



Combines harvesting wheat south of Moosomin.

Local farmers pleased with harvest

BY KARA KINNA

As harvest wrapped up in the Moosomin area, local farmers said they were pleased with the yields and the quality of crop that has come off this fall.

"I think it was a pretty good harvest for everybody," says Tim Crossley, who grows crops around Moosomin, and planted spring wheat and canola this year.

"They came off in good condition. I think the wheat's all number two and the canola is all number one.

"They were very good yields. They were probably around 8-10 bushels better than what I was expecting on both the wheat and the canola.

"We were concerned about the wind at times on the canola swaths, but other than that it was pretty good. The field conditions were excellent as far as wetness. It was actu-

ally a very good harvest, it wasn't that challenging. We didn't have a lot of mechanical problems and the field conditions were very good. We got the grain off mostly dry."

Crossley finished harvesting on Saturday, Sept. 17 and says his harvest took around five weeks.

He says he is particularly pleased with his canola crop.

"I'd say the canola was probably the best we'd ever had. And the wheat was maybe not quite as good as 2013 but pretty close," he says.

John Van Eaton planted barley, peas, wheat and canola in the Maryfield area, which got lots of moisture this summer. Van Eaton says the crops came off in good quality, but the peas were a challenge to harvest.

"So far we are happy with the quality," he says.

"Peas, like a lot of pulse crops this year, we had some that were pretty disappointing and some that were pretty reasonable. The main factor was how much rain those fields got or didn't get. The moisture and harvestability were just unbelievable.

"I think we've been growing peas for about 27 years and I don't remember having this much trouble. Just because of the excessive wet conditions through the summer, they just wouldn't feed into the combine. We had an extremely difficult time harvesting them.

"Other than that one crop it's been going pretty good. I wouldn't say that disease is any more prevalent than any other year although we did a lot of spraying with fungicide, so maybe that helps.

"We certainly have lost some acres to drowned out areas. It might be as high as 10

or 15 per cent.

"I would say, outside of challenges with peas, this season has gone reasonable well."

Jeff Skulmoski grew canola, barley and lentils in the Fairlight area. Like Van Eaton, he says his harvest went well, except for the peas.

"It's been going pretty smoothly. We're pretty much done, we just have some lentils to combine and then we are done for the year," says Skulmoski.

"The canola, we were happy with the yields, barley we were happy with the yield—everything this year has been pretty positive. We've had really good luck. We've had a good year and everything has been running smoothly.

Continued on page 25

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New fertilizer blending facility: Sharpe's planning major investment in Moosomin

BY KEVIN WEEDMARK

Sharpe's Soil Services is planning a \$2.8 million investment in its Moosomin location.

The company plans a new fertilizer blending facility that will allow for faster and more efficient blending of fertilizer.

"It has been in the works for three years now," said Chris Davidson, general manager of Sharpe's in Moosomin. "We've been putting a plan together for the new facilities. The blend system that's in there now has been in there since 1995."

Davidson said the fertilizer industry has changed greatly over the years. "In 1978, when we built that place it was state of the art," he said. "Most guys were still using bag fertilizers, using 50 pound bags. In the late '70s growers started moving to bulk fertilizer, increasing rates and adding a lot more yield."

Davidson said the investment will lead to faster blending.

"We've been limited in the number of products that we can blend, and the speed of blending is a limiting factor right now," he said.

"This new system is going to greatly increase the blending speed. We will be able to load regular semis, a truck and trailer, in about five minutes where now it takes us about 20 minutes. Speed and accuracy is the key thing. The new system will blend at a rate of 300 metric tonnes per hour and the old one did about 60 tonnes per hour. It will be a great increase in speed we can blend."

"Besides improving the speed of blending, we will be adding more flexibility to be able to pick and choose different products depending on what the marketplace demands. There are always new products coming. To have the ability to quickly adapt and bring another product into the system is key. With the old system we only had the ability to blend five different products. The new system will allow us to blend eight or more products plus will be able to introduce either dry or liquid micro nutrients into the system. There are certain additives that you put on fertilizer to enhance its performance and we will be able to add those products



The new fertilizer blending facility at Sharpe's Soil Services in Moosomin will look similar to this but will be larger, with eight tanks on each side, not six.

into the system as well, so it will give us much greater flexibility in what products we can introduce."

Davidson said the fertilizer industry has grown a lot over the years and has helped farmers increase production. "Blair Sharpe started the business in 1976," he says. "Back then there was a lot of summerfallow, so you would only harvest a crop every second year. For instance with wheat they would probably average 35 bushels that second year. Now, with better fertilizer application, they're fairly consistently getting 60

bushels of spring wheat every year.

