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LOCATIONS AT:

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Bellaire	Downs	Osborne
Bloomington	Lebanon	Portis
Burr Oak	Luray	Waldo

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Newsletter

June 2021

*****NEW GRAIN PROGRAMS*****

Midway Coop is now offering **Non-Patronage** pricing for grain. We will pay **\$0.10/bushel** over our posted cash price. See Grain Department article for more details.

Direct Deposit for grain settlements is also now available. Sign up today!

Manager's comments

by Craig Mans

I am proud to report that Midway Coop had another successful year. Our annual meeting was held in May and we had a decent crowd considering possible severe weather in our area. Year-end sales were 132 million dollars. Local Earnings on these sales was \$6.1 million dollars. Our total net savings which includes regional patronage was \$8.5 million dollars. Of this \$8.5 million-dollars, patronage dividends in the amount of \$6.6 million dollars will be allocated back to members. 50% will be in cash or \$3.3 million. We are paying back 30 cents per bushel on grain from our 2021 fiscal year that ended March 31. Along with the patronage, Midway is passing through 16.92 cents per bushel on the 199A passthrough. The 199A passthrough is a tax deduction to you that will be on your 1099 that you receive next January. That amounts to nearly 47 cents per bushel back to the producer! The patronage rates are listed below, and a complete set of financials can be found on our web page. Patronage checks will be mailed in June.

This year Midway Coop spent nearly 4 million on capital expenditures. This included adding a new leg and 2 McPherson Concrete grain storage tanks at Mankato. This puts our total grain storage at 14.2 million bushels. We recently installed a new scale at Burr Oak and our bin project is currently underway there. Elevator Speed is also a high-priority, and we are planning to increase the dump pit and leg at Downs before fall harvest. Lastly, we are going to focus on improving our technology. This started with our software system that now allows us to do new things, like email tickets and statements or receive online payments. We have also hired our first technology leader, Josh Hendrich. Josh is local and from the Harlan area. He is available to help on the farm technology, but he is also leading the technology changes inside Midway Coop. This is an exciting addition.

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Patronage Rates

Commodity	2021	2020	2019
Based on bushels sold			
Grain	30.06¢ / bu	36.25¢ / bu	38.01¢ / bu
Grain Storage Paid	10.037%	30.139%	25.457%
Fertilizer	7.888% or apprx \$33.36 / ton	10.039% or apprx \$45.48 / ton	10.053% or apprx \$47.95 / ton
Chemical	6.348%	10.039%	10.053%
Petroleum	3.034% or apprx 6¢ / Gal	6.015% or apprx 15¢ / Gal	4.191% or apprx 11¢ / Gal
Feed & Merchandise	1.916%	5.106%	3.493%

• dates

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Midway Coop will now be offering a **Non-Patronage Grain Price \$0.10/bushel** above our posted cash price. We have a strong patronage history with a 10-year average of \$0.33/bushel patronage on grain. We firmly believe in our patronage system, but we know there are some people that would like the extra money up front. An offer like this is only made possible by our robust patronage history. For more details, see the Grain Department article.

We currently have some tremendous looking wheat in our area and great moisture. The wheat crop should beat last years crop in our area, and that is hard to believe after going into winter with some not even out of the ground! Hopefully a break in the moisture will come soon to complete the remainder of the planting. With the moisture and higher grain prices 2021 is looking up. Thank you for your business and have a safe harvest.

Technology

by *Joshua Hendrich*

Hello,

I would like to introduce myself to the Midway Co-op members. My name is Joshua Hendrich, and I was born in Mitchell County, Kansas, and raised on a Smith County farm. I attended college in South Carolina, majoring in Computers and Electronics Technology. I moved back to help our family farm in 2010, bought my first piece of farm ground in 2011, and married my wife Megan in 2014. My wife Megan and our three children manage our own farm while I'm at work. In March 2021, I was hired as the Technology Leader for all of Midway Co-op, and I am excited about the future here at Midway.

