



Jones
FEED MILLS LTD.

January 2018

Linwood | Heidelberg | Wroxeter | Mitchell

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

Happy New Year!

From all of us at Jones Feed Mills

Please note, Jones Feed Mills will be closed on Monday January 1/18

Thank-You!

All of us at Jones Feed Mills would like to thank all of our Customers, Staff and Suppliers who donated toys and/or cash to our annual Christmas toy drive. The Drive was once again a huge success! All of the toys were graciously received by the kind folks at CTV Kitchener News where they were added to the 2017 CTV Toy Mountain campaign. Thanks again to all who donated - you helped make many smiles this Christmas!



Sales Team Updates

Jones Feed Mills would like to update you on the following changes within the JFM Sales Team. **Tom Mosterd**, aka "The Calf Guy," who has been working with the Jones Dairy Team as a Dairy Calf Specialist, has recently resigned from his role to pursue a career calling within the ministry. Tom will be sadly missed as Tom had quickly developed a reputation of being an excellent on-farm resource for our dairy customers and representatives for all things calves. We thank Tom for his many years of service with JFM and wish him well and congratulate him on his new venture. Some of you will still see Tom however; as Tom will be helping out our dispatch team by working part time with feed deliveries. JFM is currently in the process of recruiting a replacement for Tom and hope to be filling this role early in 2018. Further, **Joe O'Rourke** who has, since coming to Jones Feed Mills, been splitting his time equally between dairy and beef sales has decided to focus on beef sales mostly going forward. As a result, Joe has turned most of his dairy clientele over to **Shawn Ropp** who joined the JFM sales team in September. Shawn is excited over this opportunity as he has been working with Joe's customers since coming to Jones and looks forward to meeting their nutrition and management needs and working with them on fulfilling their goals.

While the Snow Blows....

The JFM Dispatch Team reminds all Customers to please have their laneways clear of snow to enable our delivery trucks to safely enter their property to unload their feed. Please also keep areas around bins and doors free of ice and snow to allow our Drivers safe access to work areas.



THANK

YOU!

FUTURES

December 28, 2017

Live Cattle

(\$/CWT)



Feb 155.50

Apr 153.61

Jun 143.05

Aug 138.71

Dressed Hogs

(\$/CKG)



Feb 167.44

Apr 177.39

May 189.10

June 197.23

Canadian Dollar \$ 1.26

March 2018

Source: farms.com

On the Calendar!

Jan 3-9 Grey/Bruce *
Farmers Week- Elmwood

Jan 9 Waterloo Cattlemen's
AGM Linwood

Jan 11-13 ON Cattle
Feeders Convention* - London

Jan 20 Farm Smart U of G

Feb 20 Cattlemen's
College Toronto

Feb 7-8 London Dairy
Congress* - London

Feb 21-22 BFO AGM* TO

**JFM Sponsored or
Exhibiting Event*

They're Here – They're Settled Time to Grow!

By now most of the cattle making their home here in SW ON have arrived and are settled in. Now is a critical time to ensure your rations are balanced, dry matters are in check and your intakes are where they should be. Your JFM Beef Sales Consultant is available to help in all aspects of feeding and can also monitor your cattle's intakes and results. Talk to a member of the JFM Beef Team to ensure you are taking advantage of all of the services available to you to ensure the most return on your cattle or feed investment.



Did you put a coat on this morning?

*Chances are if you did, your calves
should have too!*



JFM recommends new-born calves wear a calf coat for the first 21 days of life when temperatures are below 10°C.

JFM Calf Coats - Available in 3 Sizes
(Small, Medium, Large)

****Winter Calf Coat Special****

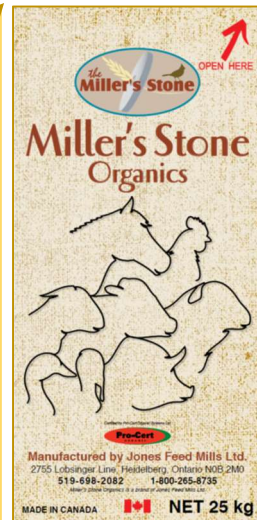
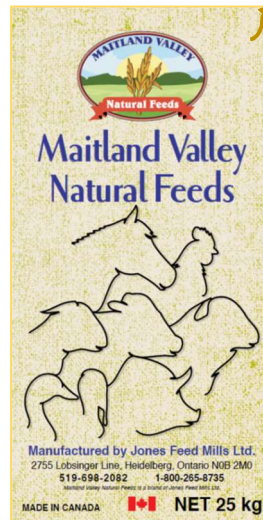
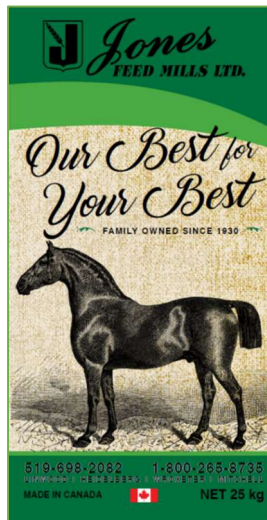
Buy 5 get 1 Free!

(Sale ends January 31/18)

Call 1-800-265-8735 or ask your
Jones Dairy Sales Rep

New Bag Designs Jones Feed Mills is excited to announce that soon Customers will see new bag designs on several of our bagged feed products. Our new bag designs include:

- **Equine Feeds** – will be used for all JFM brand equine feeds
- **Maitland Valley Natural Feeds** (for bagged non-GMO feeds)
- **Miller's Stone Organics** (for our bagged organic feeds)



Livestock Vitamin Update

The global vitamin shortage we reported last month continues to cause strain on livestock and human vitamin-based products and feeds. This situation, caused by separate incidents (fires) at key manufacturing sites in both Europe and Asia, coupled with new requirements for the compliance of global manufacturing standards within the industry, caught industry and society by surprise. Further, it is uncertain as to any timeline for manufacturers to once again fully supply the market. Jones Feed Mills, like all feed manufacturing facilities around the world, continues to be affected by this situation and where we are hopeful resolutions will correct the situation soon. The JFM nutrition and sales teams will continue to keep you posted on developments on this situation as they arise.

JFM Nutrition Dept.

Waterloo Cattlemen's Annual Meeting

Date: Tuesday January 9, 2018

Time: 10:00 AM - 2:30PM (Lunch provided)

Place: Linwood Community Centre

To register, please contact:

Brad Cober 519-503-1530

Mike Edwards 519-501-8865



New Equine Brochure

JFM has recently developed a new equine feeds brochure. Ask your Rep for a copy or call Sarah at 519-699-5200 to get yours.



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

@Jones_Feed Jones Feed Mill Ltd