in combination with the member's own 199A deduction. Last year, the transition rules to the new tax regulations provided added complications with our fiscal year ending on March 31, 2018. This year we will be passing through the new 199A DPAD and it will be allocated to our members based upon your grain sales in our fiscal year ending on March 31, 2019. The deduction will be reported to you on your 1099 issued in January of next year. If you have taxable income it should be reduced by the amount listed on your 2019 Form 1099-PATR. This is one of the tax benefits of doing business with a cooperative.

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. A lack of communication can result in COD or legal action.

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. If anyone has a question or concern regarding CFA or any other financing, please don't hesitate to contact me, your local branch manager, Brian, Doug, Jeff, Joe, Tanner, or Wyatt for more details. We will be rolling out the 2020 program soon. Thank you for your business. I look forward to seeing and hearing from you.

# The Feed Mill

By Dean Heise



## Fly control issues –

Whether you use dust bags, oilers, rub socks or fly control minerals – flies are going to create problems. We have found a reliable source of **garlic** that we are

using again this year for fly control as well. Last year the garlic seemed to do a very good job of face fly control, which substantially reduced the pink-eye issues. Make sure to watch fly populations so they don't rob you of weight gains or pinkeye problems this summer. We do have mineral tubs with and without fly control. If you have a special request, let us custom formulate a mineral for your exact needs. SALT is one of the cheapest minerals and is often overlooked; always allow livestock access to salt in addition to the free choice mineral. Mineral consumption on our products are formulated for 2 oz per head per day so a good rule of thumb is 1 lb of mineral/cow/week or about 1.5 lbs. mineral/pair/week. Consumption can be adjusted with addition of salt or distiller to decrease or increase as needed.

## July is our next mineral promo month.

### 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 less than \$0.02 per head per day we have seen 0.25 – 0.4 lbs. per head per day increase in average daily gain on stocker calves on grass, up to 60 lb. heavier calves at weaning and we have shown to keep cattle on feed in the feedlots through the “dog days of summer”. If you have questions about this flavoring agent, make sure to call Dean at the Feedmill in Osborne and I will be glad to explain it in more detail.

### Pasture Quality –

With the wet winter and cool spring, the pastures are slow to take off but should have plentiful grass once we warm up. With uncertain weather patterns, get the most out

of your grass by adding Rumensin to the mineral. Rumensin has shown to improve feed conversions significantly in cows as well as stocker calves, which would allow for increased stocking rates. Creep feeding the calves will also help to alleviate stress on the cow herd to maintain condition easier. Supplementing the calves with commodity by-product-based pellets instead of grain based rations will allow you to get the extra protein the calves need to grow skeletal structure without getting the ‘fat’ look as quickly. We have creep feeders for sale, rent, or rent to own from several manufactures so give us a call and let us help make it a profitable summer for you.



## 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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 Brice Guttery (Alton).....Director  
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