



I.D.E.A. Industry Update - August 8, 2003

I.D.E.A. Regional Meeting and Social in Alberta:

August 14, 2003, Sylvan Lake Golf and Country Club (5331 Lakeshore Drive, Sylvan Lake, Alberta).

The day begins with a luncheon meeting at 11:00 a.m., followed by 18 holes of golf. The event winds up with a steak dinner. Bring your family. There is plenty to do for everyone! Registration is \$85 (including GST) for the luncheon meeting, golf, power cart and steak dinner. If you do not plan to golf, join us to socialize and network at the steak dinner for just \$25 (including GST). All independent dealers are welcome. For addition details, or to register, contact the I.D.E.A. office at 306-933-4404.

Dry Conditions Reduce Crop Potential

Crop reports from both Saskatchewan and Manitoba say dry conditions and heat are taking a toll on crops, while pushing crop maturity.

In southwestern Manitoba, the winter wheat harvest is one-third complete with yields of 30 to 50 bushels an acre. Manitoba Agriculture says that's 20 to 40 percent below average. Most districts in that region are reporting a 30 percent reduction in the yield of all crops.

Grasshoppers continue to be a major problem with a lot of producers giving up on control measures. Bertha Army worms are showing up in canola.

According to the crop report, some producers are spraying for the pest, while others say the crop isn't worth it.

In northwestern Manitoba, hay yields are reported to be 50 percent of normal with minimal regrowth. Some producers will have to feed cattle due to poor pasture conditions. In the Interlake region, a significant amount of oats and barley is being cut for green feed to make up for low forage yields.

Conditions are better in central Manitoba. Early yield reports from fall seeded cereals are 45 to 65 bushels an acre. Rain is needed for later seeded crops to finish.

Crops still look very good in eastern Manitoba. Winter wheat combining has started and yields are 50 to 70 bushels an acre. Grass seed crops are being harvested with average to below average yields.

Harvesting has also started in a number of areas of Saskatchewan. However, the provincial crop report says continued hot, dry weather is causing crop deterioration. Crop development continues to accelerate with 85 percent or more of the crops rated as either normal development or ahead of normal.

Moisture conditions deteriorated on crop, hay and pasture land over the past week with only 14 percent of crop reporters rating cropland topsoil moisture as adequate. Only 9 percent rated hay and pasture land topsoil moisture as adequate.

The crop report says yield prospects are declining as crops are pushed to maturity by weather conditions.

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What's Your Policy?

Many suppliers and manufacturers offer vacation trips of various lengths and often to exotic locations, sales incentives gifts, evening sports events, and day sports events, such as golfing, which are sometimes tied in with a field tour. What is your company policy with regard to your staff accepting these incentives? Please answer the questions below and fax your answers back to 306-244-4497. Your answers will be compiled and the results shared with the membership.

1. How are these trips/events/gifts disbursed to staff and owners? _____

2. Who on staff is eligible for these incentives? _____

3. It time off given with pay? Yes No

4. Is time off given as part of the annual vacation? Yes No

5. Is there a value placed on these incentives for tax purposes? Yes No

6. Are these incentives considered as part of the employee's compensation package? Yes No

7. Other comments: _____

