

SFG Update

Smith Fertilizer & Grain

September 14, 2015

Max Smith

General Manager



As we close our fiscal year it is time to reflect back on what I remember most. Sharon and my motorcycle wreck seems to top the list as we are finally getting healed from our injuries. My rotator cuff surgery was very successful and my big toe now has a new toe nail growing. Sharon and I both continue physical therapy for another month. Then we are to be “turned loose” from medical problems. YEA!!!! The calls and cards from our friends and relatives helped comfort the pain we endured. We both appreciated it, thanks so much.

This month, I will move from Chairman to Past Chairman on the Agribusiness Board of Directors. My job now is to focus on being a mentor to new members and keep our organization on track to help all Iowans. I am a long ways from full retirement but I can see some daylight at the end of the tunnel!!!!!!!!!!!!!! I have given all I have to prioritize water quality issues to keep our ground water clean and safe for our children and grandchildren. It is important to preserve water quality and yet allow agriculture to prosper. There is room for both and we are making great progress. Passing federal regulations to allow heavier trucks to drive on interstates is making another run in congress. We need this to cheapen our input costs of freight in the U.S.

Now back to SFG and tasks at hand. After the giant grain year, we have had a record amount of maintenance to do to several grain bins, drying floors, and augurs. We spent 4 months labor getting issues fixed and worn out stiffeners repaired to keep your grain safe and properly aerated. We replaced the bottom ring on 3 bins. That was a really big job. We will be ready to go by October 1st. We still have some painting that needs done but that may have to wait until next year. Nh3 equipment is ready to go to the field. We installed new high speed NH3 pumps at Pleasantville to allow us to load tanks faster. Super Grow application equipment was refurbished and is ready to go as needed. We have ample supplies of all products on hand for fall application. Some have asked if prices are going down. The quick answer is not until next year. With all the Nh3 plants coming on line we anticipate NH3 prices to be cheaper a year from now but not until the supply chain fills up with new product. 75% of all fall applied product is priced at most any supplier and replacement costs are more than fill costs that we have incurred. So that means we encourage you to continue to do a good job each year of placing seed and weed control. We usually pray for rain but after this year we will lighten up on that a little as we seem to have too much. I stayed at Lake Rathbun over Labor Day. We had 6.1 inches of rain there, 4 inches at Centerville, and 1.7 inches at the Knoxville office. The late planted beans look like they could make 40 bushel. Never seen late beans look so good! Mother nature seems to even things out sometimes.

We have new employees starting this month. We hired a sales manager to manage our agronomy staff who specializes in weed control in growing crops. He will be stationed in Albia to fill a need we have there in representing farmers in this area. Jason has 3 new employees that will start by the

end of September. This should bring him to full staff to accommodate our continued growth in Centerville. There has been a lot of chatter around Seymour with Helena closing the Seymour elevator to focus on other priorities. We have received numerous calls to handle this supply of grain. We will ramp up our trucks to accommodate farm pickup to make things easier for the customers who have smaller wagons and trucks. Check with Jason- he can keep you informed in Centerville.

Our feed business has been brisk even with the late rains that have kept the pastures going. Kyle, Kristin, and Mark have several specials going on now so be sure to keep in touch with them and our sales consultant Randy Camden. Randy brings maturity and dependability to the feed department as most of the young people we hired just could not handle the responsibilities and commitments to give the service we expect our customers to receive. Randy has worked at the Albia location for several years and has family in the Centerville area.

As we come into harvest let our managers know what your estimated grain storage needs will be this year. We always have spot prices but storage needs are usually on a first come first served method unless you have reserved space. We are excited to head into harvest. This is when we get our rewards for a job well done. We will start soil testing ground as soon as harvest starts to catch up on 4 year testing to check your needs for lime and P & K.

Have a safe harvest. Always make safety a priority. Good customers are hard to find and we don't want to lose any of you.

Max Smith-General Manager

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

Kyle Smith
Albia Location Manager



Each year before harvest we're busy making sure all our grain equipment is in excellent working condition and we test run everything to ensure short unload times this fall. This week we will

finish the work on our grain dryers and test fire them along with continuing to finish up our grain bin projects. Our last major project will be replacing the bottom ring on our bin closest to our scales. We expect to receive it around the middle of this month.

