

Focus on Agriculture inside this section

Plain & Valley

Covering Southeast Saskatchewan and Southwest Manitoba

April 2016 • Page 25

Humphries see potential for growth of lamb industry

BY KARA KINNA

When Mark and Jill Humphries began raising lamb in Canada eight years ago, they didn't realize just how little Canadians ate lamb in comparison to people in the UK and Europe.

The Humphries moved from England to Canada, and live near Elkhorn, Manitoba, where they own a greenhouse and have around 300 Suffolk and Texel ewes.

"Raising lamb is something we did before we came to Canada," says Jill. "We had a flock over there (in England) and lamb is a lot more of a popular meat over there. In the supermarket, alongside beef and pork, you would have lamb in equal quantities."

"When we came here, the price of lamb was very high, and it fit in well with beef production, because sheep and cattle are a good mix. It gives the pasture a break with the different animals if you run them in different rotations."

"I think we were blissfully unaware of the fact that sheep is a rarer meat (in Canada). To find that lamb is treated like buffalo and emu and ostrich and all those different sorts of meats, that was a bit of a shock, really. We didn't expect that. And it wasn't something that we looked into when we came."

Despite lamb not being a staple of Canadians' diets, the Humphries forged ahead with their lamb production, and today produce around 500 lambs a year.

Jill says there is a growing market for lamb.

"It's a growing one because we have more Filipino and European people coming in. Canadians as a whole see lamb as what their older generations ate in the war, which was mutton. And mutton is a strong tasting, cheaper meat that people would have eaten. A lot of people are very wary of eating lamb because of that. So you're up against a bit of a stigma."

"Two-thirds of the world's population live on either lamb or goat, but mainly lamb. Whether it's Europe, whether it's Asia, it's all lamb. And when you get to North America, it's not anywhere near as popular."

The Humphries ship their lamb on the hoof to Winnipeg, but have also started to sell more and more lamb locally, having it butchered at local abattoirs in Manitoba and Saskatchewan.

"We sell a fair proportion locally," says

Jess Humphries feeds baby lambs at Westwood Ranch.

The farm produces about 500 lambs each year.



Jill. "We sell it through our greenhouse. Even when the greenhouse is closed, we sell meat all year around. And we sell it through Hi-Way Grocery in Virden and Moosomin Asian Food Mart, and at local restaurants. And the rest of it is shipped to Winnipeg and Ontario."

"Those are the two main markets. There's a huge Asian market in Winnipeg for it, and the same in Ontario. But as we've done more with it, and done lamb burgers and ground lamb, and shown people how to cook it and made it more of a Canadian every day sort of food, it's

definitely improved.

"For ourselves alone, each year it has doubled in popularity."

"Since we've started selling it through Hi-Way Grocery we've doubled up each year on how much we've sold. Before, I think people were very used to going and buying a whole lamb or half a lamb, whereas they can just go to one of these shops and just buy a package of chops or a leg of lamb."

"The two things that we found that increased our sales is, number one, taking it to the shops and allowing people to buy smaller amounts. But the other thing is, we vacuum-pack a lot of our lamb, and they can see it. It's traditional to wrap everything in paper, but if you don't know what it is and you can't see it, you're not going to spend money on something you have no idea what to do with."

"We've got regular customers now that come back for it. And the greenhouse—it's been very funny because at the greenhouse people come for plants and they see the lamb for sale, and then they try it."

Jill says they go so far as to cook things like lamb burgers to allow people to have a try of the meat. She says they also are happy to show people different ways of cooking lamb.

"We show them how to cook it and what the easiest way to cook it is," she says.

"At the moment it's cheaper than beef, that also helps us sell it a bit at the moment. It doesn't cost an arm and a leg to buy a lamb steak."

Jill says there is potential for more growth in the industry, especially in Saskatchewan.

"Canada only produces 20 per cent of its own lamb consumption, the rest is imported," she says.

"There's lots of people going into lamb production. A lot of the Hutterite colonies did when pork went down in price. I know of some big flocks in Saskatchewan, which are north of Regina. And Saskatchewan is a fairly prominent province as far as I'm concerned. Saskatchewan has a very good sheep development board run by some very go-ahead people, who do a very good job. And also there is a co-operative in Saskatchewan that is very buoyant. The sheep development board in Saskatchewan also markets sheep for farmers."

Continued on page 31

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Strong outlook for Canadian food manufacturing

Despite weak Canadian consumer spending, the outlook for Canadian food manufacturing remains bright thanks to rising demand from the U.S. and other foreign markets, according to The Conference Board of Canada's latest Canadian Industrial Outlook: Canada's Food Manufacturing Industry.

Canada's food manufacturing's industry is forecast to grow by 2.1 per cent in 2016.

"Faced with weak disposable income gains and rising household debt, Canadians will be more frugal when it comes to how they spend their food budget," said Michael Burt, Director, Industrial Economics Trends.

"Luckily for food manufacturers, Canada's new trade era of lower commodity prices, a weaker Canadian dollar, and strengthening demand from south of the border will open up new opportunities for the food manufacturing industry."

HIGHLIGHTS

Despite weak Canadian consumer spending, Canada's food manufacturing industry is expected to post solid growth in 2016, thanks to record high export levels.

Weak consumer confidence, moderate wage growth and rising household debt means Canadians will be more price-conscious in 2016.

Labour costs are forecast to be the largest contributor to industry costs, growing by an annual average of 5 per cent over the next two years.

Weak consumer confidence, moderate wage growth and rising household debt means Canadians will be more price-conscious and more likely to choose generic brand products and items on sale.

And, although food manufacturers will still benefit from increased demand for private-label products, the margins they make on these are likely to be smaller than the ones associated with brand-name goods.

One segment of the industry that can expect to see strong growth is seafood manufacturing.

With a growing number of Canadians trying to curb their red meat consumption due to various health-related concerns, Canadians' appetite for seafood products is increasing.

Likewise, the rising number of baby-boomers is expected to support growth in demand for seafood and fish products. Foreign markets' demand for Canadian manufactured seafood products is also expected to continue to grow robustly, as improving incomes in emerging markets support demand from high-quality sources of protein.

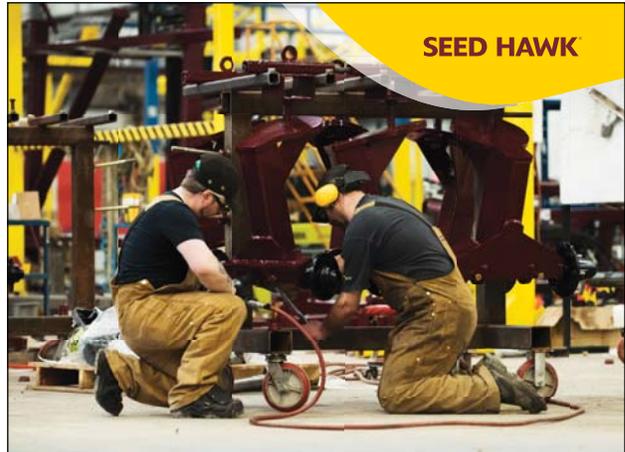
Export growth is expected to remain a bright spot for food manufacturers.

Industry export levels are at record highs and the combination of a weaker Canadian dollar and stronger U.S. economy is expected to continue to support export growth going forward.

According to a recent Conference Board of Canada report, Canada's food manufacturing is among the very few manufacturing industries ready to benefit from the U.S. recovery and able to ramp up production to meet this rising demand.

With cost growth outstripping revenues, pre-tax profits fell to \$3.6 billion in 2015.

This year, pre-tax profits are forecast to reach \$3.9 billion as cost growth moderates and revenue growth is projected to remain healthy.



