



**Jones**  
FEED MILLS LTD.

**March 2023**

**Linwood | Heidelberg | Wroxeter**

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

## Thank-You Don Ruttan!

It is with respect and appreciation that we announce that Don Ruttan is retiring from his sales representative role with Jones Feed Mills. Don has been instrumental in furthering the business through his dedicated service and support to the many customers in the Wroxeter, St. Helen's, Tiverton, Chesley and Lucknow areas. Since Don joined Jones in the spring of 2019, customers were quick to realize Don's caring approach to servicing all those he would meet. Don's broad knowledge of livestock served his customer base well - bettering their understanding of nutrition and management. For all of this, we thank you Don! Looking ahead, Don and his wife, Mary-Lou, look forward to spending time with family and working with their team of miniature horses while settling into their new home in Lucknow.

Please join all of us at Jones Feed Mills in thanking Don for all of his time and to congratulate him on his retirement!



## Welcome Aizwarya (Ash) Thanabalan!

Jones Feed Mills is excited to announce that Aizwarya Thanabalan (Ash) has joined the JFM Poultry Team as a Technical Services Specialist. Ash recently completed her Ph.D. in poultry nutrition at the University of Guelph. Leading up to her finishing her education, Ash spent much of her time as an academic; working as a teaching assistant for Poultry Nutrition, Animal Disorders and Animal Physiology. Ash also worked as a consultant for an animal health company focusing on helping small to medium sized companies obtain CFIA, USDA and FDA approvals and research authorizations for feed additives, novel feed ingredients and drugs. When asked how her education fits with her role at JFM, Ash comments, "By providing on-going support in the form of routine services and my knowledge of poultry nutrition, I hope to add value to our customer's feeding programs - allowing them to know that we are doing our best to make sure they are successful before a problem occurs." Ash lives in Guelph with her partner, Brandon and their two dogs Iggy and Nancy. For hobbies, Ash stays very busy with her interests in cooking, running, travelling, reading and antique hunting. Ash is also a volunteer at 10C Kitchen and prepares meals for low-income families in Guelph. Please join all of us in welcoming Ash to Jones Feed Mills!



## Early Return of Migrating Birds Raises Concern

With the up and down weather throughout North America this winter, many of the continent's migrating birds have started their trip home. Newly arrived migrating birds have already been spotted in numerous areas in southwestern Ontario. The unusual arrival of these birds raises sharp concern for the industry, and serves as a reminder to tighten procedures to ward against the spread of Avian Influenza (AI). Poultry producers, large and small, are reminded to restrict any unnecessary access to their barns and to have a bio-security program in place. Jones Feeds Mills continues to exercise extreme caution against AI and has bio-security processes in place for all departments, including feed delivery. For more information on AI and JFM's bio-security processes, please call the JFM office at 1-800-265-8735 or email us at [info@jfm.ca](mailto:info@jfm.ca)



## FUTURES

February 28, 2023

**Live Cattle**

 (\$/CWT)

Apr \$ 225.47

Jun \$ 219.86

Aug \$ 218.29

Oct \$ 223.77

**Dressed Hogs**

 (\$/CKG)

Apr \$ 217.25

May \$ 240.65

June \$ 259.47

July \$ 265.53

Canadian Dollar: \$1.36

Source: farms.com

## On the Calendar:

**March 1 Ontario Goat AGM\***

- Listowel

**March 28-29 London Swine**

**Conference** - London

**Apr 5-6 Canadian Dairy**

**Expo\*** - Stratford

**June 21-22 Ontario Pork**

**Congress\*** - Stratford

**\*JFM Sponsored Event**

**Industrial Cleaner Wanted**

**JFM (Linwood)**

**Permanent Full-Time**

**For more information or to  
apply, please contact:**

Matt Hogan at [matt@jfm.ca](mailto:matt@jfm.ca)

or 519-698-2082

**Come Join the Jones Team!**

**Thank-you for keeping your  
lane plowed! 😊**

**Reminder: JFM can receive payments via email transfer. Please send payments to [receivables@jfm.ca](mailto:receivables@jfm.ca)**

## Jones Feed Mills 2023 Chick Day Schedule

Order Date	Wroxeter	H-Berg	Pick-Up Date	Birds Available
<b>Monday, March 6</b>	✓	✓	Tuesday, April 11	Chicks
Monday, April 3	✓	✓	Friday, May 12	Ready to Lay Hens
Thursday, April 6	✓	✓	Friday, May 12	Chicks, Turkeys, Waterfowl
Thursday, April 27	✓	✓	Friday, June 2	Chicks, Turkeys, Waterfowl
Thursday, May 11	✓	✓	Friday, June 16	Chicks, Turkeys, Waterfowl
Monday, May 15	✓	✓	Tuesday, July 4	Ready to Lay Hens
Monday, May 29	✓	✓	Tuesday, July 4	Chicks, Turkeys, Waterfowl
Monday, July 3	✓		Wednesday, Aug 9	Chicks, Turkeys, Waterfowl

**Wroxeter: 519-335-3555**

**Heidelberg 519-699-5200**

*Order early to avoid disappointment! Be sure to inquire about our expanded selection of waterers, feeders, brooding supplies etc!*

### LAST CALL! BCMPLUS WINTER INCENTIVE!



For every **20 bags of BCMPLUS**  
or **BCMPLUSMAX** cow mineral  
purchased between **Dec 1/22 –**  
**Mar 31/23** receive 1 entry to win  
**1 of 3 BHF Mineral Feeders!**

**BCMPLUS & BCMPLUSMAX for:**

- Reproductive Performance
- Pregnancy Maintenance and Fetal Development
- Essential Nutrients through Calving and Nursing Periods

*Get the BCMPLUS Advantage!*

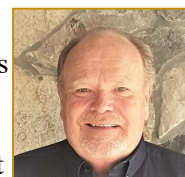
### Calculating the Real Return on Feed Costs

With the many changes in the dairy industry over the last 12 months, it is difficult at times to understand if your current feeding strategy is in-line with the income opportunities available to you. To clarify, and to understand your specific position, talk to a member of the Jones Dairy Team and request they perform a Return Over Feed Cost (ROFC) calculation for you. This value will identify your true return over your feed investment and show you how you compare with other herds in the area. Knowing this value will help you sort through the many options and variables relating to feed prices, additives, components, and your return.

High Feed Prices  
SNF Ratio  
% Butter Fat  
Protein %  
Palm Fat  
Kg Butter Fat  
Quota Fulfillment  
Price per Tonne

### Joe O'Rourke Returns to Support Wroxeter Customers

Jones Feed Mills is excited to announce that Joe O'Rourke is returning to JFM on a part-time basis to succeed Don Ruttan in the servicing of JFM customers in the Wroxeter/St. Helens/Lucknow/Chesley and Tiverton areas. We are excited about the knowledge and experience Joe brings to this role and are confident our customers will benefit from Joe's time with them. Joe's contact information will be mailed to all JFM customers in the areas he will be servicing. Welcome back Joe!



### Canadian Dairy Expo Day Passes are Back!

With the re-instatement of CDX (Canadian Dairy Expo), comes the visitor day pass program. Be sure to ask your **JFM Dairy Sales Consultant** for your entry pass to CDX! **\$25.00 Savings!!**



[www.jfm.ca](http://www.jfm.ca) | 1-800-265-8735

@Jones\_Feed Jones Feed Mill Ltd