



S+IK *Agro Solutions*

Information Package



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Letter of Introduction

Dear Agricultural Producer,

Thank you for taking the time to read through our information package. We are very excited to help educate people about our products and services. The report begins by introducing you to S+K Agro Solutions. Please note that S+K Agro Solutions has more to offer than just our Calf Canopies. Part of our business involves assisting producers on an individual level with their own farm needs. Check out our Facebook page for examples of some of the projects we have completed.

Following the introduction, you can find information dedicated to producers who are considering group housing their calves using our calf canopies.

As a new Canadian Company, we are excited to be involved in agriculture at the producer level. The way we farm is constantly changing in order to keep up with consumer demands. Increasing the effectiveness and efficiency of day-to-day tasks is a reality the new generation of producers constantly faces. To make it in today's agricultural industry, we understand that producers need to be **innovative, adaptable and functional**. It is our mission to help producers achieve this standard.

Thank you again for taking the time to learn more about our company and it's products.

Let us help you become **innovative, adaptable and functional!**

Sarah + Kevin Wolters





About S+K Agro Solutions

Sarah and Kevin Wolters are the “S” and “K” in S+K Agro Solutions. Sarah was born and raised in the Quinte Area on her family farm, Huffmandale Holsteins. She graduated from the University of Guelph, Kemptville Campus with her diploma in Agriculture. Kevin was also born and raised in the Quinte Area. He grew up in an industrial environment as his father, Dick Wolters, is the owner and operator of The Machining Center Inc. (TMC). Kevin graduated from St. Lawrence College with his Mechanical Technician Diploma in 2012. Sarah and Kevin got married in the fall of 2013. They have both worked on the farm and at TMC, giving them a balance of farm and industrial experience, and helping inspire their dreams for S+K Agro Solutions.

S+K Agro Solutions was founded in June 2014 and is a division of TMC. Located in Belleville, Ontario, Canada, TMC provides full service, custom machining and fabrication to a diverse customer base. TMC was established in 1988 and is staffed with a knowledgeable and professional workforce. While TMC already serves customers involved in aerospace, food production, nuclear and more, S+K Agro Solutions allows TMC to open their doors to the agricultural community. For more information on TMC as a company please visit their website, www.themachiningcenter.com.

Farming is a professional business that requires producers to possess a great deal of skills and knowledge to be successful. S+K Agro Solutions’ goal is to develop innovative products that provide solutions to some of the challenges in agriculture. ***They encourage producers to come to them with ideas or needs so they can help them find a solution to their problem.*** They will assist with jobs as small as patching a feed cart or adjusting a head rail; to as large as developing a covered, group calf housing solution.

S+K Agro Solutions was proud to introduce their new product line, “The Calf Canopy”, in August 2014. The Calf Canopy is a product that proves the capabilities of S+K Agro Solutions and TMC as a team. It is innovative, adaptable and functional.



Calf Canopy Project Approach

Sarah and Kevin would love to hear from you. When they are not out on the road, they are working as employees at TMC. The best way to request a farm consultation is to click the farm consultation link on their website (www.themachiningcenter.com/sandkagrosolutions). You can also send them an e-mail or give them a call.

When you get in touch with S+K Agro Solutions, Sarah or Kevin will discuss your needs and figure out if there are any custom adjustments that can be made. They will then send you a quote and wait for your approval. Upon approval, S+K Agro Solutions, along with the TMC team, will begin manufacturing your Calf Canopy. Under most circumstances it will take four to five weeks for delivery.

Your Calf Canopy(s) can be shipped to the location of your choice. In most environments, you will need to use a tractor, or fork lift, to unload the truck. If this is not an option and you would like S+K Agro Solutions to complete the set up for you, please inform Sarah or Kevin and they will coordinate unloading and set up on your behalf.

S+K Agro Solutions promises to provide their customers with satisfaction. If the product they provide you with has flaws that do not reflect the original design and statements, they will do what they can to meet your needs. They also want to keep improving their product design. Therefore, they encourage you to provide them with constructive feedback.

