



“Equipped To Meet Your Needs”

Fall 2008

New Opportunities by Fred Groenestege

You know as humans we are one of the most adaptable creatures on earth and have an inherent instinct for survival. I am sure many of our pork producing customers have made changes to survive the downturn in that industry, we are also making changes here at Ag-Co. One of the first things we all do is analyze all costs and reduce them where we can to become the most efficient producer or supplier we can be. During this process we also look at marketing the products we have to potential new markets to be able to maintain our production levels and still generate a profit (increase demand). We also look at possibly improving our products to make them more appealing to our customers to increase sales. When we have done all this, and it's apparent it's not going to be enough, then of course we look for new opportunities.

Well, we have done all that at Ag-Co and are now moving ahead with developing more and new opportunities in other livestock sectors such as poultry and dairy. We have had some success in the poultry business but dairy will be new to us. The strongest point we have is our location, right here in Perth County we are in the heart of agriculture in Southwestern Ontario. In both dairy and poultry there are many producers right at our doorstep, and in dairy

there isn't anyone that's better located to serve all of Perth County, as well as some of our neighbouring counties.

With all equipment, the lines we currently carry will address some of the needs for all sectors, but of course not everything. We will be adding new lines to more broadly address the poultry, and of course all new lines to look after our dairy customers. Watch for announcements in the future as we complete these arrangements and get inventory into place.

We have also added some new people. Jeremy Damen and Chris McIntosh joined us in September. Jeremy is our go to guy in the poultry end of things and Chris will be responsible for developing new business in the dairy sector. I'm sure you'll find both of these guys very approachable and eager to help you in whatever way they can.

Our goal at Ag-Co is to consistently present the best solutions to satisfy our customer's needs and support them in being the most efficient and profitable producers possible. We accomplish this with simplicity in systems and equipment lines that present the most value. To maintain this we have knowledgeable service reps available 24/7 to assist you with any equipment operating challenges

that may arise. This is our job and we take pride in it!

This is the one area for us here at Ag-Co that really fits well with any new business we develop. We already have all the costs affiliated with operating this part of the business but will now be able to spread those costs over many more customers. This will insure that we can continue to provide this valuable service at a very competitive cost. It also means that there is a whole new group of customers out there that will get to experience a visit from one of our most obliging, and friendly service reps such as Gregg, Chace or Donny.

All of us at Ag-Co are looking forward to these new opportunities. We know you can look forward to receiving the same service and support from us in the poultry and dairy sectors that we have become known for in the pork industry. Until next time.



**In lieu of
Christmas
cards,
we will be
making a
\$1000.00
donation
to the
OPP
Children's
Benefit
Fund**



Vacuum Stability in Milking Claws

HEATER CHECK TIPS:

Now that fall is here, it is time to check out your box heaters. Here are a few things to do before the cold weather arrives.

- Clean heaters with high pressure air to remove as much dust and dirt as possible. (remember to clean out the blower wheel particularly well)
- Check all pipe connections from the ceiling to the burner, with soapy water, for any small gas leaks.
- Check for any broken wire connectors for high temperature switches, air proving switch etc., replace if necessary.
- Manually check that the heater is turning on and off with the control.
- Check that both male and female plug ends at heater are in good condition.
- Light pilot light and start heater up. (if heater is not electronically lit)



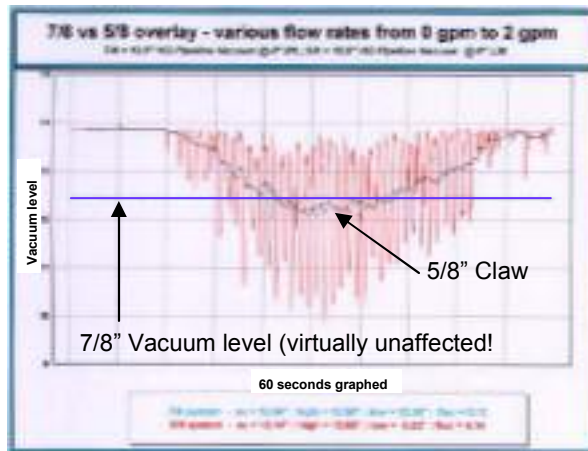
FOR SERVICE ON YOUR HEATERS, PLEASE CALL **BILL ADAMS**

