

Visit us at: [www.midlandmarketing.org](http://www.midlandmarketing.org)

# MIDLAND MARKETING



## COMING IN JULY & AUGUST

June 14

Flag Day

June 18

Father's Day

July 4

Independence Day

## June, 2023

## MIDLAND MARKETING PARTNERS

Midland Marketing is a partner with Land O'Lakes and Truterra, and they are making strides in sustainability programs. Last year, Truterra in the 2022 program paid farmers across the country more than \$5.1 million for 262,000 metric tons of carbon stored. Midland Marketing members also received a portion of this for their work in the Truterra program.

Each year Truterra is working to come up with different programs to help farmers with their sustainability journey. "We want to offer farmers a

suite of opportunities," says Tom Ryan the president of Truterra. "They aren't all in the same spot with their sustainability journey—one size doesn't fit all. And because of that, we will have a phased approach throughout the year." Midland Marketing farmers are a part of the carbon programs, Campbell's wheat program, and the soil health coalition. Last fall Truterra was awarded a grant as a part of the USDA effort for climate-smart farming and in June of 2023, Truterra will announce their plans for the

USDA funding and what that means for our farmers. Mid-June, Midland Marketing will inform our group on how this affects us.

If you have questions or want more information on the Truterra program, contact Anna Luna by phone at 785-737-8048 or by email at [aluna@midlandmarketing.org](mailto:aluna@midlandmarketing.org) and discuss your options.

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## GEARING UP

Midland Marketing is getting geared up to handle your 2023 wheat crop. Our grain team is ready to assist you. Unfortunately the 2023 wheat crop will be short with projected low yields in the 28 to 30 bushel range. The Kansas Wheat Tour found winter wheat crop abandonment to be at 26.75%, that is 8.25% higher than USDA May estimate. Because of a short HRW crop we have milling wheat from Europe coming into the US, and it pencils into the interior of the US and woke up the market to reality.

Look for the KC futures market to remain inverted as spreads could widen depending on yield reports as harvest gets started and harvest

pace picks up. With a short winter wheat crop to harvest managing risk on both the downside and the upside is crucial this year.

Looking at the corn and soybean market there are several factors putting downward pressure on prices. In the market we've had a lot of export sale cancellations by China, and surprisingly now by our long term customer Mexico as both shift its buying interest to Brazil, because of their rapid increase in production at a lower price to the United States. If the US continues to lose buyers, prices have to move lower as ending stocks increase until pricing competitiveness stabilizes. Managing price risk on both sides

will be crucial as we have a lot of weather to get through to harvest this year.

Can the markets still rally? That's certainly possible, but market emphasis will be more price conscious as world markets matter. The Midland Grain Team is here to help you through this uncertainty.





## BETTER THAN ANY FORMULA THAT HAS COME BEFORE

### Ag Water Management

When you're a farmer, water can be a blessing or a curse. Expecting rain is good, water in engines is bad. Trust Ruby Fieldmaster a premium diesel fuel that keeps contaminants

from clogging filters, ruining fuel injectors, and taking fuel efficiency better than any formula that has come before. Cenex Ruby Fieldmaster, Fueled by Innovation, Power to Perform.

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## CROP INPUT FINANCING AVAILABLE

In partnership with the Cooperative Finance Association (CFA), Midland Marketing Coop, Inc. is proud to offer crop input financing to our loyal members. All crop inputs purchased through us are eligible for financing including seed, chemical, fertilizer, and fuel. This easy to use, short term loan is crop specific and allows a onetime payment after harvest is complete. The Simpli-Fi loan program uncomplicates the application and approval process. For more information about how we

can simplify your input financing, contact Audrey Werth at 785-639-6487 in the Hays office or visit the loans tab at [www.cfafs.com](http://www.cfafs.com).



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## GO PAPERLESS

Tired of getting a separate invoice in the mail for every single transaction? Go paperless! Call the Hays office at 785-628-3221 to have your invoices/statements emailed to you. Save a tree, save a stamp!



