



Farmers have been wrapping up harvest in the Moosomin area over the last couple of weeks. World-Spectator editor Kevin Weedmark got this photo of local fields looking west from Highway 8 south of Rocanville on Sept. 13, with the help of local pilot Rob Austin.

## 2015 harvest wrapping up

BY JULIA DIMA

Farmers across the region are putting another year in the books as harvest 2015 wraps up. Some local farmers are completely finished, and others are about 75 per cent of the way there. Overall, things are looking optimistic.

In the Moosomin area, harvest is about three quarters complete.

"I would say that for the most part, it's an average harvest. Between the guys dealing with hail and other issues this year, overall it's average," says Jeff Vanrobaeys with Parrish and Heimbecker in Moosomin. "That being said, most guys will probably be pleased with that. The other thing is we started back in August, for most guys it's been a long harvest, so you get that sense, that they will be glad to be done."

The quality of the crops coming in so far is variable, Vanrobaeys says. Though most of the growing season was ideal, a cool spring and late frosts made some challenging growing conditions. After a frost in early June, a number of farmers had to reseed canola crops. Coming into harvest, that appears to have been of benefit to them.

"I think in some instances, canola is probably yielding better than they expected, and wheat is probably average. I was talking to a grower this morning, who says his reseeded canola was his best," he says.

At Richardson Pioneer in Whitewood, Trent Brister

says harvest appears to be about 90 per cent completed for local producers. Yields are looking average to above average, and the quality is good, except for some wheat, which was impacted by untimely rains just before harvest.

"The wheat is all done, most of it will grade in top two grades with protein, there will be a little bit of number three, because of the wet weather. The only thing left to combine is a little bit of canola, soybeans, and a bit of oats. There is probably 60 per cent of the flax to go," Brister says. "Yields have all been average or above average, the wheat would probably average around 45 (bushels per acre), canola would average a solid 40, with highs of 60. Barley is likely around 80, oats are on the lighter side, so farmers will be a little disappointed there. Canola is actually going to turn out to be one of the best canola crops—the guys that reseeded it, that did pay off for them, it's averaging five bushels per acre more, and the ones that didn't reseed are still turning out 40 plus bushels per acre."

Canola, he says, did better than expected, sadly, because of the fires in Northern Saskatchewan.

"When we had all that smoke, we had the humidity, and we had 10 days that were bad for the fires, but acted as an insulator from the heat, so we had 10 days that would have cooked the canola when it was flowering

without the smoke there," he says.

Farming near Fairlight, Kristjan Hebert says his canola surprised him.

"Overall, just because of the canola having a frosty start, we weren't expecting big things out of our canola, but the stuff that was hit by frost surprised us and still made it to be a good solid average crop, so that was good," Hebert says.

As of last week, Hebert said that harvest was 98 per cent complete, with winter rye seeded and a short four or five day wait for soybeans to be harvested.

For Hebert, like many local farmers, it has been a long harvest, that got off to an early start in mid-August, but was punctuated by untimely rains that slightly slowed down the harvest.

We had 11 inches of rain in the growing season this year which is normal for us. We were able to get all our cereals off before the big rain, and all the cereals came off at an average yield and above average quality. Then we did all our canola after the rain," he says.

"Normally, we try to be done before the first of October, so we are a little bit early, but we got to start a little bit early too."

Hebert says that reaching the end of harvest is always a good feeling on the farm.

*Continued on page C3*

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 <p><b>2003 JOHN DEERE 9750 STS</b> 3870 hrs., 2WD, singles, chopper, lateral tilt, 20 ft. auger, dial-a-speed, hydraulic fore and aft reel control, 800/6SR32. <b>\$92,000</b></p>	 <p><b>2007 JOHN DEERE 9760 STS</b> 2147 eng., 1476 sep. hrs., singles, chopper, yield monitor, hyd. fore/aft, contour master, MacDon Pw7 hdr. <b>\$170,700</b></p>	 <p><b>2012 MACDON M155</b> 738 eng. hrs./527 sep. hrs., grain head, 35' platform. <b>\$147,400</b></p>	 <p><b>2009 CASE IH 7120</b> 1707 hrs., 2WD, singles, chopper, yield, monitor, header. <b>\$165,800</b></p>	 <p><b>2013 JOHN DEERE R450</b> 36' HB header. <b>\$131,600</b></p>

**COMBINES**

- 2014 JOHN DEERE S690**  
Small grain, 2WD, duals, chopper, yield monitor, lat. tilt feederhouse, guidance, 615P hdr., #57820 ..... **\$478,350**
- 2012 JOHN DEERE S690**  
615P hdr., Greenstar ready, prem radio, small grain, duals, 466 sep. hrs., #53037 ..... **\$389,475**
- 2012 JOHN DEERE S690**  
615P hdr., wide spaced tube radiator, 621 sep. hrs., #54418 ..... **\$384,225**
- 2012 JOHN DEERE S690**  
615P hdr., wide spaced tube radiator, #54419 ..... **\$378,950**
- 2014 JOHN DEERE S690**  
232 sep. hrs., small grain, 2WD, duals, guidance ready, xtra hi-cap air cleaner, 615p hdr., #56558 ..... **\$474,300**
- 2012 JOHN DEERE S680**  
986 eng. hrs., 568.4 sep., 615 header, small grain, 2WD, guidance ready, prem. cab and radio, small wire concave, JDlink ultimate promo, #51869 ..... **\$347,370**
- 2012 JOHN DEERE S680**  
1216 eng. hrs., 800 sep., 615 header, small grain, lateral tilt feederhouse, guidance ready, wide spaced tube radiator, #55537 ..... **\$352,650**
- 2013 JOHN DEERE S670**  
595 eng. hrs., 456 sep., 615 header, 2WD, chopper, yield monitor, guidance ready, #56450 ..... **\$395,300**
- 2013 JOHN DEERE T670**  
425 eng. hrs., 272 sep., 615 header, 2WD, duals, chopper, yield monitor, lateral tilt feederhouse, guidance ready, #54992 ..... **\$314,750**
- 2010 JOHN DEERE 9870 STS**  
Small grain, 2WD, duals, chopper, lat. tilt feederhouse, adj. rear HD spindles, general purpose chaffer, 22.5 ft. (6.9m) unloading auger, 28L-26 10PR steering tires, HC feeding pkg., fine cut chopper w/chaff spreader, Xenon lighting, #57653 ..... **\$263,150**
- 2009 JOHN DEERE 9870**  
1191 eng., 843 sep. hrs., singles, chopper, yield monitor, guidance ready, 615 pu hdr., #56515 ..... **\$228,950**
- 2010 JOHN DEERE 9870STS**  
1165 eng. hrs., 937 sep., 615 header, duals, guidance ready, hyd fore and aft reels, Xenon lighting, 615 p hdr., 26 ft. unloading auger, #55006 ..... **\$268,425**
- 2008 JOHN DEERE 9870STS**  
615 pu, 2WD, singles, chopper, Xenon lighting, 1463 sep. hrs., #57742 ..... **\$207,895**
- 2005 JOHN DEERE 9860STS**  
2517 eng. hrs., 615 header, prem hdr. ctrl., auger w/steel fingers, duals, 2WD, #50697 ..... **\$142,105**

- 2010 JOHN DEERE 9770 STS**  
1250 eng. hrs./908 sep. hrs., small grain, 2WD, singles, small wire concave, Xenon lighting, #58162 ..... **\$234,400**
- 2008 JOHN DEERE 9770STS**  
1337 eng. hrs., 895 sep., 615 header, 2WD, yield monitor, 1 gal. header, Xenon lighting, small wire concave, #47261 ..... **\$220,000**
- 2008 JOHN DEERE 9770STS**  
1477 eng. hrs., 921 sep., 615 header, 2WD, prem. cab, high cap feed pkg., #51045 ..... **\$221,050**
- 2008 JOHN DEERE 9770 STS**  
Corn/bean, 2WD, singles, chopper, yield monitor, performance plus, fine cut chopper w/chaff spreader, #57656 ..... **\$186,750**
- 2008 JOHN DEERE 9770 STS**  
Corn/bean, 2WD, singles, chopper, yield monitor, lat tilt feederhouse, header, Xenon lighting, cylinder, header height resume, sensing + float, Greenstar monitor less display, adj. rear HD spindles, sidehill cleaning shoe pkg., #57657 ..... **\$187,450**
- 2007 JOHN DEERE 9760STS**  
2604 eng. hrs., 1851 sep., Pw7 header, chopper, yield monitor, lat. tilt, feederhouse, Xenon lighting, #55034 ..... **\$157,895**
- 2002 JOHN DEERE 9750STS**  
2890 eng. hrs., 914 hdr., #54518 ..... **\$105,550**
- 2003 JOHN DEERE 9750STS**  
3870 eng. hrs., 914 hdr., #56466 ..... **\$91,950**
- 2011 JOHN DEERE 9670S**  
735 eng., 557 sep. hrs., singles, high cap feeding sys., fine cut chopper, prem. cab, 615 pu hdr., #50804 ..... **\$221,053**
- 2002 JOHN DEERE 9650STS**  
Fine cut chopper chaff spread, 2500 sep. hrs., small wire, small concave, 2WD, #57832 ..... **\$88,890**
- 2009 CASE IH 7120**  
1320 sep. hrs., small grain, 2WD, chopper, guidance ready, yield monitor, #57562 ..... **\$160,525**
- 2009 CASE IH 8120**  
1180 hrs., 3016 w/swathmaster, singles, luxury cab, rock trap, HID lights, #57866 ..... **\$190,075**
- 2008 CASE IH 8010**  
1884 engine/1448 sep. hrs., 2WD, duals, chopper, 2016 pu hdr., #58123 ..... **\$150,500**
- 1996 CASE IH 2188**  
4560 hrs., 2WD, singles, chopper, with 1015 pickup, #55758 ..... **\$41,550**
- 2010 JOHN DEERE A400**  
36' HB hdr., swath roller, #52933 ..... **\$107,370**
- 2009 MACDON M150**  
36' D60 6 bat reel, hyd. fore/aft, #54625 ..... **\$122,105**
- 1989 CASE 730**  
30 ft. pull type, #50381 ..... **\$2,780**

**SWATHERS**

- 2002 PRAIRIE STAR 4952**  
1926 hrs., grain head, 25 ft. platform, #57873 ..... **\$57,100**
- 2006 MACDON 9352i**  
2089 hrs., grain head, 30' platform, mounted roller, #57864 ..... **\$65,555**
- 2005 MACDON 9352i**  
30 ft., 1229 hrs., 972 hdr., gauge wheels, Empire end gauge wheels, free form hyd. roller, 1581 eng. hrs., #57754 ..... **\$77,775**
- 2000 MACDON 2950 1**  
520 hrs., 30' 2 spd. turbo, rotoshear, #57861 ..... **\$62,225**
- 2000 PM 2950**  
30 ft. 972 hdr, manual fore/aft, split reel, #52873 ..... **\$46,670**
- 2008 JOHN DEERE 4890**  
30', #57823 ..... **\$43,350**
- 2012 MACDON M155**  
35 ft. single span reel, single knife drive, Konders mounted roller, 743 eng. hrs., #57744 ..... **\$131,580**
- 2006 MACDON 9250**  
30 ft. 963 hdr., gauge wheels, #51069 ..... **\$63,350**
- 2011 JOHN DEERE D450**  
603 hrs., 40' platform grain head, #57875 ..... **\$121,050**
- 2000 WESTWARD 9350**  
36 ft. hdr., #54532 ..... **\$50,000**
- 2009 NEW HOLLAND H8040**  
1120 hrs., 36', #57863 ..... **\$82,225**
- 2010 MACDON M150**  
590 eng. hrs. 35 ft. D60 hdr., #51724 ..... **\$125,790**
- 2013 JOHN DEERE W150**  
312 hrs., 4400, 40 ft. hdr., HID lights, #52061 ..... **\$149,475**
- 2009 CASE IH WD1203**  
1040 hrs., 36' grain, #57834 ..... **\$72,225**
- 2008 M/F 9220**  
30" platform, 631 engine hrs., 5200 hdr., #58028 ..... **\$56,950**

**HEADERS**

- 2004 MACDON 963 36' Draper**, #57818 ..... **\$33,350**
- 2011 HB 30GB**  
30 ft., p. auger, transport pkg., #52076 ..... **\$55,555**
- 2013 JOHN DEERE 435D**  
35 ft. Draper header, single knife drive, stab trans. pkg., #50423 ..... **\$77,225**
- 2004 JOHN DEERE**  
914 p/u hdr., 14 ft. auger w/steel center fingers, #58163 ..... **\$16,675**
- 2004 JOHN DEERE 936D**  
Draper, 36' pickup reel, road transport w/lights, #57726 ..... **\$36,125**
- 2010 JOHN DEERE 640D**  
40 ft., Draper header, poly tine pu reel, slow speed trans sys. w/warn light, #47173 ..... **\$65,555**
- 2009 MACDON FD70**  
40ft., Draper header, p. auger, transport pkg., #50710 ..... **\$72,225**
- 2008 MACDON PW7**  
Draper header, #54750 ..... **\$16,125**

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# Harvest round up: Local farmers finishing harvest this week

Continued from front

"It's always good to wrap things up, everyone is excited to get everything in the bin, and the crew is pretty tired—they all put in a lot of hours and we sure appreciate everything they do. We have some pretty important women around the farm feeding everybody each night, so they put in a lot of hours too, so it's a sense of relief for everybody when we're done," Hebert says.

