



June Newsletter

Farm Services Ltd.

It's time to de-worm your cattle.

We have Safe-Guard premix, and crumbles in stock.

We will measure out Safe-Guard premix for you.

Safe-Guard saves you money!!



Maximizing Quota Utilization By Managing SNF Ration

Many dairy producers strived to increase butterfat percent during the past 2 years in order to fill additional quota given out by DFO. If you have increased production through expansion and increased butterfat production and are now filling quota and possibly filling overproduction credits it is time to evaluate and in many cases raise your SNF ratio. The SNF ratio is a simple equation: Protein plus Other Solids divided by Butterfat (Pro + OS / BF).

Raising the SNF ratio will make better use of your quota which will enable you to ship more litres within your current quota holdings and be paid for more protein and other solids. This is all because quota is allocated in kilograms of butterfat. While butterfat is worth more than protein, high butterfat percent means you use more quota per litre shipped which limits the amount of litres available to be shipped and therefore also the amount of protein and other solids able to be sold. DFO does not pay for SNF (protein and other solids) above 2.35. Depending on your exact component levels maximum income is achieved somewhere between 2.35 and 2.40 SNF ratio therefore you do not want to raise your ratio above 2.39 in most cases. Also very important... we still need to maintain cow and rumen health in lowering butterfat %. Raising protein% obviously helps raise SNF ratio and income. In many rations we have fed palm fat to raise butterfat % so lowering or removing this will lower BF%, raise the SNF ratio and not compromise cow health plus obviously lower feed cost. To demonstrate income potential from raising the SNF ratio, a herd filling 100 kg quota that raises the SNF ratio from 2.06 to 2.23 raises annual income by \$18,452 and raising SNF ratio from 2.06 to 2.39 raises income by \$35,049 all from maximizing quota utilization. Feel free to ask Dan, Jarrett or myself for more information.

Don Haycock – Technical Specialist, Dairy – Wallenstein Feed & Supply Ltd

Peninsula Creep Feed

Contact us today for your creep feed bookings!!

- 16% protein
- Medicated with rumensin or deccox
- Easier weaning onto grower ration

Book by June 25, 2018 for discounts



Product Pricing Update

Over the past several months there has been increases in feed costs above usual fluctuations in commodity pricing and formula updates. Several protein products are on a steady increase as shown in the below chart:

	October 2017	December 2017	April 2018	May 2018
SBM	445	480	520	574
Canola meal	315	470	418	470
DDGS	159	185	265	276

China, Vietnam and Mexico are still buying large quantities of protein products making it hard to tell how long increases will last.

On the brighter side, we are expecting a decrease in the price of macro nutrients and vitamins starting in July. This will be major for many producers. As always, we try to get the best priced and quality products for our customers.

We have twine available!!

- 9000 sissal
- 4000 plastic
- 9000 plastic
- 12000 plastic
- 28000 plastic
- 40000 plastic
- Net Wrap
- Silage Wrap



Quantity Discount available:

Take 10 bales or more deduct \$0.25 per bale

Take 25 bales or more deduct \$0.50 per bale

Take 50 bales or more deduct \$0.75 per bale

We have air conditioners and fans in stock!!

Tyler's Show Tip

Try to weigh with either a scale or tape every two weeks to track ADG.

We Now Carry

We Stock:

Jim Bowie, 658 sq. in. surface area, sized for the backyard grill master!!

Daniel Boone, 458 sq. in. surface area, sized for 2-6 people

Davey Crockett, 219 sq. in surface area, perfect for traveling

Grills equipped with WiFi smart control!

- Control and monitor grill and food temps
- Programmable cooking instructions
- The Free app will revolutionize the way you grill with complete control at your finger– tips!

Currently offering 2 free 28lb bags of wood pellets with the purchase of any Green Mountain Grill

Just a reminder!

The store will be closed Sunday July 1, 2018. No feed will be delivered on Monday July 2, 2018 due to the Canada Day holiday.

