

ORDER OF CANADA A WIN FOR AGRICULTURE, SAYS ADVOCATE

Kim McConnell says there’s a host of people who deserve recognition » PG 3

FARMERS STEP UP TO FUND RENOWNED GRAIN AGENCY

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What’s free advice really costing you?



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EXPRESS

Cattle organizations still talking – but no checkoff deal in sight

One proposal to resolve contentious issue of non-refundable checkoffs shot down in May and a new one is still being ‘analyzed’

BY ALEXIS KIENLEN
AF STAFF

Despite years of talks, the Alberta Cattle Feeders Association and Alberta Beef Producers still appear to be far apart in making a non-refundable provincial checkoff a reality.

SEE CHECKOFFS » page 7

Farm leaders ‘cautiously optimistic’ about transport bill

Ottawa’s new ‘transportation modernization’ bill addresses key concerns raised during 2013 rail crisis, but has gaps

BY JENNIFER BLAIR
AF STAFF

A new national transportation bill could leave a major gap in grain movement during the 2017 harvest — particularly in areas captive to one railway, say Alberta farm leaders.

“Between Aug. 1 and when this new bill comes into effect, there’s a period where there might be a hole in performance,” said Alberta Canola director Renn Breitreuz, who farms near Onoway.

“We’re just going to have to get through that period. Hopefully this bill passes as quickly as possible, which would mean that window of time is as brief as possible.”

At first glance, Bill C-49 — the *Transportation Modernization Act* — appears to address most of the concerns that producers had about rail transport during the 2013 harvest, where a record-high bumper crop and backlogs in grain movement created a grain movement crisis for producers across Western Canada. In the midst of that crisis, the federal government enacted an emergency order-in-council that mandated the shipping of minimum levels of grain and extended interswitching. And that emergency measure expires on Aug. 1.

“I think the government believes that everybody is going to play nice and that



FILE PHOTO

we’re going to see a smooth transition into Bill C-49,” said Olds-area farmer Jeff Nielsen, who is president of the Grain Growers of Canada. “But as a collective group, we’re concerned about the period between Aug. 1 and the passage of C-49.”

And until the bill becomes law, western Canadian growers will be stuck in a wait-and-see mode.

“We’ll be going into harvest and everybody is hoping for a very good crop. We’re seeing some great opportunities for pricing and people like to take advantage of early shipping,” said Nielsen.

“But we really don’t know how the railroads are going to perform yet. That has always been the problem.

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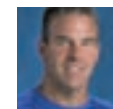
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Heat wave may have left a toxic legacy

STAFF

The heat wave from earlier this month could pose a lingering and deadly danger to your children, livestock, or pets — blue-green algae.

The algae contains several types of toxins, which can cause organ damage; affect the nervous and respiratory systems; cause paralysis; and, in extreme cases, can kill. While people are not likely to drink the foul-smelling water, young children can be at risk. You can also be exposed to blue-green algae from swimming, boating, or waterskiing.

Blue-green algae blooms are more likely to occur during a heat wave but they can last for weeks or months. Wind can worsen the problem, by pushing the algae into concentrated pockets.

Provincial officials say the first step is to identify a potential bloom — it can look like “blue-green scum, pea soup, or grass clippings suspended in the water.” If you can grab a solid mass of the algae in your hand, it’s likely not blue-green algae, officials say.

If you suspect the algae is in your dugout or other body of water on your farm, remove livestock from the water source, ensure children can’t access it, and consult a water specialist.

If blue-green algae is present, the dugout can be treated using a copper product registered for use in farm dugouts, provincial officials say.

“Once you treat it, consumption should be restricted for up to a month,” agricultural water engineer Shawn Elgert said in a release. “The use of copper will break the cells open and release the toxins if present into the water all at once. So it’s important that you stop using the water during this time so the toxins can degrade.”

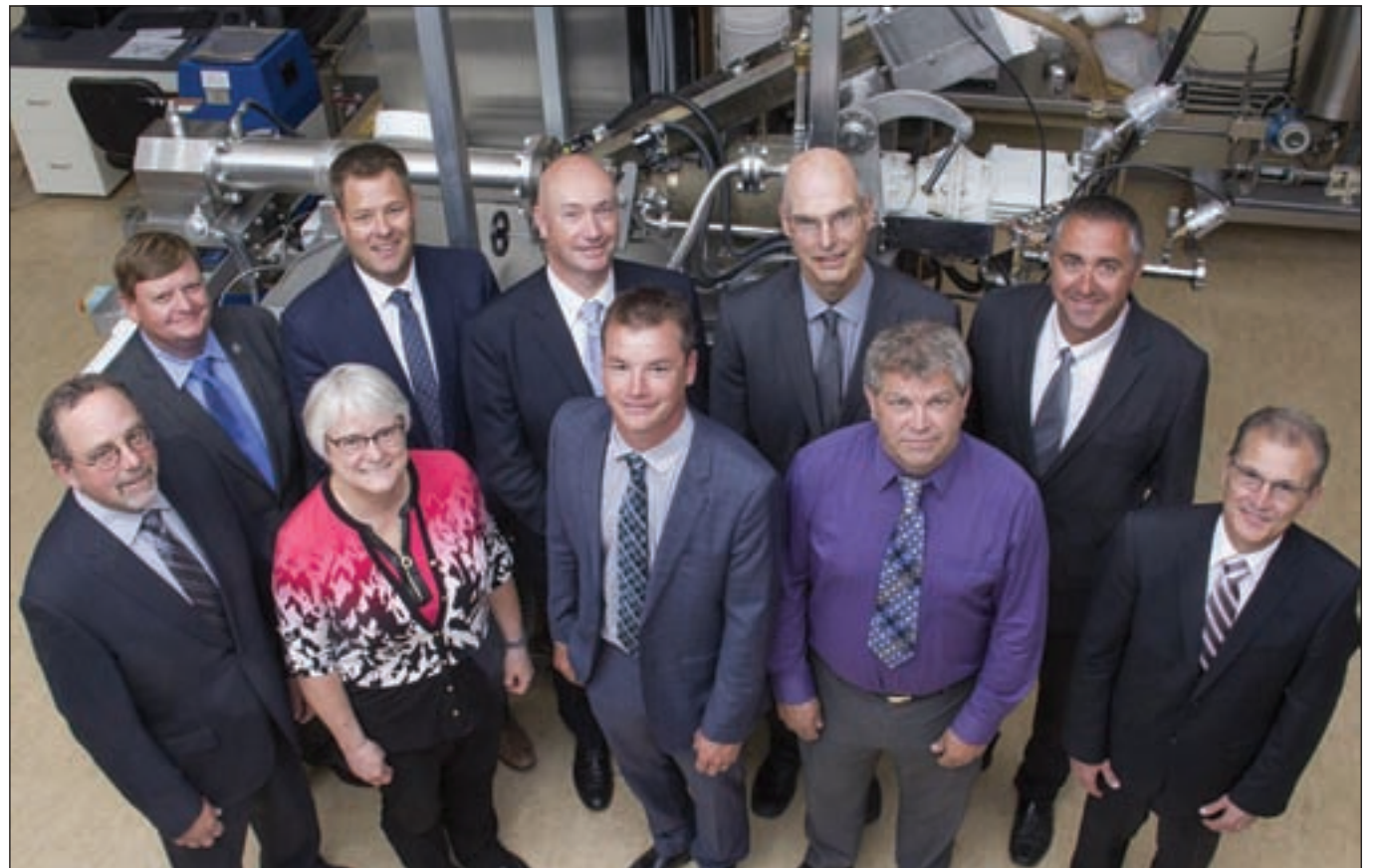
“You can follow up with aluminum sulphate and/or hydrated lime treatments afterwards to remove the nutrients from the water to prevent regrowth.”

There are also preventive measures to lessen the likelihood of blue-green algae blooms, such as a deeper dugout with slopes that are not too flat. Buffer strips and grassed waterways are recommended to reduce the amount of nutrients entering a dugout. (The province has a guide to building dugouts — go to www.agriculture.alberta.ca and search for ‘quality dugouts.’)

But blooms can occur in any water body that is shallow or has slow moving or still water, including freshwater lakes, ponds, or wetlands.

Prairie wheat commissions, grain firms to fund Cigi

New chair Kevin Bender says provincial wheat commissions were keen to ‘step up’ and grain companies are now on board too



On board: Gary Stanford, Trent Rude, Jean-Marc Ruest, Harvey Brooks, Kevin Bender (back, l-r), Brent Watchorn, Cigi CEO JoAnne Buth, Drew Baker, Bill Gehl and Jim Smolik (front, l-r). PHOTO: CIGI

STAFF

Farmers and grain companies have come together to provide core funding for the Canadian International Grains Institute — and an Albertan will chair the new board of directors of Cigi.

“The end of the western Canadian deduction is happening at the end of July — that was the checkoff money that was going to fund Cigi,” said Kevin Bender, who farms near Sylvan Lake and has served on numerous ag boards.

“So that has been in the works for a while, like how are they going to transition out of that. And so this has been part of it where the commissions stepped up and said they were going to commit.”

“I think initially it was 15 cents a tonne, but that isn’t a hard number. It’s going to be whatever the needs are. If it’s a little bit less than that or if it’s more, that’s to be discussed — but we’ve committed to 15 cents a tonne. It’s a matter of getting the grain handlers on side. They’ve come on board now, too.”

The three Prairie wheat commissions

and seven grain firms have committed to providing \$7.7 million over the next two years. (The grain companies are Richardson International, Paterson Grain, Parrish and Heimbecker, Viterro, Cargill, G3 Canada, and the Inland Terminal Association of Canada, which is composed of five farmer-owned grain terminal companies in Alberta and Saskatchewan.) The crop commissions and grain companies will each have five seats on the board.

“We are extremely pleased that the provincial wheat commissions and the grain companies and handlers developed a consensus on a sustainable funding and governance model for Cigi,” said JoAnne Buth, the organization’s CEO.

While Cigi is highly regarded, both in Canada and abroad, its long-term funding has been up in the air since the demise of the Canadian Wheat Board, which had supported the organization. Former federal ag minister Gerry Ritz created the Western Canadian Deduction in 2012 as an interim measure.

Although the new funding is only for two years, it’s expected that that joint farmer-grain company support will continue, said Bender.

“I can’t speak for them (the grain companies) but it’s maybe something that they’re saying, ‘OK, we see good value (and) then we’ll renew going ahead.’”

The new board will meet in the fall and undertake strategic planning, he said.

The other four farmer representatives are Gary Stanford, representing the Alberta Wheat Commission; Bill Gehl and Harvey Brooks of the Saskatchewan Wheat Development Commission; and Drew Baker of the Manitoba Wheat and Barley Growers Association.

The grain company board members are vice-chair Brent Watchorn (Richardson International), Jim Smolik (Cargill Canada), Trent Rude (Viterro), Jean-Marc Ruest (Richardson International) and Ward Weisensel (G3 Canada).

Cigi provides applied research, training, and technical support services to drive development and use of Canadian crops — including wheat, durum, barley, canola and other oilseeds, pulses and other special crops such as canary seed and mustard — for domestic and export markets.

Lifelong passion for agriculture earns Kim McConnell the Order of Canada

'Farm boy' says earning the country's highest civilian honour is 'a win for agriculture'

BY ALEXIS KIENLEN
AF STAFF

If Kim McConnell had his way, he'd take all of the agricultural industry with him when he receives his Order of Canada at Rideau Hall. It's an honour for him, but also an honour for all of agriculture.

"About a month ago, I got a call and they told me this was going to happen and I went 'Holy Kerschmoly!'" said the nationally known ag advocate who lives in Okotoks.

He has no idea who nominated him for the Order of Canada, the country's highest civilian honour. McConnell is one of 77 Canadians who will be joining the order this year, and the only one representing agriculture.

When a government official called him to tell him about his investiture a month ago, he asked who had nominated him, and what he had been nominated for. He was told it was because of his contributions to agriculture, but still has no idea who nominated him.

"If you find out, by golly, tell me, because I'm very interested. But I guess in the big scheme, it doesn't really matter. What an honour! Just what an honour."

McConnell can now wear the Order of Canada lapel pins, and add CM after his name. He will be inducted in one of the three ceremonies held at Rideau Hall later this year, and will be accompanied by wife Carolyn and three guests.

McConnell is thrilled by the appointment, but isn't letting it go to his head. He'd like to see more people in agriculture receive this type of award.

"If we look at our great industry called the agri-food industry — the size, the scope, the contribution that we give in so many areas to the country — and the lack of people who have been honoured and recognized, that's a bit disappointing," he said.



"I am very passionate about agriculture and our food industry."

KIM MCCONNELL

He hopes that changes soon. "I think this industry has contributed a ton to our country," he said. "Not to take away from authors and hockey players and whatever else there is. But by golly, there's a lot who have contributed a whole bunch to make Canada and the Canadian agricultural and food industry and rural Canada strong. I'd like to see a few more."

McConnell has a lifelong involvement and passion for agriculture.

"I'm very proud to say that I'm a farm boy from Hamiota, Manitoba," he said.

He actually hails from the now defunct town of McConnell (a few kilometres north of Hamiota) and graduated from the University of Manitoba with a degree in agriculture. He started an agriculture-focused marketing and communications firm in the basement of his house. That organization later became AdFarm, which now has offices throughout North America.

McConnell stepped down as CEO about 10 years ago, but is still involved with the company.

"I still do projects for AdFarm and our clients, and then I get to be able to play," he said.

He now devotes himself to his areas of interest — specifically youth and the entrepreneurial spirit — and mentors four young emerging businesses.

"And then I also put a bunch of time into what I think is the greatest youth leadership program in Canada, that being 4-H," he said. "On 4-H, I'm proud to

say that I was a member of the McConnell 4-H Beef Club."

McConnell has always believed that agriculture has tremendous potential, and by stepping away from AdFarm, he was able to involve himself in initiatives to further the industry. One was the Straw Man Beef Initiative to advance the Canadian beef industry which he undertook with David Andrews and John Kolk. The trio's comprehensive report sparked a chain of events, including the creation of a national beef strategy, McDonald's choosing this country for its global sustainable beef pilot, and the founding of the Canadian Roundtable for Sustainable Beef.

"I didn't have anything to do with any of those, but we were kind of a catalyst to help that happen," he said.

McConnell has also been involved in activities to build public trust in agriculture, and along with others, helped make sure that public trust is one of the four pillars included in the next agriculture policy framework.

"I am very passionate about agriculture and our food industry," he said.

He currently sits on the board for Genome Canada, the Canadian 4-H Council, the Calgary Stampede Foundation and the Canadian Centre for Food Integrity.

McConnell was inducted into the Canadian Agricultural Hall of Fame in 2012.

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Canadian pulses granted three-month extension to India's fumigation exemption

Canadian pulse officials have less than three months to reach a long-term agreement with India over fumigation in pulse shipments

CNS CANADA/STAFF

Canadian pulse exports to India have been given the green light, at least for the short term, temporarily heading off fears of higher fumigation charges or being shut out of the country completely.

The federal government announced July 5 that India has granted another exemption to allow Canadian pulse exporters to access that market.

Exports leaving Canada on or before Sept. 30 will not require fumigation in Canada and exporters will not incur a penalty at Indian ports.

"This is good news. It at least tells Canadians what the policy will be," Pulse Canada CEO Gordon Bacon said in a July 6 interview.

"The extension of the policy is three months, but we really need to focus on trying to get this decision made on what the longer-term policy is well in advance of Sept. 30.

"It is very difficult to plan for sales after Sept. 30 when we really have no idea what the policy will be."

Other countries, including the United States, have received extensions to the end of December, and Bacon is uncertain why Canada was "singled out" as a country with a shorter extension period.

"Canada was the only country that submitted a detailed alternative to fumigation," said Bacon. "Perhaps it means that, because we submitted it six months ago, we're further down the path of having a long-term and permanent solution to what the policy will be for pulse exports from Canada to India.

"That gives us the motivation to use the next three weeks to work with India to get a long-term resolution."

That timing is "critical" as lentil harvest could begin as early as the first week in August, Bacon added.

"Because it's the peak shipping period and there are no other supplies of new crop pulses at the same time, other than the United States, it becomes really critical to keep us in the market to get that decision sooner in that three-month extension rather than later," he said.

"This three-month extension goes by very quickly."

GORDON BACON

"You really have to think that the lead time for a product arriving in India can be six weeks. And that's if everything goes well. This three-month extension goes by very quickly."

An announcement out of India on June 29 had also sparked concerns over possible added fees Canadian exporters might incur. The announcement said pulses that were shipped under the exemption but not fumigated would be charged five times the usual fee for fumigation at Indian ports.

"India had last week issued another exemption for another kind of category for fumigation of methyl bromide for pulses entering the country, which did outline that if they want to import pulses with that exception, it would cost; there'd be certain fees associated with it," Agriculture and Agri-Food Canada spokesperson Oliver Anderson said in early July.

The situation has since been clarified and Canadian pulse exporters will be charged no fumigation fees, Anderson said. "This is without fees."

India requires methyl bromide fumigation to guard against nematode pests from gaining a foothold in the country. Canada is trying to phase out the use of methyl bromide because it is classified as an ozone-depleting substance and the treatment required by India doesn't work in cold temperatures.

As well, the nematode pests India is concerned about don't exist here and other pests are controlled by Canada's cold weather, so no fumigation is necessary.

In a release, the federal government said Canada continues to work toward a long-term solution.

India buys about a third of Canadian peas and lentils, worth about \$1.1 billion last year.

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OPINION



It's not just the harvest that determines success on the farm

Farming means long hours and personal sacrifices, but succeeding means keeping your eye on the things that really matter

BY GORD GILMOUR

MANITOBA CO-OPERATOR EDITOR

It's that point of the summer when the crops are really getting their legs.

They're growing, stretching and filling and now success or failure is largely between themselves and Mother Nature.

As a farmer, you've done what you can to set them up for success, and that's no doubt made for some hard work, long hours, and personal sacrifices.

Seeding and spraying wait for no man or woman and every successful farmer knows that.

Now might be the time to consider something every truly successful person knows though — and in this case we're not using the term "successful" in strictly the economic sense.

The truth is there are a lot of ways to judge success, and some of the most important ways have nothing to do with dollars and cents.

There's success in a strong relationship with a young child or aging parent, a success that will pay dividends well into the future. There's success in developing interests outside the farm and agriculture industry itself, interests that can sustain one in retirement. There's success in realizing that, as important as one's career is, it's not necessar-

ily always going to be the only thing that defines you.

Farm families make a lot of sacrifices to keep farms running smoothly, and we're just entering the window when, in the heart of our all-too-brief summer, they can take a little bit back for themselves.

The work is as caught up as it's going to get and the world beckons. Go fishing. Take a road trip. Jump into the truck and visit a local fair or a farm show if you must take a letter carrier's holiday.

Last summer I had the opportunity to visit the Ag in Motion show near Saskatoon, organized by our parent company. One of the things that struck me at the time was just how many families had chosen to make a day of it.

It was nice to see so many farm youth there with their parents, all of them interested and knowledgeable about farming. You could hear them discussing the merits of various tractors and seeding systems as they wandered the laneways of the show. Gathering in the shade of the shelterbelts they enjoyed picnic lunches, cold drinks, and the company of each other.

I left that event convinced more than ever that the 'culture' part of agriculture remains intact. This remains a business largely centred around families, with their own way of doing things, and

their own way of viewing and interacting with the world.

But that's not to say there isn't room for improvement — or at least some realities to bear in mind.

One reality is that farm families tend to work long and hard, and they're not always the best at setting aside time for themselves.

Another is that it can be tough to truly relax and enjoy the company of each other when you're thinking about that unfinished job that's staring you in the face, even if it's not a critical one.

Yet another is that human lives are fleeting and short. The best description I've ever heard is that the days can be long, but the years are short. You look away once, and the babe in arms has become an eight-year-old. Glance away again and they're graduating from high school.

Several years ago I met a farmer from the Peace River country who I was interviewing for a feature article on the area.

He'd come back to the farmyard for a couple of hours to feed and check the cows and have a conversation with me. The rest of his family was down at the provincial park a few miles down the road camping. He made no bones about why they were doing this.

Running the farm was stressful, and the family had struggled financially while trying to get it up and running. Despite that fact,

he and his wife were determined their kids would have a childhood that included some of the small pleasures of life. In this case, it was roasting hotdogs around a campfire and playing in the water. Long after the farm had succeeded or failed, he explained, the family would remain.

He also acknowledged that his kids may or may not follow in their parents' footsteps and, statistically at least, it was very likely that most, if not all of his kids would leave the farm. Once that happened, he knew spending time with them would be more difficult and he and his wife were determined not to miss the opportunity to forge a lasting bond.

What you do with your brief summer window isn't important. Everyone will have their own preference. But what is important is to acknowledge it and not miss the opportunity.

Go to a show. Go fishing. Go to the city to sponge off the in-laws. Go camping or take a road trip somewhere. Seize the opportunity to make some memories together.

Just like any other family, yours also deserves the opportunity to relax and enjoy a Prairie summer together.

Take a break to cultivate that aspect of your life.

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Ottawa's carbon policy is ill conceived and will hurt farmers

Federal policy appears to ignore the positive role of farmers while adding costs that producers will have to absorb

AGRICULTURAL PRODUCERS ASSOCIATION OF SASKATCHEWAN

The Agricultural Producers Association of Saskatchewan (APAS) has carefully reviewed the Federal Backstop Paper that will form the nation's default carbon policy.

Our overall assessment is that the federal government's carbon pricing backstop policy fails to recognize agriculture's contribution to carbon sequestration and emissions reduction in Canada. The imposition of the proposed carbon levies will reduce farm incomes and impact our competitiveness while failing to result in emissions reductions in the agricultural sector.

