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Bellaire	Downs	Osborne
Bloomington	Lebanon	Portis
Burr Oak	Luray	Waldo

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Newsletter

March 2018

Manager's comments

by Dell Princ

Hello everyone! What a difference a year makes. Last year currently it was warm, and the wheat was greening up. As I'm writing these comments today, its cold out and we are wondering if the wheat is even alive. Its been a cold and very dry winter to say the least and the wheat crop has suffered but to what extent, we don't know. It appears we will need some timely moisture and favorable conditions to produce an average crop.

Now on to some better news. January 31 marked the end of the first ten months of our fiscal year. Earnings at that time stood at \$11 million. With only two months left, it is assured Midway will have another very good year.

All departments of Midway Coop are doing quite well. The main contributing factor for the increased earnings this year is grain marketing. We were able to take advantage of the carry in the wheat market, which enabled us to dramatically increase our margins. This could be done if you had the grain storage and the financial ability to hold on to the hedged grain. Fortunately for us that was possible because of all the grain construction we have done over the last several years. The crop production department continues to perform well, and seed sales will set a record. Depending on the weather in March, chemical sales should be close to a record. Fertilizer tonnage is also very good and similar to the last couple of years. The petroleum is doing well with propane sales leading the way. The cold winter was at least good for something. The feed department has done very well with sales that could set a record depending on what happens the last couple of months.

We are very fortunate that our sales and volumes continue to be very strong. This does not happen by chance. Our employees are the key to our continued growth. Their serv-

ice, expertise and knowledge keep customers coming back. Our facilities and rolling stock also play a role. We have continued to upgrade facilities, add grain storage, and upgrade rolling stock that provides better service, thus providing more sales.

We do recognize that agriculture is in a depressed cycle and continues to be challenging for all our members. Midway will continue to operate efficiently as possible and still provide the services that are needed. As I mentioned earlier our financials look very good. The patronage checks that you will receive in June should help in these down times.

I would like to close here by thanking our members for their use of our facilities and services. It is through your loyalty that this cooperative has grown financially strong and that has allowed us to improve our assets and services. We are here today for all your agriculture needs and look forward to serving you in the years ahead.

Agronomy

by Ron Reneberg

Uncertainty is in the air this winter with difficult grain marketing conditions and a dry winter weather pattern making spring planning decisions difficult. One thing we know for sure with Agriculture in Kansas is tomorrow will be different so planning ahead and keeping informed is vitally important. I hope you were able to attend at least one of Midway's Agronomy update meetings held across the territory this past February. We have added (2 additional Agronomy Fieldmen) to Midways staff to help with your planning process this year. We strive to attract local talent from our area that know our conditions and way of life and are willing to meet our business expectations. 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. • See agronomy page 2

• agronomy Continued from Page 1

Let your local Midway manager and 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.

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

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 cooperatives success. It looks like patronage rates on grain will be very good this year, so 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.

At this time, we have picked up most of the grain that we had piled on the ground or had stored in bunkers. All the wheat will be picked up by the end of February, the corn at Alton and Bellaire should be picked up in March. That leaves us with just the 800,000 bushels of corn in a bunker at Lebanon and it will start getting picked up in April. We have currently purchased 85% of all commodities that were delivered in 2017. This has allowed us to ship out the bushels we needed to, so we could pick up all the ground stored bushels.

We have started to see a little interest in new crop prices for 2018 crops. The new crop values are higher than they were a year ago. You can find these prices daily on our web site, midwaycoop.com. If you would like to contract any new crop grain, please do not hesitate to call. Thank you for your patronage and loyalty to Midway Coop.

