

FM BROWN'S NEWSLETTER

VOLUME 2, ISSUE 1

MARCH 2011

Fly Season Is Just Around The Corner And Brown's Can Help !



We all know that flies are a nuisance on the farm. We also know that they can be controlled – by using good sanitation and fly abatement products.

But do you know the damage that flies can actually cause a dairy or beef herd?

HOUSE FLIES are known as filth flies and can carry up to 65 different diseases. They are also a nuisance to neighbors and farm workers.

STABLE FLIES are blood feeders on the legs of animals, can transmit disease, and can cause ani-



mals to “bunch together” in the hot weather causing heat stress.

HORN FLIES are blood feeders that are a major cause of mastitis in heifers and dry cows by causing scabs on teats and transmitting bacteria such as *Staphylococcus aureus*.

FACE FLIES live away from cattle but feed around the eyes and nose transmitting pink eye.

Depending on the type of operation and the sanitation applied, flies can cost a substantial amount of money to a dairy producer either through lost milk production or through the intangi-

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Strategic Deworming of Dairy & Beef Cattle

Spring is an ideal time to review your deworming program for dairy and beef cattle, especially cattle that will be on an intensive grazing program. In our area parasite eggs and larva deposited on pasture in the fall do not survive winter well, particularly a winter that is very cold with minimal snow cover. Unfortunately there is a low level of parasites that overwinter in the digestive system of calves, heifers, and cows. These parasites may rapidly recontaminate pastures if not properly eliminated.

Dairy and beef calves and heifers are highly susceptible to the impact of worms on health and growth. In a recent study using yearling steers placed on pasture for 118 days, steers that were wormed gained .41 pound more per day than those that were not wormed. This amounted to a 48 pound advantage over the grazing period.

Young animals should be wormed before going on pasture and be wormed again in three to four weeks. If the worm load on the farm has been heavy, a third worming three to four weeks later is recommended.

Parasite load can also affect the immune system. Apparently this is a survival mechanism that parasites have developed over the centuries. By acting as an immune suppressor, parasites can last longer in the heifer's system which exposes the animal to a whole host of other bacteria and virus attacks.

A review of recent research trials involving 1470 treated cows in 150 herds in four states and three countries found lost milk production per cow ranging from 294 pounds of milk per lactation to 1280 pounds in cows that were

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Congratulations to our Keystone Farm Show Door Prize Winners!

The winners of the Cabela's gift certificates at the Keystone Farm Show are:

\$100—Gene Moser
Oley, PA

\$ 50—Karlton Moyer
Telford, PA

\$25—Nathan Hoover
Lititz, PA



BROWN'S
FEEDS

Revised Grain Bank Policy

The **Grain Bank Policy** for F. M. Brown's Sons, Inc, has been revised.

A customer may place grain in grain bank and easily understand how that grain returns to their farm either in a finished feed or as a processed grain.

New Grain Bank Rules Corn, Oats, Soybeans



1. No screenings deduction.
2. No grinding loss or shrinkage loss.
3. No storage charge. But grains sold or picked up at the mill without being applied towards feed purchases will be subject to a storage charge.
4. No test weight deduction. Low test weight grain is subject to rejection.
5. Moisture deduction if corn is above 15.5% moisture.
 - Corn over 15.5% moisture goes to our Fleetwood Mill
 - Dry corn may be delivered to either our Birdsboro or Fleetwood Mill. Birdsboro grain is by appointment.
6. No charge for backhauling dry grain.
 - Customer must be buying a complete feed or supplement.
 - Grain backhauls will be scheduled when a truck is available.
7. Treat grain bank grain same as cash.
 - When feed is ordered and billed customer account will **receive a cash credit** for a pre-determined amount of grain per ton of purchased feed.
 - Determination of the amount of grain credited is up to the customer, and will be deducted from grain remaining on their grain bank.
 - For value of Corn- Birdsboro's current paying price will be used.
 - For value of Soybeans- add 15¢/bushel to Fleetwood's paying price.
 - For value of Oats—Fleetwood's current paying price will be used.
 - Prices can be monitored by using the FMBrown.com web site, or by calling Birdsboro or Fleetwood to obtain the current price.
8. Corn, Oats, Soybeans on Grain Bank.
 - May be exchanged for ground corn, rolled corn, ground oats, crimped oats and cooked soybeans that is returned as "processed" grain only and not in a feed mix.
 - For this type of exchange, a delivery and processing fee (grinding or rolling) will be charged.
9. Grain containing insect, rodent or chemical contamination is subject to rejection.
10. No grain will be accepted from a truck or trailer that has hauled trash or hazardous waste in the past.
11. Grain is subject to rejection if found to be of low quality due to mold, must, sourness, weevils, excessive cracked grains, excessive foreign/toxic material, or tests positive for Aflatoxin or DON.

