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Bloomington	Lebanon	Portis
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Newsletter

March 2020

Manager's comments

by Dell Princ

Hello again! As I'm writing this it's 60 degrees out. We have had a mild winter with quite a bit of rain and snow. Our moisture profile is great across the entire area. The moisture is great, but it is having an impact on picking up grain off the ground. As I reported in the last newsletter, we did pile more than 5 million bushels of grain on the ground in our record-breaking fall harvest. As of today, we still have more than 2 million on the ground. We continue to pick up grain on dry or frozen ground. The grain that is left is all covered which reduces moisture damage.

The winter has been busy. Along with picking grain up, the feed department has had a very busy season with sales close to record levels. The Crop Production had been slow but is picking up the last month or so and quite a few acres have been applied with fertilizer. The propane business has been good also, considering the milder winter.

The combination of record fall harvest, busy feed season and crop production getting going, has Midway enjoying a very good year. At the end of January, earnings were right at 10 million on sales of 108 million. With only 2 months left in our fiscal year we are feeling very good about our earnings. This should provide the basis for a strong patronage. This financial success also allows Midway to invest in its facilities and this year was no exception. We added 600,000 bushels of grain storage at Lebanon. Bellaire is also in the finishing stages of a new state of the art Crop Production building. These and other capital expenditures are made possible because of our financial situation. We look forward to providing our members with the best service possible and these expenditures help make this possible.

Moving forward we know the Ag Economy is not the best. Lower grain prices relative to input costs has made for

some tough times. Fortunately, our members enjoyed better crops in this area and that has helped. We will continue to manage as efficiently as possible so we can provide the best possible returns for our members. I appreciate and thank you for your support of our facilities, products and services.

Agronomy

by Ron Reneberg

Hope this writing finds you all blessed with ample moisture on your farms and encouraged for a successful spring planting season. As we all know North Central Kansas can be a difficult area to get enough moisture in so starting the spring season with a full soil profile of moisture is an encouraging thing. Spring row crop planting decisions can be a daunting task given all the economic and weather factors that can affect it. To assist you in this planning Midway Agronomy will again be holding a series of Producer Update meetings across the territory the first week of March to discuss the many new seed and herbicide options available to fight the ever-growing resistant weed issues. Be sure to check with your local branch Manager on the exact date, time and location of your nearest update meeting. There are lots of new options available to us this spring but along with these options come many strict label guidelines to follow, (Dicamba training and Gramoxon training) as well as New Producer program dollars available. It is ALL our responsibilities to be good stewards of the New tools available to Producers for dealing with these difficult resistant weed issues.

Winter's almost over and unseasonably warm weather is quickly bringing spring on. If you haven't already, now is a good time to be top-dressing your wheat with Nitrogen, Chloride and Sulfur and it's important to get them on early to take advantage of the moisture we have this winter for proper green-up. • See agronomy page 2

• agronomy Continued from Page 1

This is also a great time to apply broadleaf herbicides to your wheat. We encourage you to take a look at using a fungicide and Kugler 342C fertilizer early and then take a good look at using Kugler XRN fertilizer and a second fungicide application just before flag-leaf to help keep your wheat plants healthy. In both wet and dry conditions these applications have proven to more than pay for themselves and with economic conditions the way they are this year, this could be the difference between making a profit or not.

Please plan well ahead the next 90 days on your fertilizer, seed and crop protection needs by letting your local Midway manager and fieldmen help you thus ensuring timely deliver and application of all your crop production needs.

As we move into spring, we want to remind everyone that Midway Coop wants to be your First Choice for service. Our pledge is to provide the best and most responsive service in the area. Thank you for your continued trust in us and have a safe spring. We appreciate your continued support and patronage and look forward to serving you.

From the Grain Department

By: Suzanne Roadhouse

As you are making your plans for the crops you are about to plant, make sure that you have a good marketing plan in place as well. After you have figured out your input cost and have a target price in mind for your crops, give us a call and we can watch the markets for you. Everyone is aware of the fact that the markets can make rather substantial moves both up and down during a trading session, by having an order in place you are more likely to hit the target price that you have set. Sometimes just one or two minutes can mean a drop of 3 to 4 (or more) cents. Once the target price has been hit, then we will write a purchase contract for you. If you would rather watch the markets on you own, please sign up for our automatic text messaging price alerts. You can sign up for this on our website as well as follow our daily cash and new crop prices. The web address is www.Midwaycoop.com, you can also follow the weather, and get some market reports as well as other useful information.