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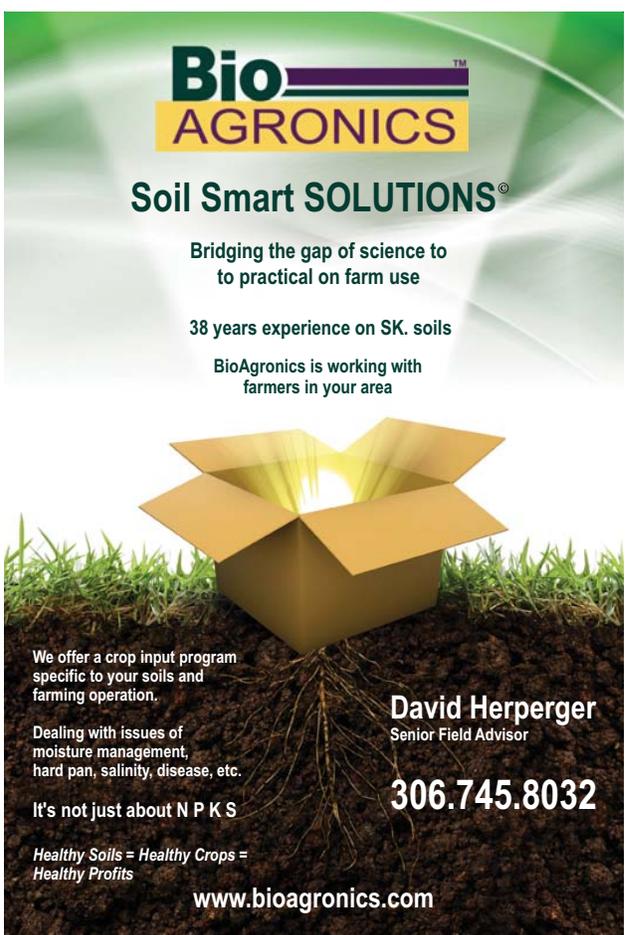
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Couple sees lots of support in wake of fire

Continued from page 21

The help has come from everywhere. "You can go through the names, and it's people I went to high school with that I haven't seen for 15 years, and people I taught in dental school down in the U.S., and as a former dental student you know that they don't have any money to give," says Bruce. How does it feel to know they have the support of so many people? "It's humbling," says Bruce. "It's really overwhelming." "It makes you realize what's important," adds Steph. "We lost a lot of stuff but we have all these amazing people in our lives who will support us through something like this." "We have the support of people here and back home, and the U.S. where we lived for the last three years, and it's just overwhelming," says Bruce. "We're very grateful for everything," says Steph. "It's unbelievable. We never expected the support that we got." The couple say the support they have received already has helped replace most of what needed to be replaced immediately. "If anybody wants to help us," says Bruce, "they can help us by buying a coffee for the

person behind them in line at Tim Hortons or babysitting a friend's kid so they can go out, or help out people who do need it, because we're both fortunate enough to have good employment—we'll be able to replace our things. I would rather people put their energy into helping people who really need it." "It is a humbling reminder of just how good people can be. People from everywhere who you've not seen in over a decade, people you've just met, some people we've never even met before have all helped out." "It makes you realize what's important," says Steph. "A couple of the bigger anonymous donations on GoFundMe were from people who have survived house fires and had gone through that experience before. They felt that this was something close to their heart—that they wanted to help. I know that if someone is ever in need, we'll feel the same way, too, because we know exactly how it feels." "My new year's resolution was to simplify my life," says Steph with a laugh. "This is not what I meant. We want to replace the essentials now, but you realize that physical things aren't important, and you realize what is important."

"Now if our margins were increasing as fast as our yields..."

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\$1 million a week Producers earning premium for reaching CAB target

BY STEVE SUTHER

Rewards for hitting the Certified Angus Beef® (CAB®) brand target have never been greater, even after 11 consecutive years of growing supply.

A survey of CAB-licensed packers Cargill, JBS, National and Tyson showed they paid a record \$51.8 million in grid premiums in 2015, and more than \$550 million over 20 years.

That does not count the smaller amounts for cattle grading AAA, or the Prime premiums for the hundreds of thousands of cattle that supply the increasing demand for CAB Prime in the U.S.

Specific to Canada, packers report paying nearly \$2 million annually over the past four years. That's higher than a decade ago, although production has increased with the rate of qualification nearing 28% some weeks this year, double that rate even five years ago.

The annual 3.6 million cattle accepted for the brand now account for 16% of all North American fed beef, but the U.S. Department of Agriculture reported the highest packer premium ever just last November at \$10/cwt., and the highest average premium for CAB in February.

It's all driven by product demand, as the premiums match CAB's advantage over the Choice and AAA cutout value, says CAB President John Stika.

"For a company with the mission of adding value to Angus cattle through our branded beef program, it's satisfying to see the market working to reward producers, even as they supply us with more product to keep setting sales records," he says.

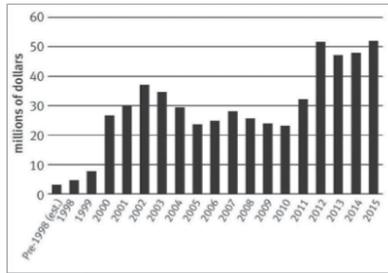
CAB premiums were barely measurable for the first 19 years, though first noted in the 1980s, but the second half of the brand's 38-year run shows increasing momentum.

More than half of all grid premiums ever received for CAB acceptance have been paid in the last seven years. More than 41% of cumulative CAB premiums have come in the past five years.

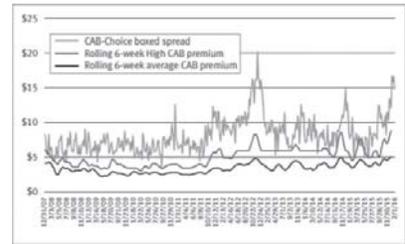
North American cattle are clearly getting better, thanks to a combination of value-based marketing opportunities and enabling genetics, observers say.

Bruce Cobb, general manager of Consolidated Beef Producers (CBP), Canyon, Texas, says these better cattle are easier to market for feeding customers from Iowa to Texas, who sell more than a million head annually.

Cobb says Angus genetics have fueled an evolution, especially obvious in Texas where quality grades move up a step each year to where 90% Choice (AAA) pens are



CAB brand premiums paid by year



Relationship between CAB-Choice boxed premium and the CAB grid premium

becoming the norm.

"Angus are a big part of that," he says. "We keep progressing toward that new commodity of high quality and yield."

Fear of discounts kept producers from using grid and formula marketing for years, says market economist Scott Fausti, South Dakota State University. "In these last few years with strong demand for beef, packers were making more allowances, and as more producers used grids and formula contracts, they learned to take more precautions to avoid discounts."

Controlling genetics, health, management and market timing, producers have been able to reap more rewards than discounts, he says while noting a need for more transparency in pricing. Documenting practices and developing relationships with cattle feeders should lead to more positive information and higher bids for improving cattle.

"The premiums all begin with that steak on the plate, and they trickle back through the system all the way to the ranch and to me as a purebred Angus producer," says Jerry Connealy, Whitman, Neb.

"CAB truly is a pull-through demand entity in the market," he adds. "The commercial guy may not always think about why he's getting \$5 or \$10 more per hundred for his calves, but that's what is pulling it to him. It's flowing back from the packing plant and feedyard."

Mike Kasten, commercial Angus producer from Millersville, Mo., says there is no reason to let up on selection pressure that led to an average marbling EPD of 0.62 for

2015-born calves. That's because the Angus database allows simultaneous selection for other traits, and proven demand says marbling pays.

"The average consumer has never had a Prime steak," he says. "They love our product but they haven't even tried our best – just think about how we'll drive demand forward as we continue to ratchet quality up."

Drawing on decades of organizing alliances, feeding and selling on grids, Kasten says marbling is one of the best risk management tools.

"Last year was not a good one for profits, but in pens with average per-head losses of \$220 or more, we saw profit from those that gained more than 3.75 pounds a day or graded Prime – doing both meant \$100 profit," he reports.

Without using more resources, high-quality premiums can pay another \$100 or \$150 above the market most years. "That gives you a lot of leeway," Kasten says, "and it is often pure profit."

"Longer term, there's no reason to think we will see a serious pull-back in carcass weight – we're certainly not going back to 1,225 or 1,250 lb. – simply because genetics have adjusted," Cobb says.

Producers have adjusted and gone through their own version of culling during widespread drought, he adds. "It caused an early exit for those who were not approaching it as their core business. Those expanding now have the ability to expand their game with better genetics that pay the premium on top of any negotiated base advantages."

