



# Grey Wooded Forage Association

*"Creating an Awareness of Forages"*

**Newsletter**  
**Fall**  
**2013**

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the Western Star

Box 1448, 5039 - 45 Street, Rocky Mountain House, Alberta  
T4T-1B1, Phone: 403 844 2645, Fax: 403 844 2642,  
Email: GWFA1@telus.net or GWFA2@telus.net.  
[www.gwfa.areca.ab.ca](http://www.gwfa.areca.ab.ca)

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### VISION STATEMENT

GWFA - The centre of choice for gathering and dispersing of forage and livestock information, providing a strong link with producers and the research community.

### MISSION STATEMENT

To enhance awareness of the organization as an information exchange centre, illustrating forage and livestock production practices that are environmentally and economically sustainable for the agricultural community.

Approved May 2012



## Contact us to read 'The Blade' online on our new website:

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

\*Email us for a username/password & enjoy reading  
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[gwfa1@telus.net](mailto:gwfa1@telus.net)

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Save the Date!

**"COWS, CREEKS AND COMMUNITIES"**

### Trade Show & Seminar

Thursday, April 24, 2014

At the Kurt Browning Complex in Caroline Alberta

For more information

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### What's **NEW** on Foragebeef.ca?

See Front Page News  
New information on forage beef  
issues from across Canada

New and Improved Swath Grazing  
Manual Available Soon!  
Summarizing research done by  
Western Forage/Beef Group and  
Others

Coming Soon!  
Greenhouse Gas Research Summary  
as it affects the forage beef industry



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# Manager's Note

by Albert Kuipers



As fall is upon us and winter approaches, hopefully not too quickly, it's a good time to reflect on the successes and failures of the past growing season. What worked? What didn't work? These are good questions to ask yourself, but only if it helps you answer this question: "What can I do differently next year to get better results?"

The main reason we monitor our grazing management is so we can see what we've done to help plan for next year. A saying I hear quite often lately is this: "You can't improve what you don't measure."

So, hopefully you succeeded in recording your livestock moves through your paddocks, how long they stayed in each one and how long a recovery period you gave each paddock. If you did, you'll have an easier time building next year's grazing plan, whether you had one this year or not.

Now, if this whole grazing plan is new to you, that's OK. Your first question would likely be "Why should I build a grazing plan?" Well, without a plan you have no control. Without control over where you graze, when you graze and for how long, you have no control over the results you get.

Guys that are grazing eight, nine, ten months of the year do so by planning and monitoring their grazing strategies. Guys that are realizing high profits per acre on pasture are doing so because they plan, monitor and adjust their grazing strategies.

Are your pastures getting in poor shape and you don't know why? Planning your grazing strategies and monitoring what's happening on the pastures will start telling you why. Then you can start making changes that will improve your results.

Now, if you don't know where to start, give me a call. I'd be happy to help you get started on a grazing plan, or help you identify what you could change, based on your records from the past season.

If lack of knowledge or skills in the technical things, like electric fencing and water systems are your limitations, I can help with that as well.

So, one way or another, if you want better results on your pastures, we have ways of getting you there. Just give me a call and we'll go from there.



## AC Yellowhead Seed is Available

*Hey, I just got this note from my friend, Grant Lastiwka. If you're interested in trying a new variety of a Siberian type of alfalfa, this might be worth a try. These Siberian types have excellent winter hardiness and often thrive in much poorer soils than Flemish types.*

"Harvest of AC Yellowhead went well for Golden Acre Seeds at Fairview. When I talked to them a month ago, they had the seed on aeration.

After cleaning and germ testing they should/will have some seed for sale. The seed of these yellow flowered alfalfa's is smaller than other conventional alfalfa varieties. My understanding is that 5 lb. of seed/acre is roughly a pure stand. So if someone wants a 50% stand that may mean seeding approximately 2 1/2 lb./acre.

Pure live seeds should really be used in calculating amount required and not just lb./acre. Pure live seeds do include hard seeds in their germination potential.

I do not know the price per pound. But in the past the other yellow blossomed alfalfa Anik, was selling for \$6/pound."

*Golden Acre Seeds is out of Fairview, Alberta.*

*Heather Kershbaumer is the person to talk to if you or any of your producers want seed. 1-800-481-7333. 1-780-835-4508. Yellowhead seed should be available through your Secan dealer as well.*

Save the Date ...

## Large Carnivore Workshop

**When:** Friday, February 21, 2014  
**Where:** Cremona Community Hall

Join us for an information sessions about dealing with Large Carnivores in the rural environment. Speakers, topical discussions and much more!

**Plus:** A special session on reducing feed damage caused by Ungulates!

Save the date for this exciting workshop and check back for more details in the coming weeks!



For more information contact  
Jane Fulton at 403-335-3311 ext. 184.  
jfulton@mvcountry.com





## New Code of Practice for the Care & Handling of Beef Cattle Released

(Ottawa) 06 September 2013 – The Canadian Cattlemen's Association (CCA) and the National Farm Animal Care Council (NFACC) are pleased to announce the release of the new Code of Practice for the Care and Handling of Beef Cattle. The Code is available electronically at [www.nfacc.ca/codes-of-practice/beef-cattle](http://www.nfacc.ca/codes-of-practice/beef-cattle).

