



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

PRSRST STD  
U.S. Postage  
**PAID**  
Osborne, KS  
Permit No. 3

# Newsletter

September 2018

## Manager's comments

by Dell Princ

Hello everyone! It's been quite the roller coaster ride with weather this year. A very warm spring and lack of rain made for a much less than average wheat crop. Then the weather changed. We would get a rain and think everything is great and then 10 hot dry days later had us begging for moisture again. As I'm writing this letter it is raining and it appears for the most part, the fall crop should be very good. There are some isolated spots where the rains missed, and those places have suffered some crop loss.

Midway's financials look very good. We are four months into our new year and our earnings are 5.0 million, slightly ahead of last year at the same time. This summer has been good for the crop production department. Chemical sales and application are on a very strong pace. The feed sales are well ahead of last year and last year was a record year. The petroleum department sales are good and will look to increase significantly with a large fall harvest. We are looking forward to another great year assuming the fall harvest comes in as it appears now.

Our positive earnings continue to provide the capital for our many improvements. Some of these improvements are for safety while others are for efficiency. We are currently constructing more grain storage at Alton and Bellaire. This will bring our licensed capacity to more than 13 million bushels. This storage will be done in time to be used this upcoming fall harvest. We will continue to be proactive in our approach to reinvesting capital for future improvements into your Cooperative.

As I said earlier, Midway is having a great year. However, we also know with 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 personnel 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.

## Agronomy

by Ron Reneberg

Wow it's amazing what a difference 30 days of cool wet weather has made on our fall crops. It also shows us what managing our crop inputs can give us when growing conditions improve. Now is a great time to take a good look at your row crops and evaluate what worked and what needs improved on and then combine it with your yield data this fall to determine how you change things for next season to increase your profits. This applies to both fertility and Crop Protection products. Sometimes trying to save a few dollars early in the season can end up costing you a large chunk when late season rains bring on a flush of weeds and turn crops yellow due to a lack of nutrients. Midway's agronomy Fieldmen can help you manage input needs with proper tissue sampling and soil sampling. Please make sure you are taking advantage of all the valued things our trained Agronomist can bring you.

Fertilizer pricing this fall is shaping up to reward those who apply early. World economics are changing on Ag-input prices that are being affected by the promise of more "Tariffs". Although the Ag sector might see some governmental support in this area, planning early for your crop nutrient needs is a sure way to guarantee input costs. Midway has planned ahead and again will be offering competitive pricing on Nitrogen and Phosphate's this fall and winter. Make sure you stop by one of our branch locations and discuss your needs with your local Midway Coop branch Manager or Fieldmen.

• See agronomy page 2

• **agronomy** Continued from Page 1

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 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, Inc. 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 2.8 million bushels this year and that is 70% 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 eighty percent of the crop. The fall crop is presently looking very good and we will have to pile grain on the ground at most of our locations. Following is a list of which grains each of

Location	Milo	Corn	Soybeans	Nu-Sun Sunflowers
Alton	x	x	x	
Osborne	x	x	x	
Bloomington	x		x	x
Portis	x	x	x	
Downs	x	x	x	
Corinth	x			
Lumy	x	x	x	x
Waldo	No fall commodities			
Bellaire	x	x	x	
Lebanon	x	x	x	
Mankato	x	x	x	
Burr Oak	x	x	x	

our locations will be handling. 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.

**Multi-County Enterprise Unit (MCEU)**

*By Cullen Riner*

The RMA recently moved to expand the use and applicability of the Enterprise unit structure across county lines.

The RMA heard from producers that in situations where small plots of land lay in contiguous counties, they were unable to capitalize on the Enterprise unit structure of their main county. This left them in situations paying higher premium rates on small parcels that didn't qualify for EU on their own, but, were part of the larger farming operation. For example, a policy that qualified for EU in County A got the discount but acreage that might lay just yards or a few miles beyond the county line in County B had to pay full BU premium. The solution to this was the creation of the Multi-County Enterprise Unit or MCEU. This new unit structure will apply EU premium discounts to acreage on policies in adjoining counties when they normally wouldn't qualify for the Enterprise unit structure.

Starting with policies that have a Contract Change Date of 11/30/2018(Corn, Soybeans, Grain Sorghum, etc.), we will be offering the MCEU to producers. As always, the devil is in the details and there are some limitations that include:

✓The counties must be contiguous. The RMA will provide a table to AIPs/producers that defines which counties are contiguous so that there is no guessing.

