



## LAKEVIEW ORGANIC GRAIN

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## FALL 2010 NEWSLETTER

There's a chill in the air these days and few things are finer than watching our combine go across the field, watching all that corn or soybeans go into the bin! **Its looking like again this year, New York will produce 100% of the organic corn, soybeans, barley, oats, and triticale we will need here at Lakeview!** The demand for dairy and other livestock feed is good, and the supply is strong.

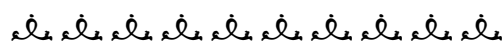
Here at Lakeview, we are actively taking in grain as it is harvested, and the days (and nights) get very long when we start drying corn from many of our suppliers. For all 2010 grain, we offered contracts in September on a first-come basis and we now have enough grain contracted with New York growers to fill all our available storage at harvest., \*\* **Therefore, if you have organic grains to sell and have not yet made a contract with us**, we may be still interested in buying your grain, but first we must allow all our contracted farmers deliver all their grain - then we'll have a better idea of how much storage is left.

### **For those farmers with Lakeview grain contracts, remember -**

- ❖ Please take a moisture test before harvest and during harvest, and let us know the % moisture before delivery and whether the grain will need cleaning (above 2% foreign matter) when it gets here.
- ❖ Please send a Bill of Lading along with each truckload of grain, identifying (1) you, your address, your organic certification (2) Lakeview as the buyer, (3) identification of the product with a lot number, (4) the date, (5) clean truck verification stating that you checked the truck before loading and it was clean.
- ❖ Please call Daniel at 315-531-1038 at least 24 hours in advance of grain deliveries so we can be ready to unload and handle your grain. Be sure to tell Daniel the approximate moisture, whether the grain is adequately clean, and the quantity you will be bringing when you call!

**FEED COMMODITY CHANGES AT LAKEVIEW** - we've recently made a few changes to our products. Its time to say farewell to the peanutmeal and soymeal/peanutmeal - the supply and quality had become uncertain, so as of October, we have phased these products out. We will be replacing them in rations with organic field peas (yes, we have peas! 27% protein), sunflowermeal (29% protein) and flaxmeal (38% protein), roasted soybeans (40% protein) or soybean meal (48%) protein. We have also chosen to mix our triticale and barley this year for a single 'small grain mix' to make much better use of our limited bin space. This has allowed us to purchase more of both commodities from our local New York farmers.

**STAFF CHANGES AT LAKEVIEW** - in September, we regretfully said goodbye to Lester Martin, who had been with us since he was 17, that was eight years ago! Lester has been instrumental in developing the Lakeview seed program and we will miss him as he pursues other opportunities. We have since hired two great new people. **Carolyn Dann**, is the daughter of organic dairy farmers Adam and Kimberly Garrett (and sister-in-law to our own Daniel Hoover) and she is a real ball of fire - we've yet to find anything that Carolyn can't do, from forklift to computer, She will be helping with seed orders and seed cleaning, grinding feed, inventory and other mill work. When she leaves here in the afternoon, she goes home to milk (organic) cows! If you are one of our dairy farmers, you will soon get the chance to meet **Don Cisco**, the cheerful man driving our truck into your driveway. He is helping Ed and Jack with feed delivery, grain transport, and other mill activities. Don hails from the Canandaigua area, where he has worked in cement industry. Both Don and Carolyn come to us as the result of recent economic downsizing, bringing lots of useful skills and good cheer - MUCH to our benefit! We are also pleased to be now teaming with the really good folks at **Van Hornesville Co-op** for some of our feed deliveries in eastern NY!



## THINKING ABOUT . . . 2011 ORGANIC SEED!!

With corn not yet harvested, and test plot data not yet back, it seems a bit premature to plan for next year's crop, but seed discounts are at their best right now. **Catalogs and fliers for Albert Lea, Blue River, and American Organic 2011 seed are available, we'll be happy to send you some, just ask!** As you browse the Albert Lea organic seed catalog, be sure to visit page 5 - with pictures of our very own resident organic farmer, **Klaas Martens and our son, Peter!** If you order and pay early, the discounts on seed are substantial. However, if you prefer to wait, in the spring, we will have plenty of inventory seed on hand for many of the hybrids featured below, giving you a second chance at choosing the right hybrid for your farm.

