

SFG Update

Smith Fertilizer & Grain

October 11, 2012

Max Smith General Manager



By the time this newsletter goes to press most of harvest will be over. We hope to get around 50 harvests under our belt in a normal life time. I have been around for about 45 of them and all the people I know in my age bracket have never seen a year like 2012. Farming has always been challenging and the adventure of it this year was no exception. I guess that is why we like it so much!!! As we look back at

this past year we can be grateful for the new hybrids we plant today. If we had another year like 1956 or 1977 that there would have been a very small harvest. With today's seed selections we are in much better shape than in years past. Most of us are anxious to see some more rain set in before the weather gets colder. Most of our equipment is ready for fall work. We are currently waiting on soil test results on many farms before we push hard with fall application. We have added some N_h3 equipment to speed up application this fall. It seems like our "window" of application is pretty narrow and we want to maximize our efforts when the time is right.

Feed business has been brisk as farmers search for best options to feed livestock this winter. The corn crop in cattle country was the worst we have seen in our area and stalk residue is not as

plentiful as in years past. The Albia crew have several options for you. So please call them. They have quantity discount on Hubbard lick tubs through October that make it worthwhile to stock up on.

The Knoxville location is receiving a major face lift on the office and the truck parking lot. Work on office is scheduled to be finished in November and the parking lot in late October. This will make it much easier to park trucks and equipment. We were running out of level ground to park on! The new employee parking lot will increase room for customers to park around the Knoxville office. We are rebuilding our fertilizer dike area to accommodate larger trucks to load in chemical season. The shift from single axle trucks to semis made this change necessary.

As harvest closes out spend some time with your manager and set an appointment to get your agronomy work set up for this winter. As cold as it is getting the snow could fly soon. We need to prepare for plenty of it as the cycles seem to change at will these past few years.

Thank you for your fall grain business. Gary Sterling is working in our grain department. He is traveling the countryside 2/3 days a week. Feel free to call him or Mark White for grain marketing advice at any time or the location manager of your choice.

Thanks again for your patronage and trust in us.

Sincerely,

Max Smith
General Manager

SAVE THE DATE:

SFG Winter Conference

December 6, 2012 from 9:00 AM to 2:00 PM

Where: Marion County Extension Office, Knoxville, Iowa

Mark White Knoxville Location Manager



Harvest is fast approaching the end in our area. Yields have

been variable as we expected. In the central and northern part of our trade area the bean yields were normal to above in many fields. The better soils with good fertility held up the best and once again proved to me that in order to maximize yield, we, as producers have to do everything within our power to supply the crop with what it needs to perform. Unfortunately, we can't control the water or temperature and these were the 2 things that really hampered us this summer.

The markets mostly, have been in a sideways to slightly lower mode of late. Farmer selling was on the heavy side at the start of harvest and now we are seeing more interest in storage. Normally once the bin doors are closed it seems like the grain tends to stay there until we see a good rally, or the producer is assured the next crop is made. This will make for a narrower basis as we go into winter. Many processors have their fall needs locked in however I think

most of them have holes to fill as we enter the winter months. This should lead to some marketing opportunities. I advise those with grain in storage to watch for these price bumps as we go forward. If the drought hangs on until the Midwest freezes up, we may retest the highs we put in earlier this fall. If you have grain to sell this fall and winter, give me a call at the Knoxville office and we can discuss your price objectives and help you watch the markets.

Corey Garrington Agronomy Sales



Yield data SFG has received this year has had mixed results due to variances in field conditions. I will touch on utilizing Headline Amp in corn and the results that have performed well in the majority of the plots where field stress seemed to be fairly uniform. SFG believes it is important to do some of our research on prod-

ucts so we are better able to assist growers with decisions. I was fortunate enough to have multiple side by sides with Headline Amp in normal field conditions to use for data. The corn showed how the results would end up. The corn not only appeared healthier, but didn't have the "pineapple" appearance that unsprayed plants had as the temperatures rose well above normal. This in turn resulted in a 10 - 13 bushel increase where the Headline Amp was applied.

After doing some research I found that some university data does not support the use of Headline AMP in corn. On the other hand, BASF researchers explain that when Headline Amp is sprayed the product positively affects the plant in any year. They explain that using Headline Amp triggers a

chain reaction of positive physiological changes such as increasing the nitrate reductase activity, elevating levels of antioxidants and defense signaling compounds, and decrease the stress hormone ethylene in the plant which all helps to combat disease and lead to long term plant health benefits. These benefits include stress tolerance for situations such as drought, hail, extreme heat, and etc.

Conducting our own tests in SFG plots and customer's fields provide another set of data that we can review to verify research above and beyond universities and BASF. We use this to determine what are the best decisions for your acres. Please contact any SFG agronomy salesmen for more information or if you would be interested in putting in a side by side this coming year.

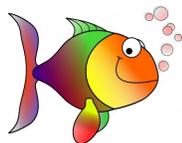
Your Invited to a Kent Feed Meeting

Wednesday, October 24th at the SFG Albia Office from 12 PM to 1PM

(Lunch will be provided)

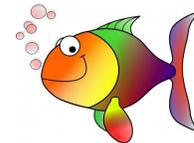
Topics Discussed include: 1. Brood cow nutrition 2. Fall/winter mineral needs 3. Winter forages
Please RSVP to the Albia Office at 1-641-932-2100.

