

# SFG Update

**Smith Fertilizer & Grain**

**March 13, 2015**

**Mark White**

**Knoxville Location Manager**



The calendar has flipped to March and the countdown to the planting season has begun. After 6 weeks of below normal temperatures we are looking at a 10 day forecast of normal to above normal temperatures and a very low chance of moisture. That makes you think we will start to see some field activity in a week or so. Before I venture into our readiness for spring, I would like to take a look back at what we have done as a company since harvest wound up last fall. Albia and Centerville stayed very busy picking up their piles of corn which was completed before the end of January. The crews worked very hard to get this corn under roof before we had a lot of weather problems and the job was completed just prior to a major snowstorm. In order to for this to happen we moved a million bushels of grain out of our elevators in the month of December. We have

never moved that amount of grain in a month and it took some intense planning with trucks, drivers, and terminals but somehow it all got done. Our goal last fall was to take grain everyday so our customers could continue harvesting and minimize the weather threat on a standing crop. As we graded ourselves after the season we found we had achieved our objectives and we want to thank our grain customers for the tremendous amount of grain you brought us. Our Road Maintenance division has had an excellent winter supplying deicing products to many DOT'S and cities throughout the Midwest and Western states. Areas to the south of us have had more winter weather than us and continue to order more product as the systems keep moving through that part of the country.

The shop has stayed busy all winter preparing equipment for spring while they keep our fleet of trucks moving everyday. We have completely rebuilt almost every piece of liquid tending equipment we have. We will head to the field with 2 rebuilt semi trailers that have new 3600 gallon dual tanks with agitation. We have also stretched a semi tractor and placed a 3200 gallon dual tank on it. This will be the second truck set up this way. We also have a 2400 gallon tender truck,

three 6000 gallon trailers with spargers and some smaller trailers for fill-in work. All together we have a tender fleet that is second to no one in the area. We will have more than ample power to support the 5 floaters and 5 row machines that we will have in the field. We traded our Hagie sprayer this winter in on a new JD sprayer so we will now have 5 late model JD sprayers to do all of your post work. These machines have all of the current technology in them which helps our applicators spray your fields properly. Our sales force is working hard to finish up everyone's agronomy plans so we are prepared to give our customers the best service possible. We use these plans as a roadmap, so to speak, so we are all on the same page when it comes to your farm. This plan allows us to speed up the process once you give the go ahead to apply nutrients or crop protection to your fields. They can be adjusted at anytime with any changes staying with your plan so everyone stays up to date. Communication is still the most important ingredient in the recipe for success. We look forward to serving all of our customers this spring. We never take your business for granted; we strive to bring value in everything we do for our customers. Working together we will have a successful season.

**For more articles and market information please visit our website at [www.sfgiowa.com](http://www.sfgiowa.com)**

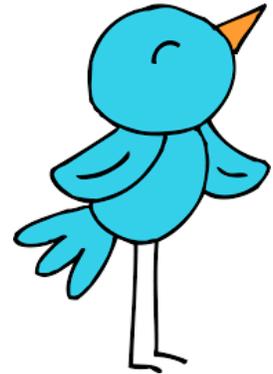
**Kyle Smith**  
**Albia Location Manager**



It definitely looks like Spring is on it's way with the great weather we're having so far this week! Now we all get to enjoy the battle of soft gravel roads and doing our best not to get stuck as the rest of the snow and ice melts off.

Around the Albia location we're beginning to work at cleaning out our Quonsets to make room for seed as Spring approaches. We are working hard to make everyone aware of our mineral and tub promotions that will run through the month of March which are listed below.

We have Kent and Hubbard creep feed available for contract for those who are looking to do so. Please stop in and talk to us for more information so we can help you add valuable pounds to your operation!



## Kent March Mineral Promotion

You can Buy 9 Bags of qualifying mineral and get 1 qualifying bag FREE from March 2-27, 2015. Minimum purchase is 9 bags. AFC and custom minerals are not eligible. No product mix and match.



## Hubbard Stockmaster Mineral Promotion

Save \$25/ton through March 2015. No product mix and match.



## EnergiLass Spring Promo Extended

Save \$24/ton through March 2015.



## Don't Forget About 0% Kent and Hubbard Feeder Finance

With the EnergiLass Tubs, Mineral Promotions and Calf Creep Booking in full swing, now is the time to take advantage of the 0% Feeder Finance program! Qualifying producers can receive 0% financing on tubs, minerals, and creep.

## Jason Smith Centerville Location Manager



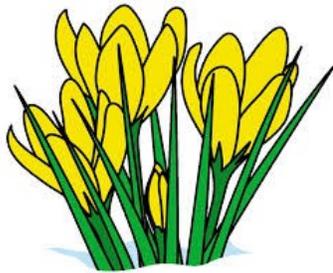
The snow drifts are disappearing and the grass is slowly starting to green. Spring is quickly arriving. Here at the Centerville location we are putting the finishing touches on our equipment. With the use of our new shop which we completed last fall, our equipment will be in the best shape ever.

I would like to introduce two new

faces running applicators this year, Kim Brown from Moulton and my son Beau Smith. They are both very eager to get in the field and get to work. Taylor and I will work closely with them as they learn your fields.

time, that the equipment is ready, and that the 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!

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 pressure off of you, the producer, knowing that you have went over the options, taking the time to pencil them out and choosing your inputs for this crop year. Not only does this agronomy plan help you, it helps us here at SFG get ready as well. Having this plan helps us ensure that we have the proper products in stock at the proper



## Charles Smith Pleasantville Location Manager



Looks like spring might actually be getting here. The extended forecast is warmer and drier. I'm glad we didn't have a lot of snow to get rid of. We've been pretty lucky this winter, so far.

We have been busy this past month with deicing products. We moved a fair amount of salt and several loads

of liquid deicers. They kept getting applying dry fertilizer. We do have weather in Missouri and Arkansas some left to apply when the fields allow which kept us busy. They received us to get back in. If you have any fertilizer that needs to be done let us know. We also have some carts if you want to spread it yourself

We have started getting the tool bars and liquid sprayers ready for spring. There is a little work to do on a few bars we put away late last fall but we should have that done within a week. The sprayers were put away ready to go except for checking the nozzles. When we know it's about done freezing we will pick a day to pressure check nozzles.

For the most part we are caught up

For the most part we are ready to go to the field. If the weather would just cooperate we could be in the fields quicker than you think. Seems like every year it suddenly gets dry overnight. We will be ready so if you think of anything we can do to help make your spring easier give us a call.