



December 2020 NEWSLETTER



MINERAL SPECIAL ON FOR LIMITED TIME

Prime Time Brood Cow mineral

Prime Time Beef Cow Calving mineral

Pasture minerals

Available plain or with Rumensin, Celmax or Bovotec

ORDER BY DECEMBER 15

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)

FREE DRAW

Win 1 mt of Creep Ration

Get a ballot for every 20 bags purchased

(Draw to be held Dec 18th)

Almost all feed ingredients prices are impacted by US corn and soybean markets and these have been moving higher and higher as we get to the end of harvest. The biggest driver of this seems to be the large volume purchases from China. On top of this export demand is the commodity traders worry about significant global inflation, and the expectation of lower US crop production this year.

For soybeans, China is expected to continue buying large amounts for the foreseeable future. South America is sold out until new crop come on during harvest (winter/spring 2021) and Brazil has actually purchased soybeans from the US. There are some legitimate worries that the developing La Nina weather pattern could lower South American production this season, which would further drop world stocks. The November 10th USDA cut US soybean yields by 1.2 bushels per acre to an average production estimate of 50.7 bushels per acre and ending stocks to 190 million bushels, down from 523 million bushels in 2019/2020, which was already down from 909 million bushels in the 2018/2019 crop year.

The corn price rally started a bit later than soybeans, but speculation is now for it to keep going higher. Lower yield from the USDA report certainly added to this, as production estimates were lower than expected. Iowa, in particular, lost almost a million acres of corn in an August wind storm (For perspective, we grow about 2 million acres of corn in Ontario). On top of this, demand is very strong and US corn exports are currently running at record levels, which is somewhat driven by demand for pork in China, where African Swine Fever has retreated into the rear-view mirror, and they are rebuilding their national swine herd.

Added to these major market pressures, there are come Covid related factors, such as reduced international shipping capacity and labour restrictions that are adding to the cost of getting ingredients to us. 2020 will definitely be a year to remember..

Bob Johnson



Friday Dec 25th is coming fast...please have your feed orders in a few days early so our drivers can be done in good time on Christmas Eve.

Please note that we will be closed from Fri. Dec 25 until Tues. Dec 29 and Jan 1 for feed orders and delivery.

The Johnson Family and staff at B&L Farm Services Ltd wish you and your family a very Merry Christmas . Thank you for your business this past year and we look forward to serving you in 2021.

BAG DELIVERY SCHEDULE

For our new and existing customers, please note the following are your scheduled delivery day. Please try and order at least 2 days before if possible to ensure on time delivery.

Monday– Chesley, Hanover, Paisley, Desboro

Tuesday– Walkerton, Cargill, Chepstow, Mildmay, Kincardine, Wingham, Teeswater and Listowel area

Wednesday– Durham, Mount Forest, Dundalk , Arthur, Elora, St Jacobs, Waterloo area

Thursday– Dobbinton, Tara, Port Elgin, Owen Sound, Wiarton, Lion's Head area

Thank you for your co-operation !



DEWALT
3 PACK
 Work Sock
\$6.75
 Reg. \$8.99
 31515000

Attention Beef Farmers:

A Great Economical Energy Source

Filter Aid

Description: Filter Aid is processed in the milling manufacturer of corn syrup. Ingredient filter the fructose and glucose syrup through diatomaceous earth to filter out protein, fine fiber and oil from the syrup. Approximately 2/3 of the Filter Aid is impurities: 1/3 Filter Aid, 1/3 oil, and 1/3 fine fiber and protein.

Filter Aid keeps dust under control.

Storage and Handling:

Filter Aid is available in bulk only. For farm use the product can be put on cement slab, or placed in a commodity bin. Even though Filter Aid is a high fat product and 25-30% moisture, storage time for this product is more than adequate. It requires a TMR mixer to mix properly.

Use and Application:

Filter Aid is a very economical high-energy feed source. The high fat level gives the required level for high producing ruminants. A typical feeding rate for Filter Aid would be 2-3 lbs/hd for growing cattle between 500-800 lbs or 3-5 lbs/hd for finishing cattle. As with other feed stuffs, Filter Aid must be properly supplemented with the necessary vitamins, minerals and amino acids.

Save \$0.02/lb of gain! Talk to Jarrett 519-379-6404 about booking.

Typical Analysis	D. M	As Fed			D.M	As Fed	
Dry Matter	%	100	70-75	TDN (Ruminant)	%	89	67
Crude Protein	%	12.5	9.4	Ash	%	1.8	1.6
Fat	%	20	15	NEI	Mcal/kg	1.85	1.39
Crude Fiber	%	0.07	0.5	NEm	Mcal/kg	1.90	1.43
A.D. Fiber	%	8	6.0	NEg	Mcal/kg	1.53	0.77
N.D. Fiber	%	24	18				
Calcium	%	0.18	0.12				
Phosphorus	%	0.14	0.09				

B&L Farm Services Ltd., has brought on another twine, Netwrap and Bale wrap supplier- Tama Canada and will be stocking their Committed Ag line of ShurTwine products. Here is some info on who Tama Canada are:

Tama Canada Ltd. is a subsidiary of Tama Group, a kibbutz-owned company based in Israel and specializing in agribusiness package solutions. Tama Canada Ltd. is dedicated to being the leading supplier of agricultural bale wrap products in Canada. We also distribute other crop baling products such as baler twine, sisal twine, silage wrap, stretch film, bunker covers, grain bags and more.

One of the reason's B&L decided to bring on Tama Canada and their Committed Ag line of ShurTwine products was for their support team, if you ever have an issue they are just a phone call away and will drive to your farm to help solve any issues that you have and their products are some of the best in the world and are very competitively priced. If you are interested in any of the Shur-Twine products please call the store and ask for Matt or email him - (matt@blfarm.com) and he'll be able to answer any questions you have about products and pricing.

This past fall we were able to get some product out and on farm and the response and feedback we got was very positive and our customers are looking forward to using the ShurTwine line of products next season.