APAS strongly opposes the imposition of the carbon pricing policy on Saskatchewan agricultural producers.

The Technical Backstop paper

is developed around the basic assumption that a carbon levy provides an incentive to reduce energy use through conservation and efficiency measures. This assumption does not apply to Saskatchewan agricultural production.

The federal government has not conducted a detailed cost analysis estimating the financial impact the proposed surcharges and levies will have on the agricultural sector. The levy schedule contained in the Technical Backstop paper will result in a range of direct and indirect costs on primary agricultural production. Producers will bear most of these costs through increased prices on their inputs as well as through price reductions for agricultural products.

Unlike other sectors in agricultural supply chains, primary producers lack the ability to offset costs by increasing prices to consumers and/or lowering the prices paid for their inputs. In addition

to the direct levies on farm inputs such as fuel and natural gas, the proposed levies will also increase the operating costs for farm input supply firms, as well as buyers and processors of agricultural products. The net effect for producers is an increase in farm input costs and reduced prices for agricultural products.

Because producers do not set the price for their products, strong incentives already exist to increase efficiency and reduce operating costs. Primary producers have made significant efficiency gains through the adoption of farming methods and technologies that reduce energy consumption and improve soil health. The federal carbon pricing backstop policy fails to recognize and reward these gains.

The Technical Backstop paper proposes levies on liquid fuels that range from two to three cents per litre for diesel and gasoline, rising to 13 and 15 cents per litre by

2022. A similar rate schedule is proposed for gaseous fossil fuels, such as natural gas. Rates on solid fossil fuels, such as coal, range from \$18 to \$22 in 2018, rising to \$90 and \$110 by 2022.

The Technical Backstop paper proposes an exemption on farm fuel for "registered farmers" and "certain farming activities." Although the details of these exemptions are left unclear, it is unlikely they will be sufficient to shelter agriculture from the full financial impact associated with higher production, storage, and marketing costs.

The proposed levies and surcharges will impose direct and indirect costs for primary producers, especially the cost of moving their products to distant markets.

This column is an excerpt from the APAS response to a recent federal policy paper on carbon pricing. The Agricultural Producers Association of Saskatchewan recently hosted a Prairie Carbon Summit in Saskatoon.

OPINION



BY BRENDA SCHOEPP
AF COLUMNIST

Put a skip in your step – it will make life better in many ways

You may think you're too old or feel silly skipping about the farm, but it will fill you with energy – and joy

Gripping the skipping rope in my hands for the first time in five decades, I quietly wondered if it was possible. Under the gaze of four sapphire-eyed girls I knew I had to try.

Two hundred and sixteen skips later I rested to the chorus of, "How did you do that?"

How indeed? What makes us rise to the occasion, whether to skip or dare to try something when we are daunted and unsure?

Asking if I could skip is a question of complexity. It assumes that because of age, I cannot skip rope. The fact that you don't see a lot of grandmas skipping or skipping rope for fun confirms this assumption.

But age is not mobility or cognitive ability or desire — it is just a simple count.

The stereotypical view that people are old or that our age somehow limits our capabilities to contribute or engage was chal-

lenged here. Looking at the general demographic, the probability was that I could not skip rope — or at least not for very long.

Probabilities are important factors, particularly in business. Managing risk is the appreciation of the probability in a market. What the market is doing or has done is not the deciding factor. In our own lives, we respect what has happened and leave it there, and then focus on the now to ensure we create some of the probable.

And why was I asked to skip rope? The girls had already observed that the grandma they knew played, sang songs, held dance parties, was boisterous, and skipped in her walk. By living my life fully, the probability of me trying was higher. As a person who encourages them at all times that they can do anything, they would have been rather shocked if I said, 'Grandmas don't skip rope.' It would have been a wee bit foreign for them because even though I am 'old,' there is still an expectation that I play (and play hard).

I have found references to skipping in some of my readings, and it is tied to joy and emotional freedom. Children who skip when they walk are expressing joy. We often hold hands as a family and skip while singing children's songs. We are expressing our joy. Joy and skipping are also interchangeable. Skipping induces happiness and as we lift our feet, it ignites a freedom within us. Even a tiny effort to lift the foot in physical actuality or in our minds takes us to another place.

This is not a girl's game. I have watched with wonder as my son skips down the street with his three children as he takes them to school. It elevates the whole family to a higher plane of well-being and makes the journey to school worth it. Boys and girls are free when they skip. And although skipping rope is a little more structured, it is just as energizing.

So what's the point of this story?

It is simply this: To encourage you to put a little skip in your step.

If you are down this day, put a little skip in your step and allow the energy to fill you. If you are physically unable to skip, go to that place in your thoughts when you skipped and move your arms in those motions (you may feel like a conductor of a great orchestra).

If you are mobile, practise increasing the probability of skipping by getting your body ready for it. Stand on one foot for 20 seconds on each side to create balance. Get stretching. Walk more and walk a little longer every day. If you cannot walk, start with what you can move and get those body parts in shape. Buy a skipping rope and let its presence dare you!

Incorporate skipping into your life. While working in the fields take time to stop the tractor, pause and then walk to the end of the row. Feel and smell the earth that brings you your livelihood. Skip on back in appreciation for this partnership you have.

Rushing to get kids to baseball? Skip a little with them

before the game. They will be in a better place physically and mentally. Teenagers think you are weird? Challenge them to skipping contests using creative ideas and steps. That way they don't have to be 'seen' with you skipping down the street.

Love calving and getting pastures going? Skip across the field (or as long as your boots will take you) and let the joy of the season fill your tank.

Even I was surprised at my 216 skips, but it created such energy within me and around me that after supper we held hands and skipped down the lane singing and laughing as a family. All things are possible, but our attitude and willingness to nurture them makes them probable. A great life lesson for living and business is found in simply putting a skip into your step.

Brenda Schoepp is a farmer from Alberta who works as an international mentor and motivational speaker. She can be contacted through her website www.brendaschoepp.com. All rights reserved. Brenda Schoepp 2017



BY SYLVAIN CHARLEBOIS
DALHOUSIE UNIVERSITY

Tim Hortons: The (formerly) Canadian icon needs a fix

One of Canada's best-known brands appears to have run into trouble following a foreign takeover

Tim Hortons is slowly becoming a classic case of a completely dysfunctional franchise system.

Franchisees on both sides of the border are now pressuring Restaurant Brands International Inc. (RBI), the new owners of the franchise, to ease up on its increasingly strict rules around standards, pricing, and inspections. Some franchisees have even called RBI's approach abusive. Some franchisees have now sought a class-action lawsuit against RBI.

One Canadian-based franchisee is even alleging the parent company of improperly using funds from a national advertising campaign. It seems the trust in this relationship is all but gone. But what lies ahead promises to be even worse. Lack of bilateral trust in a franchise system often leads to more severe challenges down the road.

For most investors, this is hardly surprising. Brazilian-based 3G Capital, which owns the majority of RBI, has a reputation for driving margins higher, whatever it takes. Anything

can be compromised or even sacrificed: jobs, costly practices, corporate culture — you name it. In food processing, Kraft-Heinz, also taken over by this Brazilian giant, has been subject to some major cuts over the last few years. Just talk to the people of Leamington in Ontario where a Heinz plant used to keep the self-proclaimed "Tomato Capital" busy.

In the case of RBI and Tim Hortons' franchisees, two business models are essentially colliding. For decades, Tim Hortons' steady-as-she-goes attitude which focused on offering a place for people of all ages to congregate, served several communities in the style of the general stores of old. However, some aspects of this practice left much to be desired.

Cars with engines running, lined up at the drive-through for coffee for several minutes, made no environmental sense. But people just kept on coming and going. It wasn't so much about loyalty as about a customer base becoming addicted and needing their coffee fix. But since 2014, RBI's rule of law is about efficiency and increased profitability for the parent company.

As for consumers, most would

not have noticed the difference. The brown uniforms, the Roll-Up the Rim to Win campaign, summer camp fundraisers — all are still there and very much front and centre. What has changed is indeed what consumers never see.

It was a dramatic shift nonetheless. Providing value to RBI shareholders is now superseding the corporate will to empower outlets. This has led to major changes in procurement strategies and corporate protocols. Most franchisees did not sign up for such a modus operandi. Several of them invested hundreds of thousands of dollars, and in some cases, millions.

What was once considered as a licence to print money, a tried-and-tested program, and a solid pension for investors, has turned into a nightmare for some of the franchisees. Failing to anticipate any contractual changes from the franchise often leads to a state of confusion and eventually, despair. This is what is now happening with Tim Hortons. Most franchises are owned by families or local heroes, who pride themselves in supporting local community groups. That is how Tim Hortons gained the recognition it has today.

But then again, it is difficult to argue against RBI's success. RBI owns other major chains like Burger King and Popeye's. The company is essentially making money and has kept shareholders happy — very happy. Its shares have more than doubled in value since its inception in 2014, now valued at over \$80 per share. Most analysts would agree that RBI's stock has outperformed peer companies by a wide margin in recent years. Furthermore, in 2010, Burger King was going nowhere before it was bought by 3G Capital. That was before RBI. Since then, Burger King is much more competitive and has been able to increase its market share across North America. It would not be surprising to see its most recent acquisition, Popeye's, experience the same success.

Keep in mind that not all franchisees are suing RBI. Most Canadian and American franchisees are staying on the sidelines and letting things play out. Despite the very public discontent around the new ownership, some franchisees are co-operating with the new sheriff in town. No lawsuits from Burger King or Popeye's franchisees, at least not yet. Only time will tell.

Over the short term, the acrimony between 3G Capital and franchisees will probably continue for a while. What is at stake is a brand which has served communities well for so many years.

Tim Hortons went from being an iconic Canadian-owned business to being merely part of a much larger portfolio. This is a reality all franchisees will need to accept. Along the way though, RBI will need to appreciate the intimate connection local stores have with communities.

There is nothing wrong in making a profit, but RBI will need to work on those relationships before they get worse. A franchise system relies on two fundamental principles: transparency and trust. A lack of both leaves one of the two parties feeling betrayed.

No matter how high RBI's share price point goal is, it can't achieve it without the support of its community investors.

Sylvain Charlebois is dean of Dalhousie University's faculty of management and a researcher in food distribution and policy. He writes regularly about food and agriculture.

TRANSPORT BILL ▶ from page 1

“We are concerned that prior to its passage, we’re not going to get adequate movement of grain.”

Looks good ‘so far’

Even so, farm leaders are “cautiously optimistic” about the bill, which passed second reading last month and is expected to receive royal assent in the fall.

“What we’ve seen so far looks good, but as with many things, the devil is in the details, and there are a lot of parts that need to be worked out,” said D’Arcy Hilgartner, chair of Alberta Pulse Growers. “It’s something that we as an industry are hoping to work with the federal government to make sure we have something that meets the needs of the Alberta farmer.

“But overall, it’s a good start — better than we’ve seen in many years.”

The bill has introduced reciprocal penalties for failures in service, which was “always a concern” for farmers, he said.

“We’ve had challenges with the reliability of the system — having the cars in place when needed and expected. That’s



Renn Breitzkreuz

probably been farmers’ biggest challenge and frustration,” said Hilgartner, who farms near Camrose.

“If things don’t work out and the cars aren’t there, there are no real consequences on either side.

“And unless it has some teeth, any legislation that you have is hard to enforce. If it’s just based on goodwill, that really doesn’t take you very far.”

The maximum revenue entitlement, or revenue cap, will remain, but only for bulk shipping.



Jeff Nielsen

“They have taken it away for containers, and that’s a bit of a concern,” said Breitzkreuz.

That could affect western Canadian pulse crops, 44 per cent of which are shipped to Vancouver in containers.

“We move a lot of grain through standardized shipping, so with any reforms to the maximum revenue entitlement, we need data to show if this is working or not,” said Hilgartner.

The bill does not extend inter-switching, which allows shippers to get a competing railway to haul their grain if it’s within



D’Arcy Hilgartner

160 kilometres of an interchange.

“Especially over this last year, that’s helped bring in some rail cars where they’re needed,” said Hilgartner.

That provision expires on Aug. 1, and instead, the bill has introduced a different and more complex measure called “long-haul inter-switching” for distances up to 1,200 kilometres, or 50 per cent of the total haul in Canada — whichever is greater.

“They’re looking to put in long-haul inter-switching to replace the current provisions,

“We are concerned that prior to its passage, we’re not going to get adequate movement of grain.”

JEFF NIELSEN



but we need data to support that — is this working, and could it be working better?” said Hilgartner.

“We don’t know what that’s going to look like yet,” Breitzkreuz added.

“It’s a big bill, and there’s lots of stuff that’s included in it. The transportation system is a complex thing. Some of the things, we won’t know exactly how they work in the marketplace and at the farm level without going through a year or two of shipping grain.”

Group to keep watch

But the newly revived Crop Logistics Working Group hopes to alleviate some of that uncertainty.

“It was kind of on hiatus for a bit, but we’re in the process of getting the group back up again,” said Nielsen. “We’re just in the discovery stages now. We had our first meeting on June 20, and it was a very good meeting.”

The Crop Logistics Working Group was re-established for a fourth mandate by federal Agriculture Minister Lawrence MacAulay in May. Composed of grain industry stakeholders from across the Prairies, the group will work to identify supply chain challenges, particularly in Canada’s grain-handling system.

Right now, their key priorities are monitoring the implementation of Bill C-49, measuring data performance, identifying infrastructure needs, and bolstering system resiliency.

“We have to focus our efforts on ensuring that the information that’s getting to government is the right information and concise enough for our government officials to understand the need for the speedy passage of this,” said Nielsen.

“We just need to see that there’s no hiccups in the bill and no delay in the passage of the bill.”

Ultimately, western Canadian growers “can’t keep relying on stop-gap emergency measures,” said Breitzkreuz.

“We need more capacity and accountability in the system as a whole,” he said. “The transportation system is an integral part of getting my product to the market. Everything has to work in sync for that to happen, including the bulk transportation system.”

Without that accountability, Canadian farmers — not railways or elevators — are the ones who suffer, Hilgartner added.

“You get into the game of the railways blaming the elevators and the elevators blaming the railways. But if there’s a ship waiting at port because we can’t get our grain there, we’re the ones who pay,” he said. “At the end of the day, if this doesn’t work, it’s the Canadian farmer who pays the bill. We have a vested interest to make sure this works right.”

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CHECKOFFS ▶ from page 1

A new proposal was put on the table late last month, but while the chair of Alberta Beef Producers describes it as a major step forward, his counterpart at the Cattle Feeders organization said it's not good enough to present to his members.

"We've been talking with the Alberta Cattle Feeders on and off for probably four years," said Bob Lowe, chair of Alberta Beef Producers (ABP). "Since last November, probably, we've had some really good meetings and we're making huge headway, as far as coming up with a proposition basically for how the money would be distributed with a non-refundable checkoff."

But Martin Zuidhof, chair of the Alberta Cattle Feeders Association, offered a different take on the latest proposal.

"We looked at it, and didn't say a lot, and that's kind of where we left it. We'll look at it closer and consider our options from there," said Zuidhof, who operates a feedlot near Lacombe.

But it won't be presented to his membership as is, he said.

"It puts the Cattle Feeders in a more vulnerable position and a lot more risk than now," he said.

The former Conservative government made the provincial checkoff refundable in 2009, and ABP has been lobbying the province to reverse that decision ever since, arguing millions in refunds have hurt both market development and research efforts. The lobbying finally produced a partial result in April when legislation allowing non-refundable checkoffs was passed.

But the legislation came with a catch.

"All this did was allow a non-refundable checkoff by any commission," said Lowe. "(Agriculture Minister Oneil Carlier) also stated that even though this was allowed now, he would require a plebiscite from producers."

It's believed that both cattle organizations would have to have a plebiscite, and although the executives of the two groups have been in ongoing discussions, there's been no deal so far. They appeared to have made a breakthrough in March when they agreed on "a concept" to resolve the issue.

It was "based on the creation of the Alberta Beef Industry Development Fund to support research, market development and industry collaboration" with "a portion" going to the Cattle Feeders for its organizational costs, according to the minutes of ABP's May 4 board meeting. That prompted a "lengthy discussion among the directors about the pros and cons of the proposal" and ended with the ABP board rejecting it, the minutes state.

"It's been kind of challenging and hasn't always been that fruitful," Zuidhof said of negotiations so far. "We continue to pursue it in the interest of what's best for the beef business, not necessarily what's better for one organization or the other."

Currently there is a \$3 checkoff for every animal sold in Alberta — \$2 goes to ABP with a non-refundable \$1 portion for a national checkoff. Refunds, mostly to cattle feeders, cost Alberta Beef Producers about \$2.4 million a year.

"Not all of that money is vanishing. There is a portion of it that is going back into industry. There's no way of monitoring how much that is," said Lowe, who operates Bear Trap Feeders near Nanton.

ABP has said the money could be used for promotion and development.

"On the flip side, if you look further, they need more money but they haven't been running short



Talks continue but the issue of a non-refundable checkoff continues to bedevil the province's two big cattle organizations. PHOTO: CANADA BEEF

for the last few years either," said Zuidhof. "You'd think when your income drops by a couple of million dollars a year, that you might have to dip into reserves. But I'm not sure a lot of that has had to happen either."

Many feeders are also opposed to the concept of mandatory checkoff funding.

"The Cattle Feeders is a totally voluntary organization," said Zuidhof. "It doesn't get any mandatory funds from anybody. It keeps us close to what is important to the membership."

But the boards of both groups agree that the cattle industry benefits from having strong provincial organizations.

"So under a non-refundable checkoff situation, how do you keep both organizations viable?" said Lowe. "That's where we started the negotiations."

Zuidhof said the Cattle Feeders is committed to building a strong Alberta beef industry.

"A lot of us in the Cattle Feeders have next-generation involve-



"We've had some really good meetings and we're making huge headway, as far as coming up with a proposition basically for how the money would be distributed with a non-refundable checkoff."

BOB LOWE

ment in the beef business," he said. "We like to see a strong, vibrant industry on all levels, and on the packing side too."

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How clean is your sprayer tank?

Group 2 herbicide residue hits canola hard, but properly flushing tanks isn't an easy task

BY ALEXIS STOCKFORD
STAFF/PORTAGE LA PRAIRIE, MAN.

It may take a concentration less than 1/250th for Group 2 herbicides to damage canola, says sprayer specialist Tom Wolf. "That's quite a dilute mixture," he said. "You'd never think it would do anything."

Group 2 herbicides came up more than once during the day at the recent Canolapalooza event here, as farmers wrestled between proper tank cleaning and inconvenience.

"Group 2s, for a pile of reasons, are probably the worst ones (for canola damage)," said Ian Epp, agronomy specialist with the Canola Council of Canada. "They're a really low-dose chemistry that takes very little actual chemical to be tied up in your sprayer to have a problem, to actually hurt a whole pile of acres. And, Group 2s, given the chemistry, they're more likely to be tied up in a sprayer."

Ammonia may be required for thorough cleanout as Group 2 herbicides dissolve better in a basic solution, according to Sprayers 101, an online resource co-founded by Wolf.

The herbicide class is commonly used in other crops and contains enzyme-blocking chemicals that hinder a plant's ability to create protein, causing it to starve. In canola, symptoms can appear as undersized leaves, thick leaves or purpling at the cotyledon stage. In older plants, maturity is delayed, leaves discolour or curl into "cups," and yields may drop, while mature plants may develop immature offshoots, stunted meristems, and aborted flower heads.

Early symptoms may mimic cold stress or nutrient deficiency, a 2012 herbicide injury resource published by the canola council said, although herbicide damage may be more intermittent.

While Group 2 herbicides are most commonly harmful to canola, some Group 4, 5 and 14 products have also been known to cause damage.

Cleaning up

Tank cleaning is critical to minimize risk, despite the extra time it costs producers, said Wolf.

"There are two aspects to cleaning," he said. "The first is to properly dilute what you call the remaining volume in the tank. The remaining volume is that liquid that stays in the tank even after you've pumped it empty or drained it, and there's a few pieces of plumbing that you can't drain: for example, the suction line from the tank to the pump and the return line from the pump back to the tank, which is used for pressure management or agitation."

Remaining volume may be as much as five to 10 gallons, according to Wolf.

"Empty your tank as completely as you possibly can. We recommend that you do it by spraying your chemical out in the field — the remaining chemical. We do not recommend draining your tank anywhere," he said, warning that a single dump of product will hinder that site's ability to grow vegetation.

Once the tank is as empty as possible, the remaining chemical must be diluted. You can fill tanks completely with water before draining, but that's time consuming and produces large volumes of diluted chemical. Smaller batches may dilute more effectively,

although Wolf noted that cleaning might take longer as multiple batches must be sprayed out.

"The third way is a new way, and that is actually to add a second pump to your sprayer that actually then makes it into a continuous rinse," Wolf said. "The second pump is dedicated to the clean water tank."

The third option saves time as a producer flips over to the second pump without leaving the cab and sprays out excess chemical immediately, but there's limited producer uptake so far, said Wolf.

"Once you've got the spray mixture diluted, you do have to clean and decontaminate all the plumbing that comes after the tank, because that is where many of our problems reside," he added. "We have significant surface area in our black rubber hose that goes from the sprayer pump to the booms in the various sections. That hose can hold on to chemicals and you have to flush it out of there."

Screens and the dead-end space at boom ends should also be cleaned, he said.

The lesson was hammered home by Group 2 demonstration plots, which showed increasingly sick-looking plants that had been purposely exposed to Group 2 herbicide.

Epp also pointed to Group 2 stacking within the soil, although the issue is more commonly seen in Saskatchewan.

According to the Canola Council of Canada, carry-over injury may vary widely within a field and is often more prevalent in areas with poor soil, low organic matter, acidic or basic soils, or in low-moisture environments.