"Canadian cattle producers care for their cattle every day", says Ryder Lee, Manager of Federal and Provincial Relations, Canadian Cattlemen's Association. "What that care entails is not often fully understood by people unfamiliar with livestock production and the practices of the industry in general. The updated Code of Practice for the Care and Handling of Beef Cattle will give people a better understanding of all that's involved in raising beef cattle. And they can feel good knowing that the Code takes into account science-informed practices that are practical for producers to use and meet the public's expectations for animal care."

The Code's development was led by a 15-person Code committee comprised of beef cattle producers (cow-calf, back-grounding and feedlot operators), animal welfare and enforcement representatives, researchers, transporters, processors, veterinarians and government representatives. Aiding in their work was a six-person Scientific Committee that included research and veterinary expertise in beef cattle behavior, health and welfare.

"This Code of Practice sets a new standard that will improve the lives of beef cattle across Canada," states Geoff Urton of the BC SPCA, who represented the Canadian Federation of Humane Societies on the Code Development Committee. "I'm encouraged to see this Code define minimum acceptable standards for cattle care and chart a path for more use of pain control during procedures like castration and dehorning."

Canada's Codes of Practice are a powerful tool for meeting rising consumer, marketplace and societal expectations relative to farm animal welfare. Codes support responsible animal care practices and keep everyone involved in farm animal care and handling on the same page. They are our national understanding of animal care requirements and recommended practices, providing a foundation for animal care assessment programs and in some provinces, regulatory activities.

The beef cattle Code is the fourth of eight farm animal Codes of Practice currently under revision to be completed through the NFACC Code development process. More information on the Code development process is available at [www.nfacc.ca/codes-of-practice](http://www.nfacc.ca/codes-of-practice).

*Code of Practice updates initiated from 2010 to 2013 are part of the project: Addressing Domestic and International Market Expectations Relative to Farm Animal Welfare – a project made possible through Agriculture and Agri-Food Canada's Agricultural Flexibility Fund, as part of Canada's Economic Action Plan.*

### About the National Farm Animal Care Council

NFACC is a collaborative partnership of diverse stakeholders created in 2005 to share information and work together on farm animal care and welfare. It is the national lead for farm

animal care issues in Canada. NFACC would like to acknowledge the Canadian Animal Health Coalition (CAHC) for their role in securing funding for this project. For more information on NFACC visit [www.nfacc.ca](http://www.nfacc.ca).

### About Canadian Cattlemen's Association

As the national "voice" of Canada's 63,500 beef farms, the Canadian Cattlemen's Association (CCA) structure represents every phase of the production system; the purebred, cow/calf, back-grounding and feedlot sectors. Our association was founded by producers and is led by a producer-elected board of directors from across Canada. The CCA works with other sectors of the agriculture and food industries on matters of mutual concern.

### For more information contact:

Jackie Wepruk, General Manager & Project Coordinator, National Farm Animal Care Council,  
Phone: 403-783-4066,  
[nfacc@xplornet.com](mailto:nfacc@xplornet.com), [www.nfacc.ca](http://www.nfacc.ca)

Ryder Lee, Manager of Federal & Provincial Relations, Canadian Cattlemen's Association,  
613-233-9375, [rlee@cattle.ca](mailto:rlee@cattle.ca),  
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# Jan Slomp, Grass Dairyman and Long Time GWFA Member & Project Cooperator



*Jan's dairy quality fall pasture*

*Jan Slomp talking about his favorite subject - grass*

Over the years many of our members have contributed greatly to the knowledge base of information GWFA has been able to make available to you, the forage and livestock producers. Some have contributed as co-operators for projects, speaking at various events and hosting tour stops.

Among the greatest contributors to GWFA in the area of grazing management is Rimbey grass dairyman, Jan Slomp. Jan's intensive management has been, and is a great example of grazing management for high production and profitability. The beauty of his system is that any grazing management decision he makes shows up right away in changes in milk production.

GWFA, under the leadership of Jim Bauer, and later Kyle Greenwood, began a "Controlled Grazing Project" with Jan. This project, which began in 1993, focused on Jan's grazing management, focusing on pasture yield, quality, milk yield and more.

Jan also hosted a number of pasture tours on his farm for GWFA and the Lacombe Pasture School. Jan also spoke at various events in our region.

Now, after all these years, Jan has his farm up for sale and will be retiring to spend more time traveling and spending more time with his family.

On the following pages I have included an article that Jim Bauer wrote for the GWFA Newsletter on the "Con-

trolled Grazing Project". This article is exactly as it was published in April, 1994.



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## CONTROLLED GRAZING = \$\$ IN DAIRY

By Jim  
Bauer



We now have one years' data from the GWFA "Controlled Grazing Project. This project is operated under the Canada/Alberta Environmentally Sustainable Agriculture Agreement (CAESA for short). Jan Slomp, a skilled grass farmer and dairyman, is the cooperator. His farm is located a couple of miles west of Rimbey.

### What is Controlled Grazing?

Controlled grazing is a program based on maintaining control of grazing animals, animal numbers, the area to be grazed and the length of time the area is to be grazed or rested from grazing. It is a "balancing act" consisting of matching grazing periods and rest periods for optimum pasture production and nutritional value. With controlled grazing, you can even cut the feed quality by moving the stock to fresh pasture often. In this case the cows were given fresh grass twice per day. As they are moved, the area they just grazed is then rested to allow for recovery, which gives the grass a chance to produce more pasture of high quality.

