

SFG Update

Smith Fertilizer & Grain

November 14, 2015

Mark White

Knoxville Location Manager



After a year of extreme weather we have had great fall weather that has allowed this harvest to be one of the smoothest I can remember. The unusually dry and warm weather brought corn moistures down faster than we ever thought was possible in October. Needless to say our drying income will be very disappointing this year and the propane people can't wait for cold weather to get here so they will have something to do. This has been a good thing for corn growers who are trying to make things work with sub 3.50 corn. In general, yields in our trade area have been good and even the areas that were late planted did better than most people expected. Many times this fall we heard farmers telling how well their hill ground did this year. The large amount of rain we received was good for these fields and the excess ran off. We also saw the value of pattern tiled fields. After seeing the results of tile on yield maps the past few years I pattern tiled my crop acres this spring. I can't say it paid for itself the first

year but it made a very nice down payment. I'm a believer in the saying that tile doesn't cost, it pays. These large yields tested our facilities again this fall. We have piled some corn outside at Centerville but only a fraction of what we did last year. We have hauled enough grain out of the other locations to keep space available. Our goal is to always have room for the next load but it takes a tremendous amount of teamwork and daily communications to make this all happen. Thanks to all of our great grain customers for your trust in us to handle your years work. Our company focus has shifted from receiving massive amounts of grain to applying crop inputs for the next season. Lime and dry fertilizer application has started and by the time you read this anhydrous will be going on. We also started applying super grow the first of November and we will work at this all winter as the weather allows us to. We encourage everyone to consider fall application of your crop needs. We promote the use of nitrogen stabilizers to insure the nitrogen is there next spring ready to go to work for you. We have programs available that will defer the payment for these inputs until after the first of the year if that's needed. We also have some John Deere Financial programs that include 90 days interest free or low interest season long financing. Talk to your SFG salesman to get the latest information. While you are talking to him ask how you can increase your farm income by buying your seed from SFG. We have a tremendous lineup of hybrids and

varieties and we have the data to prove their worth. We also scout what we sale and this is a very valuable service that few offer in today's business world. Along with the fall agronomy work we have been busy delivering deicing products though out the Midwest. This is a large part of our winter work and helps us keep more people fully employed year round. We always hope for a lot of snow in the areas we service and not so much here we live and work. This has worked the last 3 years as many of the delivery points to the south and west of us have experienced some strong weather while ours has been on the milder side.

Soon we will all be sitting down to a thanksgiving dinner. We all have many things to be thankful for including living in a free country that allows us to have rights that many throughout the world do not have. Please remember our service people, past and present that have fought for us to maintain this freedom.

Thanksgiving wishes from our family to yours.



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

Jason Smith Centerville Location Manager



Harvest is wrapping up here at the Centerville location. We've seen some new grain customers come in this year, most likely due to the clo-

sure of an area elevator. We are glad to have these new customers and welcome the opportunity to show them our excellent services. These new customers coupled with the above average yields have created a corn pile in a year when we honestly didn't expect one. At last count, we had over 120,000 bushels on the ground. It's far from last year's total of 450,000. We expect to have this all picked up and shipped out by the end of the year, weather permitting.

It's not too early to start thinking about your 2016 crop fertilizer needs.

Our agronomy staff is ready to help you plan your needs for the 2016 season. We will soon begin fall anhydrous applications, be sure to give us a call and book your tons so we can get it applied while the field conditions are at their best. We are ready to answer any questions you may have regarding inputs for the next crop year and we're always ready to take an order. Don't take a chance waiting until the last minute.

Charles Smith Pleasantville Location Manager



It has been another great fall for harvest. Most farmers have said that they have never had such a good fall for harvesting. The weather conditions have been great. Most of the

yields in this area were good. Everyone is running out of storage, I guess that's a good problem to have. Another week of good weather and most farmers should wrap up.

We are ready to start pulling NH₃ as soon as the ground temperature allows us to. The warm weather last week set us back a week pulling. Looks like this week we will start. We have an N-Serve pump ready to go too. We are promoting to put N-Serve on with your NH₃ this fall. It helps stabilize and keep the nitrogen from leaving your field. Tests have proven that it works and

besides it's the right thing to do for our water. It won't be long before they mandate it for us to use unless we try to help ourselves and the environment.

