



I.D.E.A. Industry Update - September 1, 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. Member Conference Call: Succession Planning***

The next I.D.E.A. Member Conference Call is scheduled for September 13 and will feature Don McCannell of McCannell Financial Group Ltd. discussing succession planning. Mark your calendars and plan to participate. Registration information is attached.

******Prairie Harvest Slowed by Cool, Rainy Weather***

Varying amounts of rain combined with a number of cool days has limited harvest activity in all three prairie provinces.

In Alberta, the provincial crop report rates spring wheat as 77 per cent good to excellent, with 75 per cent of the canola and 83 per cent of the dry peas in the top two categories.

The Alberta crop report notes that warm temperatures are needed to speed up crop maturity. Most of the harvest activity has been limited to dry peas and fall-seeded crops in the southern part of the province.

Last week's crop report from Saskatchewan Agriculture pegged harvest progress at 5 per cent. That's below the five-year average of 12 per cent for this date.

Harvest operations are most advanced in southwestern Saskatchewan at 14 per cent. An estimated 28 per cent of the provincial pea crop has been combined, while 17 per cent of the lentils are in the bin.

In Manitoba, some areas have made substantial harvest progress. However, disappointing yields are being confirmed. In central Manitoba, spring wheat yields of 10 to 35 bushels per acre are being reported. Canola yields in the region are described as very disappointing with yields ranging from 2 to 30 bushels per acre.

The Canadian Wheat Board estimates overall harvest progress in the prairie region at 10 per cent.

Last week many prairie locations recorded substantial amounts of rainfall. *(Source: by Kevin Hursh; Reprinted in part from the AgExpert Express newsletter by permission of AgExpert Management Software and Farm Credit Canada.)*

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

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

*****Liberal Caucus Pressed to Pursue WTO Deal**

During its meeting last week in Regina, the Liberal National Caucus was lobbied by a consortium of farm organizations and companies "to aggressively pursue a new World Trade Organization (WTO) agreement that will ensure real liberalization in agricultural trade."

"Over 90 per cent of Canada's farmers and 80 per cent of farm cash receipts depend on the international marketplace," said Alanna Koch, board member of Agricore United. "Canada's place in the international market and our dependence on that market means that Canada should be directing the shape of this (WTO) agreement to create new rules that will allow our producers, processors and agri-businesses to compete internationally."

"For decades we have been forced to compete in a market that is distorted by over \$US 56 billion by subsidies, tariffs and tariff rate quotas," said Brad Wildeman, chair of the Canadian Cattlemen's Foreign Trade Committee. "Studies show subsidies and access barriers cost Canada's grain and oilseed industry an average of \$50 a tonne and the cost of prohibitive tariffs on beef and beef products is well over \$560 million annually."

Some of the other organizations supporting the statement include Canadian Canola Growers Association, Canadian Sugar Institute, Cargill Limited, Malt Industry Association of Canada and Western Canadian Wheat Growers Association.

Noticeably absent from the list of supporters were any of the organizations that represent the supply managed industries of dairy, poultry and eggs. *(Source: by Kevin Hursh; Reprinted in part from the AgExpert Express newsletter by permission of AgExpert Management Software and Farm Credit Canada.)*

*****Canadian Grain Commission Wants Harvest Samples**

The Canadian Grain Commission is sending envelopes to thousands of producers and is asking them to return the envelopes with a sample of this year's harvest. In this way, the CGC can inform marketers, buyers and processors around the world about the quality of this year's grain harvest.

"Being able to hand a customer detailed quality data months before the grain is even loaded onto a ship gives Canada a marketing edge that cannot be matched by our competitors," says Peter Burnett, director of the CGC's Grain Research Laboratory in Winnipeg.

In past years, thousands of producers across Western Canada have returned harvest samples for testing. In return they receive, at their request, a grade and quality analysis for each sample they provide. Their names are also entered into prize draws.

The samples of wheat, oilseeds and pulses are milled, mixed, baked, crushed, cooked and tested for their processing characteristics. The CGC posts the results on its website. Marketers and buyers use the test results to plan sales programs.

The CGC says producers who have already signed up to participate are now receiving sample envelopes. Producers who would like to participate can contact the CGC by e-mailing harvestsurvey@grainscanada.gc.ca. *(Source: 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 Networking Conference Call:
Tuesday September 13, 2005**

A member conference call will be held Tuesday September 13, 2005 at 10:00 a.m. Saskatchewan/Alberta time (and portions of British Columbia) and 11:00 a.m. in Manitoba. The conference call will be moderated by Pattie Ganske, President, I.D.E.A.

Don McCannell of McCannell Financial Group Ltd. will join us as our industry expert focusing on Succession Planning.

Succession Planning

Finding a way to either sell your business or pass it on to the next generation can be the most difficult problem a business owner ever faces. Planning early is just as important as getting professional advice with the transfer. Proper planning can save significant tax dollars as well as make the transition as smooth as possible. A good succession plan will: minimize income tax, avoid potential legal and administrative problems, ensure family succession is fair to all parties, and identify strategies to accommodate several different methods of transfer.

Ask questions and exchange views with fellow I.D.E.A. members.

To participate in the call, simply complete the information below and fax (306-244-4497) or email (office@independentdealers.com) to the I.D.E.A. office by Friday September 9, 2005. Instructions for participating in the conference call will then be e-mailed or faxed to you as well as information that Mr. McCannell would like distributed prior to the call.



**RSVP by September 9, 2005
I.D.E.A. Member Networking Conference Call**

Yes, I would like to participate in the I.D.E.A. Member Networking Conference Call

Name:
Organization:
Fax Number: Email:

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

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

www.independentdealers.com