



BIO-NEWS

WINTER 2011

VOLUME 16, ISSUE 1

Meeting the dry cow challenge

Averbeck family sees success with MBA dry cow program

"I talk to a lot of dairymen having challenges with their dry cow program," says Wisconsin dairyman Bill Averbeck. "It's the biggest challenge on every dairy," and that included the Averbeck family farm near Fond du Lac, Wisconsin. "We used to be continually challenged by it."

When the Averbecks decided to give Midwestern Bio-Ag a try on their 400 acre farm just two miles from Lake Winnebago, they went first with MBA's dry cow program for their 240-cow herd. Factors limiting production included fresh cow problems, cows peaking in production, and production persistency throughout the lactation, so the dry cow program seemed like "a natural place to start," Bill said.

On MBA's recommendation, in the spring of 2009 they changed

the ration, starting with "good grass hay for dry cows and pre-fresh" and brought soluble protein down. Within three to four months they began to see positive results. There were, Bill recalls, "less DAs, less ketosis, less milk fever; less of those conditions and costs you have when you have issues in the pre-fresh ration," he recalled. The differences were even greater this year as the herd completed its second year on the new program.

Pregnancy rates were also im-

pacted. Previously at 20-22% they've gone up around 28%, an "indicator that cows (are) coming through the dry cow and pre-fresh pretty successfully," notes Bill.*

This year, their second time going through the dry cow cycle on the MBA program, "is really where we're seeing the effect." On their latest herd check, they were already at 25% pregnancy rate.

They've also noticed improved

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Note the grassy hay being offered to this group of dry cows on the Averbeck's Century Farms. It is ideal feed for dry cows.

Gary Zimmer's Winter Letter

*A new book,
a new product,
and our annual
winter meetings*

Dear Farmer-Agribusinessperson,

I'm out at the farm as I write this, and it's a nice late fall/early winter day with our first snow-storm on the way. This day also brought me delivery of the new book, *Advancing Biological Farming*.

I've been talking about this new book for a while. I did promise it would be completed this fall but I had no idea how that was going to get done. I'm sure it wouldn't have made the deadline if my daughter Leilani hadn't gotten really involved.

The new book is a story, my story, of the whole farming system. It's a method of farming that expands our possibilities for healthier, more productive crops produced in a more environmentally friendly way. It's the next step for many farmers and the future for agriculture.

Many titles were talked about, and 'since the book' really does describe it best. The book the phrase refers to is my first one, *The Biological Farmer*, which came out 10 years ago.

Since that time I've had many more experiences with all of our



Dairying is a struggle in Ethiopia. Native breeds of cattle as well as Holsteins are milked, though production is low.

Bio-Ag farmers, with our own family farm, and with farmers all around the world. We all have common 'ground'—ground that's alive, needs minerals, and needs to be nourished.

I just returned from a trip visiting farms in Ethiopia. To go there certainly makes one really appreciate America and all that we

have here. I will now be more pleased as I pay my taxes and follow the many rules we've made.

Farming in Ethiopia is an interesting story. If you attend one of my winter meetings you will get to see and hear a lot about agriculture in that country.

It's like stepping back 50 years. They do have a chance to put into place a more sustainable

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The new book is a story, my story, of the whole farming system.

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....Gary Zimmer's Winter Letter

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farming system, if we get to demonstrate this in large scale wheat growing in Africa.

Plant genetics, soil fertility, soil biology, and soil health are the same here as there; it's just a different mind-set and advancements in understanding that separate us.

New Product

Here at Midwestern Bio-Ag, we are always pursuing new ideas and new products. One project we have been developing is a new trace mineral, a homogenized, chelated, carbon based low pH mix. We are in production in January and should have a limited amount (1000 tons) of this new product available for use in spring.

This new product works well in any fertilizer base and is both biological and organic. We've been doing research on it at the University of Wisconsin, measuring (with the MILD test) how many nutrients are exchangeable. The results look real good. We believe that it's not just about adding a nutrient, it's also about making it exchangeable; that is, making it plant available to the crop, that's just as important.

So there are always new and exciting things

happening. There's so much more to learn, clarify and explain! That's what the winter meetings are always about.

Winter Meetings

This newsletter is to announce my winter meetings and extend an invitation to each of you to attend a meeting near you. (The complete list of meetings is on pages 13 though 15 of this newsletter.)

My theme this year is "Advancing Biological Farming" and "Buffering: in the cow, in the soil and with fertilizers."

As we gain understanding and have new experiences, they can be incorporated into our farming

programs. For the past several years, we have been building acid carbon based fertilizers. It's the carbon which does the buffering. How does this affect the fertilizer and the soil?

I'm sure you will find the topic to be both educational and thought provoking.

