



November Newsletter

FARM SERVICES^{LTD.}

NE-12 SMARTLIC BARREL

- Get newly arrived cattle off to a great start before they get onto other feeds, they will dive into this!
- Stimulate rumen microbes
- Increase overall feed intake by 20%
- Increase overall digestibility by 10%

Buy 4 get \$5 off/tub

Buy 8 get \$8 off/tub

* All in stock 250 lb tubs

Cost per Tonne Vs. Cost Per Litre

With recent trade negotiations finally coming to a tense conclusion, the topic everyone seems to be discussing is economics - local, provincial, and national. There will no doubt be consequences from the new USMCA deal for agriculture in Ontario, but what this all means at the farm level remains to be seen. As we wait for the new agreements to filter through and take effect, what can you do on your operation to investigate your bottom line and prepare for the future?

Feed is by far the biggest cost on farms, so it stands to reason that it is a good place to start your investigation. When you are looking at your purchased feed costs, the most obvious information that affects your decision to buy would seem to be dollars per tonne. With respect to your farm's bottom line, feed costs and yield are closely related because feed intakes drive production.

In actual fact, this dollars per tonne figure is often misleading. In order to make actual sense of the price per tonne of your purchased feed, you must take in to account your animals' feed efficiencies. That is a comparison of the amount of feed you are feeding and what your respective production is (pounds of gain or litres of milk). Feed efficiency is assumed to be a somewhat indirect indicator of profitability; so logically, if you can improve feed efficiency of the animals on your farm, you can improve your profit.

Once you know your animals' feed efficiencies, you can work with your nutritionist to calculate your feed cost per unit of production (whether it is pounds of gain or kilograms of milk). Doing so provides you a benchmark with which to evaluate your feed. This process is much like the ration formulation process. When nutritionists consider feed ingredients, they look at them on a dry matter basis. This basis removes the non-nutritional extra of water and puts all feed ingredients on a level playing field. Figuring out your cost of production removes the variability of feed cost per tonne and allows you to compare your options apples to apples, which is an important tool to have when considering how you can best prepare for the future.

Buy 40 bags or 2 T bulk of in stock calf starter and get a free calf coat! The month of November only!

Wood Pellets

Talk to Robin at **519-363-3308**

about your wood pellet needs for the upcoming winter season, load up early before the snow flies!



Windsor Safe-T-Salt!

Call now for skid pricing!

- 10kg bag
- 20kg bag



Power Up Receiving Ration and Premix

Our receiving feeds are specially formulated to get your cattle gaining weight and making you money fast.

Power Up Ration has high protein and bypass protein to assist with weaning and transportation stress. It has digestible fibre sources to stimulate rumen redevelopment and reduces digestive upset.

Also available Power Up Premix specially formulated to be used with your own on farm grains.

Talk to your B&L Farm Services Feed Sales Rep for more information.

Sale available on PrimeTime Beef Cow Calving and Brood Cow Minerals and Pasture Minerals

Available with or without Rumensin, Celmax or Bovotec

From November 1 to December 14 only!!

Talk to your B&L Feed Salesman today!

Buy 20 bags save \$1.00 per bag and get a FREE Ham (4-5 lb)

Buy 40 bags save \$2.00 per bag and get a FREE Turkey (10-12 lb)

WE CARRY TOUGH DUCK INSULATED

WORK WEAR!!

Call and talk to Tracy for availability

519-363-3308

**\$200 off all in stock Napoleon
Prestige Grills for the month of
November only!**