



Fourth generation family owned & operated farm
4 full time 2 part time 1 seasonal
650 acres growing
 - corn (sweet ,seed and commercial)
 -soybeans ,wheat ,hay & pasture

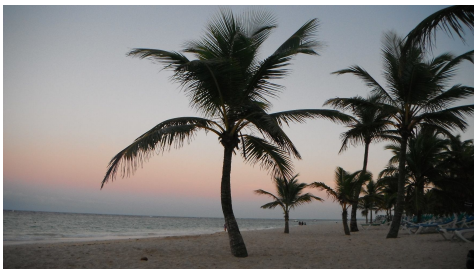


On Farm Retail Market

Our beef is hand selected from the best of our raised herd. It is raised in an environmentally friendly manner with the cattle grazing our local fields and pastures and finished on a corn based diet. This means the best of grass fed and corn fed beef. Since we raise our own cattle from birth to beef there are no hormones, antibiotics or additives in our meat.

Selling our own farm raised Beef
 As individual cuts, sides and quarters
 Fully traceable ,chosen pre-harvest by
 ultrasound, no added hormones /antibiotics

Southwestern Ontario ???





The challenge

Large Cow Herd
Retail outlet
Very expensive Land
High value cropping choices
Limited affordable staff available
HOW CAN WE MAKE IT WORK

In the middle of
CASHCROPPING
COUNTRY ?????



Cows require lots of land

- Grazing Season 100 to 150 days
- Permanent grass pasture ,acres of hay
- Capacity **2 acres per animal** or more
- Rely on stored feed for 200 days
- Calving indoors Feb /March

Traditional beef production model in Ontario


Tradition is nice

>>>>>BUT >>>>>



• **Pasture OR Cropland ???**

- Peas / Snapping beans ?
- Sweet corn / Seed Corn ?
- Tomatoes? Cucumbers ?
- Corn ,Soybeans
- Wheat

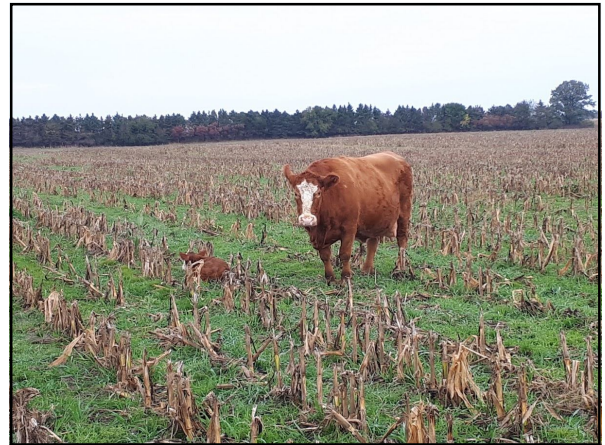


OR ???



Can we raise beef like this
.....HERE ?







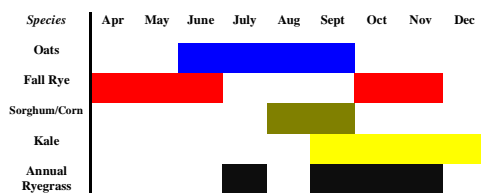
What have I
Learned ????
.....>.....>
“Make ONE new
mistake EVERY
Year”







Annual Forages as Pasture



Yield of Annual Forages

Species	Average Yield TDM/ha
Corn	12.0 +
Oats	5.5 – 8.5
Fall Rye (pasture)	1.0 – 1.5
Forage Sorghum	7.0 – 9.0
Kale (pasture, green feed)	9.0 – 12.0
Annual Ryegrass	8.0 – 12.0







Grazing Options

Rye seeded in sweet corn stubble-20 acres
 Alfalfa 4th cut still standing- 40 acres
 Corn silage ground seeded to oats- 40 acres
 Oats & Rye after snapbeans- 25 acres
 Rye seeded after tomatoes- 20 acres





Oats in March



March Rye pasture

24/03/2006



24/03/2006



03/2007





Grazing Schedule

1. Jan 8 Rye and sweet corn 20 acres
2. Jan 29 Alfalfa 4th cut 40 acres
– Plus Corn silage ground 40 acres
3. March 5 Oats & Rye 25 acres
4. March 20 Sweet corn & Rye 20 acres

160 cows Jan 8 to Mar 30

145 acres

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NO EXTRA FEED ADDED

160 cows Jan 8 to Mar 30

Winter Pasture yield

- 145 acres of crop residue and cover crops
- 160 cows **82 days**
- 14,000 lbs / day of silage before Jan 8
- **1,148,000 lbs 574 tons**
- **Value = \$16,072.00**
- **Cover crop return \$110 acre**

Cover Crops

- No harvest costs
- No feed storage and delivery to cows
- No manure to haul or bedding to put in
- Improved organic matter
- Erosion protection (wind water)
- Roots to aid soil structure
- Improved water holding capacity

The power of covercrops









BUT

Isn't this supposed to be a

BEAN FIELD ????



