

SFG Update

Smith Fertilizer & Grain

August 12, 2016

Max Smith
General Manager



Summer has gone quickly as Sharon and I traveled on business from Manitoba to B.C. down to Washington state and back to Iowa. A month later we made a road trip to Texas, New Mexico and back up through Oklahoma and Kansas. This road trip totaling 7000 miles was our biggest summer travel ever. The crops in Manitoba, Canada looked very good. The field sizes were truly amazing. One field had 3800 acres in it with 500 acre fields being normal with very few water ways!! Back in the states the crops all looked good clear back to Iowa. Driving to St. Louis the crops could not have looked better. The grass and pastures were very green all the way down to Texas. Oklahoma and Kansas have some of the best dry land crops ever and the irrigated acres were near perfect.

So what does this mean? We are going to have a **HUGE** crop across the whole United States this year. Very few areas are having a “poor crop”. This is bittersweet information. Everyone wants to grow the “bin bustler” crops. With expenses today our biggest problem is we have to get paid for doing it. Hopefully we grow enough extra bushels to help make up for the lower prices. I am told that there is next to no pot holes in our fields and with the good rainfall we

have recently had, corn and soybeans should fill out to the end of the cobs and beans will be larger in size this year.

With all the heat units we have had, the crops should be ready to harvest a little quicker this fall. Getting a good start on this large harvest will help, as the glut comes in at peak times in November. We are doing everything possible to get bins in shape to maximize space and limit lines this fall. Jason is making some changes to speed up grain drying at Centerville, our other facilities have completed their pre-season grain dryer inspections and our summer maintenance is in full swing. We will be ready when conditions allow you to harvest. We predict the week of September 19th corn will start being harvested in our area.

Fertilizer prices are starting to trickle in for fall purchase. If you have an interest in prepaying talk to your sales agronomist for your current needs. There is a huge campaign going on in Iowa to reduce fall and spring applied nitrogen. The plan reduces the current levels by up to a third of your nitrogen and then put your additional required nitrogen on at planting time or side dressing. Many new products can also be foliar applied achieving very good results without adding another application cost to your budget. It is important we have conversations early this fall to plan how to apply your nitrogen this coming year. We have a responsibility to utilize all the nitrogen applied to crops without over applying causing it to creep into our water supply and making problems for our urban neighbors. (Did not expect a fertilizer salesman to talk like that did you)? We all have a responsibility to protect our environment. We want to do our part without sacrificing yields at the same time.

Close out reports are being done this month. Please let us know how we can better serve you in the future. Our goal is to exceed your expectations every year. Soil tests need to take “center stage” as some producers have been a little lax in keeping current. We need to balance out the programs we do for you. Many farm fields have become bigger by removing fence rows and those who apply liquid manure, soil sampling can save you many dollars or make you a good profit if we balance out the nutrients we apply. A soil test is the only way we can do a good job of looking after your needs. Please make sure your tests are current. You will be glad you did. We need to start testing the first day you finish harvesting your first field this fall. The early bird gets the worm most every time. We want to get all the ag lime on before cold weather whenever possible.

We have updated our Super Grow spraying fleet with a new machine, to be ready in early November. replaced our 1903 terragator with a new refurbished chassis, updated 3 semi's and a couple of pickups, and painted a lot of equipment from pickups to grain elevator equipment. Things are really looking good! I am very proud of our staff. They are very dedicated to carrying out our SFG mission to do a better job every year to earn your trust and support this fall as we close out 2016 and move full speed ahead to producing next years 2017 crop. We are very excited to do our part and earn this privilege every year.

Looking forward to a bountiful harvest.

For more articles and market information please visit our website at www.sfgiowa.com

Kyle Smith
Albia Location Manager



Around the elevator we're continuing to haul out grain. We still have 1 bean bin and 3 corn bins yet to clean out before harvest. Based on Mid-Co's crop size report it looks like Monroe County will have a great corn crop along with most of the Midwest if we continue to get decent weather. In Albia they counted 29,000 ears/acre for 217.6 bushel/acre and in Russell they counted 33,000 ears/acre for 222 bushel/acre.

As we do every year we'll begin our pre-harvest checks on all of our belts, conveyors, motors, etc. to be sure all of our equipment is in the best possible shape. We're also continuing to primer and paint our legs and conveyors on our feed mill throughout the summer and anticipate having it done by the end of September.

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. Direct ships are also available on 6T + orders. Stop in or give us a call for more details!



Below are a few of the features/benefits of QLF liquid feed.

Product Features:

- 20 or 40% Timed Release® crude protein.
- 19% Sugar
- 65% Dry Matter
- Excellent source of phosphorus and potassium
- Fortified with greatest level of trace minerals and vitamins
- Based on cane molasses produced in the United States

Product Benefits:

- Enhanced forage utilization
- Support of improved gains and reproductive efficiency
- Ultimate convenience
- Low total costs
- Flexibility in application: lick wheel feeders, forage treatment, bale processors, and TMR diets
- Optimized utilization of NPN

Jason Smith Centerville Location Manager



Is August upon us already? Where did the summer go? Last week we just finished the last round of spraying. Now we are doing a few repairs and maintenance on the applicators and their support equipment and will put them away for the season so they are ready next spring.

We have finally been getting some timely rains and it looks like we're going to have a bumper crop. Harvest will be here before we know it. With the near record harvest upon us the talk turns to storage. Yes, we should have enough storage to accommodate everyone's needs. To help us better serve you, we are asking everyone who plans to store grain here to let us know your approximate storage needs so we can be better prepared to serve you.

With chemical application season at an

end our attention turns to getting our elevator in tip top shape as well as cleaning out the remaining grain we currently have in storage. Looks like we will need every inch of space.

As many of you may know a few weeks ago Ragbrai made its way across southern Iowa with an overnight stay in Centerville. I was amazed by all the people, support vehicles and of course all the bikes. We welcomed one of the teams to stay at our office overnight. I was told it was their favorite place they had stayed so far. I also had close to forty people staying at my house! I had my own little tent city going on. It was very nice to visit with all the different people. I heard a lot of good comments about Centerville and the surrounding communities.

Congratulations



SFG would like to congratulate and thank all 4-H and FFA members that participated at the county fairs. You are our future!



Good luck at the State Fair!!

Charles Smith Pleasantville Location Manager



Once again summer has come and gone. Seemed like just the other day we were waiting for it to warm up. I guess that was 3 months ago. State Fair starts this week and kids go back to school in less than 3 weeks.

I think it's safe to say we are going to grow a good crop. We are in the process of cleaning out most bins getting them ready for what looks like another big crop. We don't have too much work to do to the elevator to get ready. Looks like have could have started a little earlier due to all the heat we had this summer.

We have finished up spraying for the season and have the sprayers all put away for the most part. All of our

Nh3 tanks have been gone through and our Nh3 bulk plant painted. The toolbars will be the next project to start on. We will start on them later this month due to completing some other work.

In other work, we have went through our dry fertilizer mixers. They were due for some painting and some frame work. They have all been repaired and just need put back to 100%. We have our dry shed and salt shed all ready for products. We will start filling up with salt and dry fertilizer this month. This should take the next 2 to 3 weeks to get completed.

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