

SFG Update

Smith Fertilizer & Grain

December 11, 2015

Mark White

Knoxville Location Manager



The calendar says December but lately it feels more like early November. After being muddled out of the fields the last 2 or 3 weeks we started applying Super Grow again today in the northern part of our trade area. If the dry weather holds we hope to be spreading dry fertilizer again real soon. A good hard freeze would be most welcome and we hope it comes before we get a lot of snow. The weather is one thing we have very little control over. Sometimes it seems you are battling it 12 months of the year. However there are some things you can do to help minimize the weather's effect on your operation. You can work with your SFG salesperson to complete an agronomy plan. This serves as a roadmap for how you intend to

treat every acre in the coming year. It gives you and your salesperson an opportunity to fully discuss cropping options and it gives you an idea of what these options will cost. We prefer to do these prior to harvest, working on the planning of next year's crop ahead of the busy harvest season. This allows you to have ample time to discuss and evaluate your plans for the coming year. Nothing is set in concrete. As you go through harvest you may see reasons to change some of the plans you have made. One of the advantages to these plans is the process is started and application can take place immediately after you harvest a field. Many years we seem to have a short fall application season, especially for anhydrous, so for the ones that have everything down on paper it only takes a phone call to get things rolling. These plans can make a difference when it comes to getting your inputs applied timely. Spring work is handled the same way. We have maps ready made for when you call and say "the south 80 is ready to spray". Instead of having to discuss chemical options, prices and making a

map, this is already done and you can keep planting and we will get your field sprayed right away. These are some of the steps you can take to minimize the weather's effect on your operation. At SFG we are strong proponents of being well prepared. In today's environment we have to strive to do the best we can everyday and we want to do that for you and your fields. We can also help you market your grain. Here it works best to start early and set up some marketing goals as well. Selling a portion of your crop at different times will help you spread your risk out. It is far better to work for a good average price by hitting singles and doubles versus thinking you can hit the home run every time you market a crop. Let us know what we can do to help you. In closing I want to wish everyone a happy holiday season. We feel very blessed to have great customers and friends. We look forward to helping you have a great New Year in 2016.



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

Kyle Smith
Albia Location Manager



There may not be snow on the ground yet this winter but we're doing our best to get in the Christmas spirit by putting up some decorations around our office. We tried to talk Mark Jacobs into wearing a dancing Christmas hat while out in the warehouse but so far

haven't had any luck!!!

The first week of December we got both of our Quonsets emptied and now will start cleaning them out good to store equipment in them before winter weather sets in. As always there is lots of cleaning/power washing to do to get all the grain dust and mud off of the equipment and buildings so we're working to get that done while the weather is good and allows for it.

On December 17th at 11 a.m. we will have our annual pre-pay open house as well as a grower meeting. The following speakers will be present

Rebecca Vittetoe, ISU Extension Field Agronomist to talk about weed resistance and planning for 2016.

Jeff Whitham, Crop Production Sales Representative to discuss nutritionals. **Tommy John, Sales Manager** to discuss Liberty Link Soybeans.

We encourage anyone who is interested in pre-paying for feed or agronomy products to attend. We will provide lunch and have discounted pricing available. If you have questions or can not make the meeting but would still like to pre-pay, feel free to call our office and we can assist you over the phone. For those of you that we may not see before the holidays all of us at SFG wish you a Merry Christmas and a Happy New Year!

ALBIA OPEN HOUSE

Thursday December 17th

Join us for lunch from 11 a.m. - 2 p.m.

Cash and carry specials. Get your prepay needs taken care of for 2016!

Come check out our Holiday lights!



Mark Young
Agronomy Manager



The value of a bushel of corn has dropped and continues to go down. Fertilizer prices are holding steady or up a little for the most part. This situation has you thinking about fertilizer for the 2016 crop year. Money spent for this input is substantial and you are asking if it is time for a change in your traditional use of your fertility plans. Base fertilizer rates on realistic expected yields and crop needs adjusted for residual available nutrients in the soil. These rates also assume proper management practices, includ-

ing weed and insect control. Expected corn yields for individual fields are best determined by adding 5 percent to the most recent five year average yield of corn, excluding the years when yields are reduced by hail, early frost, excess rain, etc. Expected yields can be increased by using higher yielding varieties, higher plant populations, weed or tillage management. However, expected yields should rarely change more than 20 bushels per acre in any year.