### Objectives

Our objectives for this work are to gain practical information on controlled grazing management, including pasture yields, feed value of pasture, pasture economics, milk yield, and condition score of grazing dairy cows. This project will continue for the next couple of years so the information contained in this article is preliminary and we look forward to more information to be collected.

Allan Nation, editor of "The Stockman/Grass Farmer" who has been a guest speaker for GWFA on two occasions said this to us in 1991; "The ultimate goal of intensive grazing (another term for controlled grazing) is a pleasant life in the country. No profit grows where there is no pleasure taken." Jan Slomp enjoys pasturing his Holsteins and his positive attitude about controlled grazing is infectious. Converting lush green grass into wholesome white milk is a pleasure on the Slomp family farm! An added bonus to all

the pleasure taken from pasturing dairy cows is that it is also very profitable!

### Our project entails the following:

1. We sample the pasture wherever the cows are grazing to track the nutrition level. These samples are taken every two weeks from mid May until August 1 and then weekly until the end of their grazing season (October 26 in 1993).
2. Yield clips are done on a given paddock each time it is to be grazed to measure the level of pasture production dry matter.
3. The cows are condition scored every five weeks.
4. Jan keeps record of grazing and any supplements fed in combination with grazing, and a summary of costs and savings is compiled by the cooperator to create an economic picture.

*Continued on Pg 7*

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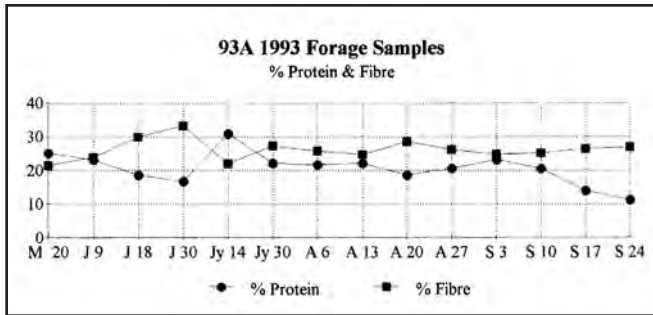
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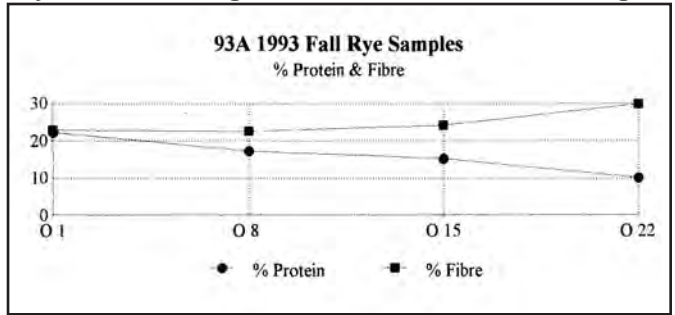
### Feed Quality

The first day of grazing for these milk cows was May 13. They grazed perennial grass until October 1 and then switched to fall rye until October 26. Being a skilled grazier, Jan was able to maintain high feed quality throughout the grazing season. Protein averaged 20.5% (dry matter basis) for the perennial pasture on 14 samples taken from May to late September. The fall rye averaged 16.2% protein on 4 samples in October. The percent fibre was low throughout the grazing season which means the energy and digestibility were also high making for excellent feed. See graphs for protein and fibre results.

### Pasture Yield

The perennial pasture yield was determined by clipping a paddock just prior to being grazed. This particular paddock was grazed four times. Therefore, it was clipped four times. The cumulative yield was 4.1 tons of dry matter per acre! That is a very good yield! It is equivalent to 12 tons/acre of barley silage at 65% moisture. Typical barley silage yields are more often somewhere around 8 tons per acre in this area which would be 2.8 tons of dry matter. Pasture yields are deceiving because pasture is harvested not by man or machine but by livestock two to four times per year and pasture is short in comparison with field crops giving the appearance that there is less. The amount of protein in barley silage is commonly between 8 and 12%, approximately half that in the pasture samples. Therefore the pounds of protein produced from pasture would be twice that produced from an equivalent barley silage yield. The amount of digestible energy contained in this good quality pasture is slightly higher than that of barley silage.

The fall rye was clipped once in October and indicated a dry matter yield of 1,910 pounds per acre or almost 1 ton. The fall rye was intercropped with barley silage. The silage was taken off in early August. This is a good way to get high quality pasture in the fall.



### Pasture Economics

The milk yield for the May 13 to October 1 grazing season was 197,732 litres. Mr. Slomp calculated his feed cost during the grazing season at \$9.67/100 litres of milk produced. His dry lot feed costs were \$14.85/100 litres of milk. The savings from grazing over dry lot would be \$5.18/100 litres. In other words, milk can be produced for 35% less feed cost with grazing over dry lot feeding on the Slomp farm. The grazing season feed costs include:

#### Dairy Herd

Grain concentrate fed while grazing = \$4.98 / 100 litres of milk  
 Pasture land cost, 40 acres at \$60 = \$1.21/100 litres of milk  
 Fertilizer \$1200 = \$ .61/100 litres of milk  
 Fencing \$800 = \$ .40/100 litres of milk  
 Minerals \$800 = \$ .40/100 litres of milk  
 Hay fed during grazing season \$1125 = \$ .56/100 litres of milk  
Young Stock  
 Grain concentrate \$912 = \$ .46/100 litres of milk  
 Pasture, marginal 35 acres at \$40 = \$ .70/100 litres of milk  
 Fertilizer \$700 = \$ .35/100 litres of milk  
 Total Grazing Season Feed Cost = \$9.67/100 litres of milk

Even though the dairy herd was being fed much of their ration in October, grazing the fall rye saved 12 tons of hay equaling \$690. Another \$1400 was saved by less manure handling and no bedding.

