



FARM SERVICES LTD.
Chesley, On. 519-363-3308/1-800-269-2561



December Newsletter

The Johnson Family and staff at B&L Farm Services Ltd & Chesley Rona would like to extend our warmest wishes for a Merry Christmas and a Happy New Year.

Please be advised of the following delivery schedules for bag deliveries:

Mon. Dec 23 & Tues. Dec 24	Mon. Dec 23, please order by Dec 18
Wed. Dec 25	Tues. Dec 24, please order by Dec 18
Thurs. Dec 26 & Fri. Dec 27	Fri. Dec 27, please order by Dec 23
Mon. Dec 30 & Tues. Dec 31	Mon Dec 30, please order by Dec 27
Wed. Jan 1	Tues. Dec 31, please order by Dec 27

We have Fresh Cut Christmas Trees
Scotch Pine \$45,
White Spruce \$45
Eastern Balsam \$55
Get it early for best selection!

We have all your winter and Christmas needs covered:

Trees, indoor and outdoor lights, ornaments and outside décor.

We have great ideas for gift giving and don't forget free wrapping service!

We also have snow shovels, ice scrapers, roof rakes and a variety of ice melting salt.

We carry bird seed and woodstove products such as replacement pipe, fire starter, cleaner and more.

Please place all bulk orders early as our trucks will fill up fast.
For orders the week of Dec 23, please call us by Dec 19th.

Our store and office will be closed Dec 25, 26 and 31st.

MINERAL SPECIAL

From November 10 to December 15

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

Prime Time Brood Cow Premix -elevated trace minerals assist in maximizing cow health -targeted to feed after breeding up to 60 days before calving

Prime Time Beef Cow Calving Premix -elevated trace minerals in chelated form help both cow and calf health and promote maximum calf growth -vast improvement in 1st cycle breeding

- targeted to feed 2 months prior to calving and up to 2 months post-calving

Available plain or with Rumensin, Celmax or Bovotec

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)

Just a note to be kind to our trucks and drivers by trimming branches and putting driveway markers out where needed. With inclement weather coming, we appreciate your help keeping lanes cleared when expecting feed deliveries. All these things will help our drivers and your delivery go smoothly.



Heifer Replacements Observations

Harvest season is nearing an end and we as farmers will potentially have more time to attend to chores and barn management. It's a good time of year to again review cattle and feed inventories and also evaluate the year with its challenges and success.

One aspect of your operation is your female herd replacements. Let's look at several aspects calf and heifer management or isn't it important? I submit it is possibly one of the most critical decisions you will make as you evaluate your herds profitability. These small animals carry the profile of our future milking herd! The question we all need to ask is: How can I maximize these young heifers future genetic and management potential.

Birth

This is the time I enjoy least but arguably the most critical. It requires labour intensive "hands on" management.

- **Colostrum**, administer high quality colostrum to new calf ASAP (Ideally within first 4 hrs of birth)
- **Sanitation**, proper sanitation of all milk handling equipment, bottles, nipples and "don't forget the milk can used for colostrum collection"! These steps are critical to optimize calf health

Bedding, now like never before does bedding come under limited use due to availability and cost but never compromise young animal bedding needs. In group setting consider stocking density. Over stocking kills bedding!!

Breeding

This time also needs critical management to ensure maximum profitability.

- **Age and size**, the when question often comes up arousing differing responses. I don't hold the crystal ball with the perfect answer but a parameter I aim for is to have my heifers confirmed pregnant by 13.5 months. If heifers are not ready for insemination at 13 months I would suggest evaluating heifer program to discover suboptimal performance or management bottle necks. Remember every extra month of feed pre-calving, is sunk cost

Timing, this is an aspect that easily overlooked but can have a major impact on heifers' potential. Ideally, maintain a steady flow of pregnancy's (even if it means breeding some heifers earlier to spread out a group of similar age heifers) to avoid pre-fresh pen stocking density bulges which dramatically impact fresh cow health.

Replacement heifers can and are hugely important. Properly managing heifer inventories, balanced nutrition and genetics have the potential to positively move the dial on your bottom line, beyond your expectations.

Kyle Horst

Dairy Specialist for B&L Farm Services Ltd

If you spend \$100.00 before taxes (in store purchases only) you will be entered into a draw for a chance to win an Electric Fireplace Entertainment Stand (value \$799.99). Draw to be held Mon. Dec 23rd. See in store for details.



**Grey Bruce Farmer's Week Conference and Trade Show is
January 3rd—9th, 2020 at the Elmwood Community Centre
We will be at Goat Day Jan 3, Sheep Day Jan 4,
Dairy Day Jan 6, and Beef Day Jan 7...come join us!**