



Jones
FEED MILLS LTD.

February 2021

Notice, JFM is closed Monday, February 15/21 for Family Day!

Linwood | Heidelberg | Wroxeter

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

Meet the JFM Miller's Stone Team!

Through the course of the last year, the JFM Miller's Stone Store at the front of the Heidelberg mill has witnessed many changes. The most obvious change to our customer base is that the store has been closed to walk in traffic (still open today for curb-side pick-up) due to Covid-19. Further changes have included new lighting, a new coat of paint and updating and re-arrangement of many of the store fixtures – all bringing the highly admired farm store a fresh new look!

The greatest change however is one many of our customers have not yet experienced, and that is the appointment of our new team members. Miller's Stone has long been known to be nice country store with a pleasant atmosphere. We are excited to carry on this tradition with the 2020 appointments of Julia Pilecki and Sally Heckadon.

Julia, who is a lifelong resident of Wellesley started with Jones in 2019 on the bagging line, giving her a good understanding of feed manufacturing. Julia has close ties to agriculture, illustrated in part by her five years in 4-H, an experience that qualified her to compete at the RAWF. Further, Julia had Co-op placements in high school that saw her working with Advanced Dairy Systems as well as Wellesley Vet Services. Julia has a love for horses which includes pleasure riding and working part-time at a local race-horse stable.

Sally started her role with Jones mid-way through 2020. Sally grew up on a farrow-finish operation, just outside of Wroxeter. Sally has an Honours BSc degree in Horticultural Science and Business from U of G. After graduation, Sally spent time in the American NE working for a large nursery operation. Upon returning to Canada, Sally studied Dental Hygiene in Ottawa which led to a career as a Registered Dental Hygienist. Sally's hobbies include gardening, DIY projects, travelling and birding. Sally also volunteers with a cat rescue out of Toronto.

Together Julia and Sally make a great team as both pride themselves in serving customers and helping them with their questions with feed orders, pet food inquiries, bird seed needs and equine supplies. We look forward to the time when the Miller's Stone Store re-opens so our Customers can come in and see our new look, but especially to meet our new team of Julia and Sally! We look forward to welcoming you soon!



FUTURES

January 29, 2021

Live Cattle

 (\$/CWT)

Apr	\$ 158.07
June	\$ 152.68
Aug	\$ 151.14
Oct	\$ 154.37

Dressed Hogs

 (\$/CKG)

Apr	\$ 184.58
May	\$ 193.86
June	\$ 210.08
July	\$ 210.80

Canadian Dollar: \$ 1.27

Source: farms.com

PLEASE & THANK-YOU

JFM requests that you keep all ice and snow removed from bin areas and barn doors to prevent injury. Please also keep ice/snow removed from your barn hill so trucks and staff can safely access bins and doors.

Notice – Effective January 1/21 all farmers buying and using pesticides on their farms must complete the **Grower Pesticide Safety Course**. FYI

Jones Feed Mills Covid-19 Protocols and Updates – February 2021

- JFM mills and offices remain closed to the public at this time. When visiting the Linwood or Wroxeter Mill, you may enter the vestibule of that office and speak with JFM personnel using the communication devices at that location. We ask that only one person be in any of the vestibules at any one time. Masks must be worn when entering any of the office vestibules. At Heidelberg, please follow the instructions on the front door and use the intercom to communicate with the customer service staff.
- Curb and dockside pick-up remain available at all JFM mills.
- Customers are requested to practice physical distancing when interacting with JFM sales or delivery personnel when at your farm.
- During this heightened period of Covid-19, JFM sales and service calls will be executed using phone, text, e-mail and in-person visits where required. When on farm, sales and service personnel will be utilizing all JFM Covid-19 preventative measures including appointment setting (where possible), pre-screening inquiries, physical distancing and working independently.

For more information, please contact Jones Feed Mills at 1-800-265-8735 or info@jfm.ca.