When you stop in Albia you'll notice a new and familiar face. Randy Camden who in prior years had managed our outside operations as well as operated a pre and post sprayer for SFG, has moved into our feed sales position. This month we have several feed promotions. If you would like to set up an appointment to discuss how we can better serve your operation, please call our

main office at 641-932-2100 or Randy directly at 641-891-4422.

I'm also excited to announce that SFG has hired an Agronomy Sales Manager, Ron Peterson. Ron is originally from Galva, Illinois, and will be an agronomist for Albia and assisting our other agronomists at our other locations.

As I mentioned above we have several feed specials running this month which are listed below. Don't hesitate to give us a call as we want to both earn and help improve your business!



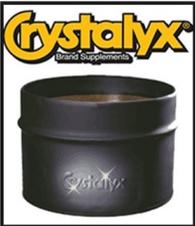
Terrific Tub Specials

\$32 off per ton for September & October
 (Minimum of 1 ton required)
 (Must be of the same product)





\$20 off per ton in September & October
 (Minimum of 1 ton required)
 (Must be of the same product- excludes HE20%)





Mineral Madness Specials

Buy 9 bags of Kent Mineral and get 1 bag FREE in the month of September!
 (Minimum of 10 bags required)
 (Must be of the same product)





\$25 off per ton in September & October
 (Minimum of 2 ton required)
 (Must be of the same product)



Jason Smith Centerville Location Manager



Harvest is right around the corner. We've been busy around here getting everything cleaned up and put away from this year's spraying season and getting ready for this year's harvest. As everyone knows last year's harvest was

huge! With that being said we've had to do a lot of maintenance. The duct tape that was used to temporarily hold a patch on are being removed and the holes are being repaired. We also are overhauling our grain dryer this year, this will allow for several more years of service. In doing all this it should help us to have very little down time, if any. My goal for every harvest is to get the trucks unloaded and back on the road in a very timely fashion.

This fall we will be missing two familiar faces, my two children Beau and Brogan. They are attending college at Iowa State University this year. They

are both seeking their degrees in Agronomy. I've been used to them being around through high school and the past couple years while the attended college here in Centerville at Indian Hills. They will still be around from time to time but not on a daily basis as in the years past. They thought the daily 120 mile commute would be a little much! We will miss their help. I am very proud of them both and wish them the best of luck.

Charles Smith Pleasantville Location Manager



Looks like another summer has gone by us. We sprayed all the way up to the first week of August. I think it's safe to say we are done now! It looks like some corn will be ready to try late this month. Some farmers have talked like they would try to get in and get

some of the down corn before it gets much worse. The wind and heavy rain we received in late July did a number on the corn around Pleasantville. We had 76 MPH winds and over 7 inches of rain on July 28th.

This past month we are in the process of rebuilding the plumbing on our Nh3 plant. We did some updating on lines and put in a larger capacity pump for filling tanks. This will cut the time it takes to fill a tank in half. It was taking about 40 minutes to fill 2 tanks and now it should take 20 after the plant completion, thus making a difference in our ability to keep product to you when needed during the peak times.

The elevator is about a week from being ready to take grain for harvest. We have one more corn bin to clean out. Once we have all the old grain removed we go through and wash and clean the entire facility. This is the best way to keep harmful insects from invading our facility thus insuring that your stored grain will be of the best quality when sold. After everything is cleaned we spray our facility to further enhance the elimination of harmful insects.

We look forward to taking care of your grain handling needs this fall, whether it be storing or selling your harvested grain.

Ron Peterson Agronomy Sales Manager



My name is Ron Peterson, I come to Smith Fertilizer & Grain from Sibley, Iowa. My previous position was Agronomy Marketing Manager for United Farmers Coop at Rushmore, Minne-

sota, and Ashton Iowa. I graduated from Oklahoma Panhandle State University in Goodwell Oklahoma with a degree in Plant Pathology and a minor in Accounting. I am well known in my previous positions as a weed scientist. I specialize in controlling pragmatic and boundary resistant weeds with multiple types of chemistry to keep your fields clean at harvest time. I originally come from Galva, Illinois where I grew up on my family's farm before going to college. I look forward to serving and working with your agronomy needs. You may reach me

at the Albia office- 641-932-2100 or on my cell - 641-218-4232

