

# County Farm Centre Ltd.

## December 2011

### Picton

38 Cold Storage Rd.  
Store: (613) 476-2171  
Crops: (613) 476-9183  
Fuel: (613) 476-1613

### Foxboro

552 Ashley St.  
Store: (613) 962-0769  
Fuel: (613) 961-0731

### Madoc

278 Lawrence St. W  
Store: (613) 473-9040  
Fuel: (613)-473-2499

[www.countyfarmcentre.com](http://www.countyfarmcentre.com)

## Agronomy Corner

### Pesticide Safety Courses

For those needing to renew their pesticide licenses or get a new one be sure to take advantage of upcoming courses in Picton:

~ February 9th ~  
~ March 8th ~  
~ March 29th (if required) ~

Courses start at 8:45 am sharp. Bring a pen/pencil, calculator and \$105 cash or a cheque written out to University of Guelph. Course manuals are available for pick-up now in Picton.

Call our Crops Offices (476-9183 or 962-0769) to book your spot.



### Upcoming Seed Deadlines



December 20- Quality Seeds Early Pay Deadline  
December 21- Hyland Early Order Deadline  
December 21- Hyland Early Pay Deadline  
January 6- Dekalb Early Pay Deadline

### December Prepayments

Be sure to speak with any Crops salesperson to discuss your options for prepayment of 2012 product before year-end. Be sure to take advantage of this opportunity!!

The agronomy department would like to thank you for your business this past year and look forward to working with you in 2012. We hope you have a safe and happy holiday season!!

## Fuel Section

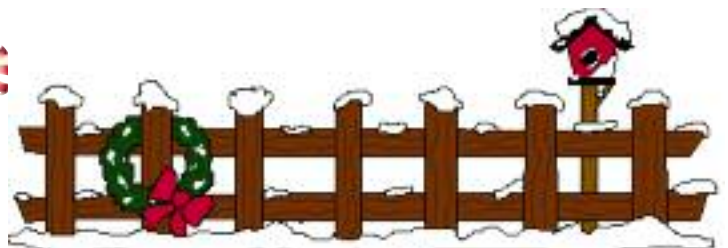
If you purchase gasoline or diesel from County Farm Centre, you will notice the selling price on your ticket is now displayed as a "Pre-Tax" amount. The Provincial Fuel Tax (PFT), Federal Excise Tax (FST) and Harmonised Sales Tax (HST) are now shown as separate charges.

For your farm or business we continue to offer the price guard protection plan. Price guard enables you to establish a ceiling on your fuel prices for up to 6 months. This program protects you against rising fuel prices, while offering the benefit of a lower price if market prices decrease.



### THAT IS VALUE!

A reminder to home heat customers that phone in their heating oil orders; we need **THREE BUSINESS DAYS** to process your order. Please keep an eye on the oil level in your tank during the winter months and avoid any cold surprises.



# MERRY DEALS FOR CHRISTMAS

This month County Farm Centre has plenty of specials on clothing, hardware, toys and food to make your holiday shopping easier on the wallet.



Our Picton location has a full assortment of coats, boots, mitts, gloves, hats, and insulated overalls to keep you warm this season. Come in and take a look!

## Transition Cows

Transition cows, (21 days before and 21 days after calving) are absolutely critical to the profit of your dairy operation.

You know that cows that don't calve out right, won't milk and won't breed back. Canadian research proves this (figure 1), therefore identifying cows at risk of not "calving out right" will save you money.

Figure 1

Ontario Veterinary College Research:  
Subclinical Ketosis in Early Lactation:

- up to 8 X risk of LDA (Duffield '97, LeBlanc '05)
- lower likelihood of pregnancy at first AI (Walsh et al '04)
- lower milk production (Duffield '00)

**Cows losing weight is normal – But what is normal?**

We expect cows to lose some weight, but excessive and rapid weight loss will overwhelm her system, resulting in several health problems (figure 1),

lower milk production and poor reproduction.

### Indicators of Poor Calving Health

#### NEFA pre-calving cow-side tests (non esterified fatty acids)

NEFAs appear in blood. And are byproducts of fat metabolism. When cows lose excess weight NEFA levels go up. Cows with high NEFAs have more twisted stomachs, poorer reproduction and less milk than healthy cows.

#### BHBA (beta hydroxy butyric acid)

These cow side tests indicate that the cow's liver is being overwhelmed

Like high Nefa – high BHBA cows have poor repro, milk, and calving health.

**DHIA records** - Calculate individual cow's Fat to Protein Ratios on their first milk test.

Having 40% or more of your cows and heifers in the first 15 days of milk with a fat to protein ratio of 1.4 or greater you likely have a subclinical ketosis problem (Fat protein ratio = Fat % divided protein %)

Indicators of Transition Health	Goal	Alarm
Milk Fever	1%	5
Displaced Abomasum (DA)	8%	5
Cows culled or died < 60 days	8%	15
% of Cows SCC > 200 000 at first DHIA test	<15%	
Mastitis in first 30 days/100 cows	5%	20
Calvings requiring assistance	2%	7
Clinical Ketosis – >27 µmol/L serum BHBA	1%	15
Sub-clinical ketosis > 14 µmol/L serum BHBA	<20%	40
Retained Placenta	<4%	10
Metritis (vaginal discharge)	3%	15
Fat to Protein Ratio at first DHIA test	1.2%	1.4

### Conclusion:

Monitoring body condition of cows and using DHIA records will help you prevent future Transition Cow Problems. Specific chemical tests will lend proof to what you are seeing.

Give me a call and I will be happy to help you to monitor your Transition Cows.

Thanks - Mike Ingram



**From all of us at County Farm Centre, have a safe and happy Holiday Season and a spectacular New Year.**