

# SFG Update

Smith Fertilizer & Grain

October 13, 2017

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



Harvest is here and change is as important as ever.

At the time of this writing we had just went through a rainy week. Most of our fields-pastures have been recharged and our yards are green and require regular mowing again. The box elder bugs are doing well on the South side of the building with the sunshine days. I can hardly get into the house without bringing a few with me!!!

This fall the biggest change is how slow the crop is coming out. For the 10<sup>th</sup> of October I have never seen so little crop over our trade territory taken out as I have this year. Corn moisture is under 20% with some nearing 15% which will

be the norm as the combines start to roll soon.

Pricing opportunities haven't been exciting this fall. There has been next to no "quick bids" to get trucks to market to date. Now that our bin expansion at Albia is complete we will have plenty of space. If our other locations get full we should have space as needed at Albia. It has been a long summer to get our construction work done but it is over and we are done!

Corn yields have been around 20% better than expected this fall. Hybrids have come a long way since the drought of 1977!!!! This year proves without a doubt the importance of planting good hybrids and using fungicides on the hybrids that can utilize them. Next month we will share data about how these Value Added Products performed in a dry year. So far we have seen good yield spikes every place they have been used.

As a main priority today, the Agronomy department is collecting orders for soil sampling. As soil samples return

we are ready to apply ag lime and start P & K work.  $NH_3$  work will start in a month-not that far away. Our equipment is ready to go to work and we are training staff daily. We take application tasks seriously. Let your location manager know if you want to discuss soil work. The staff will be contacting you soon if they haven't already.

The feed department has been busy with deliveries. We had to replace a motor in one of the delivery trucks. We are anxious to get it back in service. Stop and see Kyle in Albia to get a tour of the new changes. He will be glad to show you. We are proud of all the work that has been done.

The FFA Chapters will be on site soon at each of our locations to put on a good "feed" for all of you, our valued customers. See the note below for details. We are looking forward to assisting them any way we can this coming year.

Have a safe harvest and practice safety every day!!!!!!!

**FFA Farmer Appreciation Lunch @ all SFG locations**

**Saturday, October 21st**

**10:30 a.m.- 1:30 p.m.**

**Lunch will be served at all four locations**

**Albia, Centerville, Knoxville and Pleasantville**



**Charles Smith  
Pleasantville Location**



Harvest is well under way. Looks like most farmers have been out and got started. For the most part yields are better than people expected. With what little rain we received this summer it more than barely got us by. Now Mother Nature wants to catch up. Well it always averages out.

Other work- we have all the bins and elevators ready to go. All cleaned out and sprayed down to keep the bugs out. We go through and sweep and clean the walls to prevent this. We even had one bin we took the floor out just to clean under it to help prevent bugs.

We have dried some corn and the dryer worked well. Looks like we won't need the dryer very much again this fall. Some of the corn is already down in the middle teens. A few beans have come in

but I'm sure once the weather clears everyone's beans will be ready to combine.

We have just started soil sampling some of the first out fields. We know we have a fair amount of lime to apply and would like to get started as soon as we can. We have great weather to apply and we know that could change. This way some can get done before fall tillage. If you think that your field is in need just let us know.

We have made some changes in the agronomy department. Brad Kaufman is no longer with SFG, he is pursuing a farming career and other endeavors. Greg Willer has assumed his role as agronomy sales. Ryan Brennecke & I will assist any agronomy recommendations. Ryan is currently the assistant manager at the Pleasantville location.

**Kyle Smith  
Albia Location Manager**



After going through a drought all year it appears the rain has finally decided to make its way back as we all try to head to the fields. Despite the wet weather we were able to get 20,000 bushel ran into our new corn bin to verify the conveyors/ etc were all working correctly and ready to run full speed. Last year on October 13<sup>th</sup> we were already piling corn on the ground. Pretty big difference a year can make!

On October 21<sup>st</sup> from 10:30 to 1:30 the local FFA Chapter's will be at each of our

locations serving lunch so be sure to stop in and fill up! We know some of you will be busy in a combine or grain cart but if you can trust your truck driver not to eat your meal they are more then welcome to bring you back some!

QLF liquid feed is 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!

**SFG**  
SMITH FERTILIZER & GRAIN

**PASTURE ENHANCER 20**  
Liquid Protein Supplement for Cattle on Pasture

Guaranteed Analysis	
Crude Protein*	Minimum 20.0 %
* (this includes maximum 15.0 % equivalent crude protein units from non-protein nitrogen)	
Phosphorus	Minimum 1.20 %
Potassium	Minimum 1.9 %
Selenium	Minimum 4.0 PPM
Vitamin A	Minimum 50,000 IU/LB
Total Sugars (as invert)	Minimum 15.0 %
Moisture	Maximum 35.0 %
Dry Matter	Minimum 65.0 %

**Liquid Feed**

**Mark White**  
**Knoxville Location Manager**



We are headed toward the middle of October and though harvest is going it hasn't been going full bore yet. A lot of beans took advantage of the late August/ early September rains and that slowed their maturity some. Now after last weeks rain it looks like bean harvest will be full speed ahead once the fields dry out.