The winter meetings start promptly at 11 a.m. (with a few exceptions which are noted in the meeting listing at the back of this newsletter). Have lunch with us (in many cases provided by Midwestern Bio-Ag and your consultant), and enjoy the day. We will plan on being done by 3 p.m. at the latest.

I hope to see you at one of my meetings this winter. Bring a friend along to hear the biological farming story.

Gary F. Zimmer

As we gain understanding and have new experiences, they can be incorporated into our farming programs.



Much of the country's transportation is primitive but the Ethiopian people find a way to get the job done.

...dry cow challenge

(Continued from page 1)

calf health. "They're extremely thrifty and really alert. Cows lick their calves, go right up to the manger, and eat," observed Bill. Cows routinely are eating and drinking within a half hour of calving. "It's a key indicator of the fact that we're doing something right here."

Another indicator that things are on the right track is that "our production in the last year has gone up about 1500 lbs of milk, roughly. Most has occurred since this past April."

The Averbecks are also seeing a very pleasant side effect of improved herd health: an overabundance of cattle. "We're doing a lot of voluntary production culling," selecting cull cows for poor feet, high somatic cell count or poor udders, since "we didn't have the room for them. We're not an expanding dairy." They are at capacity now, with a few cows drying off offset by 50 heifers coming fresh, so they're looking at the potential of selling some springing heifers.

Even though Bill didn't want to try too many new things at once, knowing that it's hard to tell which worked and which didn't, the Averbecks took to heart the MBA philosophy of doing everything you can to get cows healthy and comfortable.

They improved their water quality by starting a hydrogen peroxide treatment program and frequent waterer cleanings; closely watched stocking rates, and moved cows less frequently



Bill and Mona Averbeck and their sons keep farming all in the family on their central Wisconsin dairy.

from one group to another to minimize stress.

Pleased with the results of their dry cow program, the Averbecks have made other moves, including adding kelp to the ration in place of other supplements they were purchasing. "I think it's an excellent product." Not only has it fulfilled their goal of keeping their cows healthy and productive, it's half the cost of the B-vitamin supplement they were feeding.

Improved hay quality is another area they are pursuing, starting with applying Bio-Cal on their 150-

180 acres of hay ground in the fall and also last summer after first crop. They also fertilize with MBA's 3-10-25 which provides 12% sulfur and the micronutrients boron, copper, manganese and zinc. "We are looking for what differences we can see. We're tightening our alfalfa rotation. I've been very happy with the alfalfa we've been growing." They've already seen an increase in sulfur levels in their forages. When spring arrives, they will be taking another step, seeding MBA's exclusive WinterKingII alfalfa.

"In the future, what we hope to

(Continued on page 5)

"Cows lick their calves, go right up to the manger, and eat."

...dry cow challenge

(Continued from page 4)

do is get to the point where the alfalfa is where we spend the money, Then, when we rotate, corn will get some of the benefits, too," he explained.

In 2010, a year of ample rain for good growing conditions, they had cut four crops before Sept. 1, and took three cuttings off new seedings. "We've drawn a lot out of those fields."

In the fall of '09 they sowed rye as a cover crop for the first time on about 35 acres, harvesting 15 acres for grain but working down about 20 acres. "That's a learning process," Bill admits, realizing he needs to get the crop plowed down earlier. "Next year, we'll work it in at the 4-6 inch stage. We got the effect of the rye as a green manure crop and soil conditioner," important for the farm's predominately clay soils. "There was a positive effect on those 20 acres."

Encouraged by those results, this year they used a fertilizer spreader to apply 110-120 lbs. rye over tilled ground. Fifty acres was primarily corn silage ground which also was covered with manure (they spread 7-10,000 gallons liquid manure per acre on fields other than hay-fields and so far, tests show they have no problems with excess phosphorus). Bill wants to make "rye part of my rotation for silage ground not suitable to be rotated to alfalfa."

They're also trying a strip-till

Healthy calves like this day-old heifer are one benefit the Averbecks have seen with their improved dry cow program.



system (son Adam, a customer operator, does the crop tillage and harvesting work. Son Louis and wife Jenny, an MBA consultant, are also involved in the operation.), taking off first crop hay then planting corn into those strips. "The corn looked wonderful" and Bill estimated approximately 20/ton corn silage per acre on fields planted around Memorial Day.

Preserving the farm as a successful business for future generations of the family is important to the Averbecks. Started by Bill's great-great-grandfather in 1852, the land has already been home to five generations and hopefully will continue to a

sixth. "On any one day, we've got four generations on the farm here," with Bill's dad Earl, his sons Adam and Louis, and grandsons, under wife Mona's care.

The Averbecks are excited about the new direction they've embarked on, and the results they are already seeing.

"When you do things to improve cow health and cow comfort, you'll get more milk production," says Bill. And that's good advice for any dairyman.

