



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

*****Researcher Says Canola Oil Kills Grasshoppers**

Stefan Jaronski, who works at the Agricultural Research Service in Sidney, Mont., was cited as finding that raw canola oil has fatty acids that will attract grasshoppers to deadly fungi known as *Beauveria bassiana* and *Metarhizium anisopliae*.

The story says that Jaronski mixed spores of the fungi with the oil, and he found grasshoppers were drawn to plants sprayed with the mixture. They became infected with the fungi while feeding on the sprayed plants, and usually died within a week, he said.

Jaronski, who has worked with insect-killing fungi since 1983, said grasshoppers find the black and strong-smelling raw canola oil irresistible. It is less expensive than processed canola oil, and using it for grasshopper control could create a new market for canola, he said.

Jaronski said he tested rangeland in Wyoming and South Dakota that had severe grasshopper infestations. As in the lab, grasshoppers were attracted to the canola oil and became infected with the fungal spores, he said. *(Source: Agnet)*

*****Millions of Crop Acres Under Snow**

Snow and rain has halted harvest across the prairie region and many observers believe there will be no more combining of crops until spring.

The western side of the prairie region received 10 to 25 cm of snow with significant accumulations on the ground. In eastern regions, the precipitation tended to be rain or freezing rain.

In Saskatchewan, the provincial crop report pegs harvest progress at 88 per cent. The 12 per cent remaining in the field amounts to approximately 4.2 million acres.

This crop is generally the most damaged by frost and wet weather. A significant portion may not be worth combining.

The flaxseed crop in Saskatchewan and Manitoba has been particularly hard hit. Saskatchewan Agriculture reports that only 46 per cent of the provincial flax crop is combined. That's much lower than oats and canaryseed, both at 79 per cent, and canola at 86 per cent.

Manitoba is the other major flax grower. The crop report from Manitoba Agriculture says in the southwest, only 10 to 15 per cent of the flax is off the field. Yields and quality have been poor and as a result, says Manitoba Agriculture, not all of the remaining flax will be combined.

Flax is reported to be 70 per cent combined in central Manitoba, but on the eastern side of that province, flax is reported to be 50 per cent swathed with little combined. *(Source: Kevin Hursh; Reprinted in part from the AgExpert Express newsletter by permission of AgExpert Management Software and Farm Credit Canada.)*

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*****I.D.E.A. Annual General Meeting and Conference**

The I.D.E.A. 6th Annual General Meeting and Conference will take place February 7-8, 2005, Winnipeg, SK, in conjunction with the CAAR Convention. Mark the date in your calendars and plan to attend. Conference details will be available in the near future.

*****CWB will Return Hedging Gains to Farmers**

The Canadian Wheat Board says it will return hedging gains on Fixed Price and Basis Contracts to those farmers unable to fulfill their contracts. The CWB says this is a recognition that many western Canadian farmers are facing significant losses due to frost and poor harvest conditions.

The CWB hedges to manage risks associated with its Fixed Price and Basis Contracts. This year, futures markets have generally trended downwards resulting in hedging gains. Ordinarily, these funds would be placed in the CWB's contingency funds.

This year, the CWB's farmer-controlled board of directors has voted to return those gains to farmers unable to fill their contracts. The CWB emphasizes that this will have no impact on the pool returns received by other producers. (Source: Kevin Hursh; Reprinted in part from the *AgExpert Express* newsletter by permission of *AgExpert Management Software and Farm Credit Canada*.)

*****New Markets Newsletter**

If you have access to the internet, by now you will have seen three installments of our new weekly, internet-based markets newsletter, available at: www.pfcanada.com/report.html. In partnership with Pro Farmer Canada, I.D.E.A. members receive a free trial of this weekly newsletter through to December. Throughout the trial, we encourage you to share this information with your staff and farm clients, and we welcome your comments and feedback.

If you have not been receiving the newsletter, but would like to, it may mean we don't have your email address on file. Email us with your updated contact information at office@independentdealers.com or call us at 306-933-4904.

*****The Canadian Association of Agri-Retailers (CAAR) Retail Program of Management**

CAAR's Retail Program of Management (RPM) is a comprehensive, customized, modular program designed to address training and human resource management needs. The ultimate objective of the program is to increase the leadership, knowledge, competencies and skills of managers within the organization to allow them to introduce practices that will increase efficiency, effectiveness, productivity and profitability.

The RPM course includes a total of 12 modules. Those who complete a minimum of eight core modules and two electives receive a diploma. The program is custom designed for the agri-retail industry. Module #1, "Leading in Today's Agri-Retail Environment," is being offered November 2-3, 2004 in Saskatoon, Saskatchewan. The cost is \$450 for CAAR members for the first module, and only \$395 for each additional module thereafter. The program has received rave reviews from people like John Penner of Munro Farm Supplies Ltd., and Rick Rempel of Agrico Canada.

For more information on the RPM, visit www.caar.org.