Near Watota, Neil Weatherald was also finishing his harvest last week, with 30 acres of oats for the horses left to combine on his 2,800 acre farm.

Aside from some rains, Weatherald says harvest went smoothly, and the quality and yields are looking average.

"Canola was a bit below average, and the wheat was about average. The wheat is not really great right now price-wise, but things will change," he says.

Weatherald says it's been an early harvest, by a few days, and says being finished by the end of September is ideal.

"It feels good to be done, it always does, it's a relief to get everything in the bin, for sure," Weatherald says. "It's drier this year, we're able to do some field work, and get the fields back into shape, so it's good

to be able to have the time to do that."

South of Weatherald in the Redvers area, Dustin Toms finished harvesting his 6,000 acre farm in the third week of September. He's calling it an early harvest and an overall good year.

"Other than a wet spring, we can't ask for much more at this point in time—it's been a pretty good year, especially after what we've come through the last four or five years," he says. "The quality is looking very good, the quality on the barley is excellent. The only downfall is the wheat, which was right on average, and the prices are not awesome on wheat right now, so we're looking to market more barley and canola."

Toms says the earlier harvest gives him a chance to get field work done that has been neglected for a few years where late harvests and wet conditions made it a challenge.

Near Maryfield, John Van Eaton was around 75 per cent finished harvest last week, estimating it would be another five or six days to completely finish the harvest. He says that harvest was off to an early start, but the rain set things back.

"I was expecting to be basically finishing up about now, but we're five days

so away from that. We're not stressed out by it yet this would be, historically, a little on the early side for us," he says. "Overall, we are fairly pleased with the yields. For us, I would say this is slightly above average. Looking at the last five years, we've had a few wet years that were nothing short of a disaster, so we're pretty happy with the results this year."

Van Eaton says he's looking forward to having everything in the bin in the next week.

Dwayne Wolf from Wapella is also about 75 per cent completed his harvest, with a small amount of canola left, and soybeans, which he hopes will be mature this week. Soybeans are, historically, about a week ahead of schedule this year, due to the warmer conditions through the summer.

"Quality and yields are expected to be good, but it's hard to say until you start combining them. Everything is kind of

average to above average, the wheat was probably average or slightly below," he says. "Overall, for us, it's a good harvest."

Wolf, like other producers, was off to an early start at the end of August, and was slowed down by the rain in the following weeks.

"It slowed us down a fair bit—considering we were combining malt barley and winter wheat early on, and now here we are at the 23rd of September, and it doesn't look like we will be done until the first week of October, so it is a drawn out harvest. We were hoping to have this all wrapped up by the end of September," Wolf says.

Despite that, the end is near, and Wolf is feeling optimistic about finishing the busiest time of the year for farmers.

"Each day, it's been a long grind, so guys will be happy to get it done and put another one in the books," he says.



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# Under the hide, before the beef sales

BY STEVE SUTHER

Generations of Canadian cattlemen have supported their families and beef lovers from coast to coast.

Nowhere could be found better husbandry applied to produce the most pounds of beef from herds well adapted to the prairie ranges, mixed-wood plains and maritime paddocks.

But what about the beef under those hides? Traditionally, that was left to feedlots and packers to sort out. On the other side of the packinghouse door, beef salesmen seldom gave much thought to the process of harvesting—transforming cattle into beef.

That began to change with Ontario's first Carcass 101 seminar at the University of Guelph (UoG) on August 25, presented to 100 producers, packers, food service and retail meat professionals.

OMAFRA Beef Lead Brian Pogue helped organize the seminar and planned well in advance to obtain video and profile photos of eight finished steers for evaluation and projected carcass values.

Guelph meat scientist Ira Mandell began with a review of grading and sorting by age based on ossification and the lack of fat cover on rib bones of older animals. He discussed discounts for dark cutting beef and also compared fat color, showing the white from grain-finished and amber from grass or forage-finished cattle.

"Grass-fed having higher amounts of conjugated linoleic acid (CLA) really does not have the health benefit that the grass-fed followers believe," Mandell said, citing several studies and adding, "It has become a lot of hype."

Pogue began a video live cattle discussion that had participants ranking animals for weight, marbling, yield, maturity and fat cover. Then he and Gary Hasson of the Canadian Grading Agency led a telling excursion through the meat cooler for similar scoring on the eight carcasses.

Meanwhile, CAB meat

scientist Phil Bass conducted a concurrent session on carcass fabrication based on the main steakhouse cuts of rib eye, strip loin and tenderloin. He talked about other relevant trends as well.

"As a beef community, we're trying to add value to the cattle you produce," Bass told attendees. "Part of that is a refocus on bone-in cuts and some alternative regional cuts such as introducing the tri-tip and sirloin flap to areas that are less familiar with those."

Another aspect is better utilization, or selling more steaks like the flat-iron and other chuck cuts at a premium to ground beef, Bass added.

Hasson explained how CGA grades beef carcasses, pointing out the key variations in marbling between AA, AAA and Prime grades.

His interactive demonstration on yield grade included fat measurements at the 12th rib, backed up by a cutting test on steak off that rib section.

"Seeing the yield test data confirm the measured results of the yields really helps convey the value of the yield grade assignment," Hasson noted.

Back in the classroom, actual data were revealed.

"For the most part, the crowd failed miserably," Pogue said. "We expected that—it's difficult to tell what's under the hide. I can do a fairly good job assessing the muscling and fat cover, but I defy anybody to look at the live cattle and tell what level of marbling it will have."

He provided individual feedlot performance and profitability as well.

"We weighed the cattle the morning they were harvested so we had feedlot average daily gain and individual feed conversion," Pogue said. "We showed lean meat yield and percentages by grade as AA or AAA, and actual marbling scores. Then we looked at the economics."

One of the most surprising results was the difference between the typical

Canadian market price and the wider range if marketed on a U.S. packer grid.

"We took starting and mid-term weights, figuring what the cattle were worth then, compared to the finished carcass value to get at profit," Pogue said. "We had a fairly significant range, from about \$4 to \$300 per head profit for the top steer that qualified for the Certified Angus Beef brand."

Just as significantly, that range in value is of little concern in the Ontario finished cattle market, he said. "Our producers have very little incentive today to produce AAA over AA, but I think the U.S. type of grid is coming to Canada."

To that point, he added, "We have done a great job of tracking cattle through the supply chain, but where we fall short is in sharing the data with producers who hit the high-quality mark so they can see how genetics have affected that quality."

Mike McMorris, BIO general manager, agreed.

"We talk a lot about how we need to do a better job raising better beef, but we get protective of our data and find it hard to let it out of our grip," he said. "We fear that our success should be held close to our chest and not shared for everyone to take."

Optimistic that the future will look different, McMorris said, "It's in our best interest as producers to share what has worked best, genetically and financially, for the good of all the producers. We have room to grow in producing a better beef supply for the consumer."

Perhaps a fifth of the group attending came from food service and retail. Brian Langley, Longo's director of meat and seafood, brought a large contingent of staff and explained the latest initiative at the CAB-licensed retail chain.

"We have made a strategy change in the last few years to target the millennial shopper," he said. Recent survey data shows the younger generation enjoys

cooking and represents a growing market for the retail meat case. "We are bringing in programs to Longo's that resonate with the millennial consumer."

Pogue said as more retailers look for higher marbling in the beef cuts they are offering to increasingly quality-minded consumers, "We will need to get more of our cattle to qualify for the AAA grade."

CAB's Larry Corah noted Canadians produce just half of the total tonnage of the brand's sales in the country's hundreds of CAB-partner restaurants and retail stores.

"Quality has really gone up in Canada over the past five years, and yet the value of that greater supply of AAA beef has grown faster than that of the lower supply of AA," Corah said.

"That's a huge opportunity for producers who can hit the premium AAA and Prime grades."

He also provided examples of dramatic increases in quality grade in U.S. herds based on a single generation of calves sired by bulls near the breed top for marbling, which Corah noted does not limit progress in selection for other traits.

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Harvest is wrapping up or has wrapped up on farms throughout the area. This field of straw bales is near Moosomin  
Andrea Jaenen photo

## Gene editing a new technology in the agriculture industry

BY ROBYN TOCKER

Genetically Modified Organisms are not new to the agriculture world, but a new technology called gene editing is making headway in the industry.

Gene editing was developed less than a decade ago. It is a process that involves making targeted changes to an organism's genome without requiring genetic material from another organism.

Shawn Gibson, the project manager for Processing and Agri-Value for the Government of Saskatchewan, said Gene Editing or cisgenics is different than the traditional method, transgenics, in which foreign genetic material is added to the genome.

"We can make very similar changes to what we can do with transgenics without actually having to use DNA from other organisms," he said.

"It's much more effective. It's easier to do," Gibson added.

Gibson said gene editing provides an opportunity for scientists to enter into a conversation with the public.

"With gene editing, it's a good opportunity to engage the public ahead of time and tell them that there's a new technology that's different from the old technology and it's much more effective," he said.

This project was done through publicly funded research. In the beginning, there were questions surrounding its application.

"This technology actually came from bacteria. They used this system to get rid of unwanted things in their genomes. It wasn't until someone thought, 'Hey, I wonder if there's commonalities between what bacteria do and what plants and animals do?' It turns out there is so it turns from what we would call pie-in-the-sky work to something that can be applied. It could revolutionize how molecular biologists interact with genomes to make targeted changes," he said.

Transgenics inserts foreign genetic material into a genome, while cisgenics works with the genes that are already there.

"We can actually use the same technology that's used to make the edits to check the genome to make sure that only the part that we're actually interested in editing has been edited," he said.

Gene editing can be used in many different areas by removing or inserting traits. It can be used to develop glyphosate-resistant genes in plants, for instance.

"With gene editing, we can actually put the individual plant cell's DNA that's in there with the susceptible gene for this pathway," Gibson said. "It uses everything that's already in the plant. It just changes the way it works."

The technology is being used to develop a glyphosate-resistant flax without having to use the traditional methods.

"It's not a transgenic. It's basically normal flax, but the protein that glyphosate interacts with, it can't interact with now." The flax is not yet on the market.

Another benefit to gene editing is cisgenic plants can be bred like unedited plants.

"These types of edited lines will reproduce like a normal plant will and it will cross like a normal plant. You could actually take these plants and breed other traits into them like you could with a normal plant," said Gibson. This is different than how a transgenic plant would behave.

"You can do crosses with a transgenic plant, but there's extra genetic material you have in there that you have to take into account when doing crosses."

Gene editing can be used in any organism, Gibson explained.

The changes could happen through natural selection and evolution, but it takes a significant amount of time. When it comes to glyphosate-resistant plants, this does occur without gene editing, but has taken over 40 years to appear.

"In the United States, there are weeds that are resistant to glyphosate. This can happen naturally but it takes an extreme amount of selection pressure to do it," he said. "If you just left it naturally, our crops would take hundreds of years, perhaps, to generate this mutation."

"That's the part that's nice about gene editing. It could happen and we're just making it happen quicker," he said. "It's not accelerated evolution. We're just doing something we could do for breeding if that mutation was there."

For farmers, gene editing should accelerate variety development.

"What that means at the end of the day for farmers or producers is they should get new varieties capable of doing something different quicker.

"Maybe they get canola that produces a different profile of oils or a different type of oil seed that produces a more industrial type of oil," he explained.

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# Producers want better resources for labour challenges

BY JULIA DIMA

As farms in Saskatchewan get larger, producers are faced with more labour challenges than before. Now, the Ministry of Agriculture is finding that producers across all sectors are looking for better solutions to meet the challenges they have on their farms. A roundtable was held by the Ministry of Agriculture, Ministry of Economy and The Canadian Agriculture Human Resources Council (CAHRC) to discuss those challenges.

"One of the things we really wanted to do is get a better understanding of the labour issues producers were facing. Labour is under the purview of the Ministry of Economy. So, we are working with them, and we figured we really need to better understand the challenges that industry is facing," says Bob Wiens with the Ministry of Agriculture.

The roundtable had 25 producers from 15 different agricultural sectors including grains and oilseeds, hogs, cattle, and even apiaries. Wiens says that they were looking for producers who had some experience in hiring staff, so they could discuss some of their challenges and some of their successes.

"The biggest issue was attraction and retention of employees—human resources issues were probably one of the top things expressed by industry. Agriculture is changing and it continues to change, so what used to be a farm that could be handled by a family unit is now looking at employing others. So that brings hiring challenges, and some people felt there was an HR (human resources) gap," Wiens says. "Another thing they found was issues in getting the right information in a timely manner. So, whether it's challenges hiring through the Temporary Foreign Worker Program, or dealing with the federal or provincial government, people were asking, 'How do I find that stuff?' It was identified by producers that it could be better (to get information)."

Coming out of that discussion, Wiens says the Ministry is hoping to make services easier to access for producers.

"One of the things they identified was wanting one window—who do I phone to find out information? The other thing we are working on is having a web-based place where they can go, and be linked to programs, and answers for questions they may have with labour issues—so they can go to one place," Wiens explained.