"When you do things to improve cow health and cow comfort, you'll get more milk production."

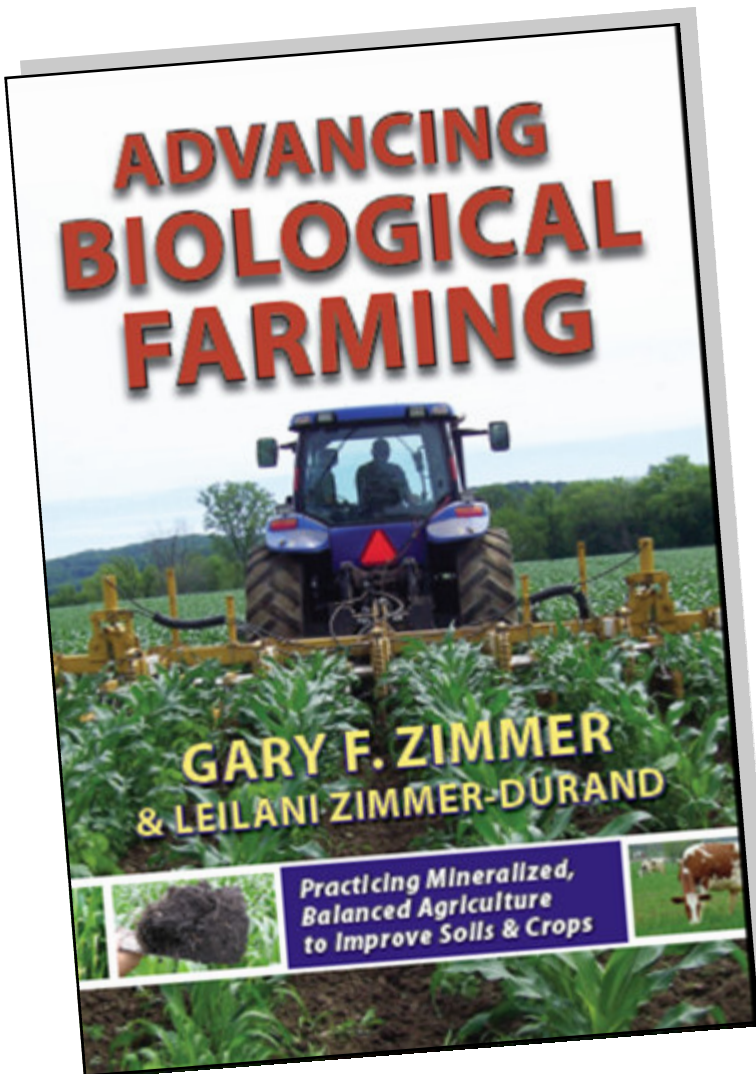
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*\*For those who may be unfamiliar with the terminology, pregnancy rate is the number of animals that become pregnant in a given 21 day period out of all the animals that could possibly become pregnant. (A round number shortcut to the math is to multiply the service rate times the conception rate.) The U.S. average is 14. Twenty and above is considered good and 30 is considered excellent.*

**NEW!!!**

Biology, chemistry  
& soil structure: the foundation  
of Biological Farming.  
Gary Zimmer's new book, written  
with his daughter Leilani,  
updates and expands upon his  
earlier book,  
*The Biological Farmer*.  
Improve soils in a natural,  
sustainable way.  
Technically precise yet  
written in friendly language,  
this book is a horn of plenty  
for everyone who wants a  
future in biological farming.

**Order yours today!**



**\$25 PLUS \$5 shipping** (in the U.S.)

(call for shipping on orders of 10 or more copies)

Additional charge for shipping outside the U.S.

Gary Zimmer is a farmer, author, educator, and biological farming advocate who speaks every year to thousands of farmers from coast to coast and around the globe. Read his own and other farmers' examples of farming success that will educate, motivate, and enlighten you about biological agriculture, and the untapped potential of your farm.

**To order your copy:** Call 1-800-327-6012 Have your credit card ready.

Or By Mail: Return this form with a check or credit card information (number, expiration date, and code, plus a phone number where we can reach you if we have questions) to Midwestern Bio-Ag, 10955 Blackhawk Dr, Blue Mounds, WI 53517:

Name \_\_\_\_\_

Address \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_

## Advancing Biological Farming

"I wanted to call it, *Since the First Book*," says Gary Zimmer of his newly published book, "because so much has happened in the past ten years since I wrote that first book. That book opened a lot of doors for me to travel, meet people, and learn from farmers everywhere."

Gary and his daughter Leilani Zimmer-Durand have together produced a new book that shares what he has observed and learned in the decade since publication of *The Biological Farmer*.

Over that time, the farmer, agribusinessman, educator and author has traveled all across the U.S. from north to south and coast to coast, and to many parts of the world, from the Netherlands to Greece to South Africa to Australia and even China.