✓ One county must qualify for EU individually and the other county must not be able to qualify for EU.

✓Contiguous counties must be in the same state to qualify for MCEU.

✓MCEU does not combine the county crop policies.

✓Premium, guarantee, and liability will be calculated separately for each county in the MCEU, based on acres and actuarial information in each county.

✓Replanting, PP, and claims for indemnities will be determined at an MCEU level.

✓Policy elections must be identical in each county.

Some of the positive aspects of this new unit structure are:

✓Insureds may have more than one MCEU. For example, County A and B can have an MCEU together and so can County C and D.

✓MCEUs will be determined separately for each irrigated practice.

✓Both EU by Crop and EU by Irrigated Practice are available.

✓Counties can qualify for MCEU by practice and have overlapping qualification. For example, County B irrigated corn in a MCEU with County A and County B non-irrigated corn in a MCEU with County C.

✓The premium discount will apply to planted and prevent-plant acres.

There are more details to be worked out between the industry and the RMA over the upcoming weeks and months before final implementation.

## Seed Wheat Treatments for 2018-19

*By: Jeff Hammer*

### Q. WHY FUNGICIDES?

#### A. BUNT & FLAG SMUT

Smut reports seem to decrease every year because I think most growers have got the message that not treating a fungicide isn't worth the risk. You may think you don't have any Smut, but if you clean your wheat anywhere; the smut spores could be present from somebody else's wheat and infect yours. Also, smut can survive in the soil, so even if you buy new seed wheat and place it on a field that has smut in soil, you could still end up with the disease. It is not worth the risk! We also have an old pathogen called Flag Smut coming back on the western fringes of our territory. Flag Smut infects the seed similar to Head Smut but the spores can survive for 4 years in the soil. Symptoms are dark streaks on the leaves and a twisted flag leaf. Flag Smut can stunt growth and reduce tillering. When you couple these pathogens with the defense against Fusarium and Pythium-borne diseases, including Septoria; saving \$2.50/ac simply isn't worth the risk of having rejected wheat loads at harvest time plus treated wheat simply yields better. Midway Co-op's cleaning locations at Portis and Lebanon will be applying **Warden Cereals II** at 2.8 oz/cwt which has a 3rd added mode of action Sedaxane to an already outstanding wheat treatment.

### Q. WHY AN INSECTICIDE?

#### A. BARLEY YELLOW DWARF & GRASSHOPPERS

Another topic I wanted to address is the benefits of seed-applied insecticides which the Midway Co-op's cleaning facilities at Portis & Lebanon can custom apply. There are several reasons to consider an insecticide treatment on your wheat seed this year (besides the fact that the generic market has made this more economical each year). The main reason is the increasing pressure from BYD which can be suppressed by keeping aphid numbers down. With only around 4% of the aphid population that carries the disease, if you can keep the numbers down it will help suppress the disease. Insecticides also control wireworms and have systemic activity on grasshoppers, not to mention there is an added vigor effect from Imidacloprid. Bayer Crop Science did a 5-yr trial at different sites with Gaucho Insecticide and had a 4.4 bu/ac average response. Also, growers should consider an insecticide to slow down grasshopper feeding this fall on emerging wheat. We get systemic activity for 21-28 days and with grasshopper pressure likely until middle October, early planted wheat may be subject to damage as the grasshoppers move out of other senescing crops.

Midway Co-op's Portis & Lebanon Cleaning facilities

can custom apply **Resonate (generic gaucho)** Insecticide at a rate of 1.0 oz/bushel. This is 2X the minimum rate for aphid suppression. Be sure to compare rates when comparing prices. We can also apply insecticide & fungicide through our bulk facility at Lebanon on newly purchased seed wheat & with our portable treater at other locations.

### Q. WHY ASCEND?

#### A. QUICKER STAND ESTABLISHMENT

Finally, I want to mention Ascend growth promoter. Ascend is a 3-way blend of Kinetins, Gibberellic Acid, & Indole butyric Acid. These growth regulators promote cell division and differentiation resulting in earlier stand establishment. The biggest benefits come below the ground where root growth will be enhanced giving us more ability to buffer moisture stress in the fall and early spring. There have been some excellent results achieved with the product applied to the seed with the most dramatic results coming in no-till environments.

