

SFG Update

Smith Fertilizer & Grain

August 11, 2017

Mark White

Knoxville Location Manager



The past 3 or 4 years Mother Nature has been mostly kind to us. A year ago we had a very dry June that ran us to the point of crop loss but the rain came at the last minute and the July and August temperatures stayed in the moderate zone and we saw record yields. However when you have lived in southern Iowa all of your life, you know you can't take the weather for granted. It appears we are heading into a harvest season in which the yields will be variable to say the least. Driving through the area you can readily see who got the rain and who missed out. A lot of corn acres have had their yield reduced and we won't get that back no matter how much it rains in the next month. On the other hand beans still have some time for rain to make a big difference. The August crop report is out

on the 10th and this past week the private companies have been releasing their yield guesses. All of them predict the corn yield will be under trend line and somewhere in the 162 to 166 range. That means there must be some very good corn somewhere. The east and south regions of the corn growing areas fought wet weather all spring and the drought areas have increased in size the past month. Just about everyone experienced record or near record heat during July which added to the corn stress. The expectation for beans is around 47.5 bushels which is close to trend line. We all hope the rain comes in time to increase the bean yield to help make up for the corn loss we expect. But a dry August could take 5 to 10 bushels of beans away from us which would eliminate the large carry over we were expecting.

The employees at SFG have been busy all summer getting prepared for fall. People ask me when our slow time is and to be honest we really don't have a slow time we just have some weeks here and there that are a little less busy.

The new bin is up at Albia and the support work is on schedule.

This additional storage space will not only take pressure off during harvest, it will also help us get the fall fertilizer and lime on faster as we will be able to dedicate more trucks to those endeavors instead of sitting in line at the grain terminals. In the past we have been forced to move a large amount of grain at harvest to make room for more. Now we will be able to schedule more of the grain deliveries for after harvest.

Even though it is early August we have started delivering de-icing products across the Midwest. We continue to grow this part of our business which allows us to better utilize our equipment and people within the entire company. It's similar to how most of us started out farming by being diversified with crops and livestock. We normally have a lot of irons in the fire and some days it takes a lot of juggling to get it all done. We are very thankful for all the great customers we have and we look forward to serving all of you in some capacity this fall and into the future.

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Kyle Smith
Albia Location Manager



The Big Bin is Up!!!

As harvest gets closer we continue to push hard to finish up work on the additional grain storage at Albia. The new 105' diameter bin will hold 807,000 bushel and stand just over 136' tall. August 11th is our target date to put up the fill conveyor and catwalk which will be able to handle 20,000 bushels/hr. I haven't heard the exact size of the crane that it will take to lift the remaining sections but I do know it'll require one rated for over 200 tons!

Majority of the electrical is done but we still need to finish putting the side draws, platforms and fans on. The driveway is in the early stages of some much needed improvements. We'll be adding drains and ripping the driveway in areas to help better control water.



Around the elevator we're in the process of reconditioning our grain dryers. We've pulled out about every possible part from the lower end of them to check for wear/alignment. We still have several bins to clean out in the next 6 weeks and will continue to work at that up until the start of harvest.

Contracts are still available for creep feed for those who still need to book additional tons. Also QLF liquid feed is still available to be picked up/delivered in totes or we can deliver directly to your lick tanks. Direct ships are also available on 6T + orders. Stop in or give us a call for more details! 641-932-2100



Jason Smith
Centerville Location Manager



August is already here. Most area fairs have come and gone and school will be starting soon. Where did the summer go? It seems to go by faster and faster every year.

Spraying is all but complete for the season. In fact we have made all the necessary repairs on one of our post sprayers and it is all cleaned up and ready for winter storage.

Of course the talk of the season has been rain, or the lack of it. At this point here at the elevator we are 6.2" of rain behind the county average. ISU will be putting on a few upcoming drought meetings in the area, covering topics such as issues with

silage, crop growth, and crop insurance considerations to name a few. These meetings are free to the public and should help address any concerns to both crop and livestock you may have.

As always when chemical application season ends our focus shifts towards getting our elevator in tip top shape. No major repairs are needed this year so we should make quick work of the few we have and get the elevator in tip top shape in no time. Harvest will be here before you know it!

Charles Smith
Pleasantville Location Manager



Looks like summer has come and gone. The State fair is here and school will be starting right after that. Just seems like the other day we were getting ready to go to the field and now we are getting ready to take it out. There's a lot of truth in the older you get the faster time goes.

We have been doing summer maintenance on all our nh3 equipment and getting the grain elevators ready for harvest. We have about 75% of our Nh3 equipment ready and just getting started on the elevators. The crops here in the Pleasantville area look well for what little

rain we have received. You don't have to go very far south for it to change.

I have been helping at the Albia location grading around the new bin. We are in the process of reshaping the drive way and making it where we can put drains in to get the water off the site. The weather conditions have allowed us to do any dirt work that needs done. Looks like the construction will be done with in the next couple of weeks so we can finish the grading on the driveway.

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