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MIDLAND MARKETING



COMING IN MAY & JUNE

April 17	Easter
May 8	Mother's Day
May 14	Flag Day
May 30	Memorial Day
June 19	Father's Day

April, 2022

SAFETY FIRST!

According to USA Today, the 7th most dangerous occupation is farmers, ranchers, and other agricultural managers." Farmers, ranchers, and others working in agriculture often work with large animals and potentially dangerous machinery. In this line of work, people are subject to injuries from animals, transportation incidents, and contact with dangerous equipment." Not only is the safety of our employees a top priority at Midland Marketing, we also want our patrons to be diligent and aware of their day to day risks. Here are a few tips to help you stay safe on your farm and ranch:

1. Install Rollover Protection Structures (ROPS) on tractors.
2. Replace all missing power take-off and rotating equipment shields. Shut off power equipment before leaving the operator's station.
3. Check that lights, flashers and reflectors on machines work properly. Always use them when traveling on roadways.
4. Replace "slow moving vehicle" emblems that are not clean and bright.
5. Inspect and repair farm machinery before the busy season. A well-maintained machine will operate more efficiently and reduce the chance of an injury.
6. Use proper equipment and procedures when hitching and unhitching implements.
7. Avoid wearing loose clothing to prevent entanglements and never

enter a manure pit, grain bin or silo without following confined space entry procedures. The gases and materials in these structures kill farmers every year.

8. Ensure that all workers receive specific instructions on their tasks and the machines they are operating. Be sure they read and understand all operational procedures in the owner's manual.
9. Take time to learn basic first aid, CPR and emergency response.
10. Do not assign jobs to children unless they are physically, mentally, and legally ready to perform the job safely, follow directions and can respond to unexpected situations. This may mean waiting until kids are at least 16 years of age.
11. Be familiar with hazardous chemicals. Take extra precaution when handling chemicals such as anhydrous ammonia, carbon dioxide, methane gas and hydrogen sulfide.



SUPPLY ISSUES

Surely, we are all aware of the supply issues we will be facing this year. Midland Marketing has done our best to lay in inventory to cover your needs for getting crops in the ground and taken care of this year. With more than 3 times our typical inventory already on hand we hope to have a jump on it.

There are several products already on allocation from our suppliers. And recently the Chlorpyrifos family of chemicals which includes Lorsban and Yuma has been ordered to stop sale adding to the list.

Our recommendation is to get your product needed on hand so you'll be ready to go when you can. And if you're not able to hold product talk to your salesman about contracting to lock in your needs. The times have definitely changed and are much more difficult than we are used to.



ABOUT FERTILIZER

What we have seen the last 6 months is shipping issues and higher priced fertilizer. It is still holding true in today's markets. We do not know the exact thoughts of the market but here is a brief overview of what insight we do have for the fertilizer going into spring.

We did see a slight dip in the prices at the beginning of the year for urea due to inventories that were on hand throughout the country but when Russia invaded Ukraine that had a cause for the short-term dip in prices to go back up. With the recent world issues, this is a cause for some issues in inventory as fewer vessels are heading towards the US. Many of the lines of communication are noting that we will not have a flood of products, so inventory looks to still be tight through the spring.

The Phosphate market looks just as volatile going forward as it has been the last 6 months. Many producers across the country are looking at the prices and trying to navigate where they need to go with their operations. We will see issues in shipping and product availability throughout the season, patience will be the name of the game. Know that Midland Marketing has been working to make sure that product is on hand or available and ready for the spring planting season.

This unprecedented time has made all of us look at our operations differently. Our sales professionals are here to help you navigate your fertilizer inputs. Midland Marketing has many tools as soil sampling, along with tissue sampling to use your fertilizer to your best potential. Be sure to talk with our grain marketing team to make sure you are taking advantage of the grain markets to maximize your profits and minimize your risk for your operation.

