



LAKEVIEW ORGANIC GRAIN

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*** MID-SUMMER 2009 NEWSLETTER ***

COOL AND SOGGY – for much of the Northeast, that describes our summer so far, making cultivating weeds and making hay rather challenging, but the pastures are doing great and small grains harvest has started, the first new-crop barley has arrived. If we could just get some summer-warm days - we, our crops and our animals will all do better!

Throughout the organic community, the winds of change fill us all with uncertainty, and with that, often with some anxiety. Organic milk prices and grain prices are dropping, the dairy farmers are trying to figure out what ‘quota’ means to their bottom line, while grain farmers are wondering where to sell, or even store, all their grain. What a difference a year makes!

Here at Lakeview, we are trying to adjust to these changes also and still do our very best to ‘make things better’ for all of you. We’re buying as much New York grain as we possibly can now at harvest, and we are reducing our feed prices to help the dairy farmers better make ends meet. And as always, we try to have a sympathetic ear when you call. Hopefully, if we can all support each other in this community, we can make it through these uncertain times.

WAREHOUSE FEED SALE! With new crop coming, we really need a chance to thoroughly clean out and repair our bins and make room for new 2009 crop inventory. For this reason, as of August 1, we will be dropping our corn, barley, triticale, and oats prices *substantially*, and our peanutmeal/soymeal and sunflower meal will come down also. **You WILL see a difference in your feed bill, we guarantee that!** Because new crop is priced lower than last year, we do not plan for these price reductions to be temporary. Please call us for new pricing, and if you are not a current Lakeview dairy feed customer, you might want to do some price and quality comparisons. With the current uncertainty in the milk market, this should help the dairy farmers stretch your milk check a little farther with high quality, New York-grown grain.

NEW LAKEVIEW PRODUCTS AND SERVICES –

- Just in time for pasture feeding, Fertrell has developed an exciting new product, a **mineral block made from organic molasses and Graziers Choice minerals**. Suggested retail is \$39.00 for a 45# block. And, due to popular demand, we now carry **3-section free choice black plastic pasture mineral feeders** with a rubber flap cover. They come in 2 sizes – 3 ft diameter for \$135 and 4 ft diameter for \$150 and can be delivered on the feed truck!

- **Have you recently enjoyed New York-grown grain, home-ground to make farm-fresh breads and noodles?** We now have whole organic grains, available in 5 lb bags or 50 lb bags. Organic hard red wheat and soft white wheat are \$5.00/5 lb, spring spelt is \$6.00/5 lb, open pollinated corn is \$10.00/5#, and organic Emmer wheat (semolina type) for \$15.00/5#. Larger amounts are available for SERIOUS bakers. There are good recipes using these grains on our website or available in printed form upon request!

- **SHOPPING FOR DAIRY MINERALS?** We are now carrying Crystal Creek pasture minerals and are cooperating with their staff nutritionists. Some New York farmers are using this service and report good success. We work with many dairy nutritionists at Fertrell, Penny’s, Land O Lakes, AgriBasics, AgriKing, RestoraLife and others to serve the interests of our customers. We’ll be happy to work with your nutritionist also! We also cooperate with other companies, such as Rockwell’s (Troy, PA), Hewitt Bros (Locke, NY), King Bird Farm (Berkshire, NY), Tice Feed (Mainesburg, PA) and Reisdorf Bros (N Java, NY) for feed delivery or as dealers for our bagged feed,

- **HEY WESTERN NY FOLKS – we have excellent news!** We are cooperating with Wilson Transport from Arcade for pallet deliveries, direct to your farm. They pick up here every Thursday and then deliver to western NY on a schedule the following week. Rates are extremely reasonable - \$20/skid of 20 bags, plus \$1 for each additional bag (up to 50 bags per skid) or \$35 per totebag of feed. No fork lift is needed, they wheel it right into your barn! The Wilsons are great people to work with, a family business much like ours. It is truly a perfect solution for a lot of our western NY demand.

- **OH THOSE PESKY FLIES!** Fly season is upon us, no doubt about that. We have a new info sheet available on organic fly control and management that is posted on our website or available by mail if you wish. AgriDynamics has just reformulated their **EctoPhyte** spray to be both more effective and less expensive. One gallon of the new EctoPhyte concentrate will make 12 gallons of ready-to-use spray, when mixed with either water or oil, or a combination of the two. Retail price for the new Ectophyte is \$70/gallon of concentrate, and for the Ectophyte Classic, is \$60/gal. We also have **Crystal Creek No-Fly** in both water and oil soluble forms for \$50/gal, and mineral oil in 5 gallon pails. By the way – we have organically-inclined info sheets and articles on lots of topics on the website, its worth a good browse!

