

## Janzen Family Farms Newsletter, December 2016



### **Holiday special: 10% Off !**

High-quality 100% grass-fed beef is great for your holiday meals, as a gift, or to stock up your freezers for the winter months and spring grilling.

As a holiday special, Janzen Family Farms is offering a 10% holiday discount on grass-fed beef through January 30, 2017. Just click here to get an order form: <http://www.janzenfamilyfarms.com/beef.html>. We will take the discount after you submit your form. Inquiries and orders may be submitted to [john@janzenfamilyfarms.com](mailto:john@janzenfamilyfarms.com) or by phone at 316-799-2585.

### **News from Janzen Family Farms**

- JFF received organic recertification for the seventh consecutive year. Jeff Stearns of the Oklahoma Department of Forestry, Foods and Agriculture conducted his site visit in early September and gave the farm a renewal recommendation with no conditions!
- JFF will have marketed 13 semi-truck loads of organic wheat, soybeans and sorghum in 2016 to buyers in Kansas, Utah, and California—see story below;
- Janzen grandsons Henry, Max, Calvin and Felix applied their energy to important farm tasks in summer and fall of 2016—see story and pictures below; and
- Klingenberg Farms continues to provide contract services in cropping, herd management, and technical expertise.

## Blending Grass-fed Beef with Organic Grain Production

Assuring fresh green grazing winter forage for our Angus herd is important for the animals' health and the health of you who enjoy our steaks, roasts, and ground beef. Here in simple terms is how it works. In our cropping cycle we rotate fields in the following 3 year sequence: winter wheat (fall planting, early summer harvest), cover crop (planted early fall) for the next winter (tilled in late spring), sorghum (planted summer, harvested fall, stubble grazed over winter), and soybeans (planted spring, harvested fall), followed again by winter wheat. On the livestock grazing side, summer native prairie grasses and cool season brome are the perennial mainstays. But what about winter? This is where the winter cover crop becomes important, offering the herd a steady diet of green forage and dry hay throughout the cold weather.

Winter cover crops are being grown by more and more farmers, both organic and conventional. Any annual that grows in winter is suitable, including winter wheat, rye, oats, or hybrids of these such as triticale, a hardy wheat-rye cross; winter or Austrian peas, turnips, crown-vetch, or any crop that grows in winter. Details of our winter cover crop of winter wheat and winter peas are shown at right. In the top photo, Vern Klingenberg mixes wheat and pea seed for drilling. Below, some weeks later in the field, you can see blades of wheat but also leaves of four small pea plants. These peas are legumes that fix nitrogen to the soil. They are sweet and the livestock love them.



## Marketing Organic Grains

Organic grains are marketed very differently from conventional grains. Instead of hauling the harvest directly to the local elevator, organic grains are mostly sold through brokers to specialized mills and

processors. In winter and spring 2016, JFF sold four semi loads (ca. 180,000 lbs or 3,000 bushels) of white sorghum to a California processor for use in gluten-free baking. In fall, we shipped three loads of wheat to [Central Milling](#) in Logan, Utah, and two to [Stafford County Flour Mills](#) in Hudson, KS, for milling as Hudson organic flour. In mid-December, we will ship four semis (ca. 3,200 bushels) of soybeans) to [Feedex](#) in Hutchinson, KS, for processing as organic poultry and dairy feed customers, e.g., Organic Valley Dairy. Our broker in the first two shipments was Phil Lewis (Lewis Ag) of Thayer, Kansas, who has helped us over the years. [Kansas Organic Producers Association](#) brokered the deal with Stafford County Flour Mills. Rod Lowe, farmer and cattle feeder and executive at Feedex invited us to bring our soybeans in. We are excited to be part of this growing organic market.

### **Grandsons Apply Amazing Energy to Farm Tasks**

Grandsons Henry, Max, Calvin, and Felix spent weeks in summer and fall at farm tasks such as painting aluminum fence, cleaning out elevator bins, cutting brush and setting up electric fences for winter grazing. Their boundless energy, willing spirit, and positive attitude was well worth the dollars they were paid. After farm work hours they “relaxed” building fortress structures and fishing at the pond.

### **Merry Christmas & Happy New Year!**



**With Best Wishes,**

**John M. Janzen and Kristi B. Janzen**