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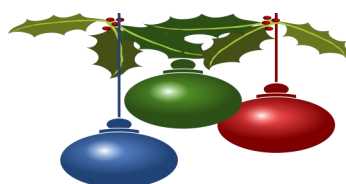
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**Conestoga, Mount Forest, Tavistock**

**DEC. 2016—JAN. 2017**

## **HOLIDAY GREETINGS**

**We wish you and yours a very Merry Christmas and Happy New Year! Thank you for your business and support this past year.**



## **CHRISTMAS SCHEDULE**

**We will be closed**  
**MONDAY DECEMBER**  
**26, 2016 and MONDAY**  
**JANUARY 2, 2017.**  
**Please order your feed accordingly.**

## **HOG REPORT**

United States hog producers intended farrowing for December 2016 — February 2017 are at 2.93 million sows. The total number of hogs under contract owned by operations with over 5000 head, but raised by contracted, accounted for 47% of the total United States hog inventory. This week's hog slaughter totaled 2.531 million head, up 3.2% from last week, up 5.7% from the same week last year, and if not revised, the second most ever in a week behind the 2,532,244 head slaughtered the week ending on November 5, 2016. The U.S. imported 475,023 live hogs during September. That was 1.9% fewer than the month before, but 4.1% more than a year ago. September imports of weaned/feeder pigs were up 11.5% compared to September 2015, but imports of other hogs down 25.1%.

Domestic retail meat demand was down 5.6% in September compared to a year earlier. Pork demand was down 1.9%, beef demand was down 7.6%, and chicken demand down 7.0%. Turkey demand was higher. September was the third consecutive month with lower domestic meat demand. Foreign demand for U.S. pork was down 1.9% compared to September 2015. The average price of pork at retail during October was \$3.743 per pound. That is 4.6 cents lower than the month before, 23 cents lower than October 2015, and the lowest for any month since February. The live price for 51-52% lean hogs averaged \$37.07/cwt in October, the lowest monthly average since August 2009.

The national negotiated barrow and gilt carcass price averaged \$40.06/cwt, down \$1.06 from a week earlier and down \$10.11 from a year ago. Pork cut-out value was \$72.94/cwt FOB slaughter plants. Loin prices continue to be very weak. The average loin price (\$66.96/cwt) is only 91.8% of the pork cut-out value and is lower than primal hams (\$74.28/cwt) (Ron Plain).

## **FUTURES MARKET**

### **BEEF**

DECEMBER	109.30
FEBRUARY	111.02
APRIL	110.80

### **PORK**

DECEMBER	51.05
FEBRUARY	56.75
APRIL	62.90

## **ORDER DESK**

Ways to place your order:

Toll-free: 1.800.265.2203

Fax: 519.655.3505

Email: [orders@wsfeeds.ca](mailto:orders@wsfeeds.ca)

Online: [www.wsfeeds.ca](http://www.wsfeeds.ca)

## WINTER...AND DAIRY HEIFERS

There are numerous known advantages to having dairy heifers calve at 24 months of age. In order to achieve this goal, nutrition, environment and management are all important aspects of the equation. With the onset of winter come colder temperatures, wind, rain, snow and mud ~ all of which can have a detrimental impact on reaching the desired goal. Let's consider the importance of each part of this equation.

□ **Nutrition:** Nutritional recommendations are based on certain assumptions: replacement heifers are clean and dry, fed ad lib, free of disease and parasites, inbred, and raised at moderate temperatures. Heifers have a base energy requirement and dietary energy density level in order to maintain targeted growth and development. This is calculated at a thermal neutral temperature of 20°C. As cold winter weather sets in, these energy-related requirements increase. If bodily requirements are not met, the heifer will begin to suffer the effects of cold stress, which is most typically seen as a decrease in daily weight gain. Rations fed to dairy heifers throughout winter months need to reflect this need for additional energy. Furthermore, sufficient feed and forage must be provided to meet a naturally-occurring increase in dry matter intake.

□ **Environment:** While we cannot regulate climatic conditions, it is possible to provide an environment that will reduce the impact of cold stress on dairy heifers. Exposure to wind increases both heat loss and the potential for cold stress, as does exposure to snow, rain, mud and manure. Heifers that are maintained in clean, dry quarters, and out of direct exposure to wind and the elements can withstand relatively cold temperatures. Good ventilation is, however, necessary. Heifers that are weighted down with mud and manure will not be able to sustain maintenance requirements, let alone achieve optimum growth. While a ration may provide ideal levels of energy, housing and environmental conditions must also be carefully considered, with appropriate changes and adjustments implemented. Together, these factors will help to influence the growth and development of quality replacement dairy heifers that calve at or before 24 months of age.

□ **Management:** Properly managing your heifers is critical to the future of your lactating herd. The impact of winter weather, along with proactive attention to nutrition and environmental conditions can make a difference in how these heifers will perform in the future. Be sure to consider such management aspects as available bunk space, overcrowding, age/size of heifers and how they are grouped, the availability of clean water, bedding, a good vaccination program and many more factors. Paying attention to these things will help you raise healthy, productive heifers and impact your future lactating herd.

(Edited from an article by Patrick Hoffman, University of WI-Madison)

## CALF COATS WINNERS

Congratulations to our Calf Coat Draw Winners:

Lloyd M. Martin  
Calvin Lichty  
Adrian Bauman  
Maynard Shantz  
Orvie M. Martin  
Jim Teune  
Kent E. Martin  
Edgar R. Martin



Your sales representative will contact you and deliver the calf coat.