As Technology Leader, I would like to give you an update:

Our current website, www.midwaycoop.com, is where you will find the latest information on news, weather, markets, and bids. In the past year, we have added the new account access, which allows you to look up everything regarding your account. Payments out of your bank account are available either as a one-time or recurring payment. In June we will be making grain check payments available for direct deposit into your bank account.

Midway is also a Climate FieldView dealer. I will be your main contact source and help on the FieldView system. If you need more machines added, help switching to different equipment, questions on compatibility, or you're just curious about what FieldView can offer you, feel free to contact me.

My contact info:

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Osborne, KS 67473

Agronomy

by *Ron Reneberg*

Thanks again to all of You our Valued Patrons for your support and business this past year and again as we quickly move into this fiscal year's business. Your success is our success and the backbone of Midway Coop, Inc.

Weather extremes are taking front stage today in the Ag Industry. Too dry this past fall & winter and now too wet to get back into the fields in some areas. Our warehouses are full of Seed and Crop Protection Products as we utilize our increased storage strength to ensure our producers will have product. We encourage you to communicate with your local Midway Coop branch Manager and Agronomy Fieldmen on your changing needs so that we can get your seed, herbicides and fertilizer needs positioned in a timely manner to take advantage of the blessed moisture we now have.

Fertilizer trends continue to support strength in pricing as we've seen Covid 19 effects hamper deliveries this season as well as harsh weather hitting the Fertilizer Manufacturing industry hard this winter causing delays over the entire Midwest that has congested the delivery market. As you might have read in area publications many producers have been unable to attain adequate nutrient needs (specifically liquid starter fertilizers) this spring. Midway Coops Agronomy Department is well prepared to handle these swings in fertilizer demands and have filled warehouses and secured contracts with manufactures to ensure adequate supplies for competitive and timely deliveries. We continue to be your one stop shop for all of your agronomic recommendations, supplies and delivery service needs.

As you go through your daily routines this spring and summer, remember that Midway Coop is here for YOU for the long term. Here to grow and adapt with you in the ever-changing market place. Here to take care of you Today, Tomorrow, Next season and Next generation.

From the Grain Department

By *Cullen Riner*

March 31st was the end of our 2021 Fiscal Year for Midway Coop, and we want to say Thank You for making it another successful year. Patronage rates are very good again this year. We could not make this possible without the loyalty of our customers. We may be looking at a later than normal start to harvest this summer. The wheat looks good at this point thanks to cool spring temperatures and the moisture we have had recently. The early planted fall crops are getting good moisture and should be off to a good start.

The Grain Department has been shipping lots of grain this spring and will continue to do so over the next couple months. We are in the process of picking up our last three bunkers of grain, two at Lebanon and one at Bellaire. We will have plenty of room to handle wheat harvest this year.

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• grain

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Storage capacity is continuing to grow as we are in the process of putting up another steel bin to help service our patrons in the Burr Oak area.

With wheat harvest coming on, I would like to encourage you to go over your grain accounts and make sure that they are set up properly before you deliver your grain to the elevator. Things do change from year to year, and we want to make sure your accounts are correctly set up. Feel free to go into your local elevator and ask to see the accounts that are set up for you. We can make changes and add or delete accounts if needed. Sign in on our web portal to view your production, this is a great tool for checking your grain tickets and getting your production history, as well as checking your invoices. We can also email you tickets, settlements and contracts.

There are a few new programs in the grain department. First, we are offering a deferred payment program that allows you to receive payment at anytime after you settle your grain, instead of having to wait until January to receive payment. Hopefully, this will give you more financial flexibility when settling your grain. However, we will not pay you 1% interest on your settlement if you choose to this deferred payment option. Second, we now can direct deposit grain payments to your bank account. Instead of picking up your check or waiting for it to come in the mail. Last, Non-Patronage pricing for your grain is now available. Here are details of this program:

-The non-patronage bid will be 10 cents more than our posted cash bid.

-No patronage will be paid on grain or storage.