We have been shipping grain out steadily since fall harvest. We piled 5.5 million on the ground at harvest and today we have 2.9 million left on the ground and it is all covered. We will continue to pick grain up as the weather and market permits.

As you know the end of March brings Midways fiscal year to a close, and it is looking like another good year for patronage rates. If you have any grain stored on the farm

and would like to sell that grain so it is included in your patronage for this year, you will need to have it delivered and sold by March 31st. If you are interested in doing this, please contact any of our locations or the General Office, we will be happy to help you market this grain. Thank you for your patronage and loyalty to Midway Coop.

2020 Crop Insurance and MYA Price Updates

By Cullen Riner

The sales closing date for the 2020 spring planted crops is March 15th. Any changes you want to make to your policy must be made by this time. The base prices for the 2019 spring crops are being set through the month of February. Right now, the corn price is averaging \$3.92, grain sorghum is at \$3.72 and soybeans are averaging \$9.19.

A coverage option for those who implement EU (enterprise units) and farm in multiple counties may raise some interest. MCEU (Multi County Enterprise Units) was introduced in 2019 and allows a producer to establish a single enterprise unit by combining insured units across county lines by crop. If the primary county qualifies for EU. The election must be made by sales closing dated which is March 15th. For further details stop by the General Office in Osborne or call me at 785-346-5451 or my cell at 785-346-4768.

KSU's estimated Marketing Year Average (MYA) for wheat in 2019/20 price is \$4.58. The KSU estimated prices for MYA 2019/20 are \$3.78 for corn, \$3.21 for grain sorghum, and \$8.76 for soybeans. Based on KSU's estimated 2019/20MYA prices, PLC would pay 92 cents on wheat and 74 cents on grain sorghum. Corn and soybeans would not generate a payment in PLC according to these current estimates. Farmers will need to multiply the crop payment, times payment yield, times their base acres, times 85% (Crop payment x payment yield x base acres x 85%) to generate their estimated PLC payment for their farm(s). PLC and Agriculture Risk Coverage (ARC) payments are subject to payment limits and sequestration cuts.

At Midway Crop Insurance our Profit Matrix and OU/EU Optimizer can help producers get an accurate picture of what their bushel guarantees, revenue guarantees and most importantly what their net profitability will be according to their cost of production. As well as, what unit structure and coverage level best fit their farming operation. We have the tools to help producers take less risk and be more profitable.

Wheat Top Dressing

by Jeff Hammer

Another decade is here and I don't think many are sad about that. Fall of 2018 through 2019 was a real challenge for a lot of growers in this country. Locally, we were fortunate to get our crops in and out. We did have enough fall and winter moisture to get our wheat out of the ground and going. While there isn't a lot of top-growth there, the tiller counts seems really strong. We have some global production issues occurring in wheat right now, and domestically acres seem to be declining nearly every year. I am hopeful that once we get through this Coronavirus there may be some upside for winter wheat and good reason to invest in this crop this spring.

We know all about Kugler 342C which has a variety of essential nutrients specific to wheat for top-dress applications. It is a blend of Nitrogen, Potassium, Sulfur, Zinc, and Chloride. Nitrogen requirements on winter wheat are approximately 2 lbs/bu. We do get a nitrogen bump from spring applied N being worth more than fall applied as a greater percentage is used for spikelet formation. Sulfur and Potassium availability can come into question in more no-till environments. We have observed Sulfur deficiency in recent years and while K deficiencies are rare in our soils, availability of K is being more investigated in no till environments due to the nutrient's immobility in the soil. Chloride is known to be a fundamental component to disease tolerance and photosynthesis in high yielding wheat.

(Kugler 342C analysis is: 20# Nitrogen; 3# Potassium; 4# Sulfur; 5# Chloride; & 0.1# Zinc)

In past years we have seen some amplified leaf burn when mixing UAN sources and sulfonylurea herbicides (Finesse, Amber, Olympus, and Powerflex) at top-dress. Quelex herbicide should also be considered as it has a short rotational window to most crops as there may be some uncertainty on later planted wheat. We do need to watch how much Nitrogen we are spraying on wheat in the spring especially if temperatures get relatively high for top-dress timing. I don't like to recommend over 50% of the total carrier be fertilizer. XRN can help fill that gap as a 70% slow-release that does not burn tissue and is a better option mixed with herbicide or fungicide in the spring.