Mill Construction Update



New mill construction will resume as soon as the snow melts!

Update: February 14, 2011

Ground is still snow-covered. Hoping for spring SOON!

SPRING

ClariFly

(continued from page 1)

ble costs of disease or nuisance.

We offer a product to aid in controlling flies that has worked very well for many of our customers. The product is ClariFly® Larvicide and it is added directly to feed. By feeding all the animals on the farm, fly populations can be dramatically reduced and animals can become comfortable and more productive during fly season. You and farm workers can also be less irritated with fewer flies around.

**Costs just pennies
per head per day.**

Some details concerning ClariFly® Larvicide:

- ClariFly® is a bio-pesticide
- Will not harm parasitic wasps
- Controls all four flies listed above
- No milk withdrawal requirements
- Can be fed to beef and dairy cattle
- Feed to cows and heifers
- Can be used with feed medications
- Can be pelleted
- Costs 6 – 8 cents daily for 1300# cow

Talk to your F. M. Browns representative today for more details – and enjoy a **fly free season!**



Strategic Deworming

(continued from page 1)

not wormed. The average for the entire trial was 628 pounds. The strategic time to worm lactating cows is before lactation. Many dairymen do this routinely as part of their dry cow protocol. It is advisable to treat dry cows before turning them to pasture in spring and again in three to four weeks. This will help to clean up the pasture for the grazing season.

Brown's Worm-All Pellets provide the ideal system of deworming for dairy and beef cattle. The feed is easy to measure and is fed at the rate of one pound of **Worm-All Pellets** per five hundred pounds of body weight. When this feed dosage reaches the digestive system it enters the blood stream immediately and at a concentration that is high enough to exert maximum killing power on internal parasites. In con-

trast, pour-on wormers often take days to pass through winter hair coats and enter the system and often do not achieve optimum killing concentrations in the blood. This has led to documented parasite resistance. Even though you think you are killing parasites with a pour-on wormer you may actually be helping these parasites develop a greater resistance to the medication used.

Brown's Worm-All Pellets contain Safe-Guard (Fenbendazole). This antibiotic has no milk withdrawal time, but animals should not be sold for slaughter until eight days after administration. Safeguard has been proven safe to use with dairy cattle, beef cattle, hogs, sheep, goats, horses, and even turkeys. Order enough **Worm-All Pellets** to provide the parasite control that your animals need to boost their rate of gain, milk production, and immunity to infection.

Chicken and Pullet Guidelines

Prior to delivery of the chicks, clean and disinfect all floors and equipment. Check to make sure everything is working properly. Remove old feed from bins and hoppers, clean and disinfect, and allow the equipment to dry before new feed is delivered. This is a very good time to get rid of rodents by baiting with rodenticides.

The day before the delivery of chicks make sure that brooders are at the right temperature (90-95° F) for floor brooding. Double check that water lines are working properly, and are set at the right height. Provide the chicks with **Brown's Chick Charger Crumbles** from day one through week five for layers and week three for broilers.

If using water cups or nipples trigger them so the chicks are encouraged to drink. If nipple waterers are used reduce water pressure so they can see the drop of water. Feed should be placed on paper. Keep lights on high intensity for 20-22 hours that first week.

The first sixteen weeks of a pullet's life are critical. Good management will result in more egg production later. Starting with week six, feed **Brown's Pullet Grower Crumbles** until two weeks prior to expected lay.

Keep pullets away from older birds and maintain strict sanitation so disease from older birds cannot be carried to growing pullets. Provide an A-frame roosting area to strengthen legs and reduce chance of injury.

The feeders should have fresh feed delivered to them at least twice daily. Check water availability and provide fresh water. If nipple waterers are used raise the waterers as the birds grow. Remove mortalities daily and dispose of properly. If birds are going to be moved provide vitamins and electrolytes in the drinking water to reduce stress prior to and after the move. Two weeks prior to expected lay, begin feeding **Brown's Egg Charger Crumbles** or Pellets to provide the proper nutrition for optimum egg production.

Post-Foaling Care of the Mare and Foal

A New Foal Checklist

Several simple post-foaling management practices will help ensure the health of your mare and foal. A checklist follows.

- Make sure the foal is breathing.
- Put iodine on the foal's umbilical stump.
- Make sure the foal (including orphan foals) receives colostrum soon after birth.
- Make sure the foal is protected against tetanus, either through the colostrum or by a tetanus antitoxin injection.
- Make sure the foal passes the

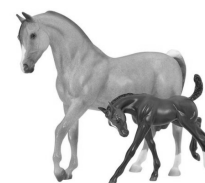
meconium (first manure after birth) and treat constipation or diarrhea promptly.