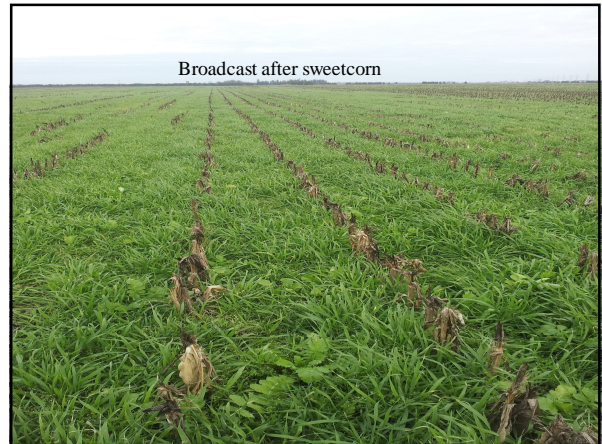


CHALLENGES ??

I have not failed ...
I've just found 10,000 ways
THAT WON'T WORK

Thomas Edison





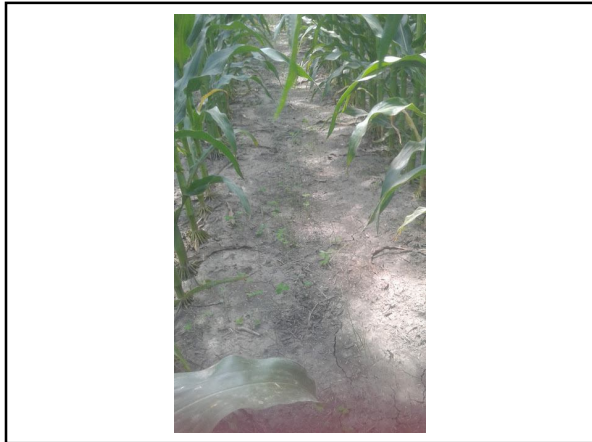




Nitro Enhanced Maize

- 60% nitro Italian rye grass
- 25% Crimson clover
- 10% Nitro Radish
- 5% hairy vetch
- Target seeding rate 15-17
- \$1.70 lb \$25-\$29 acre

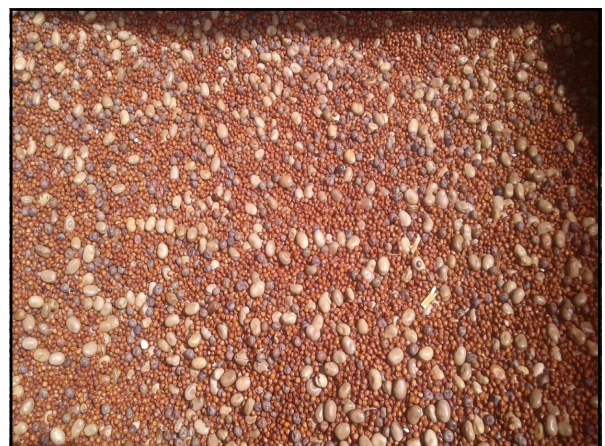


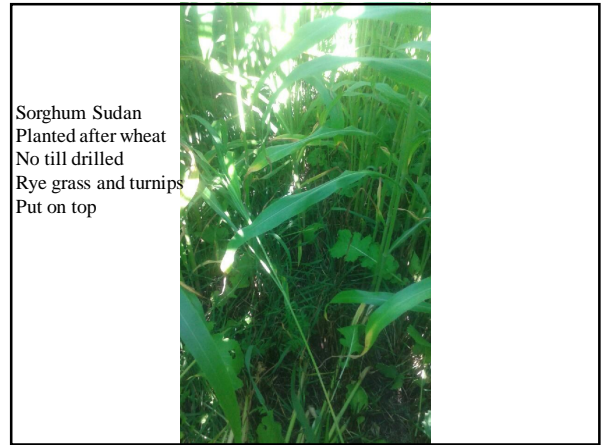













Seed cost
\$ 1.10/lb

@ 15 lb

\$16.50/Ac



Yield
6 bales/ac
(4 X 5)

Cost at feeding
\$ 14 /bale

Strathroy Central Lab
 127 Zimmerman Street South, Strathroy, ON N7G 2B3
 Phone: 519-475-0363 Fax: 519-245-8900

Ordering: LHER & PERFORMANCE FEEDS LTD
 Phone: 519-475-0363
 Fax: 519-245-8900

Sample ID: SCORGHAM SUDAN 1180
 Package: Sorghum
 Sample Date: 6/24/2016
 Crop Year: 2016
 Species: C4871