The council recommends that producers keep track of herbicide use and consider suggested recropping options assigned for each product. Spray drift may also put a crop in contact with harmful herbicides.

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Tom Wolf, co-founder of Agrimetrix and Sprayers 101, models the importance of sprayer cleaning to avoid accidental application of canola-unfriendly chemicals. PHOTO: ALEXIS STOCKFORD



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Devil’s trumpet is a potentially deadly invader

BY AIMEE DELANEY
CONSERVATION ASSISTANT,
RED DEER COUNTY

NOXIOUS WEEDS

Although its exact origin is unknown, devil’s trumpet — otherwise known as jimsonweed — is found in many countries around the world in both agricultural and ornamental settings. Introduced to this province as a contaminant of agricultural seed, this smelly weed is under review by the provincial Agriculture Ministry and it has been recommended to be added to the Weed Act as a prohibited noxious weed.

Jimsonweed is foul smelling and reproduces by seed only. Dense stands will yield an average of 1,300 to 1,500 seeds per plant. It is best eradicated early

as it’s a strong competitor, interferes with harvesting equipment, reduces crop yields, and is quite toxic to humans and animals. The concentration of toxins varies greatly from plant to plant, which increases the risk of a fatal overdose.

Identifying this pest is the first step. It has a green to purplish stem along with large, toothed, shrivelled leaves. Its long trumpet-shaped, foul-smelling flowers are enough to give this plant away. In addition to the smelly flowers, the leaves when crushed also give off a vile odour.

Identified control measures include tillage and hand pulling before seed production, and using certain registered chemical controls or fungal pathogens as a biocontrol, but more research is needed. Grazing is not recommended as a control method.



Devil’s trumpet – also known as jimsonweed, hell’s bells, loco-weed, and devil’s cucumber – is easily identified by either sight or smell. PHOTO: GRAINEWS

For more information on this or any invasive plant, contact your local Agricultural Fieldman (www.aaaf.ab.ca) or the Alberta Invasive Species Council (www.abinvasives.ca).

Contact your local fieldman at www.aaaf.ab.ca



For more information on noxious weeds: www.abinvasives.ca

Timely and effective field scouting covers many bases

Provincial crops specialist says scouting not only pays dividends this year, but allows you to fine-tune practices for future years

ALBERTA AGRICULTURE AND FORESTRY RELEASE

Plant density, weed escapes, early signs of disease, and pest populations should all be on your scouting checklist, says a provincial crop specialist.

Evaluating the plant population for a given crop lets producers see if the number of plants (per square foot or square metre) matched the target goal that was established at the time of seeding, said Mark Cutts.

“For producers who used a seeding rate calculator, their target plant population would

be known,” he said. “If after sampling multiple locations in the field, the plant stand is lower than expected, producers can start to investigate the reasons for the lower stand density. Mechanical (related to the seeding operation) or environmental (frost, excess water, insects or diseases) impacts are all potential causes for limiting plant stands.”

Scouting after a herbicide application is vital to effective weed control, he said.

“In the majority of cases, producers will find that the chemicals have worked. However, in certain situations, field scouting may show the weeds weren’t properly controlled and producers can start to evaluate what might have caused the problem.”

A difference in the pattern of weed escapes can indicate poor performance of a herbicide due to environmental conditions or that herbicide-resistant weeds may be present.

“If the weeds that escaped the herbicide application are found throughout the entire field, it can point to limited herbicide effectiveness due to environmental conditions such as low temperatures. However, if the weeds are found in isolated patches, this may be a herbicide-resistance issue. If unsure of the cause, contact an agronomist or chemical company representative to discuss the possible causes.”

Scouting of crops at this time also allows disease development to be assessed.

“For example, barley leaf diseases such as scald and net blotch move from the older leaves to the newer leaves as the growing season progresses. If leaf diseases are present and environmental conditions remain favourable for disease development, a fungicide application may be necessary once the crop has reached the flag-leaf stage.”

In addition to watching for increases in pest levels, keep an eye out for recently emerged insects at key times, said Cutts.

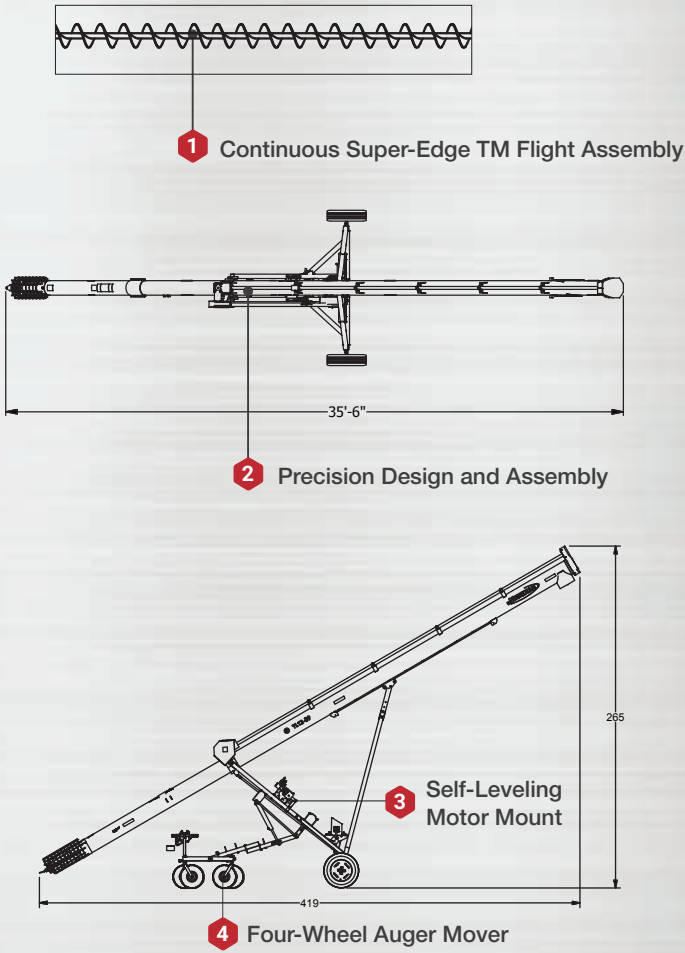
For example, as head emergence occurs on wheat crops they should be monitored regularly for wheat midge.”



Scouting for weed escapes after spraying allows you to assess both the effectiveness of the application and spot an emerging resistance issue. PHOTO: THINKSTOCK

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GET THE LOWDOWN ON GRAIN GRADING

The Making the Grade workshop will be held in two locations this year – Beaverlodge Research Station on July 25 and Olds College on July 27. Producers will participate in hands-on grading workshops for barley, canola, wheat, and pulses. Speakers from the Canadian Grains Commission, Cigi, and the Canola Council of Canada will guide participants through the details of grading parameters and practices. As well, representatives from Rahr Malting and testing company SGS will be speaking. Details and registration info can be found at the websites of the provincial barley, canola, wheat, and pulse commissions. – Alberta Barley

NEW ONLINE RESOURCE FOR PROCESSORS AND PRODUCERS

Alberta Agriculture and Forestry has a new online resource called Meeting Customer Requirements that guides producers and processors through the necessary steps to consistently meet market standards, customer, and regulatory requirements. The resource has four modules which each take 15 to 20 minutes to complete. It helps producers and processors evaluate whether their business is able to meet those requirements; address any gaps; check and maintain their system through an internal audit; and demonstrate they are meeting requirements through an external audit. It can be found at www.agriculture.alberta.ca. – AAF

MARKETS



Canola trade enters the ‘silly season’ as traders fret over weather woes

A stronger loonie limited gains in canola futures

BY DAVE SIMS

ICE Futures Canada canola futures have officially entered what one analyst calls “the silly season weather market.” Futures went through the proverbial roof earlier this month on concerns that a Prairie heat wave would stress the crop during its critical flowering period. The dominant November contract climbed \$19.30, to hit \$517.30 by close on July 7. It also marked the end of the July-November spread trade, which dominated much of June. The hot, dry bubble that entered southern Saskatchewan from the U.S. during the latter part of June eventually spread into much of Western Canada. Both Alberta and Saskatchewan are experiencing issues with soil moisture in certain locations. Heat wave warnings were issued in both provinces before the week-end began. The heat comes at a vulnerable time for the canola crop as much of

the crop went into the ground late, making it susceptible to heat blast. The loonie climbed above 77.5 U.S. cents, which helped to limit canola’s advances. Strength in the U.S. soy complex helped to underpin canola through the start of July. The soybean market climbed sharply but its rise on the charts wasn’t quite as dramatic as its Canadian cousin. Still, the dominant November contract chalked up a gain of 60 U.S. cents to hit US\$10.15 a bushel. Much of the U.S. Midwest is expected to stay hot and dry, which underpinned the market. The wheat market has been on a roller-coaster during the past few days, as fears the market was overbought finally brought a halt, however temporary, to the rally. Hot, dry conditions are still forecast for much of the U.S. northern Plains, though, so end-users hunting for high-protein wheat are likely still in for a tough slog.

The corn market also realized some gains. The dominant December contract climbed nearly 13 U.S. cents to hit US\$3.92. The gains might have been higher but news that China will auction off four million tonnes of corn in the coming week kept a damper on the

market. Precipitation maps indicate many corn-growing regions are simply too dry. Dave Sims writes for Commodity News Service Canada, a Winnipeg company specializing in grain and commodity market reporting.

For three-times-daily market reports from Resource News International, visit “ICE Futures Canada updates” at www.albertafarmexpress.ca.

Hard red spring wheat bids correct lower

Minneapolis and Kansas City September wheat futures were down on the week

BY DAVE SIMS
CNS CANADA

Hard red spring wheat bids in Western Canada ran into some technical resistance during the week ended July 7, as the rally that had sustained a meteoric rise in wheat country subsided on ideas the gains were overdone. Depending on the location, average Canada Western Red Spring (CWRS) wheat prices were down by \$17 to \$22 per tonne across the Prairie provinces, according to price quotes from a cross-section of delivery points compiled by PDQ (Price and Data Quotes). Average prices ranged from about \$291 per tonne in western Manitoba to as high as \$307 in eastern Manitoba. Quoted basis levels varied from location to location, but generally ranged from about \$13 to \$23 per tonne above the futures when using the grain company methodology of quoting the basis as the difference between U.S. dollar-denominated futures and Canadian dollar cash bids. When accounting for currency exchange rates by adjusting



PHOTO: THINKSTOCK

Canadian prices to U.S. dollars, CWRS bids ranged from US\$226 to US\$238 per tonne. That would put the currency-adjusted basis levels at about US\$40 to US\$52 below the futures. Looking at it the other way around, if the Minneapolis futures are converted to Canadian dollars, Canadian prices to U.S. dollars, CWRS basis levels across Western Canada range from \$52 to \$67 below the futures. Canada Prairie Spring Red (CPSR) wheat bids were anywhere from \$1 lower to \$6 per tonne higher, with prices ranging from \$209 to \$222 per tonne. Average durum prices were \$24 to

\$41 higher, with bids in Saskatchewan coming in at about \$512 to \$515 per tonne. The September spring wheat contract in Minneapolis, off of which most CWRS contracts Canada are based, was quoted July 7 at US\$7.6675 per bushel, down by five U.S. cents from the previous week.

Average (CWRS) prices ranged from about \$291 per tonne in western Manitoba to as high as \$307 in eastern Manitoba.

Kansas City hard red winter wheat futures, traded in Chicago, are more closely linked to CPSR in Canada. The September K.C. wheat contract was quoted at US\$5.43 per bushel on July 7, up by roughly 14 U.S. cents compared to the previous week. The September Chicago Board of Trade soft wheat contract settled July 7 at US\$5.35, up by nine U.S. cents on the week. The Canadian dollar settled July 7 at 77.6 U.S. cents, up by roughly half a cent on the week.



Staying ahead of the curve

Watching yield curves of various types can reveal a lot about where markets are headed

BY DAVID DERWIN
PI FINANCIAL

Price differences into the future, comparative risk between assets as well as supply-and-demand timing factors are all common in financial markets.

From government bond yield curves, to spreads between corporate bonds, to dividend rate anomalies amongst preferred shares, arbitrage and quasi-arbitrage pricing opportunities often exist.

Consider the term to maturity of interest rates.

Typically, short-term interest rates are lower than long-term rates. For instance, the 30-day Government of Canada T-bill rate is 0.50 per cent while the 30-year Canada bond yield is two per cent. But sometimes short-term interest rates can be higher than long-term interest rates like in Russia today where one-month government bond rates are 9.25 per cent but 10-year yields are only 7.75 per cent. Furthermore, interest rates can even be negative as we've seen in Europe and Japan. Imagine buying a one-year Swiss government bond for 101 francs but getting back only 100 francs in a year. That's a negative interest rate.

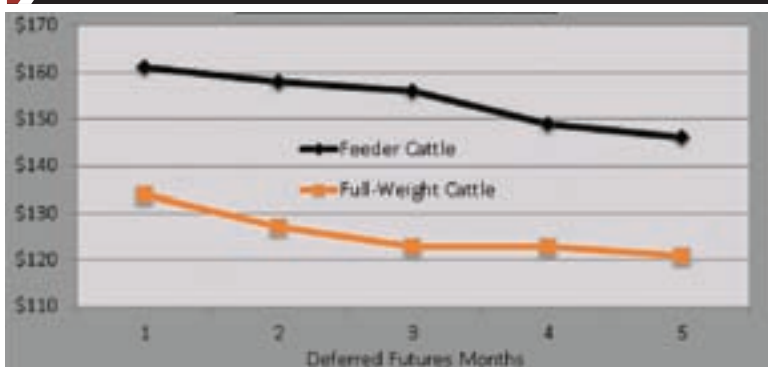
These same principles and analysis also apply to farm commodities.

Let's take one, or maybe a few steps back first, before we move on. When it comes to understanding futures, sometimes it helps to look to the past. In 1978, the Chicago Board of Trade published *Readings in Futures Markets: Select Writings of Holbrook Working*, based on work and research Holbrook Working performed in the 1940s. A Stanford University professor of statistics, prices and agricultural economics, he developed the theory of the price of storage to explain the relationship between cash and futures prices. It was fundamental to understanding the futures market's role in commodity marketing and in the determination of prices.

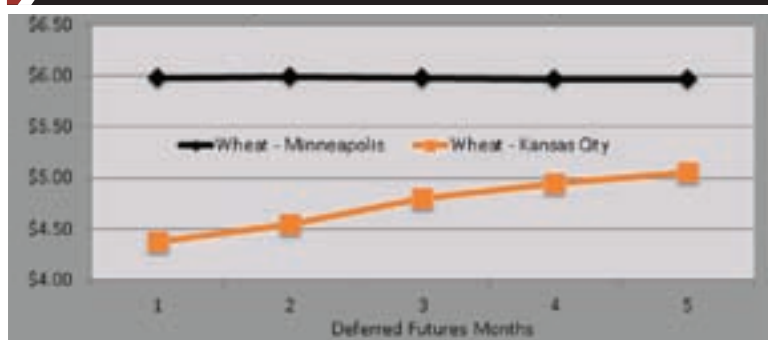
One of his more important conclusions was that an inverse carrying charge is a true negative price of storage. All else being equal and assuming prices don't change, you get more money from selling your grain today than holding on to it to sell next month or next quarter. According to Holbrook Working, inverse carrying charges are a reliable indication of a current shortage, but necessarily a reliable forecast of price decline and do not in general measure expected consequences on future prices.

The key take-away from his work is that forward curves are not a forecast of future prices but rather reflect existing supply and demand for different delivery periods as well as storage costs and carrying opportunities.

CATTLE FUTURES CURVE (US\$/CWT)



WHEAT FUTURES CURVE (US\$/BU.)



These insights still hold true today.

So just what are the implications for selling this year's grain or livestock production? Do you store or sell? For what delivery period? We've all heard the saying, "Sell grain when the market wants it; store grain when it doesn't." With this in mind, the valuable part is now using this information and analysis to create the most effective and efficient marketing strategies. It often comes down to the most appropriate marketing tool: delivery contracts, futures contracts, basis-only contracts, target price contracts or option-based strategies.

Let's look at some current futures price curves to understand what all this means.

Going out about one year forward to around May 2018 using the five nearest futures contract prices, we can see the shape of various commodity futures curves as of the beginning of June.

First, let's look at cattle. The curves for both feeder and live cattle futures are inverted with the nearby futures months trading above the deferred months (see chart). This indicates strong demand in the cash market and is supportive of prices, at least for the short term. Put option-based hedging strategies, that establish a floor without locking in prices to still allow for more upside, are well suited in this type of environment.

Next, we have wheat. Looking at Minneapolis hard red spring wheat futures curve compared to Kansas City hard red winter wheat, we see different stories (see chart). The Minneapolis curve is flat going out as far as the eye can see showing some very strong demand.

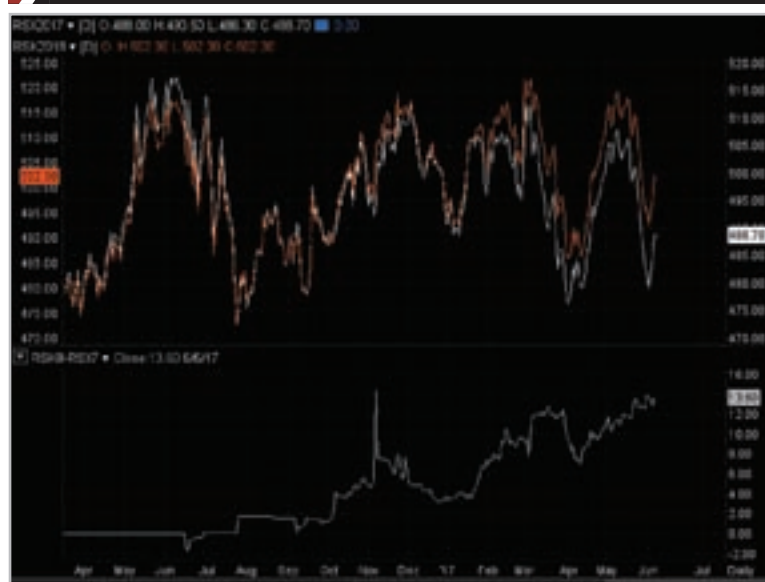
Meanwhile, the Kansas curve is very steep where you can earn an

extra 10-15 per cent between the nearby delivery months and the one-year delivery. You get paid well to wait but only if you actually hedge those higher deferred Kansas City wheat prices.

The current shape of the Kansas wheat futures curve also allows for some very effective option strategies to take advantage of these current conditions. Recently, there have been some strategies that essentially allow you to get your put options for "free."

Finally, notice the choppy sideways trading for November 2017 and May 2018 canola futures on the top half of the canola chart.

CANOLA FUTURES CURVE (US\$/BU.)



Meanwhile, the November-May spread on the bottom panel has risen from \$4/ton at the beginning of the year to almost \$14/ton today (see chart).

This additional \$14/ton adds up to an extra return of about three per cent, or around six per cent annually if you store your canola for an extra six months instead of selling at harvest. Once again though, you need to hedge with futures, options or a forward delivery contract to actually earn that storage opportunity and capture that carrying benefit. Of course, you have to weigh this incremental gain against the additional resources and other farm considerations to handle and store it in the bin.

Bottom line, the shape of a futures curve will affect your marketing results. A hedging strategy structured for a steep carry mar-

ket like Kansas wheat is not necessarily the best approach for a flat curve like soybeans or an inverted market like cattle. Different conditions require different decisions.

And then of course there's your basis. That's just the difference between your local cash spot market price and the futures price, but that's another topic for another day.

David Derwin is a portfolio manager and commodity/investment adviser with PI Financial Corp. PI Financial Corp. is a member of the Canadian Investor Protection Fund. The risk of loss in trading commodity interests can be substantial. You should therefore carefully consider whether such trading is suitable for you in light of your financial condition. This is intended for distribution in those jurisdictions where PI Financial Corp. is registered as an adviser or a dealer in securities and/or futures and options.

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Going out about one year forward to around May 2018 using the five nearest futures contract prices, we can see the shape of various commodity futures curves as of the beginning of June.

SUSTAINABLE BEEF ROUNDTABLE WANTS YOUR INPUT

The Canadian Roundtable for Sustainable Beef is seeking feedback on its sustainability indicators for beef processing to ensure sustainability challenges and opportunities for this sector are addressed. The indicators reflect what will be measured to verify sustainable practices. The consultation runs until Aug. 29, and a link can be found on the home page of www.crsb.ca. “I am sure we will continue to receive a broad range of feedback that will help us build a robust framework that is practical for the industry, and satisfies consumer demand,” said roundtable chair Cherie Copithorne-Barnes, who ranches just west of Calgary. — CRSB

SATELLITE INSURANCE FORAGE SURVEY

Alberta Beef Producers and the Saskatchewan Cattlemen’s Association are conducting a risk management and insurance survey for forage producers to provide information that may be used to design more effective insurance and risk management tools for forage producers. This includes hay, grass, alfalfa, native pasture, and improved pasture. The survey can be found at <https://www.surveymonkey.com/r/foragesatellite> and takes about 10 minutes to complete. A final report with the survey findings will be made available to ABP and SCA by April 2018. — ABP

LIVESTOCK

Chicken producers decry abuse shown in undercover video

Abuse on a B.C. broiler farm is an isolated incident but the poultry industry must ensure it doesn’t happen again, says Alberta Chicken Producers

BY ALEXIS KIENLEN
AF STAFF

Like its predecessors, the latest undercover video by Mercy for Animals showing abuse of animals on a farm has had a big impact. The 2-1/2-minute long video shows catchers from Elite Farm Services kicking, throwing, and simulating sexual acts with broiler chickens on a farm in B.C.’s Fraser Valley. Erna Ference, chair of the Alberta Chicken Producers, watched the video, and like many other producers in the province, was disturbed by what she saw. “It was upsetting,” said Ference, who raises broiler chickens with her husband near Black Diamond. “But they’re just little snippets and you see them over and over again. “I think it’s wrong to paint the whole industry (as abusive). It’s very unfortunate.” The B.C. Chicken Producers marketing board has been inundated with calls and has been co-ordinating actions with the Society for Protection of Cruelty to Animals, and the Canadian Food Inspection Agency. “I think they’re handling it quite well, but they’re hearing a lot,” said Ference. The Alberta Chicken Producers, and Ference herself, have a good relationship with the chicken catchers and processors, and consider them as partners. Her organization regularly meets with the companies that provide catching crews, and Ference expects there will be discussion of the video and its contents along with what steps have been taken to address the incident at the next meeting (scheduled for the fall). “We think it’s really unfortunate that that one catching crew has been held up as what the catching industry is like, because that hasn’t been what we’ve seen happen, or had anything reported,” she said.



