



I.D.E.A. Industry Update - July 28, 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.

2003 Field of Dreams 2003 Crop Management Project Tour

Thursday July 31, 2:00 p.m., Pretty View Old School Site (North of Veregin, South of Norquay, SK)

Hudye Farms has partnered with Bayer Crop Science, Monsanto Canada, Yorkton Distributors, Agri-Trend Agrology and Huyde Soil Services to bring the latest agricultural technology to farmers in North-East Saskatchewan. Wheat and canola are the featured corps for this tour. DKL 3455 and InVigor 2663 are the two featured varieties of canola, planted on 320 acres, with the target yield at 75 bushels per acre. Superb Hard Red Spring Wheat with a target yield of 120 bushels per acre will also be on display in a 160 acre plot. There will also be Variety Strip Trials for wheat and canola included in the tour. After the tour, stay for a Shishliki supper and refreshments. Try your luck at the Crown and Anchor table for a chance to win great prizes. After supper, Steve Stubblejumpski will be on hand to provide and update on his crops and cattle production back in Double Bumps, Alberta. Those interested in attending should RSVP ASAP by calling Huyde Soil Services at 306-594-2330.

Deficit Looming on CWB Wheat Sales

The Canadian Wheat Board appears to be heading towards a deficit on its wheat sales for the current crop year. In the July Pool Return Outlook from the CWB for 2002-03, the expected prices on all grades and classes of wheat are now the same as what farmers are already receiving as initial payments. If the prediction holds, farmers will not receive any additional payments for wheat sold in the current crop year. Initial payments are guaranteed by the federal government, so it will be the feds picking up the tab for any shortfall in the CWB pool account. This inadvertent subsidy may make it more difficult for Canada to defend the CWB against international trade challenges.

Wheat, durum, feed barley and malting barley all saw slight increases in the July Pool Return Outlook released by the Canadian Wheat Board for the upcoming 2003-04 crop year. Milling wheat PROs are \$1 a tonne higher compared to the June estimate. Durum values are from \$2 to \$3 a tonne higher. Feed barley values are up \$2 a tonne, while malting barley is up \$3 a tonne for two-row and \$2 a tonne for six-row. The CWB notes that the weaker than expected Canadian dollar has provided support for all the price outlooks.

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With the mad cow crisis and an uncertain domestic market for feed barley, the export price through the CWB is taking on new relevance. The upcoming crop year may be the first in many that a significant amount of feed barley is sold off-shore.

First Grain Ships at Churchill

The Port of Churchill is officially open. The MV Federal Franklin arrived late last week to load 43,000 tonnes of durum bound for Belgium. Loading takes four to five days to complete. The MV Goviken docked last week to load a shipment of nearly 30,000 tonnes of wheat bound for Brazil. The Hudson Bay Port Company, an affiliate of OmniTRAX Inc., says the port will continue to be a cost advantage for shippers trying to reach European, Middle Eastern, African, Central and South American markets.

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: _____