PLC Wheat Update and 2018 Crop Insurance Prices

By Cullen Riner

As of now, for 2017/2018 wheat crop, producers that signed up for PLC (Price Loss Coverage) will receive a payment in October 2018. The PLC reference or trigger price for wheat is \$5.50. Currently, The Projected MYA (Marketing Year Average) price for wheat is averaging \$4.64. The MYA price for wheat will be set at the end of May. As of now there will be a payment of \$0.86

The sales closing/renewal deadline for the 2018 spring planted crops is March 15th. So, if there are any changes you want to make to your policy they must be made by March 15th. The base prices for the 2018 spring crops are being set through the month of February. Right now, the corn price is averaging \$3.95, grain sorghum is at \$3.82 and soybeans are averaging \$10.11. One thing that producers may benefit from is lower premiums this year. The RMA has started posting February prices and volatilities that will set the corn and soybean coverages and premiums for crop insurance. The February average price for December CME futures for corn and November futures for soybeans will set the base price for crop insurance. A lower base price lowers the coverage. The average volatility for the last 5 trading days in February will set the volatility that will set the premium rates. Lower volatility will lower crop insurance premiums for the same coverage level.

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 individual cost of production for this crop year. Along with that, what unit structure and coverage level best fit their farming operation. We have the tools to simplify this process. Stop by the General Office in Osborne and see me or call at 785-346-5451 or my cell at 785-346-4768.

Wheat Top Dressing

by Jeff Hammer

How different can two years be? Last year we had record warmth during the month of February and were worried about wheat having too much early growth and running into freeze damage.

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• dressing

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How different can two years be? Last year we had record warmth during the month of February and were worried about wheat having too much early growth and running into freeze damage. Here we set in 2018 with many of the wheat acres having no visible top growth and worried about winter kill due to record winter drought. We won't really know the extent of winter damage until green-up so moving forward with a top-dress plan should be considered where the escape plan is to plant grain sorghum. There are several herbicides as well that will keep rotational options open.

Kugler 342C has a variety of essential nutrients. 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 but a good crop in 2017 probably did not leave much in the soil so keep that in mind when managing Nitrogen rates this spring. 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 (maybe have value on protein levels).

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. 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 sulfonyleurea herbicides (Finesse, Amber, Ally, Glean, Olympus, Powerflex) at top-dress. 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 dorman-

cy, 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. Also, we can get some protein responses with XRN when applied in conjunction with flag leaf fungicide treatments. If we start getting some moisture in March we may be later with our top-dress applications this year, and 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.

Agrotain

by *Brian Mans*

As much cold weather as we have had this winter, it is nice knowing spring is right around the corner. However, with the spring season will come many difficult decisions to be made with regards to your crops. Obviously, we have to closely watch our inputs, but at the same time we don't want to sacrifice bushels because of cuts we made. Fertility is a major input so one that will have to be closely watched. Cutting nitrogen can have a significant impact on yield, limiting the yield potential we have. As dry as we have been, we need to consider protecting our nitrogen investment, reducing the risk of volatility. Nitrogen treated with Agrotain will reduce the volatility of urea and UAN.

In no-till surfaced applied urea or UAN situations, we should be looking into applying Agrotain. Any time nitrogen is incorporated, volatility will not be an issue. Southern Illinois did 4 years of urea studies in corn and found an 11 bushel advantage with Agrotain treated urea compared to urea in a surface applied situation. In UAN, they found a 3-4 bushel advantage when treated with Agrotain compared to surface applied UAN.

Moisture is the biggest cause of volatilization. Wet soils, heavy dews, or any light precipitation can really increase the amount of volatilization you can have. Studies have shown that it takes almost 0.75" of moisture to fully incorporate surface applied urea and stop volatility. However, many other factors can increase the likelihood of volatility. Temperature is another important factor. A common misconception is that in colder temperatures we do not have volatility. While the chances of significant volatility are less in colder weather, we can still have nitrogen loss. High pH soil and lots of wind can both also increase nitrogen loss.

Agrotain is applied at a per ton rate, so price per acre will vary depending on the amount of Nitrogen you are applying, but it is approximately \$0.08 per pound of actual nitrogen on urea and \$0.11 per pound actual nitrogen on UAN.