Another issue raised at the roundtable was attraction and retention of workers. Wiens says that the roundtable heard a number of different solutions in addressing retention issues that come with the territory of rural work.

"We had examples of producers who provide housing, and other techniques to keep people. One employee said there was no work on Sundays for employees, which probably goes away from the norm. But things like that were identified to help retain employees. When hiring temporary workers from overseas, you have to provide housing, but producers were also talking about Canadian and Saskatchewan workers, where they didn't technically have to provide them with housing, but said that's part of what we need to do to attract a labor force into rural Saskatchewan," Wiens says. "They had stories of not being able to keep employees, but success stories came from



As farms have grown, labor challenges have become greater.

things like providing housing. One success story from a farmer near Tisdale was that they found workers needed family time off, so they looked into more flexible work schedules.

"It was pointed out that when you're hiring someone, you need to be really up-front about what the job will require, and that the job will require that at certain times, you work overtime. That way, you're not dumping this on them after you've hired them," Wiens adds. "We had one person saying it's important to be up-front, so that when you get people, you are not losing them right away—trying to match the expectations of employer with the expectations of the employee. That was discussed, and people

little else. Wiens says that's not true anymore.

"We think of agriculture as just primary production—I'm going to be on combine, I'm going to be in a feedlot, we think of it as hard dirty work. Agriculture is much broader than that—it's about research, agronomics, heavy duty mechanics, it's so much more. You can get careers in agriculture and it's not just about a guy working 16-hour days in the fall," Wiens says. "As farms get bigger—the average farm size is over 2,000 acres, and we hear more and more about guys with 30,000 or 40,000 acre farms, that requires equipment repair, human resources, and so on, so the careers are much broader. We have to think of agriculture from a career point of view."

Wiens says an important part of the roundtable was connecting producers with other producers to find solutions. From the Ministry of Agriculture's perspective, the next step

is streamlining information and improving online resources for producers who were asking for easier access to the resources they need.

"How do we get information out there, that was the key thing—as the government develops new web-based services, we want to have linkages to workforce issues, the regulatory sides of things, what's happening with OH&S, workers' compensation, we're looking at best practices, and working closely with CAHRC," Wiens says. "So, our biggest goal is making sure if a producer phones us, we can point them in the right direction, we can point them to programming so they can make better decisions."

This is the first time the Ministry of Agriculture has held such a roundtable, and the hope is to hold others in the future, to continue to gauge and understand the challenges producers are facing with labour in the future.

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# Lots of issues to consider when deciding on grain storage

When delivery space is tight at the grain elevators, producers who can deliver grain immediately, no matter what the weather is doing, have a distinct advantage over those who can't. That's part of why grain, oilseed and cash crop producers across Canada are growing their storage capacity in centralized, all-weather locations.

Canadian grain farmers have always liked to store their production on the farm. Since grain prices are traditionally at the lowest point of their commodity cycle during harvest, being able to deliver later in the year often means better returns.

At one time, producers liked to have grain storage on every significant parcel of land, says Lyle Muires, Vice-President of marketing at Corr Grain Systems in Regina. Today, 20,000-acre farms aren't uncommon on Prairie farms. Farmers want to store all their grain in one location so they can more easily manage it. Many use grain bags to temporarily store grain in the field during the harvest rush and then move it to their central storage location, where it's simpler to keep a close eye on its condition.

"Size needs to be determined by the variety of crops you are growing today and leave some flexibility for the future."

"A lot of the reasons farmers are improving grain storage and handling systems relate to logistical and human resource efficiency," says Terry Betker with Backswath Management in Winnipeg. "Some farmers are running

three or four combines and harvesting four or five thousand bushels an hour, so using big bins saves them a lot of time."

## Lease versus buy

Betker says there are good economic reasons for producers to match their grain storage to the size of their combines, grain cart and trucks. Centralizing grain storage improves the logistics of trucks coming and going. It simplifies the operation, because you don't need to run to different yard sites when it's time to deliver.

Most producers installing new grain storage systems lease them.

That's because leasing a bin system can have a large tax advantage over buying one, says Tere Stykalo, MNP's southern Manitoba ag leader based in Dauphin, Man.

"When a producer purchases a bin, they can only claim a capital cost allowance at a rate of 10 per cent per year on a declining basis. In the first year it's only half that rate, or five per cent," Stykalo says. "So, on a simple \$50,000 dollar bin purchase they're only able to depreciate \$2,500 the first year and \$5,000 a year after that. If they took a five-year lease on a \$50,000 bin, though, they could claim a \$10,000 a year lease deduction."

"These are very simple figures that I'm using as an example only," he explains. "There is a small buyout at the end, but there sometimes are major tax advantages to leasing versus buying."

## Have a master plan

According to Muires, the first thing to consider is where you're going to put your new bins. Keep in mind things like elevation, proper drainage and, of course, future expansion. Just because an area might work with the trucks and handling equipment you're using today doesn't mean it will work with the bigger equipment you might use in the future.

Everyone has put grain storage in the wrong spot or in too low an area at some point, he says.

"Get it up in an area where there isn't water pooling, not only where you put your bins but also where your equipment is going to be during haul-out."

Selecting the right sized bin can be tricky too, because it will vary from one operation to the next. He believes size needs to be determined by the variety of crops you are growing today and leave some flexibility for the future. Those who grow ten or twelve different crops choose to have more, smaller-capacity bins, while those who grow large volumes of just two or three crops tend to build big ones.

"You want to be able to set up your auger or conveyor into a bin and not have to move it for two or three days," he says. "So whether it's 20-, 30- or even 50-thou-

sand bushel bins, pick a size that minimizes moving equipment at harvest. Then on the draw side it will allow either you or custom haulers to draw grain out very efficiently."

## Use available tech

As bins on farms get bigger, though, producers are increasing the risk of catastrophic financial loss from spoilage. That's why nearly all producers install monitoring systems, along with aeration and other systems, to manage the condition of their grain.

"It's important you buy the right aeration and monitoring technology for your new bins," Muires cautions. "Don't pick a particular system just because your neighbour has it. Pick the one that will work best with the size of your system to condition

your grain."

The technology is evolving quickly. With the newest systems, you can monitor your grain while you are away from the site. If the temperature in a bin starts to climb, the system will send an alarm to your smartphone and let you control the fans from your mobile device—even if you are out of the country.

## Get expert help

"If you're thinking of building a new grain handling facility, I recommend you work with a grain management specialist," Muires says. "You can do it on your own, but a specialist can

help walk you through the numerous options out there.

"It's also important to make sure that whoever is installing your bins has the expertise you need," he adds. "Lots of great product gets set up by subpar installers. It's no different than if you build a house: the quality of the person who builds it is probably as important as the quality of the product you buy."

When you have the right storage capacity at your farm, you stand a much better chance of being the guy at the terminal who can make just-in-time grain deliveries for the best return possible.

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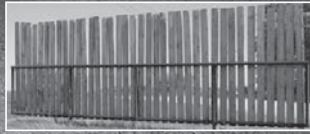
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# Combating spoilage, insects requires vigilance

BY RICHARD KAMCHEN

Maintaining Canada's reputation as a high quality grain supplier requires post-harvest vigilance in proper grain storage, say industry groups.

Canada exports 90 per cent of the canola it produces and another 20 million tonnes of wheat, oats and barley every year. Grain and oilseed industry groups say customer demands mean providing a clean product.

In order to avoid spoilage and insect issues, both the Canola Council of Canada and Cereals Canada advocate cool and dry storage. Both are involved in Keep it Clean campaigns that provide farmers best storage practices. Cereals Canada adds farmers should regularly check their storage units for heating, spoilage, insect infestations and any other problems.

When it comes to spoilage, "we're measuring in parts per billion, not just looking for moldy grain," says Cam Dahl, president of Cereals Canada. He notes it doesn't take many affected seeds to have a vessel rejected.

"It's not just export customers, it's also the Canadian Food Inspection Agency and Health Canada," Dahl says. "There's a greater ability to test, and there's increased scrutiny."

"Once you've hit the point of spoilage, it's pretty much trash," says Brent Elliott, infestation control and sanitation officer,

Canadian Grain Commission. Spoiled grain can even be rejected as feed grade.

CGC advises farmers to check the temperature of their grain every two weeks and at least every month.

Insects can also become an issue, and CGC has a zero tolerance policy for live insects in stored grain.

The CGC urges farmers first ensure their bins are clean and free from grain residues that can harbour or attract insects, most likely to be found in warm, moist pockets. Maintaining grain temperatures below 15 C and keeping grain at the appropriate moisture content also helps keep insects out. The latter depends on crop type, and wheat, for instance, should be at or below 14.5 per cent moisture content.

Insects could be grain feeders, fungal feeders or predators of these insects, and appropriate control methods depend on accurately identifying the pests.

The CGC advises farmers to sample grain from the core at a depth of 30 to 50 centimetres (12 to 20 inches) from the surface. A magnifying glass can be helpful while sieving the samples or examining small portions.

"Once it's in the bin, you can't just forget about it," Elliott says. "We have this advantage in the Canadian Prairies of this cold weather that does not help insects at all, and a little bit of aeration goes a long way."



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# Survey looks at public attitudes towards ag

BY JULIA DIMA

A recent survey found overall positive views of agriculture in Saskatchewan. The Ministry of Agriculture submits 10 questions about the public perceptions of agriculture into a survey done by Insignitrix Research. There were 807 respondents, with a mix of rural and urban respondents, with 59 per cent residing outside of Regina and Saskatoon. The intent of the survey is to examine the public perception of modern agriculture in Saskatchewan.

"We use it as a tool to benchmark our progress. One of ministry's strategic priorities is improving the public perception of agriculture, so we need to have a way to measure success," explains Krystal Aulie, a provincial agricultural awareness specialist with the Ministry of Agriculture. "When we first launched our agricultural awareness initiative and related programming, we conducted a survey, and now we've done one each following year, and now we have three years of data to watch how attitudes and perceptions have changed over time."

The questions asked range from asking the public about their overall views on the role of agriculture in Saskatchewan to their views on the technologies used in farming practices.

Aulie says that the survey found that overall, the public has a positive view of the role of agriculture in Saskatchewan.

Over 85 per cent of respondents felt that agriculture drives Saskatchewan's economy, that the agriculture is modern, it's a global supplier of safe and nutritious food, and it's important that farmers have freedom to operate using accepted farming practices in Saskatchewan.

Aulie says they plan to take one of the positive aspects of the survey, and make it the feature of this year's agriculture month, which is October.

"There were questions around Saskatchewan farmers and ranchers being good stewards of the land, sustaining the environment for future generations. We had 75 per cent agreeing with that statement, so that is something we get to celebrate, that will be our focus this month—stewards in sustainability," Aulie says.

This year, a new question was added, asking respondents if they preferred eating at restaurants that serve Canadian beef.

"We are seeing a few different trends with retailers in Canada sourcing products and marketing them differently, and before, we as a ministry want to take any stance on what retailers are doing, we want to make sure we are reflective of our citizens, so we wanted to do a little gut check on what people want," Aulie says.

89 per cent of respondents agreed that they would prefer restaurants that serve Canadian beef. Aulie says that with that information, the ministry can work with retailers on showing Canadian products.

"We should be proud of our products, that we do feed Canadian and Saskatchewan people but also that our products are considered prime quality products around the world," she adds.

One area where Aulie says there needs to be more awareness is in some of the technologies used in modern agriculture, like genetically modified crops and the use of antibiotics.

"One of the areas where we haven't seen as much progress as we would have liked is support for genetically modified crops and other technology that we feel are necessary for feed a growing world," Aulie says. "In our first year, 59 per cent agreed that 'advancements in agriculture including genetically modified crops are necessary in order to feed the growing world.' Last year, 50 per cent, and this year, 55 per cent agreed with that statement."

Aulie says it could be because the topic of GMOs is in the media often, and is being discussed by celebrities and celebrity chefs publicly. However, she says that in that conversation, the voices of scientists and producers are not heard.

Overall, the hope from the survey is to find a way to address the gaps in understanding Saskatchewan people have about agriculture.

"I think we tend to assume we have a good understanding, and in some ways we do, we understand the importance of farming and ranching, but sometimes we see that as all of agriculture, but that's real-

ly just step one, beyond that there's a huge chain that gets the product to our plates, and it's an understanding of all those steps that is going to be really important for understanding our industry," Aulie says. "But what we are realizing, and what producers are realizing is we need the consumers—no matter where they are, whether that be in Regina, Toronto or In-

dia—to understand what we do and why we do it, because they ultimately grant us the social license to operate the way we are, using the tools and technologies that we need to feed a growing world."

Aulie says the Ministry of Agriculture will have another survey in the spring to see how the mentalities have changed.

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A group of cattle on a farm near Moosomin  
Andrea Jaenen photo

## Ag program enrollment thrives

BY NEIL BILLINGER

The fastest growing enrollment at the University of Saskatchewan is in the College of Agriculture and Bioresources.

Student numbers are up 11.5 per cent over last year—well above the 0.6 per cent increase recorded for the university as a whole. It's also the latest in a string of similar increases over the past five years.

