

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

# MIDLAND MARKETING



COMING IN SEPTEMBER  
& OCTOBER

September 6	Labor Day
October 11	Columbus Day
October 31	Halloween

## September, 2021

## HIGH NITRATE FEEDS

With the lack of rains this late summer and feed that was planted later than usual this could cause some Nitrate issues in our feeds. You want to be cautious feeding these high nitrate feed stuffs as it could be potentially dangerous to your cow herd.

As noted from the Progressive Forage online addition from 2014, High-nitrate hay can be fed safely. The primary method is to dilute high-nitrate hay with low-nitrate forages or supplements so that the concentration of nitrates in the total diet (including water) is below dangerous levels. Feeding grain or other high-energy feedstuffs may be the most effective way to reduce toxic levels because the extra energy apparently helps speed and complete the conversion of nitrate to bacterial protein in the rumen.

Mixing low-nitrate hay with high-nitrate hay is another way to dilute dietary nitrates to a safe level. It is critical, however, that animals consume both the high- and low-nitrate hays in the proper proportion. This may require grinding and mixing hays in a total mixed ration. Do not feed free-choice one bale of low-nitrate hay and another bale of high-nitrate hay. Animals will not adjust their diet correctly, and it practically guarantees that some cows that like the high-nitrate hay best will overconsume nitrates, which could lead to animal deaths.

Similarly, rolling out hay or using bale processors for separate low- and high-nitrate hays can lead to some animals preferring the high-nitrate hay or to boss cows eating most of one type of hay and timid cows only getting the less palatable hay. If hays cannot be mixed properly, it is better to feed the low-nitrate hay first. Soon after they finish, follow with the high-nitrate hay.

Since rate of nitrate consumption is important, never feed high-nitrate hay to hungry cattle. Frequent, small meals of high-nitrate hay allow livestock to consume more total nitrates daily than one large meal. It also can help cattle adapt to consuming hay with higher nitrate concentrations safely. If cattle are allowed to adjust to feeds that have potentially toxic levels of nitrates, they will develop a population of microbes in the rumen that convert nitrates to a non-toxic form.

Be extra careful if animals go off feed, like during a snowstorm. They probably will eat their first meal afterwards very rapidly. It needs to contain well below their previous nitrate levels to avoid a sudden, large influx of nitrates into their systems.

Do not feed hay that is high in nitrates when it is damp. Damp feed seems to be more toxic because some of the nitrate already has been converted to the more toxic nitrite before being consumed.

Using feeds that contain high nitrate concentrations is not without risk, but feeds that contain nitrates can be fed successfully. Use the management practices mentioned above to reduce the chance of animal loss. Information taken from website

<https://www.progressiveforage.com/forage-production/management/safely-feeding-high-nitrate-hay#:~:text=Since%20rate%20of%20nitrate%20consumption,with%20higher%20nitrate%20concentrations%20safely.>

Midland Marketing works with Servi-Tech Labs to analyze your feed samples. Locations have feed bale probes that you can use to pull samples from your bales. This is the quickest and simplest option to protect your cattle herd. Not only can we check your Nitrates in the feed but also you can check your protein levels to see where you are on protein. This is a handy tool to help decide if you need Cubes, protein tubs or grain mixes to help balance your cattle and their feed digestion.



# WHAT'S HAPPENING IN THE GRAIN MARKETS?

Since June U.S. grain prices have been at a premium, compared to other exporting countries, mostly due to a strong U.S. Dollar value to world currencies, and continued supply chain disruption from resurgence of Covid and the variant. Last week, China's transportation ministry announced a 50% locking down on its ocean ports to get covid back under control. In this case I understand wanting to reduce infection rates of covid, except partial or full lock downs create disruption and inflate the cost of goods whether that be in China or here in the United States or anywhere in the world. Personally, that's why lockdowns don't work.

The strength of the U.S. Dollar has also pushed importing countries away from the U.S. market. With the recent downturn in grain values has allowed buyers to increase their short covering of nearby needs. The downturn in grain values has also perked up importing countries attention. At mid-August here at home we are starting to see a weakening dollar and since China and Mexico our two larger buyers came back in locking in more 2021/22 bushels, except the pace they are buying at is way off, when compared to last year. The U.S. Dollar continues to hover around 92.60 to 93.10 on the Index which continues to keep most grain buyers sidelined.