Client: VAN-MART FARMS

Test: Moisture - Sorghum Sudan

Certificate of Analysis			
Nutrient	As Is	DM	Method
Dry Matter (%)	52.2	100.0	Wet Chemistry
Moisture (%)	47.8	0.0	Calculated
Crude Protein (%)	4.5	13.8	NIR
ADF (%)	6.2	6.2	NIR
Fat (%)	0.7	2.1	NIR
Ash (%)	4.5	13.3	NIR
uADF (%)	11.3	34.1	NIR
uADF (%)	18.8	58.0	NIR
NFC (%)	4.84	14.88	Automatic
Total Digestible Nutrients (%)	17.82	52.88	Automatic
NE (Mcal/kg)	0.40	1.23	Automatic
NE (Mcal/kg)	17.87	54.12	Automatic
NE (Mcal/kg)	0.38	1.13	Automatic
Lignin (%)	1.8	5.3	NIR
pH	5.38		NIR
Calcium (%)	0.17	0.52	NIR
Phosphorus (%)	0.12	0.36	NIR
Magnesium (%)	0.10	0.29	NIR
Potassium (%)	1.33	4.09	NIR
Chloride (%)	0.06	0.18	NIR
Sulfur (%)	0.07	0.20	NIR
Starch (mg/kg)	14.07	43.67	Automatic
Starch (%)	1.8	4.8	NIR
Total Sugars (%)	3.16	9.52	NIR


Sorghum Sudan Grass Analysis

Moisture 66.8

DM protein 13.6 %

TDN 53.66 %

Similar to late-bloom alfalfa silage



ROOTS !!!







Clean ,good quality
SEEDalways
(you get what you pay for)



COWS in the neighbours field ??
On purpose !!!!!!!...





CLIMATE CHANGE ?





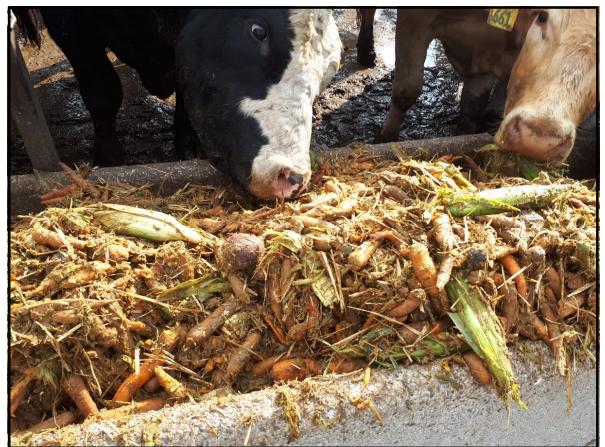


Every "NORMAL" year
Always has the same
Growing conditions





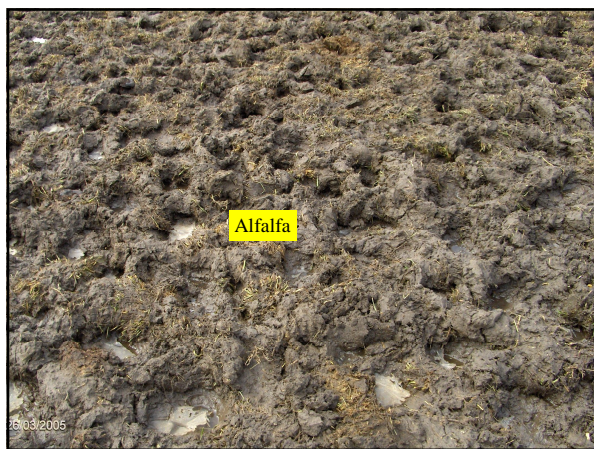






What did I learn ????

- Seed Costs & Availability
- Establishing in the crop / fencing \$
- Timing of harvest(Clovers,grasses,Turnips)
- Moving Livestock (daily,farm to farm)
- Water source ? SNOW ?
- No-Till ? MUD ?
- EACH Field has specific advantage





Challenges

- Need summer feeding areas
- MUD ,MUD& more MUD
- Growing season variability
- Ration balance is a challenge
- Need Plan "B" feed supply
- Crop rotation & grazing plan have to fit
- Have a Positive impact on our environment