MID WEST ENERGY SERVICE
RR #2
ST. PAULS, ONTARIO
N0K 1V0
519-393-6761

Recently, new claws with increased outlet sizes have been developed and marketed. Studies were conducted by the University of California-Davis, Milk Technology Laboratory at the Veterinary Medicine Teaching and Research Center in Tulare to measure and compare vacuum in four claws with differing outlet inner diameters (ID) under controlled conditions of flow and lift on the milking machine test bench.

All of the 5/8 claws had similar characteristics and two were chosen for further evaluation. Of the four selected, two claws had milk outlets with ID of 5/8 inches; one had 6/8 inches and another had 7/8 inches. The four claws were tested under all combinations of lift and flow for a total of 72 tests. Overall, the most stable vacuum was delivered by 6/8 inch and 7/8 inch claws at zero lift. Increasing lift of the milk degraded the performance of all four

claws, with the larger claws and particularly 7/8 inch, still maintaining some advantage. Under simulated milking conditions, a cow would give milk a varying flow rates with an



increase to the peak flow and thereafter decreasing until the milking machine is detached. The 7/8 inch inlet claw maintained a narrow range of vacuum at the claw as compared to the 5/8 inch inlet claw. To maintain the same average claw vacuum level in the 5/8 inch inlet claw as in the 7/8 inch inlet claw, the system vacuum had to be raised almost 1.5 inches Hg (Figure 1).

More stable vacuum con-

tributed to higher average claw vacuum for larger claws in this experiment. The majority of the dairies after conversion to larger capacity claws have observed increased milking

speed due in part to higher average claw vacuum. Higher claw vacuum could also reduce liner slips and provide more persistent teat end vacuum in both the open and closed phase of pulsation which could improve milking efficiency. It should be noted that vacuum stability range varied between claws. With 0 inches lift and 1 gallon/minute flow, the 7/8 inch claw had a range of about 5 mm Hg; the 6/8 inch claw range was about 10 mm Hg, and the 5/8 inch claws had ranges of about 25 and 30 mm Hg. Improving vacuum stability within these ranges may have subtle benefits that enable more rapid, gentle and complete milk out.

For more detailed information, contact Chris McIntosh (519)393-AGCO

Merry Christmas From All of Us At Ag-Co Products



We would like to thank everyone for your patronage over the past year. We wish all of our customers and friends a happy and safe holiday!

Holiday Hours:
Dec 24th: Open till noon
Dec 25th: Closed
Dec 26th: Closed
Dec 31st: Open till noon
Our elves are always ready to help.



Genetiporc Chooses Gestal For All Of Their Barns

After testing the Gestal computerized farrowing feeding system for more than a year, Genetiporc has ordered the Gestal feeding system for all of their barns across Canada. Their barns in Mexico will be also outfitted after the Canadian base is finished. This is a major commitment for Canada’s leading swine genetics company and one that was based primarily on labour savings, feed efficiency and improved production. The new wireless Gestal system is much easier to install than the previous version which was connected with data cables. The most recent system installed in Ontario was done entirely by the producers themselves. Prior to this year

there were only three systems operating in Ontario although 25% of all farrowing crates in Quebec have



been outfitted with the system over the past decade. Now that the company has CSA certification on the system the plan is to begin marketing across the rest of the country as well as the USA. In a recent trial on a local 700 sow unit (which was already at 27+ p/s/y), one farrowing room was

equipped with the Gestal system (68 litters recorded and compared to the rest of the herd). The following results were recorded: days from weaning to first estrus were lowered from 6.9 to 4.5, farrowing rate increased from 91% to 98.5%, pigs weaned per litter increased from 10.8 to 11.5, weaning weight increased from 6.1 to 6.45 kg, projected pigs weaned/mated female/year rose from 27.3 to 30.35. Projected payback for the total cost of the system was less than 1 year. Calculate what this type of improvement would make to your operation!

