

SFG Update

Smith Fertilizer & Grain

January 16, 2015

Max Smith
General Manager



This winter there has been a lot of talk about agronomy businesses selling out to foreign countries. Our competitors to the east and west of our southern locations have both pulled up stakes from private ownership. I have been asked if SFG is going to be the next business for sale. My answer is very simple. SFG is not for sale for the foreseeable future. Our business has been in tact since my father started it in the sixties. My brother and I made commitments for our career, 45 years for me and 50 years for John. Our family has invested heavily in all our locations to offer good jobs, provide the best goods and services, and continue to raise the bar to be the best at what we do in our respective areas. We will continue to invest our profits into making our services better. We appreciate your loyalty. I personally assure you that we intend to continue to invest in farmer services for years to come. We have been serving local farmers for over 50 years and are proud of it!

Time goes by fast some days and not so fast other days. I was going through some records at SFG and discovered that I have been president for 26 years! November 1989, I talked my wife Sharon into working in the office with

me and raising our son Kyle (age 2). January 1st was her official 25th anniversary working at SFG. At that time we had 2 semis to haul grain and fertilizer and 2 terragators to spread Super Grow and chemicals. The elevator had 250,000 bushel of grain storage. I told Sharon that most days the office girl had time to read a book and on top of that she got to work with me!

We worked tirelessly together. Having made it through the 1980's, we felt pretty good just to keep a hold of what we had. My father Lyman had a very good vision and guided us well through those tough times. We didn't realize how tough those years were until the better years came later. My sons Jason, Charles, and Kyle drove applicators with me for many years spraying several hundred thousand acres. Someday I may try to figure out how many we sprayed over the years.

Those of you who know Sharon and I well, may realize that I may have mislead her a little about being able to read a book. She hasn't read many books but, she did get to work with me and it was a lot of fun raising Kyle in the office. Her benefits were great! HA! We made a pact together to do the best job possible and continue to grow the services we offered to our valued customers. Over the years we have created jobs supporting 6 family members to over 95 full/ part time employees today. SFG is very proud of our team of excellent employees and all they do to assist in keeping our customers profitable.

2015 looks like a year "to tighten our belts a little". No one knows what the future holds but by all indication this appears to be a "correction year". We have been

blessed with good crop years and a chance to modernize our equipment. The past 2 to 3 decades have prepared us well to hunker down for the coming year. We have good fences where needed, our fertility, our hybrid selection, and our tillage practices are much better than in the eighties. Weed control has been a challenge as we battle roundup resistant weeds. Today there are many new options out there. Rate and timing is more crucial than in past years. Our agronomy employees are highly trained to work with chemical recommendations.

Calibration is a key word moving forward - your planter, your sprayer, your chemical, and your harvesting equipment. It all needs to have the proper calibration and time dedicated to make it work properly. Feed rations need proper balancing from birth to market. Attention to detail has never been more important than today. Our SFG staff is highly trained to trouble shoot all issues. Take time this winter to get your agronomy plans and rotational plans updated to continue to raise the bar for a successful 2015.

Our elevator workers are working long hours to clean up the corn piles from harvest. By February 1st we intend to have everything cleaned up. Then we start the process of getting equipment ready for the spring crop needs. Thank you for your patience as we assisted you through this bountiful harvest. We hope it will be the norm for years to come!! Thanks for all your support in 2014. We will do our best to keep you profitable and successful in 2015!!

Jason Smith Centerville Location Manager



Harvest seems to be over for most producers so that has allowed us at the Centerville location to move on to our next project. Picking up the mountain of corn we accumulated from this

great harvest. The pickup has been going pretty well as a whole. We started out with above freezing temperatures which was a challenge considering all the wet weather we had been having; but since the temperatures have dropped and the ground has frozen it has been full steam ahead. We are on schedule to have it all picked up by January 23rd.

Here at the Centerville Location we are in need of operators for our application equipment. If you know of someone or may be interested yourself please stop in and see us. We offer a competitive

wage/ benefit package, a friendly work environment and have late model equipment, . We are looking for full and/or part time employees. Job applications can be picked up at any of our office locations or from our website at www.sfgiowa.com.

Happy Groundhog Day February 2nd



Sharon Smith Business Manager



Another year has past and a new one is beginning. 2015, has already brought numerous changes to the SFG office. Kayla Jackson accepted a manager position at Casey's in Lovilia, effective December 15th. Kayla wore many hats in her 15 years of employment with SFG. Kayla has continued to work evenings assisting in the transfer and training of her duties to Jessica Coffman. Jessica has a Bachelors Degree in Accounting from Buena Vista

University and lives in Albia with her husband and son.

Another addition to our SFG office is Kimi Malloy. Kimi is from Albia as well. She is an Administrative Assistant to Mark Young and Max and will work in our Agronomy and Deicing divisions. Kimi has a Bachelors Degree in Accounting from Buena Vista University and is presently working on her Masters Degree.

Jay Hoch the Knoxville Office Manager, has resigned effective January 16th to assume a banking position at Wells Fargo. We will miss both Kayla and Jay and wish them success in their new employment.

On January 1st, I officially reached my 25 year milestone of employment at SFG. My decision to leave my nursing career then was difficult; today I have

no regrets. This decision allowed me to work closely with my husband, sons, daughters, other family members, employees, and all our wonderful customers. I do have to admit, **I am still hoping to read that book Max promised!!**



Kyle Smith
Albia Location Manager



Hope everyone is off to a good year. It's been pretty frigid out there so far but it looks like at least this next week we'll get a bit of a warm up. We're down to about 25,000 bushel of corn left in our pile and plan to get the rest of it off the ground this week.

After we get the pile finished up and dry out some corn from Knoxville and Pleasantville we'll be able to begin working on cleaning out our wet bin and grain dryers and start focusing on repair work after this year's big harvest.

Our feed sales associate Shaniel Smith is now working full time she has been heading out into the country to get fa-

miliar with your livestock operations as well as introduce herself to those of you who haven't met her. Please feel free to give her a call at 641-891-4422 if you have any questions or would like to schedule a time for her to come out to your operation.

Our feed specials are listed below. They are good through February 28th.

SFG Specials

\$20.00 off per ton of Tubs



(1 ton minimum)

\$1.00 off per bag of Dog Cat food(10 bag minimum)



\$2.00 off EnergiLass 250 lb Tubs



Charles Smith
Pleasantville Location Manager



I want to thank all of you that came to our open house last month. We had a good turnout.

We have been keeping busy with deicing products this last month. We shipped out around 15 loads and received about 10 loads. The cold weather doesn't slow down this division.

We are not moving any grain here at this time. We are focusing on getting the pile cleaned up at Albia and Centerville. Albia's should be done this week and Centerville will be done the following week. This will free up a lot of people and trucks. Then we can go back to spreading dry and lime when the weather allows us.

All is well here at Pleasantville. Looks like we are going to get some warmer weather later in the week. We put lime spreading on hold due to the cold weather. We had about 6" of snow here last week. I think most of it blew away though!



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