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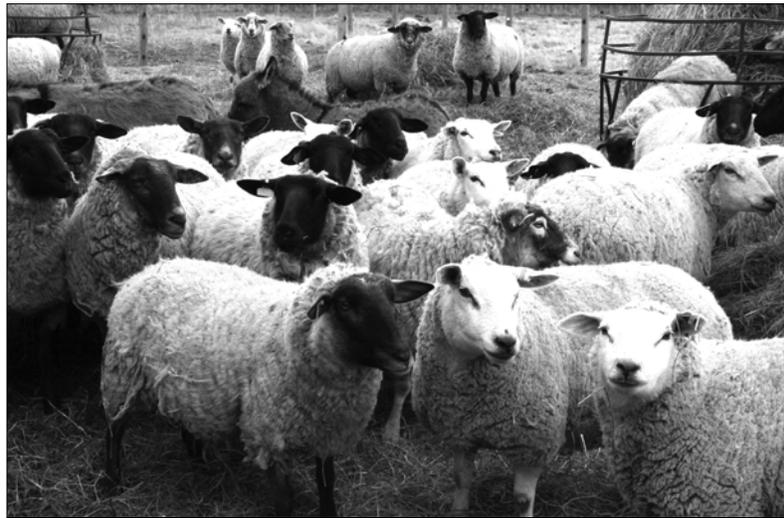
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Some of the sheep on the Humphries' farm. The Humphries raise Texel and Suffolk sheep.

Lamb growing in popularity

Continued from 25
"We sell quite a lot of our sheep in Saskatchewan. We show at Agribition each year and then there's a sale after the show. And then the Saskatchewan Sheep Breeders' Association also have a big sale."

Jill says the meat that is destined for Winnipeg is shipped on the hoof, but they also butcher their own lamb locally in Manitoba and Saskatchewan. She says a lack of processing facilities for lamb can be a bit of a problem.

"Everything is shipped live to Winnipeg apart from the stuff we butcher ourselves. That's one of the

big problems with it, there's nothing in between, it's either a big processing plant or it's your local butcher. There's not much in between," she says.

Jill says there is a market for breeding stock.

"We breed pedigreed Suffolk and pedigreed Texel," she says. "So we sell the best of the pedigrees to other flocks."

"We want to stay the same in size and just improve in quality. It's very difficult finding good quality pedigreed stock. The sheep population in Canada is only the size of one of the American states. So it's a very small number of sheep in

Canada. And so when you're trying to improve your bloodlines, it's not easy."

Jill says one of the benefits of raising lamb is that it's something that young families can get into, and the animals are easy for children to handle and help raise.

"Young families can get into it, whereas if you were handling cattle your little ones wouldn't be there, they'd have to be strapped somewhere out of the way. Your whole family can get involved with sheep. Our kids from a very early age have been used to herding them and seeing to them."

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Meeting on closure of Grades 7-9 at Wapella:

Parents express frustration with board

Continued from page 4
 "I will always support freedom of choice for parents to make the choice of the education they want for their child. I know every child has different needs, different requirements and I think it's important that parents have the ability to choose the best option for their child."

"But I also feel that option must be available for me. We have a large groundswell of young families. You see that groundswell, you see that growth, and you see that excitement within our community."

"My daughter is in grade six this year and her mother and I hope she will be able to continue her schooling here in Wapella," Brian Schinke told the board. "The grade six parents have all met and we would prefer unanimously that our children do remain here. Personally I don't see any benefit in placing more students in Moosomin School which is to my understanding pretty much at maximum classroom sizes as it stands right now."

"In the smaller classes that Wapella provides, if the students need help I believe they have a better chance to have some one-on-one time with the teacher."

"The projected enrolment shows we should be able to phase in one grade per year and get our attendance numbers back up to where they should be to be a viable school again. We would all like to keep our children closer to home. It's a safer environment, we have all chosen a small-town lifestyle. It's what we want for ourselves, it's what we want for our families."

"It is my understanding that the school division has put a transportation policy into place and it has basically been ignored. People have requested transfers

for minimal reasons, and they have been granted. What we need is the backing of the school division, to say no, your children cannot be transported out of here. Not without a damn good reason. The only way our school can survive is if you folks stand up for it."

"The numbers that you've shown are a little bit skewed, in my opinion, because they're not reflecting what the numbers would have been had you said no to these children who have now transferred to McNaughton School. This school can be a decent small town school. You just need to give it a chance to shine."

"I currently have a daughter attending Wapella School in grade one, and two more younger children I fully intend to have enrolled in this school when they get older as well," Sandy Hintz told the board. "I'm quite concerned about how permanently becoming a K-6 school will affect our community. I believe it will make it more difficult to attract people to move here if this happens. I have had people personally tell me why would I move there if my kids are going to be going to another school right away? It just doesn't make sense. This would cause a decrease in house values as well as affect the businesses that we have. If people have to go to Moosomin to attend their chil-

dren's school functions, chances are they will do the rest of their business there as well, and we're already seeing that, and we can't afford to have it get worse."

"I have been told by our division representative Carol Flynn that to keep our school viable we need to attract people to the community to get our enrolment numbers up, as well as encourage everyone to stay. Anyone can see that we have grown more in the last five years than we have in 20 years, and with neighboring Moosomin and Rocanville two of the places that are very popular with the economic activity around, we're starting to see younger families look this way because of the more affordable housing compared to those other towns. I think we have done our part very well, but unfortunately every time we gain more kids, and hope to build our school back up, the board allows more kids to get on the bus, parked 20 feet away from the Wapella School doors, that was originally intended only for students to attend Moosomin for grades that were not offered in Wapella. Now basically it's a free-for-all for anyone who wants to go."

"The constant wondering of how many parents will send their kids to Moosomin because it's just so easy to do so causes us to lose enrolment numbers

which then leads to less teachers, which then leads to triple and quad grades which leads to frustrated teachers, overwhelmed kids, and quite frankly pissed off parents. In my mind, that's the definition of major educational instability. Yet no one seems to care. Kids are treated as numbers, and we're always told that it's the budget and we're only allowed so much money, so I assume we'd call this a business. So why isn't anyone concerned that the business is failing?"

"We have lots of people who care about our community and our school and we support it 100 per cent so I'm asking, who is the board going to support? The people who want to be here and chose to be here for a reason, or the negative people who don't want to be here and won't support it. I have no problem with anyone attending their school of choice, but if they feel that strongly they want to be somewhere else, maybe they should arrange their own transportation and take them right to the school or the division line. But to offer them the service to walk

by our doors and get a free ride to another school is very inefficient management and is not fair at all to the parents of kids who want to be here."

"If the board cares and wants to see our school succeed they should be stopping transportation immediately for kids who have grades offered here in Wapella School."

One mother in the audience said she drives her child from Moosomin to Wapella for playschool, and said she would prefer them to attend Wapella School for the smaller class sizes.

She asked if the school division would provide transportation for her child from Moosomin to Wapella, as it provides transportation for several students from Wapella to Moosomin.

She was told that would not be permitted.

The school division projects that if students stayed in Wapella, enrolments would not exceed 60 students, meaning four full-time equivalent teachers and the need for triple combined grades.

The school division could not provide num-

bers late last week on how many students from the Wapella attendance area are attending school in Moosomin.

"I think it went well, I think there were important facts exchanged by both sides, and I think that's the most important thing," Mark Knutson said following the meeting. "I feel I was being listened to. The actions of the board will show whether they heard us."

Sandy Hintz said following the meeting that he is optimistic that the parents' presentations made an impact on the board.

"I think the board is still confused about the transportation," Sandy Hintz said after the meeting. "We want the transportation to stop for grades that are offered here. If parents want to go regardless, they can drive."

He said the community will keep trying to convince the board to keep Wapella as a K-9 school.

"We're going to win," he said. "We're going to keep pushing. Once we get the numbers on kids who are going to Moosomin, we're going to talk to the board again."

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FCC adding \$500 million to Young Farmer Loan

Farm Credit Canada (FCC) is adding \$500 million to its ongoing commitment to a loan program aimed at helping young farmers become established in the industry.