Congratulations To Vince & Nancy Hulshof, lucky winners of Our Spring/Summer Draw for 500 Ag-Co Dollars



Jim Cameron with draw winner Vince Hulshof



Employee Announcement: Jeremy Damen

Ag-Co is pleased to announce Jeremy Damen as Sales Representative for our Poultry Division. With Ag-Co’s strong interests in diversification of our company into Dairy & Poultry, we saw this as an excellent opportunity. Jeremy has 8 years of hands-on experience from working on the family’s breeder farm. He has a strong electrical background as well as mechanical knowledge. Jeremy has a keen interest to research and learn about new product lines and production

technology. “I am always looking to improve efficiency in barn management, increase production and reduce flock mortality.”



Jeremy Damen, Poultry Sales Representative

Jeremy recently moved to the Sebringville area with his wife Rebecca and children, Tyce (4), Kyen (2) and Ryer (5 months). Jeremy’s spare time mainly centers around his family but when there is a little extra time, he enjoys working on the farm and playing hockey. He is very personable and eager to build a relationship with our customers. Please stop by our office and meet him.

Fall/Winter Draw

From Sept 5, 2008 to March 3, 2009 every purchase enters you in a draw for 500 Ag-Co Products Dollars

Redeemable on your next purchase.

United Way Agencies Are Here In Tough Times

By Shelley Groenestegge

**With You
For You
There is
a
Way!**

Today, we are seeing a time that I have not witnessed before. Between a down turn in some sectors of agricultural that has lasted longer than anyone thought possible, along with a government that seems to have forgotten its 3rd largest industry, farming families are feeling the isolation and are numbed into waiting for the next blow. Now, some families also face the added stress of watching their hard earned investments being depleted with the stock market woes. Fathers and mothers are looking for work to sustain their livelihood outside the farm after years of persevering. There are unfortunately, many individuals in our community who are unable

to help themselves as much as they would like to, and some who don't know who to ask for a helping hand. Stress is building in many families and UW services are there to help relieve the pressure when times are tough.

Since 1959, United Way has been recognized as a leader in building community partnerships, and ensuring that a comprehensive network of programs and services are available for people when they need them. United Way is committed to cultivating long-term solutions where they are needed the most to tackle poverty, help families and individuals in crisis, reduce violence, assist children & youth, support seniors and persons with

disabilities.

UW is a resource to the entire community of Perth County, responding to new and urgent needs. Since 1960, the United Way of Perth County has provided over \$10.5 million for critical programs that reach thousands of families and individuals right here at home. People are looking for a hand up and for one in every three Perth County residents a United Way agency provides assistance so they can help themselves. If you would like more information about our services please call. All calls are confidential.

Toll Free: 1-877-818-8867

Telephone: 519-271-7730

Fax: 519-273-9350

Web-site:

www.unitedwayperth.on.ca

We believe in **United Way**  of Perth County



"EQUIPPED TO MEET YOUR NEEDS"

P.O. Box 220
#4842 Perth Line 34 (Hwy 8)
Sebringville, Ontario N0K 1X0

Phone: 519-393-5179
Fax: 519-393-5195
Toll Free: 1-877-817-AGCO
E-mail: sales@ag-co.on.ca
Web Site: www.ag-co.on.ca

**Contact Our
Knowledgeable Staff**

jimc@ag-co.on.ca
genej@ag-co.on.ca
kathyd@ag-co.on.ca
gush@ag-co.on.ca
greggm@ag-co.on.ca
victorz@ag-co.on.ca
jeremyd@ag-co.on.ca
mcidairy@cyg.net

Mission Statement:

Ag-Co Products Limited is dedicated to committing the best people, products and service to ensure our customers' satisfaction. We promise to be your one source for value by providing a knowledgeable group of people who are capable of addressing your needs for innovative products and reliable service.