-No 199A Pass Through (for income tax deduction)

-Producers must declare non pat pricing at the time of sale

If you have any questions please give us a call at the General Office at 785-346-5451.

PLC and ARC County Payment Updates and Plant Dates

By Eric Mans

Based on MYA (Marketing Year Average) price estimates, wheat most likely will be the only crop to trigger a PLC payment this year. KSU's estimated wheat price for 2020/21 MYA is \$5.04. The PLC reference price for wheat is \$5.50. The MYA Price will be finalized at the end of May. As of right now the current estimated PLC payment through April is \$0.46 per bushel for wheat. The MYA price will be finalized at the end of August for corn, milo, and soybeans. For 2020/21 MYA, the KSU estimated prices are \$4.41 for corn, \$5.37 for grain sorghum, and \$11.15 for soybeans. Reference prices are \$3.70 for corn, \$3.95 for grain sorghum, and \$8.40 for soybeans. If these estimated prices hold there will be no PLC payment for corn, grain sorghum, or soybeans. Remember producers are not paid on planted acres but are paid on 85% of base acreage by crop. If there is a payment, producers should expect that payment after October 1st. ARC County payments will depend on county yields and MYA price.

In our area, it looks like we are not likely to receive any ARC County payments, but yield data has not been released for all crops in all counties. Here is the rundown of what yield data they do have currently. Again, these are estimates through the month of April at this point. Jewell County: Corn- no payment. Grain Sorghum- no yield data. Soybeans- no yield data. Wheat- no yield data. Lincoln County: Corn- no yield data. Grain Sorghum- no yield data. Soybeans- no yield data. Wheat- no yield data. Mitchell County: Corn- no payment. Grain Sorghum- no payment. Soybeans- no payment. Wheat- no payment. Osborne county: Corn- no yield data. Grain Sorghum- no payment. Soybeans- no yield data. Wheat- no yield data. Republic County: Corn- no yield data. Grain Sorghum- no yield data. Soybeans- no yield data. Wheat- no payment. Rooks County: Corn- no payment. Grain Sorghum- no payment. Soybeans- no yield data. Wheat- no payment. Russell County: Corn- no payment. Grain Sorghum- no payment. Soybeans- no payment. Wheat- no payment. Smith County: Corn- no payment. Grain Sorghum- no payment. Soybeans- no yield data. Wheat- no yield data. Again, producers will be paid on 85% of their base acres. If there is a payment, producers should expect that payment after October 1st. Here are a couple crop insurance reminders. With the deadlines approaching and possible prevent plant claims this year, these dates are important to remember. Final plant dates for corn- May 25th. Soybeans- Jewell, Mitchell, Osborne, and Smith Counties June 15th. Soybeans- Russell and Lincoln counties June 20th. Milo- June 25th. Sunflowers- June 25th. The crop insurance acreage reporting deadline for spring planted crops is July 15th. If you have any further questions regarding crop insurance or ARC County and PLC payments stop by the General Office in Osborne and see me or call at 785-346-5451 or my cell at 785-346-4654.

Why Fall Crop Fungicides

by Jeff Hammer

What a difference a year makes. One year ago today, December corn futures were trading at \$3.65/bu. and November beans were trading around \$8.50/bu. We are nearly \$2/bu. and over \$5/bu. higher respectively on those Contract months as I write this, putting a different outlook on profitability versus a year ago. In short, this means the possibility exists for \$300 more gross income per acre on Corn and beans if we have a decent crop. I fully realize what everything else tied to inputs has done in response, but for this 2021 crop, I think most everyone had some level of input costs somewhat locked up before things went nuts. In turn, the breakeven cost for added agronomic inputs such as fungicides have decreased by 30-40%.