Going forward the Trade will be watching export inspections and export sales plus USD Index, leading up to the release of USDA Supply and Demand report and World Ag Supply Demand Estimates report on September 10th. The Trade is anticipating USDA will be adjusting the corn and soybean balance sheets now that the Pro Crop Tour is behind us. I would note that the results of the crop tour were slightly bearish projecting an

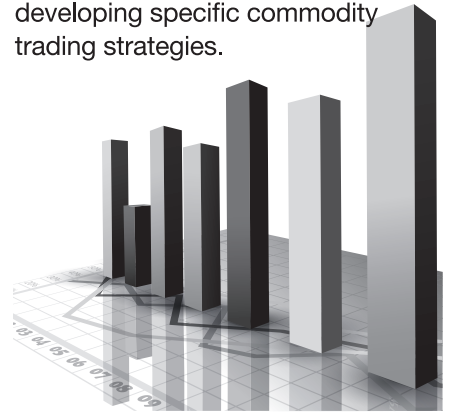
overall corn yield average of +179 bu./acre, but the eastern corn belt still needs a good rain to pull high yields across the finish line. USDA August S&D report lowered corn yield to 174.6 bu./acre.

On the flip side, EU is struggling with production problems in France and Germany from lighter test weights as harvest progresses. Agritel moved French wheat production lower this week to 34.93 million metric tons. Russia is also dealing with similar problems like in the EU, but Romania could be the wild card projecting an extra 7 million metric ton of exportable wheat from a record harvest. South America is seeing La Nina building back adding to continued abnormally dryer conditions that is starting to slow 2022 field work ahead of 2022 corn planting. The production problems for now across the world has pushed the EU, Black Sea, South America, and China grain values higher, and in turn improves the U.S. competitiveness and we just need to see a break to a lower U.S. dollar index to set the stage going into fall harvest.

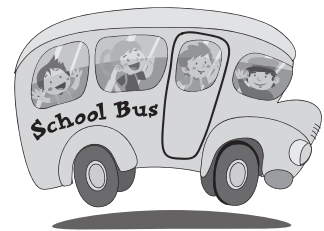
Overall, here at home the U.S. should hopefully have a price advantage going into fall harvest. To slow the downhill slide on corn, milo, and soybean prices the Trade needs to see increase in buying activity and loading of ships and railcars. A weaker U.S. dollar would also help. The trade knows that importers will back buying U.S. grains, but the bull traders would like to see that happen sooner rather than later. The Sept 10, 2021, USDA S&D report will be the Trades first look at the start of 2021/2022 crop year for corn and soybeans. Also keep a close eye on milo and corn Basis. It seems milo basis has more room to move lower rather than higher. Corn basis is weakening some with corn harvest

starting in the gulf states. New crop soybean Basis remains fairly firm across the plains, noticing some weakness in the Midwest. On the wheat side commercials have already started rolling their September futures contracts to the December. Expect commercials to widen basis because of the Sept/Dec carry. Stay safe and hope fall harvest exceeds your expectations.

The opinions and views expressed in this commentary report are solely those of the author. Data used in writing this commentary obtained from various sources believed to be accurate. This commentary is intended for informational purposes only and is not intended for developing specific commodity trading strategies.



## Back to School



**BE SAFE.  
BE SMART.**

## SEED CLEANING

The seed cleaners are up and ready to go in McCracken and Palco! Contact those locations for an appointment to get your seed cleaned today! The price of cleaning has changed a bit this year as we will be at \$1.00/bu for cleaning and paying back for your cleanings. Plainville also has the bulk seed in place, be sure to talk with your location salesman about the varieties available and seed treatments for your wheat! We have many options for your operation.

---

---

## FIRE DEPARTMENT DONATION

In the early morning hours of May 16, tragedy struck our small town of Natoma, Kansas. Rising flood waters came through the town early morning and residents were awakened by the sounds of the fire truck of Waldo Paradise Natoma Fire district #3. During the rescue operation the fire truck sustained damage to the front end of the truck and deemed it in operable. Through a combined effort of Midland Marketing and CHS grants, Midland Marketing was able to secure funding to help fix the department's truck and get it back to protecting the rural areas of Osborne County.