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There are many other nitrogen stabilizers out there, but not all stabilizers are the same! Many of the products on the market are designed to slow down the breakdown of nitrogen and reduce leaching through the soil. In our part of the world, we normally do not receive the moisture to cause a significant loss through leaching. Even with low commodity prices we need to consider protecting our investment. While we may not be able to control commodity prices, it is important we don't lose yield because we are short nitrogen.

Verdesian performance guarantee

by Joe Princ

It's hard to believe that spring is right around the corner. Hopefully we start to receive some much need rain. I want to share with you a couple of offers from Verdesian that can help you increase yields with little risk. Verdesian is a company that has specialized in the biological technologies to increase nutrient use efficiency and plant health. They have recently acquired Avail and Nutrisphere-N, which are treatments for fertilizer. With these products, they are offering a performance guarantee. If you sign up for the performance guarantee, use these products, and the yield increase does not cover the cost of the product Verdesian will send us product back and we will reimburse you.

Avail is a phosphorous enhancing product to be used on dry or liquid phosphorus. It works by creating a negatively charged shield that protects the phosphorus from getting tied up by calcium, iron, magnesium, and aluminum in the soil, thus making it readily available for plant uptake. Phosphorous is important in getting a crop started by increasing root mass, stand uniformity, and overall plant health. The best placement of this product would be in furrow at planting time, especially where soil test levels are low. Surface application treatments are not as feasible because phosphorus is immobile in the soil. When surface applying phosphorus, it is more beneficial to apply more phosphorous than treating it to help build soil levels. According to tests done by K-State, when Avail is used in furrow it can increase wheat yields by 8% and corn yields by 6%

Nutrisphere-N is a nitrogen treatment that acts as a urease and nitrification inhibitor. What this means for you is that your nitrogen will be protected from volatilization and leaching. Nutrisphere-N is a polymer-based treatment that can protect your nitrogen when applied to the soil surface. Volatilization occurs when nitrogen is applied to warm moist soils where the nitrogen changes ammonia gas and enters the

atmosphere. We can also see this happen under cool, dry conditions like we have had this winter if the fertilizer does not get incorporated within a short period of time.

To qualify for the performance guarantee we need to fill out an enrollment form by June 30th. We will also need to have check strips left in the fields to verify yields. We will need to collect yield data whether it is from yield monitors or scale tickets and have them submitted by December 1, 2018. If you are interested in trying these contact your agronomist or branch manager to get you more information. Both of these products have shown to increase yields and put more money in your pocket which is important with these tough farming economics.

Petroleum Department

by Terry Zvolanek

Today's passenger vehicles have a lot of safety features, from seat belts to anti-lock brakes and air bags. But one of the most important safety features on your car is something that you might not think about very much – your tires.

In many ways, tires are the foundation of auto safety. They not only cushion the ride, they also play a key role in your ability to control, maneuver, and stop your car. But to do all that, your tires have to be in good shape, which means that you shouldn't take them for granted. By taking proper care of your tires, you can do your part to help your tires keep you and your family safe.

Tire technology has made tremendous advances over the years and tires are reliable, effective, and long lasting; but they still need a little regular care and maintenance to stay that way. By understanding a few basic concepts and devoting a few minutes a month to tire care, you can get the most out of your tires. One of the simplest and most important things you can do to keep your tires in good shape is to make sure that they are properly inflated. You must check your tires' air pressure regularly, because tires normally lose pressure over time. If one of your tires has lost two pounds per square inch (PSI) or more of air, check for leakage. Also, a rapid drop in temperature can cause your tires to lose pressure. Expect to lose one or two PSI when the temperature dips by 10 degrees F.

We recommend tire rotation at 5000 to 6000-mile intervals or (every oil change) and tire balance once a year. This is the maximum recommended interval; some high-performance tires may require more frequent care.

