

Welcome to the fall edition of the Bluff Country Feed & Seed newsletter!

Many of you will be receiving this newsletter for the first time, after our merger with Danzinger's Midwest Bio-Ag, so we would like to say again "WELCOME and THANK YOU!" Nicole and I couldn't be more excited to be embarking on our two new major ventures within Bluff Country Feed & Seed.

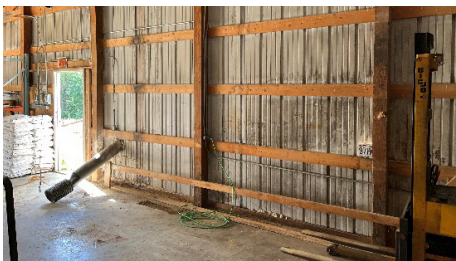
Like most summers, this one seemed to fly by! What started out as buying a used batch mixer from the dog food plant here in Mondovi, rapidly shifted to buying and installing a complete grinder/mixer system. Throughout the summer we have been working to convert our facilities over, and we can finally say THE MILL IS GOING! We have been grinding and mixing a few batches here and there (working the bugs out) and hope we have our feet underneath us now. Our goal is to work with livestock producers of all sizes, accommodating those who can't take the larger quantities other mills might require for delivery. On the following page we answer some of the more common questions, but please don't hesitate to reach out to anyone on the Bluff Country team with your questions. Unfortunately, only those customers closer to Mondovi can benefit from our feed mill services, but that brings us to our next venture...

Early in the year we were approached by Joe Danzinger about buying/merging our two businesses together, and it quickly became a no-brainer! Their expanded seed portfolio, fertilizer and product offering from Midwestern BioAg all blend in nicely to everything we were already doing here at Bluff Country. Plus, we have added some amazing team members, each with their own skill set to help their customers prosper! Now with liquid and dry fertilizer offerings and equipment, we can now offer our customers a broader spectrum of services in the spring and fall, or throughout the year!

The scope of Bluff Country now fully encompasses the feed, fertilizer, seed, and service spectrum.

We hope you enjoy this fall edition and thank you all for your continued support!

Matthew & Nicole Costello



Check out some of the pictures of our feed mill installation process!

Feed

With the start of our new feed mill, we have gotten quite a few questions. We thought we would answer some of those questions here for you:

My corn is at _____, how do I get it to Bluff Country?

You call the current facility and TRANSFER the corn to Bluff Country. Most places do not charge a fee for this. Once the corn is in Bluff Country's account, it will then be added to your grain bank for further processing use.

Which species are you able to mix feeds for?

We can create custom blends for dairy and beef cattle, swine, poultry, sheep, goats, and horses.

Do you deliver products in bulk?

Currently we can deliver custom feed blends or ingredients in our 3-ton bulk truck. Our delivery radius is approximately 40 miles from Mondovi. Farther distances may be subject to a small delivery fee.

Ration Creation?

Bluff Country can create a customized feed mix and ration for you to best suite your livestock's needs. Samples of your forages and other feed ingredients can be run through Bluff Country directly or shared with us via a third-party lab.

Fertilizer

Input costs seem like they are up to stay, so to improve dairy farm margins in challenging times, dairies should look "lower" to improve profitability — all the way down to the ground. There's a lot of revenue potential in the soil, and we can help you unlock it.

Wayside Dairy near Green Bay, Wisconsin, works closely with a BioAg consultant to build farm profitability from the ground up. The team put together a fertility program to improve financial returns from Wayside Dairy's forages. Wayside Dairy relies on BioAg's soil fertility program to enhance their forages and make them more profitable. They have also implemented management practices like cover crops to help them build soil health. On their alfalfa, the dairy applies BioAg's Bio-Cal® at 800 lbs. per acre and 2-4-30 fertilizer at 300 lbs. per acre.