Copper is a nutrient that has been discussed in the past 10 years. It is an immobile micronutrient that aids in pollen tube formation. It also is an essential cell component and key in protein synthesis. An effective method of applying has been somewhat challenging. We have a foliar form called Max-In Copper that can be tank mixed with other top-dress herbicides and fertilizers at a use rate of 8 oz/ac. Steady yield responses of 5 bu/ac have been observed with Max-In Copper.

Midway Co-op is launching a top-dress special. Apply 5 gal 342C + 1-2 gal XRN+8 oz Max-In Copper along with your herbicide and fungicide of choice (TopGuard or Priaxor) and get application discounts as low as \$4/ac with no money due till August. Talk to your local Midway Co-op branch manager or agronomist for details on all the winter wheat top-dress options for your 2020 Wheat crop. Thanks for your business.

Soybean Pre's

by Brian Mans

Another winter is winding down, and with that it will soon be time to be making decisions on our herbicide programs. Herbicide programs in soybeans have changed drastically the last 5 years, with glyphosate resistance, Xtend and Enlist options becoming available and more pre emerge products being introduced. Even today, with the Xtend soybean system being used on the majority of soybean acres, it is still vital that we invest in a good pre-emerge product. There are many options in the marketplace to consider, so I thought I would discuss a few different options that we at Midway feel have the best fit for our territory.

Authority Supreme is one that is a good fit for us. It is a combination of Pyroxasulfone (active ingredient in Zidua) and Sulfentrazone (active ingredient in Authority). Authority Supreme has very good control of pigweeds. We will be using it in 2 different situations, either by itself at an 8 oz/acre or ran in conjunction with Sonic. The 8 oz rate gives you the equivalent of 2.45 oz Zidua and 3 oz of Authority. When using with Sonic, we recommend applying 6.5 oz/acre of Authority Supreme and 2 oz/acre of Sonic. Mixing the 2 products will be a little bit more expensive, but with the pyroxasulfone being a less water soluble, it gives you additional Sulfentrazone which is more water soluble to help keep fields clean until we get enough moisture to activate the pyroxasulfone.

Another option we will have is Surveil. It is a combination of Cloransulam (active ingredient in First Rate) and Flumioxazin (active in Valor). Use rate is 2.8 oz/acre. It is also a very good residual product for pigweeds. The main watch out with Surveil is the Valor can cause crop injury if applied close to planting and getting a moisture event to wash it down the seed slice, this is why we recommend applying it at least 7 days prior to planting, especially in conventional tillage situations.

Sonic (same as Authority First) is another option that may have a fit in some situations. It has been around for quite a few years, it is a good product for pigweeds, but is very rain soluble. Problems arise with Sonic when we get a heavy rain or multiple rain events that move the herbicide down the soil profile. • See soybean page 4

• soybean

Continued from Page 3

When Sonic was first out, 3-4 oz/acre was the use rate. Now, with the pigweeds being so difficult to control, we use 5 oz/acre.

Lastly, Zidua is a pre-emerge or early post product that has great activity on pigweeds. It is not very soluble, taking lots of moisture to get activated. Use rate is 2 oz for the dry formulation, or 3.25 oz of the newer liquid formulation. Since it is not very soluble, the dry formulation is very hard to get in solution.

There are many other options in the marketplace, but we feel like these options will fit most of our acres, and not break the bank to use. As hard as we are fighting resistance, the better job we can do to prevent weeds from even coming up the better off we are. I know dicamba resistance is a big concern, especially with Xtend soybeans relying solely on dicamba post emerge to control glyphosate resistant weeds. We need to have a good pre-emerge product down and also plan on layering some more residual product down early post. Midway Co-op's affiliation with the companies that own these products, allows us to offer some rebates and other product tie-ins that qualify you for rebates. If you have any questions, or would like more information, please contact your agronomist or your local branch manager.

Corn & Milo Weed Control

by Joe Princ

It's hard to believe that spring is right around the corner. We have been very lucky this winter to get the moisture we have received and stay relatively mild unlike last year. For those of you that could not attend our winter herbicide update meetings I will be talking about weed control options in corn and milo. As we all know weeds are not getting any easier to kill. Without any new modes of action coming down the line, we need to make sure we are using what still works for us appropriately.