It is challenging in our semi-arid dryland corn and soybean environments to consistently achieve a return on investment to fungicide in simple bu./ac terms. I feel that we are missing the opportunity to improve the bottom line in our operations if more grain on the ear and in the pods is all we are focused on. Harvestability and harvest moisture are better measures of profitability from fungicides in my opinion. • See fungicides page 3

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A Purdue study suggested that corn loses anywhere from 0.5%-1.5% gross yield potential per point of harvest moisture loss. Scatter chart data from Pioneer Hybrid on 5 years of soybean harvest results compared with Harvest moisture have shown an average of nearly 9 bu./ac losses in bean yield when harvesting at 13.5% versus 10% moisture. Grain losses at harvest and lack of free water weight hauled to the elevator are the main culprits. Maybe it's because of poor plant health, lodging, or grain shatter? No matter the cause, those are big numbers at low price levels not to mention where we are today. The interesting thing about those figures is that the number of kernels has no impact on the data, just water content. In some instances, with certain disease pressures and situations, it's reasonable to believe there's added grain advantages to fungicides which in my opinion are a bonus. Holding corn grain at 15% instead of 13% and soybean moisture at 12% instead of 10.5% can be all that is necessary to achieve breakeven levels on the cost of a fungicide on corn and beans.

We have some new tools from our distribution partner Winfield United this year to help minimize some risk from fungicide applications to corn and beans. The Impact Rx program is a new offering at the grower level and works as in insurance policy for your fungicide. For anywhere from \$1-\$2.75/ac enrollment fee, you can lock in a warranty payout from \$10-\$20/ac if you don't achieve 100% of your APH in soybeans, and up to 105% of your APH in corn. Differences in payout depend on products selected. Participating manufacturers are BASF, Bayer, and Syngenta. The payout works like an enterprise insurance policy payout where an average yield based on the acres that are enrolled is created. The main requirement to qualify for the warranty is the seed brand must be sourced from the Winfield United partner distribution chain. This means NK, Brevant, Croplan, and Dekalb corn hybrids and Asgrow Soybeans can qualify acres if purchased through a Winfield Distribution Retail Partner. Insurance yield information is also necessary to enroll acres and a link to field boundaries through platforms like Climate Fieldview or John Deere Operations Center. Talk to your Midway Co-op Sales representative about getting your corn and soybean acres signed up today.

Post-emerge Corn Spraying

by Brian Mans

What a different spring we have had this year. In normal Kansas fashion, I guess we should not be surprised by the weather we see. Planting has been slower than normal, but I know we have some corn that got in the ground early and is getting to the point of post emerge spraying. There are a lot of different options and several factors that need to be considered before deciding which herbicide best fits your operation. Liberty, Status, Diflexx and Resicore are a few of the many products available, but these options will fit a majority of our

acres.

Liberty is a good option on corn, giving us a different mode of action to use. However, several key factors to consider with Liberty. First, not all corn is Liberty tolerant so make sure you know if the variety you planted is Liberty tolerant. Second, Liberty has to be applied prior to V7 growth stage. If you would like to spray Liberty but aren't sure if your corn is too big, please contact your branch manager or agronomist and one of us can look at it with you. As much cool weather as we have had this spring, we are stacking growth nodes pretty close together, so we are not going to have as big of a plant when we reach that V7 time. Anytime we spray Liberty, we need to have high humidity and really good coverage on weeds. Running 15+ gallons of water per acre is a must.

Status is a very good herbicide on pigweeds. It is labeled from V2 to 36" corn giving us a wide application window. 5 oz is the rate we recommend when tank mixed with glyphosate. Need to include Crop oil or MSO when applying Status. One thing to remember with Status, it is a dicamba based product but has a safener in it that will kill Xtend soybeans. So, make sure you use caution when spraying next to Xtend soybeans, and if you are going to spray Xtend soybeans after spraying Status make sure you triple rinse your sprayer.

Another Dicamba based product is Diflexx. It has a different safener than Status and is a liquid product. In a tank mix with glyphosate, I think 5 oz of Status is a better fit. The best fit for Diflexx is probably in a tank mix with Liberty to get another mode of action and help Liberty on some of these tougher broadleaves. 29-32 oz of Liberty with 6-8 oz Diflexx will be a good tank mix to consider.