An undercover video of chickens being abused at a B.C. farm is very disturbing but not representative of the industry, says the chair of Alberta Chicken Producers. PHOTO: FROM MERCY FOR ANIMALS ‘CHICKEN TORTURE’ VIDEO

The B.C. chicken abuse video resulted in the firing of six employees from Elite Farm Services, and the investigation is ongoing. “I think it’s like any time you hire a crew or an organization — you expect them to fulfil their obligations as part of their employment contract,” she said. Ference’s catchers are also from Elite Farm Services, and she said she has never witnessed any abuse. “We’ve found the catchers to be very courteous and very respectful. I can’t imagine that happening.” Elite Farm Services president Dwayne Dueck has suggested that in the future, some employees may have to wear body cameras to record their treatment of the birds. Ference had heard of this, but had not heard any further details. But the issue needs to be addressed in some manner, said Ference.



Erna Ference

“If something is pointed out as being wrong or missed, the industry has an obligation to look into it and try to do a better job, and part of that is education,” she said. Alberta has three big chicken processors (Lilydale, Maple Leaf and Sunrise) and each contract chicken catching companies. Ference said she expects the Chicken Farmers of Canada will take further action or introduce an initiative in response to the video. But despite the understandably negative fallout, she said the response has not been entirely one sided. She pointed to an interview she did with an Edmonton radio station about the matter, saying the interviewer asked fair

“We think it’s really unfortunate that that one catching crew has been held up as what the catching industry is like.”

ERNA FERENCE

and balanced questions. The radio host also told her that the station had received calls from many farmers who were upset by the cruel treatment of birds in the video. “I was very happy to hear many producers speaking out and saying, ‘This isn’t acceptable, this isn’t something we see, and what happened in B.C. was an exception,’” she said. akienlen@fbcpublishing.com



Signs of CWD, as shown by this elk, include progressive weight loss, reluctance to move, excessive salivation, droopy ears, increased drinking and urinating and lethargy.
PHOTO: WYOMING GAME AND FISH DEPARTMENT/WGFD.WYO.GOV

Federal response tightened for chronic wasting disease

Elk, deer ranches urged to get into certification programs

STAFF

Canadian ranchers raising cervids such as elk, deer and moose will soon have to get in on certification programs before they can be eligible for any federal help in the event of a chronic wasting disease (CWD) outbreak.

One of the transmissible spongiform encephalopathy family of nervous system diseases — such as BSE in cattle and scrapie in sheep — CWD has turned up in 10 elk and deer herds in Saskatchewan and three elk herds in Alberta since the beginning of 2015 alone.

Efforts to eradicate CWD in Canada’s farmed cervids “have not been successful,” said the Canadian Food Inspection Agency. It said it is rethinking the eradication policy it’s had in place since 2000, to instead “reduce the risk of the disease spreading by encouraging producers to adopt strong risk mitigation measures.”

Starting Dec. 31 this year, before a producer can get a CFIA response — which includes quarantine, herd depopulation and compensation — he or she will have to be enrolled in a voluntary herd certification program (VHCP). This requires enrolled producers to set up specific biosecurity measures and to comply with limits on what animals may be added to a herd, as well as ongoing surveillance testing of mature deadstock. A “transition period” will run throughout 2018 to give producers time

to enrol in and complete 12 months in the program.

During 2018, cervid ranchers should contact the regional administrator of the VHCP available in their area and consider enrolling in a program, CFIA said. From Jan. 1, 2019 on, CFIA’s response will only apply if the affected producer has been VHCP compliant for at least 12 months, the agency said.

According to the North American Elk Breeders Association, any CWD-positive farms not in a VHCP under the new system would have “no movement restrictions or depopulation orders” but would not be eligible for any compensation either.

CWD-affected farms not in a program would have to manage the disease using a test-and-cull approach, the association said in a statement.

Found so far only in captive and wild cervids in North America, Korea and Norway, CWD was first seen in Canada on a Saskatchewan elk farm in 1996 and has since been “routinely” detected in Saskatchewan, with a few cases in Alberta, CFIA said.

All cervids slaughtered in abattoirs in Saskatchewan, Alberta, Manitoba and Yukon are required by law to be tested for CWD. Only carcasses that test negative are used for meat. While there is no direct evidence yet to suggest it could be transmitted to people or other species, it’s still recommended, though, that people not eat meat from a CWD-infected animal.

China steps up inspections of Brazilian meat after U.S. ban

China’s quality watchdog has intensified inspections of Brazilian meat imports following a recent U.S. ban on some beef products from the South American country and mislabelling in some meat shipments to China.

The U.S. halted imports of fresh Brazilian beef after a high percentage of shipments failed to pass safety checks. One of the main problems were abscesses, which Brazilian ranchers have blamed on vaccinations against foot-and-mouth disease. The country’s Agriculture Ministry said the problems were “only reac-

tions of the animals when getting vaccines” and did not pose any food safety risks.

However, China destroyed or returned over 350 tonnes of Brazilian meat in May, including chicken feet, chicken legs and beef. Some did not pass inspection and quarantine, and others did not have proper labelling. China only allows imports of frozen boneless beef from cattle less than 30 months old from Brazil, while the U.S. had allowed more types of Brazilian beef to enter its market. — Reuters

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NH BR780 2005..... \$19,500	Case IH 4000 1978 COMING
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NH BR780A 2007..... \$16,800	Macdon D65S 2013..... \$85,000
NH 560 2014 \$42,750	Macdon D65S 2013..... \$80,000
NH BR7090 2012 SOLD	TRACTORS & LOADERS
Vermeer 605M 2005 \$20,100	Kubota M120DT 2000 SOLD
NH 664 1997 SOLD	Buhler B4259584E \$1,000
MOWER CONDITIONER	GRAIN VACS
NH 1475-18 2007 \$22,150	Brandt 5000EX 2007 \$17,500
NH 1431 2000 \$10,900	Rem VRX 2014 \$22,000
Case IH 1590 1986 OFFERS	DISCS
Case DC132 2011..... \$27,550	Kello 210 1988..... \$32,500
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How to prevent parasite resistance to worms and flies

Developing and using good protocols will keep these valuable treatments working for you and your herd

BY ROY LEWIS DVM

We heard years ago about resistance with fly tags. I believe the first one was called Bovaid and with no other tags on the market, researchers noticed resistance developing after a few years. Soon other companies were making tags with a different family of chemicals in them, so producers could rotate them and not allow resistance to develop.

The great thing about fly resistance is the horn flies are visible on the back as they continually feed. So if the tags or other fly control methods become ineffective, flies are immediately visible on the back. This is especially true on bulls as they attract more flies — hundreds to thousands will be visible feeding if control is inadequate.

In the last several years, a new product called Cylence was developed as a pour-on for flies. Its effectiveness lasts about two-thirds of the time as fly tags, but was used a lot because it was easy to apply. The cows did not have to be caught and it could be applied at turnout to pasture (or if cattle were processed during the summer for some reason).

We are now starting to see some resistance to the Cylence. For producers who have used it several years in a row, flies can be seen on the backs of cattle way short of the usual effectiveness window. We are not getting the bang for the buck so to speak.



PHOTO: THINKSTOCK

If producers do see flies present much sooner than expected, it is time to change products. The best remedy is to keep cycling through the different tags and other pour-on products (such as Saber or Boss as well as Cylence). I am sure there are other products or trade names out there I am not aware of and new ones are always being worked on. Your veterinarian can advise

which product is best depending if lice, flies, or even ticks become the significant parasite.

Length of efficacy varies, so timing is always critical in applying these products. Rotation prevents resistance from developing and weight gains are improved on the cattle, which is what you as producers strive for. Next time you are out in your pastures, use bin-

oculars and check for fly numbers. If processing, flies are very easy to spot when surface feeding on the backs of cattle, especially on the herd sires. If you do nothing else, treat bulls on turnout for breeding.

With internal parasites (worms), resistance (or lack of efficacy) has been shown in the U.S. and Canada to the pour-on and injectable endectocides. This has been a bigger problem in areas of the southern states where internal parasites are treated several times a year, but in Canada we are starting to see the same thing. Researchers are currently looking at this in Canada and a fair amount of resistance is being found.

So what do we do as a conscientious producer? There are several things you can do.

First, don't overtreat. If cattle need treating, then treat them. But that doesn't mean applying a product such as Ivermectin every time they go through the chute. Just because it is now cheaper, some producers are treating more often than they used to.

You also don't want to underdose, as that can also speed the development of resistance as well. This may have been previously the case in some instances when endectocides were very pricey. Producers apply according to weight and some have scales, so accuracy of dosing is very good. Others can estimate the weight very well.

In cases where you are not sure if treatment is necessary, consult with your herd veterinarian. He or she may perform a few fecals to see what the worm load is. (With fecals, some tests, such as the modified Wisconsin, are more accurate at detecting a lighter worm load.)

If just worms are the problem, a change to a different class of dewormer is necessary. All the pour-ons belong to the macrocyclic lactones (a family of dewormers). Another family is the benzimidazoles, which includes fenbendazole (such as Safe-Guard) and a drench that contains albendazole

Length of efficacy varies, so timing is always critical in applying these products.

(such as Valbazen). Safe-Guard comes in numerous formulations, so it can be drenched or added to grain or minerals (by prescription) for treatment at pasture in the middle of the summer.

Resistance does not appear to be developing at this time to Safe-Guard in cattle because of the quickness with which it kills the parasite. As with most parasitic conditions, a very low level of infection elicits some natural resistance in the animal.

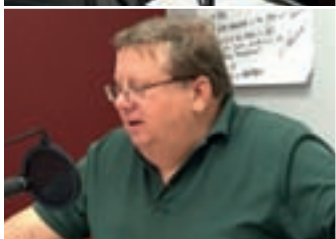
I personally have seen this with tapeworms. Young bison may have a heavy load and yet the adult bison are clean and this was without deworming them for the tapeworms. Tapeworms in cattle have not been deemed significant in reducing production so if this species is found on the fecal, it will also be secondarily eliminated by the Safe-Guard treatment.

Fortunately in most of Canada, winter puts parasites transmission on hold making controlling them a lot easier than in more temperate climates. If producers use diligence and don't overuse the good products we have, alternate, or use products in combination to get a complete kill, we hopefully can avoid resistance developing.

Checking fecals occasionally on a percentage of the group (and especially the poorest-performing animals) will identify whether internal parasites are a problem and what species or group of worms are the problem. Work with your veterinarian to devise a treatment protocol and determine what period is best to deworm for internal parasites and treat for external parasites (primarily lice) in your region. Removing these troublesome parasites will lead to much better production and with today's high prices, these treatments should yield a good economic return.

Think of treating for flies and worms midsummer if, for instance, you are needing to handle or move the cattle. Consider cattle oilers for flies and a script of a dewormer in the mineral as two almost labour-free ways to treat cattle for effective results. To measure worms, do fecals on calves or yearlings in mid- to late summer. To measure flies, watch them with binoculars to give you some idea how many the cattle have. Bulls as mentioned have the most so watch them. Using both these procedures if necessary should return economic benefits to the herd.

Roy Lewis practised large-animal veterinary medicine for more than 30 years and now works part time as a technical services veterinarian for Merck Animal Health.



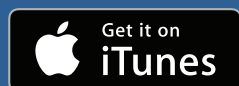
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Manitoba Pork turns to producer-based program to stem PEDv outbreak

Manitoba Pork is hanging its hopes for combating PEDv on a newly launched disease response program

BY ALEXIS STOCKFORD
STAFF

Manitoba's PEDv outbreak is still in full force, but the industry hopes a new initiative to connect producers will help combat the spread.

This has already become the worst year on record for the virus with over four times as many cases reported as in the previous three years combined.

The Manitoba Coordinated Disease Response initiative is already in place, with about 40 producers registered, the Manitoba Pork Council said.

"What we're trying to do is set up a defined geographic area and within that, all the swine producers would be part of a group that would be sharing their information about their disease status and how individual operations are managing the disease," said Andrew Dickson, Manitoba Pork Council general manager.

Once agreements are signed, information can be shared between producers, Manitoba Pork, veterinarians and other registered stakeholders.

Dickson said the idea was floated years ago to combat the threat of porcine reproductive and respiratory syndrome (PRRS), a condition causing respiratory distress, aborted pregnancies, infertility, weak or stillborn piglets and contributing to pneumonia and other infections.

The Ontario Swine Health Advisory Board launched a similar program in 2014 when it added PEDv to its Area Regional Control and Elimination project. Until that point, the project had focused on PRRS.



Six buffer zones have been identified since the PEDv outbreak began in early May. PHOTO: MANITOBA PORK COUNCIL

The Ontario program includes notices of nearby outbreaks, disease investigations, financial support for disease prevention and elimination and risk assessments.

By December of that year, over 800 producers had registered.

Dickson said Manitoba's program will include both in-person meetings and online resources. A website is being developed for member access.

"The aim is to try and provide a lot of information very rapidly to producers so that if somebody gets an infection, pretty well

everyone in the area will know within the day who it is and what measures are being taken to control the disease, and then there'll be regular updates as to what progress is being made, so everybody knows in that area what's going on. We're also going to try and include service providers so that they're aware when they go visit a site what its disease status is."

In early June, there were several cases of service providers visiting barns without staff being aware and "without procedures being

"What we're trying to do is set up a defined geographic area and within that, all the swine producers would be part of a group that would be sharing their information about their disease status and how individual operations are managing the disease."

ANDREW DICKSON

followed to protect the disease-free status of the site," Manitoba Pork reported at the time.

Manitoba Pork has said written confidentiality agreements will be included in the program. The pork industry has been reluctant to name affected farms, for fear of the stigma associated with PEDv.

"We want to encourage an open atmosphere about problems affecting individual producers so that people realize that their neighbours want to support them," Dickson said.

More cases

As of June 29, PEDv cases in Manitoba had climbed to 41 this year.

Manitoba Pork reports about 50,000 sow spaces, 100,000 feeder spaces and 181,000 nursery spaces have been affected.

"That doesn't mean every pig is infected," Dickson said.

Barns are considered wholly infected if any pigs test positive for the disease.

Other barns were knowingly infected when animals showing symptoms, but expected to recover, were shipped.

A five-kilometre buffer around each infected barn has been implemented since the first cases began to appear. Barns within the buffer were warned to tighten biosecurity and veterinarians with customers in the zone were notified. As the outbreak continued, farmers were informed of infected site locations within five kilometres.

Manitoba's Chief Veterinary Office has released a long list of potential infection sources as the investigation into the outbreak continues. Shared staff, lack of designated footwear, load procedure, improperly washed trailers, drainage and weather, equipment and animal movement were among some of the potential risks.

"There is no one common item that you can say, 'This is what caused it in all 41 barns,'" Dickson said. "It seems to be multiple reasons, or possible reasons, as to why they got infected. The challenge is that it's very difficult to show, apart from the ones that we know were deliberately infected, how the disease got on some farms."

astockford@farmmedia.com

National dairy group loses executive director

STAFF

Caroline Emond has resigned as executive director of Dairy Farmers of Canada (DFC) after 2-1/2 years in the position.

Emond has dealt with some significant files and changes to dairy marketing since she replaced long-time executive director Richard Doyle.

She has revamped the consumer marketing arm and changed the visual identity of the organization. There are more provinces now working together on marketing with the national marketing group.

The second area is the agreement in principle to create a different class

of milk that will help replace imports of milk protein isolates. This direction was created in consultation with processors. However, it has not yet been implemented across the country, despite having been in place for more than a year in some provinces.

Emond has also had to deal with significant trade files, including the Trans-Pacific Partnership and the Canada-EU Comprehensive Economic and Trade Agreement (CETA).

"Caroline has brought a breath of fresh air to DFC. She was instrumental in one of the most challenging times in the history of Canada dairy industry," said Wally Smith, president of Dairy Farmers of Canada.



HOW CUSTOMERS USE CANADIAN FIELD CROPS

Pasta in Italy is made with durum – or else!

The best pasta is made with durum wheat, just ask Italy. A decree from the President of Italy in 2001 declared that Italian pasta manufacturers are forbidden by law to use any wheat other than durum in dried pasta for domestic consumption. That's a good thing for Canada, the world's leading exporter of high quality durum wheat.

Farm management scholarship available

Applications are now being accepted for the Robert L. Ross Memorial Scholarship, which gives a Canadian farmer a chance to attend the Canadian Total Excellence in Agricultural Management (CTEAM) program.

The program provides farmers the opportunity to learn detailed financial, marketing and human relations management skills, using their own operation as a case study. One scholarship of \$11,500 is available to be applied towards tuition and travel. The successful

applicant can choose to attend CTEAM starting in December 2017.

The late Bob Ross was instrumental in guiding the CTEAM program and encouraging farm management excellence across Canada.

For more information and the application form, go to www.agrifoodtraining.com and click on the Executive Management Programs tab. The application deadline is Sept. 15. — Agri-Food Management Excellence release

cigi.ca



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WEATHER FEARS DESCRIBED AS ‘MODEST’

Hot, dry weather in key U.S. wheat-growing regions has sparked worries about widespread production losses and sent wheat futures to two-year highs. But while the United Nations Food and Agriculture Organization has cut its forecast for global wheat production in 2017-18, it still sees stocks climbing to a record level. One analyst described the heat wave as “a modest weather worry,” while Commerzbank said that “even if there were to be any downward adjustments of the U.S. crop, there is thus a sufficiently large cushion before any inventory reduction would ensue.” — Reuters

SAHEL COULD SEE MORE RAIN, SAYS STUDY

One of Africa’s driest regions — the Sahel — could turn greener if the planet warms more than 2 C and triggers more frequent heavy rainfall, scientists say. The Sahel, home to 100 million people, runs from Mauritania and Mali in the west to Sudan and Eritrea in the east, and skirts the southern edge of the Sahara Desert. It has seen worsening extreme weather, including more frequent droughts, in recent years. But global warming could change major weather patterns in the Sahel, and in many different parts of the world, said researchers at the Potsdam Institute for Climate Impact Research. But the region could also suffer more extreme weather, they added. — Thomson Reuters Foundation

WEATHER



The science behind heat waves and prolonged rainy spells

Conditions on and near the ground matter a lot less than what is happening in the upper levels of the atmosphere

BY DANIEL BEZTE

Last year when I took a couple of weeks to go camping in southern Alberta, the weather was cold and wet. It made for fairly enjoyable mountain hiking weather, but overall it wasn’t the best for sitting around the campsite and relaxing.

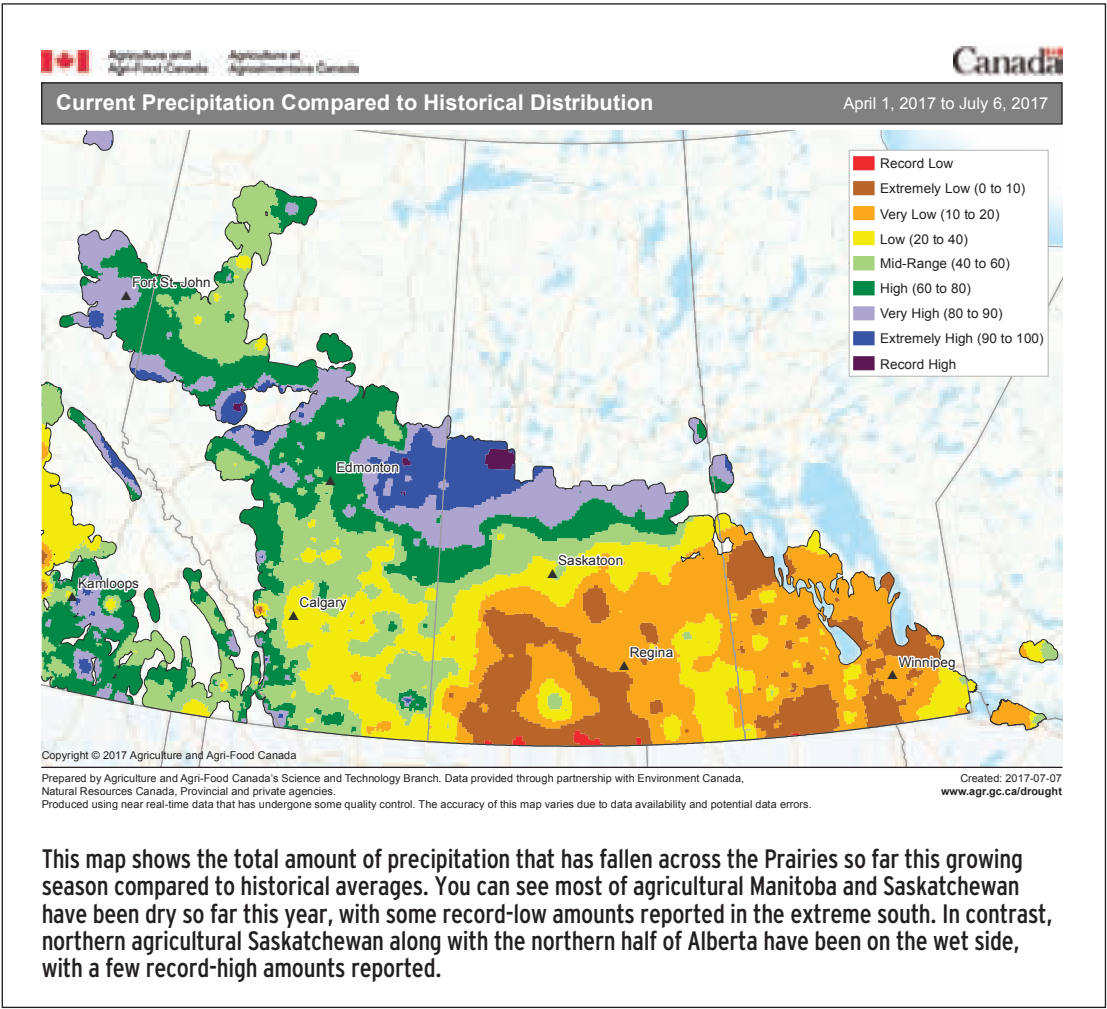
So far this July the weather has been the exact opposite as an early-summer heat wave has brought some prolonged heat to a good part of southern and central Alberta. That made me think about heat waves and the factors that need to come together for a heat wave to build in.

