



Chesley, On
519-363-3308
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December Newsletter

FARM SERVICES^{LTD.}

Christmas Hours

Store and office closed and no feed being delivered

December 25, 26, 2018 and January 1, 2019

Please be sure to have all bulk and bag feed orders in early around Christmas and New Years as our trucks will fill up fast.

Thank you B&L Farm Services

We Sell Real Christmas Trees!

- Scotch Pine \$40
- White Spruce \$42
- Eastern Balsam \$50



Don't Forget!

You can pay your account through online banking with RBC, TD, BMO, Credit Union, CIBC, National Bank, Scotia Bank, Meridian Credit Union, Tangerine and Telpay

Toxins

The industry is abuzz this year regarding the 2018 corn harvest; farmers have more corn than ever, and most can't seem to find a home for it. Results are steadily coming in – toxins are present, and they are significant. Every corn product appears to be affected: silage; grain; and byproducts are all showing signs of significant mycotoxin contamination. It is important for producers to remember that feeds that look clean can still contain high loads of toxins, as they can form in the field, throughout harvest, and even during storage, processing, and feed-out.

Ruminants are, luckily, more resistant to toxins than monogastric species because of the rumen's ability to break down and transform these compounds into relatively less harmful products. However, their exposure to toxins can be greater, as they consume more types of ingredients than the other species – forages, byproducts, and grains all make up typical ruminant diets, especially finishing cattle. This year presents further challenges because toxin levels are unlike what anyone can remember seeing in recent history. What was once easily managed on farm by "dirty" ingredient dilution is no longer so easily managed, and the longer you feed contaminated feed, the more the toxins can build up in the body and cause harm.

Producers can keep their eyes peeled for certain signs of mycotoxins in their herd: cattle going off feed; subsequent drops in milk yield or decreases in average daily gains or feed efficiency; increased disease prevalence; or poor conception or pregnancy rates. Toxic effects are most often seen in stressed animals: high production dairy cows; receiving cattle; weaners and youngstock; and animals exposed to environmental extremes such as hot or cold temperatures. This year, finishing cattle are also affected.

Talk to your B&L Farm Services feed representative about determining maximum safe levels of toxins in your herd's ration. The addition of a mycotoxin binder to purchased feeds, or to TMRs mixed on farm, can go a long way to decreasing the negative effects of toxins. There are several other steps producers can take: managing silage to ensure proper covering of bunks, rapid feed-out, and the disposal of spoiled or visibly moldy feed; dilution of contaminated feeds into the TMR and increased nutrient density in rations; and monitor stored grains for heating and moisture and aerate where needed. This year especially, it is important for producers to work with their sales reps and nutritionists to have their feed tested for mycotoxins and to develop a management plan.

Mineral Sale!

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

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)



- Available with or without Rumensin, Celmax or Bovotec
- From November 1 to December 14th only!!

Talk to your B&L Farm Services feed Salesman today!

SmartLic Sale

Buy 4 in stock 250 lb tubs get \$5 off/tub!

Buy 8 in stock 250 lb tubs get \$8 off/tub!

While supplies last until December 14th only



Min Lic is high in energy. Use as alternative to loose mineral or use pre-calving for additional benefit.

NE 12 is a good start for weaning calves or helping add condition to cows.

Flax Lic includes Omega3 Fatty Acids, which helps bring cows back into heat sooner & helps with semen mobility in breeding bulls.

We sell Safe-T-Salt

10 kg and 20 kg

Wood Pellets

We stock wood pellets for wood pellet stoves!

Talk to Robin today 519-363-3308

Christmas is here!

- Trees
- Indoor and outdoor lights
- Christmas tree decorations
- Outdoor decorations
- Gifts

We Sell:

- Snow shovels
- Ice scrapers
- Fire starter
- Indoor heaters
- Bird seed
- Roof rakes

Come see us at Grey Bruce Farmers Week—January 3 Dairy day, January 4 Goat day, January 7 Beef day