Everywhere he travels, Gary talks to farmers and other agriculture professionals, keenly observing farms and farming techniques and questioning what works, and the how and the why of what works. From every trip he brings home new insights and new ideas. Whether it's corn in Wisconsin or bananas in Australia, Gary has seen the success of biological farming for all types of farms, farmers, and crops.

This new book, 236-pages illustrated with photos and diagrams, is based on the information Gary covers at his annual winter meeting series, gleaned from recordings of three years of those meetings. It is, as Gary described it, three winter meetings in a book.

The story of mineralized balanced agriculture, of biological farming, never changes. What he varies year to year in his winter talks, however, is how he illustrates that story.

Gary often says that it's hard to grasp all the information in one telling, but hearing the biological farming story told several times, in slightly different ways each time, and with new examples, leads to a thorough understanding.

This book brings together the highlights of three years of those meetings, the stories he has shared, the examples of success and failure, and always reminds farmers that healthy soils are the foundation of a healthy farm, no matter where in the U.S. or where in the world that you live, the type of soils you farm, or the kinds of crops you grow.

The book is a father-daughter collaborative effort. "I got the idea for writing the book after working with Gary for almost a year, trying to get him to write down some of the new ideas about biological farming he's developed over the last few years," says Leilani. "Gary enjoys traveling and lecturing, and driving his tractor, a whole lot more than he enjoys writing. It soon became clear that asking him to

take on the bulk of the writing was going to be difficult."

She added, "Given his passion for public speaking, I decided to try to capture on paper some of the ideas and enthusiasm Gary shares each year at his winter meetings. As I sat down and began watching them, I noticed that there was a common thread in all of them, which I guess would be called the basics of biological farming. There are also lots of stories from his experiences over the past year farming, traveling, and meeting with farmers, and those stories are different each year."

Leilani spent many hours watching video and picked out several main themes, which she organized into chapters. "I then tried to capture Gary's words, stories, and ideas about each of those chapter subjects, and compiled them. When I had a draft of the first couple chapters, I

gave them to Gary to read, edit, and rewrite as he saw fit. Together, we worked our way through the book that way."

*Advancing Biological Farming*, written in an easy-to-read style, is packed with timely information and practical tips along with a good dose of inspiration for farmers who are looking to put the profit, and the passion, back into farming. "Farmers have a big job...

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"I decided to try to capture on paper some of the ideas and enthusiasm Gary shares each year at his winter meetings."

# A Forage Program for High Yields and Quality

## Six steps to a better forage crop

By Gary Zimmer

Here are six steps that will help you toward a forage program for high yields and quality:

**1. Soil test.** Here's where you need to take your soil test: before seeding. Good calcium and phosphorus levels are needed to get good legume establishment.

**2. Seed bed planting equipment.** I want a solid stand with dense, uniform populations of our mixed forage seeding. To get this, we use a 12 foot Brillion seeder, pulled behind our 12 foot grain drill which is sowing the nurse crop. Our nurse

crop preference is either Triti-cale and peas or winter wheat, spring planted.

**3. Plant genetics and seeding rates.** I want the best multileaf, high yielding, hard working alfalfa variety that I can find. I know I'm prejudiced since this is our own product, but for me, that is Mid-western Bio-Ag's WinterKingII.

For grasses, I want a blend of tall soft fescue, meadow fescue, and a late maturing less clumping orchardgrass. We seed that grass blend at 5 lbs. per acre and the alfalfa at 17 lbs. per acre.

**4. Fertilizing.** Once you have that quality stand (If you don't have it,

start over to get it right!) then it's the fertilizer. You'll need a quality source of soluble calcium, sulfur, and boron. For the biological farmer, that's Bio-Cal™ applied at 500-1000 lbs. per acre. For the organic farmer, it's OrganiCal, used at the same rate of 500-1000 lbs. per acre.

**5. Balanced forage fertilizers** that fit your crop and farm come next. Your Midwestern Bio-Ag consultant will help you select the one that best fits your farm and your soils.

How much and how often it's applied then depends on your budget. Most farmers do very well at rates of 200- 400 lbs. per acre.

**6. Harvest and rotations.** At harvesting, we make five cuttings on our best stands and soils, and four on others. The forage stand only needs to last two or three years under our system before it's rotated. Then that beautiful stand is put back into the soil to provide nutrients that grow an incredible crop of corn at low cost and low risk.

So, to summarize, get your grass/alfalfa stand growing well, fertilize it, work it hard, and then rotate it to benefit the next crop.



