



Jones
FEED MILLS LTD.

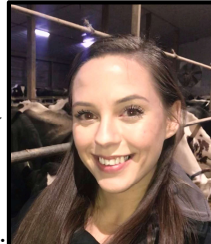
November 2019

Linwood | Heidelberg | Wroxeter | Mitchell

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

Experience and Passion makes for a Good Fit!

Though **Jessica Harrop** started with Jones Feed Mills eight months ago, it was only a matter of weeks before staff and customers knew Jessica would be a positive influence on those around her. Many of you know Jessica as the pleasant and helpful voice on the phone from the customer service department when calling the Linwood mill.



“Jess” as she is known at the office, grew up “surrounded by the dairy industry” where her “passion and drive for agriculture was able to thrive”. When asked what she enjoys most about her role at JFM, Jessica comments that she enjoys “gaining further knowledge in ag and nurturing (her) passion for the industry.” Jess also comments that in her role she enjoys furthering her skills and her quick thinking and problem-solving abilities. Jessica is known within JFM as a person who likes to have it right and with her “upbeat and professional mannerisms” feels she “can help to exceed customer trust and expectations from the front lines of the company and on.”

On a personal note, Jessica was married this summer, adding a tremendous new dimension to her life. She and her husband Ryan, along side of her in-laws, run a fourth-generation dairy farm in Centre Wellington. Jessica was an avid 4-H member throughout her youth and now, along with her husband, gives back, as both are now 4-H leaders. Jess summarizes by stating that she is “eager to learn and grow with Jones Feed Mills!”

The Value of a Feed Analysis

Article by Trish Dunn, JFM Market Support Specialist

All forages are not created equally. You work hard each spring to make sure your corn gets planted at just the right time, you watch and wait until exactly the right day to take each cut of haylage, and you harvest your corn silage when it is just right. Your neighbour, however, might have been later planting their silage corn, cut their haylage just before a rain and cut their corn silage when it was too green. Now you both have haylage and corn silage in your silos, but can they be considered the same?

If your forages are not sent out for an analysis a book value needs to be used in order to balance your rations. The book value represents average forage quality over a wide geography. What’s wrong with using an average? Your haylage that was cut at just the right time has good digestible fibres and may have very high protein. Similarly, your corn silage that was cut at the right time, could have high starch content. Your neighbour’s haylage that was rained on is high in undigestible fibre and low in protein. Their green corn silage is also very low in starch. Using a book value will underestimate the amount of protein and starch that you are feeding and will overestimate what your neighbour is feeding. Why does this matter?

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FUTURES

Oct 31, 2019

Live Cattle



(\$/CWT)

Dec	\$155.70
Feb	\$162.02
Apr	\$163.86
Jun	\$153.86

Dressed Hogs



(\$/CKG)

Dec	\$205.00
Feb	\$180.71
Apr	\$196.25
May	\$210.68

Canadian Dollar Oct/31: \$1.32

Source: farms.com

On the Calendar!

Nov 1-10- Royal Ag Winter Fair- Exhibition Place, Toronto

Nov 17-18- Ontario Young Farmers Forum- Hamilton

Nov 18- Soil Sampling & Fertility Workshop- St Jacobs Lions Hall, St Jacobs

Nov 22- Poultry Specialty Breeds Farmer- Member Workshop- Hilton Meadowvale, Mississauga

Nov 23- Cover Crop Grazing Field Day- Lambton Shores

Dec 5 Forage Focus – Stratford

**JFM Sponsored or Exhibiting Event*

November Milk Replacer Promotion!

PMT, the manufacturer of the **Jones Whole Start** milk replacer line as well as PMT's own **Wet Nurse** product line, is celebrating **40 years of business!** To recognize the long-time support of their customers, PMT and JFM are teaming up to offer you a month of savings on milk replacer.

Save \$3.00/bag on Milk Replacer!

Save \$3.00/bag on all JFM Whole Start and PMT Milk Replacers now through November 30, 2019.

BONUS: Receive a **JFM Calf Coat** OR a **Colostrum Refractometer** when you buy 25 bags. Receive a **JFM Whole Start Vest** or **JFM Calf Coat** when you buy 50 bags of any JFM or PMT milk replacer (accumulative purchases).

Talk to your JFM Dairy Sales Consultant or Lisa Zieleman @ 519-807-3870 or call the office for more information! 1-800-265-8735



NOVEMBER IS RAFFLE MONTH!

4 BASKETS TO BE WON!

Pet - Bird - Equine - Pet/Bird (Large)

(1 \$100 Basket & 3 \$50 Baskets)

\$50-\$69 purchase = 1 ballot

\$70-\$149 purchase = 2 ballots

\$150+ purchase = 3 ballots
or 1 ballot for large basket

In-store purchases only. Enter as often as you wish.
November 1 - 30, 2019



2755 Lobsinger Line, Heidelberg
519-699-5200 • www.jfm.ca



Pet Food - Naturally Raised Meats - Bird Seed - Equine Feed and Supplies

Feed Analysis – continued from Page 1

If you are feeding better quality forages than what the book value estimates, then you are likely overfeeding protein and grain – both are expensive parts of a ration. Overfeeding protein and starch can also have negative effects on the animal and reduce performance. If you are feeding forages with lower values than the book value, you are likely underfeeding protein and grain. This means the ration does not meet the animal's requirements and they will not be able to meet your performance goals.

Testing your forages and grains ensures that the JFM nutrition department has the right information to balance your rations according to the specific feeds on your farm. This will help ensure that animals will meet the performance goals that the ration is designed to meet. To learn more and to have your on-farm feeds tested, talk to your JFM Sales Rep.

SILO GAS Jones Feed Mills reminds all makers of corn silage that gases are present in and around silos and feed rooms for several weeks after filling.



Good Reads from Jones Feed Mills!

CALF BAWL: The October/November edition of the **JFM Calf BAWL**, written by Lisa Zieleman, is now available.

JFM BEEF and DAIRY Newsletters: Your Jones Beef and Dairy Teams have recently teamed up to produce new quarterly newsletters, each specific to their own industry.

For copies of any of these newsletters, all of which are packed with management tips and industry specific news, talk to your JFM Sales Consultant or call the office.



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



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Jones Feed Mill Ltd