CONDUCT SPRING TANK MAINTENANCE

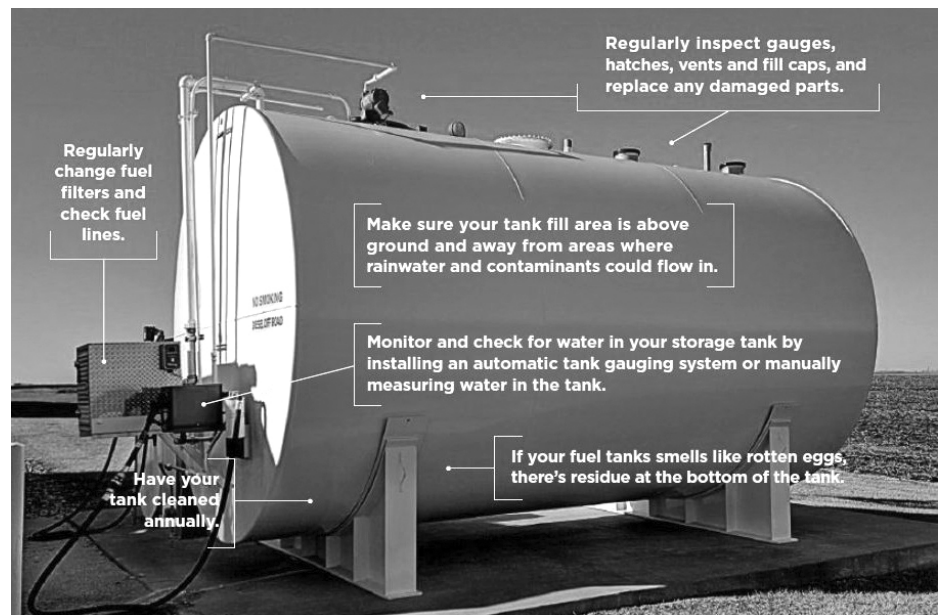
Proper tank maintenance helps to keep your fuel supply clean and free from contaminants that can do harm to engines. Eliminating water, sediment and other impurities from the storage tank prevents these pollutants from entering your fuel system where they can plug filters, cause corrosion, and produce injector deposits that severely hampers performance.

Tank Maintenance Checklist:

- Drain and remove water and contaminants (every three months)
- Change bulk storage tank filters (at least twice a year)
- Clean pump screens (regularly)
- Clean tanks (annually)
- Ensure tank is tilted to direct water and debris away from outlet

- Replace vehicle tank filters (as recommended by manufacturer)
- Drain condensation (periodically) if vehicle tank filter has drain valve
- Check caps, sumps and vents for integrity and proper functioning
- Refer to OEM Manual for complete maintenance procedures

Cenex Premium Diesel is formulated with a comprehensive additive package to ensure healthy storage life: demulsifies to separate water from fuel and reduce the amount of moisture entering the combustion chamber; stabilizers to prohibit gum/varnish buildup; corrosion inhibitors to prevent rust and deterioration; and more.



JUST A REMINDER...

It is that time of year when tenants may be changing the land they farm. If you have a new Landlord relationship and you are renting on a share basis, let us know so we can get accounts set up with the correct split set before harvest.



Another thought is if you no longer farm for someone let us know that information also so we can hide the accounts so they won't accidentally be used. We don't delete the old accounts just hide them, to save the history that goes with that account.

SMOKE ALARMS

Three out of every five home fire deaths result from fires in homes with no smoke alarms, according to the National Fire Protection Association. Test your smoke alarms every month and replace the battery at least once a year. If the alarm makes a "chirping" sound, replace the battery immediately.

Smoke alarms should be in every bedroom and in the common areas on each floor of a home. Mount them at least 10 feet from the stove to reduce false alarms, less than 12 inches from the ceiling and away from windows, doors and ducts.

Smoke alarms can be interconnected wirelessly. That means, when one sounds, they all sound. A Consumer Product Safety Commission survey found this is the best way to notify everyone in a home if there is a fire. Be sure to purchase smoke alarms with the label of a reputable testing agency, like Underwriters Laboratories (UL).