### CONFUSED ABOUT CHOOSING THE RIGHT CORN HYBRID FOR YOUR FARM?

Join the crowd! With all the catalogs and sales people crowing about this new hybrid, that new feature - actually, it sounds like every single hybrid in all the catalogs is totally excellent, with great agronomics and terrific yield potential . . . somewhere! But, what about on *YOUR* farm?

The fact is - **MOST FARMERS FARM BY LAST YEAR'S PROBLEMS.** It was cool and wet in 2009, and long season corn matured slowly . . . so, in the spring of 2010, everyone asked "what do you have in a 85 day?" But this year has been long, hot and dry, a nearly perfect corn year and the 85 day corn was all done by the first of September, leaving almost 2 months of beautiful fall when you *COULD* have made more yield, had you planted a 95 day corn! Perhaps 2011 is a good time to consider your variety choice decisions a little closer, looking ahead, rather than planning with both eyes on the rear view mirror!

**1. Corn maturity ratings** - contrary to what many catalog-readers believe, maturity ratings are fairly variable, depending on the year and the location. They do give a relative idea of how different hybrids will perform in a given location, as compared to each other, but you can't expect a 90 day corn to mature in exactly 90 days, everywhere! Also, the same hybrid can be given slightly different maturity ratings by different companies! It is best to choose varieties that will reach 'black layer' (physiological maturity) at least one to two weeks before first killing frost in your area.

In general, full season hybrids will yield better than short season hybrids, so choosing the longest season hybrid you can 'get away with' will often give the greatest yield. But, if you get 'too long', the grain will be higher moisture and lower quality at harvest, with a higher cost of drying and an increased risk of frost and pest damage. In New York, most organic farmers choose 85-95 day hybrids, though there are areas where 96-105 day corn varieties do very well. Longer season corn varieties will usually shine in hot, dry years or under drought conditions, since they are more drought tolerant with a stronger root system and genetics from further south giving greater heat tolerance. Conversely, short season hybrids do better in the cool, wet years.

**2. Yield** - look for consistent performance in test plots in a number of locations (and a 2+ year average if possible), especially in areas similar to your farm. Keep in mind that test plots are usually conducted under the very best conditions which are not always well representative of most New York organic farms. Seed catalogs will sometimes distinguish between '**race horse**' varieties, which will produce very high yields under nearly perfect conditions but can't handle stress well, and '**work horse**' varieties which may not produce the top yield, but can handle a wider range of conditions and managements. When interpreting yield performance tests, don't be tempted by high numbers on hybrids poorly adapted to your area - you probably won't see the same results!

**3. Suitability for Silage vs. Grain** - It isn't as easy to find comparative yield data, or often even a clear description in the seed catalogs of those hybrids most suitable for silage, but usually a tall, leafy, hybrid with a good grain yield potential, lower standability (low lignin) and slower drydown (softer starch) will make higher quality, more digestible silage. As compared to the main grain corn varieties for your area, slightly longer season (2-5 days) hybrids can be chosen for high moisture corn, and longer season (5 - 10 days) hybrids will work for silage unless wet soils interfere with harvest.

**4. Dry down** - a fast dry-down period for ear corn and dry shelled corn will usually save you money on heat drying and field loss. Some new hybrids possess a characteristic known as **stay-green**, or the ability to

retain leaf color after black layer. This can improve late season plant health and increase the grain dry-down rate, but may also extend the harvest window for silage production by reducing the whole-plant dry-down rate.

**5. Standability** is an important characteristic in New York where the corn harvest often extends late into the fall. Poor standability is generally due to stalk rot, weak stalks or poor root systems and can lead to yield loss, quality problems, and the greater possibility of mold. Remember that high standability scores often indicate more lignin (woodiness) in the stalks, which is less desirable in a silage corn.