It also made me think of two questions that I get asked on a somewhat regular basis, and while they seem to be nearly opposite topics, they are very directly related. The first question is: Do wet conditions bring more wet weather? The second question is: Does dry weather help bring about more dry weather?

The answer to the first question is best summarized by a comment that one of my university professors made in class one day. He simply said that if wet ground, or having lots of water on the ground, was the main reason an area received more rain, then it should be raining over the oceans all of the time. But it isn’t.

Can having water lying all around help to produce more rainfall? Sure, but the atmospheric conditions to produce rain must be in place for rain to form. For example, if the ground is wet, there will be a lot of water available to evaporate into the air, which increases the amount of moisture or humidity in the air. If there is sunshine and warm temperatures, then this process will work to put a lot of moisture into the air.

This alone, however, will not produce rain. There still needs to be a mechanism in place to take the moisture and condense it into clouds before we’ll see rain. Without a mechanism in place — such as a cold front or an area of low pressure — then



This map shows the total amount of precipitation that has fallen across the Prairies so far this growing season compared to historical averages. You can see most of agricultural Manitoba and Saskatchewan have been dry so far this year, with some record-low amounts reported in the extreme south. In contrast, northern agricultural Saskatchewan along with the northern half of Alberta have been on the wet side, with a few record-high amounts reported.

that moisture will simply stay in the air and move along until it encounters the right conditions. The same thing is true for dry conditions.

If it is dry out, then there will be less local moisture around to help increase atmospheric moisture and therefore, if something like a cold front moves through, the chances of rain forming will be lower.

But oh, if it were only that simple! While local moisture supplies can be important, they are not nearly as important as moisture supplies in the upper levels of the atmosphere. This moisture is usually supplied by the oceans, and if conditions are right, huge amounts of atmospheric moisture can be transported into a region.

This leads me to looking at heat waves and what typically needs to happen for one to form. You would think that in

the summertime, if we could get a bunch of days in a row to be sunny, that it should slowly get warmer and warmer. We sometimes see this happen, but there seems to be an upper limit on how warm it can get. Sometimes we see temperatures warm into the upper 20s, sometimes low 30s, and occasionally, we’ll see mid- to even upper 30s. What needs to take place for a really hot heat wave to develop?

First of all, we need to have high pressure move into a region.

Just like with areas of low pressure, regions of high pressure can be surface based or they can be upper-level based, or both. Surface-based highs will usually bring us our typical summer weather, with warm, but not hot, daytime highs and sunny to partly cloudy skies. Surface highs can stick around for several days and sometimes even

for a week, but rarely longer than that.

Upper-level highs, on the other hand, can stick around for much longer periods of time. This allows for a couple of things to happen. First of all, you end up with a much longer period of time with sunshine, which helps to heat up the air.

But this alone won’t produce the really hot weather. This prolonged period of warm, dry weather slowly dries out the ground and begins to decrease the amount of water available for evaporation. As most of us have already figured out, evaporating water takes a lot of energy — energy that could go into heating the air. So when we have wet conditions, it is really difficult to heat the air to really hot temperatures because huge amounts of the incoming solar radiation are being used to evaporate the water.

If it is dry out, then there will be less local moisture around to help increase atmospheric moisture and therefore, if something like a cold front moves through, the chances of rain forming will be lower.

Once things have dried out, it is easier for us to start seeing really hot temperatures but dry conditions, all by themselves, won’t necessarily bring us a heat wave. For a big-time heat wave to build in we need to combine a surface high with an upper-level high, and these conditions need to stick around for a while.

It is not just the dry conditions and sunshine that will bring the really hot temperatures, it is the descending air under the region of high pressure that will really heat things up. High pressure forms when air is descending or sinking. If a large part of the atmosphere is descending to the surface then the air at the surface becomes compressed and compressed air tends to heat up. Anyone who has ever touched the bottom of a bicycle pump after pumping up a tire knows just how hot it can get.

This same process happens within the atmosphere, and this, combined with dry conditions and plenty of sunshine, leads to those really hot summer heat waves.

Daniel Bezte is a teacher by profession with a BA (Hon.) in geography, specializing in climatology. He operates a computerized weather station near Birds Hill Park, Man. Contact him with your questions and comments at daniel@bezte.ca.

HAVE YOUR SAY ON NEW NATIONAL FOOD POLICY

Alberta farmers are being urged to participate in online consultations on the federal government's new national food policy. "We are pleased to see the federal government engaging with stakeholders across the food industry," said Jason Lenz, Alberta Barley chair. "The input of farmers in particular will add perspective to this complex policy objective." Ottawa is consulting with all Canadians on the policy, which is the first of its kind. It will, in part, explore the agriculture industry's relationship to food. This includes producers' commitment to conserving soil, water and air, and growing high-quality food. Farmers can make their voices heard by participating in the online survey by July 27 at www.canada.ca (search for 'A Food Policy for Canada'). — Alberta Barley



CROPS

High moisture levels could drive up canola diseases across province

Sclerotinia can reduce canola yields by up to 50 per cent — but a well-timed fungicide application can prevent some of those losses

BY JENNIFER BLAIR
AF STAFF / LACOMBE

It may be a little bit early to guess, but canola agronomist Keith Gabert predicts that sclerotinia will be a problem in canola crops this summer.

"We always assume that we're going to have sclerotinia issues," said the Canola Council of Canada agronomist. "Typically, sclerotinia germinates under good moisture conditions, so we're making the assumption that unless it's a drought, you have sclerotinia somewhere in the field."

Seeding conditions this spring were "quite wet," but moisture levels so far this season haven't been excessive, depending on the growing area, Gabert said at CanolaPALOOZA in late June.

"Sclerotinia is driven by moisture. If your crop canopy has moisture in it and you had rain, we look at using a well-timed fungicide application as a preventive insurance-type application," he said, adding the right time to spray is between 20 and 50 per cent bloom.

"If you have apothecia (or fruiting bodies), that's high risk, and we'll probably ask you to spray. If you don't find apothecia, we still think it's a risk and we'll probably ask you to spray."

At that point, producers should go in with "a good-quality fungicide and high water volume — something we can get a good



PHOTO: THINKSTOCK

coating on the petals that are there and try to protect that early window of flowering."

But it's important to target the other parts of the plant as well, he added. "That tends to be where we see the most yield penalty — if we get infections on the main stem."

Last year — with its frequent rainfalls that lasted for the bulk of the growing season — was the exception.

"We had sclerotinia infections on all parts of the plants all throughout the growing season," said Gabert. "If a grower

sprayed three times, he might have thought that was an economical attack plan, but the first application didn't seem to do that much. And when that fungicide becomes less effective after 10 or 14 days, we still saw a lot of infection."

And while those weather conditions usually push canola yields up — "We had growers with 30 to 50 per cent infection of sclerotinia seeing 40 to 50 bushels" — the potential yields were likely half again higher.

"If a grower tells me that he has 50 per cent sclerotinia infection

and 40-bushel yield, it probably means there was 20 bushels lost to disease," said Gabert. "He had a 60-bushel crop that we couldn't get for him because we're not managing the disease aggressively enough."

Sclerotinia is largely driven by past cropping history, he said.

"With last year being particularly bad and knowing that a lot of growers are on a wheat-canola rotation, I'm looking at 2018 as being back on that same land with really high inoculum levels

SEE CANOLA DISEASES ▶ page 18

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CANOLA DISEASES ▶ from page 17

in the soil,” he said. “Given high moisture, that would be a really bad recipe for sclerotinia.”

Growing tolerant varieties and employing split applications of fungicide will help manage it, but “it’s a really aggressive disease.”

“Every broadleaf crop can get it. Chances are it’s in your field and moisture is going to push it forward,” he said. “It’s always something to watch out for.”

Clubroot

Clubroot, on the other hand, is “a little easier to predict,” said Gabert.

“If you’ve scouted for it, you have a bit of an idea if it’s in your field,” said Gabert, adding the number of infected fields across the province is growing exponentially.

“The one dry year, we had a bit of a dip in terms of numbers of fields reported, but just as a rough rule of thumb, I fully anticipate 300 to 400 new fields reported every year if there’s any kind of adequate moisture.”

Resistant varieties have worked “exceptionally well,” especially where they have been



Depending on the moisture conditions this summer, sclerotinia could be an issue in canola crops, said canola agronomist Keith Gabert. PHOTO: JENNIFER BLAIR

deployed before clubroot builds up in the field, but ultimately, producers need to avoid moving soil around.

“I know it’s not something we want to think about, but when we find clubroot in the field, 90 per cent of the time, it’s near the approach the grower uses,” said Gabert. “It’s pretty clear in

most cases that it’s coming with ag equipment.”

Sanitizing equipment can help manage that, but it needs to be practical for growers.

“If we tell you to clean every piece of equipment every time it moves on and off your farm, you might not be pleased to do that much,” said Gabert. “If you have

“When we find clubroot in the field, 90 per cent of the time, it’s near the approach the grower uses. It’s pretty clear in most cases that it’s coming with ag equipment.”

KEITH GABERT



multiple points of entry onto your farm, it becomes harder to manage. But if you have a relatively closed farm and you put a little more effort into keeping that soil out, you may be able to prevent it from coming in.”

If you buy a piece of equipment from an area that has clubroot in it, clean it before you leave the area and before you get to the farm.

“For a lot of growers, they only bring in a new piece of equipment every year or two, especially something that moves soil like a disc or air seeder,” said Gabert. “If you can make sure it doesn’t bring clubroot onto

your farm, maybe that’s only a once every two- or three-year exercise.”

And if there’s already clubroot in your field, the best thing you can do is lengthen your canola rotation.

“We know if we put clubroot-resistant varieties in a field where the pressure is high, as little as two rotations will give us patches where the resistance is no longer working,” said Gabert. “If we want to keep those tools for the industry to keep using, we need to try to avoid clubroot as much as possible.”

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New canola variety labels show different strains of blackleg resistance

BY JENNIFER BLAIR
AF STAFF / LACOMBE

A new labelling system now tells growers which strain of blackleg resistance their canola variety has.

“The idea is not to use that same strain of blackleg resistance repeatedly,” said Canola Council of Canada agronomist Keith Gabert. “If you can rotate blackleg resistance and we can tell you what resistance your previous variety had and what resistance your next variety has as well, we can make sure they don’t match and that, by rotating it, the varieties essentially show no symptoms.”

In Gabert’s territory of central Alberta, the best place to find blackleg is to “find a grower who had a favoured variety and grew it eight to 12 years on a two-year rotation.”

“If he started with a little bit of blackleg, by the third or fourth time he’s grown that same variety, he could have quite a problem by the time he’s done,” said Gabert.

In the past, growers were advised to change varieties, not really knowing whether they were actually changing their blackleg resistance.

“Now we can get him to change varieties and know that he’s changing his blackleg resistance,” he said. “It’s on the bag now. Ask your retailer and your seed supplier.”

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Plant growth regulators are picky about staging – and varieties

Research is underway to find which cereal cultivars respond to plant growth regulators

BY JENNIFER BLAIR
AF STAFF / LACOMBE

Lodging is a serious issue for crop growers — but plant growth regulators may not be the cure-all producers are hoping for, depending on the variety that’s being grown.

“What we really need to do is find a solution for standability, and plant growth regulators may be one of those agronomic tools that we can use to help improve standability,” provincial research scientist Sheri Strydhorst said at CanolaPALOOZA in late June.

“But what we’re finding is that the plant growth regulators don’t work on all cultivars. We might have something like CDC Go or Harvest wheat where the plant growth regulator works really, really well. You put it on Foremost or Thorsby or Coleman wheat and it doesn’t achieve you anything.”

That uncertainty makes it tough for producers to decide whether plant growth regulators — which reduce the height of a plant to limit the potential for lodging — are worth the risk, said Strydhorst. Luckily, trade issues around plant growth regulators are “managing the risk.”

“Manipulator does not have a maximum residue limit into the United States. Growers are hesitant to use it at all because if they can’t sell their wheat, they’re not going to use it,” she said.

“The good thing for us researchers is that gives us time to do some of that work.”

that plant might actually be taller,” said Strydhorst. “So we need to really wait until harvest to get that definitive answer.”

In the meantime, producers should make sure they “do their homework.”

“Talk to people who have been working with them or even your neighbours who have found something that’s worked,” said Strydhorst.

“With plant growth regulators, the staging is very, very critical to get them to work. If you have heat stress, drought stress, or waterlogging problems, we have seen yield reductions of up to 10 per cent. They’re picky.

“It’s not entry-level agronomy, and you’ve got to be watching your staging. It’s all about being careful.”

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Provincial research scientist Sheri Strydhorst is looking at the link between cereal varieties and plant growth regulator effectiveness. PHOTO: JENNIFER BLAIR

“We want to make sure that growers using a plant growth regulator get the results that they’re looking for.”

SHERI STRYDHORST

Right now, Alberta researchers are looking at which cultivars respond to plant growth regulators, and which don’t.

“We want to make sure that growers using a plant growth regulator get the results that they’re looking for,” said Strydhorst.

In addition to wheat and oat cultivars, Strydhorst’s team is also looking at barley cultivars.

“Lodging in barley is a huge, huge issue. Manipulator is registered right now for use on wheat, and we’ve tried it on barley, which it’s not registered for. It doesn’t improve the standability,” she said.

“But new actives like trinexapac-ethyl that are in the process of registration are working much, much better. When that is registered, barley growers will have an option there, which would be really great for improving standability.”

The study started earlier this summer, so preliminary results on which cultivars respond to the plant growth regulators should be available this fall.

“Sometimes what we see is a plant growth regulator can look good two weeks after you’ve sprayed it, but by the end of the growing season,

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GRAIN STORAGE & HANDLING FOCUS

Making sense of today’s grain storage options

There are more options for grain storage today than ever before, but which ones are best for your farm?

BY JEFF MELCHIOR
AF CONTRIBUTOR

Today’s grain storage is not like yesterday’s grain storage.

Not only are farms generally bigger, necessitating higher capacity for on-farm storage, but storage also plays a crucial role in crop producers’ marketing strategies.

It can also be expensive. According to provincial government data, grain bin prices have increased from \$2.50 per bushel in 2004 to more than \$4 per bushel in 2014 — the result of demand and an increase in steel prices.

Clearly, there is a growing need for economical and secure grain storage, especially in years when there’s a bumper crop. Although there are a number of options out there, the decision process can be overwhelming. There are a lot of questions, with a big one being whether a farmer should use permanent structures such as bins or more temporary solutions such as grain bags or rings.

From a long-term financial perspective, steel bins are the best choice simply because they’re resalable assets that are easy to use and are the best when it comes to maintaining grain quality, said Ryan Furtas, a market analyst with the Economics and Competitiveness Division of Alberta Agriculture and Forestry. They are also the best choice for security and overall grain management.

However, this does not tell the whole story. Temporary storage has some distinct advantages as well, particularly for producers who have not yet developed a bin yard. But perhaps their greatest benefit is flexibility.

“In the fall, you can bag your grain right in the field without hauling it to a bin, if the bin is not already in the field of course,” said Furtas.

Know your needs

When people talk about permanent grain storage, they’re usually referring to steel grain bins which generally come in smooth-walled or corrugated steel varieties. Less common permanent solutions include storage sheds and farmer-owned elevators. Temporary storage includes grain bags (which require an extractor to fit the bags around the grain), plywood or steel bin rings with tarps as well as bunkers and outdoor piles. Of these, the most popular permanent storage options are steel grain bins and the most popular temporary storage are grain bagging systems.

When making storage decisions, understanding the long- and short-term needs of your farm is key, said Furtas. There are many things to take into consideration, including the size of the operation, distance of land from the storage area, whether the land is rented or owned, and even the age of the operator.

“Every farm situation is very different,” said Furtas. “Are you renting or do you own the land? Do you plan to get bigger or smaller? What’s your marketing plan and labour situation?”

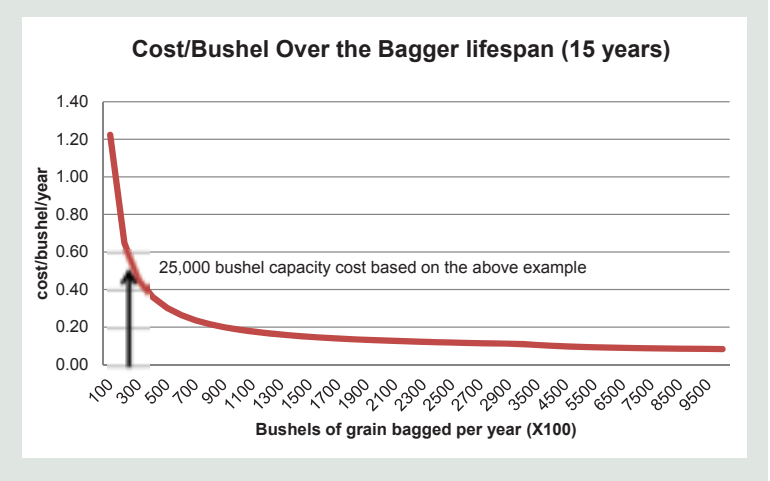
“There’s a big upfront cost to putting up a nice smooth-walled bin on concrete as opposed to some of the other options out there such as a bin ring.”

From a security, management, and long-term economic position, steel bins are the best way to store grain, he said.

In addition to offering the best protection from pests, wildlife, weather and theft, bins offer a wider range of management solutions (such as aeration and monitoring) compared to temporary storage. If well maintained, producers can generally expect their bins to have a lifespan of 30 to 40 years.

“Bins give you access to your grain year round; there’s not much stopping you from haul-

GRAIN BAGGER COST CURVE



ing, whereas with temporary storage there are some barriers to hauling such as spring weather or just getting access to the field or wherever the bags would be,” said Furtas.

Because of their large upfront costs, the biggest risk of bins is financial. However, in cases where producers own the majority of their own land and are in agriculture for the long term, they are very good investments, said Furtas.

“Plus you have a salvage value and you can depreciate them the same way you do with your other farm assets. The downside is you might be paying some interest, which is money you’re not recouping.”

The type of crop you’re storing is also an important consideration when deciding between permanent and temporary storage.

“Storing grain in bags is typically a cereal thing — feed barley, feed wheat, that kind of thing,” he said. “I’m sure it happens, but you don’t typically see canola stored in bags. If your extra storage is for oilseeds or other higher-value products such as pulses, you’d probably want to look at investing in a steel bin.”

Extra capacity is key

But what happens when your harvest exceeds your storage capacity? Do you go out and buy a new bin?

Again, depending on the kind of grain being stored and a host of other considerations, temporary storage might be the answer.

“As you need it, it’s there,” said Furtas. “If you have a big yield you’ll have storage to handle that added capacity. The location is flexible. A lot of guys will just put it in the field they’re combining — you’re saving trucking costs at that point.”

Although tarps and rings cost little, grain bagging systems come with their own set of upfront costs — anywhere between \$20,000 and \$50,000 for a bagger, and between \$40,000 and \$50,000 for an extractor.

Whether it’s worth it depends on just how much extra storage capacity you need. Using the need for 25,000 extra bushels as a baseline, the Economics and Competitiveness Division weighed the economics of buying a new grain bagging system against steel bins. (See accompanying graphic.)

“For just 25,000 bushels the grain bagger and extractor —

“Storing grain in bags is typically a cereal thing — feed barley, feed wheat, that kind of thing.”

RYAN FURTAS

at 50 cents per bushel per year — is a pretty expensive option relative to what the bins would cost you over the lifespan of the bin,” said Furtas. “There are also moving parts on the bagger and extractor that require maintenance. There’s no such thing on a bin — nothing can go wrong with a bin in a lot of ways.”

However, grain bagging systems become more economical as the storage need exceeds 25,000 bushels. By 90,000 bushels, the cost of these systems comes down to 20 cents per bushel per year over a 15-year period.

“If you’ve taken on some new land and are expanding quickly, then the bagger makes a lot of sense. Or maybe you’ve only got this land for five years and you don’t need all this upfront investment on bins.

“Once you’ve got the bagger, the only thing that really costs you when it comes to adding bushels is the bags and the cost of operating it. It’s basic economies of scale. Whereas if you have a 5,000-bushel bin, once it’s full it’s full.”

