

SFG Update

Smith Fertilizer & Grain
August 13th, 2018

When we get to December 31st this year the record keepers may tell us we had an average year of weather. Should this happen we can credit a year of extremes to make the average. After a cold spring, summer struck hard in June giving us several days of record high temperatures. Fortunately most of us had some decent rain to go with it and for the most part our crops thrived. July brought a lot of temperature variation, mostly hot, but hardly any rain.

Now as we head into August we have beans trying to hold on as they wait for a million dollar rain. The corn in the northern 3/4ths of our trade area looks very good. The extra heat units we got in June sped the crop up a lot so the corn was made before the extreme dry weather set in. Unfortunately the southern quarter of our area will see reduced corn yields as they missed some or most of the June rains. I have heard some in Appanoose County say this is the driest they can ever remember, and we have seen some pretty dry years. Last's week USDA's report added more misery to all of us as they showed the national crops getting a lot bigger than most expected. Projected corn and bean yields were both more than 2 bushel per acre higher than the average trade guesses. This put Friday's markets in a tailspin as corn was down 11 cents and beans

Mark White
Knoxville Location Manager



42 lower. Factor in the trade disputes we are involved in around the world and the crystal ball gets real cloudy. We will all have to work harder on marketing this crop in the coming year.

Summer has found the crews at SFG very busy with trucking, spraying, and repair work. Some companies tend to slow down this time of year while we push hard to get a lot of work done before harvest. We have had a sizable crew working here at Knoxville sandblasting and painting anhydrous tanks and trailer frames. Their initial plan was to do 6 tanks and that grew to 16 so we will have a lot of nice looking equipment working this fall. We also brought most of the elevator downspouts to the ground where we repaired, painted them and then reinstalled them. They should be good for many years to come.

Our goal at all of our locations is to be ready to take new crop corn in early September. Right now it appears harvest will start at least 2 weeks early and since most of the corn was planted on time this year it could be a fast and furious harvest. Most of the harvest could be finished by Halloween which wouldn't disappoint anyone as long as it turns out to be a bountiful harvest.

A quick reminder for Knoxville customers, Shannon Dykstra who has ran the scale here for many years accepted a promotion last winter and now works for us on the 3rd floor as our accounts payable person. Bre Lightle has taken her place and she is ready to meet everyone. Another new face this fall will be our office manager Michele Brandon who started working here late last year and is also looking forward to assisting everyone during harvest. As always we plan to be open extended hours at all of our locations during the busy harvest time.

I will be glad to visit with anyone about marketing options. This may be a year we need to look at the carry in the market and we intend to have ample storage space for anyone wanting to store grain. Enjoy what's left of summer and we hope to see you this fall.

Kyle Smith Albia Location Manager



Around the elevator we're continuing to haul out grain to get ready for another good harvest. We just started cleaning out the bottom of our corn bin and have one bean bin left that we plan to empty. We'll transfer all of our oats over to the feed mill to free up an additional bin for bean storage.

Our pre-harvest checks will begin on our belts, conveyors, motors, etc and also have some work to do up on our elevator lining spouts/receiving distributor.

Creep feed is still moving out fast with the dry summer we've had. We still have some very competitive tons left if you still need to add or start a new booking.

Just a reminder that QLF liquid feed is available to be picked up/delivered in totes or we can deliver directly to your lick tanks. Direct ships are also available on 6T + orders. Stop in or give us a call for more details!

Below are a few of the features/benefits of QLF Liquid Feed

Product Features:

- 20 or 40% Timed Release® crude protein.
- 19% Sugar
- 65% Dry Matter
- Excellent source of phosphorus and potassium
- Fortified with greatest level of trace minerals and vitamins
- Based on cane molasses produced in the United States

Product Benefits:

- Enhanced forage utilization
- Support of improved gains and reproductive efficiency
- Ultimate convenience
- Low total costs
- Flexibility in application: lick wheel feeders, forage treatment, bale processors, and TMR diets
- Optimized utilization of NPN



Jason Smith
Centerville Location Manager



August is upon us once again. Most of the area county fairs have come and gone and school will be starting soon. Where did the summer go? Time seems to go by faster and faster every year. Spraying for this season is done and soon we will have completed all the needed repairs to the equipment such as having them washed up and put under roof for off season storage.

On the beans they are at an extremely critical time right now. We all know there is yield loss out there and the rain fall over the next week or so will determine the size of the soybean crop. As always when chemical application season ends everyone here at Centerville is ready for a little break. Several of us have been using some of our vacation time to spend more time with our families.

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 641-856-2828**

Of course the talk of the season has been rain, or the lack of it. ISU has had a few meetings in the area covering topics such as crop growth and development under drought conditions. Discussion was also held on feeding drought damaged crops, including issues with drought silage, and crop insurance considerations. They advised farmers with reduced yields to consider all of their options.

Now that everyone has cycled through their vacations our focus shifts to getting the grain elevator ready for harvest. Again this year there seems to be no major repairs needed so we should make quick work of them and the elevator should be in tip top shape in no time. Harvest will be here before you know it!

It's hard to believe another summer is coming to a close. With the State Fair here, it will not be long until combines are starting to roll. Pay attention to the weeds that you are seeing while combining this fall, chemical programs may need to be changed next year in order to fight against those late breaking weeds.

We had a great spraying season and have most of the sprayers cleaned up and put away for the winter. There is still some fall spraying to do for CRP contracts. If you need any fall spraying done, be sure to stop in and talk with Greg or myself to get it scheduled.

Within the next couple of weeks, elevator inspection and mainte-

Ryan Brennecke
Pleasantville Location Manager



nance will begin taking place here to ensure a smooth harvest. All anhydrous equipment has been gone through, and is field ready for fall. Before long we will be thinking about applying fall fertilizer. Our fertilizer shed is stocked full and all equipment is ready to roll. Fertilizer has already gone up in price and talks continue to point the even higher input prices.

Be sure to stop in to line up your fall soil sampling needs. The sooner we get them done the sooner we can evaluate the results to apply the correct amount of fertilizer.

From all of us here at SFG, have a safe & happy harvest.



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Service is Our Specialty!



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