# Don't ignore your most important cows

*Although the initial investment may seem high at first, most producers can see that the investment clearly pays dividends in the end.*

By Jon Woolever  
MBA Dairy Nutrition Staff

When visiting a farm, I often ask the producer to show me his most important cows. Usually the farmer understands this as "show me your best cow," and off we go in search of the highest producers in the milking string. Every farm certainly has its

"best" cows and they are an important part of a producer's bottom line. Then I kindly remind the producer that, in my opinion as a consultant, his most important cows are his dry cows.

Here are some recommendations that will make the most out of anyone's dry cow program.

**Building a strong foundation of health and nutrition in the dry lot** will determine whether the upcoming lactation is profitable and problem free, or plagued with costly diseases, poor production, and

wasted opportunity. The dry period is used to replenish body stores of nutrients, strengthen the immune system, and rebuild the digestive tract. The quality of a dry cow program will directly determine how well a cow transitions through calving and back into the milking string.

**Building a great dry cow program** is actually fairly simple and can be broken down into two key areas.

First, manage your excesses of protein (especially soluble protein) and potassium. We like to avoid feeding haylage to dry cows because it may be too high in crude protein and most of the available protein is in the soluble form. Feeding too much crude protein is not only costly, it takes additional energy to metabolize the protein and excrete the excess ammonia from the body.

Having adequate soluble protein during the lactation is critical for driving microbial protein production but an excess in the dry period as been shown to damage the reproductive tract, reduce embryo viability, and weaken the immune system. Many producers have also reported increased metritis and poor reproductive performance when their dry cow diet is high in

*Building a great dry cow program is actually fairly simple and can be broken down into two key areas.*



*(Continued on page 10)*

## ....Don't ignore your most important cows

(Continued from page 9)  
soluble protein.

I think most producers are aware of the effects of having too much potassium in their feeds. Research is now showing that hypocalcaemia, or milk fever, is actually caused by an excess of potassium (and other anions) as opposed to an excess of calcium as was thought for many years. Luxury applications of soluble potassium, such as 0-0-60, can lead to high levels of potassium in your forages without the necessary cations like calcium and magnesium to balance them out.

**We advocate growing forage specifically for dry cows on ground with balanced fertility.** A grass/legume mix works well when made as dry hay or low-moisture baleage. If a producer doesn't have the land or ability to make ideal dry cow forage, purchasing dry cow feed may be the best investment that producer can make!

**Second, provide a focused plane of nutrition high in bio-available sources of trace minerals, antioxidants, and vitamins.** Midwestern Bio-Ag makes a number of mineral supplements designed specifically for dry and transition cows.

In our standard DRRRY COW product, we use 100% sulfate trace minerals, highly available

selenium yeast, vitamin E (1,000 IU), and a balanced mix of phosphorus, magnesium, calcium, yeast culture, kelp meal, and other trace minerals and vitamins.

In addition, we offer our KEYSTONE line of dry cow and pre-fresh mineral supplements which include all of items listed above with additional:

- ◆ Chelated trace minerals

- ◆ Organic Icelandic kelp meal
- ◆ CharCal
- ◆ Montmorillonite clay

These ingredients all contribute to strengthening the immune system, rebuilding the digestive tract, and providing a balanced nutritional package to reduce stress during the transition period.

**We also like to recommend feeding a direct fed microbial** such as Generator™ ELITE, Generator™ ULTRA, or ProP169® during this time. These products have been proved to maintain dry matter intake, improve digestion, and some can greatly increase the amount of available energy around calving time which can help reduce

(Continued on page 11)

Research is now showing that hypocalcaemia, or milk fever, is actually caused by an excess of potassium (and other anions)

| Product                                        | Feeding Rate | Cost for 60d Dry Period                               |
|------------------------------------------------|--------------|-------------------------------------------------------|
| DRRY COW                                       | 6 oz/hd/day  | \$20                                                  |
| Keystone Dry Cow                               | 10 oz/hd/day | \$35                                                  |
| Keystone Prefresh                              | 14 oz/hd/day | \$3<br>(last 21 days, in addition to above products)  |
| Generator ELITE                                | ½ oz/hd/day  | \$9                                                   |
| ProP169                                        | 2 g/hd/day   | \$6<br>(last 21 days, in addition to Generator ELITE) |
| <b>Total Program less than \$55/cow/year!!</b> |              |                                                       |

## ....Don't ignore your most important cows

(Continued from page 10)  
the incidence of ketosis.

Many producers view the dry period as a time to minimize expenses and get by with less. Often this includes feeding either no mineral to the dry cows or finding the cheapest bag on the market to reduce expense.

We believe that this philosophy not only doesn't work but can lead to increased expenses during lactation such as reduced reproductive efficiency, increased disease treatment costs, and reduced lifetime milk production. In the box at left I've outlined some typical costs (based on local suggested retail price) for the dry period using our recommend min-



eral and supplement program.