"You've seen big increases in canola, too. Back in the '70s they were open pollinated varieties and now pretty much 100 percent of canola that is grown is a

hybrid. It yields way better and of course they bring out new varieties all the time, so our canola yields have gone from 25 bushels back then to this year many of our guys are up around 50 bushels or so. It's the same kind of scenario with the other crops. The volume of nutrients that are going into the ground now has increased dramatically, and yields have increased along with it."

Davidson said Sharpe's Soil Services has grown greatly over the years.

"Blair Sharpe started in '76 with one store in Moosomin and we have six stores now in the south east corner of the province. We had three or four people working back in the eighties and now we've got six stores with around 25 full-time people and we hire another 12 to 14 summer students or seasonal help. It has grown immensely. We built it all on service. We have always been a service orientated company. We provide agronomics, soil testing, delivery. The way we built things was on service—customer service and building relationships."

Davidson says he sees potential for the business to grow further.

"Producers need service, they need products, they need advice. They need information and I don't think that is going to change. They need service and that is what we provide."

He said the business serves a large area.

"We go north and west right up to Yorkton from our Lagenburg and Stockholm branches and South to Redvers. To the east we have lots of customers in the Elk-horn area and Kirkella. Going over west we have customers in Whitewood or so, so its a pretty big area."

Construction will start soon on the new blending facility.

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Photography by Andrea Deroo@usask.ca & LM Olson

The 4-H Small Engine Project Demo at Achievement Day
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Normalized beef trade between Canada and Mexico



The countdown to a fully normalized beef trade between Canada and Mexico is complete, with Mexico fully reopening to Canadian beef on October 1.

The Canadian Cattle-men's Association (CCA) is pleased that a team of Mexican officials visited Canadian cattle production, feed mill and beef exporting facilities in Alberta and British Columbia ear-

lier this summer. CCA says they did not anticipate any reason why the October 1 expansion of market access should not proceed.

Mexico closed to Canadian beef in May 2003 and reopened to beef from cattle under 30 months (UTM) of age later that year, but remained closed to beef from over-30-month (OTM) cattle and some UTM of-fal. Canadian officials had

approved Mexico to export beef to Canada two years earlier.

CCA President Dan Darling had the opportunity to meet with Mexican President Enrique Peña Nieto in Ottawa in July when he announced that Mexico will fully re-open to Canadian beef on October 1, 2016.

The most significant remaining bovine spongiform encephalopathy

(BSE)-related market restriction that the CCA and the Government of Canada are continuing to work on is expansion of access in China to full UTM from boneless UTM. The value of Canadian beef exports to China more than doubled in 2015 and there is further potential once access is expanded.

The CCA believes there is significant potential for long term demand due to evolving consumer trends and a rapidly growing middle class in China.

Earlier in September, Canada Beef signed Memorandums of Understanding (MOU) worth roughly \$20 million with Chinese partners, Bright Haibo Invested Million (Fareast) Ltd. (Million Trading), a subsidiary of Shanghai-based Bright Food Group which is the largest food and beverage company in East China. This MOU will further strengthen Million Trading's relationship with Canada Beef and support the overall growth in exports of Canadian beef

into the Chinese market.

Canada Beef also signed a partnership agreement with a professional training centre for Western cuisine and Chinese cuisine to young chefs, providing training to over 1,000 chefs per year across China.

The Canada Beef MOU was among 56 deals the Government of Canada announced it had signed with China worth more than \$1.2 billion.

With BSE trade issues becoming settled, the most significant continuing trade issues are the technical issues with Europe regarding anti-microbial rinses used in Canadian packing plants and imple-

mentation of the Trans-Pacific Partnership to restore a competitive balance in the Japanese market.

Once the Europe issues are resolved, CCA says they expect to see an increase in the number of Canadian cattle raised without beta-agonists like ractopamine which has the side benefit of also meaning an increase in beef available to be exported to China.

As Canadian beef producers make their individual production decisions, expanded access to all these markets are all excellent reasons to be confident in the future, according to CCA.

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Local farmers pleased with harvest

Continued from page 21
"We've had some challenges with the pulse crops but overall everything else is good. The harvesting of the pulse crops has been a real nightmare."