We have been spreading dry and applying lime the last 2 weeks. We are about caught up and are waiting on some soil test to get back to apply more. If you are still needing some soil testing done just give us a call. The weather could turn at any time. We are caught up and ready to do more.

SUSTAIN for Growers

Why SUSTAIN for SFG growers? SFG growers will benefit from SUSTAIN through:

1. Improved farm management. SFG SUSTAIN growers benefit from practices and technologies that improve efficiency, protect soil health, save money, and maintain high yields.
2. Reduced risk. SUSTAIN will help SFG growers manage production risks in the face of unpredictable weather and price fluctuations.
3. Increased confidence. SUSTAIN will provide SFG growers with more detailed management information, enabling them to know more about what is happening in their fields, and thus have more confidence in ways to optimize while minimizing the risks

of change.

4. Increased market appeal for their farms. SUSTAIN will position SFG growers at the forefront of marketplace momentum on sustainability. An increasing number of companies like General Mills, Campbell Soup, and Smithfield are developing and implementing sustainability programs aimed at improving the environmental footprint of commodity grain crops.
5. Improved reputation. SUSTAIN offers you and SFG, your retailer, a way to document and communicate our effective and responsible management of the land. The program will enable you to show your neighbors and the public at large the value your lands bring to water quality, climate stability, soil conservation, and food security.

6. Opportunities for new revenue streams. The components and platform of SUSTAIN will create opportunities for interested growers to participate in the carbon credit market. SUSTAIN will provide a clear pathway for growers who want to tap into California's cap and trade program, which will pay growers anywhere in the US credits for reducing greenhouse gas emissions.

SUSTAIN offers a leading edge, economically sound and forward thinking pathway through which you can meet the demands of the supply chain for fertilizer optimization and soil health, and do so in ways that achieves significant benefits – a win for you while delivering significant environmental benefits.

Kyle Smith
Albia Location Manager



I'd like to start off by thanking all of our grain customers for their business so far this harvest. We both enjoy and take pride in offering the best possible service that we can to each

of you. As part of this we are already looking ahead as to what we can do next year by adding additional storage at our Albia location in hopes to unload all incoming grain within our elevator without having to fill our Quonsets except for bumper crop years. We're still in the early planning stages but we'll let you know more as we move forward.

Hubbard mineral specials are coming up and will be available during the month of December so please stop in and talk to Mark Jacobs on different options available to best suit your operation or schedule a

time for Randy Camden to come out. Please don't forget to stop in and browse through our bull pen as we stock both upright and ground mineral feeders, Sioux and Maverick gates, hay rings and a wide variety of other fencing supplies. Most of this inventory is warehoused in Albia and Centerville but we can transfer this to your closest location as needed.

As usual if you have any questions don't hesitate to give us a call!

\$25 off plus free delivery on Hubbard Stockmaster mineral on 2 + ton orders.
 (December 1-31)



HUBBARD FEEDS INC.

Cleaning Professional Wanted



Albia has an immediate opening for a cleaning professional. Weekends only
 Apply online at www.sfgiowa.com or email Kristins@sfgiowa.com



Help Wanted

Billing/ Inventory Assistant: Centerville & Knoxville

Immediate openings for Billing/ Inventory assistants. Candidates must be motivated and have excellent communication and mathematical skills. Duties include but not limited to billing, inventory, grain, feed and assisting customers. Requirements include a knowledge of Microsoft Office products, Grain industry and a minimum of a 4 year accounting/ business degree preferred.

Apply at the Centerville or Knoxville office, online at www.sfgiowa.com or email application, resume and salary requirements to meghanp@sfgiowa.com

Custom Applicators: Knoxville and Centerville

Immediate openings for custom/ commercial applicators. Candidates must have a clean driving record, a valid CDL and 1-5 years experience. In the off season the applicant will work as agronomy/ elevator assistant, mechanic or truck driver.

Apply at the Knoxville or Centerville office, online at www.sfgiowa.com or email application, resume and salary requirements to marky@sfgiowa.com

SFG offers excellent benefits and 401K is available