

# SFG Update

Smith Fertilizer & Grain

November 18, 2011

## Max Smith General Manager



Veterans Day was extremely special this year with it being on 11/11/11, we will never see that again! Veterans Day is a reminder of how fortunate we are to be able to enjoy our freedom due to the sacrifices of American Veterans. Thank you to all veterans. The older I get the more I appreciate those that have served our great country.

For most of us, harvest is

done. As I look out the window, lime and fertilizer is being applied full force. This is the time of year I am being pulled in many directions and I have to choose which task is more important than others. They are all important; we just have to do a good job of communicating so we get the work done. Chisel plows are a main priority as we try to stay ahead of them with Lime and Fertilizer applications. We struggle to have enough drivers for peak seasons. If you have an interest in driving for a few days a week please let our location managers know!

Seed sales have reached new highs. The varieties we sell have done extremely well in most areas. Casey Cortum has been widely sought after for his expertise in seed selection. If you have not spoken with

him make sure you take the time to. He is one of the most knowledgeable men in the Southern Iowa seed industry. We proudly service the products we sell. The best part about seed is that most of it is purchased by year end. This gives us 3 months to prepare for delivering it to your farm in a timely manner. Thank you for the new orders and the continued business from last year.

Feed business has been brisk, Ashley and Rachel have just returned from a two day Hubbard training. They were excited to tell us about the new programs and products developing in the feed industry. Thank you to everyone who fixed the potholes in your driveways making it easier for our trucks to maneuver as we deliver to your farms. We continue to

increase tub sales and are one of the largest tub dealers in the Mid-west. We appreciate our feed customers. You are a very important part of our core business.

Grain bins are almost full everywhere, including our elevators. As expected, December and January look like better opportunities to move grain. Please call any of our locations for daily pricing and future month delivery. Many producers are selling grain and purchasing fertilizer inputs better know as a "Back-to-Back" sale/purchase for the 2012 crop. This appears to be a very smart move in grain marketing.

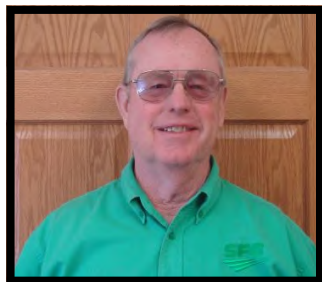
Thank you for your fall business and everything you have done with us this year. We will continue to do our best to earn your business in



Happy Thanksgiving from all of us at Smith Fertilizer & Grain!



## Gary Sterling Albia Location Manager



We have had the best fall to harvest our crops that we have had in a long time. I am amazed with the quality of the corn. The majority of corn received was under 15% and had 57 to 60 pound test weights. The heavier weights should help with the yield and the low moisture should help save some drying expenses. As I am writing this article, here at Albia we are nearing maximum capacity for

soybeans and have limited space for corn. Our staff is working hard to make room for all of your grain needs.

Prices have started to rally since my last newsletter thanks to China and Japan. The other factor affecting the markets has been the dry weather over the Midwest from Texas to Canada. Some of the western states had plenty of moisture earlier, but with the hot dry summer they

have lost their sub soil moisture. This should help put a floor under next year's new crop.

### November Specials:

**1 ton (8 tubs) - \$1 off per tub**  
**2 ton (16 tubs) - \$2 off per tub**  
+ 5% cash discount  
(Barrel Deposit - \$10.00)

Product can be booked with 15% down, pay rest when picked up..  
(Crystalax must be picked up by December, 31<sup>st</sup> 2011.)

## Mark Young Agronomy Manager



Controlling soil acidity is the most important fertility management decision. As we go into fall, you should look at soil test recommendations for lime requirements. Water is required for lime to react with soil; therefore a fall application is preferred so the next crop will receive the benefit.

If your last soil test was taken more than two years ago now is the time to test again. Soils change over time with management. High levels of production and high levels of rainfall require more attention be given to liming programs because nutrients are removed from the soil through crop removal or by leaching. PH is the master variable to determine the acidity of soil; most labs determine the lime requirement separately. The reactive capability of a particular sample varies from soil to soil and even within a field.

Lime worked into soil reacts faster when applying it prior to any fall tillage. Using

lime in conservation tillage systems requires careful attention, especially if fertilizers have been applied to the surface for several growing seasons. Smith Fertilizer & Grain, universities, and some producers facing enormous lime bills in recent years have found variable rate application based on intensive soil sampling and mapping is effective in correcting acidity while controlling cost.

Historically farmers employing a high degree of mechanization have applied production inputs to fields at a uniform rate across the field. More recently, developments in precision agriculture technologies make it possible to apply production inputs in variable rates across the field. These variable rate applications are possible within current mechanized production agriculture technology. The idea behind using variable rate technology is that most fields are not homogenous, with respect to yield limiting variables. Therefore, some efficiency can be gained and profits increased by managing resources within the field to optimize output.

Precision agriculture is the practice of combining technology with farming practices to increase revenue by lowering inputs and/or increasing productivity. Smith Fertilizer & Grain is a company that is well established and has been in the precision ag business longer than anyone in the area. We pride ourselves on being the most competitive while

utilizing a hierarchy of professionals to provide the best service. Here are a few ways we can help you!

Why should you spread variable rate line?