There are more than 1,100 undergraduate students pursuing bachelor degrees and another 275 graduate students enrolled in Master's and PhD programs.

The U of S College of Agriculture and Bioresources in Saskatoon has a distinct international flavor with 11 per cent of undergraduate and 50 per cent of graduate

students coming from other countries. China and India lead the way, followed by a variety of African nations. The dean of the college, Mary Buhr, says the integration can pay dividends down the road.

"You had a classmate from India and now you are part of a business that wants to do some exports in a different part of the world," Buhr says. "So you call up that classmate. What we are doing is providing an international cadre of connections that makes everything work a whole bunch better."

Canadian and international students have a wider selection of educational opportunities with relatively new degree programs in agribusiness, animal bio-

sciences and renewable resource management. Buhr says all of the programs are strong and growing.

A challenge is finding space and teaching resources for College of Agriculture and Bioresources students who now account for approximately seven per cent of total enrollment at the University of Saskatchewan.

"We are adding extra sections to classes as well as extra lab sections," Buhr says. "We are teaching in classrooms all across the campus because our classrooms here (in the agriculture building) are not of a sufficient size."

Buhr points out that nearly every graduate in the college finds employment.

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# Getting to the bottom of low protein

BY WENDY SCHATZ LEEDS

Harvest timing always brings the question: "Why is my wheat protein lower than my neighbors?" Debunking the coffee shop talk and getting to the bottom of low protein requires an understanding of several variables on your farm.

Simplistically, low protein is the result of insufficient available nitrogen. There must be enough nitrogen in your system, both soil and applied fertilizer, for your targeted yield. Any extra nitrogen then has the potential to go to protein. A good rule of thumb is that one bushel of wheat needs 2.5 bushels/lb of nitrogen. So a 60 bushel yield at 13.5 per cent protein will need 150 lbs of nitrogen both from soil and applied fertilizer. Yield and protein work inversely to each other. In a productive farming operation, agronomists like myself use yield and protein as a gauge for crop use of nitrogen. For instance if you have applied sufficient nitrogen for your yield target and are experiencing lower yields and higher protein, there were bushels left on the table. If you achieved a higher than targeted yield but low protein then more nitrogen is needed to satisfy the equation. If you have reached your targeted yield and have 13.5 per cent protein, you have often efficiently used your resources.

Simplistic moves to a bit more complicated when you add the following variables to the equation.

Soil nitrogen: Soil tests to 24 inches help to understand the nitrogen at depth that a plant can grow and access. Soil tests also give an indication of how much additional nitrogen is needed to be applied.

Organic matter: Organic matter indicates the amount of nitrogen that can be mineralized from the soil and available to your crop—often later in the season when more nitrogen is going to protein. Varieties: Some wheat varieties are more

predisposed to slightly higher protein.

Balanced nutrients: Increasing only nitrogen without looking at phosphorus, potassium and sulfur levels is not ideal. A balanced fertility program leads to the best yield potential. Sulfur is a critical part of protein production in the plant. In cereal crops applying a 10:1 ratio of nitrogen to sulfur is a good practise.

Economics: It will take 30 - 40 lbs of nitrogen for a one per cent protein increase. If protein spreads are not great it may not pay to try to increase.

Moisture/environment: Mother Nature's wild card in determining the true genetic yield expression of the plant—effecting all aspects of nitrogen utilization in the equation.

One strategy to boost protein if growing conditions are good is a split application of nitrogen. Top dressing extra nitrogen before the flag stage may lead to both a yield and protein bump. Top dressing at boot to heading may just lead to a protein bump. New research is being conducted in collaboration with John Heard (Manitoba Agriculture, Food and Rural Development) and the Manitoba Wheat and Barley Growers Association. New higher yielding wheat varieties we will see coming to the market will generally have a lower protein content. They are looking at top dressing later in season to boost protein levels following the 7-10-20-30 rule. Application seven days post fusarium fungicide timing; 10 U.S. gallons of 28-0-0 and 10 gallons of water; spraying when temperatures are below 20 degrees Celsius; and 30 lbs of nitrogen.

I hope this quick insight into protein helps your production decisions on the farm. Have a safe and prosperous harvest!

Wendy Schatz Leeds, P.Ag., CCA is Lead Agronomist at Sharpes Soil Services Ltd. in Moosomin.

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# Harvest mostly complete across Saskatchewan

Cool and wet weather during the week slowed down harvest operations. Sixty per cent of the 2015 crop is now combined and 28 per cent is swathed or ready to straight-cut, according to Saskatchewan Agriculture's Weekly Crop Report. The five-year (2010-2014) average for this time of year is 56 per cent combined and 27 per cent swathed or ready to straight-cut.

Regionally, producers in the southwest are furthest advanced, having 81 per cent of the crop combined. Producers in the southeast have 79 per cent combined. Fifty-two per cent of the crop is combined in the west-central region; 47 per cent in the east-central region; 32 per cent in the northwest; and 34 per cent in the northeast.

Rainfall this past week ranged from trace amounts to nearly two inches in northern regions. Provincially, topsoil moisture conditions on cropland are rated as 11

per cent surplus, 81 per cent adequate, seven per cent short and one per cent very short. Hay land and pasture topsoil moisture conditions are rated as three per cent surplus, 82 per cent adequate, 13 per cent short and two per cent very short.

Some areas experienced frost, although damage is minimal in most cases as crops were mature. However, weather-related quality issues such as bleaching

and sprouting continue to cause concern in some areas. While overall yields are reported to be about average, they vary from region to region. Crop damage this past week was mainly attributed to rain, wind and flooding.

Provincially, seven per cent of the pasture is reported to be in excellent condition while 52 per cent is in good condition, 34 per cent fair, six per cent poor and one per cent in very poor condition.

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2013 JD R30650 Gator 150 hrs. .... \$18,900 (ES)	2005 JD 9660STS 1800 hrs. .... \$127,000 (RA)	2007 JD 4720 2200 HRS ..... \$163,000 (ES)	2006 JD 1820 10" SPG, Arm, Steel Pkrs, 2009 430 Bus 1910 60' ..... \$108,900 (AV)
<b>COMPACT UTILITY TRACTORS</b>	2002 JD 9750STS Singles, 2440 hrs. .... \$99,900 (AV)	2005 Deqelman 8000 Tarp ..... \$29,000 (RA)	2011 JD 1870 430 Tank 56' ..... \$221,000 (RE)
JD 1025S Loader, Mower, 150 hrs. .... \$18,100 (ES)	2000 JD 9650W 1483 hrs. .... \$97,700 (RE)	2003 JD 4710 5100 hrs. .... \$104,000 (RE)	2014 JD 1870 550 B Tank 56' ..... \$315,000 (ES)
2009 JD 2320 Loader, Backhoe, 179 hrs. .... \$23,500 (AV)	2000 JD 9650W 1800 hrs. .... \$92,400 (OX)	2010 JD 4830 1430 hrs. .... \$245,000 (AV)	2003 JD 1885/1910 430 Bus TBH Tank 42' ..... \$91,900 (RA)
2002 JD 4110 Tiller, 625 hrs. .... \$11,000 (AV)	2001 JD 9650W 3720 hrs. .... \$77,800 (RE)	2007 JD 4930 Raven Auto Boom 2001 hrs. .... \$214,900 (AV)	2010 Bourgault 3310 76 ft. Double Shoot ..... \$107,900 (OX)
<b>LAWN &amp; GARDEN EQUIPMENT</b>	2002 JD 9650W ..... \$107,500 (OX)	2009 JD 4930, 1412 hrs. .... \$265,500 (AV)	Agtron Monitors ..... \$159,000 (AV)
Farm King 720D Grooming Mower. .... \$1,750 (RA)	2001 JD 9650STS 1718 hrs. .... \$96,500 (ES)	(2) 2007 JD 4930 1900 - 2000 hrs. .... \$892,000 - \$281,000 (AV)	2011 Bourgault 3310/7700 Loaded 66' ..... \$309,900 (RA)
2008 Frontier 1072 Grooming Mower, 6F ..... \$1,900 (AV)	2001 JD 9650STS 2595 hrs. .... \$83,000 (OX)	2010 JD 4940 6420 hrs. .... \$369,000 (OX)	2010 Bourgault 3310/6550 66' ..... \$245,900 (RE)
Frontier GM3072 Grooming Mower, 6F ..... \$2,750 (RE)	1999 JD CT511 3293 hrs. .... \$40,000 (AV)	2013 Case 2388 Pickup Header, 2100 hrs. .... \$69,500 (RA)	2012 Bourgault 3320/6550 65' ..... \$333,900 (RE)
Frontier 3 Pk Dish 5 Ft. .... \$1,500 (RA)	1998 JD 9610 914 Pickup Header, 2531 hrs. .... \$57,000 (RA)	2006 NH SF115 Pull Type, Suspended Boom ..... \$24,900 (AV)	2013 Bourgault 3320/6550 65', 3 to choose from ..... \$339,900 (RE)
2010 JD 2245 Zero Turn Mower, 48" Cut, 117 hrs. .... \$2,500 (ES)	1993 Case 1688 Pickup Header, 3800 hrs. .... \$37,900 (RE)	2008 JD 4940 6420 hrs. .... \$242,000 (ES)	1997 Bourgault 4350 Seedcart ..... \$20,000 (OX)
2013 JD 2245 Zero Turn Mower, 54" Cut, 117 hrs. .... \$4,200 (OX)	1998 Case 2388 Pickup Header, 2100 hrs. .... \$38,400 (RE)	1996 Spray Coupe 3600 90', 2500 hrs. .... \$356,000 (RA)	1999 Bourgault 4350 Seedcart ..... \$20,000 (OX)
2010 JD 2245 Zero Turn Mower, 54" Cut, 528 hrs. .... \$3,700 (RE)	2005 Case 2388 Pickup Header, 2125 hrs. .... \$115,900 (RA)	2006 NH SF115 Pull Type, Suspended Boom ..... \$24,900 (AV)	2003 Bourgault 5350 Seedcart ..... \$29,000 (OX)
2008 JD 2510A Zero Turn Mower, 48" Cut, 358 hrs. .... \$4,350 (RA)	<b>COMBINE PLATFORMS</b>	2005 Brandt 584000 Suspended Boom ..... \$22,000 (RA)	2001 Bourgault 5350 Seedcart ..... \$29,000 (OX)
2012 JD 2655 Zero Turn Mower, 54" Cut, 383 hrs. .... \$5,800 (ES)	Macdon PW-7 Pickup Headers. .... \$19,000 - \$26,000	2002 Spray Air SB3400 Pull Type Suspended Boom ..... \$15,000 (Flex)	2007 Bourgault 5710 w/6500 Tank Between Tank 53' ..... \$61,500 (RA)
1995 Kubota T11460 Lawn Tractor, 40" S/B, 42" cut, weights ..... \$2,500 (AV)	Precision Pickup Headers ..... \$7,500 - \$15,000	<b>TRACTOR BLADES</b>	2003 Bourgault 5710 4300 Cart 50' ..... \$77,400 (ES)
<b>4 WD TRACTORS</b>	2005-2011 JD 635 Flex	Deqelman 7900 16', 6 way, Case Steiger 500 Mounting ..... \$35,900 (AV)	2006 Bourgault 5710 5440 Cart 60' ..... \$96,500 (RE)
1998 JD 8450 20x38 Duals, 5822 hrs. .... \$30,900 (RA)	Good Selection, Some with air reels ..... \$29,500 - \$39,900 (AV)	Leon 3530 14' 6 way, JD 7200 Mounts ..... \$24,000 (AV)	2005 Bourgault 5710 6550 Cart 60' ..... \$119,900 (ES)
1998 JD 8750 Duals, 6700 hrs. .... \$49,900 (RA)	2012 JD 640FD Flex Draper ..... \$86,100 (RE)	<b>HAVING EQUIPMENT</b>	Bourgault FH36-42 3195 Tank 40' ..... \$16,000 (OX)
1989 JD 8750 Triples, 8100 hrs. .... \$44,000 (OX)	2010-2011 JD 6400 40' Draper, Several to choose from ..... Call (AV) (RA)	2001 JD 1600A Mower Conditioner ..... \$11,900 (RA)	1994 Flexcoil 5000 2320 Tank 40' ..... \$29,500 (ES)
1995 JD 8970 Duals, 6140 hrs. .... \$83,500 (RA)	2009-2011 JD 6350 35' Drapers, Several to choose from ..... Call	1998 Macdon 910 14' Hay Header ..... \$13,200 (RE)	1994 Flexcoil 5000 2320 Tank 40' ..... \$29,500 (ES)
2013 JD 9510R 972 hrs. .... \$369,000 (AV)	2002 JD 936D 36' Draper ..... \$22,000 (RA)	1999 Macdon 920 16' Hay Header ..... \$12,900 (RE)	1997 Flexcoil 5000 1330 Tank, NH3 Kit 33' ..... \$33,000 (RE)
2012 JD 9560R Triples, 770 hrs. .... \$374,000 (ES)	1990-1997 JD 930R 30' Rigid, Bat & Pickup Reels Available @ \$500 & Up	1984 JD 535 Round Baler ..... \$5,000 (RE)	1997 Flexcoil 5000 3450 Tank 57' ..... \$27,750 (RE)
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2013 NH T9-5600HD PTO 450 hrs. .... \$237,000 (RA)	2009 Macdon F170 40' Flex Draper ..... \$61,900 (RA)	2008 JD 568 Round Baler Surface Wrap ..... \$28,900 (AV)	2012 Seedmaster SXG550 12" Spacing, Double Shoot, Sectional Control, 550 Bus Cart 70' ..... \$247,900 (ES)
2013 Case IH 500 Powershift, Duals, PTO, 810 hrs. .... \$311,000 (AV)	2009 Macdon F170 35' Flex Draper ..... \$59,500 (ES)	2011 JD 568 Round Baler Surface Wrap ..... \$35,900 (OX)	2009 Seedmaster T810-12 12" JD, 550 Cart 70' ..... \$279,000 (AV)
<b>TRACK TRACTORS</b>	2010 Macdon D90 40' ..... \$48,900 (RE)	2006 NH BR780 Round Baler Twine ..... \$10,900 (ES)	<b>MISC EQUIPMENT</b>
2011 JD 9630T 1881 hrs. .... \$325,900 (AV)	2010-2011 Macdon D60 45', Transport ..... \$58,900 - \$69,000 (ES) RE)	2002 New Holland BR940 Square Baler ..... \$27,900 (RA)	2008 Inland DAC2 96", 3pt Snowblower ..... \$1,900 (ES)
2008 JD 9630T 2167 hrs. .... \$287,000 (OX)	2013 Macdon D65 40', Transport ..... \$87,800 (OX)	<b>SP WINDOWERS</b>	2005 Schulte 9600 96", 3pt Snowblower ..... \$4,900 (AV)
<b>2 WD - MFWD TRACTORS</b>	1990 Macdon 960 36', JD Adapter ..... \$8,100 (ES)	2011 JD 4400 36' Header 312 hrs. .... \$110,000 (AV)	Schulte SDX110 Snowblower ..... \$8,400 (RA)
2012 JD 7200R NT, 2675 hrs. .... \$105,000 (AV)	1994 Macdon 960 36', Bat Reel, Transport ..... \$7,500 (ES)	2012 JD 4400 36' Header 302 hrs. .... \$122,900 (RE)	2012 Schulte SDX117 Snowblower ..... \$12,900 (RE)
2008 JD 7230 4932 hrs. .... \$115,000 (AV)	1998 Macdon 960 36', CH Adapter ..... \$7,500 (RE)	2011 JD 4400 36' Header 302 hrs. .... \$122,900 (RE)	2002 Highline 7000 Bale Processor ..... \$8,500 (OX)
1999 JD 7410 MFWD, Loader, 8400 hrs. .... \$61,900 (OX)	1998 Macdon 960 36', Pickup Reel ..... \$10,100 (RA)	2011 JD 0450 40' Header 780 hrs. .... \$137,900 (AV)	Highline 8000 Bale Processor ..... \$8,900 (RE)
2007 JD 7520 Loader, 8500 hrs. .... \$87,900 (OX)	2002 Macdon 962 30', JD Adapter ..... \$12,800 (RE)	2012 JD 0450 40' Header ATU, Hyd Rollers, Low Hours ..... \$142,900 (AV)	2009 Highline 8100 Bale Processor ..... \$13,900 (RA)
1995 JD 7800 Duals, 740 Felt, 3 ps, 11800 hrs. .... \$55,900 (RA)	2004 Macdon 973 36', JD Adapter ..... \$25,900 (ES)	2004 JD 4895 36' Header 1985 hrs. .... \$75,400 (AV)	42' Ezer-on 4600 Tandem Disk ..... \$46,900 (OX)
2000 Case MKX35 Loader, 6800 hrs. .... \$58,900 (RA)	1999 HonyBee SP30 30' Draper, Crop Auger, CH Adapter ..... \$22,200 (RA)	2008 JD 4895 36' HonyBee 1959 hrs. .... \$82,600 (RE)	2013 FreeForm PT2000 Pull-Type Swath Roller ..... \$33,500 (ES)
2002 NH TV140 Cab, MFWD, Loader, 5133 hrs. .... \$50,900 (RA)	2002 Macdon 2952 30' Header 3500 hrs. .... \$27,900 (RA)	2002 Macdon 2952 30' Header 3500 hrs. .... \$27,900 (RA)	
<b>COMBINES</b>	2009 Brandt 13X70HP Grain Auger ..... \$12,900 (OX)	<b>SEEDING EQUIPMENT</b>	
(Please refer to our web site for more details)	2012 Brandt 13X70HP Grain Auger ..... \$17,700 (OX)	2008 JD 0890 36 Row Corn Planter, 20" Rows 60' ..... \$161,000 (ES)	
2012 JD 5670 Starting at 975 Sep Hrs, 5 to choose from	2013 Brandt 13X40 PTO Load Out Auger, Mower, New ..... \$17,600 (AV)	1998 JD 1820/1900 340 Bus Cart 45' ..... \$51,000 (AV)	
2012/2013 JD 5680 Starting at 550 Sep Hours, 4 to choose from	2009 MF 9430 30' Header 1820hrs ..... \$72,700 (RA)	1999 JD 1820/1900 430 Bus Cart 60' ..... \$58,000 (AV)	
2012 JD 5690 Approx 800 Sep Hours, 3 to choose from	1990 Versatile 4750 30' Header ..... \$12,900 (ES)	2002 JD 1820/1900 10" SPG, SS, Arm, Rubber Packers 45' ..... \$63,900 (RA)	
2008-2010 JD 9670STS Starting at 900 Sep Hours, 6 to choose from	2005 Brandt 13X70XL Grain Auger ..... \$9,900 (RE)	2003 JD 1820/1910 10" SPG, SS, Arm, Rubber Press, 430 Bus TBH Cart 60' ..... \$76,900 (AV)	
2008-2011 JD 9770ST0 Starting at 800 Sep Hours, 6 to choose from	2009 Brandt 13X90XL Grain Auger ..... \$16,900 (RA)		
2007 JD 9860STS Duals, 1525 hrs. .... \$174,000 (RE)	2005 Brandt 13X90HP Grain Auger ..... \$16,200 (OX)		
2007 JD 9860STS Duals, 1451 hrs. .... \$167,900 (AV)	2005-2013 Brandt 1545LP Conveyors ..... \$13,900 - \$22,700		
2005 JD 9760STS Duals, 1934 hrs. .... \$142,000 (OX)	2010 Brandt 1585 Conveyer ..... \$22,500 (ES)		
2005 JD 9760STS Duals, 2750 Sep hrs. .... \$105,900 (AV)	2008 Westfield MKP130-111 Grain Auger ..... \$16,500 (OX)		
2006 JD 9760STS Duals, 1500 hrs. .... \$172,000 (AV)	2010 Sakumidai HDX1800 Grain Auger w/mover ..... \$11,000 (RE)		
2006 JD 9760STS Duals, 1771 hrs. .... \$154,700 (AV)	2013 Sakumidai TL10-1000 Grain Auger 36 hp Kohler & Mover \$16,900 (AV)		
	2009 Sakumidai TL1000 Grain Auger ..... \$13,400 (AV)		
	<b>GRAIN CARTS</b>		
	1999 Bourgault 1100 Tarp ..... \$29,900 (AV)		