**6. Seedling vigor** - Differences in seedling vigor can have a strong impact on stand establishment when corn is planted early or into wet or cold soil. Seedling vigor is also especially important in organic farming, where rapid uniform emergence makes mechanical weed control so much easier to time and be more effective. Seedling vigor is not all genetic - only use high quality seed, and consider the value of some of the organically approved seed coatings (Profitcoat, Natural II) which can give significant protection and yield benefit when seed is planted into early, cool, wet soil, but do cost about \$10/bag more.

**7. Disease / insect resistance** - most current corn hybrids include a fairly comprehensive disease resistance package that should be sufficient for most New York conditions. Keep in mind that leaf disease will cause plant death from the top down, while normal maturity or nutritional/water stress will cause plant death from the bottom up.

**8. Am I getting enough 'diversity' if I buy two 90 day corn varieties from two different companies?** Well, probably not. Most corn seed companies produce hybrids from the same or very similar parental inbred lines, resulting in relatively little true genetic diversity in our available choices. If you read the variety descriptions of 2 hybrids in 2 catalogs, and they are within 2-3 days of maturity and sound remarkably alike, it's a pretty good guess they are the same or share one common parent. If you want genetic diversity, it is a good idea to spread maturities by at least 5 days.

**9. Special nutritional quality features** - such as high oil or high protein may be of much value to the livestock farmer raising their own corn for feed, since this corn can replace some higher priced protein feed, giving improved milk yield and animal performance. But, to the grain farmer just selling corn, these features may reduce yield a little and may not be sufficiently rewarded in the market to account for the yield drag. If you are intrigued by the American Organic Value Plus corn varieties, which can produce significantly higher protein and oil, it would make sense to first find/develop a market willing to reward the added value product.

**10. What does 'flex' mean?** Some hybrids are able to “flex” to produce a larger ear and more kernels in response to reduced plant populations, such as from wet soil or poor weather. Flex is a useful characteristic in organics, because it allows the plants to compensate yield if the stand is reduced through cultivating and weeding. Flex also is valuable under exceptionally good growing conditions, such as high fertility or perfect weather, because it allows the plants to take advantage of the more ideal conditions.

**11. What about open pollinated corn?** We also grow and sell Wapsie Valley and VK 13, two 'open pollinated' (OP) corn varieties. Typical of OP varieties, both are very tall and leafy, lower in lignin, making them really outstanding as silage - highly digestible and palatable. They also produce good grain, though the yield may be a bit lower. Unlike hybrid corn, OP corn varieties are genetically variable - in a field of Wapsie, there will be different size and type plants, with ears having either yellow and red kernels. OP corn should be planted at a lower population for better standability. Open pollinated corn seed can be saved and re-used the next year. Wapsie Valley and VK 13 also produce great quality grain that can be used for food or feed. There is a growing and enthusiastic market for these 'heritage' corns for cornmeal, polenta and whiskey. If nothing else, grow some Wapsie in your garden for the most outrageously delicious cornmeal!

**12. What is Cornell 2901?** For the past 5 years, we've been working with Dr. Margaret Smith, the corn breeder at Cornell University, to test and produce traditionally bred, non-GMO hybrid corn varieties that are specifically suited for New York organic farm conditions. Many of her hybrids are extremely impressive, but the one that has risen to the top is Cornell 2901, a 90 day 4-way cross. It is a real 'workhorse' that is stable and adaptable, with high yield and grain quality, a tall, leafy plant than can be used for grain or silage, and is truly genetically different from other similar maturing varieties. Cornell 2901 is certainly equal to anything the Gene

Giants can turn out, but has the added benefit of being "one of our own", the result of one of the few independent, university corn breeding programs left in the country, and one of the nicest, smartest corn breeders we know! We have done Margaret's hybrid production on our farm (detasseling and all !), and for that reason, we can sell this hybrid for a little lower price, but that doesn't mean it is in any way inferior to the better advertised hybrids! This is definitely a direction at Cornell that deserves our enthusiastic support!