- Check the umbilical stump for several days for the presence of urine.
- Check that the foal's eyelids and lashes are turned outward.
- Follow your veterinarian's advice about any limb deformities and hernias.
- Make sure the mare expels the afterbirth and check it for completeness.
- Check the mare for several days after foaling for any sign of

reproductive tract infection.

To horse owners unfamiliar with raising foals, this post-foaling checklist may seem like a large amount of work. However, it only takes a few minutes to perform these management procedures, and then you can relax and enjoy your new foal knowing that you have done your best to ensure its well-being.

ANR-922, Reprinted April 2002. Cynthia A. McCall, Extension Animal Scientist, Professor, Animal and Dairy Sci-



Feeding the Rapidly Growing Foal

Recommendations

- Nursing foals should be introduced to concentrates when they are one to two months of age. The concentrate should contain 14 to 18% protein and have added calcium, phosphorus, copper and zinc in a formulation designed specifically for growing horses. The higher percentages of protein and calcium should be used if only grass hay is available.
- Don't let the foal get obese (obvious crease down the back, ribs cannot be easily felt) or excessively thin (ribs easily visible, hip bones prominent, hair coat dull and shaggy).
- Weanlings should be fed the same type of concentrate as when they were nursing and at the same rate as above and monitored carefully for signs of excessive weight gain or loss and DOD (Developmental Orthopedic Disease). Between 0.25 to 1.0% body weight of a properly formulated concentrate divided into two or three

meals a day, with free choice access to good quality mixed legume/grass hay or pasture will maintain optimal growth rates of most light horse breeds while reducing the risk of DOD.

- Plain white or trace mineral salt (preferred loose) and a good, clean source of water should be available free choice at all times.
- Yearlings rations can be reduced to 12%-14% protein with lesser concentrations of minerals, but still needs to be fortified higher than rations for adult horses. Maintaining yearlings on the weanling rations will not hurt and may help, especially if horses are still growing rapidly.

- **Brown's Horse Feeds** are designed for palatability using plant source ingredients. There are a number of feeds available providing the optimal protein, vitamin, and mineral levels for breeding, showing, competition, growth, lactation, and gestation.

Nutri-Blend Pellets are a 36% protein supplement formulated to meet the extra amino acid (protein) needs of rapidly growing foals and lactating mares. This feed contains milk protein, plant protein, and energy derived only from plant sources plus a full complement of B Vitamins, Vitamin A and Vitamin E.

Feeding Rate: Offer within two weeks after birth as a creep feed. As feed intake increases gradually mix with corn or heavy oats until you achieve a ratio of one-third pellets and two-thirds corn/oats. At four months, foals can switch to the weanling mix. Open and pregnant mares can be supplemented one to two pounds per day in addition to normal amounts of grain depending on body condition and forage quality. Lactating mares should receive up to three pounds per day supplement for the first three months after foaling. Adjust feeding levels based on body condition and milk production.

Adapted from Sarah L. Ralston, VMD, Ph.D., dACVN, Department of Animal Science, School of Environmental and Biological Sciences, Rutgers University

Pasture Season is Approaching

Pasture season is approaching. Now is the time to plan pasture renovation or replacement. If your pastures are weak or thin, frost seeding in February and March will increase yields. Vigorous stands are required for high yields, and the proper plant population is critical during the initial planting for seed propagated forages. A thick stand leaves little of the soil surface visible. The use of Ladino clover is an efficient way of improving pastures and adding protein to the ruminant's diets. If you have a pasture that is also doubling as a hay field, the addition of red clover will improve both hay and pasture production.

Dairymen who intensively graze, should graze the pastures short and then No-Till **Intensive Grazing mix** into pasture. This unique blend of forage grasses and clovers will provide a highly palatable source of protein laden forages. Brome grass will provide nutritious and palatable grass even in dry con-

ditions. Tetraploid ryegrass will supply protein enriched forage in early spring and late fall. A mix of alfalfa and ladino clover is an excellent source of protein. Festulolium will grow in the heat of summer with good regrowth characteristics.

Horse Pasture mix is ideal for horses and other species including sheep, goats, dairy heifers and llamas. It is a blend of Kentucky Blue grass, Tetraploid ryegrass, brome grass, and timothy. The bluegrass is nutritious and high yielding. Rye grass will provide a good protein source for all species. Brome grass is palatable and grows well even under dry conditions. Timothy is highly nutritious under high grazing conditions.

Upland Pasture mix is available for well drained soils. It is a mix of Kentucky bluegrass, timothy, medium red clover, and ladino clover. It does well for both beef and dairy producers reaching maxi-

mum output in mid to late spring and again in the fall.

Lowland Pasture mix is suitable for poorly drained areas for ruminants. It is not recommended for horses. The mix consists of reed canary grass, timothy, alsike clover and ladino clover. On wet soils this pasture mix is productive throughout the growing season.

Brown's can make a mix of various forage seeds to best suit your needs for spring or conservation plantings. Ask your area director for varieties available.

