

SFG Update

Smith Fertilizer & Grain

July 11, 2014

Mark White

Knoxville Location manager



The 4th of July holiday has come and gone, and the state fair is fast approaching, which means before we know it school will be in session. It seems as we get older the seasons fly by faster each year. To date, most of our trade area has experienced crop friendly weather, and it looks like we will have above average yields.

We have tried our best to keep everyone's fields sprayed in a timely manner. From my observation fields are cleaner this year as we learned last year that glyphosate resistant weed populations are growing in Iowa farm fields. Therefore, we have went back to older chemistry to eliminate these resistant weeds from our fields. This also means we may spray herbicides earlier in the season since taller waterhemp has become almost impossible to kill. We do plan to continue aerial spraying of fungicides and foliar feeding products in the

up & coming months. Talk to your SFG agronomy salesman to ensure you are on the list to receive these yield enhancing products.

We are currently in the middle of our "summer repair and fix it better campaign." At the Knoxville location we have a crew working everyday to sandblast, wire brush, and paint truck and trailer frames. Winter time trucking is very hard on vehicles. Even though we try to keep the salt washed off our vehicles it is very hard on our equipment. Our goal is to redo our equipment every 3 to 4 years. With a lineup the size of ours, it means our crew will be busy till harvest. We also have crews working on our grain handling equipment at all locations making both repairs and improvements. Our constant goal is to receive your grain as fast as possible and handle it in a way that maintains the quality that you bring us. We are also putting a plan in action to improve our liquid tenders for next year. We have numerous types of application equipment, and it takes a vast amount of tankers to keep the equipment spraying.

We are fortunate to have talented individuals in our shop that can either build or rebuild most any piece of equipment we want. We rarely buy a piece of

equipment that is "Smith ready"; most equipment is modified in some form or another to meet our customer's needs. We like to say "It takes the whole crew from the person that sweeps the floor right on up thru the mechanics, truck drivers, applicators, grain handlers, and office staff to bring our customers the quality of service they deserve." Please let us know if there are any changes we can make to improve your how we meet your operations needs.

As SFG continues to expand as a company we are always looking for quality employees to work for us. If you know of someone who would be a good truck driver or applicator, please encourage them to stop by the location and apply for a job. We offer great opportunities to live and work in southern Iowa at a hometown, family ran business. The best part of working for Smith Fertilizer is the opportunity to work for the great customers we have. We are in the business of building relationships with both employees and customers. We enjoy doing business the old fashion way, we want to earn it.

Jason Smith Centerville Location Manager



What a difference a year makes for the corn belt region. Here at the Centerville office, we received just under three inches of rain for the month of June in 2013. Now for June 2014, we received over nine inches of rainfall! The rain this year seems to vary from farm to farm more than in years past, which has made it difficult for us to complete the last round of spraying. It is dry in one field and when we go down the road to the next field it is too wet. It is frustrating to say the least. We want our customers to know we are making every effort to spray all the requested acres, with considera-

tion of weather conditions. Overall this year, our chemicals have been very effective killing weeds. Also the foliar feed plant nutritional products we applied really stand out as the plants look healthy with strong stalk structure. We have several experimental plots this year. Be sure to contact Taylor or myself if you have any questions or would like to know about yield results. I look forward to seeing the yield data. It has been a few years since the weather has cooperated and the crops have looked this good at this point in the season.

Our new shop/storage building is coming along very nicely. They should have the building completed in the next couple weeks. We will have it wired and start moving equipment from our current work area we call the "Brick Building" to the new building. This building served as the office building from the 1930's all the way until around 1994. This building is a true piece of history for the Centerville location. Soon this building will be demol-

ished as it is too small and has been in bad shape for years. If anyone has some photos and/or would like to too share a story or two on the history of the elevator, I would appreciate to hear them.



New shop/ storage building

Jay Hoch Knoxville Office Manager



They say lightning doesn't strike the same spot twice. Well we would have to disagree with that statement. The Knoxville location was struck with lightning on two different occasions this spring. Thankfully, all complications associated with the lightning strikes have been resolved. Even though weather has not always cooperated this spring, the weather was perfect for the 4th of July, we hope everyone had an enjoyable and safe 4th!