**12. UMM . . . so, which one should I choose?** It takes experience (and a little luck) to develop a good strategy for choosing and placing corn hybrids on your farm. Talk to other organic farmers in your area! Don't expect next year to present the same challenges as this year! Many recommend diversification—planting several different hybrids with different characteristics and maturities to reduce the risk of weather related stress. A good approach might include 20% short-season, 60% medium-season, and 20% longer-season, with a 10-day range in relative maturity, to avoid weather risks and allow for timely, labor-efficient harvesting. On our farm, we have our favorites that have done well year after year, but we also like to get a bag or two of several new, interesting varieties each year to try out and see which ones will succeed – and maybe even do better!

## WHAT ABOUT CHOOSING SOYBEAN VARIETIES?

**Soybean maturity ratings** are based on when a soybean plant starts and stops flowering and finishes the seeds it has set. The higher the maturity rating, the longer the plant will stay actively reproductive into the fall. For soybeans, maturity is a function of day length (not accumulated heat units as in corn), and, in New York, most people plant either short season soybeans (group 0.8-1.5) and mid season soybeans (group 1.5 - 2.5). Longer season soybeans (>2.5) often don't mature reliably by first frost in New York.

As with corn, the longer maturity soybeans will generally yield better than short season ones, and soybeans planted earlier will have a longer reproductive period (and therefore more potential yield) than ones of the same maturity planted later in the spring. However, the good news is that if you get late in planting (after June 5), you can drill soybeans at a higher population, avoiding many weed problems and getting a decent yield because of the higher population. We've also been experimenting with double cropping, drilling soybeans no-till after harvesting barley and that works remarkably well, especially with our Boyd variety.

Soybeans are also classified as (1) '**food grade**' for the tofu, tempeh and soy milk market, high protein with a clear, buff or yellow hilum, or (2) '**feed grade**' - lower protein, higher yield, for the feed and soymeal market, often with a black hilum. Many of us New York farmers first got into organics back in the 1990's because of the strong Vinton 81 food grade soybean market. While Vinton is still a good variety, the Iowa State breeding program has some new food grade varieties, notably IA 1010, IA 1018, and IA 2053 (group 1.9 - 2.0, available from Albert Lea), which are outyielding Vintons with excellent quality. Blue River has some new food grade soybean varieties (1F44, 15F1) that also seem superior to Vinton in yield and quality. As with specialty food-grade corn, it is a wise idea to identify a food-grade bean market, before planting.

**Our own soybean variety, Boyd**, is rated as a "late group 1" or 1.6, maturing in Penn Yan by the end of September. Nearly thirty years ago, Klaas found a single off-type plant in a soybean field and immediately recognized its unique value - a tall, vigorous plant with pods borne higher off the ground, making for easier, cleaner harvest. After finding the plant, he consulted with a Cornell plant breeder about testing it . . . and then he married her. And that is where all this started! Boyd has a clear (or colorless) hilum, but generally is not high enough protein to enter the food market. It is high yielding feed bean, a tall branching plant with strong emergence and vigor that is reliable over a wide range of fertility and growing conditions. The larger plant size makes weed control easier by filling the rows quickly. Boyd may not give the very top yield possible under high fertility, but it is exceptionally well adapted to typical New York organic conditions.

**Thinking a little about soybean aphid, because next year is an 'odd numbered' year.** Huh? Why should that matter? It seems a little strange, but both farmers and researchers in New York are noticing a trend. In the years we have problems with soybean aphids, we see lots of ladybugs in the fall. Then the following year, the numbers of both are down, and then the following year, both are up again. 2010 has been a light year, so all indications point to heavier pressure in 2011. If you have had problems with soybean aphid in the past, you might want to consider some of the aphid resistant varieties on the market, such as Blue River 19AR1.