JFM Whole Start Calf Starters for Rumen Development

By Michaela Stoneman, JFM Ruminant Nutritionist

For dairy and beef producers there is no question that the future of their herds lies with their calves. Calves are the living product of years of genetic selection for exceptional growth and production. That being said, on many busy dairy and beef operations, it is often difficult to give calves the time in comparison to the opportunity when considering nutrition and development. In today's agricultural environment calves need to grow quickly and efficiently to keep up with the demands of the business whether they are destined for the milking herd, the cow-calf operation, or the feedlot.

When it comes to neonatal calf nutrition typical rules applied to adult ruminants need to be reconsidered. Calves are born without functional rumens, meaning that they cannot initially digest forage. This also means that they require a little nutritional help to promote healthy and efficient rumen development. The inside surface of the rumen is called the epithelium. The epithelium is made up of many, tiny, finger-like projections called papillae which function to increase the surface area of the rumen for absorption of volatile fatty acids (VFAs). VFAs are the main energy source for ruminants accounting for roughly 70% of their requirements. Calves must develop their rumen papillae and research shows that the best way to do this through feeding starch (ie. whole grains such as corn). Starch in the rumen triggers the production of VFAs which in turn stimulates the growth of rumen papillae. Providing a starch-based calf starter from an early age and prior to offering any kind of forage is essential for optimal rumen development. It is also important to note that over-production of rumen papillae may cause 'clumping' of papillae which should be avoided. In order to avoid clumping it is recommended to start feeding calves forage in addition to their starter at 6-7 weeks of age. Feeding forage with a relatively small particle size at the correct point during rumen development will promote growth of the muscular layer of the rumen as well as help maintain the overall health of the epithelium.

Jones Feed Mills Whole Start Calf Program (WSC) feeds are especially designed with the research-proven science of rumen development in mind. Both dairy and beef calves benefit immensely in the long term when rumen development is kick-started from an early age. Frame growth, average daily gain, and age at first breeding can all be positively impacted when optimal rumen development happens early on.

In addition, Deccox® is added to WSC products to aid in the control of coccidiosis in young calves. The Jones Beef and Dairy Teams would love to chat about calf nutrition at your operation any time. Please feel free to reach out to us with questions about the science, and/or our WSC products.



Order Times

Please use the below schedule as your JFM feed order-time guideline.

Feed Category	Order Time
Local Bag or Bulk Delivery	<i>Before 10:30 AM for next day delivery</i>
Out of Area (Bags/Bulk)	<i>Before 10:30 AM + 48 hrs.</i>
Custom Bags/Totes (ex: Custom Feeds, Vet Scripts etc)	<i>Before 10:30 AM + 48 hrs.</i>
Micronized Corn and Soybeans	<i>Before 10:30 AM for next day delivery</i>
Micronized Wheat and Grain	Please inquire. Call: 1-800-265-8725

Standard Order & Delivery Days are Monday - Friday

Please ensure there is unrestricted access to your bins and doorways and that bins are clearly identified.

Business Hours:

Linwood: Mon-Fri 7:00 AM - 5:30 PM

Heidelberg: Mon-Fri 8:00 AM - 5:30 PM
Sat 8:00 AM - 4:00 PM

Wroxeter: Mon-Fri 8:00 AM - 5:00 PM

Customer Service 1-800-265-8735 orders@jfm.ca

Thank-you for Your Business!

Update on Custom Scripted Bag Orders

JFM would like make customers aware who order custom feeds in bags that contain veterinarian prescriptions that you will begin to receive any residual feed that does not weigh out to a full bag with your order (ie: any remaining part bags will be shipped with your order). Note, this feed may contain fines as all remaining feed, including the clean-out, will be bagged. This feed is safe to feed and only contains the feed and ingredients from your order. This feed (ie: part bag) will be shipped at N/C. This process will make logical use of part bags accumulated through production and keep JFM compliant with the storage of manufactured and medicated feeds. Please contact JFM if you have any questions.



www.jfm.ca | 1-800-265-8735

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