As you can see, for a relatively small investment, producers can do a lot to ensure that their dry cows get through the transition period with stronger immune systems,

healthier digestive systems, and less disease problems.

The estimated cost of common metabolic diseases can be as high as \$344 for milk fever, \$340 for displaced abomasums, \$285 for retained placenta, and \$145 for ketosis. You can see that you don't have to eliminate very many

*A strong, balanced dry cow program lays the foundation for successful, profitable lactation.*

cases to more than pay for the low investment in a quality dry cow mineral and supplement program.

A strong, balanced dry cow program lays the foundation for

successful, profitable lactation. You can't build a house, a business, or a milking herd without paying attention to the details during the planning stages (or the dry period).

Although the initial investment may *seem* high at first, most producers can see that the investment clearly pays dividends in the end. When things are done right, they can expect cows to calve without problems, clean quickly, quickly begin to eat & milk, and have minimal problems throughout their lactation.

### Ideal dry cow diet

- Dry Matter Intake 26-29 lbs
- Crude Protein 12-13%
- NEL 0.60-0.67 Mcal/lb DM
- Soluble protein <30%
- Calcium 70-90 gram
- Phosphorus 50-60 gram
- Magnesium 0.40% DM
- Potassium <1.2% DM

### Ideal dry cow forage

- clean, highly palatable blend of legumes and grass**
- Crude Protein 15-17%
- Soluble Protein= low as possible
- Calcium >1.0%
- Phosphorus >0.30%
- Magnesium >0.30%
- Potassium <1.75%

## ....New Book by Gary Zimmer

(Continued from page 7)

the health and wealth of our nation is in our hands," says Gary.

Whether you've ever attended one of those meetings, or are 'meeting' Gary Zimmer for the first time, you'll find in this book his practical wisdom, his passion

for agriculture, and his inimitable style that is both educational and entertaining.

The chapters in this book will help farmers read and interpret their soil, tissue and feed tests; understand the concept of humates and soil carbon; integrate

cover crops into their farming system; and make better choices on fertilizer selection and application. It covers the basics of calcium and why this often overlooked mineral is essential as well as discussing the importance of mineral interactions.

### TRADING POST

**For Sale:** 2000 bu. Shelled corn, certified organic by NICS, price negotiable; write Ray Borntreger, N2955 State Hwy 54, Melrose, WI 54642

**For Sale:** AirMist sprayer, 150 gal tank, 2 fans, 3 pt, hydraulic driven,

\$4700; 12 ft. Easyflo drop lime spreader \$900; Vista MMG 1000, \$4900 call 218-955-0888

**Young farm couple seeking** to do more. He is lifelong farmer with strong work ethic, excellent mechanic, knows livestock. She has

experience with dairy cattle. Looking for a farmer who wants to slow down, partner or retire in a few years, providing an opportunity to take over or buy out. Looking for 300 acres or more. Contact Ben at 419-294-8598

**Organic Producers:** Contact Organic Valley/CROPP Cooperative for future opportunities in organic dairy, eggs, meat, soy and produce. Our Farmer Relations staff would be happy to assist you at (888) 809-9297.

*Micronutrients are in the news!*

*This is a year to pay particular attention to your crops' micronutrient needs, and Midwestern Bio-Ag's balanced and homogenized products are the best in the industry! We now have three high quality, homogenized, micronutrient mixes available:*



**Organic Charger (compost based)**

**WeeMix (5-5-5)**

*and introducing*

**MicroHume (with humates, sulfate forms of traces, and a low pH of ~5.5)**

*Suitable for organic production. Limited quantities available in 2011.*

**Ask your Midwestern Bio-Ag Consultant  
how micronutrients fit into your fertility program.**

## WINTER MEETING SCHEDULE 2011



We hope you'll be able to join us at one of the following educational meetings presented by Midwestern Bio-Ag and your local Bio-Ag consultants. Our winter meetings are a great opportunity to learn, share and talk biological farming.

**Gary Zimmer**, president of Midwestern Bio-Ag, farmer, educator and author will be the speaker unless otherwise noted, on the topic of **Soil Buffering and Advancing Biological Farming** along with photos from his recent trip to Ethiopia. We've also listed conferences and other events where Gary will be speaking this winter.

**Bob Yanda**, president of Midwestern Bio-Ag of Iowa, will speak at numerous meetings. He will discuss the **The Farmer's Five Jobs** and also the **Top Five mistakes in Fertilizer Application**,

Meetings start at 11 a.m. and conclude by 3 p.m. (there are a few exceptions noted in the listings), with lunch included in most cases (exceptions are noted in the listing). Fee is listed for those meetings which charge for lunch.

If you have any questions about date, time, location, etc, please call the consultant at the phone number listed. We hope you will join us!