## EARLY SEASON DISCOUNTS AND HIGHLIGHTS

**Viking (Albert Lea)** –New York farmers who have grown the Viking corn hybrids for the past few years are really happy - these hybrids are very reliable, high yielding, tolerant of many conditions, and produce high quality grain. **Viking 6710** (98 day) has been particularly outstanding on our farm, and farmers are telling us they are very pleased with **Viking 99-90** and **Viking 39-94**. A new 86 day hybrid, **23-86**, seems very promising with a lot of the features we look for in an early season variety. The base price for corn seed is \$132-167/bag depending on hybrid (early payment & volume discounts available) and there is a special offer of limited amounts of 80 day **Viking 89-80** for a mere \$122/bag! Albert Lea also has the Iowa food grade soybean varieties, and many other types of organic seed.

Early pay discounts:	8%	11/15/10	5%	1/15/11
	6%	12/15/11	3%	2/15/11

**American Organic** – In addition to their usual strong organic corn varieties, like **C714 (94 day)** a favorite for many years on our farm, **B915 (85 day)** and **B916 (87 day)**, American Organic is also promoting a new line of corn called **Value Plus**, non-genetically modified varieties that produce considerably higher oil and protein, making the corn more nutritious both as grain and silage. Promising ‘Value Plus’ hybrids include **vp3P26 (87 day)**, and **vp3P55 (91 day)**. The base price for American Organic regular hybrids is \$171/bag. Organic Value Plus hybrids are \$198/00/bag. American Organic also has a selection of organic peas, and cover crop/pasture seed.

Early pay discounts:	10%	11/30/10	8%	1/7/11		
	6%	1/31/11	4%	2/28/11	2%	3/31/11

*Early order discount - \$2.00/bag - through 11/30/10 (corn, alfalfa, clover and some pasture species)*

**Blue River** – In the shorter season maturity corn, **25A16 (87 days)** looks outstanding, as does **30A12 (90 days)**. For those looking for very short season corn, **08K18 (80 days)** is a good choice. For a slightly longer season corn, **34A19 (94 days)** and **39B17 (96 days dual purpose)** are looking really good. Price for Blue River corn is between \$132 - 177/bag. Base price for soybeans will be \$34 - 37/bag. Blue River also has organic alfalfa, red clover, sunflower, BMR sorghum sudangrass and hay/pasture mixes.

Early pay discounts:	6%	11/30/10	5%	12/31/11		
	4%	1/30/11	3%	2/28/11	2%	3/31/11

*Early order discount - Corn, alfalfa, clover, sunflower \$2.00/bag, Soybeans \$0.50/ bag - through 11/30/10*

**Lakeview Seed** - In addition, we will have our usual selection of organic open pollinated corn (Wapsie Valley & VK13) at \$100/bag, and Cornell D2901 hybrid corn at \$110/bag, Boyd soybeans, spring barley, oats, spring triticale, spring wheat, spring spelt, red clover, vetch, peas, buckwheat, rye, timothy, alfalfa, and assorted pasture grasses, legumes and forage mixes. Wherever possible, we will provide organic seed, but when that is not available, we will substitute conventional untreated. We also will have organically approved inoculants for soybeans, clover, alfalfa & peas. For Lakeview seed, there is a 5% early payment discount through 12/31/10.

*(Oh and by the way, did you notice we haven't said **ANYTHING** about the importance of buying organic seed? Well, with the organic seed supply growing each year, with more choice and top quality varieties, there really isn't any reason to consider anything else, now is there?!)*



**SITTING HERE AT THE LAKEVIEW PHONE . . .** To be honest, one of the very best parts of this job is sitting here at the phone, answering your calls, listening to your questions, hearing about your farms, your cows, your chickens, your children, gas drilling, the weather, or whatever is on your mind, and trying to be of help. Here is a sampling of the past month's top questions (and some of this, especially the pricing of silage and high moisture corn, are back by special request)

**WHAT ARE ORGANIC GRAIN PRICES DOING?** The short, and only really honest, answer is - we know what grain prices are doing for our loyal Lakeview dairy customers this year. As a result of our grain contracting with local New York farmers, our prices will NOT be going up. That is our way of saying *THANK YOU!* Out there in the big bad world, conventional grain prices are skyrocketing, due partly to a smaller than expected Midwest crop, and organic grain prices are not far behind. But our 2010-2011 grain supply needs are all contracted, so we should be able to hold our feed prices stable for our current feed customers.

