

SFG Update

Smith Fertilizer & Grain

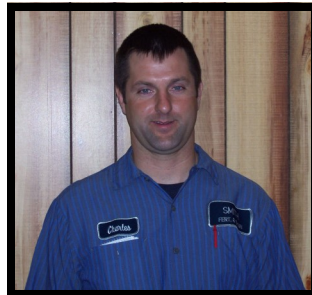
December 10th, 2018

Fall didn't seem to last long this year, which let Winter conditions come early. We've already had close to a foot of snow in southern Marion County to a couple of inches in the northern part of the county. It was nice it warmed up and rained to help melt it down. Now the frost is trying to set in where the snow cover has melted off, which allows us to put on Super Grow and dry fertilizer were the ground is fit.

We are also putting on lime when the weather allows us. We had been keeping up with lime application until the snow hit. With the snow we received, it makes it pretty tough to get the trucks in and out of the fields. The other problem is when the temperature gets down in the low 20's or below, we can't seem to get the lime out of the truck, it likes to freeze to the sides and hangs up in the box.

Fall Nh3 didn't go well at all. We had about a week window that we were able to run. We applied about 20% of what we normally do in the fall. There are a few prepay customers that were not able to get any on. We will work with these customers.

Charles Smith
Agronomy Operations Manager



We are in the process of putting together winter prepay prices for spring, and will have more information during our open houses the week before Christmas. We will have Pleasantville's open house/prepay day Monday, December 17th and Centerville's on Friday, December 21st. Please stop in for lunch and to discuss any questions you may have.

With the way the fall weather was, it will make for a challenging spring to get it all done. Salesman and the managers are working very hard at putting together each farmer's agronomy plan. This is a detailed plan for each field. These plans have billing information, maps, soil test, seed, and chemical programs. We like to have these put together and approved by the farmer before spring gets here. The plans help the farmer and us be more efficient. I'm sure as a farmer you won't want to wait until the field is ready to make a plan. Spring will be here before we know it. Maybe we will get lucky and have an early spring!



Kyle Smith
Albia Location Manager



We've kept busy around the elevator getting grain moved to core all of our bins and make room for grain that is still coming in. The corn that is coming out of the field has been around 16-18 % and the beans have been 16-20%.

The feed mill has been busier the last few weeks with some of the snow we've received. We upgraded our molasses pump this last week to help speed up the application in our mixer. Anyone who has handled molasses knows how thick and how much of a pain it can be in the winter.

For the holidays, we have adjusted our normal work days/hours so our employees can spend more time with family!

Below are our hours for Christmas and New Years.

Saturday Dec. 2nd – We will be open until 12:30 pm and will deliver feed

Dec. 23rd – 25th – Closed

Tuesday Jan 1st - Closed

For those of you that we may not get to see before the holidays, SFG appreciates your business and we wish you a Merry Christmas and a Happy New Year!



Just a reminder that QLF liquid feed is available to be picked up/delivered in totes or we can deliver it directly to your lick tanks. One change to note on our liquid feed is that we'll be switching to a 40% protein during the fall and winter. In the spring we'll switch back to the 20%. Below lists some of the features/benefits.

Product Features:

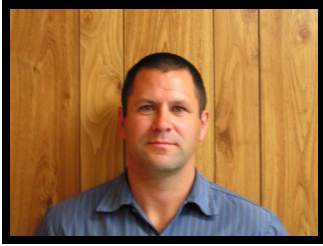
- 40% Timed Release® crude protein.
- 19% Sugar
- 65% Dry Matter
- Excellent source of phosphorus and potassium
- Fortified with greatest level of trace minerals and vitamins
- Based on cane molasses produced in the United States

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

**Happy
 New Year!**

Jason Smith
Centerville Location Manager



HELP WANTED

Ag Equipment Operator

Welder/Fabricator

**Inquire @ Centerville
 Office
 641-856-2828**

December is here, the end of yet another year is in sight. Boy what a harvest it has been, and it's not over yet! Let's just say that this fall weather has been less than ideal for cutting beans and there are several acres left out there. I hope the weather cooperates so everyone can get finished by Christmas. I think it is safe to say that Beth, Sharon, and I are all tired of looking at damaged beans.

With the delayed harvest and wet fall, very little fall application work has been done, particularly anhydrous. The application window this season was very short and non-existent in most areas.

We will be having an Open House on Friday December 21st from 11am - 2pm. Chili and sandwiches will be served. Please stop in, say hello, and give SFG the opportunity to say thank you for this past year's business! Let us get started helping you get the most profit you can out of every acre in 2019.

We will have prepay discounts available on all products. As always there will be SFG representatives available to address any questions/concerns you may have. On behalf of everyone here at the Centerville location we would like to wish you a very Merry Christmas and a safe and Happy New Year!



Ryan Brennecke
Pleasantville Location Manager



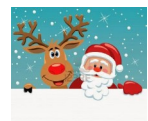
Fall work has kept us very busy here at the Pleasantville location. This harvest has not been the easiest one for a few producers, as some are still fighting to get the crop out.

We have been able to apply more anhydrous than any of the other locations, but we still have plenty to apply. Dry fertilizer applications are still rolling as long as the ground stays frozen and the snow stays away.

Surprisingly, the deicing products have kept us rather busy even if we are not the ones receiving the weather.

Since very little anhydrous went on the ground this fall, the talk has been that prices are going to go up because of the increased demand next spring. Dry fertilizer prices have stayed rather flat all fall. Be sure to stop in and talk with Greg or myself to discuss inputs for next year and to get your dry fertilizer on this winter.

Pleasantville's Prepay Open House will be Monday, December 17th. Stop in and have lunch with us, and take advantage of the special prepay prices that day!



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KNOXVILLE, IA
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Service is Our Specialty!



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