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# What do customers want (and why it matters to you)?

What do customers want when they buy Canadian wheat? Cereals Canada and the Canadian International Grains Institute (CIGI) recently commissioned an internationally renowned market research firm, LMC International, to answer this question. Why should you care about the answer? Because it will impact your future bottom line. And because your check-off dollars may be going to go to support the industry's response.



Cam Dahl

One of the foundational findings in the LMC report is that Canadian wheat faces a significant freight disadvantage when compared with the rest of the world. This is not a surprise. Canada does not have a Mississippi River system. We don't have our production areas clustered within trucking distance of our ports like Australia or the Black Sea region. It is 1,700 kilometres from the middle of Saskatchewan to either the West Coast or Thunder Bay. We can't change our geography.

We know that Canada will almost always be at a freight disadvantage and therefore a step behind in price sensitive markets. This means our wheat has to compete on more than just price. So what do customers pay extra for?

LMC found that the Canadian wheat brand is known for superior protein content and quality, consistency and cleanliness (small dockage and small amount of other grain). This is especially true for Canadian Western Red Spring (CWRS) and durum wheat.

Customers paying more for a branded product is the good news. But while our reputation as a consistent supplier is

strong, it has taken a hit in recent years. Consider the transportation crisis of 2013/14. Canada simply cannot afford to see this crisis recur.

The countries where Canadian wheat is differentiated (or branded) are important to a farmer's bottom line. These include long standing customers like Canada, the U.S. and Japan for CWRS or North Africa for durum. The Canadian value chain needs to take the steps necessary to ensure that we keep these customers happy. This is another point emphasized in the LMC research. Current action includes steps that have resulted in a recovery of CWRS gluten strength and measures that will keep this key quality parameter at levels that good customers have come to expect.

The LMC report also tells us that these strong traditional markets for Canadian wheat and durum are not growth opportunities. So if the Canadian wheat industry wants to grow—and we all want to see growth—we are going to have to do more than just preserve the good customers we have today.

Where are the growth opportunities? West Africa, South

America, south Asia and the Mid-East. The market research noted particular opportunities for Canada in West Africa and South America. Today Canadian wheat is not well differentiated in these markets so Canada has some work to do before the growth potential can be realized.

Additional branding of Canadian wheat will happen in a number of ways. We can find new uses for some of our traditional high-valued wheat classes. For example, can CWRS enhance lower protein wheat to deliver the quality of flour that West African markets demand? Can we better differentiate other wheat classes in new markets? For example, South America is receptive to Canadian Prairie Spring (CPS). How do we build the strong brand of consistent quality for CPS in South America, as we have for CWRS in Japan?

All parts of the value chain need to work together to answer these key market development questions. The work has already begun. Team Canada (producers, industry, Cereals Canada, CIGI, and CGC) will be visiting West Africa this fall to help develop our brand through the new crop missions. The answer to the question "What do customers want?" delivered by LMC will form the backbone of the development of strategic research objectives for the value chain.

The ultimate goal of sustainable growth for the cereals industry won't happen overnight. Accomplishing this goal requires commitment from every part of the value chain—crop development companies, exporters and farmers. The first steps on this path have already been taken.

Cam Dahl is the president of Cereals Canada.

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## DeCorby recipient of Monsanto Scholarship

Rocanville student Alexis DeCorby is just one of 66 students from across Canada who will receive \$1,500 Opportunity Scholarships to enter their first year of post-secondary agricultural education, thanks to the Monsanto Fund.

Each of these young people has a different story about experience gained on their family farms, in community involvement, and in high school, and each has chosen a unique path.

DeCorby is currently working toward her Bachelor of Science in Agriculture degree, with a major in animal science.

She grew up on a farm and during high school decided on a career in agriculture.

"I've known for a couple of years that this is what I want to do," she says. "I love animals and I want to work with them. The ideal goal would be to find a job in nutrition and genetics and have cattle on the side."

DeCorby said many of the kids she hung out with are looking at careers in agriculture.

"There are a lot of kids that I hung out with who would like to pursue agriculture," she said.

In her case, she says the Monsanto scholarship has helped. "For me it's just great," she said. "It certainly helps."

Each of these young people has a different story about experience gained on their family farms, in community involvement, and in high school, and each has chosen a unique path.

"Agriculture has evolved from feeding your own family members to feeding your international family members," Taylor Lassiter, of Bassano, Alberta wrote in her application. "Ways of production need to continue to grow and change to support all global citizens. And since the need for agriculture will never cease, occupations in the industry will remain plentiful."

The 2015 Monsanto Fund Opportunity Scholarship winners are all Grade 12 graduates from farm families who are enrolled in a first-year degree or diploma program in agriculture or an agricultural-related field this fall at a recognized Canadian educational institution.

All applications were reviewed by an independent judging panel comprised of: Robert Adamson, consultant and program director with Pembina Trails School Division; Johanne Ross, Executive Director of Agriculture in the Classroom-Manitoba Inc.; Kelly Green, Communications Director for the Canadian Canola Growers Association; Crystal Jorgenson, Communications Specialist for the Faculty of Agriculture and Food at the University of Manitoba; and Brigitte Burgoyne, Account Manager with ThinkShift Inc. Administered on behalf of the Monsanto Fund by Agriculture in the Classroom-Manitoba Inc. (AITC-M). The scholarship program received 135 applications from across Canada this year.

"I consider myself lucky to have the privilege of reading the applications as part of the judging process," said Johanne Ross, executive director of AITC-M. "No two stories are exactly alike, except for these kids' shared passion for agriculture. It gives me great pleasure to be part of this program and it gives me hope for the future of agriculture."



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# Tight cattle supply impacts prices

BY RICHARD KAMCHEN

Another year of tight Canadian cattle supplies will keep retail beef prices high, but potential growth in the American herd could limit gains, according to Canfax Research Services.

Extreme dryness in parts of Western Canada will make sourcing available and affordable winter feed an issue for cattle producers and delay herd expansion for another year, says the division of the Canadian Cattlemen's Association.

Pastures and later seeded cereals got some relief from recent widespread rain in Western Canada, but it fell short of solving the industry's problems.