**HOW SHOULD I PRICE ORGANIC CORN SILAGE?** A frequent question! We don't sell this at Lakeview, but here is a useful 'rule of thumb. If decent quality organic dry hay is \$100/T, then corn silage, at 65% moisture, should be worth around \$30-40/T, about a third the value of dry hay, assuming, of course, that the corn is good quality, not too weedy with a normal amount of grain. The quality of the silage, as tested in a forage analysis, should be used to adjust the value by its equivalence to other feed sources and costs .

**WHAT ABOUT ORGANIC HIGH MOISTURE SHELLED CORN?** With high moisture corn, the conversion is more straightforward. There are standard shrinkage charts available that calculate dry corn equivalents at different moisture contents. For example, a ton of 25% moisture corn is equivalent to 0.844T dry corn, a ton of 30% moisture corn is equivalent to 0.779T dry corn, and a ton of 35% moisture corn is equivalent to 0.714T dry corn. Therefore, if dry corn is worth \$300/T, then 25% corn should be worth \$253/T, 30% corn should be worth \$233/T, and 35% corn should be worth \$214/T. If you want copy a copy of a standard corn shrinkage chart, let us know. **FOR EAR CORN?** - figure fully DRY ear corn value at about 80% of dry shelled corn, so, if dry corn is \$300/T, then ear corn should be worth \$240/T. But, most ear corn isn't dry, so take a good representative sample of the grain, test for moisture, and adjust weight according to a standard ear corn moisture chart - let us know if you need a chart for ear corn, we have them here.

**Many types of feedstuffs can develop fungal toxins, or MYCOTOXINS, including grains, haylage, baleage, silage, dry hay, and high moisture corn.** This spring created perfect conditions for the growth of Fusarium fungus, which causes vomatoxin Classic vomatoxin symptoms include a general immune system depression, elevated cell count, scours, unthriftiness, decline in milk production, weight loss, and impaired reproduction. The problem with mycotoxins is, of course, that many other things cause similar symptoms, but at least it is a fairly easy thing to test – Dairy One does a good 6 mycotoxin scan for about \$65. Vomatoxin has been found in forage and grain throughout the northeast this year, and has caused some really serious problems in herds fed slightly moldy baleage. **HOW CAN YOU TELL?** If (1) the price sounds too good to be true, (2) if grain appears slightly pink, of low test weight, musty-smelling or off-color, or (3) if forage is dusty, moldy (especially with pinkish mold), unpleasant smelling, or if the cows don't want to eat it! Then you should probably consider having it tested. Not all moldy feed has mycotoxins, but not all non-moldy feed is clean. **WHAT DO I DO?** If possible, don't use feed products containing mycotoxins. But, if you suspect there is a problem, you might want to consider a product that binds mycotoxins. - the clay (or silicate)-based products (Desert Dynamine, Redmond conditioner, bentonite etc) which are most effective against aflatoxins; and the newer lower-inclusion rate oligosaccharide/beta-glucan products (Check M, Immunowall, FloMatrix, Fuse 207, Mycotex etc) which are much more effective against the Fusarium toxins. If you suspect a mycotoxin problem and can't avoid using the feed/forage, the best approach would probably be to use a 'combination' type product (i.e. FloMatrix) or use a couple of products with different efficacy (i.e. Fuse 207 + Mycotex) . It is important for livestock farmers to recognize that as far as the animal is concerned, **it is the total cumulative intake level of all mycotoxin-infected feed that counts.** Even if each individual feed/forage item tests 'below threshold levels' (including baleage, silage, hay, grain, ground feed, high moisture corn etc), if eaten together by one animal, the overall level may exceed the threshold and adverse effects will be seen.