**Monday, Jan. 3 10:30 a.m.**  
Watertown, WI at the UpperKrust Pie Shop  
Consultant Tim Chitwood 608-347-1463

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**Tuesday, Jan. 4 10:30 a.m.**  
New Glarus, WI at the New Glarus Hotel Restaurant  
Contact Blue Mounds office, 1-800-228-2189

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**Wednesday, Jan. 5 10:30 a.m.**  
Kieler, WI at the Village Supper Club  
Contact: Britt Vondra 608-778-8659  
Consultant Justin Spensley 608-732-4405

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**Thursday, Jan. 6**  
Monticello, IA at the Wagon Wheel  
Sponsored by Bio-Ag of Iowa & consultants  
1-800-465-3503

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**Friday, Jan. 7**  
Kalona, IA at the Iowa Clothing Center (2 mi. north of Kalona on Hwy 1 to Johnson/Washington Road, then 1 mi east) Consultant Firman Hershberger 319- 430-0383 or 319-656-2477

**Monday, Jan. 10**  
Altura, MN at the Community Center  
Consultants Travis Mathison, Josh Elsing, Mike Lovlien, Rod Dybing, Dee Meiners and Pat Troendle 1-866-485-4300

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**Tuesday, Jan. 11**  
Long Prairie, MN at the Thunder Lodge, Hwy 71 S  
Dave Meidl 320-360-0590 Ken Larson 218-640-7723  
Elmdale Cooperative 320-573-2607 and Roman Walz 320-979-0617

**Tuesday, Jan. 11 Speaker Bob Yanda**  
Fennimore, WI at St. Mary's Church  
Consultants Scott Wood 608-822-4923 and Bob Johnson 608-375-2595

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**Wednesday, Jan. 12 10 a.m. check in, 10:30 start**  
Menomonie, WI at Dean & Sue's Bar & Brill, 2002 Midway Road  
Consultant Andy Glodowski 715-797-1042

**Wednesday, Jan. 12 Speaker Bob Yanda; 10:30 a.m.**  
Belmont, WI at the Sports Page  
Consultant Justin Spensley 608-732-4405

**Thursday, Jan. 13**

Colby, WI at the Colby Lions Shelter  
Consultant Rick Knopp  
800-436-1459 or 715-560-6355

**Thursday, Jan. 13 Speaker Bob Yanda; 11:30 a.m.**

Bloomington WI — location to be announced  
Consultant Brit Vondra 608-778-8659

**Friday, Jan. 14**

Sparta, WI at the American Legion, 1116 Angela Rd.  
Consultants Joe Danzinger, Bob Schmidtknecht and  
Travis Klinkner 715-495-5504

**Friday, Jan. 14 Speaker Bob Yanda**

Lena, IL at the Lena Community Center  
Contact Blue Mounds office, 1-800-228-2189

**Monday, Jan. 17 10 a.m.**

Canada, in the Ayton, Ontario area; \$10 meal charge.  
For more information call Trevor Pfeffer at 519-369-  
7201 or leave message at 519-665-7574

**Tuesday, Jan. 18 10 a.m.**

Shedden, Ontario, Canada at the Keystone Complex  
\$15 meal charge. consultants Ron Scheele 519-762-  
5358 or email rcscheele@ yahoo.ca and Paul Watson  
519-627 -0566 or ppwatson@bell.net

**Wednesday, Jan. 19 10 a.m.**

West Branch, MI at the West Branch Quality Inn  
Bio-Ag of Michigan & Consultants 1-888-825-9373

**Thursday, Jan. 20 10 a.m.**

Bad Axe, MI at Huron County Expo Center  
Bio-Ag of Michigan & Consultants 1-888-825-9373

**Thursday, Jan. 20 Speaker Bob Yanda**

Marengo, IL at the Roger Heimsoth Farm  
Consultant Blue Mounds office 1-800-228-2189

**Friday, Jan. 21 Speaker Bob Yanda**

Janesville, WI at the Milwaukee Grill, 2601 Morse St.  
Contact Blue Mounds office, 1-800-228-2189

**Monday, Jan. 24**

Idaho/Utah  
For information, contact Pat Lozier 208-604-1488

**Wednesday, Jan. 26-29**

EcoFarm Conference, Pacific Grove, CA at the  
Asilomar Conference Grounds

Gary Zimmer speaks Jan. 26: Mineral Balancing for  
Optimal Animal Health, 8:30 am; Mineral Balancing  
for Optimal Soil Health in Vegetable Crops, 1 pm  
Jan. 27: Mineral Balancing for Optimal Soil Health

**Monday, Jan. 31 10 a.m.**

Shiloh, Ohio at Country Metals  
Consultants Alan Kauffman and David Miller  
Contact: 937-844-9174