Wheat potential yield is established early in the growing season by virtue of stand and tillers. Protect your potential by protecting and feeding your seed! For more information on Warden, Resonate, Ascend, and our bundling discounts; call Jeff (346-6487); Brian (346-6668); Joe (345-3330); Wyatt (282-4165); or Tanner (412-0145). For cleaning scheduling contact: Brad at Portis (346-2021) or Stan or Becky at Lebanon (389-5311).

## Pre-emerge wheat options

*by Brian Mans*

Wheat drilling time is almost upon us, and for no-till growers it is time to think about the last burndown before planting. Conventional producers that already have a good seed bed may also want to consider a pre-plant burndown in place of a trip across with the field cultivator, preserving moisture. When making the final trip, applying a pre-emerge product eliminates weed concerns in the spring. Olympus and Finesse give us good options that can meet the needs of most acres.

Finesse is an option that has been around for a while but continues to do an excellent job. It also provides some burn-down activity itself on some of the smaller broadleaves that are emerged. Pre-emerge rate is .5 oz, it will give you a little bit of cheat suppression and do a good job controlling broadleaves. Finesse pre-emerge 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.

• See pre-emerge page 4

## •pre-emerge Continued from Page 3

Olympus at .6 oz is also a good option. 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 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.

I know some growers do not like to spray 2,4-D or Dicamba post-emerge on wheat and these options eliminate that. Having your herbicide on allows you to consider more options for applying your nitrogen as well. Having the herbicide already applied, leaves a bigger 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.

## 2019 Seed Programs

*by Joe Princ*

It's hard to believe that fall is right around the corner. It seems that summer goes by faster every year. With the recent rains around the territory it looks like we are going to have a good harvest this fall. That being said, the time to take advantage of seed programs and discounts is almost here. As usual we are offering cash and volume discounts, as well as loyalty and growth programs, similar to what we had last year. Along with this there are several different financing options available.

Early cash discounts will be similar to what we have had in the past. The first deadline for this discount is November 20th. The second deadline is January 18th with a lower tier discount. Paying with cash or financing with CFA gets you qualified for these discounts. CFA still offers a competitive interest rate with it being at 4.25%. While CFA is a good option you may consider the other Financing programs available to keep room on your CFA for other crop inputs.

Mycogen is offering two different financing

options again this year. Rabo Agrifinance is offering 0% interest until November 20th, 2019 with a 4% discount with approved application. The deadline for this option is September 20th. The discount drops 1% after the 20th of each month following. If you have used Rabo financing in the past you will be preapproved. If not, it will take around a week to get the application process completed. The other financing option will be John Deere Financial. The Deadlines and discounts are the same as Rabo, the only difference is the interest rate is Prime-1%.

Dekalb and Asgrow also offer John Deere Financial as an option. The difference this year is they do not offer 0% financing. This year they offer Prime-1% interest rate, but the discount starts out at 7% if an order is entered by October 19th. The discounts then go down 2% each month until January 18th. Dekalb and Asgrow also have several different programs in place based on growth and committing to an order that is equal to or more than the units purchased the previous year.

It seems that every year we are out selling seed earlier and earlier, in many cases it's before everyone is finished harvesting this year's crops. It makes it hard to plan or know what you even want to plant the upcoming year. The bad news is these programs and deadlines are here to stay, but if used can be a substantial savings. If you have any questions about these programs or financing options give your agronomist a call to get more information.

## Petroleum Department

*By Terry Zvolanek - Station Manager*

### The Anatomy of a Lubricant

Whether on the farm or at the shop, lubricants are a critical step in any maintenance program to keep equipment running smooth. But do you know what actually makes up these important lubricants?

Today's lubricants contain more technology than many people realize. And, by learning what's inside a product, you can make smarter choices for your equipment and see better, more efficient results. Lubricants—from engine oils to hydraulic fluids—have three main components: the base oil, an additive package and a viscosity modifier.

#### *Part 1: Base oil*

When people think about lubricants, they often think of the base oil. Depending on a lubricant's formulation, the base oil makes up 70 to 90 percent of its overall composition, which makes the quality of the base oil incredibly important.

• See petroleum page 5

## •petroleum Continued from Page 4

In the industry, there are five categories of base oil—Group I, Group II, Group III, Group IV, which are known as PAOs, and Group V—each with different quality implications and benefits. The group numbers generally indicate how much wax is present in the formulation after the base oil has been refined. In addition, it's important to know the difference between conventional, full synthetic, and synthetic blend products:

✓ Conventional oils are refined, but minimally processed.