Launched in March 2012, FCC's commitment to the Young Farmer Loan has grown to \$2 billion over four years, with almost 6,000 loans worth more than \$1.3 billion approved, as of Dec. 31, 2015. Shawn and Natalie Paget with son Oliver

"FCC is proud to support the next generation of farmers through every stage of their career," FCC President and CEO Michael Hoffort said. "Products like the Young Farmer Loan can make a real difference for producers looking to enter the industry or grow their business."

The Young Farmer Loan provides qualified producers, under age 40, with loans of up to \$500,000 to purchase or improve farmland and buildings. The loan includes variable lending rates at prime plus 0.5 per cent, a special fixed rate if producers choose that avenue of repayment and no loan processing fees.

Shawn Paget, owner of Riverview Farm Corporation, used a Young Farmer Loan three years ago to acquire more land for his Hartland, New Brunswick-area potato farm.

"FCC's Young Farmer Loan was exactly what we needed to expand our operations in order to grow a wider variety of cash crops, such as soybeans, corn and cereals," Paget said. "Access to flexible financing is very important when you are starting out or trying to become more established in the industry. It's more than a loan - it's an investment in the future of farming."

Enabling young producers to borrow with no fees at affordable interest rates helps them develop a solid credit history and build their business.

"The long-term success of Canadian agriculture relies heavily on our ability to attract and retain young, innovative people to the business of agriculture," said Lawrence MacAulay, minister of Agriculture and Agri-Food Canada. "By helping the next generation become established in this vital industry, FCC is fulfilling an important part of its mandate and a key commitment of this government."

To find out more about the demographic impact of young farmers on Canadian agriculture, read the latest Ag Economist blog post at www.fcc.ca/AgEconomist.

The Young Farmer Loan enhances FCC's suite of existing products and services that support young producers, such as the FCC Transition Loan, FCC Ag Knowledge Exchange events, FCC Publications, FCC on Campus, and FCC Management Software for both accounting and field management.

In 2014-15, FCC approved more than \$2.4 billion in financing to farmers under age 40, representing more than one-quarter of the \$8.6 billion in disbursements last year to help customers expand or start their operations.

For more information on the FCC Young Farmer Loan, visit www.fcc.ca/youngfarmerloan or producers can call the local FCC office at 1-800-387-3232.

FCC is Canada's leading agriculture lender, with a healthy loan portfolio of more than \$28 billion. Our employees are dedicated to the future of Canadian agriculture and its role in feeding an ever-growing world.

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Young farmers looking to bright future

Canada's young farmers are looking to a bright future in agriculture, despite the general trend of an aging industry. They often count among the country's most successful producers and lead the charge to innovate and capitalize on new opportunities.

SOBERING FARM DEMOGRAPHICS

Between 1941 and 2011 (the last Census data available), Canadian operations declined from more than 700,000 farms to just over 200,000 farms. Between 2006 and 2011, 23,643 operations (10.3%) disappeared. We also see fewer producers entering the industry for each five-year census period than the one preceding it.

Canada's farm population is aging, with the average farmer now 54. Here's some interesting history:

In 2001, the average age for a Canadian farmer was 49.9

In 2011, there were more producers 55+

than other age groups (48.8% of the total population), for the first time in Census history

The proportion of young producers has shrunk since 1991 by more than half. In 1991, producers under 35 comprised 19.9% of the total population. In 2011, they made up 8.2% of the population.

CANADIAN AG ATTRACTS NEW, YOUNG PRODUCERS

In 2006, 30% of entrants were under 40. In 2011, 15% of new entrants were under 35.

These figures may reflect the well-known barriers to entry for young producers, but it's also the case that of all entrants in 2006, more were under 40. There's cause for more optimism in this figure as well, although it may not be obvious at first glance.

NOT A SIMPLE STORY

The 2006 Census showed just as many producers under 40 exited the industry as

did producers who counted in the older age categories. As well, fewer young producers stayed in the industry for more than

five years (71% compared to 81% of all established producers).

Continued on Page 39

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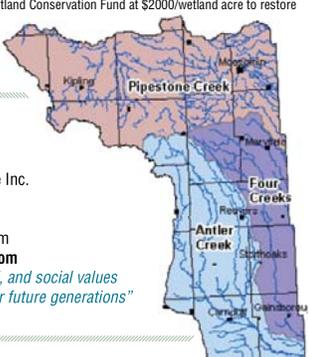
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Crop Production Services 

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Programs available to Lower Souris Watershed producers

- 1. Farm Stewardship Program**
 - Provides financial assistance to producers to implement Beneficial Management Practices (BMP) to help maintain or improve the quality of our air, soil, water and biodiversity resources.
 - Cost-share funding for projects such as farmyard runoff control, fencing to protect surface water, manure management, protecting high risk erodible and saline soils, variable rate fertilizer application, used oil storage, natural waterway erosion control, water flow and erosion control, corral relocation and more.
 - Eligibility requirements must be met. An Environmental Farm Plan or participation in the Lower Souris Agri-Environmental Group Plan (for some) is required.
- 2. Farm & Ranch Water Infrastructure Program**
 - Provides financial assistance to producers to develop water supplies for agricultural use to meet the needs of ag producers in SK. Projects include the development of dugouts, wells, shallow and deep buried pipeline, remote watering systems, as well as water well decommissioning and well head protection projects.
- 3. Wetland Restoration**
 - Funding available through the National Wetland Conservation Fund at \$2000/wetland acre to restore previously drained wetlands.
- 4. Forage Conversions**
 - Funding available to convert annual cropland to perennial forage.



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2011 John Deere 9770STS
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Accidents always happen to somebody else

A least that's what Réjean Pommainville thought until that summer afternoon in 2009 when he fell from the top of a loaded hay wagon and shattered his left heel on the

ground. "It changed my life," says the third-generation farmer, who was 54 at the time.

Still dogged by chronic pain from the injury, which required metal

plates and 14 screws to fix, he was forced to quit dairy farming and take up cash crop production, which is less physically demanding.

That's why Pommain-

ville puts so much stock in initiatives like Canadian Agricultural Safety Week (CASW). Held in mid-March since 1986, CASW features a mix of live and online activities that highlight farm safety according

to a particular theme.

When you've done something all your life, you don't stop to consider the danger.

This year launches a new three-year campaign, dubbed Demographics.

Safer farms for all

There are a host of people who live on, work at or visit farms, from family members and friends to suppliers and service providers," says Marcel Hacault, executive director of the Canadian Agricultural Safety Association (CASA). "For the next three years we'll drill down deeper on the dangers these individuals face, using data and personal stories of injuries and fatalities on Canadian farms."

Headquartered in Winnipeg and funded by various supporters, notably Agriculture and Agri-Food Canada and Farm Credit Canada, CASA coordinates, develops and runs a variety of safety training and awareness programs across the country. CASW is both a cornerstone and the marquis event in the organization's efforts to help Canadian farmers recognize and manage safety risks.

As in past years, the 2016 campaign will feature two official launch events with safety workshops, and Internet-driven activities dealing with safety and demographics.

"It helps get our message out in the media and on social media," he says. "And it's a good time of year to raise awareness and get safety on people's minds, because the farming season is just getting going."