"There may be more second cut than what [farmers] were anticipating, but we're seeing extremely high hay prices, and they seem to be staying quite elevated—over double last year in places," says Brian Perillat, Canfax manager and senior analyst. "That does take a bite out of cattle producers' bottom line."

Another consecutive year of tight cattle supply will keep retail beef prices high, Canfax says.

Statistics Canada's July 1 cattle inventories report states there were 3.8 million beef cows on farm, down 3.4 per cent from the previous year. Also, the Canadian cattle herd is down 2.1 per cent at 13.0 million head, the lowest since 1991, and

down 23 per cent from the 2005 peak. The last time the Canadian herd was below 13 million head was between 1982 and 1991, Canfax notes. And before that, the late 1960s.

Canfax adds that beef prices still have room to go higher yet, as western producers retain heifers for breeding, thereby reducing the supply of available slaughter animals.

Despite the drought, slaughter numbers haven't increased and are below last year. A shrinking herd plus significant exports of feeder cattle to the United States last year cut into available supply this year, Perillat notes.

"We've seen cow slaughter down quite a bit this year and that's really just a result of profitability and guys trying to keep their cows around," he says.

Tight domestic supplies could result in more beef imports from the U.S., Perillat points out.

"That's the problem with us not expanding and they are, we look elsewhere for beef."

Canfax says the biggest market factor to follow will be the U.S. cattle herd, which could grow next year. The USDA projects beef production to fall two per cent in 2015, but rebound 4.5 per cent in 2016.

"If they start to expand, that could have an impact on prices here, and keep them

from rising too much more," Perillat says. How much prices are impacted by larger U.S. production will largely be deter-

mined by international demand, and the focus right now is on how Asia recovers in the coming months.



Tight supplies will keep cattle prices high.

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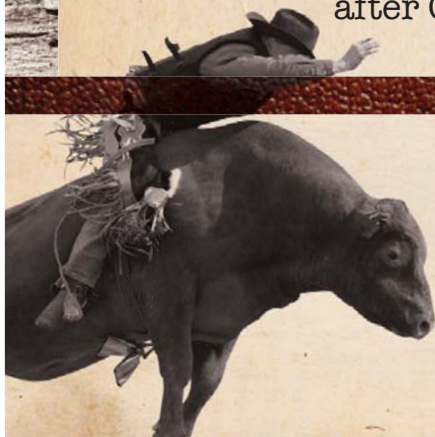
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# Prairie cattle farmers face feed decisions

BY RICHARD KAMCHEN

With dramatically higher feed and hay prices, cattle producers in areas hit by extreme dryness this summer will need to determine the cost benefits of either buying expensive feed or moving their animals to feed.

The feed crunch isn't limited to Alberta, and Saskatchewan producers are feeling the pinch too, says Ryan Copithorne, owner of Cows in Control Marketing Group.

Dean Dyck, a farm business management specialist with Alberta Agriculture, explains there are numerous variables for farmers to consider.

When it comes to filling their feed bunks, farmers should consider feed costs, shipping costs, yardage charges including equipment operating costs, corral cleaning, utilities and facility wear and tear, and feed and waste losses.

Dyck says opportunity cost of labor for feeding the animals—that is, if the owner could use his labor to generate alternative income—also needs to be factored in to costs.

Dyck adds that moving the animals to a custom operator involves determining the cost of freight to ship the cattle to and from the lot, the cost of feed at the facility, and the yardage charge by the feeder to care and feed the animals.

Canadian Cattlemen's Association's executive vice-president Dennis Laycraft says the first year of a drought is typically the most manageable as many operations have some feed carryover.

"Most times when you get a custom feeder involved, it is for backgrounding feeder cattle or finishing," he says.

"It is almost in every case cheaper to move cows to feed than feed to cows," Copithorne says.

But Copithorne believes there's more feed out there than is generally believed, as many grain crops have been taken as green feed or silage due to poor yields, or the allure of high forage prices.

"It may pay to wait to see where these feed prices truly settle out at by the fall," he says. "I think we have seen panic pricing of forages."

With current hay rations extremely expensive, Copithorne says it's a good year to explore different feed options than 100 per cent hay rations, and adds nutrition-

ists can assist in considering alternatives.

The last widespread feed shortage occurred in 2002 when feed was being shipped across provincial lines.

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One of the tour groups during the 'Taste the Land of Living Skies Farm Tours.'

## Group offers Saskatchewan food tours

BY ANDREA JAENEN

Farm and Food Care Saskatchewan played host to a tour called the "Taste the Land of Living Skies Farm Tours," which took place in Regina August 10 to 12, and in Saskatoon on September 8 to 10.

The idea of the tours was to reach out to people and provide them with an opportunity to learn about how food is grown and produced in Saskatchewan, Adele Buettner, the CEO of Farm and Food Care Saskatchewan explains.

"We reached out to our consumers. And those that are influencing consumer decisions—like chefs, dietitians, nutritionists, food bloggers, reporters, journalists, magazines," Buettner explains. "We had people that are involved with the Culinary Institute of America, we had people that are involved with making the decision as to what goes on menus. So we identified people that can reach to a big audience, and we felt that they influence consumers' decisions with respect to food and we wanted to invite them to our farms and show them how food is grown in Saskatchewan."

"We had a number of farm tours at both locations, but we also had a number of guests that joined us for some of the networking throughout the two tours," she says. "Most of my directors are farmers and many of our directors were present,

but also the commodity groups helped to support this. We encouraged our commodity groups to send some farmers and ranchers, along with staff on our tours so it could foster some good dialogue."

The Regina tour hosted 50 people, while the Saskatoon tour had 70 people attend. This was thanks to Sask. Polytechnic.

"It was awesome! Our goal was to have one bus and a bus seats about 50 people. In Saskatoon we had quite a bit more simply because Sask. Polytechnic has a culinary two-year program that they offer, they wanted to send all of their second year students," Buettner explains. "That's why we had about 20 more in Saskatoon—because the students were so keen to take part."

Saskatchewan is a leading producer in a variety of outlets, says Buettner.

"Saskatchewan is a world leader in a number of crops, we export a lot of crops from our province, we have the second largest cow herd, we have the second largest bison herd, we have a substantial number of pork producers, dairy and so on," she says. "And because we export so much of our products too, we felt there was an advantage to bringing together a variety of people and to let them network with one another."

The days of the tour were spent visiting various farms and businesses in the area, including Grasslakes Farms, Star Egg

Company, Great Western Brewing, a dairy farm near Osler and many more.

"For many of them this was the first time they were on a farm. And for many of them, they haven't been on a modern farm for many years," says Buettner. "We know that there are less than two percent of our Canadian population have direct ties to farms, and you know it's up to us as farmers and ranchers and industry people to provide opportunities for our consumers to experience the farm."

During the tours, registrants were given a variety of presentations.

"We had a talk at both locations about biosecurity. Biosecurity is very important in the food industry. It's very important for the health welfare for animals as well as for food safety. The Saskatchewan Chicken Farmers as well as the Saskatchewan Egg Producers partnered up and did a presentation both in Regina and in Saskatoon about biosecurity and why we have it," Buettner explains. "So there's a better understanding for people of the importance and the measures taken that our farmers and ranchers introduce in their everyday routine to ensure a safe, healthy flock."

"We had someone come and speak on soil conservation, we had presentations on the farms—we went to a dairy farm, we did a full tour of everything from how

you milk a cow to how you feed them," Buettner says. "We went to grain farms where they were shown equipment and taken they were taken through the steps from the seed to the bin, and what happens on a grain farm and what kind of equipment you need and the timing for the year, how much you rely on Mother Nature."

"We went to a cattle ranch, where they had the opportunity to learn from cattle ranchers just outside of Moose Jaw and what it takes to have a purebred herd, how they market their herd, how they market genetics," explains Buettner. "So a variety of things they learned from the farmers directly." On top of the farm tours, the group explored equipment dealerships, processing plants, and a Hutterite colony.

"And you know, we're so lucky to have all of that in Saskatchewan..." "They really had an opportunity to experience a lot of the food chain through our tours," she says. This is the first tour Farm and Food Care Saskatchewan has hosted, and Buettner plans to have another tour next year.

"Our Ministry of Agriculture has been great, and very supportive in getting us support," says Buettner. "So all of that takes time, but it was well worth it because both of our tours were very well received. We're very pleased."

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# Farm Stress Lines provide anonymous rural support

BY JULIA DIMA

Optimistic, resilient, tough. Those are some words used to describe farmers in rural Canada. Despite the image cultivated, farmers and farm families, like any other family, face the struggles of stress, depression, anxiety, and social issues. In Saskatchewan and Manitoba, farm stress lines exist to offer farmers and other rural people a helping hand when they feel like they can't reach out to anyone else.

In Saskatchewan, the farm stress line is an anonymous 24 hour a day phone line managed by Mobile Crisis Services in Regina, which took the line over from the Ministry of Agriculture in 2013. Before then, the line was monitored by others with a background in farming. With the switch to Mobile Crisis Services, the line is now monitored by trained crisis workers with backgrounds in psychology or social work.

"We provide 260 hours of training to all our staff in all our program areas, so that includes the farm stress line. We have another 140 hours of supervised frontline work," says Jan Thorson, with Mobile Crisis Services. "Our training is hugely extensive—how to deal with suicide, domestic violence, investigating a child welfare concern, how to deal with alcohol and drug issues. We have a couple staff who have been here 30 years, so they have a lot of experience."

Since taking over the farm stress line, Thorson says that rural callers often have the same social problems as urban callers, when it comes to their personal life.

"The top three personal and family issues we deal with are stress, relationship problems, and mental health concerns," Thorson says. "And the four top farm issues mentioned to us are financial debt, cash flow, legal concerns, and issues with crops and livestock."

Sometimes, Thorson says, those calling the line will need practical agricultural information, and simply not know who to call. In those cases, callers are redirected to the right resource within the Ministry of Agriculture.

"When it comes to their personal problems, what we like to do is allow people the opportunity to tell us what they feel their problems are. Based on that, we would try to help find them a resource close to them to deal with it, or if they don't have that option—which is a problem in rural Saskatchewan—we encourage them to keep calling us if they don't have access to a counsellor," Thorson says. "It's a lack of resources for farmers, some are very far from a counselling centre, or transporta-

tion is an issue."

Thorson says a number of callers do just that—three or four times each day, they receive calls from farmers and other rural people who are feeling lonely and want someone to talk to anonymously. Agricultural producers experience more stress than the general public might realize, Thorson says.

"We hear lots of anxiety about the actual farming operations—times are uncertain, weather is uncertain, livestock prices are uncertain. There are so many unknowns in farming, and that weighs heavily on people, because they can't control so many things about their livelihood, it's dependent on so many other forces they have no control over—it's a huge stress for farm families," she says. "I would think unless you have some rural background, most people have no idea of the many challenges that are faced by farmers. Like I said, they can't control many aspects of their lives—world grain prices, world commodity prices, the weather—I think modern farming takes a tremendous amount of organization and strategy, and even then, it can be incredibly stressful, and that is one of the great things about the farm stress line—even for people who feel like they have to present that image of being a strong, tough farmer, they can talk to us about how they really feel."

Last year was a busy year from the farm stress line. After massive flooding devastated farmland and infrastructure through south Saskatchewan in early July, many farmers saw their livelihoods drowning in the water. The result was more people seeking help.

"We partnered more closely with agriculture last year to provide crisis counselling to people experiencing flooding," Thorson says. "We had 372 calls to the farm stress line from April 1, 2014 to March 31, 2015, which was a 41 per cent increase from the year before. We can be very much say that was related to the flooding."

However, the farm stress line is not often as serious a crisis line as others. Though callers address problems with anxiety, depression, and suicidal thoughts, Thorson says those using the farm stress line are very rarely in a crisis situation when they call—of the 372 calls last year, only five were emergencies. Thorson says the line seems to be doing its job in helping rural callers feel more secure and address their anxiety.

"If we can help people feel more positive, more secure, and give them the sense that there is always help available to them, I think that helps ease people's anxiety and

improve their mental health," she says.

In the near future, the farm stress line is going to add a new component, adding email counselling and chat services to their phone line to better provide service.

In Manitoba, there is also a farm stress line, managed by the Manitoba Farm, Rural, and Northern Support Centre, which just recently expanded its services to provide support to those living in rural northern areas of the province. They currently offer an email and chat line in addition to the telephone help line. Falling under the purview of Clinic Community Health in Winnipeg, the services are offered Monday to Friday, 10 a.m. to 9 p.m.

Unlike the Saskatchewan services, the Manitoba farm stress line is monitored by counsellors who all have an agricultural background.

"All of our staff are certified crisis counsellors. Because of where we are located, farmers are supplementing their income with other industries, and it's not particularly unusual for, especially farm women to enter professions like teaching, nursing, and other helping professions. We are fortunate to have most of our staff with us right from the beginning. It helps support the farm income and it's something they are passionate about," explains Janet Smith, with the support centre. "It makes a big difference for the farm calls—farmers are by nature very proud, resilient, some might stay stubborn, and don't reach out for help easily, and are a little bit more on the conservative side when it comes to talking about emotions. So, to have someone that has actually walked a mile in their shoes and knows what they are talking about has made a big difference."