"I only had 400 acres of peas and I don't know how long it actually took me because we just picked away at it and got sick of it and went and harvested other crops, and then when we had spare time we'd go back to it. I don't know how many hours we put into harvesting them but it wasn't fun. We probably could have harvested four times or five times more canola in the time it took me to do the peas."

"The pea crop was lodged, it was just hard to cut and hard to get into the combine. Of course when it's lodged you're fighting with little rocks through the machine and that always causes issues. These machines aren't made to put rocks through. We never had any major damage to stop it but there were lots of little repairs. There will be a bigger repair bill on the combine this year because of the pulse crops, I already know that."

Despite the challenges, Skulmoski says the peas came off in good quality.

"The peas were good, the



Canola being harvested between Moosomin and Rocanville.

lentils are definitely not top quality, I don't know what they will grade yet. As far as the peas go they were all good quality."

Skulmoski says he con-

siders this year a better than average one.

"That year when it was really wet, about two years ago, I still have that in mind, so this year was a real breeze. Harvest was simple this year. It was a better than average year, that's for sure." Skulmoski says grain prices have remained high enough to allow for some profit, although canola prices are still low.

"I did some forward contracting on barley and I'm happy with what I'm receiving there," he says. "The canola has room to come back. I don't know what direction it's going to

go. They are still at a value with our yields so we can still profit from it, but compared to what we've been used to the last few years they are slightly lower."

Cory Woywada, the manager at the Parrish and Heimbecker terminal west of Moosomin, says yields have been good this year, but disease has posed a problem for some cereal crops. Some crops have fared much better than others.

"Yield-wise it has been a good harvest but grade wise on some crops it has not," he says. "In wheat we are seeing high amounts of

ergot and fusarium in it. For canola, the yields are good for guys who sprayed with fungicide, and for guys that didn't the yields are a little less. The quality of the crop is good on canola."

Woywada says moisture was the problem for cereal crops such as wheat and barley.

"Mostly it has to do with weather, it has been too wet," he says. "Some guys grew peas this year and the yields are down due to the excess moisture, but the soybeans guys are quite happy with the yield on that crop."

"The better crops were the earlier crops that went in. Anyone who planted their wheat really early didn't seem to get affected as bad. But now we're seeing the later crops here that have a lot more disease in them."

Woywada says the soybean crops have been particularly good in the area this year.

"More guys are growing them now," he says. "They've come up with better varieties that are more suited for our area. They are good quality and they stand nice and they take the moisture a little better than some other crops."

Lee Crosson with Webster Seed Farm planted 4,000 acres around Welwyn. Crosson planted wheat, canola, oats, peas, fava beans, and soybeans this year.

Aside from some disease due to moisture, he says his harvest this year was about average.

"It's probably just a little above average or average," he says. "Canola had disease this year, it was just too moist and too much rain. The humidity was high every day. And then some of the wheat, lots of it looks okay, but as far as disease, probably fusarium will be a problem but I'm not sure yet."

Crosson says yields were what he expected.

"They are probably average I would think," he says. "Some of them like peas, they were below average with all the rains. Wheat was probably average."

Crosson said prices weren't great but that was to be expected this year.

"Wheat prices are definitely not very good. Most prices have softened up a bit but that's kind of expected because they are forecasting a big crop all over," he says.

Overall, though, he says he's pleased with harvest this year.

"It's probably as good as any. Yields they are average. Some things are maybe a hair better but other things are not quite as good as expected."

"It's not a 2013 again. It's probably more comparable to last year. We can't complain too much."

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New Versatile dealership

RPM is area's newest implement dealer

BY KARA KINNA

The Moosomin area will soon have a new implement dealer. Rick and Cindy Petersen, with RPM Service, just north of Moosomin on Highway 8, have decided to start selling Versatile tractors.

This is the first foray into sales for the couple, who started RPM Service in 2002—a company that provides repairs, maintenance and equipment for ag and industrial customers, as well as automotive repairs. Back then the company was mobile, doing service calls in people's shops or in the fields. The Petersens set up a shop in Welwyn, then a few years ago, purchased 22 acres of land along Highway 8 north of Moosomin, complete with a large shop for servicing trucks and equipment.

The new location brought new opportunities.

"We've been in service for a while so we thought we'd try sales," says Rick. "It's a good location on the highway."

"We have a lot of room to park equipment," adds Cindy. "Hopefully it increases our business. We're trying to grow."

Cindy says before the move to the new location, the couple talked about what they could sell.

