



# W-S Feeds Chronicle

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## PARTNERSHIP WITH RENAISSANCE

We are pleased to introduce a new face to the W-S Feeds sales team. Renaissance Nutrition is a full line vitamin premix company offering superior quality products, farm management insights backed by research and ration balancing consultation. This company is well recognized and respected in the USA and we at W-S Feeds are excited that this association will help W-S and our partnered farmers move forward into a bright new future with solutions for success.

## VALUE OF BUYING FROM A MILL VERSES COMMODITY ON OPEN MARKET

The following 12 points are for your consideration for value added purchasing in comparison to commodity buying on an open market.

- 1) Regular CFIA inspection and check of ingredients, as well as foreign contaminants. E.g. toxins, heavy metals. The mill demands higher quality than farms and will turn back off spec loads.
- 2) Multi protein source gives a broader range of amino acids giving a better amino acid profile for the animal being fed.
- 3) Buying ingredients weekly verses monthly or bimonthly keeps the costing more current also the mill does the shopping giving the farmer more time to do what he NEEDS TO DO - MANAGE THE ANIMALS. More frequent purchases gives better market knowledge.
- 4) Every different ingredient added to a mix on farm raises the chance of error (what are the mixing facilities at farm and who does the mixing).
- 5) More homogeneous mix at the mill. It is hard to get a good mix of 20 - 25 kg of premix into 10,000 plus lbs of TMR ration.
- 6) Shorter turn around time on forage changes then if you have a large amount of product in a bunk to work through.
- 7) You can try new ingredients to solve a problem without needing to work through skids of inventory first.
- 8) The advantage of a second opinion when a problem comes up.
- 9) Less spoilage and waste in smaller inventories.

## CLOSED SEPTEMBER 5, 2011

We will be closed on September 5 for Labour Day. ***Please order your feed accordingly.***

## SPECIALS - FOR THE MONTH OF AUGUST

### DAIRY SUPPLEMENT

All dairy supplements purchased in bulk, receive an additional \$10.00 off (on top of regular discounts).

### MILK REPLACER

Receive \$1.00 off per bag when you purchase any milk replacer.

## HOW LONG SHOULD A NEW CROP FERMENT BEFORE FEEDING

In a few short weeks, the corn harvest will begin and move at a rapid pace until the job is completed. It can be tempting to feed this new crop of silage immediately. But, don't jump the gun and begin feeding your new-crop silage too soon! Feeding a crop that hasn't properly fermented can lower dry matter intake (DMI), decrease milk production, and cause digestive upsets. Allowing time for adequate fermentation creates a more palatable and digestible feed for optimum DMI and milk production. Traditionally, nutritionists have recommended allowing silage to ferment for 3-4 weeks before feeding, although recent research from Cumberland Valley Analytical Services Inc. (CVAS) indicates waiting longer may increase silage digestibility. The CVAS study showed that corn silage continued to ferment for 4 months after ensiling. "The common misconception is that silage is stable after four weeks," said Kathy Emery, veterinarian and Mucogen Seeds dairy nutritionist. "Actually, starch and fiber digestibility continue to improve for up to four months." Emery provides these reminders when preparing to feed a new silage crop:

10) Lower equipment costs and less equipment to maintain.

11) The farm has another set of eyes to monitor animals, feed usage and misuse, mixer and ingredient check (weights and consistency), water quality and delivery.

12) Mill and farm team approach using trained professional's to offer nutritional consultation and ration balancing, farm management insights with research and quality control.

### **DON'T LET HEIFERS OR CALVES GET TOO MUCH SUN**

With temperatures in the 30's over a large portion of Ontario in the recent weeks, it's a good time to check shade structures for livestock. Good shade or shaded areas can help reduce heat stress, and help heifers to maintain the growth rates and reproductive performance that are essential to your operation. Consider placing shade structures with a north to south orientation. As the sun moves across the sky, the shaded area will move and heifers will follow. The area left behind is exposed to sunlight and given an opportunity to dry. If the pen has adequate drainage, this may also help prevent the development of mud holes beneath the shaded area (s). Feed bunks are typically oriented north to south, which allows the shade structure to be arranged parallel to feed. It's also a good idea to do a maintenance check on existing structures. Shade cloth should be kept tight, so it will not be damaged by wind. Shade is also important for calves, along with a well-ventilated area. Heat stress can critically impact the growth and development of calves. A key to good calf and heifer care during these hot and humid days of summer is to keep them as cool as possible using well-ventilated, shaded areas, along with a continuous source of fresh, clean water, and sufficient forages and feed (Dairy Calf & Heifer Association).

### **DESPITE HIGH PRICES, KEEP CORN IN DAIRY COW RATIONS**

High corn prices are causing dairy producers to think twice about what they feed their cows. "For a dairy cow, 24 to 26 percent starch is the typical level," said Mike Hutjens, University of Illinois professor. "Producers can get that from hominy, corn silage, or shelled corn. But what is the most economical source available?" As prices go up, sugar becomes an alternative that can feed rumen bacteria (target 4 to 6 percent in the total ration dry matter). Another source is soluble fiber or fiber that the rumen microbes can break down in the rumen (target 10 to 12 percent in the total ration dry matter). "You can't cheat the bacteria - they don't know the price of corn went up to \$7.60," Hutjens said. "We never want to slow them down. They produce 80 percent of the cow's energy and 60 percent of her amino acids. Make sure rumen microbes are maxed out even if the price of corn is high." Corn is still a good buy for producers today, Hutjen. said. "We can pay over \$8 a bushel, and it's still a better buy than looking at most alternatives, with the exception of corn silage and distillers grains." Corn distillers grains and corn gluten feed need to be on the radar, too, Hutjens said. Both of these feedstuffs are underpriced at this point. Distillers grains are underpriced by nearly \$100 per ton. "I typically advise five pounds of distillers grains dry matter per cow per day," Hutjens suggests. While the price of corn is projected to stay high, through the summer. "High-producing cows fed correctly will continue to be profitable.

when preparing to feed a new silage crop:

- Oxygen is the enemy of quality silage. During feed out, prevent the penetration of air into the silage. Ensure the face is smooth-shaven to minimize the surface area exposed to air.

- Allow silage to ferment a minimum of 4 weeks before feeding; wait longer if possible.

- If you anticipate that you may have to feed the new crop sooner, consider using a bacterial inoculant to help drop the pH of the silage rapidly and improve the overall fermentation. An optimum fermentation will lower dry matter losses and preserve nutrients in the silage. Follow label directions for dilution and application and do not allow liquid inoculants to heat in the sun.

- Plan ahead to ensure you aren't forced to feed silage that hasn't properly fermented. Manage your inventory and, if possible have carryover feed available. (Dairy Herd Management)

### **FUTURES MARKET**

#### **PORK (US \$ per cwt.)**

August	\$94.85
October	\$87.90
December	\$85.18

#### **BEEF**

August	\$112.62
October	\$117.32
December	\$119.82

### **DISCOUNTS**

We would like to remind everyone of our company discounts:

NET - end of the following month

3% - if paid within 10 days of the date invoiced

2% - if paid by the 20th of the following month

For invoices not paid on time, there will be a 2% service charge per month.

### **TRADE SHOWS**

We hope to see you at the Outdoor Farm Show in Woodstock, Ontario on September 13, 14 & 15.