A product with really good residual is Resicore. It is labeled pre and post, up to 11" tall corn. Resicore combines 3 modes of action to help with emerged weeds as well as giving you residual. Atrazine and a little bit of Sterling Blue can also be tank mixed to help with emerged weeds. We recommend 1.5 quarts early post to clean up the little weeds emerging and keep corn clean for the rest of the season.

These are just a few of the options available post-emerge on corn. We can also do some tank mixes with these herbicides. Another key piece of the puzzle with these herbicides is to keep your gallons up, as coverage is very critical. Remember, anytime we apply Dicamba post-emerge corn, crop injury is possible, and some hybrids are more sensitive to Dicamba than others. The 48 hours following dicamba applications are when corn plants are most susceptible. If there is a good chance of high winds or a storm in the 48 hours following application, it would be best to avoid dicamba spraying. If you have any questions, please contact your local branch manager or agronomist.

Spraying Soybeans Post Emergence

by Joe Princ

What a spring we have had this year. For the most part the weather has cooperated well to get things planted. As always, pigweeds are our major concern in soybeans. That being said I want to cover the different postemergence spray options and the different herbicide platforms.

Xtend and XtendFlex soybeans cover most of the soybean acres, so I want to go over some changes and options when spraying post. This technology is very important for us, so we need to make sure we are doing our best to use it correctly, so we continue to have it. If you chose to go this route and plan on spraying soybeans yourselves, you should have completed the online training. Even with the high rates of dicamba that we use with this system, it is still important to be out there early before weeds get too big, as we have seen the past couple of years that we are not able to control the larger pigweeds. It would also be a good idea to throw another residual product in the tank at this time to prevent more weeds from coming up. With the current label, we are only able to spray the labeled dicamba products up to June 30th and this year the addition of a VRA into the tank is required. XtendFlex is new this year and it allows us to spray liberty over the top of XtendFlex soybeans. This gives us an option for controlling weeds past the June 30th cutoff if need be. If you were able to get your soybeans in the ground early, your residual herbicide will be gone before the big pigweed germination window gets here. Some of the residual products that can be used as overlapping residuals, are Warrant, Zidua, Outlook, and Sequence. All of these products have worked well at preventing pigweeds from emerging. For some, Bayer rewards is going to play a part in what you spray with post. For guys that planted Dekalb corn and Asgrow soybeans, Xtend will be the product of choice. When using Xtend, Roundup Powerpacks is the required glyphosate to use. If you want to throw in some residual at this time, Warrant is what you will want to use to maximize your rebate. Warrant is acetochlor and the use rate is 3 pints. If Bayer rewards is not going to affect you, we are offering \$2/acre rebate on sequence if you purchased soybeans from us and used CrusierMaxx seed treatment. Sequence is a premix of glyphosate and Dual and the use rate is 3 pints. If lower use rates are important to you, then you may want to considering going with BASF's lineup of products. Engenia is BASF's dicamba product and can be paired with Outlook or Zidua. Outlook can be used at 10 oz/acre and Zidua at 1.5 oz/ acre. All of these residual products provide you with excellent pigweed control.

The next herbicide platform I want to cover is the Enlist system. This is the third year this technology has been available for us and starting to grow in this area. Enlist offers the ability to spray glyphosate, Liberty, and

Enlist 2, 4-D choline. This system offers excellent weed control without the risks of off target damage associated with the dicamba platforms. 2 quarts of Enlist Duo contains 32 oz of glyphosate and 32 oz of 2, 4-D. If you want to add Liberty into the tank mix to increase control, we recommend 29 oz/ acre.

No matter which route you went, Xtend and Enlist systems are good at controlling weeds in soybeans. If you have any questions regarding how to use these products, give your agronomist or branch manager a call.

