



Jones
FEED MILLS LTD.



July 2014

Linwood - Heidelberg - Wroxeter - Mitchell

Order Desk: 519-698-2082 * Dispatch: 519-698-9928

1-800-265-8735 Fax# 519-698-2719

www.jfm.ca

Livestock

Futures



June 30, 2014

Live Cattle - \$/cwt

Aug	\$ 161.87
Oct	\$ 165.33
Dec	\$ 165.62
Feb	\$ 165.62
Apr	\$ 166.80

Dressed Hogs - \$/ckg

Aug	\$ 260.57
Oct	\$ 222.59
Dec	\$ 191.88
Feb	\$ 177.33
Apr	\$ 178.73

Canadian \$

1.071

Ask your Jones Dairy Rep about
BLUE LINE

Upcoming Events ✓

July 1/14 Happy Canada Day!
Jones Feed Mills Closed 07/01/14

July 8 Ontario Forage Expo
Wrico Holsteins, Midhurst, ON
877-892-8663

August 19 Jones Dairy Forage Meeting and BBQ
Location: John Metzger's (Linwood)
Complete details next month!

August 26 Jones Beef Producer Meeting and BBQ
Location: TBA

Nov 12 Jones Dairy Producer Meeting - Linwood Community Centre - See your Jones Dairy Sales Consultant for more details.

A Career that Lead to Role of C.E.O.

When people talk about a company, they generally first mention the people's names that seem to be synonymous with that business. One of the names that quickly comes to mind when people speak about Jones Feed Mills is Paul Pletsch. Paul, a long-time, dedicated employee of Jones Feed Mills, started his career at JFM back in 1992. Beginning as a warehouse hand, Paul loaded trucks and helped keep the business moving forward any way he could. As interest and motivation grew, Paul accepted a role as a sales representative, a role in which he served area producers (and of many varieties) for 10 years! Keeping in line with growing the company, Paul's devotion and professionalism made him an easy choice for Jeff Jones to appoint him to the newly formed role of Sales Manager in 2003. In this role, Paul worked and developed a larger, more expansive sales team and added numerous new representatives and also started a focus of assigning specific representatives by species, a structure which is still in place today. After a very successful decade in sales management and with the continued growth of JFM, Jeff, after announcing a new business structure in 2013, appointed Paul to the role of Chief Executive Officer, the role Paul continues to fill today. When asked what he enjoys most about his role with Jones and what he looks forward to the most in the future, Paul comments that he "enjoys interacting with customers and the Jones staff. I have the privilege of working with great people." Paul goes on to say that he enjoys that "Jones has always been innovative and flexible and that we will continue to work to meet Customer's needs as they change and develop." When not busy with the many activities of his demanding role, Paul enjoys spending time outdoors, playing sports and camping. Paul and his wife Faye, live in Mount Forest and have two teenage children, Mikayla and Luke.



How to Make a Good Feed Even Better!

At Jones Feed Mills, we are always striving to make you the best feed possible. One way to do this is to ensure proper mixing. The Production Teams at JFM remind you that when ordering bulk Feeds, a minimum of one tonne is required to ensure ingredients have the ability to properly mix when considering mixer size and ingredient handling. This way we can assure you that we have properly mixed your order and that you will get the full benefit of your feed. JFM appreciates your understanding and accordance to this request.



Safety Tip! Always ensure your bin lids are properly fastened and are operational and do not pose a threat to anyone around them! **Safety First!**



JONES PESTICIDE ALERT!

Rat Bait / Fly Bait Documentation Requirement – Please note, Jones Feed Mill is prohibited to sell certain pesticide products unless the proper Ministry documentation is in place. Jones Feed Mills is required to have a copy of your **Grower Pesticide Safety Card** or a **Signed Declaration of Farm Status** on file. Forms are available from Jones Sales Representatives or at the Mill is sufficient. JFM Sales Reps and Drivers have cameras on their phones and can help provide us with the required information through this means. Please contact Paul Oke at the Linwood Mill at 519-698-2082 or 1-800-265-8735 for more information or a list of products requiring documentation support.



Family Farm Humane Hog Ltd.



Interested in learning about becoming a Family Farm Producer? Contact Larry Bowman for more details. Cell: 519-502-1131 or larrybowman@jfm.ca

Last Call! WROXETER CHICK DAYS!



Call the Wroxeter Mill at 519-335-3555 to order.

Summer/Fall Incentive Days - Whole Milk or Milk Replacer?

On most dairies, every litre of milk counts, especially right now! Remember to talk to your Jones Dairy Sales Consultant on how to maximize your incentive opportunity using Jones WholeStart Milk Replacer. They can put together a personal program that works for you!



Order Date	Pick-Up Date
July 7	Aug 12

TMR AUDITING –

A Critical Component of a Successful Feeding Program!

Last month, Jefe and Diamond V hosted a TMR Auditing and Training Program for the Jones Ruminant Sales, Nutrition and Health and Safety Teams. The purpose of this training was to identify how to *safely* monitor and evaluate on-farm feed mixing and to develop protocols to assist Customers on how to best produce the ration that has been recommended for their operation. The training was hosted by Adam Johnson and Ben Stewart of Forwich, ON, and featured practical training on weighing, mixing and evaluating feed delivery. This knowledge will greatly assist Jones Sales and Nutrition personnel in understanding the effects of ration performance when mixing and delivery patterns are known. This information, coupled with accurate forage analysis, current dry matters and good communication will ensure Producers are maximizing the opportunities and investment from their feed. Jones Feed Mills wishes to thank Adam Johnson & Ben Stewart for hosting our team and Chris Gwyn of Jefe and Don Martell of Diamond V for this awesome training event.



Jones Sales and Nutrition Teams learn feed auditing procedures from Don Martell of Diamond V

JOLT Starter - Prestarter



Feeding Program

Improved JOLT Feeds!

Last month JFM released its new improved line of **JFM JOLT Prestarter and Starter Feeds**. The JOLT Program (JOLT 1-5) is a complete program which focuses on each stage of maturity of the digestive system for pigs ranging in weight from < 4kg – 25 kgs. Talk to John Droog or Mike Edwards of the Jones Swine Team to learn more what the Jones **JOLT** program can do for you!