

SFG Update

Smith Fertilizer & Grain

October 7, 2011

Max Smith General Manager



Crops are good, prices are good, and weather is fantastic! What does it all mean? Enjoy it why you can, because it won't last for long! Now is the time to get things done that you have been putting off. Soil testing should be on your list. The weather couldn't be better to soil test. This is the perfect time to prepare for future crops to feed livestock or be sold to the grain processors. With land prices and input costs at near record highs, we need to do a better job of

testing than we have in the past. So get those tests done and as the results come back we can get the nutrients applied before the first snow. Hopefully that is not until December this year. The best part is, we have the technology to do all this. We have the products to spoon feed nutrients that make money for you, while keeping you profitable in 2012. In my lifetime I have never seen a time when updating this information has been more important.

Be sure to get your lime spread with the current grid tests we offer. Our equipment is, or has been in our shop getting the latest repairs to be field ready. We have two large tool bars to custom apply NH_3 . They are ready to go as the ground temperatures get closer to 50 degrees.

Harvest is going well. Our new grain dryers are working great as we make the final tweaks, getting them dialed in. Harvest hours have been extended to accommodate your schedule. If you need something special please talk to the location manager. Our weigh wagons go out every day to check yields on plot work you have helped us with. Our staff is excited to work with the new products we are acquiring to make you more profitable in 2012.

The feed department has been busy with feed promotions the past few weeks. Our business keeps growing and we appreciate the new accounts that trade with us. Our new sales person Ashley Knust has been well received in the country. Her work ethics are appreciated by producers all across our trade area. Give

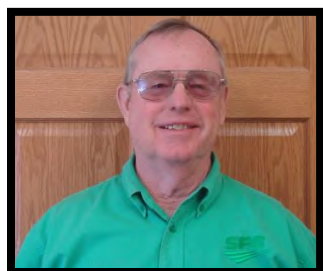
her a call. She will gladly stop out to show you the benefits of Hubbard and Kent feeds.

Next week is my birthday. I am no spring chicken anymore. I may quit counting them after this year! We are expecting a new grandson next spring so I know that 2012 is going to be good year. This will make 18 for Sharon and I. (Yes that is a bunch!)

Please work safely! Good customers are hard to find, and we don't want to lose any this fall. Enjoy the great weather we are having and have a great Halloween season.

Sincerely,
Max Smith
SFG General Manager

Gary Sterling Albia Location Manager



At Albia we have been busy cleaning bins and shipping

grain out so we will have room for this year's harvest. The markets are starting to slide into the pre-harvest doldrums and yield results are coming in from other states. Some reports are saying their yields are better than they thought, but still less than last year. We won't know what the yield is really going to be until we are done, but I'm guessing it will be a rerun of last year. If you are thinking about selling be sure to watch

the markets closely and sell on any rallies.

With harvest starting we have a lot of things to think about including safety issues. Tractors pulling big loads, combines are always an issue if they get plugged, and cleaning out bins can be hazardous. Please take the time and precautions to prevent any accidents.

From all of us at SFG, we wish everyone a safe and

plentiful harvest season.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
★ Congratulations to ★
★ Nathalie and Dean ★
★ Lathrop for being ★
★ inducted into the Agri ★
★ Business Ag Hall of ★
★ Fame. Quite an honor!! ★
★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

October Mineral Special:
*Buy 5 bags of
Mineral and get 1 bag*

Mark Young Agronomy Manager



Make the most of this season by making the most of your phosphorus fertilizer. Phosphorus is an essential part of helping your crop reach its maximum yield potential. What you may not know is that 75% to 95% of applied phosphorus

fertilizer can get tied up in the soil. Resulting in making it unusable to your crop.

Avail Phosphorus Fertilizer Enhancer maximizes the return on your phosphorus fertilizer investment by keeping more of that phosphorus available to your crop, and improving uptake all season long. Better uptake and higher yields means a greater return on your phosphorus investment.

Developed in SFP laboratories, Avail has become known as “the most important fertilizer advancement in 30 years.” By freeing your phosphorus fertilizer from fixation, Avail’s patented technology keeps phosphorus ready and available to

your crops when they need it. Delivering increased fertilizer performance for optimal yield potentials as well.

Avail Phosphorus Fertilizer Enhancer lasts for an entire growing season. This means that from the time you put your phosphorus fertilizer in the ground, all the way to harvest; your phosphorus is available to your crop. This is true even if your phosphorus is applied in the fall.

Ask your Smith Fertilizer & Grain agronomist about the science behind Avail and how the water soluble shield blocks the bonds of attraction of chemical elements in the soil to the phosphorus. Ask about the 10 to 15% increase in crop yields. Remember, more green in your

Paul Koch Centerville Agronomy Sales



Hello, my name is Paul Koch. I am the new Agronomy Salesman for SFG at

Centerville. I have been associated with some form of agriculture my entire life. I grew up on a farm in northwest Iowa and later lived with my family on a farm north of Promise City where we raised hogs and did row crop.

For twenty-five years I was employed with Kent Feeds, twenty years as a District Salesman and five years as a Regional District Salesman. The last eight years I was the Agronomy Salesman for Fowler Elevator.