To summarize, the economics; \$5.18/100 litres of milk produced was saved over dry lot feeding multiplied by 1977.32 hundred litres produced equals \$10,242.52. Add in the hay saved through October and the manure handling and bedding savings for a total savings through the grazing season or \$12,322.52.

We look forward to the coming years of this project as these initial results are very exciting. We have seen through controlled grazing, you can produce high quality feed throughout the grazing season, high yields and make more money! All of this adds up to a "pleasant life in the country!" I hope you take pleasure I the upcoming grazing season! Go for it!

**AFIN**  
ALBERTA FORAGE INDUSTRY NETWORK

[www.albertaforages.ca](http://www.albertaforages.ca)

**The Value of Alberta's Forage Industry**  
A Multi-Level Analysis

**The Forage Voice**  
"Building a Voice for Alberta's Forage Industry"

**The Value of Alberta's Forage Industry Report**  
The value of Alberta's forage industry is estimated at approximately \$1.5 billion annually. This report provides a comprehensive overview of the forage industry in Alberta, including its economic contribution, environmental benefits, and the challenges it faces. The report is a valuable resource for policymakers, industry stakeholders, and the general public.





# Post-Harvest Nutrient Management

With the completion of harvest in many areas across the province, producers will already be thinking about the 2014 crop year. One aspect of crop production that can be considered this fall is nutrient management. It is well recognized that proper nutrient management is required for producing crops with good yield and quality. The fall season allows two very important nutrient management activities to be carried out: soil fertility evaluation and fertilizer application.

## Soil fertility evaluations

Soil testing in the fall is an excellent option for evaluating nutrient levels in the soil. Soil testing in the fall offers producers several advantages including: (1) having more time to collect the samples as compared to spring; (2) allowing more time to plan fertilizer programs for the next cropping season; (3) taking advantage of lower fertilizer prices that may occur. Soil sample collection can occur once soil temperatures are below 70 Celsius. Waiting until soil temperatures are cooler will provide soil nutrient levels that should closely reflect spring nutrient levels.

It is important to ensure sample collection occurs in a consistent manner in representative areas of the field. For example, if there are small areas of poorly drained low spots in a field these areas should not be included in the sample collection. The non-representative areas can be sampled separately to determine their fertility status. Sampling at the appropriate depths is also important to ensure meaningful nutrient information is obtained.

Recommended sampling depths include: 0-15 cm, 15-30 cm and 30-60 cm. The 0-15 cm depth will capture crop available soil

phosphorous and potassium. However, for mobile nutrients such as nitrate nitrogen and sulphate, sampling to a depth of 60 cm will provide a more reliable measure of the amount present in the soil profile.

**w** Advantages of applying fertilizer in the fall include: (1) reducing the spring workload (2) an economic advantage that occurs when fall fertilizer products have a favourable price as compared to spring priced products. The most common approach for applying fall fertilizer is to band nitrogen either as urea (46-0-0) or anhydrous ammonia (82-0-0). Since nitrogen makes up the biggest volume of applied fertilizer, a fall application will enhance efficiencies during spring seeding. Fall nitrogen fertilizer applications can be made once soil temperatures are below 10oCelsius. Applying urea or anhydrous ammonia fertilizer at cooler soil temperatures will help maintain nitrogen in the ammonium (NH4+) form. The ammonium form of nitrogen is preferred as it will be protected from losses that can occur as a result of denitrification or leaching. For plant nutrients such as phosphorus and potassium, which are typically seed-placed, there is no real advantage to applying the fertilizer products in the fall.

By evaluating soil nutrient levels and applying nitrogen fertilizer in the fall, producers can gain efficiencies in time management and cost of production. For more information on post-harvest nutrient activities please call the

**Ag Info Centre at 310-FARM.**

*By Mark Cutts*

## Attention Clearwater County Residents!

### Thinking of planting trees next spring?

Clearwater County Agricultural Services and Landcare in partnership with Agroforestry & Woodlot Extension Society (AWES), would like to announce a newly designed shelterbelt program.

Choose from a long list of species that will best suit your needs. Seedling orders must be made by **November 22, 2013.**

For order forms or more information please contact Clearwater County Agricultural Services and Landcare at (403) 845-4444 or email Gary Lewis at: [glewis@clearwatercounty.ca](mailto:glewis@clearwatercounty.ca)







# The Red Deer River Watershed Alliance (RDRWA) Watershed Ambassador Program

has been going strong for 2 years now and continues to take watershed planning out of the boardroom and out into the watershed. We have now presented over 125 Watershed Ambassador Awards at Red Deer breakfasts and throughout the watershed at many partner events.

