

## December 2018

It has for some time been a tradition with this issue of the newsletter, to rehash some of the significant happenings of the year we're just completing. Certainly, we at MFS have had a year where we caught our breath a bit after the great 40<sup>th</sup> Anniversary Celebrations of 2017.

We have not sat on our duffs though and waited for things to come our way. We have worked hard on your behalf to supply your livestock and poultry nutritional requirements as expertly and economically as we can. In the process of doing this, we 'just happened' to score 100% (1000 points out of 1000 allotted) on our annual HACCP audit. This is a first for us (although we have scored 99%+ several times) and an extremely rare occurrence across the province. We are thankful for our HACCP team led by Jan Morris and the professional co-operation of our entire staff in pulling this off.

The weather man gave us lots of heat this year, but interspersed some drought in the first part of the summer, then excess rain late in the summer and throughout the fall. The result is great yields of mostly high test-weight corn which in many areas has significant toxin problems. We are spending a lot of effort and dollars to test all incoming corn so that your feed will not cause health or production problems with your animals. Soybean yields were also good, but what a challenge to get them off!

We were thankful in that the NAFTA negotiations were resolved and a new deal has been struck (pending final U.S. approval) albeit not a perfect situation for our supply managed sectors. In the "be thankful for small mercies" category, we can be relieved that supply management survived and that the US did not gain free access to Canada as a market for their milk and poultry products.

### **Jeff Buchanan**

### **Commodities**

November has come and gone and it certainly was not favorable to those needing to complete their harvest. We had very few days that were sunny and dry. The VOM issue in corn certainly became prominent in the media, however it just basically reinforced what we already knew. It is going to be an issue for the entire year. Values changed a little over the course of the month, but nothing dramatic. Corn was up \$3/mt, Soymeal was down \$6/mt and Wheat was up \$9/mt. More significant, was the increase in the value of byproducts such as Shorts and Bakery meal as producers look to use more of these ingredients as an offset to the higher VOM in Corn.

Looking forward, we know we will be dealing with VOM in Corn. What we don't know is what will transpire with respect to US / China trade relations. One day, there's promise that things will be settled. The next day, this promise disappears.

### **THE DAIRY TEAM**

It is hard to believe that another year will soon be coming to an end. As we visit dairy producers, the main topic of conversation continues to be mycotoxins, and for good reason this year. We have seen corn silage samples as high as 15ppm, and hi-moisture and dry corn samples in the 10 to 12 range. We have seen some corn by-products like corn distillers and corn steeped liquor running as high as 20 to 30 ppm. Our first line of defense would be to try to limit the source of toxin in the diet whether it is the corn silage, dry corn, or corn by products. This may only be possible if we have other forage or grain sources available on farm.

Some signs of toxin problems on farm may be:

1)Reduced appetite, 2)Reduced milk production, 3)Loose Manure, 4)High somatic cell count, 5)Poor heats, 6)Abortions

We can have your forages and grains analyzed. When we get these samples back, we can discuss our best action to take. Molesworth Farm Supply has different toxin binders available for use in your diets.

We will be having our car tour in late January or early February - more information will be available soon.

## COMING EVENTS

**Wednesday, January 9<sup>th</sup>, 2019 - Farmers Curling Bonspiel in Listowel\*\***

**(\*\*sponsored by Molesworth Farm Supply)**

Contact Doug Green for more information - 519-292-6916

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As 2018 winds down, it is always good to pause for a few minutes to take stock of how fortunate we are to be Canadian and to be involved in the best industry there is – agriculture. Andrew and I and our families are grateful to be able to work with an honest, loyal and supportive clientele as well as a staff of wonderful, talented and dedicated employees. All of us at Molesworth Farm Supply wish you and your family members a wondrous Christmas and a very healthy and rewarding 2019. Our entire Molesworth Family is grateful for all of the nice business relationships we have. Thank you!

## Our HOURS OF OPERATION - CHRISTMAS

**CLOSE:** Monday, December 24<sup>th</sup> at 12:00 noon

**RE-OPEN:** Thursday, December 27<sup>th</sup> at 7:00 am

## NEW YEAR

**CLOSE:** Monday, December 31<sup>st</sup> at noon

**RE-OPEN:** Wednesday, January 2, 2019 at 7:00 am

We would humbly ask that you take some extra time in advance of Christmas to plan your feed requirements for the last 2 weeks of the year. It would help us immensely during this extra busy time. Thank you in advance for your patience during these shutdowns and for your help in carefully planning your holiday feed requirements. For emergency feed outages call Andrew at 519-291-8926, Pete at 519-291-0715 or Derek at 519-492-3546.

Sincerely,

*Ron*

**“Hope smiles from the threshold of the year to come, whispering “It will be happier.”**

Alfred Lord Tennyson

**LANEWAY MARKERS** – In anticipation of a normal, snow belt winter, it would really help our drivers to tell where your laneways and yard perimeters are if you put stakes along the edge. Talk to Pierre here at MFS if you need stakes.