- Better application, the right amount of lime is placed in the right area.
- Reduced lime costs. In many situations the difference in lime cost of a flat rate vs. variable rate is enough to pay for grid sampling as well as the application cost.
- Increase productivity, if you spread a flat rate of 2 ton/ac of lime on a field there are areas that could call for over 3 ton/ac these areas are left less

SFG Invites you attend the 2011  
SFG Winter Conference

**“Racing to the Next Level”  
with  
Keynote Speaker: Ken Root**

Tuesday, December 6, 2011

9:00AM - 2:30PM

Honey Creek Resort  
Moravia, Iowa

*Please RSVP by, November 30  
to Cortney at 641-828-8500*

## Ashley Knust Feed Sales



Here we are in November. Time flies! Harvest is drawing to an end which means you can expect to see cattle grazing corn stalks. I encourage producers to supplement with protein to extend the number of days on stalks. You can make the most out of all fall grazing

by optimizing forage digestion and providing key vitamins and minerals. Crystalyx BGF-30 is a 30% protein supplement with extra mineral fortification that is ideal for low-quality forages like corn stalks.

Snow and colder weather is on the horizon, therefore it is time to start planning your winter feeding program. This year's hay crop may have left some producers with lower quality hay than usual. Call SFG to have a forage sample taken this fall. Identifying the nutritional value of your forage will take the guessing out of your supplementation plan. This will also give you the ability to choose the supplement that will meet the needs of your herd! Meeting the nutritional requirements of your cattle this

winter will increase reproductive performance in the spring and decrease the occurrence of disease, parasites, and death.

Another thing to consider this time of year is implementing a strategic deworming program. Internal parasites are costly in the way of lost weight gains, poor feed conversion, and disease. According to an article printed by the Extension Beef Resource Committee, cows dewormed in the late fall carry more weight through winter, wean heavier calves, and have a tendency to breed back faster than non-treated cows. I will be taking fecal samples this month, so give me a call to get an accurate measure of the parasitic load on your herd. In the meantime, stop in at SFG to pick up

## Casey Cortum Seed Specialist



As we approach several different seed deadlines it brings many customers back to the question, What corn hybrids worked well for me and which ones did not? While there may be a standout or a dud in your previous lineup that can be crossed your list to plant in 2012, I encourage you look back at prior year's

performances. This is mainly due to changing weather and how hybrids react to the environment.

This year in the central part of our trade area (Warren, Marion, Lucas counties), we experienced heavy rains early as the corn struggled from emergence to V5. Then we took off in a vast growth period where we experienced wind and did not receive a rain until around state fair time. (Not everyone got that either) Back to my main question, just because a hybrid did well this year, or not so well, does that mean it will do the same next year? My response is no, unless the weather pattern is going to be the same. If I knew that I would not be a salesman!

My advice is to look back at your records or yield data to see which hybrids worked well over the past 3 years due to the fact that we have had 3

extremely different years. Most generally the hybrids that work well year after year are not your "racehorses". They are normally your "workhorses". Try not to make a big change in maturity from what your current operation works on. A big change in maturity can make you more vulnerable to a weather disaster. All of these comments culminate into one theory and that is the plant package. A package of hybrids means spreading your risk out with maturity, flowering periods, drought tolerance and yield potential. This concept is important because we will not know what the weather will throw at us. By spreading your risk around, some of those hybrids will pull the bad ones through. I hope this food for thought helps you out with your next seed decision. If you have any questions

## Burl Sealls Super Grow Salesman



Growers often ask me what are the best uses of Smith Super Grow. This depends on what you are trying to accomplish with the individual crop, field, tillage, and farming practices throughout the year. Below are some of the more common uses of Smith Super Grow in Southern and Central Iowa

**Corn following Soybeans:** The most prevalent use for all Super Grow applications. Rates generally range from 1.0 ton (130# of N.) to 1.5 tons (195# N.) per acre. Over the last several years, rate trended to go upward, corresponding with corn yield increases.

**Corn on Corn:** This application has grown in practice due to the value of the resulting corn crop. Super Grow rates

usually range from 1 to 2 tons per acre, depending on the residual corn stalks, more often referred to as "trash". Many growers also graze their cattle on the stalks, (tests have shown cattle prefer the taste of Smith Super Grow stocks over regular stalks), which reduces the nitrogen. Numerous growers have produced their best yielding corn utilizing the corn on corn practice with Super Grow.

Remember, no matter whether you raise corn on corn or corn after soybeans, a split treatment of nitrogen is always recommended by SFG and all cropping specialists. The second treatment of nitrogen can be applied at planting with your pre-emerge herbicides or as the corn grows do a side dressing with 28% or 32% Liquid N, etc.

### Reduced Rates of Super Grow Following Anhydrous Ammonia

**(NH<sub>3</sub>):** Emerging as a new economical application for split treatments of nitrogen, application of reduced Super Grow rates following Anhydrous Ammonia is gaining popularity. This increases the rate of nitrogen used with a lower cost source, namely Super Grow. The most common treatment is to follow a full application of NH<sub>3</sub> applied in the

fall with 1000# of Super Grow applied in the spring. Side dressing with 28% or 32% or mixing these liquid nitrogen sources with the herbicides is generally done as the third source of nitrogen. The bonus amounts of sulfur found in Super Grow add to this method's popularity.

### Super Grow Applied to Corn Stocks

**Going to Beans:** Applying Super Grow to corn stocks when a field is being switched to beans is very popular for all growers, but especially no-till and minimum-till farms. A lower rate of Super Grow at 1000# is applied over the stocks. Over time this will break down the corn stocks much more economically than the alternative products.

### Super Grow Applied to Soybean

**Stubble Going to Soybeans:** Great promise in soybean yield advancements have been seen after applying Super Grow to soybean stubble going back to soybeans. A 1000# treatment of Super Grow in the fall, winter or spring has averaged a 5 bushel increase in our soybean plots. What about an increased rate of Super Grow? Only time will tell. One grower in southern Iowa is a believer. On his own he has been applying Super Grow on ground going to soybeans for more than one season with

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