I would like to answer some questions customers ask regarding their monthly statements. Handling SFG mail, discounts, and how customers receive their monthly statements are all topics worthy of clarification.

I encourage customers to promptly open all SFG mail. SFG mail can come in different sized envelopes depending on the number of invoices for a given

month. Opening mail promptly will enable customers to review their invoices and allow time to submit payment qualifying for a discount. The amount of discount to be deducted from the balance due will be highlighted in yellow on the bottom of each statement. Payments received at a SFG office by the 15th of the month will receive the earned discount.

Currently, we mail the majority of statements to customers; however, more customers are requesting email statements. If you would like to start receiving your statement by email, please notify myself at jayh@sfgiowa.com, Sharon at sharon@sfgiowa.com, or call 641-828-8500. Email addresses will be kept confidential. I hope my explanation of statement topics will assist you when your next monthly statement arrives!



Kyle Smith
Albia Location Manager



Hope everyone had a great 4th of July. Doesn't seem like July should be here yet! Most of the crops are looking excellent across the countryside, which should make for a good harvest. Hopefully the heavy rains we received haven't caused too much damage to your fields this spring.

Like previous summers we are busy with projects around the elevator. By harvest we will be prepared to service all our customer's grain needs. Cleaning out grain bins and doing seasonal checks has been our first priority, to make sure there are no holes or grain build ups, while priming any rusty

spots. We are also wiring up grain level sensors in some of our bins to help us manage our grain more efficiently as well as limit the need to send anyone inside a bin.

On two of our high capacity bins we are adding auger load outs. Before, all trucks had to be loaded in our alleyway, so this will help us load faster when we are shipping numerous loads of grain. We are also updating our gas line that feeds both of our grain dryers as well as adding additional catwalks and railings to improve location safety.

Lastly, creep season is here and most of you that booked product are beginning to call for it. We still have contract pricing available for those of you still needing to book product. Also please remember these tips during creep season.

Creep Feeder Management Tips.

- For the first few weeks, use a sweet feed such as Calf Manna to entice calves into the creep feeder.
- Place creep feeders in an area

where cows frequently travel, such as near loafing areas, water, shade or mineral feeders.

- Keep feed fresh. Partially fill feeders at the beginning when intake is low.
- Routinely clean out feeders. Any moisture or fines should be cleaned out of trough.
- Adjust feeders so excessive feed does not build up in the trough. Adjust the opening to ¾ to 1 inch to eliminate feed buildup. This will help reduce fines and waste.
- Do not let feeders go empty. Once calves have started on creep it is best to keep creep available at all times. With inconsistent food availability calves tend to over eat.
- Allow adequate bunk space per calf. A good rule of thumb is 3 calves per foot of bunk space.
- Make sure creep feed area can securely keep the cows out, but allow easy access for calves.

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

Charles Smith
Pleasantville Location Manager



Finally we see the green light for our summer to begin. We have approximately 3-4 days of bean spraying to finish then we will be done with post application. It rained just over 6.5 inches of rain in Pleasantville last month and has rained over 3 inches so far during July. We had some hail in the area on June 26th. There was damage north of Sandyville to Hartford over to Swan. It is the worst hail

damage that I have ever seen in the Pleasantville area. We don't need any more hail this season. I hope the rain at least slows down and not off like last year.

Crops look fantastic. Corn has started to tassel within the last week. Most of it will be tasseled by next week in this area. Most of the beans are looking good too. There are a few areas where the beans are looking slightly yellow due to excess rain. The yellowness in the bean fields will go away if it would dry up.

Now is a good time to spray around your bins. We like to spray around all bins to keep the weeds down. The weeds are a great place for bugs and rodents to live. We don't want them around the bin let alone in the bin. Besides it is faster to clean up a grain mess around the bin if you don't have a

thriving patch of weeds to go through.

Summer work is well on its way. We have put all NH₃ bars and terragators under roofs for now. We will begin maintenance on bars and terragators as we complete spraying. That will hopefully start in the next week.



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