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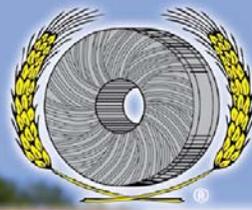
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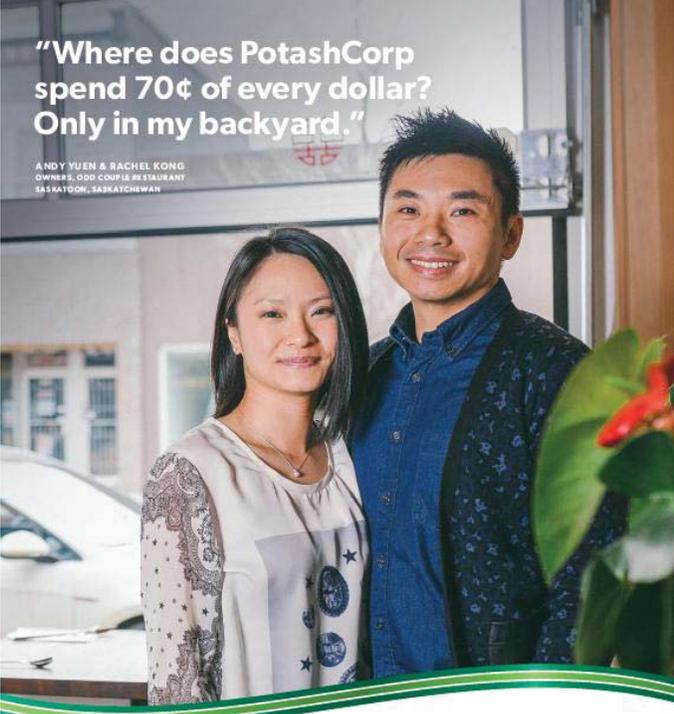
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Next Issue: May 13
Deadline May 4

Agriculture and optical head-mounted displays



A host of next-generation intelligent, wearable devices are hitting the market today, but I'm most excited about how agriculture might take advantage of optical head-mounted displays. That's nerd-speak for products like Google Glass: essentially a pair of glasses with a built-in visual display, camera and processor. Instead of looking at the screen of your smartphone or tablet, you see the content in the upper corner of your lens.

Sound far-fetched? It's not. When we say next generation, we're talking two years – or less!

Google Glass has been around for a few years, but hasn't achieved the market share envisioned. The challenges are mainly cultural. It's too easy to collect video and other information in a very unobtrusive way, and there are legitimate questions about how we should use them in day-to-day settings. But for agriculture, I see huge potential.

Instead of looking at the screen of your smartphone or tablet, you see the content

in the upper corner of your lens.

MAKING THE CASE FOR GOOGLE GLASS

Imagine a hog producer walking along a row of farrowing crates. He stops in front of a sow and, using voice commands and Google Glass, pulls up the production records for that specific animal.

Without touching a phone, tablet or heaven forbid, a paper-filled binder, he sees all that he needs to know.

For a crop producer,

Google Glass could be used to pull up yield or fertility maps for a specific location while in that field. Pest ID apps and product selection tools could also be accessed. Schematics and user manuals could be viewed while actually working on equipment.

FAMILIAR FUNCTIONS ON A NEW DEVICE

Google Glass is really not doing anything that you can't do with a smartphone. It's just shifting the interface from a device you hold in

your hands and touch to glasses you wear and talk to.

Microsoft HoloLens, launched last November, is another device you wear like glasses. In this case, they're more like goggles. This device integrates high definition holograms into the real space around you. You direct the functionality using voice, hand gestures and gaze recognition (it detects where you're looking).

A potential use might be to view and learn more about a new piece of equip-

ment. The hologram would be full size and 3-D and appear very real viewed through the goggles. You would be able to walk around the virtual machine and use hand gestures to learn about various features.

There will be even more exciting ways for us to take advantage of these tools in agriculture once we get broader access. Keep an open mind and start thinking about how you might use them.

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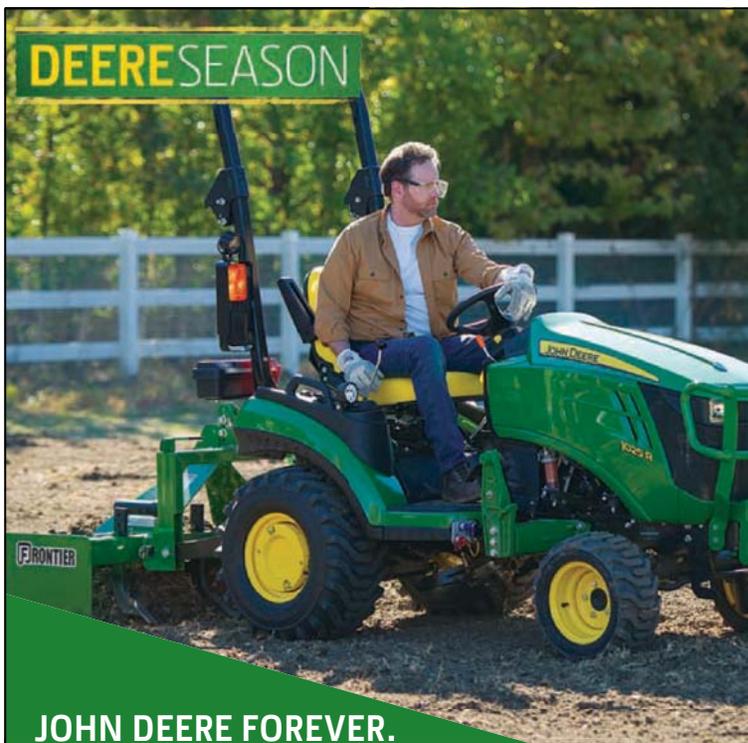
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Young farmers looking to bright future

Continued from page 34

This high rate of 'churn' among young farmers—lots of entries and lots of exits in one five-year period—contrasts especially with producers over 60 who experience the least churn (a high exit rate from the industry but low entry rate).

What are we to make of this? The high turnover of Canadian young farmers could indicate internal turmoil and instability. It may however indicate something else altogether.

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In an industry that continues to attract young producers, a number will exit

quickly after entry as the majority establish themselves on successful operations. If the young established producers were struggling, it would be a different story - but they often out-perform the rest of the industry. In 2006 and 2011, they were both more likely to appear in the producer class with the highest revenues and least likely to appear in the class with the lowest revenues (Figure 1).

The churn of young producers entering and exiting agriculture may be a residual of experimentation and innovative entrepreneurship. It's this kind of entrepreneurship that sustains a complex industry as it responds to new and varied consumer

preferences and opportunities in technological innovation. It can signal necessary structural change within sectors and spur industry innovation as older, established operators adopt new ideas to compete

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Competing in a challenging environment, young producers can help to change the game and inspire vitality and growth in Canadian agriculture.



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APRIL 6: Close online auction for 3 John Deere Tractors, all standard all gas 730, 630, & 60 selling on auctiontime.com

APRIL 12, 10 A.M.: Buffalo Mills Grain Cleaning eq Altona, MB

APRIL 16, 11 A.M.: Frank Peters and estate of the late Jake Peters 8 south of St. Claude on PR 240, Ford 9700 tractor, Case 2470, two IH 1440 Combines, Case IH 3650 Round baler, GM 70 Series Diesel grain truck, etc.

APRIL 19 10 A.M.: Seymour Murray and Susan, Darlingford, MB 4 east and two North. JD 9600 and 8820 combines, JD 6400 Tractor, Case 2390, Versatile 800, MF 1105 w/ loader, 91 Freightliner grain truck, Bourgault 8800 seeder, w/3225 tank also Flexicoil 2320 tank, Case 5600 DT 31FT

APRIL 23, 10 A.M.: Milton and Brenda Shircliff, Starbuck, MB 1 north 1/2 east 1/2 south. CIH 7120, fwa, 2950 hrs., loader 894 Allied, Macdon swather 30 sp, diesel, JD 7000 Panter, 8 row 30" 2001 Chev 2500 pickup, Kubota G1800 and JD F91 Diesel mowers. Bourgault 8800 air seeder 40 ft w/ 3225, Grain bins etc see our catalog or www.billklassen.com

APRIL 30 10 A.M.: Ed Zacharias 1 east 9 south of Morden. Versatile 555 4x4 tractor, Case 1070, IHC 1066, IH 1460 combine, Versatile 400 swather Chev C-65 Truck 16 box saftied.

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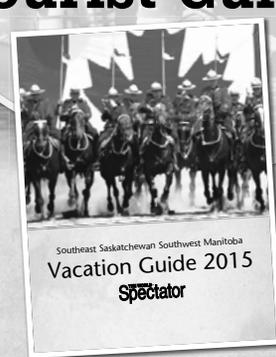
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Saskatchewan cartoonist Frank Wilson takes a look at spring on the Prairies



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Canada Safety Council is reminding Canadian families to take precautions while on the farm

Farming is a very rewarding, important and invaluable industry in Canada. But for all of its benefits, it is also one of the most dangerous industries, and the reality of the profession is that children are often around the workplace. This means exposure to hazards including toxic chemicals, unpredictable livestock and potentially dangerous machinery. This exposure makes it absolutely crucial that children be taught about the potential dangers around them and how to avoid putting themselves at risk.