The RDRWA Watershed Ambassador Program has attracted interest regionally, provincially, nationally and internationally. Our monthly breakfast topics receive excellent media coverage locally and there have been inquiries about this program both regionally and provincially. We also have a Watershed Ambassador down under in Australia.

On the third Friday of each month at The Quality Inn North Hill in Red Deer, the RDRWA Watershed Ambassador Program actively thanks, recognizes and promotes efforts towards improving watershed management. Through this popular program, RDRWA is continuously raising the profile of the watershed, its stewardship groups, stewards, and all those practicing related Beneficial Watershed Management Practices. As well as conferring ambassadors, the RDRWA is raising awareness through watershed management issues of interest each month through



breakfast speakers. Some of the topics discussed have been: an information packed presentation on the Dickson Dam; using permaculture in our day to day watershed management practices; best practices regarding the Ice Fishing Removal Program; and Medicine River Wildlife Centre spoke about what they do to preserve the biodiversity of our watershed by rescuing and rehabilitating wildlife.

Our appreciation goes out to our major sponsors of the program. They now include: ATCO Power Sheerness Generating Station, Encana, Epcor, Enerplus and the RBC Blue Water Project. The Watershed Ambassador Program is now self-supportive.

Our website redesign now allows individuals to register for monthly breakfasts through our CiviCRM events calendar. It provides a brief description of the speaker as well as all the details of the event. Once registration is complete, an e-mail confirmation will be sent to the individual.

If you would like further information on the program or have an interesting topic that could be highlighted at our monthly breakfasts, or you would like to nominate someone for a Watershed Ambassador Award. Please contact Kelly at the RDRWA office at (403)340-7379 or e-mail her at [info@rdrwa.ca](mailto:info@rdrwa.ca).

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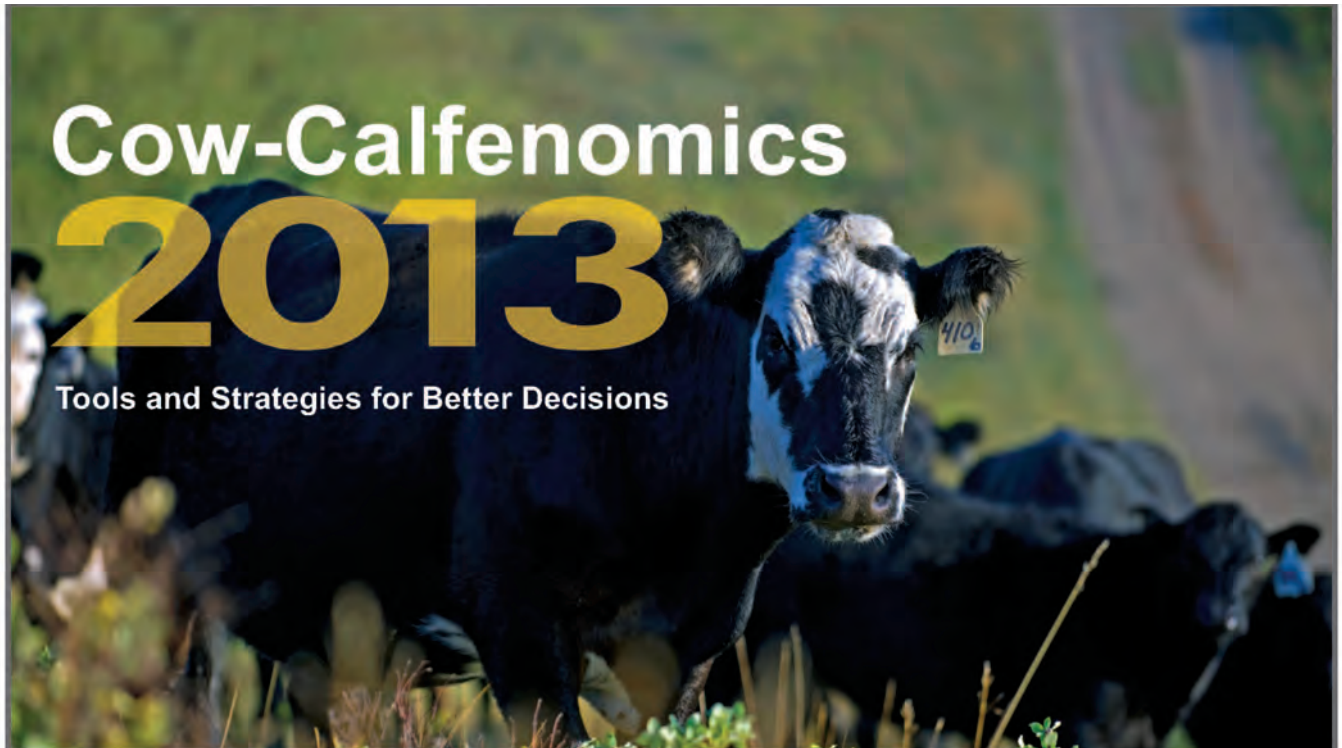
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### Risk Management and Profitability in the Alberta Cow-calf Sector