**Tuesday, Feb. 1 10 a.m.**

Conneaut, OH at the David Ring Farm, 4733 Root  
Road; Consultants David Miller and Andy Shetler,  
for more information call BAM at 888-825-9373

**Wednesday, Feb. 2 10 a.m.**

New Holland, PA at Yoder's Restaurant  
(Fee of \$35 includes admission and lunch). For details  
contact consultant Sam Zook 717-354-0614

**Thursday, Feb. 3 10:30 a.m.**

North Chambersburg, PA at the Family Traditions  
Lighthouse Restaurant, 4301 Pennsylvania Ave. Rte  
11; 717-263-4878

## BIO-NEWS

presented quarterly by

### Midwestern Bio-Ag

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1-866-485-4300

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**Friday-Saturday, Feb. 4-5**

State College, PA; PASA 'Farming for the Future' Conference; Gary Zimmer: Application of the Systems-Based, Common-Sense, Prioritized Approach to Biological; Farming, 1:30 p.m., Saturday

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**Monday, Feb. 7**

Location to be announced (Hillsdale, IL area)  
Contact Bob DePauw: 309-737-9379 or 309 523 3921

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**Tuesday, Feb. 8**

Tama, IA at the Meskwaki Casino Bingo Hotel  
Sponsored by Bio-Ag of Iowa & consultants  
1-800-465-3503

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**Wednesday, Feb. 9**

Memphis, MO at the Fire Hall  
Consultant Firman Hershberger  
319-430-0383 or 319-656-2477

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**Thursday, Feb. 10-Saturday, Feb. 12**

Missouri Organic Conference; Springfield, MO at the Ramada Oasis Conference Center  
Gary Zimmer featured speaker on Thursday, 9 a.m. to noon on Soil Fertility with Dr. Joel Gruver of Western Illinois Univ.; Friday, 3:30-5 p.m. on Soil and Crop Nutrients with Dr. Gruver  
For more information: [www.missouriorganic.org](http://www.missouriorganic.org)

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**Thursday, Feb. 10** Bob Yanda speaker  
Blue Mounds WI at the Midwestern Bio-Ag offices  
Contact Blue Mounds office, 1-800-228-2189

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**Friday, Feb. 11** Bob Yanda speaker  
Waunakee, WI at Rex's Innkeeper  
Consultant Tim Chitwood 608-347-1463

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**Monday, Feb. 14**

Wisconsin Grazing Conference, hosted by Grass Works Inc; Wisconsin Dells, WI at the Wilderness Territory Resort ; Gary Zimmer and Kevin Shelly, 1:30 p.m.; [www.grassworks.org](http://www.grassworks.org) or 715-808-0060

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**Wednesday, Feb. 16**

Black Creek, WI at Romy's, W5670 Co Rd A  
Consultants Clem Greisbach 920-739-7584  
Paul Keune 920-585-5331 and  
Dave Wilkey 920-609-8670

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**Thursday, Feb. 17**

Plover, WI at the Elizabeth Inn  
Consultant Mark Klish 715-366-7671

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**Friday, Feb. 18**

Waupun, WI at the Pizza Ranch  
Consultants Roger Drews 920-324-9306 and  
Jenny Averbeck 920-517-1905

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**Monday, Feb. 21**

Owatonna, MN at Cabellas  
Consultant Dee Meiners 507-456-9406

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**Tuesday, Feb. 22** Starts 10 a.m.

Wells, MN at The Haven  
Consultant Ray Yokiell 507-380-5745

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**Wednesday, Feb. 23** Speaker Bob Yanda

Caledonia, MN at the MacalGrove Country Club  
Consultant Dee Meiners 507-456-9406

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**Thursday, Feb. 24** Speaker Bob Yanda

Centerville, WI, Community Center/Curling Club  
Consultant Ken Anderson 608-4983832 or 5822595  
Joe Danzinger & Bob Schmidtknecht 715-495-5504

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**Feb. 25-26**

Organic Farming Conference at the LaCrosse Center  
LaCrosse, WI, Sponsored by MOSES 715-772-6819

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**Tuesday, Mar. 8**

Maryland; Organic Grain and Forage Conference  
[www.planetorganicllc.com](http://www.planetorganicllc.com)

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Gary Zimmer and Bob Yanda will also be traveling and speaking in Australia (in Taree and Forbes, NSW and Sheperton, Victoria) in March, 2011.

**Missed last year's winter meeting? Or want to hear it again? We have copies of Gary's 2010 winter meeting available on DVD. \$20 includes shipping in the U.S Call 1-800-327-6012 to order.**



**Midwestern Bio-Ag**  
10955 Blackhawk Dr.  
Blue Mounds, WI 53517

**ADDRESS SERVICE REQUESTED**

***Plan now to attend one of our 2011  
Midwestern Bio-Ag  
Winter Meetings  
See the complete list inside!***