The Economics and Competitiveness Division has prepared a report comparing the economics of several grain storage options. It can be found at www.agriculture.alberta.ca (search for ‘grain storage considerations’).

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Frequently asked questions about grain storage

What is dry grain, how long can you store your crops, and will grasshoppers increase moisture levels?

ALBERTA AGRICULTURE AND FORESTRY RELEASE

- **How much drying will I get with aeration?**
Some drying can occur in aeration systems, but generally, grain going into aeration bins should be within one per cent of being dry enough for long-term storage.
- **Should I turn my aeration off at night or during rainy days when the air is cool and humid?**
Since aeration is a tool for managing grain temperatures, there is no need to turn off the aeration system at night or on cool days, even if it is humid. The benefit of cool air lowering the temperature of the grain greatly overshadows any negative effects of the small amount of moisture that is added to the bin.

- **How much moisture will grasshoppers add to grain in storage?**
Grasshoppers may look and smell like a problem, but are unlikely to add enough moisture to cause grain to go out of condition. The amount of moisture that grasshoppers add to grain can be estimated based on their average size and assuming that they are about 70 per cent moisture. Their size and weight varies with species and gender, but for ones normally found in Alberta, it takes about 300 to 800 grasshoppers per bushel of barley or canola to raise the moisture content of this grain by one per cent (400 to 1,000 for wheat and peas).
- **What is considered dry grain?**
Maximum moisture content levels for straight grade seed (percent-age wet weight basis) are:

- 16 for fabas and peas; 14.8 for feed barley; 14.5 for wheat; 14 for chickpeas, lentils, oats, triticale, and rye; 13.5 for malt; and 10 for canola, mustard seed, and flax.
 - **How long can I store my grain?**
Storage time varies depending not only on moisture, but also the temperature of the grain. If storing canola longer than five months the moisture should be no higher than eight per cent with uniform temperatures of under 15 C. For prolonged storage of peas, moisture should be less than 14 per cent and the crop cooled to less than 15 C. For long-term storage of cereals, moisture should be at 14 per cent and the temperature should be 20 C or less.
- For more faqs, go to www.agriculture.alberta.ca and search for ‘grain storage questions.’

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AIR DRILL

2009 Bourgault 3310, 65', 10"	\$128,000
2008 Bourgault 3310, 55', 10"	\$99,000
2007 Bourgault 3310, 55', 10"	\$89,000
2013 Bourgault 3320, 76', 12"	\$198,000
2013 Bourgault 3710, 50', 10"	\$189,000
2015 Bourgault 3720, 70' 12"	\$189,000
2015 Bourgault 3720, 70', 12"	\$189,000
2003 Bourgault 5440	\$38,000
2002 Bourgault 5710, 29", 10"	\$32,000
2008 Bourgault 5710, 64', 10"	\$69,000
2000 Flexi-Coil 6000/3450, 40', 10", Pillar Openers	\$115,000
2010 Flexi-Coil P2060, 60', 10"	\$68,000
2004 Flexicoil 6000, 40', 10"	\$39,000
2011 NH P2070, 70', 12"	\$85,000
2005 NH SD440, 45", 10"	\$48,000
2008 Seedhawk, 50', 10", Leading Air	\$89,000
2014 Seedmaster CT80-12/520 Tank	\$279,000

AIR TANK/CART

2012 Bourgault 6450,	\$115,000
2008 Bourgault 6450	\$68,000
2008 Bourgault 6450	\$79,000
2007 Bourgault 6550 ST	\$78,000
2005 Bourgault LFC 2000	\$15,000
2011 NH P1070, Tow Behind	\$98,000
2008 CIH 3430	\$39,500
2008 CIH ADX3430, Mech, No Rust	\$45,000
2015 L7800, TB, TRKS, SLDT	\$226,000
1995 Flexi -Coil 5000/1330, 33', 9"	\$19,500
2004 Flexicoil 3850, Tow Behind DS	\$39,500
2003 Flexicoil 3450	\$48,000
2002 Bourgault 5440	\$48,000

BALER/ROUND

2003 Hesston 956,	\$12,500
2005 NH BR780,	\$13,500
2003 NH BR780,	\$11,800
2006 NH BR780A,	\$14,500
2004 CIHRBX562, 12,600 Bales ...	\$13,800

BLADES

2015 Grouser 770HD, 14', 8-way...	\$45,000
2007 Leon 4000 STX425- Frameless	\$13,800
2011 Leon Q5000 STX Quad	\$30,000
2013 Leon Q5000,	\$33,000
2013 Leon Q4000	\$16,800

COMBINE

2012 NH CX8080, 1037/748 hrs ..	\$278,000
2012 NH CX8080, 1005/746 Hrs...	\$268,000
2011 NH CX8080, 1438/1030 hrs	\$238,000
2010 NH CX8080, 1875/1348 hrs	\$228,000
2010 NH CX8080, 1755/1237 hrs	\$228,000
2010 NH CX8080, 1722/1240 hrs	\$228,000
2010 NH CX8080, 1000/900 hrs ..	\$238,000
2007 NH CX8080, 1972/1539 Hrs	\$179,000
2014 NH CR8090, 921/728 hrs	\$349,000
2013 NH CR8090, 651/501 hrs	\$365,000
2013 NH CR8090, 655/488 hrs	\$365,000
2012 NH CR8090, 1144/917 hrs ..	\$289,000
2012 NH CR8090, 1314/1041 hrs	\$299,000
2004 NH CX860, 2688/2035 hrs ..	\$119,000
2004 NH CX860, 3685/2869 hrs	\$98,000
2004 NH CX860, 2528/1924 hrs ..	\$138,000
1997 NH TX66, 3754/2781 hrs	\$28,500
1998 NH TX66, 2796/2188 hrs	\$48,000
1996 NH TR98, 2931/2211 hrs	\$39,000
1997 NH TR98, 2740/1934 hrs	\$38,000
1997 NH TR98, 2391/1622 hrs	\$39,000
2008 NH CR9070, 2279/1562 hrs	\$228,000
2010 NH CR9070, 1622/1199 hrs	\$179,500
2007 NH CR9070, 948/780 hrs	\$198,000
2007 NH CR9070, 1710/1253 hrs	\$179,000
2008 NH CR9070, 1434/1023 hrs	\$189,500
2008 NH CR9070, 1489/1020 hrs	\$195,000
2008 NH CR9070, 2251/1583 hrs	\$169,500
2009 NH CR9070, 1597/1208 Hrs	\$179,000
2010 NH CR9070, 1300/1153 hrs	\$198,000
2010 NH CR9070, 1616/1190 hrs	\$189,000
2007 NH CR9070, 1510/2267 hrs	\$148,500
2009 NH CR9070, 1554/1137 hrs	\$198,000
2009 NH CR9080, 1347/980 hrs ..	\$249,000
2011 NH CR9070, 985/749 hrs, ...	\$259,000
2011 NH CR9090Z, 1311/967 hrs	\$299,000
2012 NH CR9090Z, 868/632hrs...	\$339,000
2012 NH CR9090Z, 811/576 hrs ..	\$369,000
2014 NH CR9090Z, 561/460 hrs ..	\$398,000
2014 NH CR9090Z, 575/480 hrs ..	\$398,000
2014 NH CR9090, 512 hrs	\$410,000
2014 NH CR9090, 476 hrs	\$420,000
2013 NH CR9090Z, 680 Thr Hrs ..	\$379,000
2013 NH CR9090Z, 304/239 hrs ..	\$298,000
2013 NH CR9090Z, 1128/804 Hrs	\$369,000
2005 NH CR970, 2459/1821 hrs ..	\$138,000
2006 NH CR970, 1861/1300 hrs ..	\$149,000
2006 NH CR970, 1495/1159 hrs ..	\$178,000
2006 NH CR970, 1547/1219 hrs ..	\$159,000
2015 NH CR8.90, 620/414 hrs	\$483,000
2013 NH CR8090, 1162/904 hrs ..	\$289,000
2016 NH CR9.90E, 290 thr hrs	\$Call
2016 NH CR9.90E, 470/343	\$Call
2015 NH CR10.90, 272 hrs	\$589,500
2012 CIH 8230, 1304/962 hrs	\$278,000
2000 CIH 8010, 1728/1322 hrs	\$189,000
2013 CIH 8230, 700 thr hrs	\$298,000
1995 JD 9500, 2250 thr hrs	\$39,500
2011 JD T670, 833 hrs,	\$239,500
2013 JD S680, 933/653 hrs	\$387,000
2010 JD T670, 1132/807 hrs	\$198,000

VERTICAL TILLAGE

2010 Salford 570 RTS, 30'	\$68,000
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FEED WAGON/BALE PROCESSOR

2005 Haybuster 2650	\$14,900
2003 Lucknow 285	\$12,800

GRAIN AUGER/HARROW

2014 REM, VRX	\$22,800
2008 REM 2700	\$13,000
2007 Bourgault 6000	\$25,800

HEADER COMBINE

2010 Honeybee, HB30, Gleaner adaptor, 30'	\$49,500
1999 Honeybee SP36, 36'	\$29,000
2007 Honeybee SP36	\$29,800
2013 Honeybee HP30	\$52,000
1994 Honeybee SP30,	\$9,800
2009 NH 88C, 42'	\$68,000
2001 NH 94C, 30'	\$29,000
2006 NH 94C, 30'	\$29,500
2008 NH 94C, 30'	\$29,500
2010 NH 94C, 30 CX/CR	\$36,500
2003 NH 94C, 30 CX/CR	\$29,500
2005 NH 94C	\$39,500
1998 NH 994 CX/CR	\$19,000
2009 NH 94C, 36 CX/CR	\$39,500
2008 NH 94C-36,	\$39,500
2003 NH 94C-36,	\$39,500
1999 NH 994-30,	\$29,500
1998 NH 994-36,	\$19,000
1995 NH SP25	\$15,000
2011 JD 630D, 30'	\$58,000
2012 JD 635D, 35'	\$68,000
2010 MacDon, 30', CR/CX, D6030	\$68,000
1998 MacDon 960,	\$25,000
2010 MF 5100-35,	\$58,000
1997 Westward 9030	\$4,000
2010 Macdon Fd70, 40'	\$79,000
2010 CIH 2142, 35'	\$58,000
2010 Macdon FD70, 45'	\$69,000
2014 Macdon CR/CX, 35', D6535G	\$69,000
2014 Macdon, 35', D6535G	\$69,000

MOWER CONDITIONER

2004 NH 1475, Toung only	\$6,500
2006 NH 1475,	\$21,500
2002 NH 1475, Toung only	\$2,000
1995 NH 2216,	\$7,500
1995 NH 2216,	\$9,500
2012 NH H7460	\$33,500
2007 NH 1475/HS18	\$23,800

SKID STEER/ COMP. TRACTOR

2003 Bobcat 763	\$26,500
2010 Kubota BX1860, c/w mower	\$9,000
2006 Kubota B3030, w/loader	\$15,800
1996 Kubota B4200	\$5,900
2006 Kubota L4630	\$23,500

SPRAYER/HIGH CLEARANCE

2013 NH SP240, 1000 Hrs, 1200 Gal, 100"	\$309,000
2011 NH SP.240F	\$208,000
2011 NH SP240F, 1920 hrs	\$185,000
2009 Hagie STS16, 1600 Gal, 120'	\$209,000
2009 Spraycoupe 4660, 440 gal, 80'	\$84,500
2009 Rogator 1084, 3160 hrs	\$159,000
2001 John Deere 4710, 800 Gal, 100'	\$94,000

SWATHER

2011 MacDon D60, 35'	\$34,000
2013 MacDon D65, 40'	\$49,500
2011 Macdon M150/D60, 846/1030 hrs, 35'	\$118,000
2010 Macdon M150/D6535, 812/1104 hrs, 35', 950 THR ...	\$109,500
2010 MacDon M150, 2053/1440 hrs	\$85,000
2010 MacDon M150, 35', 1848/1213 hrs	\$85,000
1998 MacDon 960,	\$9,500
1998 MacDon 960, 25'	\$9,500
2013 MacDon M155/D6540, 520 hrs	\$138,000
2013 MacDon M105, 170 Hrs	\$138,000
2014 NH SR200/440HB	\$169,000
1999 NH 994, 25'	\$15,000
2007 NH HW325, 1200hrs	\$58,000
2014 NH SR200	\$175,000
2012 MF 9740/523, 604 Eng. Single knife, 30' 450 THR	\$98,000
2003 Premier 2952, 2098 Hrs	\$48,000

TRACTOR

2011 NH T7.270 AutoCommand - LDR, 2360 hrs	\$178,000
2012 NH T7.170	\$118,000
2009 NH TV6070 - LDR, Eng Hrs: 4660	\$95,000
2012 NH T7.235, 1819 hrs	\$198,000
2012 NH T7.235, 2341 hrs	\$168,000
2011 Case IH 210, 1290 Hrs,	\$148,000
2011 Versatile 305, 1800 hrs	\$149,500
2012 NH, T7.235, 5800 hrs	\$109,000
2006 McCormick MTX120, 6700hrs	\$54,000
2012 CIH U105, 3622	\$59,000

TRACTOR 4WD

2009 CIH STX535Q, 3103 hrs	\$248,000
2012 NH T9.505	\$339,000
2010 NH T9040, 1956 hrs	\$239,000
1994 NH 9680	\$89,000
1995 NH 9270	\$75,000

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HEARTLAND

Community news
and events from
across the province

‘I love to contribute’ is the motto of Cochrane rancher

BY DIANNE FINSTAD
AF CONTRIBUTOR

When a young David Sibbald volunteered for the International Youth Livestock Committee of the Calgary Stampede back in 1990, he had no grand illusions about someday heading up an organization that today boasts 2,300 community volunteers and more than 1,200 employees. He was just committed to youth and agriculture.

Those commitments haven’t changed, but now — nearly 30 years later — he can share those passions from a different position after becoming president and chairman of the organization in March.

At the time, the Cochrane-area rancher was also president of the Canadian Angus Association, the country’s largest cattle breed organization, and had a busy few months leading both groups.

“It’s just a fact that I don’t know how to say no,” Sibbald said with a chuckle. “It was never the design, more of an evolution.”

He’s been a Stampede board member since 2009, and served on several committees (beef cattle, livestock evaluation, strategic agriculture planning, and rodeo). The board has evolved over the years from a collection of committee representatives to a strategic thinking group from diverse backgrounds. Sibbald said he gets to rub shoulders with lawyers, entrepreneurs, energy executives, engineers, and real estate developers — although many have farming backgrounds and connections.

While the Stampede stays closely tied to its proud western heritage, it needs to be relevant to an increasingly ethnically diverse and very urban community, he said. That’s why education has become a key priority and prompted a focus on creating a year-round gathering place for urban consumers and food producers.

“Traditional ag shows have changed,” said Sibbald. “Twenty years ago, cattle shows were what everybody did in the summer. Ag has changed. I’m excited about change, I have always been viewed as a change agent.”

Serving on the Stampede board has given him a different perspec-



David and Mary Beth Sibbald with sons Dylan and Adam at the family ranch near Cochrane. PHOTO: TRIPLE S RED ANGUS

tive that he tries to share with his fellow purebred breeders, he said.

“Ranchers tend not to worry about their product after it leaves their farm gate,” he said. “I’m on the other side — I’ve seen a million-plus people pack a 200-acre facility over 10 days and what their desires are from a food perspective. They’re shaping our industry and that’s good, but we also need to be part of that, in having conversations through the whole value chain.”

Even producers of Angus beef (“a brand second to none within the industry”) can’t rest on their laurels, he said.

“That’s what I’ve tried to push breeders to do: To think beyond their ranch, their farm, their program, to the collective and collaborative effort we can all have, and how that has impact.”

Sibbald is a fifth-generation rancher — his family has been in the Sibbald Flats area since 1875 — and raises about 500 head of purebred and commercial cattle with his family at Triple S Red Angus ranch. Telling the story of producers is key to the future of the beef business, he said, adding he’s proud the Stampede has been able to initiate conversations that increase awareness of the real story.

“In our education platform, we touch over 100,000 kids in a year



David Sibbald has a host of duties as Calgary Stampede president but engaging urban consumers in conversation tops his list.

PHOTO: CALGARY STAMPEDE

from Grades 3 to 9, whether that’s with our Journey 2050 program, the Stampede School, our youth campus which just opened, or the OH Ranch Education program. The basis of that story is always ag and food. It’s not only necessary, but exciting to have those conversations.”

Sibbald is also hoping more people from agriculture, especially younger people, get engaged in leadership.

“We’ve got the best set of (young) leaders we’ve had for several generations,” he said. “They’re more educated, more connected to con-

sumers, and on the right path. We need to encourage them to have a voice today, not 20 years from now.”

While experience is good, the old ‘wait your turn’ attitude needs to change, he added.

“We need to provide the opportunity for young leaders to have a seat at the table now,” he said, likening it to a breeding program and noting “pretty soon the cow herd is old” if you’re not bringing in new blood.

His family encouraged him to start volunteering early in life, and Sibbald said he’s both grateful to them and to wife Mary Beth and oldest son Dylan who manage the ranch day to day.

“I couldn’t do any of this without family support,” he said, adding, “I might have to go find a job... because I probably won’t have one... when I get back to the ranch.”

In an interview shortly before the opening of the Stampede, Sibbald also noted he was going to be the first president “in a long, long time” to ride in the rodeo opening.

“So I’d better not fall off!” he joked.

He didn’t, but offering to take part in the opening ride is a typical Dave Sibbald act.

“I love to contribute,” he said. “I want to be judged by the future I create. I really live by that.”

what's up

Send agriculture-related meeting and event announcements to:
glenn.cheater@fbcpublishing.com

July 19: Battle River Research Groups Castor Field Day, location t.b.a., Castor. Contact: Martina Alder 780-582-7308

July 19: Carbon & Forages Field Day, Rugby Hall, Didsbury. Contact: Rachel McLean 403-995-9466

July 19: Cereal Agronomy and Wheat Breeding Field Day, U of A St. Albert Farm, Sturgeon County. Contact: Kelly Kelly at 780-674-8268

July 19: Field Day at the Research Farm, Peace Country Beef & Forage Association Research Farm, Fairview. Contact: Jen Allen 780-835-6799

July 19: Pulse Tour – Zone 2, Three Hills area (additional pulse tours and events on July 20 in Barrhead, July 24 at Lakeland College, July 25 in Namao, and July 27 in Vegreville). Contact: Alberta Pulse Growers at office@pulse.ab.ca

July 20: Farming Smarter Wheat Stalk, Farming Smarter Lethbridge Site, Lethbridge. Contact: Claudette Lacombe 403-317-0022

July 20: Southern Alberta Field Day with Mans Organics, Mans Organic Farm, Coaldale. Contact: Alice Sech 587-521-2400

July 22: Pasture Walk with Livestock Handling Demo, Greener Pasture Ranching, Busby. Contact: Sandeep Nain 780-249-1440

July 25: Making the Grade – Beaverlodge (also Olds on July 27), Beaverlodge Research Station, Beaverlodge. Contact: Alberta Canola Producers Commission, 780-454-0844

July 25: North Peace Applied Research Association Annual Field Tour, NPRA Research Farm, Northstar. Contact: NPRA 780-836-3354

July 25: Farm Safety and Rural Emergency Preparedness, Ashmont Agriplex, Ashmont. Contact: Kellie Nichiporik 780-826-7260

July 26: Lacombe Field Day, Field Crop Development Centre, south of Lacombe. Contact: Ag-Info Centre 800-387-6030

July 26: Pasture Principles, Gilby Hall, Eckville. Contact: Krista 403-782-8959

July 27: Low-Stress Cattle Handling Workshop, Big Valley area. Contact: Ryan Hallett 403-742-4411

July 28: GRO Crop Tour, Pibroch Community Hall, Westlock. Contact: Gateway Research Organization 780-349-4546

Aug. 1: Killam Field Day, bus departs from Battle River Research Group office, Forestburg. Contact: Martina Alder 780-582-7308

Aug. 2: GRO Crop Tour, Pibroch Community Hall, Pibroch. Contact: Sandeep Nain 780-249-1440

Nineteen southern Alberta farms honoured by Stampede

CALGARY STAMPEDE RELEASE

Nineteen farm families from southern Alberta were honoured with BMO Farm Family Awards at this year’s Calgary Stampede.

The awards acknowledge the family’s commitment to agriculture and the community, and also showcase those who take an innovative approach to growing their business, demonstrate a commitment to traditional western values,

and maintain an exceptional standard of sustainability.

The winning families received a photograph session, a personalized farm gate sign, and were treated to the afternoon at the rodeo.

This year’s honourees are: TR Cattle Corp., Roger and Lori Thomson (Cardston County); A and B Acres, Andrew and Bev Dykstra (County of Forty Mile); Henrickson Ranching Ltd., Will Henrickson (County of Newell); Snow Land and Livestock, Dale Snow (County of Warner); L. Gill Ventures Ltd.,

Laverne and Launa Gill and family (Cypress County); Dau Farms, Bill and Dallas Dau (Kneehill County); Double Diamond Farms, Wayne and Dianna Michaelis (Lethbridge County); Stimson Creek Ranches, Roy and Lenore McLean (MD of Foothills); Turnbull Charolais, Curtis and Nanette Turnbull (MD of Pincher Creek); Webster Ranch, Tony and Debbie Webster (MD of Ranchland); Reynolds family, Murray and Helen Reynolds (MD of Taber); Cudlobe Farm, Dyce and David Bolduc and family (MD of

Willow Creek); Rafter TX Livestock, Bertram and Patricia Ann Pringle (Mountain View County); the Gallelli family, Darcey and Leisa Gallelli (Rocky View County); Majestic Ranches Ltd., Marg and Simon Schonhofer and family (Special Areas #2); Kulyk family, Russel and Carla Kulyk (Special Areas #3); Heck family, Brian and Kim Heck and family (Starland County); Tharle family, Glen and Marsha Tharle (Vulcan County); and Kaiser Charolais Farms, Randy and Wendy Kaiser (Wheatland County).