This year, the Canada Safety Council is reminding Canadian families to take precautions while on the farm, ensuring the safety of children by understanding the concerns and paying attention to detail.

According to a study by Canadian Agricultural Injury Reporting (CAIR), 272 Canadians under the age of 14 died between 1992 and 2012 in agricultural-related fatalities, with approximately 45 per cent of those being four years of age or younger.

The most common causes of death among children are machine runovers (41.9 per cent), followed by drownings (15.2 per cent), machine rollovers (11.1 per cent), animal-related injuries (6.5 per cent) and being crushed by or under an object (5.1 per cent).

Often, bystander runovers occur when children are playing on the farm or near a worksite. The farm

vehicle is usually in reverse, and the adult is not expecting the child to be there. This fact alone makes it crucially important to set aside an area reserved for playing in the yard. A fenced-in area with self-locking gate closures will ensure that the child's exposure to runover-related danger is greatly reduced.

It's important to remember that what may seem to be an obvious safety measure isn't always so obvious, especially with younger children. Teach them which areas are off-limits or dangerous. As they get older and start helping out around the farm, take the time to teach them the proper way of doing things, explaining and enforcing safety as the primary goal. Keep in mind their limited experience and strength when assigning tasks, giving them age- and size-appropriate responsibilities.

That being said, it's not enough to tell children how to do things safely. Especially when it comes to work-related tasks, children are driven to follow examples set by their parents and other adults. Farmers and workers have to make sure that they're following safety protocols and being careful, or the message will ring hollow to children and they will not see it as important.

Take the following precautions to ensure that your farm is safe for children:

- Inspect your farm with your

children for any areas that contain hazards. Make sure to not only identify the hazards, but also to explain why they're dangerous to the children and, if possible, take steps to mitigate the danger.

- Before setting children to work on age-appropriate tasks, check local laws to ensure that they are of legal age to operate farm machinery.

- Train older children before setting them to work on anything. Ensure they understand the proper operation of machinery they're being asked to use, and that they know what to do at all times.

- Never allow extra riders on any equipment. Extra rider runovers are a very common cause of injury.

- Drownings on the farm occur, especially among children six years old or less. Fence farm ponds, manure pits, and any other source of water that could pose a drowning risk.

- Designate a specific fenced-off area that is solely for playing. Ensure that it is kept far from animals, as even calm and normally docile animals can become dangerous if they feel that either they or their offspring are threatened.

- Keep all farm chemicals out of the reach of children and locked away in a cabinet, room or building.

- Keep grain bins off-limits for children—it takes only a few seconds for a person to become helplessly trapped under flowing grain, where they could suffocate.



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The superior formulation of RANCONA PINNACLE gives excellent seed coverage with markedly less buildup in seed-treatment equipment, resulting in improved seed emergence, healthier seedlings, and higher yields. In university trials throughout North America, RANCONA PINNACLE has demonstrated higher yields when compared to other leading seed-treatment products.

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Microdispersion technology means more active ingredient ends up on your seed and not your equipment – so you'll get more out of your seed treatment investment.

"Seed adherence is one of the strong points we really like about RANCONA PINNACLE," says Art Hollinger of Precision Ag Services Ltd. "It distributes so well over the seed surface, almost instantly. Plus it's very easy to use, since we don't have to dilute it with water."

Whether a grower treats seed on-farm or has treatment done by a retail supplier, RANCONA PINNACLE is the easy-to-use choice to protect investment and yields.

For more information on RANCONA PINNACLE, visit Precision Ag Services Ltd. or call 1-866-761-9397.

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Plain & Valley

Covering Southeast Saskatchewan and Southwest Manitoba

Contact us for the next issue!

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Strong growth in Sask pulse exports recognized

Saskatchewan Trade and Export Partnership (STEP) will be leading a strong contingent of Saskatchewan exporters to two major international food forums - the Pulse Conclave in Jaipur, India to be held February 17 to 19, 2016 and the Gulfood Show in Dubai, United Arab Emirates (UAE) February 21 to 25, 2016.

STEP President and CEO Chris Dekker noted that the trade mission is timely given the growth in Saskatchewan pulse exports and the UN General Assembly declaring the year 2016 as International Year of Pulses.

"India purchased over \$1.5B in pulses from Saskatchewan including \$960M in lentils in 2015 - both record numbers," Dekker said. "And the UAE is the fifth largest market for Saskatchewan lentils and peas and has demonstrated strong growth potential."

The India Pulses and Grains Association expects over 800 delegates from around the world will participate in the conclave. The Gulfood Show in Dubai is now considered the world's largest annual food and hospitality show with nearly 5,000 exhibitors from 5 continents and 120 countries.

"The global food industry meets at the Gulfood Show to trade and unveil the latest tastes, trends and innovations", Dekker said.

STEP is privileged to have the Honourable Lyle Stewart, Minister of Agri-

culture serve as the mission lead during the India portion of the trip.

"Minister Stewart's leadership will greatly enhance our presence and will assist with the objective to maintain Saskatchewan's

position as Canada's top exporter to India."

STEP is a non-profit, membership driven, government/industry partnership, designed to promote the growth of Saskatchewan's export industry.



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Unreserved Public Farm Auction

Edward & Cathy Dureault

Wolseley, SK | April 16, 2016 · 10 am



1998 John Deere 9300 & Seed Hawk 4210 42 Ft & Flexi-Coil 1720



2005 John Deere 9760STS



Rogator 1064 100 Ft



2004 Westward 9250 30 Ft



1999 International 9400 & 2008 Drake 36 Ft

AUCTION LOCATION: From **WOLSELEY, SK**, go 4.5 km (2.8 miles) South on Grid 617, 4.7 km (2.9 miles) West. Yard on South side. **GPS:** 50.3604, -103.3237

A PARTIAL EQUIPMENT LIST INCLUDES: 1998 John Deere 9300 4WD Tractor - 1980 John Deere 4840 2WD Tractor - 1984 Case 1394 2WD Tractor - 1977 Case 1070 2WD Tractor - 2005 John Deere 9760STS Combine - 1995 Case IH 2188 Combine - 2004 Westward 9250 30 Ft Swather - 1999 International 9400 Sleeper

T/A Truck Tractor - 1987 International 9900 Eagle T/A Grain Truck - 2008 Drake 36 Ft T/A Grain Trailer - 2013 Abu 16 Ft Equipment Trailer - 2005 Custombuilt 8 Ft Equipment Trailer - Seed Hawk 4210 42 Ft Air Drill - Flexi-Coil 1110 Tow-Behind Air Tank - Rogator 1064 100 Ft High Clearance Sprayer ...**AND MUCH MORE!**