Nutri-Plus BMR Sorghum/Sudan Hybrid is recommended for late spring planting. It can be used for grazing or for haylage. The reduced lignin in the stems permits greater digestibility and better palatability.

Sweet Sunny Sue Sorghum/Sudan Hybrid provides abundant pasture that recovers quickly and provides high tonnage.



Corn and Soybean Seeds



Brown's has seed corn and soybeans available for spring planting. Here are some favorite varieties that will be successful for your farming operation.

Seedway 4700 100 days conventional Early vigorous growth and early development get this variety out of the ground in the spring. This variety offers an excellent disease package, a strong flex ear and can be used for grain or silage. Dairymen this has both high fiber and grain digestibility. Excellent picking and shelling ease make this a very flexible hybrid.

NK N53 W GT 105 days. N53 has very good drought tolerance and excellent late season plant health. It has excellent early seedling vigor that does well on all soil types. It can be used for silage with high Milk/Acre results.

Seedway 5788VT3 107 days A triple stacked grain variety that can be used in long grain rotation. It has early vigor and can be used on any soil with a very healthy

appearance during the growing season. Shelling ease is excellent with high test weight.

Seedway 6414 RR 107 days It has high end yield potential on a large variety of soil types. It is a refuge variety that does best on rotational ground with very good early plant vigor. 6414 is a deep kernelled corn that also has excellent shelling ease.

Seedway 6800 110 days conventional A tall variety for all soil types with a flex ear, high grain yield, and good stress tolerance. Dairymen it has "Effective Fiber" for high silage quality.

Seedway 6708 VT 111 Days A triple stack variety with flexibility, bin busting potential for shelling and flexible for grain filled silage. It can be planted on corn after corn ground on soils that are lighter. 6708 is a tall variety that makes tonnage with high populations.

NK 73V 3000GT 113 day It performs best on well drained soils at high plant populations. It is excellent for silage with high milk/acre potential on any soil type. It has strong Gray Leaf tolerance with very good root strength.

Soybeans

Seedway 3306 A roundup ready soybean with top-end yield potential. It has good emergence and standability. It is adaptable to all row widths and no-til systems.

NK S36-B6 roundup ready A variety with excellent yield potential with very good emergence and standability. S36-B6 is designed for all row widths and tillage systems with outstanding stress tolerance.

Seedway 3910 NEW for 2011 Both roundup ready and STS with excellent yield potential and stress tolerance. 3910 has very good emergence and standability for all soil types and row widths.

FM BROWN'S SONS, INC.

BIRDSBORO, PA 19508

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THIS-N-THAT

Management tip for Sorghum/Sudan Hybrids:

Cutting at a height of six inches versus two inches will increase dry matter yields by at least one ton per acre according to research done at Landisville Research Station in 2003. By harvesting too closely to the ground the plant is weakened and takes longer to recover.

Thin Alfalfa Stands

Do not reseed with alfalfa. Alfalfa is autotoxic. Established plants (two years or older) give off a chemical that restricts new seedlings from growing properly. Plowing down a thin stand and replanting will not work either based on research from Wisconsin. The autotoxic effect needs a year or more to be deactivated. Planting seed immediately will result in a 22% lower reduction in yield and 18% reduction in stand. You can plant another forage crop such as sorghum/Sudan grass for heifer feed if needed.

As a second option, if additional forages are needed this year, interseed your thin stand of Alfalfa with Dessie Teff grass. It is a warm season annual grass variety developed for high forage production and forage quality. It will provide a highly palatable forage that can be made into hay or haylage. Ideally Dessie should be harvested in pre-boot stage at 45 days after planting. It makes ideal horse hay.

Cattle Hauling Regulations

Hauling a neighbor's calf in your trailer might make you a commercial trucker. If you get reimbursement for your hauling, you could fall under the Federal Motor Carrier Safety Association guidelines. The enforcement of these guidelines is tied to Federal Highway Funds. The enforcement of the law is up to the interpretation of the police officer who stops you for a safety check. Farmers who have vehicles under 10,000 lbs. and haul their own animals are exempt from the law. If

you haul anyone's livestock, poultry, or horses for "gas money" you are considered a commercial trucker. The driver must have a physical certification that is up to date. You must also maintain a travel log with time driven and time off. The vehicle must have safety equipment such as six road flares, three reflective triangles and a fire extinguisher. If your pickup and trailer exceed 10,001 lbs. and you travel inter-state, you are considered a commercial vehicle. If you drive intra-state you are not a commercial vehicle unless you receive compensation for moving animals. "Interpretations" by the police officer "have the same weight as the law" according to Kevin Stewart, Program Administrator for the Commercial Vehicle Safety Division of The Pennsylvania State Police. Individuals hauling their own animals are exempt from these safety regulations.



FEEDS