Petroleum Department

by Terry Zvolanek

There are many myths in the world. One of the greatest myths is that synthetic motor oil can cause an older or high mileage engine to leak

There are several benefits of using a synthetic oil in an engine that debunk this myth. Those include a quicker engine start time, increase engine protection, longer intervals between oil changes, reduced engine drag from resistant to oil oxidation and sludge, and more.

The base stock for both synthetic and conventional oil begins as crude oil, or a petroleum product, with the synthetic base stock being more refined. The carbon chains and molecules in a synthetic base stock are longer and more consistent than what you'd find in a conventional base stock.

In other words, synthetic oil has the same properties but performs much better than the conventional oil. Many of today's modern vehicles require a synthetic oil due to its performance benefits, so keep that in mind the next time you need an oil change.

The source of this myth stems from the early days of synthetic oil. A lot of racers used synthetic oil to help them meet the performance requirements of their racing series. These oils did not have the additive packages that street oils had, but sometimes consumers would follow the racers lead and use synthetic oils for their street vehicles. However, those oils did not have any seal conditioners and would cause the engine gaskets to leak.

Today's street oils, like a GF-5 or a GF-6 approved oil, do contain the seal conditioners and additives required by the OEMs. Keep this in mind and use them with confidence, knowing they won't cause your engines to leak. It's just a myth.



The Feed Mill

By Dean Heise



Pasture Quality –

With the cool wet spring, the pastures are slow to take off but should have plentiful grass once we warm up. I am seeing that the grass is more nutri-

ent dense with the minimal growth this spring and mineral consumption is lower than normal. With uncertain weather patterns, get the most out of your grass by adding Rumensin to the mineral. Rumensin has shown to improve feed conversions significantly in cows as well as stocker calves, which would allow for increased stocking rates. Creep feeding the calves will also help to alleviate stress on the cow herd to maintain cow condition easier. Supplementing the calves with commodity by-product based pellets instead of grain based rations will allow you to get the extra protein the calves need to grow skeletal structure without getting the ‘fat’ look as quickly. We have creep feeders for sale, rent, or rent to own from several manufactures so give us a call and let us help make it a profitable summer for you.

Heat Stress –

As we get into the summer heat, livestock gets hot the same as we do. The problem with that is they have no air-conditioned truck or house to go to for relief; instead they go to the ponds or stand under a shade tree. When they gather under trees, manure piles are more concentrated and flies spread more quickly. When they stand in the ponds, footrot can be an issue to contend with, besides the fact if they are not grazing - they are not gaining. We have a natural flavoring agent that has shown to increase appetite and keep them spread across the pasture grazing and has also helped with milk production. This product can be added to minerals, supplements, or complete feeds and is safe for all species. For less than \$0.02 per head per day we have seen 0.25 – 0.4 lbs. per head per day increase in average daily gain on stocker calves on grass, up to 50 lb. heavier calves at weaning and we have shown to keep cattle on feed in the feedlots through the “dog days of summer”. If you have questions about this flavoring agent, make sure to call Dean at the Feedmill in Osborne and I will be glad to explain it in more detail.

Fly control issues –

Whether you use dust bags, oilers, rub socks or fly control minerals – flies are going to create problems. We have found a reliable source of garlic that we are continuing to use this year for fly control as well. The last couple years garlic seemed to do a very good job of face fly control, which substantially reduced the pink-eye issues. Make sure to watch fly populations so they don’t rob you of weight gains or pinkeye problems this summer. We do have mineral tubs with and without garlic and/or fly control. We also have Justify Salt blocks and loose bag salt if you

want fly control but do not want to change your mineral usage. If you have a special request, let us custom formulate a mineral for your exact needs. SALT is one of the cheapest minerals and is often overlooked; always allow livestock access to salt in addition to the free choice mineral. Mineral consumption on our products are formulated for 2 oz per head per day so a good rule of thumb is 1 lb. of mineral/cow/week or about 1.5 lbs. mineral/pair/week. Consumption can be adjusted with addition of salt or distiller to decrease or increase as needed.

July is our next mineral promo month.



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

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