The value of a soil test in predicting nutrient availability during the growing season is directly related to how well the sample collected represents the area sampled. SFG makes a strong effort to properly sample and has Rick's Sampling take care of all your grid sampling acres.

The key to whether soils can supply enough Phosphorus (P) and Potash (K) to meet crop needs is whether the crop removes P & K faster than the

soil can free up P & K through the weathering process. At the low yield levels common 75 to 100 years ago, when return of nutrients to the soil as manure was common, P & K levels probably dropped slowly if at all even without fertilizer. Today a corn – soybean rotation with good yields will remove as much as 100 lb of both P & K over a 2 year period. Most soils in Iowa can supply nowhere near these amounts, and so P & K levels will drop if no fertilizer is added.

How long it will take for deficiency to appear will depend on how much plant available P & K is present. But let's not fool ourselves, P & K deficiency will appear at some point if removal continuously exceeds replacement. The only reasonable way to replace P & K is to fertilize.

Please call your local SFG office for more information.

Jason Smith Centerville Location Manager



Well December is here. I would like to say harvest is over, our corn pile has been picked up and under roof, all fall application work is complete... but none of that is so. This unusually wet

weather we've had has put everything on hold. There are several corn and yes even a few bean fields scattered around waiting to be harvested. Let's hope we don't get a foot of snow before these acres are harvested! Our corn pile has been keeping fairly good to this point. If the weather cooperates we will start picking it up again this week.

We will have our open house on December 15th. We will have available new low prices on cash and carry chemicals as well as prepay discounts. We will have representatives from seed and chemical companies available to address any question/concerns you may

have. Please stop in to let us say thank you for this past year's business and get a start on assisting you at getting the most profit you can out of every acre in 2016. On behalf of everyone here at the Centerville location I would like to wish everyone a very Merry Christmas.



CENTERVILLE OPEN HOUSE

Tuesday December 15th

Join us for lunch from 11 a.m. - 2 p.m.

Cash and carry specials. Get your prepay needs taken care of for 2016!

HELP WANTED- 3 FULL TIME POSITIONS WITH BENEFITS AVAILABLE AT CENTERVILLE LOCATION

Truck Driver

- Must have valid CDL
- Clean driving record
- Able to obtain Hazmat endorsement
- Home nightly

Ag Equipment Operator

- Current/ valid Class A CDL
- Knowledge to operate Ag equipment
- Must pass custom applicator test

Welder/ Fabricator

- Tig and Mig welding experience
- General mechanical experience
- Valid drivers license/ CDL
- May require working at heights and in confined spaces

Charles Smith Pleasantville Location Manager



Well we had a short NH3 fall season. We applied NH3 for about a week and then, the weather changed on us. Maybe the weather will turn around so we can get back in the field. The next

10 day forecast looks dry. We had about 4 inches of rain over the past 2 weeks. Ready for it to dry up or freeze.

We are caught up on all our maintenance on NH3 and dry equipment and are ready to go back to the field. In our down time we like to get everything back up to par. There is always a list we put together while going strong in the season.

We have been moving a fair amount of deicing product the last few weeks. It seems like the Midwest has all went through a snow event. North West

Iowa has seen up to a foot of snow and Missouri has had ice. Glad that none of it stuck around long.

Our office manager at Pleasantville Jamie Kendrick has just received her 10 years of Service and Dedication Award. She has been our office manager for the past 8 years. I could not ask for a better manager. Next time you stop in thank her for her time and dedication. I know we do!



PLEASANTVILLE OPEN HOUSE

Tuesday December 22nd

Join us for lunch from 11 a.m. - 2 p.m.

Cash and carry specials. Get your prepay needs taken care of for 2016!