

From the Hill Farming
Co. Ltd.



OFFICE

Advantages of using HM corn:

- It doesn't separate as dry components do. Making it easier to pump and able to go longer distances. Easier to mix well in tank.
- Studies have shown that a feed stuff that has been fermented is better for the hog's gut.
- HM corn can go to all pigs; it's not just for grower ration anymore. If we had the system to use it we would be putting it to farrowing barn too.
- Able to buy HM corn from cash crop neighbor at a better price for both parties. *Example of our agreement.....*

HM Corn Purchase Agreement

Purpose statement

- Our intention in this proposal is to buy high moisture corn from fields close to our farm. We are interested in corn 33% or less (28 % - 30% ideal) with normal bushel weights and dockage. Special terms can be set up for and corn outside of these parameters. (i.e. Location, moisture, bushel weight and dockage)

Our Proposal...

1. We will put our wagons on the edge of your field. This eliminates your transportation cost or having to run your own truck. Savings of about \$4.00 per metric ton.
2. Dockage will not be deducted under normal conditions, up to 1.5%
3. Drying charges will be taken from the Ontario corn marketing board tables. Maximum charges will be \$11.41 per dry M.T. (Equals 24%) or \$1.00 / dry M.T. discount whichever is less. ** For any loads testing over 33% full drying charges will apply unless previously arranged.**

(more of) Our Proposal...

4. Converting rates to get wet corn weights to dry corn equivalent are also taken from corn board charts.
5. Final corn sale can be at time of harvest or any other time similar to a grain elevator's system.
6. Storage charges will be applied to all corn not sold at harvest. Rate will be \$0.05 / dry MT. / day. This will start 10 days after harvest or Nov 1st whichever is later.
7. Sale prices will be established by Hensall Co-op price for that day.
8. Wagons will be weighed at truck scales at our farm. They are regularly serviced and tested by Atlas Scales, Kitchener.
9. Moisture tests will be done at our farm on a quality tester that is calibrated before season begins.

Disadvantages to using HM corn:

- fusarium and zearalenone mold potential problems. Every area is different; some varieties fend off the mold better than others.
- Once you have HM corn in your silo you almost have to feed it. Selling options are very limited
- Harder to handle, corrosive to soft iron, sticky to handle once its ground.
- HM silo higher capital costs than dry corn bin.
- Need liquid feed system to deliver to pigs to be most efficient and reduce spoilage and waste to almost zero.

Benefits to Computerized Liquid feeding

- Ability to use HM corn reducing feed costs
- Labour
- Ability to use liquid by-products reducing feed costs
- Data is created in system to calculate FC and feed usage so feed programs can be fine tuned.
- Cost to expand
- One feed room can feed many pigs of different ages.
- Management options

Negatives to Computerized Liquid feeding

- Repair and Maintenance
- Skilled labour to work with computer and electronics
- Installation cost
- Complexity compared to bin and flex augur