



Established in 1932 as Culpeper Farmers' Cooperative

May 2010

C  
o  
o  
p  
e  
r  
a  
t  
i  
v  
e  
T  
i  
m  
e  
s

**Board Members**

W.A. Spillman, III, President  
 M. Byrd Inskip, Vice President  
 W. Stanley Hawkins, Secretary/Treasurer  
 Joseph A. Houck, Asst. Sec./Treas.

Thomas W. Clark      Douglas A. Coyner  
 V.G. Haught, Jr.      T. Jeffery Jennings  
 Karl A. Magura      James F. Massie, Jr  
 H. Paul Neale, Jr.      F.C. Nuckols  
 Dewayne F. Payne, Jr      Steven W. Rodgers  
    Frank A. Thomas, III

**Staff**

David Durr, General Manager (540) 727-8323  
 John E. Moss, Chief Financial Officer  
    (540) 727-8339  
 Sam Strahan, Manager Feed Tech. Services  
    (540) 727-8320  
 Earnie Dodson, Dir. Agricultural Marketing  
    (540) 727-8322  
 Jimmy Hunsberger, Dir. Agricultural Operations  
    (540) 727-8328  
 Ed Dunphy, Director Retail Marketing  
    (540) 727-8326  
 Lydia Utz, Manager Human Resources  
    (540) 727-8329  
 Cindy Dell, Horse & Pet Spec. (540) 727-8325

**Culpeper 540-825-2200**

Paige Brown, Manager (540) 727-8333  
 Derek Campbell, Field Sales (540) 727-8336  
 Jeff Douthit, Field Sales (540) 727-8337  
 Bill Ruark, Field Sales (540) 727-8338

**Rappahannock 540-987-8555**

Michael Cannon, Manager  
 Steve Jones, Field Sales Rep cell (540) 229-5482

**Morrisville 540-439-3254**

Bucky Hill, Manager  
 Dustin Madison, Field Sales Rep  
    cell (540) 222-6680

**Warrenton 540-347-7100**

Roy Lambert, Manager  
 Cyndy Hair, Field Sales Rep cell (540) 229-7190

**Marshall 540-364-1533**

Glenn Covington, Manager  
 Mario Oderda, Assistant Manager  
 Michael Swisher, Field Sales Rep  
    cell (540) 229-5476  
 Tom Washburn, Field Sales Rep  
    cell (540) 229-5479

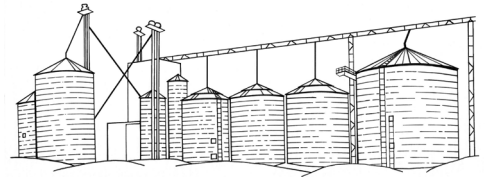
**Caroline 804-448-0266**

Judy Brooks, Manager  
 Jeff Douthit, Field Sales Rep.

**Direct Dial Lines**

Andy Butler, Feed Mill Mgr (540) 727-8327  
 Brenda Fant, Accounting (540) 727-9801  
 Feed Mill Office (540) 727-8335  
 Fertilizer Plant (540) 825-9020  
 Cindy Stanley, Feed Mill (540) 727-8330  
 Athena Timberlake, Agricultural Support  
    (540) 727-8332  
 Helen Ward, Accounting (540) 727-9800  
 Karen Whitlock, Administrative (540) 727-9802

www.cfcfarmhome.com



**“Buy Local”** - As our local farmers embark on another planting season for some crops (corn, soybeans, oats) or harvest season for others (barley, winter wheat, hay crops), it seems like a good time to remind folks of the market your Co-op provides as a user of local grains. Nearly all feeds sold through the CFC network of stores are manufactured at the Culpeper Feed Mill, using thousands of bushels of grain grown and purchased from growers within a 100 mile radius of the mill. To the signs on our trucks which read, “Premium feeds manufactured locally” we could also add, “from grains grown locally”. Please help us support the local economy!

**Livestock Tips**

- With the limited harvest window for making small grain silage, add Silage Pro for improved fermentation, less dry matter loss and reduced spoilage.
- Deworm grazing livestock in early spring for improved health and growth. Choose from pour-on, injectable, paste or feed products (top-dress or Safe-Guard blocks).
- Research has shown VA pastures are often deficient in selenium, copper, zinc and magnesium (in spring). Use a complete High Magnesium mineral for grazing livestock that includes calcium, phosphorus, magnesium, trace minerals and vitamins. Trace mineral blocks offer only limited nutrition. If desired these mineral products can also include CTC to help with pinkeye control, Altoisd for fly control, Rumensin or Bovatec to improve growth rates of pasture cattle.