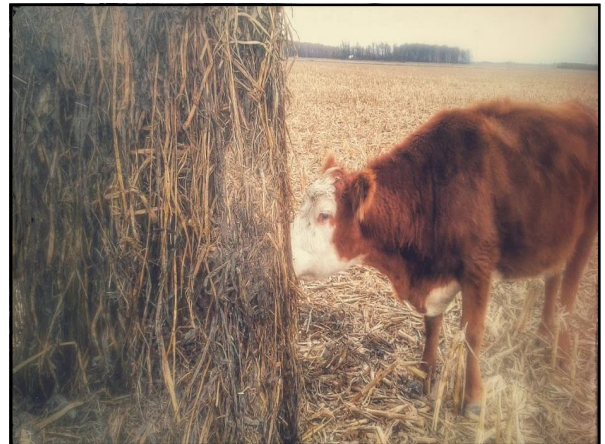




YES We Can Raise cows in cash-crop country

- Grazing season extended to 365 days
- Unlimited forage choices - annual/perennial
- Options /vegetables planted /harvested early
- Utilize crop residue and cover crops
- Reduce harvesting & storage of winter feed
- Healthy cows calving outside
- Permanent pasture optional







On Farm Retail Market

Our beef is hand selected from the best of our raised herd. It is raised in an environment's friendly manner with the entire grazing and feed. Butts and portions are finished on a corn based diet. This makes the best of grain fed and corn fed beef. Since we raise our own cattle from birth to beef there are no hormones, antibiotics or additives in our meat.

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ultrasound, no added hormones /antibiotics



Buis Beef Retail

- Ultrasound prediction of harvest date
- Consistent finish point 10 ml backfat
- Triple A marbling or better
- Target carcass weight of 700 lb
- But can use 500-800
- Animal attitude also observed

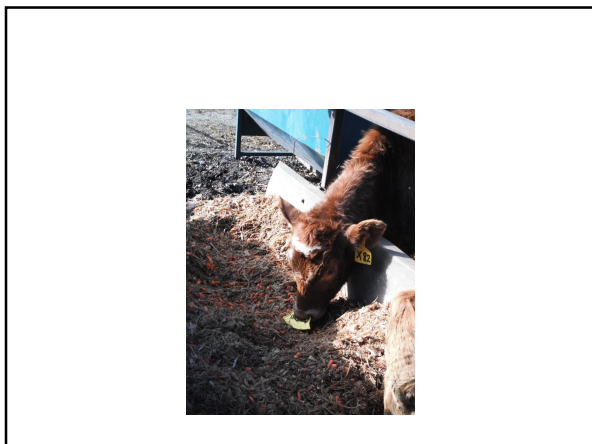
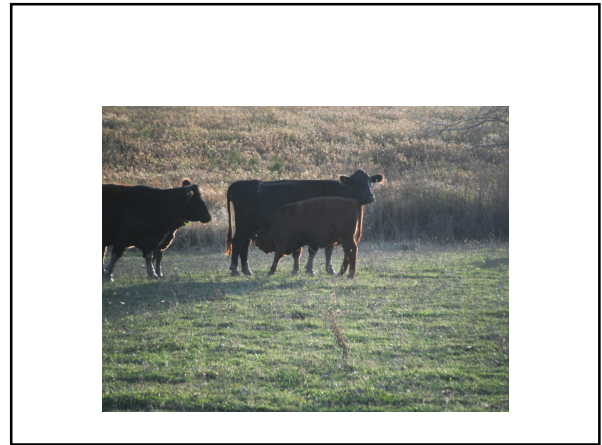
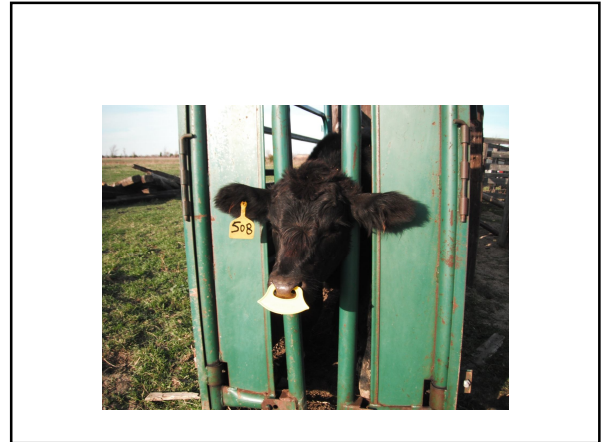
Ultrasound Prediction

Selecting only premium animals for retail!

Buis Beef Retail

“No added hormones or antibiotics”

- Reduce stress at handling times
- Two step Weaning with vaccination protocol
- Vaccinated back on cow for 4 weeks
- Bunk broke with ration they are going to
- Nose flap back with cow for 5-7 days



Buis Beef Retail

Fully traceable using "BIOLINK"

- Each package has barcode with animal id
- Can trace each package back to animal with full history including dam
- Name of cut ,Weight ,price ,date



Buis Beef Retail

- Staff must know each cut & preparation
- How it was raised
- What is going on at the farm today
- Anything that is on internet or social media regarding all food esp. beef
- Organic ,GMO, Animal rights

Decision Making Process



“The most important tools on the farm are a sharp pencil and effective communication”

Questions



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Theresa - theresa.m.buis@gmail.com