



**Jones**  
FEED MILLS LTD.

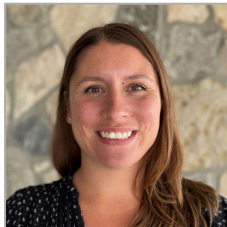
**November 2021**

**Linwood | Heidelberg | Wroxeter**

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

### Follings Joins JFM Dairy Team

JFM is excited to announce that Nicole Follings of Roseville, Ontario has joined the JFM Dairy Team. Nicole's appointment comes, in part due to Lisa Ried's recent maternity leave. In her role, Nicole will be assisting with the execution of the many dairy-related services the JFM Dairy Team offers its customer base including calf support services.



Recently Nicole worked as a Livestock Feeding Consultant for Furst-McNess Company of Canada. In her role, Nicole worked with both dairy and beef farmers providing purchasing recommendations for commodities and biproducts based on markets, product availability, and customer needs. Prior to that, Nicole worked as a Dairy Sales Representative for Alltech Canada Inc., where she provided product support, troubleshooting, and ingredient recommendations to dairy farmers within Ontario.

When asked about her role and how she can help JFM customers, Nicole comments, "In this role, I will be providing field support with a focus on calf services. I will also be working as a Dairy Sales Consultant, where I will use programs, products and support from Jones Feed Mill to help farmers succeed. I work hard for my customers and am always trying to learn new things and how it can be applied on farm."

Nicole is a University of Guelph graduate, earning a Bachelor of Science (Agriculture) in Animal Science in 2010. Nicole lives near Ayr with her husband, Tim and their two children, Mackenzie and Jackson. In her spare time, Nicole enjoys playing hockey, doing yoga, and horseback riding.

Nicole's broad experience in agriculture, and particularly the dairy industry, makes her a tremendous candidate for her role at Jones. All of us at JFM welcome Nicole to the team!

### Baby News!



Lisa and Spencer Reid are excited to announce the arrival of Ronella Reid on Saturday October 16<sup>th</sup>. All are well and adjusting to their new life. Congratulations Lisa and Spencer!

### FUTURES

October 29, 2021

**Live Cattle**  
(\$/CWT)



Dec	\$ 160.07
Feb	\$ 166.74
Apr	\$ 170.35
Jun	\$ 164.02



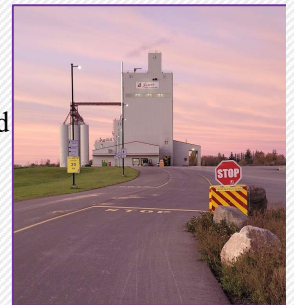
**Dressed Hogs**  
(\$/CKG)

Dec	\$ 171.75
Feb	\$ 176.37
Apr	\$ 184.64
May	\$ 196.61

Canadian Dollar: \$1.23  
Source: farms.com

### Welcome to JFM Linwood!

Since the opening of the George Robert Jones production plant, which was also just weeks before the start of the pandemic, our Linwood facility had not seen many visitors. However, through this time, truck traffic at the mill has grown immensely. Now that we are starting to see more people in Linwood, the JFM Maintenance Team has laid out a traffic-flow process for both trucks and visitors to ensure the safety of all. You will now notice signage and lines on the newly paved parking lot to help guide you to your destination. Thanks for your respect of this new safety process!



### Jones Feed Mills Covid-19 Protocols and Updates – November 2021

With the recent easing of restrictions within the province of Ontario, JFM's covid policies are:

- JFM mills and offices remain closed to the public. The Heidelberg and Wroxeter stores are open to the public. Please see the front door of each facility for in-store directions and updates. Curb side pick-up and service remains in place for those who prefer.
- When visiting the Linwood office, you may enter the vestibule and speak with JFM personnel using the phone on the desk. Please note, only one person or family unit is allowed in the vestibule at a time.
- Masks must be always worn when inside any JFM facilities or stores.
- Customers are requested to practice physical distancing when interacting with JFM sales or delivery personnel when at your farm.
- On-farm sales and service calls continue while utilizing Covid-19 preventative measures including mask wearing. JFM personnel will use physical distancing practices and will avoid confined spaces when on-farm.



# Time to Sample Your Corn Silage

*Written by Michaela Stoneman, JFM Ruminant Nutritionist*

Fall is upon us and that means corn silage has filled the silos. At the same time pastures and last year's forage inventories are getting sparse. This means that if we haven't already, we will begin feeding beef and dairy cattle forages that were harvested throughout the summer and fall. Corn silage can vary greatly in starch percentage, fiber (ADF) and energy availability. Moisture at harvest, grain content, processing, and ensiling can all drastically change the nutrient profile of corn silage. Dry hay, haylage and baleage can vary greatly in crude protein percentage, fibre (ADF) level and fibre (NDF) degradability based on several factors.



Maturity at harvest, grass to legume ratio, processing, moisture content and method of ensiling are a few factors that can drastically change the nutrient profile of both dry and high moisture conserved forages. With all the potential for variation, no two-corn silage or forage crops are ever exactly alike. This means that feeding adjustments may need to be made to ensure cattle are receiving adequate nutrients for desired growth, development, and or/production level.

The first step in deciding how to feed corn silage and other forages is to know what you are working with. It is important to have corn silage and other forage samples analyzed to have a precise measure of nutrient values. As an example, book values for corn silage range between 20-50% starch. Under-estimating the starch % of your corn silage may leave you spending money on energy supplements that you do not require, potentially shifting growth curves to favor fat development over bone and muscle growth or even causing rumen acidosis problems. Conversely, over-estimating starch % may leave you with depressed average daily gains, performance, milk production, and overall health. As another example, book values for haylage range between 12-25% crude protein. Under-estimating the crude protein % of your hay or haylage may leave you spending money on protein supplements that you do not require. Conversely, over-estimating crude protein % may leave you with depressed average daily gains or milk protein production due to lack of feed protein required for maintenance, growth, and milk production. All situations mentioned above negatively affect the bottom line and can be avoided. Forage sampling is inexpensive, easy and can be done on-farm by your local feed representative. Reach out to your sales representative, or nutrition team to line up sampling before feeding corn silage and other forages.

## Its STRESSFIGHTER Time!

With the rush of fall cattle arriving into Ontario feedlots now in full swing, don't forget to meet with your JFM Beef Sales Consultant to set up your receiving and transition protocols and programs. The JFM Beef Team is highly skilled at designing a receiving program for you that will reduce stress and help get your cattle the start they need!

**JONES**  
**STRESSFIGHTER**  
*Start them Right, Finish them Better!*

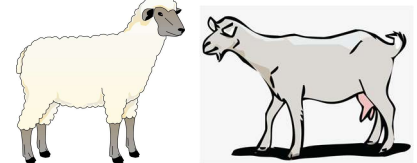
- ✓ Feeds that are optimized for starting cattle with improved nutrition technologies
- ✓ Feeds that use heightened vitamin and mineral levels for stressed calves
- ✓ Feeds available as premix, supplements or complete feeds
- ✓ Experienced staff and nutrition teams that can consult on feed & transition

1-800-265-8735 519-698-2082 [www.jfm.ca](http://www.jfm.ca)

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## What do Sheep and Goats have in Common?

*(Besides each having a rumen and both being part of the fastest growing livestock industries in Ontario?)*



**BOTH** have new feeding guidelines at Jones Feed Mills! Each of these new guides outline feeding protocols for your sheep/goats, for both meat or milk production from birth to milk/market. *Ask for your copy today!*



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