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Should Bill 203, *Alberta Standard Time Act*, be passed?

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The Standing Committee on Alberta's Economic Future invites you to provide input on Bill 203, *Alberta Standard Time Act*.

Bill 203 proposes the year-round observance of Alberta Standard Time. This means Alberta would be on Mountain Daylight Time year-round. If passed, the Act would come into force on November 2, 2018.

For more information on Bill 203 and how to make a submission, please visit: assembly.ab.ca/committees/abeconomicfuture Submit your feedback by Friday, July 28, 2017.

EconomicFuture.Committee@assembly.ab.ca
780.415.2878 (Call toll-free by dialing 310.0000)

Please note: submissions and identities of authors may be made public.



assembly.ab.ca/committees/abeconomicfuture



**JULY
UPDATE**

FOR MORE INFORMATION
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INDUSTRY LEADERS NEEDED ON ABP

Alberta Beef Producers (ABP) is proud to be a grass roots producer organization. We are an organization of producers, led by producers, speaking and working on behalf of cattle and beef producers in Alberta.

As a producer organization, our first priority is making sure that we speak and work as effectively as possible on behalf of Alberta cattle and beef producers. We are similar to all other grass roots organizations in the way that our effectiveness is very much influenced by the quality of the producers who become our leaders. The producers who are elected as ABP delegates provide leadership to the organization and a critical connection to the grass roots producers in

their respective zones. Those delegates who are elected to the ABP Board of Directors use their contacts with local producers and their knowledge of the industry to set the strategic direction for ABP.

We need good leaders for our organization and this is the time of year when we are accepting nominations for delegates to run in the 2017 fall elections. Producers in each of the nine geographic zones in the province can elect up to five delegates and one Cattle Feeder Council delegate to serve two-year terms. In order to ensure continuity and experience in our delegate body, delegate elections are staggered and this year, there are three delegate positions open for election in each zone, and Cattle Feeder Council positions open for election in zones 1, 3, 5, 7 and 9.

ABP is a democratic and representative organization and our delegates are the foundation of that representation. Clearly, one of the most important roles for delegates is the connection to grass roots producers. Delegates need to hear the concerns and issues of local producers and bring these forward to ABP so that they can be addressed. It is also important for delegates to make grass roots producers aware of the priorities and activities that ABP and our partner organizations are pursuing on behalf of producers. We are funded by check-off dollars from producers and you need to see value for that investment if you are going to continue supporting ABP.

Being an ABP delegate is not financially rewarding, but we do try to offset some of the costs associated with participation

in an industry organization. There is significant satisfaction in making a meaningful contribution to your industry and the rewarding experience of working with the dedicated and knowledgeable producers who are true industry leaders. Delegates also have opportunities to serve on ABP committees and councils, become ABP directors, or represent ABP on the boards of our partner organizations such as the Canadian Cattlemen's Association and Canada Beef.

Producers who want to become ABP delegates can find nomination forms on the ABP website (www.albertabeef.org/page/delegates-directors) or by calling the ABP office. Nominations must be submitted to the ABP office by August 31, 2017. Please consider being a leader. ▼

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The new S700 Combines are the latest in our proven S-Series line, built to deliver consistently high grain quality — no matter the harvest conditions or the operator. Get the most from your field with intelligent, automated features like ActiveYield™, which lets you make real-time decisions from the cab, eliminating manual calibration and improving your yield data.

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OATWAY NEW PRESIDENT OF SEED GROWERS

Ward Oatway of Clive is the new president of the Alberta Seed Growers board of directors, succeeding Glenn Logan. During the past two years, the organization has seen an 11 per cent increase in membership, and a 44,000-acre increase in pedigreed inspected acres, said Logan, who will remain on the board as past president for the next two years. Two new directors have joined the board. Tracy Niemela operates Sandy Hill Seed Farm near Sylvan Lake with husband Duane and her parents, Terry and Marilyn Niemela. Richard Hallett runs Hallett's Hay & Seed near Carstairs with wife Lacy and his parents, Dale and Darlene. — ASG

ALBERTA PORK WEBSITE GETS A REVAMP

Alberta Pork has launched a new version of its website. In addition to information and recipes for consumers, the website offers answers to questions such as, 'Why are most pigs raised indoors?' and whether added hormones are found in pork. It has also numerous resources for producers. This includes information on animal care, traceability, biosecurity, farm safety, labour, pricing, and Growing Forward. The website, www.albertapork.com, also has a map which tracks cases of porcine epidemic diarrhea across North America. — Staff

MORE NEWS

South American superfood lays down roots in the Prairies

Quinoa production is best known in the Andes, but producers in Manitoba are starting to find their footing with the crop

BY ALEXIS STOCKFORD
STAFF/PORTAGE LA PRAIRIE, MAN.

To the uninitiated, the field of quinoa stretching out in front of Percy Phillips looks like acres upon acres of lambs' quarters and, in fact, the common weed is a close genetic relative.

This, however, is no patch of weeds.

The 10-acre field is one of several sites supplying grain to his company, Prairie Quinoa, this year and is his most recent experiment to see if the crop is viable as a large-scale commercial commodity.

"The issue is whether or not we can take one or two of the varieties that I've got going and simply put them in a John Deere air seeder, seed with conventional equipment and get a yield that is interesting to farmers," he said.

Phillips is one of a small, but growing, number of Manitoba producers who have tried their hand at quinoa (pronounced keen-wah), and one out of an even smaller number who have produced it successfully.

Less than 1,000 acres are being grown this year, but acreage of this niche crop has been generally creeping up in recent years. Phillips has been experimenting with it since 2011 after seeing it growing in Peru during a holiday.

"I very quickly realized that I am not a plant breeder; I'm an engineer and so, if you put the variables down as to what you need — soil type, location, rainfall, and all the rest of it — and you do an



The Pengelly family takes a close look at their organic quinoa crop on their Erickson, Man., operation.

PHOTO: COURTESY RYAN PENGELLY

analysis of what we're looking for, it became obvious to me that I had to find the variety or varieties that will grow well in Manitoba," he said.

He purchased a number of seed samples from Bolivia, one of the main quinoa-producing countries of the world, eventually narrowing it down to the amber quinoa he currently grows.

Peru and Bolivia count thousands of quinoa varieties, although a far smaller number is traded globally. There are five main quinoa-growing zones in the Andes, each sporting varieties adapted for that climate. It has been grown at

altitudes 3,900 metres above sea level, at low temperatures, at sea level, in the higher precipitation of northern Peru and Ecuador, subtropical areas and in the arid regions in southern Bolivia (albeit with long fallow periods between crops).

"Quinoa is recognized not only for its nutritional and dietary properties but also for its genetic diversity, adaptability to different agro-environmental conditions as well as the cultural and socio-economic benefits it has on the local environment," says the Food and Agriculture Organization of the United Nations.

The organization earmarked the crop as a means to reduce global food insecurity, going so far as to name 2013 the International Year of Quinoa.

Challenges

Despite this supposed versatility, however, efforts to adapt the crop to Manitoba have faced roadblocks. Ironically, several trials failed due to heat — some varieties are vulnerable to high temperatures when pollen tubes are formed during flowering, raising the risk of heat-blasted and sterile plants that do not fill seed.

"I was always told that maybe we



Percy Phillips examines a crop of quinoa, part of trials to identify a commercially viable quinoa variety. PHOTO: ALEXIS STOCKFORD

just tried to plant it too far south and it's just too hot, but now I think that's not the case. You just have to work around our hot summers," said Laura Telford, organic specialist with Manitoba Agriculture.

She argues early seeding keeps plants from flowering in the peak of summer.

"Plant early and also baby the crop," she said. "It's very difficult to establish and it doesn't like wind and it doesn't like weed competition at the very beginning, so you need a lot of labour at the front end."

SEE QUINOA ▶ page 26

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QUINOA ▶ from page 25

Quinoa requires 100 to 110 days to mature, according to producers, although Telford places the range closer to 90 to 100 days.

Heat vulnerability at flowering is not unique to quinoa and similar issues can affect canola, said Phillips. But the crop needs well-drained lighter soil, he said, and water stress is an issue with varieties he has grown.

Weed competition is also an issue. There is no herbicide registered for use in quinoa in Canada, although research is starting to evaluate herbicide use in the field. A 2015 study by Ontario’s Agriculture Ministry showed promising results for both s-metolachlor- and pendimethalin-based herbicides, although the remaining five tested herbicides caused plant injury.

“One of the other agronomic challenges will be developing better organic crop rotations that are of benefit to the quinoa and weed management,” said Ryan Pengelly, who grows the crop on his farm in western Manitoba.

“We have our own set of crops that will grow here, so we can’t look to South America too much for examples of what might work. I think we’ll have to develop our own experience here if we’re growing it organically,” he said.

Market potential

Pengelly and his wife first attempted to grow quinoa for their own use in 2009 and it took until 2014 to successfully produce their first small-scale quinoa crop.



The quinoa crop gets brought in at Tamarack Farms. PHOTO: RYAN PENGELLY

“There is very little information out there,” he said. “The only information really available has been developed by other companies, so unless you’re a producer growing on contract for those companies, those resources aren’t available.”

The following year, he produced enough to market, but had difficulty finding a processor able to accommodate the crop

or wash off the bitter, naturally occurring saponin which coats quinoa. The couple ended up building their own cleaning and processing facility and Tamarack Farms soon made a name for itself at farmers’ markets. Last year it grew enough to expand sales to specialty retail outlets and several restaurants.

For Phillips, the journey to successful quinoa marketing took

until 2015 when Prairie Quinoa produced its first commercial crop. Today, it ships to a list of retailers and demand has grown to the point that Phillips has begun contracting other growers.

“I no longer am questioning whether or not we can grow it. We can grow it,” he said. “That’s not an issue. The real issue is whether we can grow it commercially and be viable, I mean commercially viable.”

Phillips is currently testing two varieties for large-scale, conventional production, and would like to see a quinoa-processing plant built.

But while having more farmers to produce quinoa would be a good thing, Pengelly warned against flooding what he says is an already volatile market.

“I still don’t really know how many people out there consume quinoa,” he said.

Still, based on his experience on the farm and at the markets, Pengelly is optimistic.

“There’s been really a very strong interest in local quinoa,” he said. “The question is whether that strong interest in local quinoa translates into direct economic support and sales for us.”

The crop’s sudden upswing in



Quinoa plants emerge in the field at Tamarack Farms. PHOTO: RYAN PENGELLY



Quinoa shows a close resemblance to common weeds, but the ‘superfood’ commands premium prices. PHOTO: ALEXIS STOCKFORD

popularity makes it difficult to gauge what prices and demand might do in the future. The grain has been hailed as a ‘superfood’ due to its high protein and nutritional density, and has been bolstered by the gluten-free diet trend.

“We’re doing this because we want to do it and we love that challenge, but I’m certainly not advocating that everyone start growing quinoa,” Pengelly said. “It looks like it’s a very lucrative crop when you look at how much it costs in the store, but the costs of producing it are much higher than other crops. As a producer, it’s much riskier. The yields that we’ve seen on our farm vary incredibly.”

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Tamarack Farms products were brought to market after the farm’s first commercial crop in 2015. PHOTOS: RYAN PENGELLY

The Pengelly family poses amid their quinoa crop near Erickson, Man.

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2005 FREIGHTLINER COLUMBIA, tri-drive, Series 60 Detroit, 515 HP 18 spd, triple diff. lock, air ride suspension, 20,000 lb. front axle, 282" wheel base, 20' bed w/5' beaver tail. 780-983-0936, Clyde, AB.



REPOSSESSED 2006 INT. 9900, 435 HP long block rebuilt motor w/paperwork, 18 spd. Saskatoon bailiffservices@sasktel.net



REPOSSESSED 2012 Pro-Star INT, 475 HP Max Force eng., 18 spd., lockers, all new rubber, 134,000 kms., like new! Saskatoon, SK. Contact bailiffservices@sasktel.net.



2007 KENWORTH, pre-emission, 475ISX, 18 spd., 390 rears, EGR delete, wet kit, 1.7 on truck (rebuilt at 1.2) Wabasto, good on fuel. Professionally detailed, \$67,500. Call Shane 306-530-5131, Wey

SEMI TRUCKS
1677

2010 INTERNATIONAL PROSTAR, 500/550 Cummins eng., full delete, safety done in June, new Michelin's all around, all maintenance records available, 1,880,000 kms. Possibility of job to go with the truck! \$50,000. Call 306-229-5626, Kinistino, SK.

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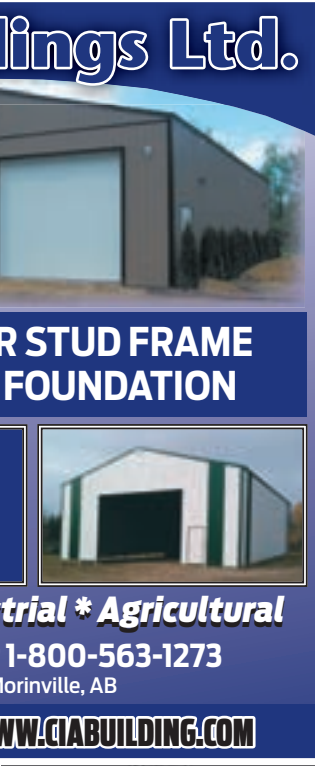
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H/H VARIOUS
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2012 JD D450 c/w 35' header, PU reel, mtd. roller, Roto-Shears, 550 hrs., exc, \$91,000 OBO 306-297-7400 Shaunavon SK

1989 CASE 736 36' swather, not used in 12 years. 1988 Case 730 30', not used in 10 years. Both shedded and in vg cond., \$3000 ea. 306-628-4267, Liebenenthal, SK.

1989 CASE 6000 SP 30', 1600 hrs., new wobble box, vg cond., field ready, \$10,500. 306-874-8032, Naicam, SK.

2011 MASSEY FERGUSON 9430, 36' in excellent condition, asking \$90,000 OBO. Call 306-231-8212, Humboldt, SK.

2001 PRAIRIE STAR 4940 25' SP with 972 header, very good condition, field ready, \$35,000 OBO. 306-726-2151, Southey, SK.

2006 JD 4895 swather, 30', c/w hay panels and hyd. roller, 525 eng. hrs., 427 cutting hrs, excellent shape, \$60,000 OBO. Call 306-646-4505, Maryfield, SK.

1985 VERSATILE 4700 25' SP CAHR, 1439 hrs., like new canvasses, good condition; Laurier 24' drive thru drill/ swather carrier. Offers. Call 306-338-2927, Wadena, SK.

MASSEY 885 SP 30', gas, 1700 hrs, 66" opening, pickup reel, rebuilt wobble box, new canvases and spare parts, \$9500. Call 306-335-2777, Lemberg, SK.

SWATHER ACCESSORIES
4148

OUTBACK AUTOGUIDE COMPLETE system with new monitor. For more information, call 1-800-667-4515 or visit www.combineworld.com

2012 MANDAKO SWATH ROLLER 10', poly, axle mount, electric winch, excellent condition, \$2980. Call 1-800-667-4515. www.combineworld.com

WANTED: GOOD USED MacDon header transport to fit 30' 972 MacDon header. 306-435-7893, Moosomin, SK.

H/H VARIOUS
4131

JD 7720 TITAN II combine, shedded, 4324 hrs., field ready, \$12,500; JD 580 25' PT swather, excellent condition, \$1400. 306-331-7749, Fort Qu'Appelle, SK.

NH 114 HAYBINE, 14', good working cond; JD 535 round baler, field ready, always shedded; NH 1033 bale wagon, PTO, field ready. Call 306-423-5748, Wakaw, SK.

BALING EQUIPMENT
4139



Ultimate Small Bale Packaging System
Small square bales are one of the highest demanded form of bales used across North America. Unfortunately, they are also the most expensive to produce. Until now. The Bale Baron by Marcrest Manufacturing takes regular 14 and 16 inch bales and packages them into time saving bundles of ease. Our Bale Packs are designed to stack efficiently into van trailers, are tightly bound using regular baling twine and are easily handled by loaders and forklifts.

H/H VARIOUS
4131

NEW HOLLAND HW325 CAB, fits other CNH swathers, good condition. For more info, call 1-800-667-4515 or visit www.combineworld.com

COMBINES
4160

1996 CASE 2188, low hrs., exc. cond., field ready, \$45,000 OBO; 1986 CIH 1660 SP offers; 2003 HoneyBee 30' header, \$15,000 OBO. 306-463-3257 Kindersley SK

2002 CASE/IH 2388 axial flow, 2160 eng. hrs., Big Top hopper, long auger, 2015 PU header, 1620 rotor hrs., SwathMaster PU, AFX rotor, 30.5x32 tires, CNH 8.3L, S/N JJC0271599, good condition, \$54,900 OBO. Phone 306-374-5887, Clavet, SK.

1997 2188 with 1015 PU header, 4200 eng./3100 sep. hrs., yearly inspection, nice shape, 1999 1020 30', all for \$45,000. Call Frank 306-394-7000, Coderre, SK.

1993 CASE 1688, AFX rotor, chopper, chaff spreader, PU header, roll tarp, 4900 eng. hours. Call 306-957-4236, Francis, SK.

2000 CASE/IH 2388 w/1015 header, \$65,000; 2004 2388 w/2015 PU header, \$115,000; 2006 2388 w/2015 PU header, \$130,000. A.E. Chicoine Farm Equipment, 306-449-2255, Storthoaks, SK.

2007 CASE/IH 7010, dual wheels, w/2016 header, \$170,000. Call A.E. Chicoine Farm Equipment, 306-449-2255, Storthoaks, SK.

2002 CASE 2388, 3600/4500 hrs., fully loaded, duals, good cond., \$39,000 Cdn OBO; Int. 1480, call for info., \$8500 Cdn. OBO. Delivery available. 218-779-1710.

CATERPILLAR LEXION
4166

2014 760TT, fully loaded, 700/1000 hrs., \$325,000 Cdn OBO; 2014 760, fully loaded, 600/900 hrs., RWA duals, exc. cond., \$285,000 Cdn OBO; 2011 750, 900/1400 hrs., duals exc. cond., \$189,500 Cdn OBO; 2011 750, 1400/2100 hrs., duals exc. cond., \$129,500 Cdn OBO; 2006 590R, 1800/2900 hrs., loaded, duals, RWA, \$114,500 Cdn OBO; 2013 MacDon FD75, 35' flex draper, exc. cond., \$65,500 Cdn OBO. Delivery available. 218-779-1710.

CLAAS LEXION 740, 750, 760, and 780 several different options avail. Headers and delivery. Save \$\$\$ 218-779-1710.

H/H VARIOUS
4131

2006 JD 4895 swather, 30', c/w hay panels and hyd. roller, 525 eng. hrs., 427 cutting hrs, excellent shape, \$60,000 OBO. Call 306-646-4505, Maryfield, SK.

1985 VERSATILE 4700 25' SP CAHR, 1439 hrs., like new canvasses, good condition; Laurier 24' drive thru drill/ swather carrier. Offers. Call 306-338-2927, Wadena, SK.

MASSEY 885 SP 30', gas, 1700 hrs, 66" opening, pickup reel, rebuilt wobble box, new canvases and spare parts, \$9500. Call 306-335-2777, Lemberg, SK.

SWATHER ACCESSORIES
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OUTBACK AUTOGUIDE COMPLETE system with new monitor. For more information, call 1-800-667-4515 or visit www.combineworld.com

2012 MANDAKO SWATH ROLLER 10', poly, axle mount, electric winch, excellent condition, \$2980. Call 1-800-667-4515. www.combineworld.com

WANTED: GOOD USED MacDon header transport to fit 30' 972 MacDon header. 306-435-7893, Moosomin, SK.

H/H VARIOUS
4131

JD 7720 TITAN II combine, shedded, 4324 hrs., field ready, \$12,500; JD 580 25' PT swather, excellent condition, \$1400. 306-331-7749, Fort Qu'Appelle, SK.

NH 114 HAYBINE, 14', good working cond; JD 535 round baler, field ready, always shedded; NH 1033 bale wagon, PTO, field ready. Call 306-423-5748, Wakaw, SK.

BALING EQUIPMENT
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Ultimate Small Bale Packaging System
Small square bales are one of the highest demanded form of bales used across North America. Unfortunately, they are also the most expensive to produce. Until now. The Bale Baron by Marcrest Manufacturing takes regular 14 and 16 inch bales and packages them into time saving bundles of ease. Our Bale Packs are designed to stack efficiently into van trailers, are tightly bound using regular baling twine and are easily handled by loaders and forklifts.

FORD/NH
4172

2012 NH CR9090, 988/656 hrs., 523 HP 355 bu. tank, factory hopper ext., c/w NH 790 CP PU, deluxe straw chopper, NH chaff spreader, HID lights, long auger, premium leather cab, Intellicruise/Opti-Fan, Y&M, factory guidance w/Intel IV/372 NAV, 620/70R42 duals, 600/65R28 floatation rrs, elec mirrors, shedded, field ready, exc. cond. Will consider CX8080 on trade. 403-501-1165, 403-377-2416, Tilley, AB.

WANTED: NH TX68 combine in good running condition with good engine. Call 780-685-2264, Worsley, AB.

3RD LIFT KIT. Upgrade your combine's lifting capacity by adding a 3rd cylinder. Complete kit with cyl., mounts and hoses. www.combineworld.com 1-800-667-4515.

GLEANER
4175

2000 R62, 8.3L Cummins eng., 3053 sep. hrs., c/w header, 12' Swathmaster PU, approx. \$5000- new spare parts, field ready, \$35,000. 306-961-8291, Prince Albert, SK.

