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COMING IN NOVEMBER & DECEMBER

November 11	Veterans' Day
November 25	Thanksgiving
December 25	Christmas Day
December 31	New Year's Eve

November, 2021

NEW SUSTAINABILITY AND PROFITABILITY OPPORTUNITIES TO LOCAL PRODUCERS

Midland Marketing Coop Co-op Joins Farmer-Owned Truterra Network to Bring New Sustainability and Profitability Opportunities to Local Producers

Midland Marketing Coop Inc announced today that it has joined the Truterra™ network, the only farmer-owned and farmer-driven food and ag sustainability program in the U.S., launched by Land O'Lakes Inc. in 2016. Being part of the Truterra network will allow Midland Marketing Coop Inc to offer local producers a powerful suite of tools to help them optimize sustainability and profitability. Through Truterra, producers are also better positioned to access opportunities to be rewarded for stewardship, including carbon and emerging ecosystem services markets.

Producers working with Midland Marketing Coop Inc will now have access to the Truterra™ Insights Engine, a best-in-class sustainability tool that allows producers to generate a stewardship baseline for every field and then predict and measure the impact of implementing specific conservation practices on both the environment and their profitability. Midland Marketing Coop Inc will work with interested producers to document their current practices and then unlock insights about their fields to evaluate and

implement conservation practices to better achieve agronomic and economic goals. With Truterra, producers retain ownership of their data at all times.

"We are seeing the shift in the retail consumers. They want a wholesome sustainable product that producers are creating while bettering the world we live in," said Kevin Royer, CEO of Midland Marketing Coop. "Midland Marketing producers have been leaders in the Ag industry with adopting to no till and conservational practices; we are happy to bring a program to them like Truterra that will acknowledge their stewardship practices."

"With the addition of Midland Marketing Co-op to our ag retailer network, Truterra is able to expand its footprint in Kansas and provide more farmers with the tools and technology needed to advance their sustainability practices," said Mariah Murphy, Truterra Field Team Leader. "We're proud to work with ag retailers like Midland that support farmers with their on-farm stewardship."

Using the Truterra™ Insights Engine will also help producers determine if they qualify for opportunities to earn money by improving their stewardship. In February 2021, Truterra launched their carbon credit

program, a transformational new carbon program that will help producers generate and sell carbon credits to private sector buyers. For the first offer, participating producers will receive \$20 per ton of carbon with payments this fall for this first tranche of credits. Qualifying producers will be compensated for carbon sequestration retroactively up to five years based on the soil health practices they adopted in prior growing seasons.

Participating in future offers requires data and getting started with the Truterra™ Insights Engine is a great way for producers to be ready to take advantage of new revenue streams as they emerge.

For more information about working with Midland Marketing Coop Inc and getting access to new offerings through Truterra, please visit www.midlandmarketing.org or www.truterraag.com.

About Midland Marketing Coop Inc As a full-service, member-owned cooperative, Midland Marketing Coop has roots in north central Kansas that extend back more than 100 years. Midland Marketing Coop is committed to helping our members and customers succeed by providing a wide variety of products and services including agronomy, feed, grain, refined fuels, lubricants,

NEW SUSTAINABILITY AND PROFITABILITY OPPORTUNITIES TO LOCAL PRODUCERS Continued

farm supplies and crop financing. Midland Marketing Coop has 10 supply sites and 11 elevators in a six-county service area that have a combined grain storage capacity of nearly 12.6 million bushels. Midland Marketing Coop has bulk fuel trucks that operate out of Hays and Plainville, and a Cenex® auto service center in Plainville that carries premium diesel fuels, Top Tier™ gasoline, tires and general maintenance services.

About Truterra, LLC

Truterra is a leading sustainability solutions provider, advancing and

connecting sustainability efforts throughout the food system at scale – from farmers to ag retailers to value chain collaborators including food and fiber companies. Truterra positions farmers for success by providing them tools and resources to establish a stewardship baseline, track progress on every field they farm, access conservation resources and prepare for ecosystem services market opportunities. The Truterra™ network brings together the best in agricultural technology and precision conservation to drive sustainability across the food

system, feeding people, safeguarding the planet and supporting farmer livelihoods. Truterra was launched in 2016 by Land O'Lakes, Inc., a member-owned cooperative that spans the spectrum from agricultural production to consumer foods.



BRUSH THE BRICKS PROJECT

Midland Marketing is proud to support projects in our communities. Midland Marketing has donated funding to the Brush the Bricks project in Hays. Brush the Bricks plans to paint a mural on the General Office in Hays in the summer of 2022. Brush the Bricks, a Mural Movement is an effort by multiple organizations in Downtown Hays to transform blank canvases, our buildings, into spectacular, world-class artwork that invigorates tourism and community pride. If you have seen the murals around the community on the Kansas Works Building you can see these are a legacy to the history of Hays and its heritage. We are very excited to work with the artists on the ideas they have for the General office. Stay tuned as the project starts.

Brush the Bricks will take many different forms, some will be painted by professional artists like those of Hays Artist Dennis Schiel. Some of the murals will be metal. Some of them will include community



From left to right: Kevin Royer, Midland Marketing general manager; Brian Staab, Midland Marketing board president; Sara Bloom, Downtown Hays Development Corporation Executive Director; Tom Benoit, Midland Marketing board member; and Dennis Schiel, Hays artist.

involvement in the painting process.