For up-to-date equipment listings, please check our website: rbauction.com

Edward Dureault: 306.698.2712 (h)
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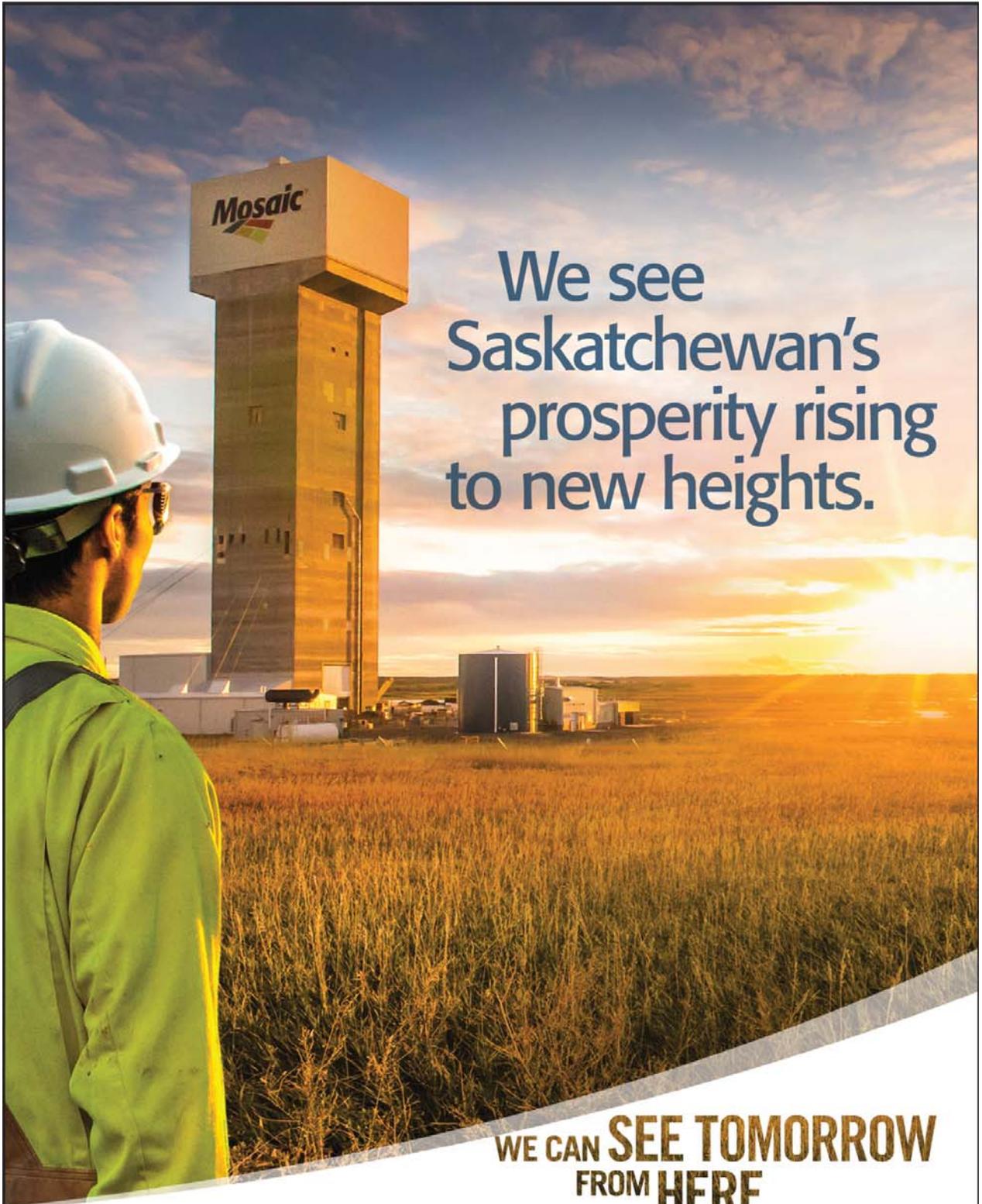
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Trans Hydraulic	3.60/L	3.50/L	3.40/L	3.30/L
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Ritchie Bros.' largest on-the-farm auction hits \$24 million

Hundreds of people flooded a family farm in Bonanza, Alberta on March 30 for Ritchie Bros.' largest on-the-farm auction ever. In just nine hours, more than \$24 million of farmland and equipment was sold.

The unreserved public auction attracted close to 2,200 bidders from 26 countries, including more than 1,350 online bidders. Approximately 24 percent of the equipment and real estate sold to online buyers.

"The strength of the Western Canadian farming industry was on full display in Bonanza this week," said Tyler Ruttan, Regional Sales Manager, Ritchie Bros.

"We saw huge attendance onsite and online, resulting in very strong pricing on the farmland, with more than 50 parcels of real estate selling for just over CA\$13 million in total. We also saw great results for the large selection of equipment and trucks in the auction."

On auction day, Ritchie Bros. sold 7,400+ acres of real estate—including two home quarters—as well as 800+ equipment items for two families: the Nobbs and the Marshalls.

All items were sold with-out minimum bids or reserve prices.

"It was an emotional day, especially selling the land that was homesteaded by my father and grandfather," said Danny Nobbs.

"We are happy with the results—land sold for almost double of what it's sold for historically in the



There were total sales of more than \$24 million at this Ritchie Bros. sale at Bonanza, Alberta.

area. Our new iron also sold very well. We are very happy we teamed up with Ritchie Bros."

EQUIPMENT HIGHLIGHTS:
Five 2015 Case IH 580 quadtrac tractors sold for a combined \$2+ million

Four 2014 Claas Lexion 780 4x4 combines sold for a

combined \$1.6 million
Four 2014 Claas Lexion 670 track 4x4 combines sold for a combined \$1.4+ million

A 2014 Case IH 620 quadtrac tractor sold for \$480,000

A 2015 Case IH 4440 120-ft 4x4 high clearance spray-

er sold for \$380,000

A 2014 Case IH 4430 120-ft 4x4 high clearance sprayer sold for \$345,000

Three Elmers Haulmaster 2000 grain carts sold for a combined \$350,000

Two 2013 MacDon M155 35-ft swathers sold for combined \$251,000

A 2012 Case IH Puma 215 MFWD tractor sold for \$130,000

50+ CANADIAN

ON-FARM AUCTIONS IN APRIL
Ritchie Bros. will continue to conduct its full-service, professional auctions from farm-to-farm across Western Canada in April.

With each auction, Ritchie Bros. sets up on an owner's farm to sell their equipment.

Many of these auctions also include real estate (farmland, recreational, residential and grazing lease), livestock and household items.

Unreserved Public Farm Auction

Barry & Donna MacPherson

Montmartre, SK | April 21, 2016 - 10 am



1998 Case IH 9370, 2005 Seedmaster 60 Ft & 2008 Morris 8425



2009 New Holland CR9070



2007 Case IH SPX4420 90 Ft



2000 Freightliner FLD120 & 2008 Doepker



1998 Chevrolet Corvette & Chevrolet Impala

AUCTION LOCATION: From MONTMARTRE, SK, go 12.8 km (8 miles) South on Grid 606, then go 1.6 km (1 mile) West, then go 0.4 km (0.25 miles) North. Yard on West side. GPS: 50.1129, -103.4736

A PARTIAL EQUIPMENT LIST INCLUDES: 1998 Case IH 9370 4WD Tractor - 1979 Case 4690 4WD Tractor - 1980 Case 2390 2WD Tractor - 1941 John Deere AR Antique Tractor - Allis-Chalmers Row Crop Antique Tractor - 2009 New Holland CR9070 Combine - 2000 Prairie Star 4950 30 Ft Swather - 2000 Freightliner FLD120 Sleeper T/A Truck Tractor - 1998 International 8100 T/A Truck Tractor - 1977 Ford 8000 T/A Grain Truck - 1998 Chevrolet Corvette Convertible - Chevrolet Impala Convertible - 53 Ft Tri/A Step Deck Trailer - 2008 Doepker Grain Trailer - 1981 Case 1835 - 2005 Seedmaster 60 Ft Air Drill - 2008 Morris 8425 Tow-Behind Air Tank - Case 1900 21 Ft Cultivators - Morris 70 Ft Heavy Harrows - 2007 Case IH SPX4420 90 Ft High Clearance Sprayer - Lrg Qty of Grain Bins...AND MUCH MORE!

For up-to-date equipment listings, please check our website: rbaction.com

Barry MacPherson: 306.424.7678
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Unreserved Public Farm Auction

Ted & Julie Mansuy

Parkman, SK | April 29, 2016 - 10 am



2009 John Deere 7330 & 1997 MacDon 5000 16 Ft



1996 John Deere 9600



1993 International 9400



2013 Wilson 20 Ft



Hesston 5431



Real Industries Portable Handling System

AUCTION LOCATION: From CARLYLE, SK, go 25.7 km (16 miles) East on Hwy 13 to Grid 601, then 8 km (5 miles) North, then 0.8 km (0.5 mile) West. Yard on South side. GPS: 49.6774000, -101.9263889

A PARTIAL EQUIPMENT LIST INCLUDES: 2009 John Deere 7330 MFWD Tractor - 1996 John Deere 9600 Combine - 1995 MacDon 36 Ft Draper - 1993 International 9400 T/A Grain Truck - 2013 Wilson 20 RT/A Gooseneck Stock Trailer - Hesston 5431 T/A Manure Spreader - Ravens Super Cooler Fertilizer Applicator - 2002 New Holland 688 Round Baler - 1997 MacDon 5000 16 Ft Hydra Swing Mower Conditioner - Custombuilt 3 Pt Hitch Potato Planter - Wheatheat Post Pounder - Custombuilt Bucket Mount Hydraulic Post Hole Auger - Kellin Solar Watering System - Bale King 3100 Bale Processor - New Holland 357 Mix Mill - Lrg Qty of Livestock Equipment...AND MUCH MORE!