SFG Fish Days at Albia Location



Friday: October 12, from 10:30 AM to 11:30 AM

For special requests or more information please contact : Blyzo Fish Farms at 1-641-874-5907.



Brad Kaufman Agronomy Sales



As harvest is in full swing everyone has been very busy. We have been taking out plots and gathering a lot of useful information. I would like to thank all of our customers that were willing to slow down

long enough in the spring and fall to do them. This bean harvest has been good, but the beans have been so dry that some have popped open. We are seeing an average loss of 4-5 bushels on the ground because of the dryness. 3 beans per square foot equals 1 bushel of lost beans. As the plots have been harvested there has been three numbers that have really shined. They are the Asgrow beans, 2431, 3231, and 3432's

The 2431's have been a real surprise this year. They are a 2.4 bean. In all the plots they have been very short, but absolutely loaded with pods. This year the early maturing beans have not been all that good,

but this bean has been a real surprise. So if you are looking for an early group 2 bean, this may be a good fit.

The 3231's and the 3432's have been the top two numbers in all of my plots with 3432 usually taking the cake. They have been beating everything in their maturity range by 2-4 bushels per acre in the plots. This is the first year I have had much experience with the 3231's, but the 3432's have been very consistent for the past two years. As it comes time to place your seed orders please feel free to contact your SFG agronomist for more information about the right seed for your acres.

Natasha Sadofsky Albia Location Manager



As many of you have probably noticed, we have a couple new faces in Albia. Deb Newell has joined us from the Knoxville office as the Albia Feed Office Manager and will be helping us keep Mark in line (ha ha!). Holly Willer has joined SFG as

Albia's Office Manager. Holly has been our main scale operator the past few weeks and will be responsible for Albia's grain accounting, agronomy billing, and all the office bookkeeping. Jake Thompson, one of our outside guys, has been delivering feed to many of you and assists at the front counter from time to time. Please join me in welcoming all of them to the Albia office.

With our first taste of cooler weather, it is time to start thinking about getting things ready for your livestock during the winter months. You'll see an increase in feed and hay consumption since the animals will need more energy to maintain their body

temperature. If you're increasing the amount of grain in your rations, make sure to increase the amount gradually to minimize any potential health issues this may cause. It's a little early for this, but you'll also want to start thinking about stock tank heaters/waterers so that someone doesn't have to chop ice every morning!

We are through the month of October running specials on our Crystalx barrels. Now is the time to stock up if you have room to store them. We've also got a couple of creep feeders available for rent and are continuing to offer the option of contracting your feed needs with 15% down. Please contact one of your local SFG representatives for more details.

Mark Young Senior Agronomy Manager



Questions have been asked of Smith Fertilizer & Grain (SFG) agronomists, if soil sampling plans for the upcoming fall should change because of the drought we have experienced. Short answer, no, you should not stop analyzing soil samples to

determine lime and fertilizer needs despite the effects drought and low moisture might have on the results.

When we talk about soil testing, we often express concerns regarding conditions at the time of sampling. Samples collected when soils are too dry can alter soil test results. This is especially true for soil test potassium and pH. In some soils, dry soil conditions can result in lower soil test potassium levels due to potassium fixation between clay particles. Also drought conditions may have also resulted in more of the potassium being retained in the crop residue. The dry conditions did not allow for the potassium to be washed out of the decaying plant residue so it would not show

up in the soil test level.

University data show that in an abnormally dry year potassium sample levels could be lowered about 8 – 30 parts per million, depending on soil type. While pH could be lowered about .3. Take home message, if your soil test is a little lower than normal, do not panic, this is not unexpected. If your soil test levels typically hover around the established levels of 170 parts per million and this fall you fell a little below, dramatically altering your fertilizer plans is not likely warranted. However the best aid in determining fall fertility is soil sampling and having your SFG agronomist assist in recommendations.

For more articles, markets, and SFG specials please visit our website at www.sfgiowa.com.

Jerry Don Johnson Agronomy Sales



Will you plan to plant Corn or Soybeans into CRP ground next spring? If so, how will you approach your weed control? If the field is not going to be moldboard plowed, kill the sod in the fall. Results from spring-killed sod have been much

more variable.

Haying the CRP ground can be a cost-effective way to remove excessive vegetation without destroying surface residues needed for erosion control. If you have plant growth of 12 inches or more, haying may be necessary to remove plant materials. Removing these materials will allow for re-growth. This may help you get a better kill because younger plant growth can then be sprayed. Allow 6 inches or more of re-growth then apply Roundup and 2-4-D.

According to ISU 1.0 -1.5 qt per acre, applied in the fall from mid-September to mid-October, can give near complete con-

trol of a bromegrass sod. ISU also states that orchardgrass is somewhat more difficult to control than bromegrass and a spring application may be needed. Add 1 qt. per acre of 2-4-D Ester to control alfalfa, thistles, and other perennial broad-leaf weeds. The addition of 2.5 AMS lbs per acre to the mix will improve control. I caution you that control from fall applications of glyphosate will be reduced greatly if the application is made under dry conditions when plants are hardened off and dormant from dry and hot weather.

NRCS cut offs are based on an individual basis. Make sure to contact them first then your SFG agronomist can help you with recommendations.