## FUTURE OF AGRICULTURE

Midland Marketing is committed to the future of agriculture, with that we want to leave a legacy for many years to come. With matching grants from Land O'Lakes along with Midland Marketing we were able to donate once again for the Ag Technology Endowment at Fort Hays State University. Our partnership with the College of Agriculture is a strong partnership that gives us a chance to work hand in hand with professors and students along with the many alumni that work for Midland.

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## Pre-Harvest Checklist

- Update your grain accounts! Any new landlords or changes to shares can be corrected now to help harvest and settlements go smoother.
- Grain will only be priced Monday-Friday from 8:30 am – 1:00 pm \*excluding holidays\*
- If you would like to sell grain after trading hours, it will be priced at the open on the next trading day.
- We take safety very seriously and you should too!
- Routine maintenance of equipment can help prevent breakdowns and injury.
- Please make sure grain trucks and trailers are clean and free of rocks, fertilizer, etc.
- Inspect your hoppers to make sure they open and close properly.
- Check your tires.
- No smoking at any of our facilities.

Thank you for  
your continued  
business!



# 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.



The best and most successful employees are often referred by current customers and internal staff. Midland Marketing is always looking for great employees! If you or someone you know is searching for a wonderful career in the agriculture industry with amazing benefits and a positive working environment, please get in touch with Liesel – HR in our Hays office for more information. A full list of details can be found at [midlandmarketing.org](http://midlandmarketing.org) under the Careers tab.

## AREA HAPPENINGS

Midland Marketing Coop is a proud sponsor of area 4-H programs in the counties we serve. Many of our employees volunteer to help organize these county fairs and community events, and often their children participate in 4-H as well. This summer is packed with fun across Kansas! Be sure to check out all the 4-H livestock and other projects at the following events:

Paradise Creek Festival – Plainville, June 9-11

McCracken Rodeo – July 12-15

Ellis County – Hays, July 15-22

Ness County – Ness City, July 25-29

Osborne County – Osborne, July 26-30

Rush County – LaCrosse, August 2-5

Rooks County – Stockton, August 6-12



# MIDLAND MARKETING

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PLAINVILLE - TOULON - YOCEMENTO - ZURICH - BROWNELL

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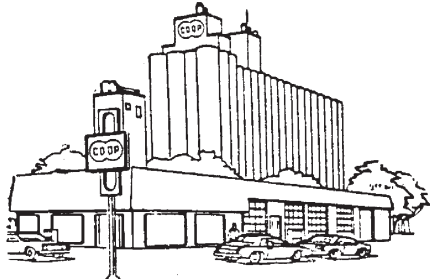
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**“Striving to be your 1st choice”**

## Electric Hopper Opener Reimbursement Program

The Staff of Midland Marketing is excited to offer the following program to our patrons:

Deliver 10,000 bushels and receive up to \$600.00 credit per new installed electric auto grain hopper door opener/closer.

1. Purchase and install opener and provide us with an itemized receipt/invoice/order
2. Deliver your grain to any Midland Marketing Coop location
3. A \$600 credit will be applied to your account per new opener installed. For every 10,000 bushels delivered, patron is eligible for one installation credit.

Limited funds are allocated to this program and funds are first come, first served. Call now to reserve your funds.

After 90 days, if proof of purchase/install is not provided, the funds will be allocated to

the next patron on the reserve list.

In the event of parts being back ordered, a written note can hold the spot for an extended period. This must be on the vendor's letter head and dated within the 30 days of funds being held.

For every 10,000 bushels delivered in the 2021 crop year, \$600 can be allocated per automatic opener installed.

Please contact your local Midland Marketing representative to participate in the program.

**\*Disclaimer:** Purchase and payment is the responsibility of the patron as well as any necessary requirements for installation. Ownership is the patron's; therefore, ongoing maintenance or repairs of the opener is the patron's responsibility. Midland Marketing Coop does not service or repair grain traps or electric openers.