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<p>2015 Ford Edge SEL Stock# 5P236</p> <ul style="list-style-type: none"> • AWD • Fully Loaded • 16,000 kms <p>\$36,900 \$288 BI-WEEKLY</p> 	<p>2013 Ford Focus ST Stock# 6T030B</p> <ul style="list-style-type: none"> • 252 Horsepower • EcoBoost • Leather • Moonroof <p>\$21,900 \$174 BI-WEEKLY</p> 	<p>2015 Ford Expedition Max Limited Stock# 5P246</p> <ul style="list-style-type: none"> • Leather • Navigation • Moonroof <p>\$56,900 \$441 BI-WEEKLY</p> 
<p>2013 Ford Edge Limited Stock# 6C084A</p> <ul style="list-style-type: none"> • AWD • Fully Loaded • 39,000 kms <p>\$29,900 \$237 BI-WEEKLY</p> 	<p>2013 Ford Fusion SE Stock# 6C003A</p> <ul style="list-style-type: none"> • Well Equipped • Sask Tax Paid • 53,000 kms <p>\$15,900 \$128 BI-WEEKLY</p> 	<p>2014 Ford Fusion SE Stock# 5P217</p> <ul style="list-style-type: none"> • Leather • Moonroof • 15,000 kms <p>\$17,900 \$146 BI-WEEKLY</p> 
<p>2012 Ford Escape XLT Stock# 6T074A</p> <ul style="list-style-type: none"> • FWD • 110,000 kms • Sask Tax Paid <p>\$11,900 \$99 BI-WEEKLY</p> 	<p>2012 Ford F-350 Crew Cab Lariat Stock# 6T059B</p> <ul style="list-style-type: none"> • 6.7L • Powerstroke Diesel • 85,000 kms <p>\$46,900 \$367 BI-WEEKLY</p> 	<p>2010 Ford Escape XLT 4x4 Stock# 6T030C</p> <ul style="list-style-type: none"> • Leather • Sask Tax Paid • 104,000 kms <p>\$13,900 \$113 BI-WEEKLY</p> 
<p>2015 Ford F-250 Crew Cab XLT Stock# 6T096A</p> <ul style="list-style-type: none"> • 6.7L Powerstroke Diesel • 35,000 kms <p>\$46,900 \$367 BI-WEEKLY</p> 	<p>2011 Ford F-150 Super Crew FX4 Stock# 6T043A</p> <ul style="list-style-type: none"> • 5.0L • New tires • 99,000 kms <p>\$24,900 \$198 BI-WEEKLY</p> 	<p>2015 Dodge Grand Caravan Crew Plus Stock# 6P114</p> <ul style="list-style-type: none"> • Leather • Moonroof • 19,000 kms <p>\$29,900 \$237 BI-WEEKLY</p> 
<p>2012 Ford Focus Titanium Stock# 5T220B</p> <ul style="list-style-type: none"> • Leather • Moonroof • 80,000 kms <p>\$15,900 \$128 BI-WEEKLY</p> 	<p>2013 Ford Explorer XLT Stock# 6T113A</p> <ul style="list-style-type: none"> • 4x4 • 7-Passenger • 63,000 kms <p>\$30,900 \$245 BI-WEEKLY</p> 	<p>2014 Ford F-150 SVT Raptor Stock# 6T039A</p> <ul style="list-style-type: none"> • 6.2L • Fully Loaded • 53,000 kms • SK Tax Paid <p>\$61,900 \$479 BI-WEEKLY</p> 
<p>2014 Ford F-350 Crew Cab Platinum Stock# 6T133A</p> <ul style="list-style-type: none"> • 6.7L Powerstroke • 46,000 kms <p>\$59,900 \$467 BI-WEEKLY</p> 	<p>2013 Chevrolet Impala Stock# 6C009A</p> <ul style="list-style-type: none"> • Local Trade • SK Tax Paid • 42,000 kms <p>\$15,900 \$128 BI-WEEKLY</p> 	<p>2016 Ford Explorer XLT Stock# 6P136</p> <ul style="list-style-type: none"> • 4x4 • Leather • Moonroof • 13,000 kms <p>\$45,900 \$358 BI-WEEKLY</p> 
<p>2013 Ford F-150 Super Crew FX2 Stock# 6T129A</p> <ul style="list-style-type: none"> • 5.0 L • 45,000 kms • Local Trade <p>\$27,900 \$221 BI-WEEKLY</p> 	<p>2013 Ford F-350 Crew Cab Lariat Stock# 6T089A</p> <ul style="list-style-type: none"> • 6.7L Powerstroke Diesel • 59,000 kms <p>\$53,900 \$419 BI-WEEKLY</p> 	<p>2014 Ford Escape Titanium Stock# 6T123A</p> <ul style="list-style-type: none"> • 4x4 • Fully Loaded • 99,000 kms <p>\$21,900 \$174 BI-WEEKLY</p> 
<p>2013 Ford F-150 FX4 Luxury Stock# 6T141A</p> <ul style="list-style-type: none"> • 6.2L V8 • Fully Loaded • 48,000 kms <p>\$39,900 \$313 BI-WEEKLY</p> 	<p>2010 Ford F-150 Super Crew Lariat Stock# 5T238B</p> <ul style="list-style-type: none"> • 53,000 kms • Local Trade <p>\$28,900 \$228 BI-WEEKLY</p> 	<p>2014 Ford F-150 Super Crew FX4 Luxury Stock# 6T139A</p> <ul style="list-style-type: none"> • 3.5L EcoBoost • 85,000 kms <p>\$36,900 \$289 BI-WEEKLY</p> 
<p>2015 Ford Expedition Limited Stock# 6T076A</p> <ul style="list-style-type: none"> • 3.5L EcoBoost • SK Tax Paid • 33,000 kms <p>\$56,900 \$441 BI-WEEKLY</p> 	<p>2003 Ford Expedition Stock# 5T189B</p> <ul style="list-style-type: none"> • Sask Tax Paid <p>\$4,900 AS TRADED</p> 	<p>2014 Ford F-150 XTR Stock# 6T047A</p> <ul style="list-style-type: none"> • 13,000 kms <p>\$38,900 \$305 BI-WEEKLY</p> 

FRESH ARRIVALS

<p>2015 Lincoln Navigator Stock# 6P148</p> <p>Fully Loaded, 33,500 kms</p> <p>\$69,900 \$542 BI-WEEKLY</p>	<p>2009 Chevrolet Trailblazer LT Stock# 6T076A</p> <p>95,000 kms</p> <p>\$15,900 \$128 BI-WEEKLY</p>	<p>2014 Ford F-150 Super Cab XLT Stock# 6T133C</p> <p>4x4, 5.0L, 45,000 kms</p> <p>\$26,900 \$216 BI-WEEKLY</p>	<p>2010 Ford Taurus SEL Stock# 5T238C</p> <p>All Wheel Drive, 63,000 kms</p> <p>\$16,900 \$137 BI-WEEKLY</p>	<p>2014 Ford Escape Stock# 6P149</p> <p>31,000 kms</p> <p>\$24,900 \$198 BI-WEEKLY</p>	<p>2011 Ford Edge AWD Stock# 6T075B</p> <p>\$16,900 \$137 BI-WEEKLY</p>	<p>2013 Ford Explorer Limited Stock# 6T095A</p> <p>\$34,900 \$276 BI-WEEKLY</p>
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