Returns on Midwestern BioAg's forage program are threefold:

- **Reduced feeding costs:** Working with Midwestern BioAg, Wayside Dairy saved 13 cents per cow per day on supplemental mineral. Out-of-pocket costs for mineral are lower because forage tests show that the mineral content of Wayside Dairy's homegrown forages has improved.
- **More feed:** Using products like Bio-Cal and BioAg's balanced fertilizers, Wayside Dairy has improved forage yields from 3.7 tons per acre to 4.2 tons per acre. With a larger feed inventory on the farm, Wayside can devote less acreage to hay production so that other crops can be grown or herd size can be increased without buying or renting additional land. And, in some cases, extra hay can be sold as secondary income.
- **Better economic return per acre:** Using the UW Extension's Milk 2006 program, Wayside Dairy's BioAg-fertilized hay ground showed higher total digestible nutrients of dry matter over the control (63.2 versus 61.6), higher relative forage quality (164 vs. 158), and more milk per ton (3,013 vs. 2,903).

Overall, Wayside Dairy gained \$300 more per acre in milk income by applying the BioAg forage program on their hay ground.

Seed

We know have a broad portfolio of organic, non-gmo, conventional, and traited corn, soybeans, and alfalfa here at Bluff Country. Plus cover crops and numerous forage crop options. Each company has their unique early booking programs, so reach out to your Bluff Country rep to learn more! Enough business, now something we find interesting as we explore biological farming:

The history of earthworms dated back millions of years, to the time of Pangea, but did you know they are not “nature” to North America? In Northern America 10,000 years ago, glaciers wiped out all the native species above the glacial boundary (which runs through central New Jersey, Ohio, and out to the West). These areas remained worm-free until the 1600s, when colonists brought European earthworms with them to the New World. Since then, these non-native earthworms have overtaken large swaths of previous uninhabited areas where farming and logging have left disturbed soil more hospitable to invaders.

While some may deem them as “invaders,” the benefits of earthworms are quite numerous. When earthworms convert some organic matter in the soil, such as dead leaves/fruits/vegetables/feces, into vermicompost, this changes the organic NPK in the soil. Earthworm feces are generally high in Nitrogen and because of this, you’ll normally find Vermicompost (compost made from controlled worm farming) is also high in nitrogen. Though the total NPK in worm feces is pretty low, many people say that the use of worm feces has no effect. This is incorrect.

Worm feces also contain beneficial microbes that can repair and maintain the quality of soil for a long time. Helping to protect the ground against being “spoiled”. Another function of earthworms is to restore dead, infertile soil. Artificially or naturally affected heavy metal wastelands are no longer suitable for farming. In addition to using plants and microorganisms to cleanse the soil, earthworms can also be used to remove heavy metals and other pollutants from the soil.

Earthworms can help us humans directly with our health too! An enzyme called earthworm kinase can be extracted from earthworms, which has been shown to dissolve blood clots to help patients with vascular diseases.

So the question is, are you an earthworm farmer?

Service

As winter approaches, we have a few quick reminders to hopefully help things go smoother.

Test your forages and evaluate your rations and mixes. This year’s haylage and silage will feed differently than last years. Knowledge of what you’re feeding and making the proper adjustments can be the difference between net profit and net loss. Don’t have time to take samples? What do you think we are here for?

Take inventory of your feed supplies. Find out now if you will be short on feed. Purchasing feeds in the fall can help ensure you get the quality of feed you desire at a more reasonable price than a winter/early spring rush order.

De-worm your animals in the best way you can. The definition of parasite is “an organism that lives in or on an organism of another species and benefits by depriving nutrients at the other’s expense.” That expense really being YOURS. De-worming after a hard-killing frost will prevent re-infection. Topical pour-ons, feeds/minerals, and natural diatomaceous earth are all effective methods.

Waterers, heaters, and bedding. Dry and clean animals are normally healthy animals. Extra steps taken to harvest bedding dry now can yield health benefits in February and March. As the cold weather sets in more regularly, you may need to turn on heaters and systems that have lied dormant for a while. Be sure to check the wiring thoroughly to prevent voltage issues or sparking. Animals love to chew on cords!



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