Fourth generation family owned & operated farm
2 full time 2 part time 3 seasonal
750 acres growing
- corn (sweet, seed and commercial)
- soybeans, wheat, hay & pasture

BUIS BEEF
RANCH

225 spring calving cows 75 fall calving cows
Background and Finish all calves
Grow some replacements

Selling our own farm raised Beef
As individual cuts, sides and quarters
Fully traceable, chosen pre-harvest by ultrasound, no added hormones/antibiotics
The challenge ……

Large Cow Herd
Retail outlet
Very expensive Land
High value cropping choices
Limited affordable staff available
HOW CAN WE MAKE IT WORK

In the middle of

CASHCROPPING
COUNTRY  ????

Southwestern Ontario ???
Traditional System

Cows require lots of land

- Grazing Season 100 to 150 days
- Permanent grass pasture, acres of hay
- Capacity 2 acres per animal or more
- Rely on stored feed for 200 days
- Calving indoors Feb/March

Traditional beef production model in Ontario

Tradition is nice

>>>>>> BUT >>>>>>
• Pasture OR Cropland  ???
• Peas / Snapping beans ?
• Sweet corn / Seed Corn ?
• Tomatoes? Cucumbers ?
• Corn, Soybeans
• Wheat

OR  ???

Can we raise beef like this
.............HERE ?..........
Why not ???????

Rye vs oats Dec 20/2015

Jan 9 / 2016

What have I Learned ????

..............>.......>

“Make ONE new mistake EVERY Year”
Oats in wheat stubble

Now What?
### Annual Forages as Pasture

<table>
<thead>
<tr>
<th>Species</th>
<th>Apr</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>Aug</th>
<th>Sept</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
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</thead>
<tbody>
<tr>
<td>Oats</td>
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<tr>
<td>Fall Rye</td>
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<tr>
<td>Sorghum/Corn</td>
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<td>Kale</td>
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<tr>
<td>Annual Ryegrass</td>
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</tbody>
</table>

### Yield of Annual Forages

<table>
<thead>
<tr>
<th>Species</th>
<th>Average Yield TDM/ha</th>
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<tbody>
<tr>
<td>Corn</td>
<td>12.0 +</td>
</tr>
<tr>
<td>Oats</td>
<td>5.5 – 8.5</td>
</tr>
<tr>
<td>Fall Rye (pasture)</td>
<td>1.0 – 1.5</td>
</tr>
<tr>
<td>Forage Sorghum</td>
<td>7.0 – 9.0</td>
</tr>
<tr>
<td>Kale (pasture, green feed)</td>
<td>9.0 – 12.0</td>
</tr>
<tr>
<td>Annual Ryegrass</td>
<td>8.0 – 12.0</td>
</tr>
</tbody>
</table>
 Opportunities don’t happen YOU create them…..
We need a grazing plan!

Grazing Options

- Rye seeded in sweet corn stubble - 20 acres
- Alfalfa 4th cut still standing - 40 acres
- Corn silage ground seeded to oats - 40 acres
- Oats & Rye after snapbeans - 25 acres
- Rye seeded after tomatoes - 20 acres
Jan Alfalfa

Jan 2007 (oats & rye)

Oats in March

March Rye pasture
Grazing Schedule

1. Jan 8  Rye and sweet corn 20 acres
2. Jan 29  Alfalfa 4th cut 40 acres
   – Plus Corn silage ground 40 acres
3. March 5  Oats & Rye 25 acres
4. March 20  Sweet corn & Rye 20 acres

160 cows Jan 8 to Mar 30  
145 acres

NO EXTRA FEED ADDED

Winter Pasture yield

• 145 acres of crop residue and cover crops
• 160 cows  82 days  
• 14,000 lbs / day of silage before Jan 8
• 1,148,000 lbs  574 tons
• Value = $14,350.00
• Cover crop return $99 acre

Cover Crops

• No harvest costs
• No feed storage and delivery to cows
• No manure to haul or bedding to put in
• Improved organic matter
• Erosion protection (wind water)
• Roots to aid soil structure
• Improved water holding capacity
Cover-crops …
Not just above ground

I have not failed …
I’ve just found 10,000 ways
THAT WON’T WORK
Thomas Edison
Find crop that works
GETTING IT PLANTED
Nitro Enhanced Maize

• 60% nitro Italian rye grass
• 25% Crimson clover
• 10% Nitro Radish
• 5% hairy vetch
• Target seeding rate 15-17
• $1.70 lb $25-$29 acre
After liquid manure application

Sorghum Sudan
Planted after wheat
No till drilled
Rye grass and turnips
Put on top

Sept 12 2016

Seven weeks after planting
Seed cost
$ 1.10 lb
@ 15 lb
$16.50 Ac

Yield
6 bales/ac
(4 X 5 )

Cost at feeding
$ 14  bale

Sorghum Sudan Grass Analysis

Moisture 66.8
DM protein  13.6 %
TDN       53.66 %
Similar to late-bloom alfalfa silage

Clean ,good quality
SEED …..always
(you get what you pay for)
CLIMATE CHANGE ?
What did I learn ????

- Seed Costs & Availability
- Establishing in the crop / fencing
- Timing of harvest (Clovers, grasses, Turnips)
- Moving Livestock (daily, farm to farm)
- Water source? SNOW?
- No-Till? MUD?
- EACH Field has specific advantage
Every “NORMAL” year Always has the same Growing conditions
Challenges

- Need summer feeding areas
- MUD, MUD & more MUD
- Growing season variability
- Ration balance is a challenge
- Need Plan “B” feed supply
- Crop rotation & grazing plan have to fit
YES We Can
Raise cows in cash-crop country

- Grazing season extended to 365 days
- Unlimited forage choices - annual/perennial
- Options /vegetables planted /harvested early
- Utilize crop residue and cover crops
- Reduce harvesting & storage of winter feed
- Healthy cows calving outside
- Permanent pasture optional

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QUESTIONS