GLEANER S77 SALVAGE, duals, pickup and many good low hour parts still available. Call us now! 1-800-667-4515 or visit www.combineworld.com

1992 R62, only 2400 sep. hrs., very nice combine for its age, \$22,500 Cdn OBO. Ph. 218-779-1710.

JOHN DEERE
4178

2004 JOHN DEERE 9760, topper, \$18,000 work order, \$69,000. Near Waskatenau, AB. Call 780-307-1516 or 780-467-9912.

JOHN DEERE 9600 w/914 PU, 3407 thresh. hrs., newer Sunnybrook concaves, high inertia cylinder and rub bars. New feeder chain. Dial-A-Speed draper, fore&aft., Cray hopper extensions, gone all through last fall, excellent condition, very clean, \$38,000. 403-899-2496, SE of Calgary, AB.

2010 JD 9770 STS, ProDrive, 1284 sep. hours, one owner, always shedded, excellent condition, field ready, \$189,000. 403-634-1677, Coaldale, AB.

2005 9660 STS, not used in 2016, all up-dates, fully loaded monitors and moisture tester, 914 PU, 14', new PU belts, 1120 threshing hrs., always shedded, exc. cond.; 1987 7721 Titan II, airfoil sieve, hyd. reverser, in-cab fan spd. control, new fine cut chopper, new tin on header below auger. 780-889-3788, Heister AB.

H/H VARIOUS
4131

2006 JD 4895 swather, 30', c/w hay panels and hyd. roller, 525 eng. hrs., 427 cutting hrs, excellent shape, \$60,000 OBO. Call 306-646-4505, Maryfield, SK.

1985 VERSATILE 4700 25' SP CAHR, 1439 hrs., like new canvasses, good condition; Laurier 24' drive thru drill/ swather carrier. Offers. Call 306-338-2927, Wadena, SK.

MASSEY 885 SP 30', gas, 1700 hrs, 66" opening, pickup reel, rebuilt wobble box, new canvases and spare parts, \$9500. Call 306-335-2777, Lemberg, SK.

SWATHER ACCESSORIES
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2012 MANDAKO SWATH ROLLER 10', poly, axle mount, electric winch, excellent condition, \$2980. Call 1-800-667-4515. www.combineworld.com

WANTED: GOOD USED MacDon header transport to fit 30' 972 MacDon header. 306-435-7893, Moosomin, SK.

H/H VARIOUS
4131

JD 7720 TITAN II combine, shedded, 4324 hrs., field ready, \$12,500; JD 580 25' PT swather, excellent condition, \$1400. 306-331-7749, Fort Qu'Appelle, SK.

NH 114 HAYBINE, 14', good working cond; JD 535 round baler, field ready, always shedded; NH 1033 bale wagon, PTO, field ready. Call 306-423-5748, Wakaw, SK.

JOHN DEERE
4178

2007 JD 9660 WTS, 1100 sep hrs., 615 PU, new rub bars, shedded, very good cond. 780-877-2339, 780-877-2326, Edberg, AB.

2005 JD 9660 STS, 615 PU, duals, Con-tour-Master, shedded, 2220 sep. hrs., serviced and Greenlighted, vg cond. \$87,500 firm. 780-853-7248, Dewberry, AB.

1990 JD 9500, 4100 eng. hrs., 912 PU header, many new parts, harvest ready, \$22,000 OBO. 306-946-7928, Watrous, SK.

1987 JD 8820 Titan II, always shedded, 5300 hrs., service records available, asking \$8000. Call 306-366-2113, St. Gregor, SK.

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2006 JD 9860 PREMIUM- Duals, AHC, TouchSet, 615P fine cut chopper, 12.5L, shedded, 1791 thrashing hrs., \$130,000 OBO. Call 306-221-8155, Allan, SK.

(2) 2016 JD S680, 370 hours up, 650/85R38, AutoTrac, \$546,200 up. Call South Country Equipment, 306-424-2212, Mossbank, SK.

2012 JD S670 816 sep. hrs, premium cab, 520/85R42, variable stream rotor, HID lights, JD Link, \$296,000. South Country Equipment, 306-721-5050, Regina, SK.

2015 JD S670, 26 sep. hrs., demo unit, 650/85R42, AutoTrac, \$499,000. Call South Country Equipment, 306-424-2212, Mossbank, SK

(7) 2015 JD S680, 270 hrs. up, Pro Drive trans. with HarvestSmart, \$484,300 up. South Country Equipment, 306-721-5050, Regina, SK

(2) 2015 JD S690, 279 hrs., 650/85R38, AutoTrac, PowerGuard warranty, \$519,000 up. South Country Equipment, 306-842-4686, Weyburn, SK.

2013 JD S690 800 sep. hrs., AutoTrac, JDLink, 650/85R38, variable stream rotor, warranty- Sept/2018, \$412,700. South Country Equip. 306-721-5050, Regina, SK.

2012 JD S690 708 sep. hrs., 650/85R38, GreenStar 2630, Pro Drive trans. with HarvestSmart, \$354,300. South Country Equipment 306-424-2212, Montmartre, SK

2013 JD S680 870 hrs., JDLink, diff. lock, 5 hyd. outlets, AutoTrac, PowerGuard warranty Apr- 2018, \$390,700. South Country Equipment, 306-721-5050, Regina, SK.

2013 JD S670, 977 sep. hrs., AutoTrac, 800/70R38, Tristream rotor, warranty- Aug./2018, \$332,200. South Country Equipment, 306-721-5050, Regina, SK.

2012 JD S680, 1157 sep. hrs., AutoTrac, 520/85R42, JDLink, Pro Drive w/HarvestSmart, powercast tailboard, \$326,400. South Country, 306-721-5050, Regina, SK.

(5) 2012 JD S680, 104

JOHN DEERE 4178

(6) 2014 JD S690, 434 hours up, 650/85R38, AutoTrac, \$436,900 up. South Country Equipment, 306-721-5050, Regina, SK.

(3) 2013 JD S680, 502 hours up, AutoTrac, HarvestSmart, \$370,800 up. Call South Country Equipment 306-642-3366, Assiniboia, SK.

(6) 2014 JD S670 STS, 229 sep. hrs. up, AutoTrac, 520/85R42, \$362,900. Call South Country Equipment, 306-721-5050, Regina, SK.

(8) 2013 JD S690 STS, 675 sep. hrs. up, AutoTrac, 650/85R38, JDLink, \$397,900. South Country Equipment, 306-721-5050, Regina, SK.

STRAW WALKER COMBINE, ideal for baling: 2006 JD 9660 WTS, 914 PU, duals, 2300/1550 hrs., \$132,500. A.E. Chicoine Farm Equipment, 306-449-2255, Storthoaks, SK.

2007 JD 9760 STS, 1714 hrs., rebuilt rotor (2016), big rubber, c/w 2011 615 PU header, \$125,000; Also 2011 JD 635 flex header w/air reel, \$30,000. 306-734-2724 or 306-734-7401, Craik, SK.

JD 7720 TITAN II with 212 PU header and 224 straight cut header, field ready, \$14,500. 306-835-7830 cell, Punnychy, SK.

2011 9870, 750/1000 hrs., loaded; 2011 9770, 700/900 hrs.; Several low houred 60, 70, & S-Series available. 218-779-1710

MASSEY FERGUSON 4181

1983 MF 860, 3000 org. hrs., 1 owner, chopper and PU, field ready, \$4500 OBO. 403-631-2373 or 403-994-0581, Olds, AB.

1994 MF 8460, 3000 hrs., stored inside, c/w reconditioned SwathMaster PU, plus new belts and other parts, \$20,000; Also have MF 9550 straight cut header, 30', UII PU reel & transport, \$6500. 403-936-5635, leave message, Carseland, AB.

1987 MF 8560, rotary, 4077 hours, PU header, straw and chaff spreaders, runs well, \$8750. 306-831-8757, Elrose, SK.

2010 MF 9895, 920 hrs., excellent cond, good rubber, well maintained, \$210,000 OBO. Call 306-231-8212, Humboldt, SK.

1975 MF 750 SP diesel combine, chaff spreader, straw chopper, PU, shedded, exc. shape. 306-549-4701, Hafford, SK.

COMBINE ACCESSORIES

COMBINE HEADER 4199

2012 MACDON 1052 45' Header, always shedded, low acres, hyd. fore/aft, hyd. tilt, PU reel, double knife drive, 4 available, \$40,000 each. 403-647-7391, Foremost AB

JD 930 DRAPER header, c/w PU reel, new pea auger, built-in transport, prem. cond., limited use. 403-823-1894, Drumheller, AB

2009 MACDON D60 35', upper cross auger, single knife, trans., canola closure kit, header done 7000- 8000 acres, Case or NH adapter \$45,000 403-588-9497 Bashaw AB

COMBINE HEADER 4199

25' HONEYBEE HEADER to fit JD 9650, 9750 and older combines, new guards and canvas, asking \$15,000. 306-553-2230, 306-741-8173, Swift Current, SK.

2012 CIH 2162 35' header, pea auger, CIH adapter, tilt, fore/aft, \$62,000. Stewart Valley, SK. 306-773-9057, 306-741-1840.

2009 JD 615 PU header, 15'W, used very little, always shedded, asking \$22,000. 306-741-2649, 306-626-3236, Pennant, SK

RECONDITIONED rigid and flex, most makes and sizes; also header transports. Ed Lorenz, 306-344-4811, Paradise Hill, SK. www.straightcutheaders.com

2005 JD 630F Hydraflex, single point, poly skids, PU reel, fore/aft, AWS air bar, c/w 2016 Arc-Fab SB30 transport, \$29,000. 306-962-3605, 306-962-7454, Eston, SK.

PEA AUGERS for MacDon, Honeybee, and JD headers. Call 1-800-667-4515 or visit www.combineworld.com

2011 JD 635 flex platform, hydra flex 35', poly skids, single point hookup, Cray air reel system, field ready, \$33,000; 2010 JD 635 flex platform, hydra flex, single point hookup, Cray air bar system, field ready, \$31,000. Gerald or Glenn Walkeden, 306-861-6849, 306-861-7782, Tribune, SK

35' MACDON 960 header w/PU reel and transport, fits CIH 1680 to 2388 combines, nice shape, runs well, \$9500. Storthoaks, SK., call 306-452-7037, 306-452-7037.

JD 930 FLEX, PU reel, poly skid plates, new gearbox, single pt. hyd., fits up to JD 70 series, \$8500. 306-547-8064 Stenen SK

2001 HONEYBEE 30', pea auger, fits 1680-2388 combines, \$18,000 OBO. Call 306-563-8482, Maple Creek, SK.

2006 HONEYBEE 36' double knife, JD adaptor, 1 owner, \$28,000 OBO. 306-563-8482.

2009 NH94C 36' draper, fits CIH/CR/CX combines, pea auger, 1 owner, \$35,000. 306-563-8482.

2003 MACDON 972, 30', CIH adaptor, \$18,000 OBO. Call 306-563-8482, Yorkton, SK.

2013 CASE/IH (MacDon) 2162 flex draper, 40', fits CR/CX combines, \$69,900 OBO. 306-563-8482.



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COMBINE PICKUPS 4202

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MISC. ACCESSORIES 4209

RECONDITIONED COMBINE HEADERS. RIGID and flex, most makes and sizes; also header transports. Ed Lorenz, 306-344-4811, Paradise Hill, SK. or web-site: www.straightcutheaders.com

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REM CHAFF SPREADER for JD 9000, brand new, new price \$4000, asking \$1000. 306-424-7511, Montmartre, SK.

1 SET OF narrow concave's and filler plates for JD 9770, \$1200. A.E. Chicoine Farm Equipment, 306-449-2255, Storthoaks, SK.

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MISC. ACCESSORIES 4209



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PARTS/ACCESSORIES 4211

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PUMPS, PRESSURE WASHERS, Honda/Ko-shin pumps, 1-1/2" to 4", Landa pressure washers, steam washers, parts washers. M&M Equip. Ltd. Parts & Service, Regina, SK. 306-543-8377, fax 306-543-2111.

PARTS/ACCESSORIES 4211

REDEKOP MAV CHOPPERS, used and new: JD, CIH, NH, Lexion, AGCO. We take trades! Call us at 1-800-667-4515 or visit www.combineworld.com

SALVAGE 4214

TRIPLE B WRECKING, wrecking tractors, combines, cults., drills, swathers, mixmills. etc. We buy equipment. 306-246-4260, 306-441-0655, Richard, SK.

AGRA PARTS PLUS, parting older tractors, tillage, seeding, haying, along w/other Ag equipment. 3 miles NW of Battleford, SK. off #16 Hwy. Ph: 306-445-6769.

LOEFFELHOLZ TRACTOR AND COMBINE Salvage, Cudworth, SK., 306-256-7107. We sell new, used and remanufactured parts for most farm tractors and combines.

COMB-TRAC SALVAGE. We sell new and used parts for most makes of tractors, combines, balers, mixmills and swathers. 306-997-2209, 1-877-318-2221, Borden, SK. We buy machinery.

SMITH'S TRACTOR WRECKING. Huge inventory new and used tractor parts. 1-888-676-4847.

G.S. TRACTOR SALVAGE, JD tractors only. Call 306-497-3535, Blaine Lake, SK.

SILAGE EQUIPMENT 4229

JIFFY 900 SILAGE WAGON, 3 axle, very good cond., \$10,000 OBO. 403-631-2373 or 403-994-0581, Olds, AB.

SPRAYING EQUIPMENT

PT SPRAYERS 4238

2014 NH SP240F 120', 1200 gal. SS tank, IntelliView IV , AccuBoom, AutoBoom, Stk 024111, \$299,000. 1-888-905-7010, Lloydminster. www.redheadequipment.ca

FLEXI-COIL 65, 100', 800 gal. tank, auto-rate control, chemical handler, \$3500 OBO call after 5PM, 306-533-2114, Pangman SK

SP SPRAYERS 4241

1996 TYLER PATRIOT 150 high clearance sprayer, 2703 hrs., 90', 750 gal. poly tank, 3-way nozzles, Outback AutoSteer, Raven AutoBoom height, 12.4x38 tires, excellent shape, well maintained, clean, shedded, \$38,000. 403-899-2496, SE of Calgary, AB.

2013 JD 4940 120', BoomTrac, sect. control, AutoSteer, 2630 monitor, Stk: 02415, \$240,000. 1-888-905-7010, Prince Albert, SK. www.redheadequipment.ca

2010 JD 4830, 100' booms, 1000 gal. tank, AutoSteer, Swath Pro, AutoBoom Stk: 021520, \$215,000. 1-888-905-7010, Saskatoon, SK. www.redheadequipment.ca

1998 CASE/IH SPX3185 90', 2 sets tires Stk: 017817, \$79,000. 1-888-905-7010, Saskatoon, SK. www.redheadequipment.ca

SP SPRAYERS 4241



HEAVY DUTY WHEEL DOLLY. Change your sprayer tires in less than an hour! Over 250 units sold. Perfect tool for safely and quickly moving or changing large wheels and tires, \$1499. Phone 403-892-3303, Carmangay, AB., www.hdwheeldolly.com

2015 CASE/IH 4440 120', AIM, Auto-Boom, AccuBoom, Pro 700 Stk: 023153 \$475,000. 1-888-905-7010, Swift Current, SK. www.redheadequipment.ca

2013 APACHE 1020, 470 hrs., duals, 100', 1000 gal. tank, AutoSteer, AutoBoom, Auto Section. Meticulous one owner unit, \$190,000 OBO. 306-591-1133, Pense, SK.

1999 TYLER PATRIOT WT, 800 gal. tank, 90' boom, 175 HP, 2 sets of tires, Trimble 500 GPS w/AutoSteer & AutoBoom, boom touchdown tires, 2 new crop dividers, 3600 hours, good condition, \$45,000. 306-925-4442, Glen Ewen, SK.

SPRAYING VARIOUS 4244

FLOATER TIRES: Factory rims and tires: John Deere 4045, 710/60R46, \$19,500; 800/55R46, \$23,500; JD 4038, Case 4420, 650/65R38 Michelin tires and rim, \$13,500. Sprayer duals available. Phone 306-697-2856, Grenfell, SK.

TILLAGE/SEEDING

AIR DRILLS 4250

MOON HEAVY HAUL pulling air drills/ air seeders, packer bars, Alberta and Sask. 30 years experience. Call Bob Davidson, Drumheller, AB. 403-823-0746.

2006 FLEXI-COIL 5000 HD 51', 10" spacing, 5" rubber packers, SS, \$21,500; 2001 Bourgault 5440 dual fans, air seeder hopper, \$23,000; 2004 Bourgault 6550, dual fans, rear hitch, X15 monitor, \$53,000. 403-665-2341 Craigmyle, AB.

2009 SEED HAWK 66-12 66', 12" sp., single knife, pneum. pkrs, 30.8 rear tires, Stk: 021475, \$205,000. 888-905-7010, Prince Albert, SK. www.redheadequipment.ca

2015 SEED HAWK 84-12 84' 12" spacing, steel seed and fertilizer knives, Stk: 022334, \$352,000. 1-888-905-7010, Saskatoon, SK. www.redheadequipment.ca

2009 SEED HAWK 72-12 72', 12" sp., twin wing, pneum. pkrs, 600 TBT cart, stk: 021477, \$205,000. 888-905-7010, Prince Albert, SK. www.redheadequipment.ca

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AIR DRILLS 4250

2010 CASE/IH ATX700 70', rubber packers, high float tires, double shoot, Stk: 020407, \$94,000. 1-888-905-7010, Swift Current, SK. www.redheadequipment.ca

2010 JOHN DEERE 1830 61', 10" sp, DS dry, Poirier openers, Alpine liquid kit Stk: 023964, \$67,500. 1-888-905-7010, Swift Current, SK. www.redheadequipment.ca

2013 SEED HAWK 60-12 60', twin wing, semi pneumatic packers, DD, SH 800 TBH, Stk 017840, \$335,000. Prince Albert, SK., 1-888-905-7010. redheadequipment.ca

2010 SEEDMASTER 72-12 72', 12" space, JD 1910 air cart, 3-tank metering, Stk: 020958, \$132,000. 1-888-905-7010, Swift Current, SK. www.redheadequipment.ca

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2013 SEED HAWK 60-12 60', twin wing, semi pneumatic packers, DD, SH 800 TBH, Stk 017840, \$335,000. Prince Albert, SK., 1-888-905-7010. redheadequipment.ca

2009 SEED HAWK 66-12 66', 12" sp., single knife, pneum. pkrs, 30.8 rear tires, Stk: 021475, \$205,000. 888-905-7010, Prince Albert, SK. www.redheadequipment.ca

2006 BOURGAULT 5710 40' 9.8" spacing, steel packers, 6200 Stk: 020500, Cart \$60,000. www.redheadequipment.ca or 1-888-905-7010, Swift Current, SK.

2012 BOURGAULT 3320 QDA 66', 10" sp., c/w L6550 tank, MRB, NH3 kit, duals Stk: 02317, \$295,000. Call 1-888-905-7010, Saskatoon, SK. www.redheadequipment.ca

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2012 BOURGAULT 3320 QDA 66', 10" sp., c/w L6550 tank, MRB, NH3 kit, duals Stk: 02317, \$295,000. Call 1-888-905-7010, Saskatoon, SK. www.redheadequipment.ca

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2012 MR 8650, \$99,500. 306-946-3301 or www.watrousnewholland.com

2010 JD 1910, \$27,143. 306-746-2911 or www.raymorenewholland.com

2013 NH TXB66-12 c/w P1060 TBT and Twin NH3 tanks, \$218,000. 306-746-2911 or www.raymorenewholland.com

2012 SEMST 8012 CT TXB w/300 onboard tank & JD1910, \$260,000. 306-783-8511 or www.yorktonnewholland.com

1998 JD 1900, \$13,900. 306-946-3301 or www.watrousnewholland.com

1997 Morris Maxim 40', \$13,900. Please visit www.raymorenewholland.com or call 306-746-2911.

1996 CC 40', 10" c/w 3430 TBH, \$39,900. Please visit www.yorktonnewholland.com or call 306-783-8511.

2009 SeedMaster 5012 TXB, \$75,000. Please visit www.yorktonnewholland.com or call 306-783-8511.

2007 SeedHawk 50', 10" c/w 777 TBH, \$109,900. www.raymorenewholland.com or 306-746-2911.

2002 Morris Maxim 34', 10" c/w 2320 TBT, \$16,900. www.yorktonnewholland.com or 306-783-8511.

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2006 CIH STX375, powershift, PTO, 1917 hrs; 2009 STX335, c/w 6-way Degelman blade/guard, 1281 hrs; 2013 Magnum 260, FWA, deluxe cab, leather, 320 hrs; 2015 Magnum 280, FWA, CVT, deluxe cab, leather, 608 hrs; 2014 Versatile 250, FWA, GPS, etc. Ph Dave 403-556-3992, Olds, AB.

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1996 CASE/IH 9370 Steiger 4WD, triple 20.8R42's, Ez-Guide 500 auto steering & GPS Nav. w/display, 5445 eng., hrs., N14 Cummins 360HP 12 spd. synchro range trans., all clutches in exc. cond., 4 sets remote hyds. with new quick couplings, S/N JEE0037740, very clean, excellent cond., \$74,900 OBO. 306-374-5887, Clavet, SK.,

2013 140A FARMALL Case/IH w/loader, 1800 hrs., \$82,000. A.E. Chicoine Farm Equipment, 306-449-2255, Storthoaks, SK.

1985 CASE 2096 w/Leon 800 loader, new rubber, AC completely redone, always shedded. 306-728-3443, Melville, SK.

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