

SFG Update

Smith Fertilizer & Grain
February 14th, 2019

Charles Smith
Agronomy Operations Manager



It's been another long winter at the Knoxville location. I think we have received about 30" of snow so far, and it looks like we are going to get another round of snow this week. Spring is surely just around the corner. We are ready for spring to get here.

Application has come to a complete stop until the snow melts. We have been doing everything we can to get prepared for the busy spring. This means anything from getting the equipment ready, to making an agronomy plan with the farmer. Making sure this is done before we go to the field pays dividends both ways. Once again this year looks like everyone is going to be short on time, so we are making sure to prepare all we can to be ready.

In preparing for spring application we make sure all maps are ready per the farmer. We like to take the time and go over the maps with each farmer now, which if each map is looked over with the salesman, it

usually saves a few phone calls or mistakes when applying.

At this time, we have also done all we can to get equipment ready, and will have more to check over when the weather allows. We have a lot of mix plant work to do and nozzles to check. We go through and test each nozzle before we go to the field with pre chemicals. We now have 3 different sets of nozzles per post sprayer (John Deere sprayers). A set for pre chemicals at 15 GPA, a set for post spraying at 20 GPA and a set for Dicamba spraying. As you can tell, this takes some time to check them.

Other work that we are doing is overhauling our dock at the mix plant. We are making the dock all one level and doubling the floor space, allowing us to have more room for shuttles and package chemicals on the dock. Another improvement is moving the truck load out back. In the past our trucks extended out into the road while loading. The load out will now be pushed back away from the road about 15 feet.



Kyle Smith
Albia Location Manager



Around the mill we've been extremely busy for the last few weeks keeping up with orders coming in as well as dealing with the country roads. As you all know they're a sheet of ice and it doesn't look like they'll be getting better anytime soon.

Grain has slowed down a bit but we are continuing to ship both corn and beans out to keep all of our bins in good shape. Grain pickups in the country have been difficult to get to simply because of the road conditions, but we're still getting to them as road conditions

will allow.

Also, it's getting to be that time of year again as we're getting closer to having creep feed contacts available. We will have both Kent and Hubbard creep feed pricing available within the next few weeks. If you've contracted creep feed with us in the past we'll be sure to give you a call but as usual if you have any questions don't hesitate to stop in or give us a call! We'd be glad to setup a time to come out to your operation with one of our feed reps!



We've been extremely busy with the large increase in feed sales and deliveries we have acquired this winter. Some of my key employees have been on vacation so Kristin and I decided to enlist more office help to get through this busy time. I'd like to introduce Kenzie Kay Smith. She is learning the dispatching job. Say hi to Kenzie when you are in the office!

FRIENDLY REMINDER

Kent Feed Mineral Promotion

We will be having special pricing on select Kent Feed Minerals in March. Look for details soon on our website and social media.



Jason Smith
Centerville Location Manager



Spring is quickly approaching, well according to the calendar it is. After giving us a few days in subzero temps, Mother Nature threw us a curve ball and graced us with a weekend of temps near almost sixty degrees. With that, almost all of the snow melted with the exception of a few drifts. I also noticed that the snow piles around the business have also been greatly reduced.

With most of the snow melted we were just chomping at the bit wanting to get in the field to start applying dry fertilizer again and then came the freezing rain. Leaving a layer of ice that halted any thought of application and made gravel roads almost non-passable. With more freezing rain and snow in the forecast, we won't be able to start dry application for a few weeks. With the shorted amount of application days this winter this will make having an agronomy plan that much more important.

I know Taylor has worked with several of you on your agronomy plans over the winter. He has worked hard to make sure all the i's are dotted and the t's are crossed. Having a plan takes a lot of pressure off of you, the producer, knowing that you have went over the options, taking the time to pencil them out and choosing your needs for this crop year. Not only does this agronomy plan help you, it helps us here at SFG get ready as well. This plan helps ensure that we have the proper products in stock at the proper time, the needed equipment is ready, and the support staff is informed of any other needs you may have. This means we can get your fertilizer and chemicals applied in a timely fashion. Feel free to call or stop in with any question or comments. Have a safe spring!



Ryan Brennecke
Pleasantville Location Manager



Winter has kept us busy here in Pleasantville. With all of the recent amounts of snowfall since January 1st, deicing products have been flying out the door. Salt is in short supply this year, and we have been loading it out just as fast as it comes in. Our beet products continue to be in high demand and are popular with guys that are pushing snow off of parking lots and driveways.

I suspect spring will be very busy this year. Greg is trying to get everyone's plans in order and maps lined up for work to do. Getting maps and

everything lined up ahead of time, instead of in the heat of the battle, will make everything go much more smoothly, and make servicing our customers go that much faster. If you have not got all of your spring fertilizer, NH₃, or spraying plans into Greg yet, stop in and we will get them figured out. From all of us here in Pleasantville, stay warm and safe the rest of this winter!

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