Smith says that like others, farmers experience stress, family problems, relationship problems, and issues with drugs and alcohol. But often, when they call, they don't discuss those issues up front.

"They might talk about financial stress, stress that is related to production side of business, and as we get more into the call, we look at all the ways it's impacting them, and it may be affecting their sleep, or they may be angrier, or not eating properly, or relationships are suffering. So, we are listening for cues, and having a farming background and understanding the nature of farmers helps for the counsellors," she says. "Sometimes people want to talk—that's primarily what our job is to listen and support. We don't give advice, we can help them to find solutions that may fit best for them, but we don't tell them what to do. We only intervene in the most immediate risk situations, which

does not happen often. Most people are just wanting someone who can listen, who is maybe not so close to the situation—they often don't want to burden their family members or friends, they often feel embarrassed to talk about their feelings, so this is a very safe place to do that."

Smith says that the stereotypes of farmers as tough and resilient mean that sometimes, rural people have a harder time reaching out for support. But with more public discussions around mental health, that is changing.

"A lot is changing, and a lot of stigma around talking about things like depression and anxiety, is slowly changing, but definitely I think because farmers don't show their cards quite so easily, and have less access to services, that people can very well develop an assumption that all is going well," Smith says. "I think the other thing about it is when you drive past someone's home and they have a new truck or a new tractor, that doesn't tell the whole story. It may look on the outside like everything is running smoothly, and everyone is well, and yet, there may be a lot of stressors under the surface. A service like ours is developed specifically because farmers have a really difficult time finding someone that feel they can trust to talk to."

Smith says that like the Saskatchewan line, the floods last year resulted in a large increase in call volume, some seeking information, and some stressed about their futures. Smith says whenever there are natural disasters like floods, hail, drought, and frosts, call volume increases, but generally stays steady throughout the year.

Smith says that even though the calls coming through the farm line are more specific to farm issues, there are the same problems of stress, sadness, depression, and family issues no matter where someone is living.

"Human nature is human nature, and we all experience crises in our lives that don't really vary depending where you live. There are some differences, but we are all built the same, we all experience hurt," she says.

In Saskatchewan, the toll free farm stress line is 1-800-667-4442, and the line is monitored 24 hours a day.

In Manitoba, the toll free telephone help line is 1-866-367-3276, and the line is monitored Monday to Friday, 10 a.m. to 9 p.m.

Farmers in Saskatchewan can also utilize the Manitoba line if they prefer, but would call the direct line at 1-204-571-4180 instead of the toll free line. All calls are anonymous unless the caller wishes to identify themselves.

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# Do you know your risk tolerance?

**BY BRENDA STEFANSON**  
Farmers are faced with making many decisions daily about their farming operation. Farmers don't always have accurate information available to them at the time of decision, nor can they predict with 100 per cent accuracy factors that can affect the decision. The uncertainty of the outcome is known as risk.

Risk exists in all aspects of the farming business. Farmers will face production, marketing, financial, legal and human resources risks. Risk can be mitigated by having a risk management strategy. As part of your risk management strategy, you need to identify and understand the risks facing the operation. Next, determine your risk tolerance and the impact this has on your risk management strategy.

Risk tolerance is your willingness to avoid or accept risk. Everyone has a different attitude towards risk that will affect the decisions they make. Farm managers make better decisions when they recognize their attitudes towards risk and take them into account when choosing actions. There are three broad categories of risk tolerance—risk averse, risk neutral and risk taker.

Risk averse individuals

are the most cautious risk takers. These individuals will avoid risk at the expense of an increased profit. A risk averse individual is more likely to choose a risk avoidance strategy. They focus on avoiding loss at all costs to the point they miss out on some great opportunities. These individuals are likely willing to pay extra to have the security of knowing the risk has been removed or minimized.

Risk taker individuals thrive on risk. They are excited by the challenge and may seek out risky ventures as long as there is potential positive return. These individuals are willing to accept risk. Risk neutral individuals recognize the degree of risk in a situation and will analyze a situation before accepting or avoiding the risk. These individuals realize you must take a chance to gain an increased profit.

Whatever your risk tolerance may be, it is important to recognize it. The ability to recognize your attitude towards risk will help you to make better decisions.

For more information contact your Farm Business Management Specialist or phone the Agriculture Knowledge Centre at 1-866-457-2377.

*Brenda Stefanson, PAg is a Regional Farm Business Management Specialist for*

the Saskatchewan Ministry of Agriculture in Watrous.



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# Drones will change the face of farming

Most of us have seen at least one drone this summer. They are everywhere. Now, some suggest drones will change how we produce and grow food globally.

The build-up to the everyday use of drones hasn't had a significant impact on agriculture, at least not yet. Experts believed for a long time that commercial use of drones would be deemed hazardous and difficult to properly regulate.

But this year, the winds of change have shifted in favour of drones. In an unprecedented move, the U.S. Federal Aviation Administration recently approved an entire fleet of 324 drones for commercial use, operated by a private partnership that includes companies like IBM, Boeing, the American Red Cross, and the American Farm Bureau. This group of influential organizations is looking to develop business in search and rescue efforts and—yes—agriculture.

Once regulators figure out a way to make these unmanned aerial devices safer for the broader public, it is just a question of time before drones become an integral part of sound farm management practices.

Data access for farmers would be greatly enhanced. Drones can aid in monitoring crop health, insect problems and water irrigation issues, anything that needs to be assessed and helps increase yields. As for livestock, drones can be effective for monitoring cattle and security.

Drones are already astonishingly affordable for commercial use. Some can be purchased for \$700, while higher quality models fetch \$20,000 to \$30,000. Most are equipped with infrared cameras, sensors and other



Sylvain Charlebois

technology controlled by someone on the ground. As technology advances, range and cargo capacity will only improve.

A group representing robotics and drone manufacturers recently published a report stating 80 per cent of all drones over the next decade or so will likely be used to support agriculture in one way, or another.

Financially and geographically, the business case to support the proper use of drones in agriculture is robust. It reduces the need for farmers to physically go into the field and damage crops in the process. Also, surveillance can be achieved below cloud cover. Therefore, drones have the upper hand over satellite imaging which, at times, can be obstructed by storm systems.

Drones can also better support the research many plant scientists conduct on a regular basis, making samples easier to collect. But the robotic / drone group's most important argument is that remotely located farming operations are convenient for drone usage when considering public safety. Privacy can also be a significant issue.

Drones are making a name for themselves in enabling agriculture to become more efficient and precise. But it

does not stop there when it comes to food.

Amazon, the online retailer, is on a mission to make grocery delivery by drones possible. This summer, the Seattle-based company presented a regulatory framework which would accommodate localized, low-speed delivery at 61 metres, or lower. That space would exclude airports and other areas susceptible to higher air traffic and obstacles.

Amazon argued that the uptake of drones means that regulation will need to change and adapt, without generating costs for commercial users. It even presented an audacious road map to allow computers to look after air traffic generated by drones. Flying drones would immediately adjust their path should they encounter another flying object, or even wildlife.

It is unclear when, or if, regulators will respond to Amazon's vision for home delivery. But with better and more reliable technology, anything is possible.

It may take a while before drones deliver pizzas or groceries to your doorstep, but the technology is making some inroads within the food chain. It is indeed interesting that many farmers, often described as being traditionalists and technophobes, are using a technology that highly sophisticated enterprises like Amazon cannot yet adopt. This is a clear indication that the era of big data in farming is upon us.

Sylvain Charlebois is a board member with the Food Institute at the University of Guelph's College of Business and Economics. He is on leave at the University of Innsbruck in Austria.

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# Seed and pesticide bag collection to continue

BY TRUDY KELLY FORSYTHE

As CleanFARMS wraps up its third year of collecting empty seed and pesticide bags in Ontario, Quebec and the Maritimes, the not-for-profit industry stewardship organization is transitioning the pilot program to an industry-funded program for 2016.

The program allows growers to return their empty seed and pesticide bags to the retail location where they purchased them. At no additional cost to growers, CleanFARMS collects, transports and ensures all collected bags are safely converted into energy at facilities that have extensive emission controls and meet all necessary provincial and federal approvals.

It's an important service. "Come spring, farmers find themselves with empty seed and pesticide bags," says Erin O'Hara, a representative with CleanFARMS. "In the past, some have chosen to throw them away, or worse burn them in the middle of a field.

"They now have the option to safely and responsibly

dispose of these bags through the CleanFARMS empty seed and pesticide bag program."

To help determine the program's success, CleanFARMS enlisted the services of FarmShift in the spring of 2015 to conduct a baseline study examining the awareness, attitudes and behaviours related to seed and pesticide bag recycling.

In March 2015, the market research firm interviewed 350 Ontario and Quebec growers. The data collected revealed that seven out of 10 Ontario growers burn small seed bags compared to less than a quarter of Quebec growers who are more likely to take them to the landfill. Overall, 17 per cent return their small seed bags to the retailer.

Most large seed bags are returned to the retailer – seven out of 10 in Ontario and just over one third in Quebec – and about one quarter reuse them, primarily for storage of leftover seed crop protection and fertilizer.

While only 14 per cent of the producers surveyed said they use pesticide that comes in bags, of those the most common methods of disposal in Ontario is to return (46 per cent) or burn (45 per cent) them. In Quebec, they are even more likely to return them to the retailer (64 per cent) than burn (27 per cent).

"This program helps farmers contribute to a clean and healthy environment by ensuring their empty bags end up in the right place," O'Hara says.

## Farmer stress focus of study

BY OWEN ROBERTS

The first research effort designed to measure Canadian farmers' stress levels and mental resilience is underway.

The University of Guelph's Ontario Veterinary College launched four simultaneous efforts to help the agricultural sector obtain science-based data about problems such as anxiety and depression facing farmers, veterinarians and veteri-

nary students.

Recruitment for the first initiative, a survey specifically about burnout, depression, anxiety and perceived stress, as well as farmers' stress and resiliency, began earlier this month at the Outdoor Farm Show in Woodstock.

This survey will run through the fall. Researchers hope to attract up to 1,000 participants.

Other research involves

veterinarian wellness. Preliminary findings related to this study involving over 500 practitioners show roughly one-third of the participants have anxiety, with another third considered borderline. Almost one in 10 were classified as having depression; about three in 20 were in the borderline category.

Other parts of this initiative are designed to promote wellness among veterinary students, so entering the profession, they can recognize danger signs and deal

with them before they become problems. For farmers, the researchers modified Mental Health First Aid Canada's standard mental health first aid training program, and offered it to veterinarians and agricultural support staff in concert with the Canadian Mental Health Association. This program is designed to be a rural self-help initiative, a first line of action to help people on the farm recognize the likes of depression, excessive stress and anxiety.

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— 2015 FALL SALE SCHEDULE —

<b>September</b>		
28 MONDAY	BUTCHER SALE	9 A.M.
30 WEDNESDAY	PRESORT FEEDER CATTLE SALE	10 A.M.
<b>October</b>		
5 MONDAY	BUTCHER CATTLE SALE	9 A.M.
7 WEDNESDAY	PRESORT FEEDER CATTLE SALE	10 A.M.
14 THURSDAY	SHEEP, LAMB & GOAT SALE	12 NOON
15 MONDAY	BUTCHER CATTLE SALE	9 A.M.
21 WEDNESDAY	PRESORT FEEDER CATTLE SALE	10 A.M.
26 MONDAY	BUTCHER CATTLE	9 A.M.
28 WEDNESDAY	PRESORT FEEDER (Charolais Influence)	10 A.M.
30 FRIDAY	REGULAR CATTLE SALE	9 A.M.
<b>November</b>		
2 MONDAY	BUTCHER CATTLE SALE	9 A.M.
4 WEDNESDAY	PRESORT FEEDER (Angus Influence)	10 A.M.
6 FRIDAY	BRED COW & HEIFER SALE	11 A.M.
9 MONDAY	BUTCHER CATTLE SALE	9 A.M.
11 WEDNESDAY	PRESORT FEEDER CATTLE SALE	10 A.M.
13 FRIDAY	REGULAR CATTLE SALE	9 A.M.
16 MONDAY	BUTCHER CATTLE	9 A.M.
18 WEDNESDAY	PRESORT FEEDER (Angus Influence)	10 A.M.
20 FRIDAY	BRED COW & HEIFER SALE	11 A.M.
23 MONDAY	BUTCHER CATTLE	9 A.M.
25 WEDNESDAY	PRESORT FEEDER CATTLE	10 A.M.
27 FRIDAY	BRED COW & HEIFER SALE	11 A.M.

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Kevin Weedmark photo

Farmers have been wrapping up harvest in the Moosomin area over the last couple of weeks. This aerial photo shows some harvest progress near Moosomin on Sept. 13.