**Equine Tips**

- New Bio-Bloom hoof and coat conditioner for horses promotes and maintains healthy skin and hoof condition from the inside out.

Uses:

- Prevention and treatment of hoof damage
- To assist in producing a soft, shiny coat
- To assist in the strengthening of weak or soft hooves
- To aid in recovery from hoof horn damage such as caused by laminitis
- To promote mane and tail growth
- To increase the quality of hoof growth where there may be damaged due to seedy toe, sand cracks, shelly hooves or hooves that are dry and brittle

**Agronomy Tips**

- Start scouting small grain fields for cereal leaf beetle and also leaf disease especially on wheat.
- Remember on early planted corn that needs side dressed with Nitrogen to be planning this application approximately 30-35 days after corn emergence.
- On corn fields with Johnsongrass problems spray non-Roundup Ready fields when the Johnsongrass is between 8-18” tall with extra Steadfast or Accent Q. On Roundup Ready corn fields wait until the Johnsongrass is a little more mature and your Roundup or Glyphosate will perform better, just don’t let the corn rows close so the glyphosate will have direct contact with the Johnsongrass.
- Plan to start soybean plantings around the second week in May to avoid killing frost which usually occurs May 10th in our area. Monitor seed size of your soybeans in order to plant at correct population!
- Check alfalfa field late May for leafhopper especially if warm, dry conditions occur!

**Lawn & Garden Tips**

- Eight lbs. of Espoma or Jonathan Green Organic Lawn Fertilizer per 1000 square feet in May/September/November will keep your lawn healthy and your neighbors *green* with envy.
- As we emerge from the cool April weather, expect another flush of crabgrass germination. CFC has a selection of natural and chemical crabgrass control products for you to choose from.
- Try Milky Spore to get control of your Japanese Beetle.
- To create a bee and butterfly haven, use plants such as:  
 Purple Horse Mint                      Red Clover  
 Lemon Balm                              Black-eyed Susan  
 Butterfly Bush                            Lemon Mint

**Dates and times to Remember**

- May 8                                      *Rappahannock Spring Event*  
 May 8                                      *Marshall Spring Open House and Sale*  
 May 12                                      *Chili & Chocolate Equine Seminar. RSVP by May 7th; details at [www.cfcfarmhome.com](http://www.cfcfarmhome.com)*
- May 1 thru                                      *Farmers Market at Culp. on Thursday's and Saturday's*  
 November 20                                      *Farmers Market at Rapp. on Friday's and Saturday's*

## Cow Herd Performance and Profitability

Dr. Scott P. Grainer, Extension Animal Scientist, VA Tech, writes that the records gathered in April for tax season offer an opportunity to review herd productivity of your beef herd. Three of seven important key evaluation measures he lists include:

*Herd calving percent* - Herd calving percent is perhaps the single most important measure of the cow herd's reproductive efficiency. A realistic goal for herd calving percent should be in the 90-94% range.

*Average calf weaning weight* - A reasonable goal for most spring calving herds would be for the calves to have an average weight per day of age of at least 2.75 pounds. This growth level would equate to an average weaning weight of 575 pounds for a seven month old calf. For most fall calving herds, a weight per day of age of 2.5 pounds or a weaning weight of 525 pounds at seven months would be a reasonable goal.

*Pounds of calf weaned per cow exposed* - This measure combines the relative reproductive and growth performance of a cow herd. A realistic goal for a well managed herd should be determined by multiplying "percent calf crop weaned per cow exposed" by the goal for the "average calf weaning weight".

(Example: 90% x 575 pounds = 518 pounds of calf weaned per cow exposed).



To learn more, go to <http://www.ext.vt.edu/>



Old Waterloo Equine Clinic along with CFC Farm & Home Center are sponsoring a free clinic to cover the following topics:

- a) Rotation is Dead - Get the Scoop!  
(The Latest News about Deworming)  
The speaker will be Dr. Etta Bradecamp
- b) Fast & Easy Answers to 9 Equine Disorders  
(Insulin Resistance, Ulcers, Muscle Disorders, Founder, and more)  
The speaker will be Cindy Dell of CFC

The clinic will be held at the Fauquier Country Fairgrounds located at 6209 Old Auburn Road in Warrenton, VA 20187, on Wednesday, May 12th, 2010 beginning with Chili and Chocolate at 7:00 p.m. The speakers will follow at 7:30 p.m. to 9:00 p.m.

Please RSVP to the Old Waterloo Equine Clinic at (540) 347-0807. For those of you who RSVP by Friday, May 7th, you will be entered into a special door prize drawing.

\$2.00 off any gardening hat or gardening shoes in stock



Coupon expires May 31, 2010

\$75.00 off any round pen 50' in diameter or larger in stock



Coupon expires May 31, 2010