My wife Lynne, is a Teacher’s Associate

at Wayne Community Schools. We have two grown children, Kyle and Kendra. Kyle and his wife Stephanie live North of Seymour and have two children, Clay and Chelsea. Kyle works for Winbco Tank in Ottumwa. Kendra lives in Unionville, MO and works for Great Western Bank.

My position at SFG being based out of the Centerville office gives me the opportunity to work in parts of Appanoose, Wayne, Davis, and Putnum counties. I look forward to meeting and assisting you with your agronomy needs.

Corey Garrington Knoxville Agronomy Sales



With harvest right around the corner, now is a great time to test for lime needs in your field. Soil pH measures the level of acidity of the soil, the lower the pH the

more acidic the soil. Most field crops perform best at a soil pH between 6.0 and 6.8. For the soils in Iowa, pH levels for corn and soybean production should be above 6.0 for optimal crop growth. Research has shown that soil with a pH less than 6.0 can decrease yields. When soil pH is below this range some nutrients become unavailable. With continuous cropping, soil pH can decrease because of various factors. These factors include crop removal, application of ammonia-based nitrogen fertilizers, and organic matter decomposition. Adding lime or other materials can raise soil pH to the ideal range for crop production and create

an environment for healthy function of microbes.

Lime requirements vary within fields and can be mapped using grid sampling or sampling zones within fields. These sampling zones may be determined based on crop and soil management history, yield variation, and differences in soils positions. After sampling by grids, zones, or soil types the results of the analysis need to be reviewed. This is to determine if there is sufficient variation in lime requirements to justify variable rate or specific application. Make sure you consider your lime needs while entering harvest season to prepare for next year!

Ashley Knust Feed Sales



Hello again! It has been a pleasure meeting you and your families and becoming familiar with your operations. As I've been making the rounds in the country, two things came up consistently for this time of year: Weaning and Crystalyx

If you are looking at weaning in the next couple of weeks, it pays to consider using

a receiving diet. Kent's ArrivalMax Complete with BoVantage is a pelleted diet designed for cattle under stress. This diet will boost the immune system, stimulate rumen activity, and improve gain/feed efficiency. Another great tool for combating disease and other challenges that come up during weaning is Crystalyx Brigade. The Brigade tubs are ideal during times of stress and provide chelated minerals, electrolytes, and high vitamin content.

As we move into fall, we are on the downhill slope for grazing pastures. As grass matures, supplemental protein is needed. Crystalyx offers a variety of tubs to help fill in the gaps and allow cattle to better utilize the forages they are consuming.

BGF-30 - 30% protein with extra

mineral fortification that would be a great supplement for cattle grazing stalks.

NP-27's - 27% protein that is all natural, does not contain urea, and is designed for young calves and breeding stock.

HE-20's - 20% protein that is best suited with moderate quality forages.

There are many options available. Give me a call to discuss which product will best benefit your operation.

I encourage all livestock and pet owners to keep abreast of current health and animal care issues. An ounce of prevention is worth a pound of cure! Maintaining a nutritionally sound diet, providing adequate fresh water, and keeping a detailed animal health schedule for shots and parasite control

Burl Sealls Supergrow Salesman



During the growing season and as harvest gets underway, many of you still question why some corn fields looked great this year while others didn't. Corn fields not looking good consisted primarily of yellowing plant leaves mixed with erratic crop stands. Early wet conditions hurt the initial crop stands but the experts are saying Sulfur deficiencies are a real issue in Midwest corn.

According to published research, there are

many ways that a lack of sulfur can affect your corn yield. Often a lack of sulfur can be interpreted as a number of other problems, including a nitrogen deficiency. Sulfur is a necessary component in corn to metabolize nitrogen and is needed now more than ever due to soil deficiencies. Over time, sulfur has been depleted by previous corn crops, leaching from extremely wet conditions, and a lack of natural replenishment. To reach your corn crop's full potential in any growing season, more sulfur must be added.

In recent studies by Iowa State University Extension researchers, yield was increased with sulfur fertilizer applications at 17 of the 20 sites and 11 of the 25 sites in subsequent years. **Across all sites, the average yield increase was 13 bu/acre.** When grouped by soil texture for responsive sites, the yield increase was 15 bu/acre

for the fine-textured soils (loam, silt loam, silty clay loam and clay loam) and 28 bu/acre for the coarse-textured soils (fine sandy loam, loamy fine sand, and sandy loam). These are frequent and large yield increases to sulfur fertilization. It should be noted that geography appears to have some affect on the sulfur fertilization results in crop yield, indicating soil or other factors are present and affecting potential need for sulfur fertilization. Future studies are anticipated.

In summary, Iowa State University says that corn yield increases due to sulfur fertilization has occurred with high frequency in these recent studies. A great way to get your sulfur fertilization is to use Smith Super Grow fertilizer in place of anhydrous ammonia (NH₃). It has an analysis per ton of: 130#N, 10#P, 20#K, and 80# Sulfur. If you have any questions please contact an SFG

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