Starting out with a clean field is very important when planting corn. Early competition from weeds can create uneven emergence and reduce plant stands. When we get out there early to spray, we need to run 8-16 oz of Sterling Blue to control kochia, marehail, and other winter annual weeds. Be sure to throw in some crop oil or MSO as kochia isn't hard to kill when it is small but the little hairs on it can make it hard to get chemical into the plant. Layering residual products is the best way to manage tough to control weeds. When planting corn, it is a good idea to use products in front of the planter that will give us time to come back with a timely post emerge application. What we recommend pre-emerge is 10 oz of Verdict with 1# of atrazine or 1.25 qts. of Degree Xtra. Be sure to use an MSO with the Verdict to get the burndown benefit from the Sharpen in it. This year Winfield United has a new burndown only MSO product called

Exuro. Be sure to ask a fieldman or branch manager about it. Sterling Blue can also be added to the tank to enhance burn down if needed as long as corn is planted 1.5" deep. This option gives us really good burndown and up to 3 weeks of residual control. Many people have heard about Resicore and Acuron advertised as 1-pass products. While these products do offer really good weed control, 1-pass systems do not work well in our area. Split applications of these products do work well.

There are many post spray options available for corn so I will only talk about a few of the more economical options that have been working. Status is a dry formulation of dicamba with corn safener from BASF. A use rate of 3-5 oz provides very good burndown control. It works really well in conjunction with Laudis from Bayer. An application of 3 oz of Status and 3 oz of Laudis provides safe, long lasting weed control. Laudis is a group 27 HPPD inhibitor that also contains a corn safener. In cases where hybrid sensitivity to dicamba is not a concern, 8 oz of Sterling Blue can be added in place of Status to make it more economical. Liberty in corn is also another good option that is often overlooked. Liberty can be applied to all SmartStax hybrids that we sell. Be sure to contact your seed representative to be sure that Liberty can be applied to your corn. 22-29 oz of Liberty with 2# AMS/ac provides good burndown and can be applied up to V7 corn. It is very important not to go past V7 stage because an adjuvant in Liberty can cause Arrested Ear Development. High volume (20gpa) is needed for Liberty as it is a contact chemical and weed size needs to be small. You will also want to use a residual product like Laudis or Resicore with it.

Milo differs from corn in the respect that we have to apply all of our residual up front. It is very important to use good residual products because we cannot control grass outbreaks once the milo comes up and in-crop broadleaf treatments can be costly and cause yield reducing crop injury. Not much has changed on milo products. For an early burndown trip, I recommend applying 1# atrazine with your glyphosate and dicamba to help keep the fields fairly clean until we get to planting. Verdict at 10 oz and 1.5qts of Degree Xtra is still our first recommendation for residual products on milo at planting time. This provides 3 modes of action that have good broadleaf and grass control. This option is very economical for what you get, and we have really good product support from these companies if something doesn't work right. Another really good option for use in milo is Lumax. A 2.5 qt rate is recommended 1 week ahead of planting to reduce crop injury risk. If you use Lumax this will lock you out from using Huskie over the top if needed as they both contain HPPD chemistry and it can be too much for milo to handle. In the last 2 years generic mesotrione, the active ingredient in Callisto, has become very economical. Winfield United's product Incinerate, can be tank mixed with Degree Xtra or Dual products and can give you very economical well-rounded weed control. However, this product is very tight this year so if this is the route you want to go let us know early to get the product saved for you.

I hope one of these days it dries up enough for everyone to get some work done. If you have any questions regarding what I covered, give us a call and we will be happy to answer them for you. I hope everyone has a safe and productive spring.

An Equipment Warranty the covers the tough stuff

by Terry Zvolanek

Does it pay to invest in protection for your valuable agricultural equipment? Absolutely, because in this business there's no such thing as an "inexpensive repair" – and there's no time for downtime.

That's why we recommend the Cenex Total Protection Plan warranty. Whether you cover new or used equipment, this warranty offers four primary benefits:

- o Unsurpassed coverage that goes beyond – but won't interfere with – your original manufacturer's warranty.

- o A no-hassle claims process with no deductible and no "burden of proof," meaning you don't have to prove that your engine problems were caused by an oil or fuel defect.

- o Extended equipment life, thanks to quality Cenex Lubricants and Cenex Ruby Fieldmaster Premium Diesel Fuel.