Date	Location	Venue	Time
November 25 <sup>th</sup> 2013	Vermilion	Vermilion Regional Center 5021 - 49 Avenue	9:30 am-3:30pm
November 26 <sup>th</sup> 2013	Veteran	Veteran Community Hall 403 Coronation Ave	
November 27 <sup>th</sup> 2013	Olds	Olds College, Student Alumni Center	
November 28 <sup>th</sup> 2013	Lethbridge	Country Kitchen Catering 1714 Mayor Magrath Drive	

**Risk and Opportunity in Today's Markets** - Anne Wasko or Debbie McMillin - Market Analysts

**Measuring and Managing Calf Price Risk** - Alberta Agriculture and Rural Development

**Introduction to Futures, Options and Cattle Price Insurance** - AFSC

**Handing over the Reins - Transition on the Ranch** - Barrie Broughton QC TEP, North and Company LLP

**Accessing Capital - Yours and the Banks** - Alberta Agriculture and Rural Development

**The Future of Alberta's Beef Sectors:** A Young Producer's Experience in Getting Established

### How to Register

All participants are requested to register prior to Wednesday, November 20, 2013. Registration fee is \$25.00. Lunch is provided with registration. **Registration for students is free** and compliments of Alberta Beef Producers. To register please call the Ag-Info Center at 1-800-387-6030





# It's a Thought

by Harry Navelpicker



I went to the local pre-sort sale last week to confirm that the prices on the internet sales are as strong locally as they are on the computer sales. I was pleased to see that the groups of cattle were well sorted and seemed quite fresh having come out of their feed and water pens. The folks sorting have been doing a pretty good service for the smaller cow herd owners.

While there, I noticed my friend Jimmy Weekster watching the sale as well so I went over to have a chat with him. He told me that he was planning on bringing his calves to the next sale and was confirming his plans by watching this one. Apparently he is not in any hurry to sell as his calves are still gaining well. This surprised me as mine have been finishing up the remaining grass and I feel that they've been coasting for some time now. So I asked him if he's been cutting down on cow numbers so that he'd have more grass. "Well no" says Jimmy, "its more because he'd been fine tuning his summer grazing system so that he has young nutritious re-growth waiting specifically for this time of year. With that he invited me to come over to have a look.

Jimmy's invitation was music to my ears in that I've always enjoyed seeing the new ideas that Jimmy has been practicing and had confidence that this time would be no different. Within an hour of our visit at the cattle sale, I was at Jimmy's yard waiting and ready for a good walk.

Following a brisk walk we came to the cow herd. There they were, shin deep in some of the richest grass that I could expect for this time of year. Jimmy was strip grazing it every other day so that the cattle had a consistent quality over time. Jimmy explained that if the cattle are given the whole field, they'll harvest the best first which usually is more quality than what they need and then within a short while are picking through the leftovers. Within a short while they're walking as much as they're grazing and soon trample the remaining feed. By strip grazing, the field as a whole is undisturbed, the feed stays fresh and the amount allocated is of consistent quality.

And boy, did those cattle ever look good. The cows were carrying good flesh, their manure was quite soft especially for this time of year so we could tell that the feed they were eating was low in fiber. Also, there were several calves nursing when we walked through and you could tell by the foam on the ground that they were getting lots of milk. The calves too were carrying lots of flesh and very plump and healthy. I would guess that their daily gain was at its max and certainly wasn't being compromised in any way. These guys were ready for weigh day for sure!!

So I needed to know! What was Jimmy doing in the summer that he would have such fantastic pasture at this time of year? With that as the question, Jimmy went into a lengthy explanation. "It's all about planning in advance" and "choosing the date the cattle had to leave this paddock so there'd be enough time for re-growth" and "keeping the water sources close by so that they'd manure where they graze" were comments that I heard.

The conclusions in my mind after hearing Jimmy's excitement related around needing to learn more, asking questions and the need to do some homework over this coming winter. If Jimmy could do it, then so could I. Good summer grazing management meant excellent fall pasture which would result in heavier calves at sale time. Heavier calves because of good growth means more net profits in my pocket! And that's always welcome in my books!



High quality Meadow Brome fall pasture at the Lacombe Research Centre

## Red Deer County



**Ken Lewis**  
Conservation Coordinator  
Phone: 403-342-8653  
Cell: 403-505-9038  
Email: [klewis@rdcounty.ca](mailto:klewis@rdcounty.ca)

Off The Creek Program






Check out the Off the Creek Blog:  
[www.offthecreek.blogspot.ca](http://www.offthecreek.blogspot.ca)

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# Manage Your Business Using Information About Your Farm!

**Doesn't it strike you as odd** that folks can tell you what you *should* do without knowing:

- what it costs you to do what you do, let alone...
- what it will cost you to do what they say?

Me too ... I'm pretty sure your costs and their costs are different. Your seeding rate, fertilizer application, tillage practices, feed supplement, etc. are different ... it's what you do on your farm. If you're managing your business for profit, shouldn't your budgets use your costs and yields?

**AgriProfit\$ delivers your farm's cost info** Alberta Agriculture's **AgriProfit\$** team is preparing for the next program season. We're enrolling producers, and organizing the on-farm interviews to collect information that turns into business analysis reports for each participant. If you want cost of production information to manage your business, you can get it through **AgriProfit\$**. If you're new to **AgriProfit\$**, you'll be asking, "what's in it for me?"

