

SFG Update

Smith Fertilizer & Grain

February 16th, 2018

Charles Smith

Agronomy Operations Manager



Mark White and my father, Max are vacationing this month, so I get the pleasure of writing this month's newsletter article. This will be some big shoes to fill. They always have great information to pass on, I'll do my best.

It looks like winter has finally caught up with us. Records show we have had over 800 days without receiving 3" of snow in one event until this last week. We also received measurable snow in 8 consecutive days. Just what we all wanted!! One good thing is that it's February, so it won't

be around for too long.

Speaking of big shoes to fill, I have been working with Mark Young the last 2 months learning his role in the agronomy department. That is one big role to learn! He has been working with SFG for 17 years. There is a lot to learn from him but I know he will teach me well.

We have a new employee; Ryan Bruntjen, who will be a big help in my new role and help me advance with all the new technology out there. Ryan will report to me.

We have just received 2 new John Deere 4038s and are in the process of getting them field ready. Just because they are new, doesn't mean they are field ready. We still have to calibrate the flow, test the nozzles, stock with tools, and install business radios. We have a meeting the last week of this month where John Deere will come down to go through the entire machine, some of it will be a review for the applicators. There

is always more to learn. A little refresher will sharpen our skills to meet your expectations from SFG.

Super grow application had been going great until the heavy snow fell. We have stopped all super grow and dry application until the snow is gone. We are sitting well for what we have left to do so when the snow does melt we can get back out and finish up the season.

Grain movement has picked up since we have not been in the fields. We have several farm pickups to get before the ground thaws out. If you have any questionable bins that are hard to get to or haven't been cored, keep an eye on them. This is usually the time of year when people get busy and forget to check on them. With the weather warming up it can change fast.

If you have any questions or concerns, don't hesitate to call us @

HAPPY
ST. PATRICK'S
DAY!

A green shamrock graphic is positioned to the left of the word "DAY!" in the St. Patrick's Day message.

Kyle Smith **Albia Location Manager**



I'm excited to announce that we have a new addition to our Albia facility! Kent Watson is an Agronomy Specialist with a feed background as well. A short self bio of him will follow my article!

As you all probably know we're getting closer to having creep feed contacts available. We anticipate to have both Kent and Hubbard creep

feed pricing available within the next few weeks. If you've contracted creep feed with us in the past we'll be sure to give you a call but as usual if you have any questions don't hesitate to stop in or give us a call! We'd be glad to setup a time to come out to your operation with one of our feed reps!

My name is Kent Watson and I have just recently joined Smith Fertilizer & Grain as an Agronomy Specialist at the Albia location. My wife and I have moved to Iowa from Indiana when she was offered a position as a chemist with Cargill at Eddyville.

I have a broad base of experience in all aspects of production agriculture which includes spending more than 10 years as a salesman and retail outlet manager with Pinnacle Ag and Helena Chemical. No matter what position I am in, my

Kent Watson



goal is to find products and solutions that will provide the producer the greatest opportunity to maximize their yields while being economically sound and sustainable. In the coming weeks I am hoping to meet as many growers as possible.

If you are going by the Albia office please feel free to drop in and say hi. I also wanted to mention that I am a proud Purdue grad, so I hope you don't hold it against me being here in Hawkeye and Cyclone country!

Kent March Mineral Promotion

You can Buy 9 Bags of qualifying mineral and get 1 qualifying bag FREE from March 1-31st, 2018. Minimum purchase is 9 bags. AFC and custom minerals are not eligible. No product mix and match.



Jason Smith
Centerville Location Manager



It may not seem like it by looking out the window at the six plus inches of snow on the ground, but spring is just around the corner. Super Grow and dry fertilizer application were going on very good, then the snow fell and that put a stop to it. I just saw a few 40 degree and even a couple 50 degree days in the ten day forecast. Like I said, spring is just around the corner.

Dicamba, seems to be a hot topic this winter. Just a reminder for everyone there are new restrictions for 2018. Any individual

who wishes to purchase and/or apply a pesticide containing Dicamba MUST be certified to handle restricted use pesticides AND must attend Dicamba training. This state approved training is put on by the different chemical companies such as BASF, DuPont and Monsanto. Our applicators and I have had the opportunity to attend this training. It was very straight forward and informative. As always if you have any questions or concerns please contact us @ 641-856-2828. Stay warm everyone!

Ryan Brennecke
Pleasantville Location Manager



Winter has been keeping us busy here at Pleasantville, Deicing products seem to be coming in and going out everyday. It seems like just yesterday we were loading the salt shed for pre-season inventory to get ready for the winter, but now salt is leaving just as fast as we are unloading it off the truck. Most people are not happy when we see new snowfall, but that is not the case when you are in the deicing business. With the frequent snowfall across our trade area, inventory has been steadily moving for a couple of months now, which is always a good thing.

As soon as the recent snowfall disappears, we will be heading back to the field to resume applying fertilizer and lime for this growing season. Before we know it we are going to be getting the toolbars back out of the shed for pre-season inspection before they head to the field. Fertilizer carts

are soon to be heading into the shop for the needed repairs before they head out of the driveway this spring. The winter seems to keep dragging on, but the excitement of a new growing season will soon be on the horizon.

I have enjoyed meeting the customers of Pleasantville. My new role has come with quite a learning curve, but the education has been enjoyable. The employees are a great crew that really works together to accomplish what needs done in a timely fashion. Spring will be exciting to watch how efficiently everything gets accomplished. Charles has been a great mentor as I took over the manager position. He maybe at the Knoxville location, but that doesn't mean he isn't checking in to make sure everything is going smoothly!

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