- o The early-warning advantages that come from conducting regular oil sampling, a simple yet important step that can help prevent major problems and alert you before expensive damage occurs.

The Cenex Total Protection Plan provides coverage up to 10 years or 10,000 hours on new equipment and 8 years or 8,000 hours on existing equipment. You get great protection, plus all the advantages that come from using proven Cenex Premium Diesel Fuels and lubricants – like longer engine life, extended drains, more power for pulling heavy loads, quicker starts and improved fuel efficiency.

Office Update – Fiscal Year End

By Craig Mans

Please join me in welcoming Traci Wolters to Midway Coop. Traci will be working in Accounts Payable where she is starting on March 2nd. Traci will be replacing Janet Princ. Janet will be retiring after our audit in April after 53 years of service to Midway Coop and our patrons! Janet has been a valuable asset to Midway Coop for a long time. 53 years of employment is amazing! We will miss Janet, but we are also excited to have Traci!

Our new website went live on February 27th! You can still find us at www.midwaycoop.com. We are excited to have an upgraded website and the improvement in our online presence. There is a lot more functionality with this website allowing us to update it regularly and bring

important content to you. We hope this is a seamless transition for you. We wanted to keep the grain bids and weather on the home page, but we were able to add the futures change. This is a nice addition to show you exactly what is going on for the day. We also have much more information than our previous website. We have lots of information on crop insurance, our stations, and feed that weren't on our previous website. Be sure to look and provide any feedback to me. If you subscribed to the daily grain bids through text, that should still work. If you haven't signed up to receive them and would like to, simply click on the "Subscribe to Daily Cash Bid Updates" on the right side of the page below the weather. Then fill out the required information.

We are quickly approaching our fiscal year end. With our financial year close to the end, I can again report that we are having a good year. Our regional cooperatives are doing quite well, and we will receive nearly \$3 million in regional patronage! The regional patronage Midway Coop receives increases YOUR patronage. We are proud to work with regional cooperatives, whether for grain, chemical, fertilizer, financing, or even insurance.

As we near the busy spring season, it is time to make sure your input finances are in place. Cooperative Finance Association Inc. (CFA) is now accepting applications for the 2020 crop year. This year they have a new Simpli-Fi application. This will simplify the process by combining the application and loan documents in one step (in some cases, additional paperwork may be required). On Page 1, please provide your Assets, Liabilities, Gross Farm Income (off your Schedule F), Non-Farm Income, Primary Operating Lender, Total Acres Owned and Total Acres Rented. Sign page 6 where indicated. Please update the form with your expected acres for 2020 (please do not put anything in the price box) and any other changes. If anyone has a question or concern regarding CFA or any other financing, please don't hesitate to contact me, your local branch manager, Brian, Doug, Jeff, Joe, Tanner, or Wyatt for more details. Also, Eric Mans will begin some CFA responsibilities. Eric will be able to get out in the country and see you, providing another level of service.

2 quick reminders 1) CFA will email your statement to you unless we request that it be mailed. Contact me to get this updated. 2) We will need your prior authorization to give out Equity information to anyone other than the Equity owner. This is an important issue to keep your information secure.

Software changes are coming. There may be some bumps along the road, but the result will be much better! We are continuously working on changes in the office to make your experience with us better. These changes are with you in mind. Thank you for your business.

DIESEL FUEL INJECTION PUMP/HIGH PRESSURE PUMP AND INJECTORS

Not Covered: Fuel lines and filters

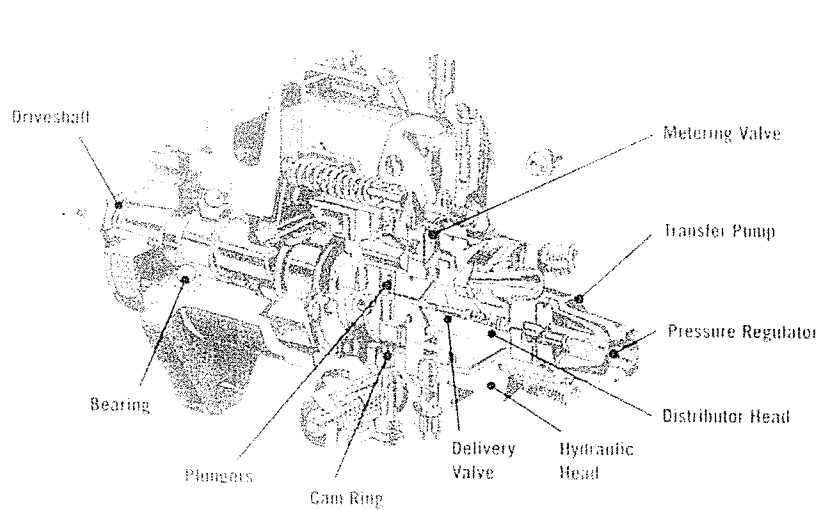


Illustration of covered parts.