If you would like to find more information and how to be a donor to any of the scheduled projects you can go to Brush the Bricks' Facebook page,

<https://www.facebook.com/brushthebricks>, or website, <https://www.downtownhays.com/brushthebricks?fbclid=IwAR1MsMpocRJ2srfdQ5MpC6NCe7crcoTrILBfnSRojOHNS7wPzEplUk2TWio>.

FERTILIZER PRICES AND SOME OF OUR OPTIONS

I'm sure you've all heard about the increase in fertilizer prices around the world and are wondering how can we ever survive. Some ways to prepare yourself for the next growing season are:

Soil Sample- Make sure you're putting the right money towards the crop you intend to raise. We have the ability and equipment to pull your sample for you. We currently have 2 rigs to pull samples with hydraulic probes and several other hand probes to get the work done accurately. If you would rather pull the sample yourself stop by and borrow a probe and get some bags to make sure you're getting a precise sample.

Fertilizer Stabilizers- We recommend using a stabilizer to ensure the fertilizer placed will be there when you need it. We have products for both liquid and dry as well as nitrogen and phosphorous.

Rotation- Perhaps you'll want to put out a crop that will take less nitrogen

than what you've planned. There are options for that as well such as more soybeans.

Variable Rate Technology- This could be the perfect time to visit with your salesman about variable rate applications of fertilizer. We have the technology and ability to help with this either on your equipment if it's set up for it or by applying it for you.

Fertilizer Timing- Midland has a dry rig now that allows us to do row crop work with it. If you would like to split apply fertilizer and topdress more so that it's in place when the crop needs it. We can do that.

Humic and or Fulvic Acid- these as well as some of the biologicals you hear about on the radio or social media have a fit for some as well.

If you're looking for different options don't be afraid to contact your local salesman to go over some options. We have products that can help with solutions.

MIDLAND MARKETING HTA POOL PROGRAM

Put the Midland Marketing Grain Team to work for you. Midland Marketing is pleased to announce a new Hedge to Arrive (HTA) Hard Red Winter Wheat Pool Program with minimum requirement of 1,000 bushels for the upcoming 2022 wheat crop. While many producers want to incorporate the HTA tool into their plan, some are not comfortable locking in a minimum 5,000 bushels of production at one time.

We have a solution, HTA Pool Contracts are a great option to consider incorporating into your 2022 marketing plan. HTA Contracts 'lock in' the Futures Price, while Basis remains open and can be set at any time prior to delivery of the grain. For more information and details call or text Steve Fenton at (620)200-1982 or contact a Midland Grain Team Member. We look forward to going to work for you and earning your business!

Holiday Hours

November 25
Closed for Thanksgiving

December 24 – 26
Closed for Christmas

December 31
Closed at Noon

January 1-2 – Closed

A CHRISTMAS GREETING

However, you celebrate the holidays, we need to pause and reflect on the many blessings that we have enjoyed throughout this past year.

The Board of Directors, management,

and employees at Midland Marketing take this opportunity to thank you for your patronage and support.

Merry Christmas
and best wishes
for the New Year!



HOME-HEATING SAFETY TIPS

- Have heating equipment and chimneys inspected and cleaned every year.
- Install smoke alarms in every bedroom, outside each sleeping area, and on every level of the home. Test smoke alarms monthly
- Portable space heaters should be turned off every time you leave the room and before going to bed
- Make sure your fireplace has a sturdy screen to prevent sparks from flying into the room.

MIDLAND MARKETING

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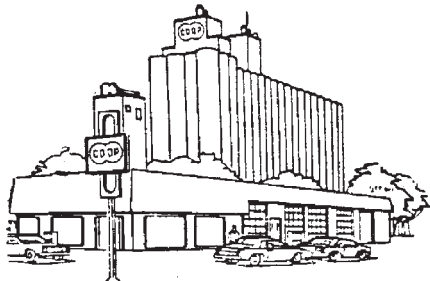
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COLD WINTER DAYS AHEAD

We are now into the fall season and it's time to get ready for the cold winter days we know are coming. Are you prepared?

All diesel running equipment should be addressed while there is still time. When diesel fuel begins to look cloudy in appearance this is the beginning of fuel gelling. Diesel fuel must be treated 10 to 15 degrees above the cloud point for the blending process to work correctly. In our region of the country the Cloud Point begins around 14 degrees. Note: over correcting and adding extra cold flow improvers will not increase operability in fact could negatively impact engine performance. When adding cold flow improvers such as Howes Diesel Treat or Power Service always use the recommended treat rate. Fuel filters should be changed because a frozen waterlogged filter will reduce porosity and restrict fuel flow. Equipment that is not operated everyday may need a cold flow additive to help treat existing fuel in the tank.

Storage tanks are also very important to keep in mind when preparing for winter temps. More times than not, the problem with filter

plugging and fuel gelling will begin in the storage tanks. Filter changes, draining water out of the bottom of tanks, and proper fuel blending in existing diesel fuel in storage tanks at temperatures well above the cloud point will ensure the tank is properly blended and the diesel fuel is ready for winter.

Midland Marketing offers Seasonally Enhanced Ruby Fieldmaster and Seasonally Enhanced Roadmaster XL Diesels with specially formulated Winter Aid to combat the coldest days we will face. In addition, we blend our fuels with #1 Diesel for additional protection for your equipment. We take very seriously the cold conditions and the impact they present to your equipment therefore steps are taken to protect your vehicles with the best possible products and to provide you the with top notch customer service.

For additional questions or any other information needed on this subject please feel free to contact me or any of us in the Midland Marketing Fuel Department.