## What's in it for producers?

Participation in the **AgriProfit\$** program is free of charge. It requires an investment in time from producers and we try to deliver value to **AgriProfit\$** participants in return. Each receive:

- a detailed enterprise economic analysis, driving at unit costs and returns for their commodities,
- a "whole farm" analysis, revealing financial performance, strengths and weaknesses,
- benchmark analysis, laying out their own productive, economic and financial progress over time, as well as comparisons to "peers".
- newsletters, bulletins and analysis tools, based on standardized **AgriProfit\$** information.

Participants are in the position to measure costs, performance, and take active management control.

## How can AgriProfit\$ help producers?

The link between **AgriProfit\$** and farm business success can be summed up in two phrases:

*"You Can't Manage What You Don't Measure"*

To reduce unit costs and improve profitability, the first logical step is to measure your "current position". A basic business analysis, including key enterprises and a roll-up to the farm financial position, is a starting point. Your analysis and budgets are **based on your farm**.

*"Who's in Control of this Business, Anyhow?"*

Without a business analysis, a farm basically directs itself. Knowledge of unit costs and financial performance helps producers focus on making the right choices ...

... doing things right, ie. being cost effective, and

... doing the right things, ie. choosing the most profitable alternative.

Your analysis helps you measure success - how each

choice improves farm profits, with acceptable risks. The manager is now in control.

## How is my information used?

**The confidentiality of individual producer information is paramount.** In addition to business analyses for participants, pooled producer information is used in benchmarking, applied analysis, and decision tool support. The focus is on creating "knowledge nuggets" and decision aids based on real farm information.

## Doesn't my accountant do this?

Although you may get similar farm level information from your accountant, it:

- often masks things you could do to manage for profit within your operation.
- doesn't deliver unit costs of production.
- is not typically comparable to broad-based industry economic benchmarks and analysis.

These differences may seem small but can make a big difference in how effective you can be in using your own "on-farm facts".

## Does AgriProfit\$ have local partners?

**AgriProfit\$** staff work closely with local forage and applied research associations, adding value to local trials and demos, and bringing the economics and business management messages home.

## Home Stretch

An **AgriProfit\$** business analysis is designed to measure so producers can manage. If you would like to sign up to **AgriProfit\$**, or have questions, don't hesitate to contact me by phone (toll-free using the 310-0000 line), or by e-mail.

## Dale A. Kaliei

Sr. Economist: Production Economics

Phone: (780) 427-5390 Fax: (780) 427-5220

dale.kaliel@gov.ab.ca



**Your farm information is the key to making better business choices and your farm more profitable ....**

**Sign up for an AgriProfit\$ Business Analysis today!**

**Call: 310-0000 then 780-422-3771**

**Email: dale.kaliel@gov.ab.ca jesse.cole@gov.ab.ca**

**pauline.vanbiert@gov.ab.ca**



# The Effects of 'Salting' on Buck Brush - First Season

At Charley Orchard's suggestion, Rob Purdie tried 'salting' on approximately 10 acres area of land that was heavily infested by buck brush (snowberry) [Symphoricarpus spp].

In July 2013, Rob began a series of salting treatments by placing small piles of loose Co-I-Salt (blue salt) among the snowberry. Each pile was about 2 kg (4-5lbs) approximately 4-5 meters apart.

The idea here was to achieve high density- low duration impact on a specific area. The size of the area for each pass was largely dictated by the number of animals Rob had available (approx 1000 yearlings) and the period of time that he wanted animals on a specific area (say square meter) of buck brush.

The plan was to have animal impact for 10-15 minutes on any given area.. With 1000 yearlings on hand, he was able to impact about 200-300 sq meters at a time.

Doesn't sound like much but this was a fairly low labour program and over the period of a couple of weeks of (usually) daily salting he was able to achieve a remarkable impact. I first reported this in my July 29, 2013 blog available at [www.ekgcan.com/blogs](http://www.ekgcan.com/blogs).

Rob continued to refine his approach and soon he was using his horse instead of his quad. By walking through the buck brush he was able to trickle a line of salt from a bag of loose salt mounted on the back of his horse. The thin line resulted in an impact zone of rectangular shape (I don't have the exact dimensions).

Each time he rode through he would leave a new line roughly adjacent to the previous impact area. Over the course of 6-7 days, the impact was obvious. I should point out that the grazed area was much larger than 10 acres. I think it was about a 1/2 section, but the salt would draw the cattle back to



this spot each day for a short period of time.

Take a look at the comparison photos below showing this specific area in July (on the left) and again in October. It's pretty clear that the buck brush has been impacted but of course the next question is what will happen next year if we do it again (or don't)....stay tuned.

*Ted Sutton*



**Land EKG Canada**

304 Sun Valley Dr SE, Calgary, AB, T2X 2V5

Tel:403.764.7402 Cell:403.909.1772

Email: [ted@ekgcan.com](mailto:ted@ekgcan.com)

[www.ekgcan.com](http://www.ekgcan.com) @tedekgcan



Land EKG Inc.

Photo Summary: **Rolyn Hills - PP-02 Pasture 6**

**Dates:**

| 2013-07-09 | 2013-10-03 |

2013-07-09

Photo 1

2013-10-03



Photo 1

(Annual / Blink)

(2013-07-09)



Photo 1

(Annual / Blink)

(2013-10-03)

These publications are available to you by calling or emailing the GWFA office!