**WHERE CAN I FIND ORGANIC HAY / BALEAGE / STRAW / LIME / ORGANIC FERTILIZER?** We don't sell those items either, but we know lots of people who do! We can easily give you phone numbers of organic farmers in your area selling hay and straw, and other great people selling lime,

gypsum, poultry manure and other approved organic fertilizers. If you have these products for sale and want to be part of this 'network', let us know what you have, and we'll pass your number along to those who call.

**HAVE YOUR COVER CROP - AND EAT IT TOO!** We've been testing a number of cover crops, corn and soybean varieties, and heritage grains on our farm and on neighboring farms this year and will share the information as we get it. We've grown Tillage Radish in combination with oats as a fall cover crop - WOW! That's impressive! As of the end of October, the radishes are averaging about 12 inches long, deep into the ground, and the oats are providing plenty of lush leafy ground cover and nutrient-holding capacity. Not only that - the radishes are absolutely delicious - crisp, mild and flavorful, like crunchy sweet carrots with a little 'bite'! Both crops will winter kill, hopefully leaving the ground in great condition for the spring, needing only minimal tillage. We'll let you know, but we're really impressed so far!

**\*\* Western NY farmers - ALERT** - if you get feed or minerals delivered by Wilson Transport, please note that they will NOT be picking up here on Thanksgiving! Therefore, please plan your order for the week before (11/18), or the week after (12/2). Remember, we really need your Wilson order by Wed morning!

❖ ❖ ❖ ❖ **As winter comes** ❖ ❖ ❖ ❖

. . . there are interesting challenges for timely feed deliveries! Having several reliable trucks, skilled truck drivers, and some flexibility in our delivery schedule usually makes regular feed deliveries work, but we do need to ask for cooperation from you on several important items –

1. As always, please call in on the prior Friday afternoon or Monday morning of the week you will need feed. We usually spend Monday afternoon scheduling the week's deliveries, trying to fill the trucks with geographically-logical stops, so it really helps to know of all the week's possible deliveries by that time, and also to be able to work with you to build in some flexibility in actual timing of delivery in case there is bad weather in your area.
2. We try to call in advance to tell you when your feed will arrive. Please have your driveway adequately plowed and cleared of snow and ice before the feed truck comes. Our drivers are highly skilled and usually are able to negotiate most driveways, but when there is significant snow or ice near the feed bins, when driveways are uneven and inadequately plowed, or when ditches and other hazards are not apparent because of snow, this is dangerous for our trucks, our drivers, and your feed. If our trucks do get stuck in your driveway, we appreciate your willingness to help them get pulled out.
3. We carry extra pipe on the feed trucks during the winter, knowing that we may not be able to drive as close to the bins as we would like. Please understand though that for biosecurity and cleanliness reasons, the feed pipe can not be laid through muddy or manure-covered areas. If our truck drivers feel yard areas need to be cleaned up better to insure feed integrity and biosecurity, they will take pictures to document the problem areas and we will discuss with you how things can be improved before the next delivery. If there are bags to carry into your barn, especially if the weather is bad or if there is a distance to go, our drivers really appreciate a cheerful helping hand!
4. Please remember that all feed must be paid in full within 20 days of delivery. We really can not afford to extend credit to any of our customers beyond 20 days. We place high priority on paying our suppliers quickly because we know that for the most part, we are all farmers with lots of bills to pay. Late charges of 1.5% monthly are added after 30 days – so please make arrangements to meet the 20 day limit. We can accept credit cards for feed and seed purchases. We also encourage dairy farmers to work with Eagle Dairy Direct (888-858-7811 x 5589) or with their milk company for financing/milk check assignment if they have difficulty paying on time.



**On behalf of all of us at Lakeview – Mary-Howell, Klaas, Daniel, Sheila, Kent, Stewart, Ed, Carolyn, Don and Jack** – we thank you for your continued business, support and confidence. We appreciate your business and we appreciate your friendship. We hope this has been a good and productive year for you - because the success of your farm is very important to us.

***Please let us know how we can better serve your needs!***

