



I.D.E.A. Industry Update - October 24, 2005

Being a member of I.D.E.A. means you receive: • a listing in the online member directory • an online service and equipment exchange • access to the Just Members section on the I.D.E.A. website • regional seminars and member conference calls on pertinent topics, such as handling credit, budgeting, etc., at no cost, or special member rates • sharing of industry operating numbers • the I.D.E.A. *Industry Update*, a regular email/fax update dealing with the latest industry happenings • the *Independent Viewpoint* newsletter, published periodically • networking opportunities • a membership decal promoting your business as independent dealer • access to a forum for discussing business ideas and issues • communication with peers, the ability to share ideas and learn from seasoned agricultural dealers • an opportunity to participate in the "Rainmaker" program, a turnkey approach that helps retailers identify and capture opportunities with high potential customers and prospects

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

Mark your calendars and plan to attend the I.D.E.A. 7th Annual General Meeting (AGM) and Conference on the evening of Monday February 13, 2006 in Saskatoon, SK, in conjunction with the CAAR convention. Our brief AGM will be followed by feature speaker Bill Goodbar, VP of AgriCapital who will focus on the state of the agriculture industry. The evening will close with a social, complete with wonderful appetizers and a cash bar. Mark your calendars and plan to attend.

***** Alberta Harvest Passes the Half Way Mark**

The prairie harvest is the most advanced in Manitoba and the furthest behind in Alberta.

In its crop report on conditions up until October 13, Alberta Agriculture pegs overall harvest progress in the province at about 55 per cent. This is up from 25 per cent two weeks earlier. In most years, harvest in Alberta is wrapped up by the Thanksgiving weekend.

Alberta Agriculture says harvest is most advanced in the southern region at 75 per cent, followed by the Peace region at 70 per cent. Elsewhere, combining is only about 40 per cent complete.

A large amount of cereal crops are being taken off damp and tough and will need to be dried. In many areas, sprouting is occurring in both swathed and standing cereals.

The October 16 crop report from Saskatchewan Agriculture estimates harvest progress at 90 per cent, up from 76 per cent the week before. The northeast and northwest of the grainbelt are the least advanced at 73 and 78 per cent respectively.

Eighty-six per cent of the Saskatchewan spring wheat crop has been harvested. Of that total, crop reporters estimate 17 per cent will grade 1 CW, 25 per cent 2 CW, 42 per cent 3 CW and 16 per cent Canada Feed. The 10-year crop report average is 53 per cent 1 CW, 20 per cent 2 CW, 15 per cent 3 CW and 12 per cent Canada Feed.

Manitoba Agriculture reports very little harvesting remains to be done in most areas. Sunflowers, corn, soybeans and flax are among the crops still being combined.

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*****I.D.E.A. Christmas Reception**

The I.D.E.A. is holding a strategic planning session on November 17 and 18 in Canmore, Alberta. Following the meeting, I.D.E.A. members are invited to attend a Christmas reception at the Radisson in Canmore on the evening of Friday November 18. Bring your family and stay the weekend. If you are interested in attending, please complete the information below and return it to the I.D.E.A. office (by email at office@independentdealers.com or fax at 306-244-4497) **by October 28:**

Name

Organization

Phone..... Fax..... Email

*****Own Use Import Program Examined**

Health Canada’s Pest Management Regulatory Agency (PMRA) is launching a task force to address issues raised with the Own Use Import (OUI) program.

The OUI program allows individual Canadian farmers to import a foreign registered product, provided it is deemed to be chemically equivalent to a Canadian registered product and bears equivalent label registration.

The program was put in place back in 1993, but wasn’t extensively used until this year when Saskatoon-based Farmers of North America obtained clearance for farmers to import a glyphosate herbicide called ClearOut 41 Plus from the U.S.

The glyphosate provides significant cost savings over products available in the Canadian market. Up until September 23, the PMRA had issued permits for the import of 5.1 million litres of the product.

CropLife Canada, which represents the manufacturers and distributors of crop protection products, has raised concerns about the program. Farm groups such as the Agricultural Producers Association of Saskatchewan have issued statements of support, pointing to the cost savings realized by grain producers.

The PMRA task force will be chaired by Health Canada. Proposed participants include Agriculture and Agri-Food Canada, grower groups, pesticide manufacturers, provincial government representatives and non-government organizations.

PMRA says the review will focus on this year’s experience with the program and will address topics related to health and environmental concerns as well as economic impacts. It will also identify areas of potential improvement.

Recommendations are expected by March of 2006. (Source: by Kevin Hursh; Reprinted in part from the AgExpert Express newsletter by permission of AgExpert Management Software and Farm Credit Canada.)

NOTE: The I.D.E.A. Board is developing a position statement on ClearOut 41 Plus and will remain in touch with the PMRA concerning the task force.

*****I.D.E.A. Networking Weekend**

The next I.D.E.A. member networking weekend will be held Thursday January 26 through to Sunday January 29, 2006 in San Antonio. Costs per person are estimated at \$1,314.00 per person (includes hotel stay at the Marriott Rivercentre, air and taxes. If you are interested in attending, the travel agency requires your **commitment by Monday October 31**. If you would like to attend the networking weekend, please complete the information below and send it back to the I.D.E.A. office by fax (306-244-4497) or email (office@independentdealers.com)

Yes, I will participate in the San Antonio Networking Weekend

Number of people attending

Name

Organization

Telephone Fax

Email