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All tires wear, and they wear at different rates depending on location. In addition to wear induced by drive torque and front suspension and steering movement, on right hand turns the car swings through a short arc and the inside tire describes a much tighter radius than the outside tire causing a "scrub" or side-ways skip to the right front. On a left turn, you are typically sweeping through a much greater overall arc, with less tire scrub on either front tire. This is why the right front tire typically shows abnormal wear patterns first. Tire scrub will cause a wavy chop in the treads, most noticeable on the tire's edges.

In short, the wear pattern of a tire will vary dramatically depending on its location on the car, and with the year, make, model, and alignment specifications. It is this wear, the change in tire shape, and weight, that makes it necessary to re-balance tires. Moving the tires to different locations and re-balancing them periodically equalizes variations and causes the wear pattern for all tires to remain more uniform.

Office Update – CFA Application Deadlines

By Craig Mans

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 was March 1, 2018 and the deadline for Fall crops is April 30, 2018. Please take the time to sign up for this great program and keep your crop input interest levels 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 drivers 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.

As I stated in the previous newsletter, **We will need your prior authorization to give out Equity information to anyone other than the Equity owner. Also, your Equity balance can be viewed on your online Midway Coop account.** 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.

The fiscal year end for Midway Co-op is March 31. We will be busy in the general office closing out the year and preparing for our financial audit. These are important steps to finalize our year and determine patronage rates.

I am closing in on 1-year of service at Midway Coop. This year has gone fast! I have enjoyed getting to know many of you this year and look forward to continuing to work with you. Thank you for your business. Please call or stop in!

The Feed Mill

By Dean Heise



Vitamin Prices

As you are aware, Vitamin A is ridiculously priced currently. With a plant fire in Europe and shutdown of factories in China for the Olympics, 2/3's of the world production has halted. Hopefully things should start running again mid-to-late March so they can get product to us around the middle of May. I am hoping that by early July prices are at least close to where they were.

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.

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.

• See mill page 6

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.

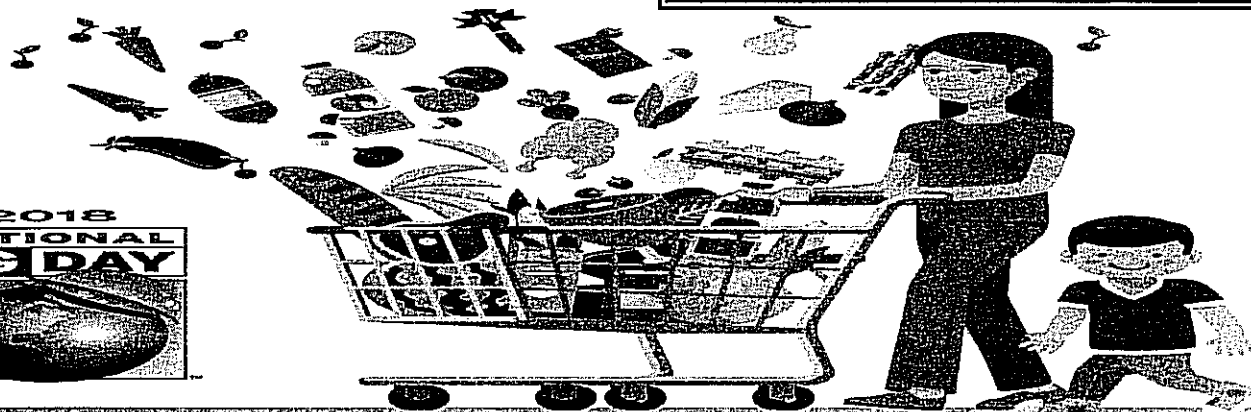
April is the next mineral promo month. Buy 12 and get 1 free!

You know it's calving season when.... you pray more for the cattle than you do your own family!



Spring is just around the corner.

Don't forget to set your clocks 1 hour ahead on Sunday, March 11th



MIDWAY

CO-OP, INC.

DIRECTORY

General Office346-5451

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