



Optimal Nutrition at the 'Best Cost'

Amber Swidersky, Monogastric Nutritionist

At FFM, our nutritionists formulate feeds with up-to-date ingredients specifications and ingredient pricing, resulting in the best quality feed at the most cost effective price for our customers. This process is called 'best costing'. A negative perception has been created that the process of best costing, often referred to as least costing, results in poor quality feed – whereas the opposite is actually true.

Best costing is done when there are changes to ingredient costs or when there are new crop ingredients. The best costing of formulas does not mean that poor quality ingredients are being utilized. It simply means that there is a more cost-effective recipe to get the same nutrition to your animals without compromising their growth and productivity. Best costing is a tool that improves the producer's bottom line. Our routine ingredient analysis, strong supplier relationships and consistent monitoring of animal performance provides Floradale nutritionists the foundation to best cost with confidence.



Let's take an Olympic athlete for example, best costing for animals is not all that different than how an athlete may fuel their workouts. The athlete knows that for optimum performance they must eat a diet with a certain amount of protein, carbohydrates, fat and calories each day. Today that athlete may consume eggs, bacon, a green salad, an apple and steak to achieve their daily requirements. However, tomorrow that same athlete may consume eggs and bacon, a banana, chicken, pork loin and broccoli to get the same nutrients. Both days, food intake will result in optimal performance because they are eating high quality foods and the nutrients provided to their body is the same. This selection of foods is like an athlete "best costing" their diet on a daily basis.

"Best costing is a practice that is economically beneficial for producers while maintaining feed quality and animal performance."

Have you signed up for our grain bank program?

As corn is coming off the field, please note our 14.5% moisture target for dry corn. New crop is looking good, but we are navigating through a volatile market. The best way to protect your feed costs from corn price fluctuation is through our grain bank program! Give Antoine a call for more information at 226-747-7012.



Mycotoxin Report from the Nutrition Desk

Matt Schotsman, Senior Nutritionist



Early results are back for mycotoxins in the 2021 corn crop, and the numbers are looking good. Wet weather through tasselling and pollination had a positive effect on grain yield, but also created ideal conditions for growth of molds. Good plant health and drier weather during late August and early September seems to have limited mold growth and resulted in low mycotoxin levels in silage and grain corn. In this year's OMAFRA Ontario Grain Corn Ear Mould and Deoxynivalenol (DON) Mycotoxin Survey, 89% of corn samples were below 2 ppm for DON, and only 1% of all samples were higher than 5 ppm. However, individual fields may vary depending on hybrid, planting date, insect damage, or weather conditions. **If you are concerned about mycotoxins in your grains, call your Floradale representative to discuss testing and addressing mycotoxin challenges in feed.**

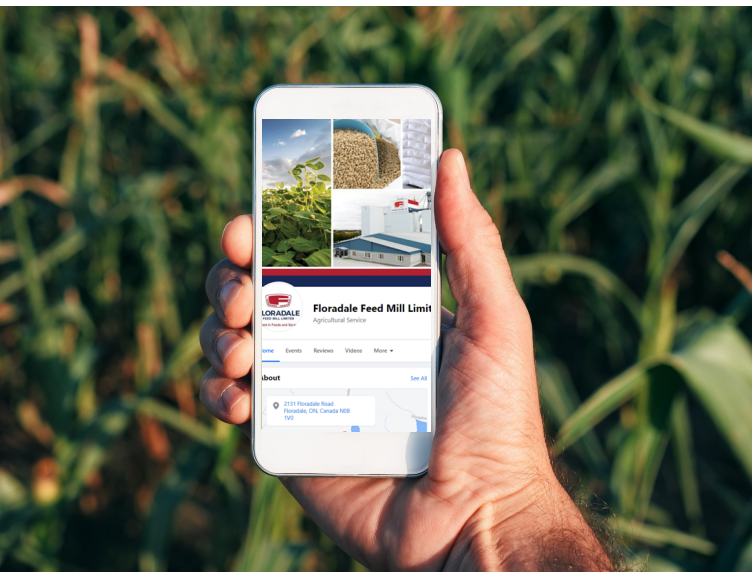
Here We Grow Again *Welcome, Brad Pryce!*

Meet Brad Pryce, our newest Sales Specialist to join the Poultry Team. Brad has over 20 years of experience in sales, business development and grain marketing in various agriculture businesses. Brad also runs a broiler barn and cash crop operation of his own. He looks forward to sharing his knowledge and connecting with the customers at Floradale.

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Brad Pryce
Poultry Specialist



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[@floradalefeed](https://twitter.com/floradalefeed). Our Facebook page can be found by searching Floradale Feed Mill Ltd.

We're Hiring to Serve you Better

Some of the roles we're looking for are Farm Help, Management, Drivers, Sales & Nutrition, Customer Service and more.

More information on these job opportunities can be found at ffmltd.com/careers. To apply, please email your resume to ffmjobs@ffmltd.com or send them to Floradale Feed Mill, Attn: Human Resources. Floradale offers a competitive wage, pension plan, and group insurance benefits. We are an equal opportunity employer and appreciate all who apply but only those selected for an interview will be contacted.