"Ever since we talked about moving to Moosomin, we've talked about what we could maybe



Cindy and Rick Petersen in front of their shop at RPM Service on Highway 8 north of Moosomin. The couple will soon be selling Versatile tractors on their 22 acre lot.

sell," she says. "And Versatile is just one thing. We could get into other short lines, but right now we will start with that and see how it goes."

"We will sell parts as well. It's not just the sales end of it. There will be a

parts department as well," adds Rick.

Why Versatile?

"They are made in Canada and there are no other Versatile dealers real close by," says Rick. "Case and John Deere and New Holland are already here. And

Versatile does have a good reputation for a four wheel drive tractor.

"It's their 50th anniversary, so they've been out for a long time. Their four wheel drives have always been a decent work horse. They've got probably the

largest cab in the industry and they still have reliable horse power. It's a Cummins engine, so that's proven—they've been around forever—and a Caterpillar power shift transmission, so it's proven as well."

Rick says he has had

good customer feedback since he's announced they will be carrying Versatile.

"Anybody that comes in, they are glad to hear that there is another dealer coming to town," he says. "Competition is good" is what they say, and I think Versatile the last few years has come a long way. There are a lot of people who are excited about that brand."

The Petersens are starting small, and will only have a few tractors on their lot to start with. They are expecting their first tractors to arrive late in 2016 or early in 2017. But they say there will be room for growth.

"We are excited and nervous at the same time," says Rick.

"We're going to have to hire. There will probably be room for technicians, partsmen, salesmen eventually."

Cindy says some renovating will need to be done on their building to accommodate a parts department.

The couple say they are both looking forward to having people come take a look at the new equipment once it arrives.

"Once it comes in we will have an open house. People can come in and look at the equipment," says Rick.

"We'd be happy to have people come stop in and check it out," adds Cindy.

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Above left: Farm to Fork tour participants learn about crop research at the University of Saskatchewan. Above Right: 'Food influencer' guests experience a Saskatchewan harvest on the Farm to Fork tour.

Farm to Fork Tour promotes Saskatchewan's bounty to influential food writers and chefs

The second annual Farm to Fork tour took place in the Saskatoon area recently as Farm and Food Care Saskatchewan brought more than 40 influential food experts from across North America together for a three-day journey through our province's thriving agriculture industry.

Farm and Food Care Saskatchewan (FFC SK) is a non-profit organization that works to connect consumers to agriculture. The purpose of the tour is to build relationships with key people who influence consumers and their food choices and bring them face-to-face with our farmers, ranchers and food producers.

The participants had the opportunity to witness harvest in full swing at Wilbar Farms near Dundurn, Sask., to meet their purebred Red and Back Angus cattle herd. Other tour stops included

watching eggs reach their cartons at the Star Eggs processing facility, sampling a pint at Great Western Brewing Company and taking in the College of Agriculture and Bioresources Greenhouse at the University of Saskatchewan.

Seminars on food safety and biotechnology rounded out the program and participants were eager to ask questions of the agriculture industry representatives that joined them. Of course guests were never hungry as some of Saskatchewan's most talented chefs were featured at the Delta Bessborough hotel, Agar's Corner, Wanuskewin Heritage Park, Boffin's Public House and Riverside Country Club.

"Our group left very well fed and richer in spirit. We experienced the passion and commitment these producers put into the food they feed their families and share with Canada and the world,"

said Patricia Chuey, a registered dietician and enthusiastic tour participant.

"We are very passionate about agriculture here," said Clinton Monchuk, incoming Executive Director of FFC SK. "I want to thank everyone who came out to the farm tour and showed interest in learning about Saskatchewan's abundance of wholesome food products. The relationship doesn't stop here."

Sponsors of this year's tour included: Barley

Council of Canada, Chicken Farmers of Saskatchewan, CropLife Canada, the French's Food Company, Great Western Brewing Company, SaskCanola, Saskatchewan Cattlemen's Association, Saskatchewan Egg Producers, Sask-Flax, Sask Mustard, Sask Pork, Saskatchewan Pulse Growers and Tourism Saskatchewan.

Farm & Food Care Saskatchewan (FFC SK) is a whole-sector coalition made

up of farm families, agribusinesses, food processors, restaurants, retailers, food companies and more. Together, they help tell the stories of the farmers who work hard to

grow the fresh Saskatchewan food that we all enjoy. FFC SK works to provide a coordinated effort and a unified voice, connecting farm gates to our dinner plates.

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How drones will be used for plant breeding



BY NEIL BILLINGER
A new global resource for plant breeders could greatly reduce the length of time it takes to develop new crop varieties.