✓ Full synthetic base oils, like those used to formulate the Cenex® line of Maxtron® products, are not only refined, but also distilled and broken down to their base molecules. These molecules are reshaped to a uniform size, which means they are exceptionally more stable against thermal oxidation compared to conventional oils.

✓ Synthetic blends are a combination of conventional and full synthetic oils.

### *Part 2: Additive package*

So what makes different types of lubricants, with the same group base oils, have different functions? The answer is the additive package. Products have distinct additive packages based on the functions they need to perform. Additive packages vary, but almost all include:

✓ A foam inhibitor, to minimize the amount of foam created by the rapid movement of lubricated parts. Although some foam is inevitable, large amounts of foam can be detrimental to equipment as foam is not a sufficient lubricant.

✓ Detergents to get rid of dirt, soot and particles that, if left untreated, can build up and cause severe engine problems.

✓ Dispersants to break up debris and keep it suspended so it doesn't stick to engine surfaces.

✓ Anti-wear to protect critical moving parts from premature or excessive wear.

✓ Cold flow improvers to ensure proper oil flow during cold startups.

### *Part 3: Viscosity modifier*

The third and final component of a lubricant is the viscosity modifier. Years ago, you had to change your oil each season to adapt to the temperature change. Without a viscosity modifier, a lubricant that runs thin in the summer, for example, will run thick in the winter. But with a viscosity modifier, a lubricant can behave like a 30 weight when it's hot, and like a 10 weight when it's cold, protecting your engine no matter the temperature outside.

Whether on the road or in the field, lubricants are an important necessity for any equipment. When you understand your lubricant, you can choose the best product for your needs.

## General Office Update

*By Craig Mans*

Fall Harvest is nearly here and it looks to be a good one. We had some timely rains across most of our territory. Midway Coop is just over a quarter of the way into our fiscal year. Patronage rates are determined at the end of the fiscal year.

Cooperative Finance Association Inc. (CFA) is now accepting applications for the 2019 crop year. The application process is very simple. A copy of your drivers license is required, as we need to make sure your name matches your state issued drivers license. If you are interested in establishing a flexible loan program to incorporate with your line of credit at the bank, Midway Co-op in conjunction with Cooperative Finance Association Inc. (CFA) has some financing options available for you to use. CFA offers a very good interest rate with flexible maturity dates to meet your operational needs. We also offer a 3% discount on your patronage account if paid within 10 days or put on your CFA account. If you are interested, please contact me, your local elevator manager, Brian, Jeff, Joe, Tanner or Wyatt for more details. On August 15, 2018 I mailed out the renewal form for those of you who have used the program in the past. Please return these before your Midway account is past due. I would also like to remind everyone that if I am unavailable, Doug Storer is also a certified CFA lender and he can assist you.

By going to our website at [www.midwaycoop.com](http://www.midwaycoop.com) you can register for account access to monitor your Midway Coop account. Click on "Account Access" on the left side of the webpage to register. You can view your account at home or on a mobile device.

I recently mailed out a second Ag Exemption form. Please get these back in as soon as possible if you haven't already. If we don't have a signed exempt form on hand, you will be charged tax.

Communication is very important in our accounts receivable process. 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. If your account is delinquent and we don't hear from you, legal action may be necessary. Thank you for your business and have a great harvest!

# The Feed Mill

By Dean Heise



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 pas-

tures, supplementation on grass will allow you to leave livestock in pastures longer to use more of the available forage. These needs 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 VITA-FERM's line of products also. Give us a call and let us help you find the right supplementation program to fit your operation.

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 or MGA, we will continue to use those as we do currently.

Creep feeding will help alleviate some of the pressure from the cows, we keep bulk creep pellets in stock or we can customize a creep feed to match your needs. We keep our standard Custom Creep R48 as well as Stage 2 Creep with more limiter to control consumption on the larger calves in stock in the bulk. Creep feeding will also help in the transition of weaning and getting them started on feed. Many are creep feeding the last 4-8 weeks before weaning to capture some cheap and quick gains before selling the calves or so they are used to eating feed and then pull the creep feeder into the receiving pen so at least something is familiar in the transition and they continue to eat at weaning.

Weaning soon and feeding them 45-120 days can show some nice returns with the low price of grains. 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.

## MIDWAY CO-OP, INC.

### 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

Larry Stanley (Lebanon).....Chairperson  
 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