



# PATRON FOCUS

Farmers Cooperative Association, Inc.

December, 2015  
Volume 1

## ❄️ Winter Edition ❄️

Greetings!

*Farmers Cooperative is proud to send you this quarterly NEWSLETTER, Patron Focus! Our objective is to enhance communication between Farmers Cooperative and our patrons. It is our desire to share with you helpful hints and information. We hope you enjoy reading it as much as we enjoyed sending it!*

### **In case you haven't noticed...**

Our feed tags are now bigger than ever featuring the name of the feed in large print down the side and across the top for easy identification!

### **Do you know how to read the date codes?**

At the bottom of the tag you will find a series of numbers and letters. It might look something like this...15323FCA 1078. The first two numbers, "15" are the year it was manufactured. The next three, "323" are the Julian date (Nov. 19th) which tells us what day it was made. The "1078" indicates that this was the 1,078th bag that was manufactured that day. You will find another smaller number by this date code for example, this number is "0039" which means that this is the 39th bag made in the same batch of feed. Now that you know how to read the dates it is critical to keep it rotated. In other words, don't open up that "fresh bag" of feed before you use up the last of the "old feed!" Keeping the feed off the ground by setting it on pallets or shelves will help extend its shelf life.



*Farmers Cooperative and ADM Alliance Nutrition held the 1<sup>st</sup> Annual Awards Dinner. We met at Golden Corral in Frederick, MD on November 17<sup>th</sup> where we presented the 4-H & FFA members awards for receiving Grand Champion, Reserve Grand Champion or Breed Champions at local, state and national shows.*

**This year alone, we have received over 90 FCA Livestock Premium Program applications from our 4-H and FFA customers. Farmers Cooperative has given over \$3000 back to the youth in appreciation of their loyalty to our feeds!**

## Surviving Winter ... Arlene Atkins, Equine Nutritionist

This time of year is when the first hard frost, or “killing frost” occurs. This not only frizzles the grass, but it can do away with many equine parasite in the environment, including the botflies whose larvae cluster in your horse’s digestive system. Get rid of those tapeworms while you are at it! This is the ideal time to deworm your horse because, once cleaned out, he is likely to remain more-or-less parasite-free until spring.

As days grow shorter and temperatures drop the nutritional value of your pasture will plummet. Late fall conditions can trigger resurgence in fructans, so if you have an insulin-resistant horse, don’t put away that grazing muzzle just yet!

Some horses have trouble adjusting, digestively speaking, to the change from pasture to hay, and they might be at higher risk of impaction colic. Keep your eyes peeled for signs of discomfort at this time of year.

Ensure each horse is getting his fair share of hay for nutrition and warmth. If you have just one hay feeder, sacrifice a few flakes around the field to allow those lower

in the pecking order to avoid fights to eat.

Make sure your horse has access to water that is not frozen, slightly heated is preferred. When heated, you will find that they will end up drinking more water in the winter than during the summer. Reminder - double check that the trough heater isn’t shocking them.

When temperatures get frosty, serving a warm meal can please both horse and human. While a fragrant bran mash is a great treat, use caution because adding this to their diet only occasionally, you could actually cause digestive upset. Instead, just add warm water to your horse’s regular ration. You can also safely add in some beet pulp. Be careful not to give them more than 5lbs of a concentrate at one time.

Hopefully with some of these helpful tips you and your equines will have an easier time surviving this winter!

## Never Get Left Out In The Cold

Farmers Cooperative has been serving Frederick, and surrounding counties since 1923! We would like to invite you to join a growing number of area families and businesses that have depended on Farmers Cooperative for their petroleum product needs.

**We Offer:**  
Heating Oil  
Kerosene  
Gasoline  
Diesel Fuels  
Delivery  
Competitive Pricing  
High Quality Products  
Emergency Service  
Automatic Delivery  
Service Plans  
Payment Plans  
DISCOUNTS



**OUT WITH THE OLD AND IN WITH THE NEW!**  
*FCA hats are now back in stock!*  
*Trade in that old, stinky competitor’s hat for a brand new one!*



# NEW PRODUCTS

**GRAIN FREE DOG FOOD!**



FCA is now proud to carry PRO PAC *Ultimates* Grain Free dog food in Chicken, Beef, Lamb AND Whitefish! Available in 5lb and 28lb bags.

**ASK US ABOUT THE FREQUENT BUYER PROGRAM!**



After over a year of testing, formulation and quality control, Non-GMO Layer, Broiler and Swine feeds are ready for your pastured livestock! They consist of ground mixtures of Montgomery County grown Non-GMO Corn, Soybeans and Sorghum. Sugarloaf Sustainable Feeds carefully selected the ingredients in order to provide a naturally “Gluten-Free” product with specially formulated rations for the needs of pastured animals. All three whole grains have been “Fire Roasted” to unlock the true potential of the ingredients and the absorption potential for the consuming animals. All rations have been formulated with no medications, antibiotics, preservatives or animal byproducts.



# Farmers Cooperative Association, Inc.

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**RETURN POSTAGE REQUESTED**



## Patron Focus

### CONTACT US

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Hours:  
Monday-Friday 8am - 5pm  
Saturday 8 am - 12pm  
Sunday Closed

General Manager - Richard O'Hara  
Feed Mill Manager - Seth Burrier  
Petroleum Manager - Harold Cregger  
Fertilizer Manager - Robert Carpenter  
Show Sales Manager - Amy Stephens  
Customer Service Coordinator - Natalie Hayes  
Petroleum Admin. Assistant - Chelsea DeNenno  
Equine Nutritionist - Arlene Atkins  
Key Account Manager - Lisa Perry  
ADM Dairy Specialist - Dave Remsburg  
Coach - Chester Martin

### HOLIDAY CLOSINGS

Thurs., December 24th - Open 8am - 4pm  
Fri., December 25th - Closed

Sat., December 26th - Closed  
Fri., January 1st - Closed