

# SFG Update

Smith Fertilizer & Grain

February 10, 2017

**Max Smith**  
**General Manager**



When it comes to weather, we have had a very uneventful winter. I think we are on course for a record of “least amount of snow” for our part of the world. This winter I have spent time in Florida and they experienced some record lows so we are in a pretty good place in Iowa!!!

The biggest “news” we have this winter is that we are doing a large grain expansion at Albia. We are adding an 800,000 bushel bin which will more than double Albia’s storage capacity. We put close to 500,000 bushel on the ground this fall at Albia and Centerville. It was time to add permanent storage to tackle the increased yields that are being grown in Southern Iowa. We will have the capacity to unload 20,000 per hour of dry corn into this bin and have an unloading capacity of 10,000 bushel per

hour. The increased grain capacity will help Albia, and the Knoxville and Centerville locations will utilize it to avoid excessive unloading times at the respective elevator of your choice. Kyle and Jason are preparing the site to start the foundation work in March. We have to move a small building, the sewer line, and of course the electric lines. They tell me the control panel will cost 100 thousand dollars just to hook it all up. The project is to be completed and ready for grain by September 1<sup>st</sup>.

Fertilizer applications have exceeded our expectations as the weather has cooperated allowing to get lots of applicator work done. Our new terragator for Super Grow is working great!!!! Someday Mother Nature will pay us back so I would not put off doing application work, if you don’t have your dry fertilizer on at this time. You know how it is, we “make hay when the sun is shining”.

Speaking of hay, this has been an exceptional winter for the livestock. The unusual mild winter has allowed livestock to graze on field stalks thus requiring less hay consumption. Feed sales have been brisk. For the most part we heard of few health problems this winter. It appears we

won’t need to import much hay if any to get us through this winter which will keep costs in check.

One last thing on the agronomy side, there is a lot of information on seed and chemicals to sort through. On top of that they have made a few name changes just to keep you off guard. Make sure you spend adequate time with your sales agronomist to get detailed information and give it time to “soak” in if you haven’t. Our staff has attended numerous seminars this winter and are fluent with the changes.

Enjoy the nice weather as we all know it will come to a end and get wet and nasty at some point. This is a good time to make sure all your equipment is in good working order and safe to drive this spring. Long days will soon be upon us and good customers are hard to find. We don’t want to lose any of you to a safety issue.

As temperatures warm up check those bins often for grain spoilage. We have found some issues out there. We don’t want to lose any value of grain from not checking bins to keep from over heating in peaks. Markets are looking promising for spring sales.

Enjoy the rest of your winter.

For more articles and market information please visit our website at [www.sfgiowa.com](http://www.sfgiowa.com)

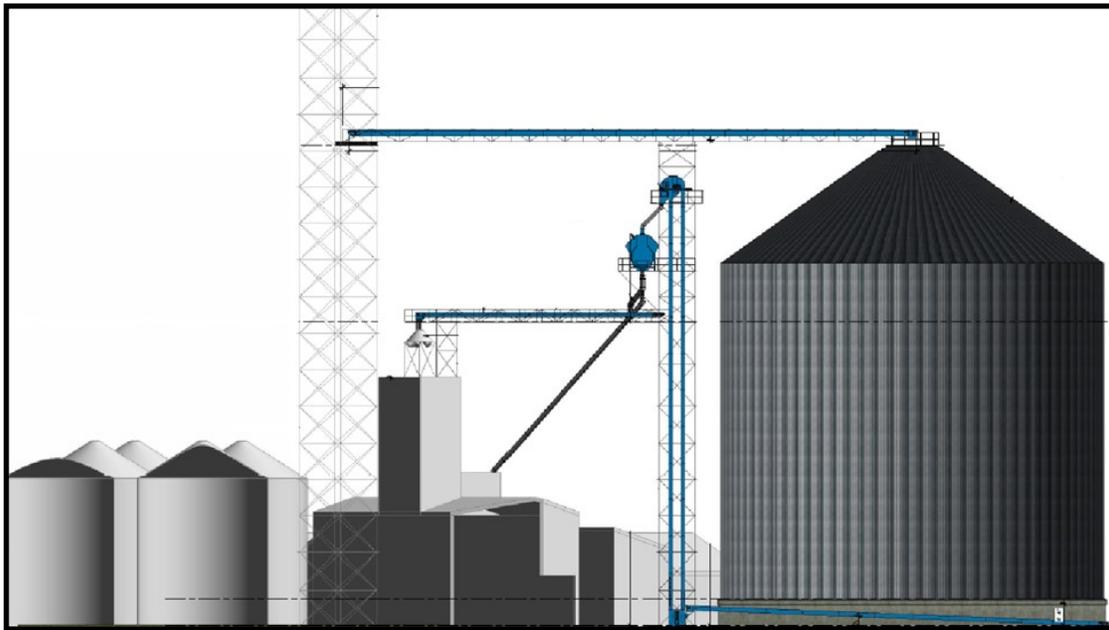
**Kyle Smith**  
**Albia Location Manager**



Big plans are set for Albia this Spring! After having both a corn pile and bean pile this past harvest we have decided to add an additional grain bin to increase our storage capacity. This new bin will be 105' in diameter by 136' tall and hold roughly 807,000 bushel. It will be utilized as our primary corn bin and will have a 20,000 BPH fill conveyor to allow us to run both of our receiving pits into it during busy corn days.