Midland Marketing understands the importance of our fire departments and having the adequate equipment and vehicles. We felt this was a very important project to fund and we are happy to award the Waldo Paradise Natoma Fire district with these funds to help get the truck up and going again.



## HELP PROTECT YOUR DOLLARS YOU INVEST AND THE ENVIRONMENT WITH NITROGEN STABILIZERS

With the prices of nitrogen we have in today's markets it would be wise to protect that investment. Did you know that up to 30% of all nitrogen applied will be lost to volatility, leaching and denitrification? Many farmers compensate by overapplying nitrogen to their fields. With the high prices we have wouldn't it make more economic sense to apply less nitrogen and protect those applications with a nitrogen stabilizer? Finding the right nitrogen stabilizer that works best for you will depend on the nitrogen source you use and the timing of your applications.

Most stabilizers are single mode inhibitors and protect against only one specific type of nitrogen loss. For example, Agrotain and Factor are single mode options that protect against nitrogen loss through volatilization. Instinct-2 and N-Serve are single mode products that inhibit nitrification. There are also double and triple mode inhibitor products that safeguard against multiple forms of nitrogen losses. While these products typically cost a little more per acre, they can help you hedge your bets against unknown environmental conditions.

Nutrisphere-N for liquid and Nue-Charge G for Urea are triple mode inhibitor products that reduce nitrogen loss from volatilization, leaching and denitrification. I look at stabilizers as an insurance plan for your highest input per acre cost, to protect your fertilizer so it will not be lost to environmental conditions and be there when your crop needs it. I for one would much rather spend my money on a stabilizer that has more modes of action than just one. In addition to protecting more of your fertilizer investment, nitrogen stabilizers also help protect the environment. That's because

stabilizers are formulated to help keep nitrogen in the root zone so the plants can use it for making grain instead of running off into water sources. Instead of applying excess nitrogen to compensate for expected loss, you can apply less stabilized nitrogen which helps to promote good stewardship of land and water resources. Applying any type of nitrogen stabilizer works better than applying none at all. So, work with your local agronomist to find the product that works best based on your operation.

---

---

## FUNDS TO THE KS FOODBANK

Midland Marketing once again is proud to put money back into our communities. We have received a matching fund grant that will put food into our local foodbanks along with funding for the backpack for kids' program. We will be donating \$20,000 to the Kansas Foodbank, which will distribute funds to the food banks in our trade territory who will purchase milk, meat, fresh fruit and vegetables for the food banks and individuals in our communities who are food deprived. Our communities rely on the foodbanks more and more as there is a food deprivation, with higher food prices. The Backpack for Kids' program is also available for our communities, helping students who do not have meals on the weekends secure those meals in a discreet package to be placed in each individual student's backpack. Midland Marketing is proud to give back to each of our local communities and help those in need.



# MIDLAND MARKETING

BROWNELL - HARGRAVE - HAYS - HILL CITY - LACROSSE - MCCrackEN

NATOMA - PALCO - PLAINVILLE - TOULON - YOCEMENTO - ZURICH

POST OFFICE BOX 639

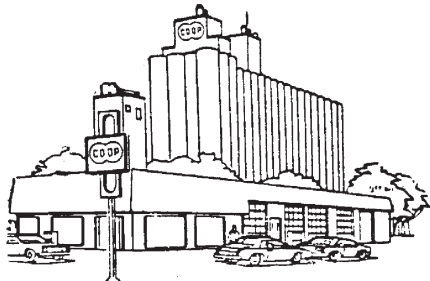
HAYS, KANSAS 67601

PRSRT STANDARD  
U.S. POSTAGE

**PAID**

Hays, KS 67601  
Permit No. 106

ADDRESS SERVICE REQUESTED

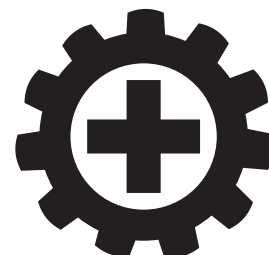


**"Striving to be your 1st choice"**

## 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.



**SAFETY  
FIRST**