**WCS**  
West Central Stakeholders

**New WCS website!**  
Information, Tools, resources, contact info and more:  
**[www.westcentralsh.com](http://www.westcentralsh.com)**

**Fall info night**  
Join WCS Nov. 19 for **Orphaned, Abandoned, or Reclaimed: What Really Happens at the End of Life for Oil and Gas?**  
Lou Soppit Community Centre,  
Rocky Mtn. House  
Doors Open 6 pm, Presentations 7 pm

*WCS is an oil and gas focused multi-stakeholder group in Clearwater County region that meets regularly to discuss oil and gas development and the concerns and impacts of the development.*  
**Education\* information \*resolution**

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**Rocky Mountain House, Alberta**



**!!!Don't miss any issues of The Blade!!!**  
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**Or renew your membership!**

**2013–2014 Memberships are available now for \$20.00**  
**and run from April 1, 2013 to March 31, 2014**  
**For more information phone 403-844-2645**

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Membership is open to anyone interested in forage production and grazing management in an  
economically and environmentally sustainable way.

Members benefit by:

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- Receiving *The GWFA Newsletter* in Spring & Fall and *The Blade* monthly.
- Receive up-to-date information on G.W.F.A. activities via The Blade.

Please mail the portion below with a cheque for \$20.00 to:

Grey Wooded Forage Association  
Box 1448  
Rocky Mountain House, Alberta  
T4T-1B1

PLEASE PRINT CLEARLY:

Renewal \_\_\_\_\_ or New Member \_\_\_\_\_  
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Please give us an idea of what area of forage production you are interested in:

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Growing Annual Forages for Extended Grazing or Swath Grazing: \_\_\_\_\_

Growing Annual Forages for Silage or Greenfeed: \_\_\_\_\_

Growing Hay: \_\_\_\_\_ Ration Balancing: \_\_\_\_\_

Soil Biology: \_\_\_\_\_ Pasture Rejuvenation or Renovation: \_\_\_\_\_

Low Cost Cow/calf Production: \_\_\_\_\_

Environmental Sustainability: \_\_\_\_\_ Economical Sustainability: \_\_\_\_\_

COMMENTS: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



## 2013 Canadian Forage & Grassland Association Conference & AGM

*Dec 9th (Optional Tour)*

*December 10th & 11th*

*Pomeroy Inn & Suites at Olds College, Olds, Alberta*

### When:

Monday December 9, 2013 at  
8:00 AM MST to  
Wednesday December 11, 2013  
at 5:30 PM MST.

Monday, Dec 9th - Tour,  
Tuesday, Dec 10th and Wednesday,  
Dec 11th - Conference &  
AGM

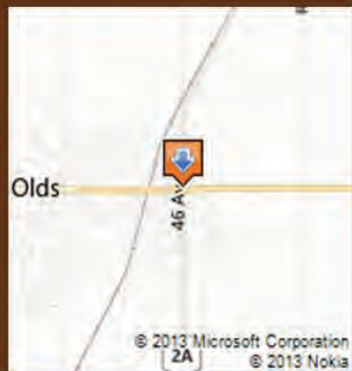
### Where:

**Pomeroy Inn & Suites  
at Olds College**  
4601- 46th Ave, Olds, Alberta  
Phone: 1-855-800-8815  
Email: [gm@PomeroyOlds.com](mailto:gm@PomeroyOlds.com)

Room Rate is \$129-\$149 + taxes  
Reserve before Nov 10th, 2013  
Limit of 50 rooms

Alternate rooms available across  
the street at the Best Western  
1-866-460-7440.

[www.bestwestern.com](http://www.bestwestern.com)  
4520 - 46th Street  
Olds, Alberta  
T4H 1P7  
Room Rate is \$101 until Nov 25th.



### Dear Forage Enthusiast,

We are pleased to be hosting our 2013 CFGA conference & AGM, this time in the well known agriculture community of Olds, Alberta (home also of Olds Agriculture College who is celebrating their 100th anniversary this year).

Our theme is "Taking Forages Mainstream - Challenges, Pitfalls and Opportunities" so we've engaged speakers to give their perspective, as well as researchers, industry and producers to help us identify what must be done to move forages forward as a main crop. We want YOU to share your opinion at our conference, see a little of Alberta via our tour and liaise with those representing the various sectors of the forage and grassland industry!

**For more information and to register please go to**  
**[www.canadianfga.ca](http://www.canadianfga.ca)**

### FREE SHUTTLE

Olds is located approximately 1 hour north of Calgary on Hwy # 2. Alberta Agriculture is providing a free shuttle to and from the Calgary Airport and Olds Hotel.

Please provide your itinerary during the registration process or email to Morgan Hobin at [mhobin@gprc.ab.ca](mailto:mhobin@gprc.ab.ca)

### SPONSORSHIP INFORMATION

We've got some great opportunities for recognition at our conference and throughout the whole year on our website. As well, regular Conference invitations will be going out and sponsor logos will be placed in the side bar on this page as received. View our Sponsorship Invitation on the CFGA Website.

Thank you very much for your attention and response. We look forward to seeing you at the conference.

**Sincerely,**

Corie Arbuckle  
Canadian Forage & Grassland Association  
[c\\_arbuckle@canadianfga.ca](mailto:c_arbuckle@canadianfga.ca)

204-254-4192