AND THAT'S JUST A VERY SMALL SAMPLE OF THE ORGANICALLY-APPROVED PRODUCTS WE SELL AT LAKEVIEW – we now list over 200 items on our price list - organic grains, seeds, bagged animal feeds, minerals – both premixes and basic minerals, organic molasses and sugar, kelp, Crystal Creek and AgriDynamics health care products. Call us if you'd like a new price list and if you don't see something you'd like, let us know, we probably can get it! Often products, bagged feed and seed can be delivered to a farm near you on one of our feed trucks, since we deliver feed throughout upstate NY and northern PA. Please also let us know if you need a copy of our NOFA-NY organic certificate or a statement of your annual purchases.

UNCONVENTIONAL FALL GRAZING – Forage brassicas are high quality, high yielding, fast-growing crops that are particularly well suited to grazing by livestock. We have an info sheet on using forage brassicas, both on the website and by mail - let us know if you want a copy. **Brassicas** (usually turnips) can be planted with a spring grain, such as oats or spring triticale, in late July/early August for highly nutritious fall/early winter grazing. Turnips seeded at a rate of 2-3 lb per acre, and oats at 2-3 bu/acre reach maximum yield in approximately 90 days. Field trials in New York in 2007 (that we participated in) of Pasja turnip and oats produced forage with an average crude protein of 30.5% and an NEL of 0.74. As long as the top of the turnip root is not removed in the first grazing, turnips can be ready for re-grazing in about 30 days. Make sure to include adequate grass forage in the ration when grazing brassicas to prevent bloat and other animal health problems. We have conventional untreated Pasja turnip seed at \$5.25/lb and organic oat seed at \$19.00/50 lb. We also still have adequate supplies of BMR sorghum sudangrass and Japanese millet for summer forage.

FALL SMALL GRAINS AND COVERCROPS – its not too early to be thinking about it! The small grains are being harvested, and we are working closely with the good folks at New York Seed Improvement to insure the quality and purity of our wheat and oat seed crops. Soon we will have seed for winter wheat, triticale, barley and rye. **VEGETABLE FARMERS** - don't forget covercrop oats, buckwheat, hairy vetch, clover, peas and rye seed for the fall!

GRAIN CONTRACTS – we have now filled our small grains contracts (oats, barley, triticale) with 100% New York grown grain. We will be offering soybean and corn contracts in September. If we haven't already been in touch with you about this, and you would like information on our quality specifications and needs, please contact us soon.

We have FREE copies of NOFA-NY's excellent resource book, **TRANSITIONING TO ORGANIC DAIRY SELF-ASSESSMENT WORKBOOK**. This isn't just for newbies – the book includes an incredible amount of useful info, charts, pictures, and management decision-making guidance. If you want one, just let us know – we'll send it out !

***** EVENTS . . . OPPORTUNITES . . . FRIENDS . . . FUN! *****

We hope to see you at the **NODPA (Northeast Organic Dairy Producers Alliance) field days at Roman Stoltzfoos' farm in Kinzers, PA on August 13 & 14**. There will be pasture walks, and farm tours of the Stoltzfoos' long-time organic dairy farm, excellent presentations by Dr. Hue Karreman DVM, Jeff Mattocks (Fertrell), Sarah Flack (organic dairy consultant extraordinaire), James Landis (organic dairy farmer, philosopher and economist), Lisa McCrory and Kathy Sodor (grazing specialists) and lots of opportunity to visit with other organic dairy farmers. We are proud to have been an enthusiastic supporter and sponsor of this valuable group from its start.

We will have a table again at **Empire Farm Days in Seneca Falls, August 11-13** in the Cornell University building. The folks at Cornell have extended us this very kind opportunity for several years, and we really appreciate the great chance to visit with many farmers (organic and conventional) and our good friends at Cornell. We'll see you there (and please say hi to two of the Martens kids in the FFA-staffed information booths)!

NOFA-NY has a truly rich lineup of field days this summer, including many of our friends and customers. The Knapps in Preble welcomed visitors to their farm in **June** during strawberry season for a 'Picnic on the Farm'. **July** brings field days about food-grade grain production at Cayuga Pure in Trumansburg and at Kit and Cathy Kelley's in Dansville, PA. Other July events include organic dairy and raw milk issues with the Snyder's in Alfred and with the Scheffler's in Groton. In **August**, Rodney Graham will host a field day on seed cleaning and processing in Hunt, and Elizabeth Dyck will present information on food-grade small grains and weed control in Bainbridge. In **September**, Siobhan Griffin will discuss pasture management for extending the grazing season in Schenectady, the Marsiglio's will show how they pasture pigs, chickens, sheep and goats in Walton, and Gary Crowe will talk about growing many kinds of grains and forage species in the North Country in Heuvelton. And that's just a FEW of the field days available! There's something for everyone – and some really great people to visit!

As always, on behalf of all of us at Lakeview – Klaas, Mary-Howell, Daniel, Lester, Kent, Ed, Stewart, Sheila, Dan and Jack - we thank you for your continued support and business.
The success of YOUR farm is very important to us – please let us know how we can serve you better!
