



I.D.E.A. Industry Update - March 26, 2004

*****New Member Special for April 2004**

Available for April 2004 only, we're offering a special sign-up rate to **first-time members** of I.D.E.A. Join now and receive two years for the price of one, a savings of \$500. Or receive your first two years of membership in I.D.E.A. at half price . . . that's \$250 per year, a savings of 50% from the regular membership fee. If you know of anyone who could benefit by being a member of I.D.E.A., contact the office at 306-933-4404 or email us at office@independentdealers.com.

*****Ramboc Enterprises Introduces the All New RAPTOR**

Ramboc Enterprises has introduced a new self-propelled sprayer, the RAPTOR. Built for conditions on the prairies, the RAPTOR is a simple high-performance, commercial unit, with straightforward mechanical drive.

"Ramboc entered the high clearance sprayer business early when Tyler Manufacturing built the Patriot," says company president and CEO Tom Struthers. "We were there as Tyler, Willmar and Ag Chem. pioneered this great new farm tool. I was always personally troubled by the high cost of maintenance with hydrostatic drive and the accompanying huge depreciation. I watched as other mechanical drive sprayers grew in popularity and always wished someone would make a truly commercial full strength custom applicator unit. No one really stepped up to this challenge until Ken Weddle and I got together two summers ago and the Raptor was born."

Serviced and supported by RAMBOC, Product Control, GPS Autosteer & Mapping options can be incorporated and customized to suit your needs.

"The RAPTOR is supported by our regional network of Ramboc Product Support, Customer Service and Service Technicians," says Cameron Stewart, Vice President of Sales and Marketing for Ramboc. "We will integrate the latest in GPS autosteer, product control, boom control and spray technology to provide our customers with a sprayer that performs reliably and with precision." The RAPTOR has mechanical drive power and efficiency, is simple to operate and maintain, it's built to last and it's affordable.

"This big sprayer is the fulfillment of my wishes," adds Struthers. "With new technology and proven components this is what you deserve. Performance and durability are designed into this unit! Now you can take this machine to the field and run its legs of day after day and it will come back for more. When the hydrostatic units have come and expired this unit will be just like the proverbial energizer bunny.

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*****Wheat Nears \$5 a Bushel in Western Canada**

The Canadian Wheat Board's Fixed Price Contract on wheat has recently reached \$5.00 a bushel in some parts of Western Canada.

CWB Farm Business Reps such as Bob Chapman have been meeting with farmers to explain the various pricing options. He says producer interest perks up when they hear that \$5 a bushel is available.

The Fixed Price Contract for No. 1 CWRS wheat with 13.5 per cent protein is based off the Minneapolis futures price. On March 22, the fixed price, basis Vancouver or St. Lawrence was \$232.44 a tonne. Depending upon freight and handling deductions, the price net to farmers was in the range of \$5 a bushel.

On March 23, the futures price dropped and the fixed price backed off by about \$4 a tonne or about 11 cents a bushel. The CWB's publishes its fixed prices every business day based on Minneapolis closing prices.

Locking in a price for fall delivery on wheat is no different than a deferred delivery contract on a crop like canola. Producers are advised to only lock in only a portion of their expected production. If they don't have enough production to fill the contract, it may cost them money.

Producers don't have to be able to grow No. 1 CWRS wheat with 13.5 per cent protein to take advantage of that contract. Producers receive their initial payment based on their grade and protein content at the time of delivery. Then, a separate payment is issued by the CWB to bring producers up to the fixed price they have locked in. The separate payment is not dependent on grade or protein content.

Fixed Price Contracts will be available until the end of October. By that time, producers should know their harvest results. However, there's no guarantee that the Fixed Price Contracts will look attractive by that time.

Bob Chapman says there have been times in past years when producers could have locked in prices substantially higher than the CWB's pooled price. *(By Kevin Hursh; Reprinted in part from the AgExpert Express newsletter by permission of AgExpert Management Software and Farm Credit Canada.)*

***** I.D.E.A. Member Greenfield Agro Services Receives High Praise**

Greenfield Agro Services, owned and operated by Glen Hill in Rosetown, Saskatchewan, has been awarded the Rosetown Business of the Year by the Rosetown and District Chamber of Commerce.

The nomination stated "Greenfield demonstrates an outstanding attitude to both customers and the larger community. It is a tremendous employer for both families and young people and a great work place. They provide excellent customer service, support local businesses and community events."

Congratulations to Glen and his team.

***** Growing Opposition to GM Wheat**

According to the Canadian Wheat Board, customers for 87 per cent of the wheat produced by western Canadian farmers now require guarantees the wheat is not genetically modified. This is up from 82 per cent two years ago.

The CWB has released a list of the countries requiring a non-GM guarantee. They included all ten of the highest volume markets for Canada Western Red Spring wheat in 2002-03 including the domestic market, Japan, Mexico, the United Kingdom, Italy, Indonesia, and Malaysia.

There are no genetically modified varieties of wheat or barley approved or registered for commercial production in Canada. Monsanto is no longer putting its Roundup Ready wheat variety through the registration process. *(By Kevin Hursh; Reprinted in part from the AgExpert Express newsletter by permission of AgExpert Management Software and Farm Credit Canada.)*