Project Details Process	
	Consult Sarah or Kevin about the Calf Canopy
	If needed we can come out for a farm visit
	Fill out a Request for Quote (online, fax or in person)
	We will send you a quote
	Upon Quote approval, a purchase order will be filled, a deposit made, and we will begin fabrication
	Expect a delivery time of 4 to 5 weeks or as indicated at time of order
	Decide if you want us to set it up or if you want to try it yourself (Set up fee is a minimum charge of \$440.00 + mileage)
	Contact us at any time to help us ensure your satisfaction



Group Housing and Free Choice Feeding



Cons To Group Housing Young Calves
Calves must learn to be aggressive
Weak calves need to be separated
Contagious disease may affect more calves
<i>Johnson, U of MN 2006</i>

Free Access Feeding Benefits
Prevent animal hunger
Decreased Labor if the right method is in place
Fewer bouts of diarrhea
Decreased meaningless suckling (on each other and rails)
Growthier calves
Increased feed intake
Smooth weaning transition
<i>Neil G. Anderson, DVM, MSc 2014</i>



Pros To Group Housing Young Calves
Labor for feeding, bedding and cleaning calves is reduced
Calves are socialized for a herd environment
Calves will discover things faster due to the herd learning (ex. Calves will begin eating "Starter" sooner)
Growth has proven to be equal or greater to individual housing (case depending)
Easy way to provide a Free Access Feeding Program
<i>Johnson, U of MN 2006</i>



Making the Calf Canopy Work

Here are some suggestions that S+K Agro Solutions have found assist in making the Calf Canopy work best, on a farm. Feel free to contact Sarah or Kevin if you have any questions. They also have a list of producers that are currently using the Calf Canopy they can refer you to.

Canopy Tips

- Face your canopy so the doors of the hutches are facing south (or north if you have to)
- If your canopy is on a slope, put the hutches at the top of the slope
- On windy days (or snowy days), block off the west and east facing sides
 - *Curtains are available as an added feature for \$500.00 per canopy*
- Place canopy in a well-drained area to reduce the amount of bedding required to keep the calf environment healthy
- Don't pack bedding more than 8 inches high for ease of transporting the canopy
- When removing or mounting wheels or skids, lift one end at a time
 - Jack lift mounts are available if you don't want to use your front end loader to lift the structure (additional cost approx. \$100.00)

Calf Tips

- Introduce calves to the group after they are off of colostrum and are sucking good (often around 3 or 4 days old)
- When weaned off of colostrum, feed calf the milk you plan to feed them in the canopy (this may mean bottle feeding acidified milk replacer) – *We recommend Shur-Gain calf starter and replacer*
- Try and have the same person check on the calves at least once a day to monitor calf health
- Weak calves may require being moved from the group
- Depending on calf size, expect calves to double or triple up in one hutch
- Always provide hay, grain and water to allow for an easier weaning transition
- Speak to your feed rep for group feeding details
- Groups around 6-9 calves tend to have less problems with respiratory and diarrhea than calves housed in groups of 12-18 calves

Free Choice feeding Tips

- If using acidified milk replacer, keep it between 60 degrees and 70 degrees
- provide 1 nipple for every three calves
- never have just one nipple available in case one gets clogged
- calves will feed 5-7 times per day for an average of seven minutes per trip
 - *On average Holstein calves will drink 10 quarts each per day*
 - *On average Jersey calves will drink 8 to 9 quarts each per day*



Sources

Anderson, Neil G. "Experiences with Free-access Acidified-milk Feed in Ontario." *Ontario Ministry of Agriculture, Food and Rural Affairs* 41 (2008): 12-24. Web.

Fyksen, Jane. "Diluted Formic Acid Acidifies Milk: Lower-Labor, On Demand Calf Feeding." *Agri-View* (2010): Rpt. in *Crops Editor*. Web.