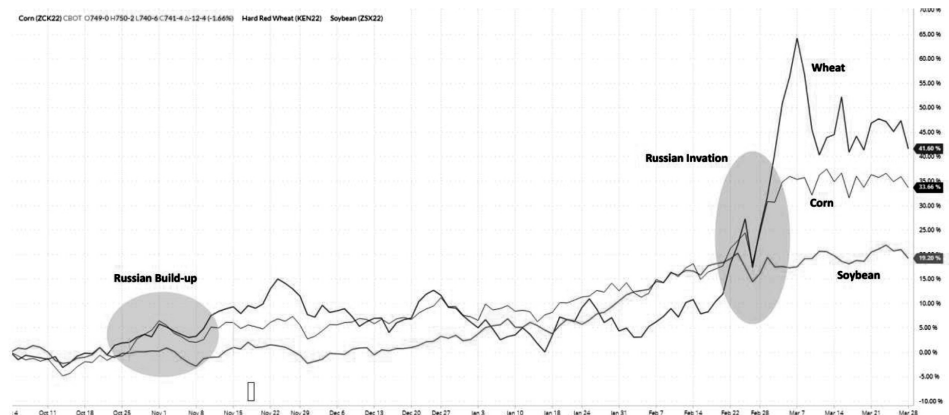
GRAIN MARKET

The markets remain quite volatile, and it may be a while before things settle down. Can we blame Russia for lighting the fuse that started all the havoc around the world; Absolutely. The commodity chart below shows a steady upward trend from the start of the Russian build-up, then shot almost vertically higher when Russia invaded Ukraine (See Chart). Also, let's not forget China and its saber-rattling to take over Taiwan. We should also toss in the drought across the America's, supply chain disruption from Covid, and the biggie INFLATION. When you throw all of that into a pot you get a hot mess of uncertainty.

The grain markets have become less liquid especially in the wheat complex. Without adequate liquidity the markets loose definition, which is important to traders in their ability to forecast where prices and basis may be headed. Basically, less liquidity in the markets increases price and

basis volatility. The markets, of late, are considered 'thin' or 'illiquid', thus making it more difficult to execute trades, from the massive market price swings and increased basis volatility.

Unfortunately, with all the upheaval around the world this hot mess will take time to work through and, nobody really knows how long it will take. Some traders are projecting a more stable grain markets come May or June, others perhaps by calendar year-end. On flip side, producers need to take advantage of the increased volatility to lock-in bushels. If cash grain prices are at or above your target price, lock-in the (added) bushels. If not, take advantage and use Offer Contracts to take the worry out of watching the market, let us do that for you. Also, keep in mind Insured Discovery Price levels are pretty decent price levels, Wheat \$7.08; Milo \$5.88; Corn \$5.90; Soybeans \$14.33 per bushel.



RECOMMENDATIONS WANTED

The best and most successful employees are many times referred by current customers and employees. Midland Marketing is hiring for a variety of positions throughout our territories. Do you know someone who would be a good fit? A recent study shows our employees' wages are extremely

competitive to county averages. Additionally, our benefits package is unique compared to other businesses. A full list of details can be found at midlandmarketing.org under the Careers tab. Liesel Sims – Human Resources can answer any questions.



MIDLAND MARKETING

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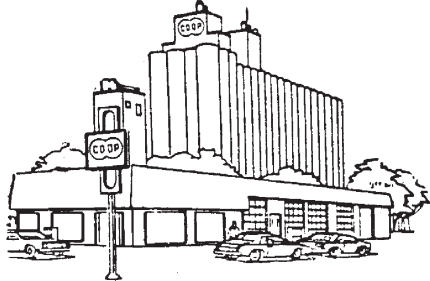
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MIDLAND MARKETING 107TH ANNUAL MEETING

On March 3, 2022, we met for our 107th annual meeting. Midland Marketing had 112 members in attendance. It was a nice change from the 2021 meeting where we had the virtual meeting. The board of directors and employees were happy to see the members in person this year. Nathan and John Staab members of the Young Producers group presented the flags, as the FHSU quartet sang our national anthem to open the meeting. Board Chair Brian Staab lead the group in the pledge of allegiance, and John Grabbe lead the invocation before our meal. Following the meal the group voted on the changes of Bi-Laws, and on Duane Dorzweiler, Kelly Muir, and John Grabbe, for 3-year terms. All passed unanimously. This led us into reports from Brian Mapel our Auditor from Lindburg Vogel Pierce Faris, Chartered on how 2021 finished up for Midland Marketing. Board Chair Brian Staab discussed the year for Midland Marketing and the addition of facilities.

General Manager Kevin Royer discussed the shipping issues that covid and shortages have caused for our company and how we have been working diligently to work around it and with it. Employees were presented with Employee Service Awards of the following, Tim Tague 35 years, Wanda Becker 30 years, Lee Niblock 20 years, Justin Keller, Mike Branch, Anna Luna, Travis Blide were all 15 years, Wes Martin and Sean Hinger were awarded for 10 years, and Terry Sparks, Brian Seacat, Jason Hockett, and Melanie Wendling Staab for 5 years. Erik Ellis was the 2022 Employee of the Year. The meeting was adjourned, and employees distributed the patronage checks and gifts.