The Plant Phenotyping and Imaging Research Centre (P2IRC) will be based at the University of Saskatchewan. Money is being spent on brain power—not on bricks and mortar. A multidisciplinary approach will see plant breeders collaborate with biologists, chemists, robotic engineers and other scientists.

The effort is being coordinated by the Global Institute for Food Security at the University of Saskatchewan. GIFS Executive Director Maurice Moloney says eventually plant breeding will become a more computerized activity, similar to aerospace design and engineering.

Breeder's eye
Plant breeders currently go into the field and use a

combination of vision, experience and intuition to select the best genetic material in large scale field trials. Moloney calls this the "breeder's eye," which he refers to as an "analog procedure."

"It is not easily searchable or easily put together in databases," Moloney says. "It is hard to build statistics around it. What we are trying to do is turn the breeder's eye into a digital activity."

Collecting images
Drones equipped with high precision cameras will fly over fields taking hundreds of thousands of photographs over an extended period.

"What you can do is begin to put together measurements of plant growth rates," Moloney says. "You can take into account things like colour and photosynthesis. You can also see the shapes and architecture of plant. All of these are major

parameters of interest to the plant breeder."

The Canadian Light Source on the U of S campus, also known as a synchrotron, will play an important role as well. The particle acceleration generates x-rays of a quality that can penetrate plant structures. This allows scientists to examine cell structures in very fine detail and to view roots growing in the soil.

Partnerships
The new centre involves partnerships with four Canadian universities, three international institutes along with the National Research Council and Agriculture and Agri-Food Canada.

Funding comes from a \$37.2 million award over seven years from the Canada First Research Excellence Fund. P2IRC is currently recruiting graduate students, technicians, software developers and researchers.

It currently takes 12 to 15 years to develop a new crop variety. Moloney hopes to reduce that time by more

than half during the next decade.

"By 2022, we hope to create a unique global resource

for plant breeders to develop new crop varieties at unprecedented speed and scale," Moloney says.

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Thirst for craft beer brews opportunities

BY TAMARA LEIGH

Three flags fly proudly over Saanichton Farm—one for country, one for tractor and one for beer. For Bryce Rashleigh, they are visible reminders of what keeps the farm growing, and what they are growing for.

"The whole local food movement is huge on Vancouver Island," he says. "People are more supportive of my farm and what I do when they see the connection to what they eat and drink."

Rashleigh is one of four farmers on Vancouver Island growing barley on contract for Phillips Brewing and Malt-ing. A leader in the craft brewing industry in British Columbia, the company built a malting plant in 2015, and is working with local farmers to increase barley acreage on the Island.

"It's a growing part of our business," says Rashleigh, who has more than doubled his barley acres since the malt plant was built. "It's exciting to be part of starting something new for Vancouver Island. Phillips has put \$1 million into building this malting plant, and it's up to us farmers to help them out."

Brewery with its own malting plant

Matt Phillips is something of a legend in craft brewing circles, and is not averse to taking risks. In 2001, the young brewer financed his start-up with credit card debt and started brewing beer in a windowless apartment in Victoria. Fifteen years later, Phillips Brewing and Malt-ing is one of the largest craft brewers in B.C., and the only brewery in Canada with its own malting plant.

"When you're brewing you are intimately aware of your raw ingredients," Phillips says. "I love the idea of bringing local barley into our system. It's a great way to give more of a signature to our beer, and we're able to take more control over that part of the supply chain."

Sourcing local raw ingredients

Vancouver Island growers are currently producing 40 per cent of the 1,200 tonnes of barley that the brewery uses each year; the rest is sourced from the B.C. Peace River region. The company is actively pursuing new growers on the Island and promoting barley as a rotational crop to get more acreage into production.

"It's not like there's a shortage of malt barley in Canada, but there's a shortage of Vancouver Island barley," Rashleigh says. "With the local market right now, they basically can use anything producers can grow. It doesn't necessarily pay a lot more, but it feels good to be part of the food and beverage industry."

One of the barriers for farmers has been the availability of equipment. High land values and smaller fields require Island growers to get resourceful to make it work.

"Fortunately I've been able to make it work with some



landowners who are supportive, and by bringing in good used equipment from the Prairies," Rashleigh says.

The simultaneous development of infrastructure for brewer and barley growers is creating a unique opportunity and market in the region.

More barley needed for craft beer

"There's going to be an increasing demand for barley again because craft beer uses so much more barley than big breweries," Phillips says. "We would love to be 100 per cent Island barley; hopefully it's just a matter of time before we get there."