There has been some corn combined but not as much as normal as many farmers are letting it field dry this year. To date we have heard almost all good yield reports from those that have harvested. Everyone seems to be happy yield wise but we are all struggling trying to be better marketers as the markets continue to

linger near contract lows.

In the case of corn no one is sure we have seen the low. The past 2 years it came at the front side of harvest, but this year seems to be different. It might be farmers are changing their marketing plans and selling more corn at harvest and planning to store more beans than they have the past 2 years. That could be an easy decision as the bean market is offering some good carry while the corn market isn't.

These same farmers may be thinking with the better than expected corn yields the thoughts of a 50 cent rally may be way too optimistic. Some of them stored last year's corn crop and the ones who still had some of it in August took a bath so to speak when they figured in their storage and interest costs. So with the prospect of 3.50 corn or higher looking dim some will be willing to sell now in the low 3's and keep some beans for their price speculation.

Corn basis levels locally remain decent as wet weather and the idea that most of the beans still need harvested will slow the flow of corn to the terminals. Bean basis levels, especially the river markets have been wider than normal for this time of year. This should correct itself once the big part of harvest

is over and the doors get shut on both farm and commercial storage. Add in the board carry and holding some beans for a couple of months looks to make sense.

The October supply and demand report is out this Thursday. The early private forecasts appear to be coming around to the higher numbers that the recent government reports have been predicting. This may set the stage for a trend line yield and I don't think many of us thought that was possible 6 weeks ago.

This past week December corn was down a little more than 5 cents and November beans were up 4 cents. The corn market keeps giving up the small gains we have gotten from time to time. This could be a year when the trend doesn't turn positive until harvest is over.

One bright spot is that our corn is now competitive in the world market which will improve the poor exports we have seen for new crop. With ethanol and feed usage already high it will take greater corn exports to help work us out of this supply problem.



**Jason Smith**  
**Centerville Location Manager**



As always when chemical application season ends our focus shifts towards making sure our elevator is in tip top shape. Everything has and will be done to make sure the unload times will be as short as possible. With no major repairs needed this year we made quick work of the few we did have. Even the grain dryer pre-season maintenance has been done and has also been test fired, so everything seems to be ready

for this year's harvest.

Combines were just starting to get into the fields before the fall rains started arriving. Figures! With little to no rain at all this summer, now it doesn't seem to want to stop. Grain yields so far have been pretty good. These yields are just a testament on how great the hybrids are that we plant today. Hope everyone has a safe and plentiful harvest.

Smith Fertilizer & Grain Inc.  
1650 Quebec Street  
Knoxville, IA 50138

PRSR STD  
US POSTAGE PAID  
KNOXVILLE, IA  
PERMIT NO. 11

**Service is Our Specialty!**



---

**Knoxville Location**  
1650 Quebec St  
Knoxville, IA 50138  
Office: 641-828-8500  
Watts: 800-828-5005

**Manager**  
Mark White  
Cell: 641-203-3602  
markw@sfgiowa.com

**Office Manager**  
Meghan Pratt  
meghanp@sfgiowa.com

**Grain Merchandiser**  
Mark White  
Cell: 641-203-3602  
markw@sfgiowa.com

**Pleasantville Location**  
702 E. Jasper  
Pleasantville, IA 50228  
Office: 515-848-5000  
Watts: 800-586-5005

**Manager**  
Charles Smith  
Cell: 641-891-1449  
charless@sfgiowa.com

**Office Manager**  
Jamie Kendrick  
jamiek@sfgiowa.com

**Albia Location**  
805 N. Hwy 5  
Albia, IA 52531  
Office: 641-932-2100  
Watts: 877-932-5005

**Manager**  
Kyle Smith  
Cell: 641-891-8642  
kyle@sfgiowa.com

**Office Manager**  
Kristin Spaulding  
kristins@sfgiowa.com

**Centerville Location**  
1605 S. 24th St.  
Centerville, IA 52544  
Office: 641-856-2828  
Watts: 866-856-5303

**Manager**  
Jason Smith  
Cell: 641-891-6070  
jasons@sfgiowa.com

**Office Manager**  
Sharon Bolin  
sharonb@sfgiowa.com

**Agronomy Manager**

Mark Young C.C.A.  
Knoxville office  
Office: 641-828-8500  
Cell: 641-891-1514

**Knoxville/ Pleasantville Sales**

Greg Willer  
Cell: 641-891-7457  
gregw@sfgiowa.com

**Centerville Sales**

Taylor Banks  
Cell: 641-218-0286  
taylorb@sfgiowa.com

---

**General Manager**

Max Smith  
Cell: 641-891-2919  
max@sfgiowa.com

**Administration Manager**

Sharon Smith  
Cell: 641-891-8616  
Sharon@sfgiowa.com

Follow us on:



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