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<p><b>2015 FORD F-150 XLT</b> Stock # 15-44AT • Truck SuperCrew Cab • 5.0L V-8 cyl • 6 speed automatic • 11,000 km <b>\$41,995</b></p>	<p><b>2011 GMC SIERRA 1500 SLE</b> Stock # 15-62AT • Truck Extended Cab • 5.3L V-8 cyl • 4 speed automatic • 118,000 km <b>\$22,995</b></p>	<p><b>2011 RAM 1500 SLT</b> Stock # 15-568T • Truck Crew Cab • 5.7L V-8 cyl • multi-speed automatic • 103,488 km <b>\$25,995</b></p>	<p><b>2011 RAM 1500 SLT</b> Stock # 15-37AT • Truck Quad Cab • 5.7L V-8 cyl • multi-speed automatic • 108,370 km <b>\$24,995</b></p>
<p><b>2012 RAM 1500 SLT 4X4</b> Stock # 14-120AT • Truck Crew Cab • 5.7L V-8 cyl • 6 speed automatic • 87,260 km <b>\$25,995</b></p>	<p><b>2014 RAM 1500 ST</b> Stock # 15-04AT • Truck Crew Cab • 5.7L V-8 cyl • 6 speed automatic • 13,933 km <b>\$30,995</b></p>	<p><b>2013 RAM 1500 SPORT</b> Stock # 15-96AT • Truck Crew Cab • 5.7L V-8 cyl • 6 speed automatic • 114,398 km <b>\$32,995</b></p>	<p><b>2012 RAM 2500 SLT</b> Stock # 15-17AT • Truck Crew Cab • 6.7L I-6 cyl • 6 speed automatic • 167,075 km <b>\$34,995</b></p>

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# It seemed like a good idea at the time

Often we are reminded of good ideas which just never quite lived up to the expectation.

The September issue of the Government of Saskatchewan's *Agriview* had my mind going back to all the hope and expectation just a few years ago surrounding flax straw as a fibre source.

The story in *Agriview* was actually on how flax straw requires careful management. Dealing with flax straw has always been an issue for farmers. You can't just turn it back into the soil where it becomes a resource for future crops as it breaks down, like you do with wheat or canola.

Flax straw by its constituent nature is very slow to break down in the soil. If left on the field it is simply a nuisance which will hamper farming operations in the next year.

That is why you often see flax straw burned in the field as an expedient method of getting rid of it.

But the reasons why flax straw does not deteriorate in the soil also means the fibres in the plant material have properties which can be used in a wide variety of industrial applications.

It was with that in mind a flax straw processing facility was established near Canora, Sask. a number of years ago.



Calvin Daniels

Those behind the facility initially were local producers and entrepreneurs who were aware flax straw was a difficult to deal with residue when farmers grew flax for seed.

They also realized there was a fibre market into which flax had a position, albeit with varieties more focused on fibre production than seed. It was still reasoned the shorter fibre of seed flax varieties could find niche markets.

The facility would ultimately fail, but not without significant effort to make it work, including Cargill coming on board as a partner, and with Saskatchewan government dollars.

What happened would likely be a case study in eco-

nomics, but factors such as logistics, building markets and supply at the same time, and limited varietal option for producers all played a role.

In the latter case varietal development of already niche crops was used to facilitate development of even more niche markets.

There is little company incentive to invest in varietal development of small acre crops, and limited public dollars either.

So while a longer fibered seed variety of flax might have been a boon to the now gone fibre plant, it was not likely to come down the pike.

And that will be a continuing barrier to creating new markets for crops as research will increasingly only become involved in lucrative developments, be they mass acre ones such as corn, soybeans, wheat and canola, or niches which add significant value to a crop. In the latter case it might well take new varieties to create the market, but they won't be developed as the market does not yet exist. It's the old chicken and egg conundrum and that is never easy to overcome. Just ask the supporters of the aforementioned flax plant.

## National ag safety conference to be held in Saskatoon

The Canadian Agricultural Safety Association (CASA) will hold its annual conference and AGM in Saskatoon, Saskatchewan from October 6-8, 2015 at the Hilton Garden Inn. The conference theme, Be the Difference, will showcase safety professionals, equipment manufacturers and researchers who are making a difference to safety and health in North America's agricultural community.

Marcel Hacaull is the Executive Director of CASA. "Be the Difference will showcase the excellent work being done for farm safety," he says. "Participants will have the opportunity to network and to learn about new and ongoing farm safety initiatives."

The conference opens with a welcoming reception Tuesday evening featuring Saskatchewan's newest agricultural safety initiatives. On Wednesday, conference participants will attend a variety of sessions focusing on the challenges of building a culture of safety. Wes Jamison, an Associate Professor of Communications at Palm Beach Atlantic University, will speak about building persuasive messaging for the agricultural industry. Rounding out Wednesday, participants will be able to see first-hand how a manufacturer is building safety into agricultural machinery with a tour of CNH's manufacturing plant. Thursday features Elden Pozniak, the 2011 Canada Safety Professional of the year as the keynote speaker presenting on safety culture.

This year's conference is all about taking ownership of farm safety," says Hacaull. "Participants will be challenged to be the difference in the year to come in their organizations, businesses, and farms."

Approximately 70 participants are expected to participate in the conference.

The Canadian Agricultural Safety Association is a national, non-profit organization dedicated to improving the health and safety of farmers, their families and agricultural workers. CASA is funded in part by Growing Forward 2, a federal, provincial and territorial initiative and receives additional support from the agricultural and corporate sectors.

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**Wrapping up 2015 harvest**

Farmers in the area were wrapping up harvest last week. Here Larry Tomlinson helps with harvest on the Turpie farm near Moosomin Monday afternoon.

Andrea Jaenen photo

**CropSphere conference coming up**

The countdown to CropSphere 2016 is on! The 2016 CropSphere conference will take place January 12 and 13, 2016, at TCU Place in Saskatoon, and will once again be brought to you by host groups SaskOats, SaskBarley, SaskCanola, SaskFlax, Saskatchewan Pulse Growers and Sask Wheat. This year will mark the third annual CropSphere conference, which has already garnered positive attention, winning a Tourism Saskatoon award earlier this year for being a leader in Saskatoon events and tourism.

"We are a new conference but we are continuing to make improvements each year to make this event more valuable for attendees," says Janice Tranberg, Executive Director for SaskCanola. "This year we have been busy planning a very high-quality program that is focused on providing Saskatchewan producers with top-notch agronomic information and a

competitive edge."

Speakers confirmed for 2016 so far include Jeff Rubin (economist, author and former Chief Economist with CIBC World Markets), Jesse Hirsh (broadcaster, researcher, and Internet Strategist specializing in trends and development in technology), Reg Shandro (owner of Farmacist Advisory Services Inc., qualified mediator, and succession planning expert), and more.

CropSphere is partnering with Platinum sponsors BASE, the Western Grains Research Foundation (WGRF), the Canadian Canola Growers Association (CCGA), and new this year, Monsanto.

Early registration for CropSphere 2016 will be available from October 1 to November 15, 2015, at a rate of \$150.

For more registration, agenda, and event information, please visit [www.cropsphere.com](http://www.cropsphere.com).

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## Pulse growers looking for directors

Saskatchewan Pulse Growers (SPG) is reminding growers that the deadline for nominations to fill two positions on the SPG Board of Directors is October 5, 2015.

"SPG would like to encourage those who have a passion for agriculture and the Saskatchewan pulse industry to consider running for a board position, in what is an especially exciting time for the pulse industry," says Tim Wiens, Chair of the SPG Board of Directors. "The year 2016 has been declared the International Year of Pulses by the United Nations, creating an opportunity for the industry to collaborate to increase awareness and build new demand for pulses."

To be eligible to serve on the SPG Board, you must be a registered pulse grower (i.e. you have sold a Saskatchewan-grown pulse crop and paid levy within the last

two years).

Director responsibilities include: Oversee business of SPG including oversight of management, providing strategic direction, and ensuring effective governance of the organization.

Meeting approximately seven times per year and attend conference calls as required.

Representing SPG at other meetings and events throughout the year.

Nomination forms are available on the SPG website at [saskpulse.com](http://saskpulse.com) or you can receive one by calling 306-668-0590. Three other registered growers must sign nomination forms.

Completed forms should be mailed, faxed, or emailed to Shelly Weber (contact information listed below). All nominations must be received no later than 12:00 PM CST on October 5, 2015.



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<p><b>2005 CHEVROLET IMPALA</b> STOCK # 9T058A One Owner, 171,000 kms</p> <p><b>\$5,555</b> AS TRADED</p>	<p><b>2006 FORD FOCUS ZTS</b> STOCK # 5T087C 127,000 kms. Auto</p> <p><b>\$6,999</b> AS TRADED</p>	<p><b>2004 NISSAN ALTIMA</b> STOCK # 5T043E 157,000 kms. Command Start</p> <p><b>\$6,275</b> AS TRADED</p>	<p><b>2006 FORD F-150 SUPERCREW XTR 4X4</b> STOCK # 5T022P 271,000 kms</p> <p><b>\$7,979</b> AS TRADED</p>	<p><b>2004 DODGE RAM 4X4</b> STOCK # 5T049D Hemi, 204,000 kms</p> <p><b>\$5,001</b> AS TRADED</p>	<p><b>2007 CHEVROLET EQUINOX</b> STOCK # 5T084A 6.0L, 145,000 kms</p> <p><b>\$10,818</b> AS TRADED</p>	<p><b>2005 CHEVROLET SILVERADO 1500 4X4</b> STOCK # 5T020B 5.3L, 183,000 kms</p> <p><b>\$8,856</b> AS TRADED</p>	<p><b>2005 GMC DENALI</b> STOCK # 5C209A 259,000 kms, 6.0L</p> <p><b>\$8,877</b> AS TRADED</p>	<p><b>2008 FORD F-150 KING RANCH 4X4</b> STOCK # 5T265B 177,000 kms</p> <p><b>\$13,900</b> AS TRADED</p>
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**MORE AWESOME INVENTORY!**

<p><b>2013 FORD F-150</b> STOCK # 5T158A 33,000 kms, Leather, Moonroof</p> <p><b>\$39,999</b> \$13 B/W</p>	<p><b>2013 FORD EDGE SELAWD</b> STOCK # 5T206A PST Paid</p> <p><b>\$29,900</b> \$236 B/W</p>	<p><b>2013 FORD EDGE LIMITED AWD</b> STOCK # 5T128A 20's</p> <p><b>\$29,999</b> \$236 B/W</p>	<p><b>2014 FORD F-150 XTR</b> STOCK # 5T194A Max Trailer Tow</p> <p><b>\$35,501</b> \$278 B/W</p>	<p><b>2012 CHEVY SILVERADO</b> STOCK # 5T055A Nav, Leather, New Tires</p> <p><b>\$31,900</b> \$252 B/W</p>
<p><b>2012 FORD FUSION</b> STOCK # 5P217 Low kms, 2 to choose from!</p> <p><b>\$20,999</b> \$168 B/W</p>	<p><b>2013 CHEVY EQUINOX LT AWD</b> STOCK # 5T139A PST Paid, 58,000 kms</p> <p><b>\$20,900</b> \$169 B/W</p>	<p><b>2009 FORD F-150 XTR 4X4</b> STOCK # 5T177A One Owner</p> <p><b>\$19,841</b> \$186 B/W</p>	<p><b>2013 FORD F-150 XTR</b> STOCK # 5T198A Local, Spray In</p> <p><b>\$33,111</b> \$261 B/W</p>	<p><b>2011 CHEVROLET EQUINOX AWD</b> STOCK # 5T163A One Owner</p> <p><b>\$17,213</b> \$138 B/W</p>
<p><b>2009 FORD EDGE LIMITED</b> STOCK # 5T097D DVD, 89,000 kms</p> <p><b>\$19,999</b> \$185 B/W</p>	<p><b>2014 FORD F-150 FX4</b> STOCK # 5T137A Leather, Moonroof, Nav</p> <p><b>\$41,956</b> \$329 B/W</p>	<p><b>2011 DODGE JOURNEY SXT</b> STOCK # 4T194B Only 42,000 kms</p> <p><b>\$15,893</b> \$129 B/W</p>		
<p><b>2010 CHEVY AVALANCHE 4X4</b> STOCK # 6T014A PST Paid, 6 Passenger</p> <p><b>\$21,871</b> \$175 B/W</p>	<p><b>2010 DODGE JOURNEY/TAWD</b> STOCK # 5P208A DVD, 82,000 kms</p> <p><b>\$19,995</b> \$159 B/W</p>	<p><b>2015 FORD F-350</b> STOCK # 5T184A Local, Platinum, 33,000 kms</p> <p><b>\$64,981</b> \$504 B/W</p>	<p><b>2010 FORD FUSION SELVA</b> STOCK # 5T199B Only 39,000 kms!</p> <p><b>\$13,997</b> \$114 B/W</p>	<p><b>2010 DODGE JOURNEY R/TAWD</b> STOCK # 5T113B Fully Loaded</p> <p><b>\$19,995</b> \$159 B/W</p>
<p><b>2014 FORD EXPLORER</b> STOCK # 5T189A 6-Passenger, 4WD, Leather</p> <p><b>\$37,445</b> \$294 B/W</p>	<p><b>2013 FORD F-150 LIMITED 6.2L</b> STOCK # 5T184B 40,000 kms, PST Paid</p> <p><b>\$44,879</b> \$349 B/W</p>	<p><b>2006 CHEVROLET EQUINOX AWD</b> STOCK # 5T145C Leather, Moonroof</p> <p><b>\$9,996</b> \$116 B/W</p>		

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