

Floradale will be closed for Canada Day on Thursday, July 1 and will reopen with regular business hours on Friday, July 2. Please plan your feed deliveries accordingly.



New Faces at Floradale

Meet Rinske Van Der Steege, our newest Ruminant Sales and Services Representative. Rinske will be servicing the Hamilton-Niagara Region. She is a recent University of Guelph graduate with a Bachelor's degree in Agriculture. Rinske hails from a dairy farm in Waterford, ON.
rinskev@ffmltd.com | 226-567-9194



Adam Putnam is a new Poultry Specialist at Floradale. Adam is a University of Ottawa graduate and is very familiar with end-of-flock reporting, in-barn monitoring, quota sales and transfers, as well as flock weights mortality, and appearance. Contact Adam to see how he can help with your poultry operation needs
adamp@ffmltd.com | 226-753-4449



Floradale is excited to welcome Rinske and Adam to our expert team. The experience and talents of our team are one of the ways we are committed to better serve our customers' needs.

Succession Planning?

Bill C-208 has been passed by the House of Commons. The next step is passage by the Senate. Bill C-208 would amend the Income Tax Act to all farm businesses to be sold to the next generation and taxed at capital gain rates which is more advantageous to farm families than the current dividend tax treatment.

A Word from The Brochu Group

Antoine Brochu, Purchaser



As you may know, Floradale Feed Mill was bought by a Canadian family-owned business in 2020. My father, Patrice, states "We are proud and excited to invest in the province of Ontario through the purchase of Floradale Feed Mill." The Brochu Group has operated mills across Eastern Canada for more than a century. In 1913, my great grandfather opened a general store and started mixing different grains to create feed for his customer's cattle. From there, my grandfather started to build mills to produce larger volumes and support the family business' growth. My aunt, uncle, and father now operate different agricultural businesses across Canada.

Representing the fourth generation, my cousin, brother, and I work in different branches of the family business. I was fortunate enough to be welcomed into the Floradale family in January of this year.

Apart from the growth of the family business I grew up in, the aspect that makes me the proudest is how family values are always a priority. My grandfather taught us how to treat customers and suppliers like our own family and that is the power of a family-owned business. As the fourth generation of the Brochu Group, and now working for Floradale Feed Mill, I can say that my transition here was seamless because each of my colleagues shares these values.

With Floradale's family-owned culture, our dedicated team, and the many competitive advantages that our entire company gives us, we are offering our customers the finest feed at the best price!



Jean-Pierre, Guylaine and Patrice Brochu



Patrice Brochu, John Otten (Swine Division Manager), & Antoine Brochu

Why Forage Dry Matter is Important

Nikki Campbell, Ruminant Nutritionist



The dry matter (DM) of forages at the time of ensiling is extremely important. There is a delicate balance between forages that are too wet and forages that are too dry. If forages are too wet, there is an increased risk of the growth of harmful bacteria and unfavourable acid production. An example of an unfavourable acid is butyric acid. Effects of wet forages may be excessive fermentation,

DM, and energy losses. If the forages are too dry, the result is poor packing. This leads to increased oxygen exposure and a slower rate of fermentation. The good bacteria responsible for fermentation require enough moisture to move around easily. A lack of moisture results in less movement of bacteria and less fermentation. Molding or heating, as well as damage to proteins, DM, and energy losses may also occur.

		ALFALFA SILAGE	GRASS SILAGE	REASONING
MOISTURE	Bunker/Pile	65 - 70	67 - 72	Proper moisture at harvest is critical for compaction and air exclusion of silage. Sufficient moisture is needed to promote lactic acid fermentation.
	Top Unloading Silo	60 - 65	63 - 68	
	Bottom Unloading Silo (oxygen limiting)	50 - 60	50 - 60	
pH		< 5.0 (preferably < 4.5)		A high pH indicates a poor fermentation that is less stable resulting in a poor bunk life with more spoilage at feeding.

Once ensiled forages are no longer exposed to fresh air through the sealing of bunks by packing, fermentation can begin.

Fermentation occurs in three stages:

During the **first stage**, aerobic bacteria naturally found on the forages, use oxygen to convert plant carbohydrates to heat, water, and carbon dioxide. This is where the loss of DM and what is referred to as shrink, will occur.

During the **second stage**, the oxygen is depleted and anaerobic bacteria, bacteria not dependent on oxygen, are able to flourish. These anaerobic bacteria convert plant carbohydrates to acetic acid, alcohol, and carbon dioxide. This conversion to acetic acid reduces the pH of the forages. A lower pH results in an acidic environment which favours the bacteria that produce lactic acid.

The **third stage** of fermentation is lactic acid production. Lactic acid drives fermentation and continues to decrease the pH. Once the pH has reached 4.5, the fermentation process is complete. When the pH reaches 4.5 and lower, the environment is too acidic for lactic acid bacteria to grow.



Proper moisture levels at the time of ensiling is essential for proper fermentation