



## I.D.E.A. Industry Update - October 28, 2003

### What are Your Buying Practices?

Please take a few moments to complete this mini-survey on your organization's buying practices. The results will be shared in a future I.D.E.A. Industry Update.

1. Who does the buying of chemicals in your organization? (The owner, the manager, an agronomist, etc.)

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2. Who does the buying of fertilizer in your organization?

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3. How do you choose suppliers?

- Based on Supplier Buying Programs  
 Based on Lowest Price  
 Other: \_\_\_\_\_

4. Is it important to ensure the price you paid for products is competitive with what others have paid?

- Yes       No

If yes, what means do you use to what other have paid in relation to you?

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5. Do supplier incentives influence your purchasing decisions?     Yes     No

6. Does supplier support of organizations such as I.D.E.A., CAAR, etc. influence your decision to purchase from that supplier?     Yes       No

7. What do you look for in a supplier/distributor?

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502 - 45th Street West, Second Floor  
Saskatoon, Saskatchewan  
CANADA S7L 6H2

Tel: (306) 933-4904  
Fax: (306) 244-4497  
office@independentdealers.com

### **Farmland Values Increase . . . by Kevin**

Across the country, the value of farmland increased during the first six months of this year, continuing the trend that has occurred since January 2000. The increase was pegged at 2.3 per cent, down slightly from the 2.6 per cent recorded in the last half of 2002.

The information comes from the semi-annual report of farmland values compiled by Farm Credit Canada. FCC uses a system of 245 benchmark properties across the country to monitor variations in the value of bare land.

In the latest report, Ontario led all provinces with a 3.8 per cent gain in values. FCC says new regulations for nutrient management plans were an important factor in continued demand for land in livestock areas. Land values were reported as static in most traditional cash crop areas of the southwest, due in part to weaker market for tobacco land and recent drought.

The land market in British Columbia had a 2.3 per cent increase, with most of this coming from substantial increases in land value in the Dawson Creek area. This is attributed to a lack of available land and pent up demand for good quality grain land by farmers who want to expand.

The Alberta increase was 2.3 per cent. The strongest upward trend was noted in the northern part of the province. FCC analysis notes that farmers are moving from areas with high land values and the urban fringes to areas of lower land value enabling expansion of the land base.

Land values in Saskatchewan were up 1.9 per cent. This is the third consecutive six-month period increase, following three years of declining prices. FCC notes that buyers from outside the province continue to show interest in larger parcels of land.

Manitoba land values were up 2.2 per cent, down from a 4.2 percent increase in the previous six months. According to the report, areas of the province with land suitable for specialty crops, potatoes and intensive livestock showed stronger values.

In Quebec, the price increase in the first half of the year was 2.7 per cent, a historically low level of increase for that province. Low yields from the 2002 harvest and a drop in grain and hog prices are cited as reasons.

In Prince Edward Island and Newfoundland and Labrador, prices were stable. New Brunswick was up 1.9 per cent, while Nova Scotia recorded a 0.5 per cent increase.

The full Farmland Values Report is available at [www.fcc-fac.ca](http://www.fcc-fac.ca). *(Reprinted from the AgExpert Express newsletter by permission of AgExpert Management Software and Farm Credit Canada.)*

### **News Briefs . . . by Kevin Hursh**

For the first time since 1999, the Saskatchewan Wheat Pool has recorded a quarterly profit. Despite big losses for the entire fiscal year, Sask Pool CEO Mayo Schmidt is extremely pleased with the \$15 million in net earnings for the fourth quarter that ended July 31. Last spring's negotiated debt restructuring has given the organization a fresh start and there have been strides in cost-cutting. Mayo Schmidt says the pool could actually break even in the current fiscal year. *(Reprinted from the AgExpert Express newsletter by permission of AgExpert Management Software and Farm Credit Canada.)*

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### **I.D.E.A. 5th Annual General Meeting and Conference.**

Thursday January 29 and Friday January 30, 2004

Howard Johnson Hotel, Canmore Alberta

(1402 Bow Valley Trail, Canmore, AB, Toll Free: 1-888-678-4656)

**Watch for details, coming soon.**