The addition of this grain bin will increase our overall grain storage capacity from 715,000 to just over 1.5 million bushels. Demo/Service relocation will begin immediately followed by the soil improvements which are scheduled to begin in early March. As long as the weather doesn't give us too much trouble we anticipate the project to be completed in the month of August.

Below is a sketch of the finished project.



Just a reminder that QLF liquid feed is available to be picked up/delivered in totes or we can deliver directly to your lick tanks. One change to note on our liquid feed is that we switch to a 40% protein during the fall and winter. In the spring we'll switch back to the 20%. Below lists some of the features/benefits.

TIMED RELEASE <b>PASTURE ENHANCER 40</b> Liquid Protein Supplement for Cattle on Pasture Guaranteed Analysis		
Crude Protein*	Minimum	40.0 %
<small>*(this includes maximum 37.0% equivalent crude protein units from non-protein nitrogen)</small>		
Phosphorus	Minimum	1.20 %
Potassium	Minimum	1.9 %
Selenium	Minimum	3.5 PPM
Vitamin A	Minimum	40,000 IU/LB
Total Sugars(as invert)	Minimum	20.0 %
Moisture	Maximum	35.0 %
Dry Matter	Minimum	65.0 %

**LIQUID FEED**

## Jason Smith Centerville Location Manager



So far this winter everything has went pretty smooth for as busy as we have been. We've been shipping out so much grain from this past harvest that Mark Bolin already has a list for me of a few problem area's that will need some attention very soon.

Spring is just around the corner so Taylor and the staff have been working very hard on agronomy plans for this 2017 crop year. Preparing these plans in the "off season" helps takes a lot of pressure off of you, the producer, knowing that you have weighed out your

options and have taken the time to pencil them out and choose what will best fit your needs and your budget. Not only does this agronomy plan help you, it helps us at SFG get ready as well. Having this plan helps us ensure that we have the proper products in stock at the proper time, that the equipment is ready, and that the staff is informed of any other needs you may have. Feel free to call us or stop in with any question or comments. Spring will be here before you know it!

Looking for a way to kick soybean yields up a notch? Then consider foliar feeding. According to Smith Fertilizer & Grain, and other consultants studying foliar fertilizer applications, yields can be bumped by 3 to 9 bushels per acre.

Researchers found that foliar feeding maintains a better overall nutrient balance within the plant, which may not be achieved through soil uptake alone. They noted that root distribution, soil temperature, available soil moisture, soil nutrient imbalance and other factors can limit nutrient absorption through the roots.

According to Iowa State University research; "Because plants can absorb nutrients through their leaves, spraying fertilizer on the plants can prevent nutrient depletion, keep leaves more active in carrying on photosynthesis, and increase seed yields." University studies demonstrate that foliar fed nutrients move upward and downward from the leaf surfaces where they are applied. This helps move concentrations of growth nutrients to most critical parts of the plants. The effectiveness of foliar applied nutrients is determined by the type of formulation and yield increases of 5 to 10% or more can be achieved when using the right product at the right time.

Many factors go into achieving top yields in soybeans. It starts with having good soil, balanced fertility, and plenty of moisture. Smith Fertilizer & Grain also emphasize the importance of managing soil compaction, keep weeds and insects under control, and plant good seed.

Foliar feeding is not going to give you an extra 20 bushels. It just doesn't happen like that. You need to have your soil test levels up. Foliar feeding is a dessert to soybeans not the meat and potatoes, good soil with the right balance of nutrients is the meat and potatoes. Foliar feeding is not going to make up for shortcomings in soil. It is the last step a good farmer will make to increase yields.

## Charles Smith Pleasantville Location Manager



We couldn't have asked for a better winter, so far. It can change and we all know that. We have received a little more than 5 inches of snow this winter and 2.4 inches of rain. It's been nice not scooping the snow.

We have been moving some grain the last month getting bins in shape. Since the weather temperatures have been up and down this last month, the tops of bins have been changing. Where ever we left a peak of grain it tried to go out of condition. We like to get all bins

cored and cooled so this doesn't happen. Today all is good in the grain bins.

We have the dry fertilizer shed filled and ready to go for the spring push. We have a fair amount of dry to apply when the weather allows, and also have a little lime to put on if the ground allows.

Within the next month we should be done with hauling out deicing products and will switch to getting ready for spring. It's just around the corner!