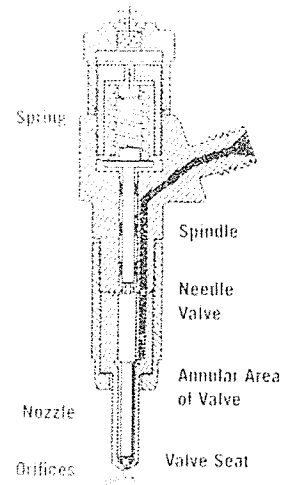


Illustration of covered parts.

TRANSMISSION, HYDRAULICS, FINAL DRIVE, DIFFERENTIAL/HUBS

Not Covered: Auxiliary equipment, including added implements and their associated valves and pumps, bogie and idler wheels, reaction/torsion arms, hydraulic lines, hydraulic fan motors, couplers, oil coolers, cab/seating, and steering hydraulics.

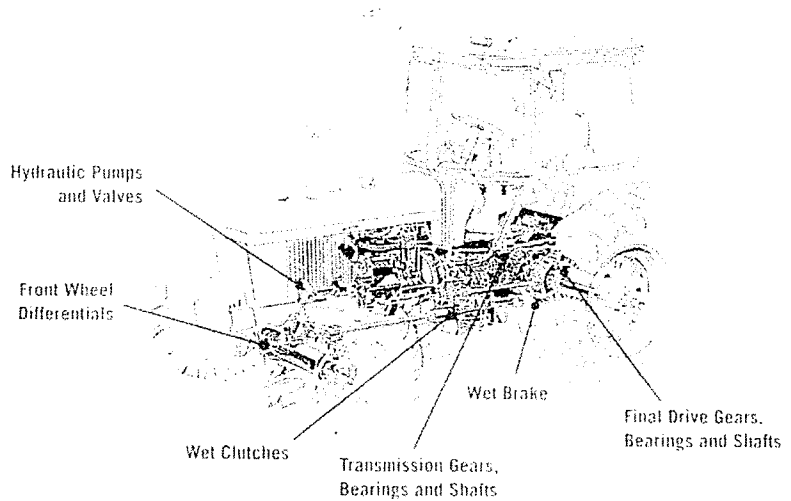


Illustration of covered parts.

THE CENEX TOTAL PROTECTION PLAN[®] KEEPS EQUIPMENT RUNNING SO YOU CAN KEEP WORKING

Through the Cenex Total Protection Plan[®], CHS will pay costs, including installation and labor, to repair or replace faulty parts that fail during normal use.

DIESEL ENGINE

Coverage limited to the internal lubricated parts.

Not Covered: Cylinder head assembly, valves/valve guides, oil pump and oil cooler, engine block, oil seals, oil filters, turbocharger, non-lubricated parts, external parts such as vibration dampener, and hydraulic fan motors.

