



**Jones**  
FEED MILLS LTD.

**April 2017**

**Linwood | Heidelberg | Wroxeter | Mitchell**

**Order Desk: 519-698-2082 | Dispatch: 519-698-9928 | 1-800-265-8735 | Fax: 519-698-2719**

## Spring Dairy Producer Meeting Draws Large Crowd

Last month, Jones Feed Mills hosted a dairy producer meeting at the Linwood Community Centre that saw over 100 area producers and industry personnel come out for a day of information exchange and fellowship. The meeting featured three different speakers that addressed three different industry topics.

The day started out with a talk by Meghan Potter of Virtus Nutrition (NY) on the incorporation of Omega 3 Fat into lactating diets. Meghan described the benefits Omega 3's offer through increased milk yield, as well as the positive response on reproduction. Ross Gerber later addressed the group on his experience with Omega 3's and referenced the positive results also seen with reduced SCC. Later, the crowd heard from Dr. Rob Bell of BAM who spoke on Strategic Management. Rob's usual enthusiasm and message generated a lively discussion on many of the key elements of financial management. Rob referenced the "must know" values such as return on equity and net income. Addressing the group third and on the agenda, was our own Tom Mosterd (aka The Calf Guy) who outlined critical management areas within calf rearing. Tom encouraged the crowd to review calf rearing practices as this often reveals opportunities for improvement.



Dr. Rob Bell outlines the importance of "knowing the numbers."

## Industry Beef Information and Feedlot Tour Day

Also last month, Jones, along with industry partners, Metzger & Chesley Vets and Elanco Animal Health hosted a beef information and feedlot tour day. Three progressive feedlots were toured (JSE Farms, Chimed Farms and Frook Farms) where topics including cattle processing, feeding, data management and labour were all discussed while on farm. Later, the tour, which consisted of a bus-load of Waterloo/Wellington area producers and a caravan of self-driving enthusiasts from Grey/Bruce/Huron counties as well as Eastern Ontario, migrated over to the Elmwood Community Centre where the owners of our hosting farms along with Dr. Ken Metzger participated in a producer panel that addresses a wide range of topics which included implanting, medication protocols, safe cattle handling and performance monitoring. The hosting partners wish to thank Steve Eby of JSE Farms, Chris Freiburger of Chimed Farms and Carl Frook of Frook Farms along with their staff & families for their time and for all of the work they all endured to host our tour group of over 100!



Producers gather by the chute to watch a live cattle handling demonstration at Frook Farms

## FUTURES

March 31, 2017



### Live Cattle

(\$/CWT)

**June 146.73**

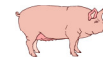
**Aug 141.20**

**Oct 140.90**

**Dec 141.93**

### Dressed Hogs

(\$/CKG)



**May 174.84**

**June 184.46**

**July 185.15**

**Aug 184.90**

**Canadian Dollar \$ 1.33**

**June 2017**

## On the Calendar...

**April 5-6 Canada Dairy Expo\* - Stratford**

**April 5-6 London Poultry Show**

**April 11 - ON Pork Industry Council AGM**

**April 13 Farm & Food Care Conf - Burlington**

**June 21-22 Ontario Pork Congress\* - Stratford**

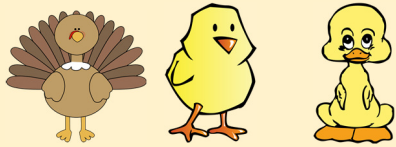
*\*JFM Exhibiting or Sponsored Event*

## HEIDELBERG CHICK DAYS!

ORDER DATE	PICK-UP DATE
May 1/17	June 9/17
May 15/17	June 23/17

Available for Chick Days:  
Chicks, Turkeys, Ducks

Call 519-699-5200 to order or drop into  
Miller's Stone Store at the Heidelberg Mill



Miller's Stone is also your source for  
feeders, waters and of course advice!

## Colostrum Check...

As presented by Tom Mosterd at the JFM March Dairy Producer Meeting, the measurement of IgG concentration in colostrum is useful to understand the quality of your colostrum and if a supplement or additional management is required. IgG can easily be measured using a Brix Refractometer. The scale in a Brix refractometer is designed to measure the amount of sucrose in a solution, but Brix values can be related to IgG in colostrum. Jones Feed Mills offers this service to you at no-charge. Should you wish to evaluate your colostrum, speak with your JFM Dairy Sales Consultant and they can arrange for Tom to come to your farm and measure your colostrum.

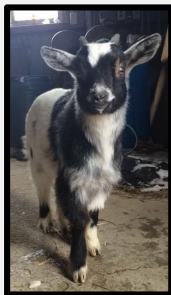


Brix Refractometer

## Just Kidding!

For those milking goat producers who are in a spring kidding period, JFM suggests contacting Mike Mathieson to discuss kid raising as well as doe transition to ensure your kids and does receive the nutrition and management they each require during these critical times.

FYI, Mike can be reached at:  
519-502-0701



See you at **The Ontario Pork Congress!** June 21-22

## Limestone B2 Available through Jones Feed Mills

Jones Feed Mills is now stocking B2 Limestone (in bags). B2 limestone is a good floor grit to aid in the prevention of livestock slipping on floors. Call 1-800-265-8735 to order.



## Return Over Feed Costs

### What are the Numbers?

In today's dairy industry, there is a lot of discussion on the need to be efficient, to know your costs and to know your returns. To help you navigate through the complexity of all of the numbers, Jones Feed Mills has created a simple and accurate means of calculating your actual return over your own feed costs using inputs from your farm, as they are being used today. This is a free service from Jones and your JFM Dairy Sales Consultant can help you work through this. Talk to a Jones Dairy Sales Rep to learn more.