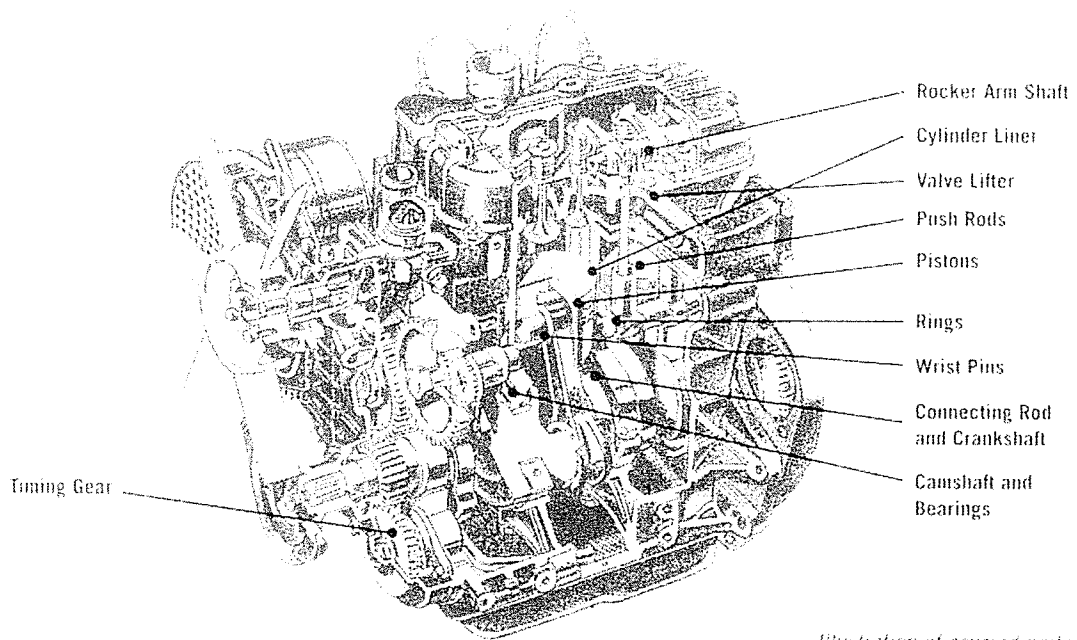


Illustration of covered parts.

The Feed Mill

By Dean Heise



Bull Preparation -- Bulls need to be in breeding condition at least 45 days, preferably 60 days, before you plan to use them and maintain that until ready for

use because thin bulls can run out of stamina. They also need to be ready early since the semen they produce today takes about 6 weeks to get "used." Now is the time to make sure bulls are physically capable of performing for the upcoming summer breeding season. Bulls need to be in great condition to be ready for the 30-60-day marathon season of breeding, not just with energy but with vitamins and trace minerals as well for proper semen production and immunity. Semen and soundness checks need to occur now so if you need to find a replacement, the sales are still on and you don't have to settle for the leftovers.

Fly Control Season -- Flies are not only annoying to you; they are continuously biting and sucking blood from your livestock which requires more energy for maintenance. More energy in the maintenance side means there is less energy for milk production and daily gains, hurting your pocketbook! We can add several different things for fly control: Garlic, Essential Oils, IGR or Rabon.

Rabon and IGR have been around for a long time and have proven they work. Sometimes you question how well when you still see flies on the animals after paying for the Larvicide. Garlic is newer to the market; we have used it for a couple years with very good results on face flies with marginal horn fly control. Customers were very pleased with the reduction in pink eye cases when using the garlic mineral. Essential Oils have been increasing in popularity the last several years to help with heat abatement. By lowering body temperatures, cattle spend less time in the ponds getting foot rot, less time standing under shade trees concentrating the manure piles which increases fly density, and more time out grazing so they can increase milk production and increase average daily gains.

Breeder Mineral Season -- With the economy these days, you want to make sure every cow gets bred back in timely fashion. Post calving nutrient intake is very crucial to the ability to get the cows rebred and maintain the health and immunity of the calf. As we look at providing the needed vitamins and minerals, the price of mineral supplementation is minimal compared to the price of feeding an open cow for a year with no return. We have formulated BREEDER XTRA mineral to maximize conception rates. It has chelated (highly available) Zinc, Copper, Cobalt and Manganese along with organic Selenium and elevated levels of Vitamin E to boost the immune system as well as 5% Magnesium for grass tetany. It also contains Moss yeast product to help reduce scours by attaching to gram negative bacterium (E. coli and Salmonella) to slough them out of the system so they do not attach to the intestinal lining to create problems. Customers that have been using this product are see-

ing 95-100% conception rates. It is also grouping the calves in a tighter calving window, 75-80% of the calves are coming in the first 20 days. A general rule of thumb is 1 lb. of mineral per cow per week; if they are consuming too much -- add some salt to limit the consumption since they can only adsorb so much mineral (rock) each day. Is it really worth saving 35-50 cents per week and run the risk of having an open cow? If you have questions on which minerals are right for the time of the year, give us a call and we will be glad to discuss your needs and our minerals are made here in house so we can modify for your specific needs and wants. We can customize any mineral you want with the addition of Essential Oils, Fly Control, Antibiotics, Yeasts (Moss), or Chelates.

April is the next mineral promo month. Buy 12 and get 1 free!



DIRECTORY

General Office346-5451

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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