The Canadian brewing industry sources 300,000 tonnes of malt barley from Western Canada each year. Up to 25 per cent of domestic malt barley will be used by craft brewers, despite the fact they only produce six per cent of the total volume of beer.

According to Beer Canada, the national trade association for brewers, there are more than 500 brewing facilities across the country, double the number 10 years ago.

"The growth in craft beer has been phenomenal since I started Phillips Brewing, especially over the last five years," Phillips explains. "Craft brew is now 12 per cent of market in the U.S. That statistic is similar in Canada, and more than 20 per cent in B.C."

Hops needed too

The growth in craft brewing is not just fuelling demand for malt barley, but hops as well. Hops were originally added to beer as a stabilizer. Adding International Bittering Units (IBU), a measure of the iso-alpha acids, makes beer last longer.

Over the past 20 years, craft brewers have come to demand more from their hops. Far more than a stabilizer,

they are using hops to add bitterness, body and aroma to the beer, fuelling an explosion in hop varieties: from fewer than 50 to over 200 in only two decades. Many of the varieties are proprietary and grown under license.

Joey Bedard is the founding partner in Hops Canada in Kamloops, B.C. The company started importing and selling hops in 2014, and has expanded through a partnership with the Kamloops Indian Band to become the biggest hop farm in Canada.

"The Kamloops Indian Band put up most of the capital and land, and we put up the business, contracts and distribution network," Bedard says. "We are now a year into the partnership and have 240 acres of hops in the ground."

At \$15,000 per acre in set-up costs, starting a hops farm of this size is a bold undertaking, particularly since it takes up to four years for plants to achieve full production and hop trends are fickle.

"Hop trends change all the time as you get better varieties to work with. We have to decide today what we think people are going to want four years out," Bedard says. "We sell on five-year contracts, and we only put in the ground what we've already sold."

Small brewers sweet spot

Once the plants hit full production, they expect to produce 350,000 to 400,000 pounds of hops per year. Hops Canada currently sells to 170 breweries across Canada and the U.S., as well as India, South Africa, Chile, Columbia, Spain, Poland and Europe.

"We don't sell any hops to big-five brewers right now—90 per cent of clients are small breweries that brew under 150,000 litres per year. That's our sweet spot," says Bedard, adding that their customer base ranges from home brewers to super-wholesales.

While the growth in craft brewing has pushed up the demand and prices for hops, Bedard remains cautious about rapid growth in hops production.

"There's an illusion that there's a hops shortage right now," Bedard says. "In Canada, we have six to 10 new breweries opening per month. It takes two months to open a brewery, but four years to get hops to grow. Once the beer industry stabilizes, the hop world will catch up and tighten up quickly."

Hops Canada is focusing on opportunities in the international market for the next phase of expansion. They've signed an agreement with Thompson Rivers University to manage quality testing for export to the European Union, where demand is growing for North American-style hops.

"I feel like this industry has the potential to become much bigger than craft beer," Bedard says. "We're hoping to get another \$5 million in contracts and then we'll put in another field."

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Investments coming by companies that serve farmers

There are three underpinnings to the economy of southeast Saskatchewan and southwest Manitoba—agriculture, potash and energy.



Kevin Weedmark

All three have their ups and downs. The energy industry was on a tear for a good decade, and has slowed down considerably. We may see some more activity in that industry next year as oil prices hopefully rebound and work hopefully begins on Enbridge's Line 3 replacement.

The potash industry has had its ups and downs, and while the price of the commodity is down right now the area has benefited by massive investments by PotashCorp and Mosaic in their mines over the years.

While the agriculture industry has its ups and downs as prices for grains, oilseeds, and cattle go through their cycles, it is fundamentally more stable than the other industries.

Farmers have everything invested in their operations. It's their investment, it's their livelihood, it's their lifestyle. Unlike an oil company, a farm family is not going to pull up stakes in a slump.

Farming operations continue to operate in good times and not so good. That bedrock has proved a good foundation for companies that serve farmers to build upon.

Investments being made in the local area by companies that serve the farming community show their confidence in the future of the local agricultural industry.

Sharpe's Soil Services is investing \$2.8 million in a new fertilizer blending facility that will allow for faster, more accurate blending of fertilizers. The company has grown greatly over the years and Chris Davidson says he sees potential for it to grow further.

Parrish and Heimbecker is making a major investment at its terminal at Moosomin, with a 35,000 square foot dry fertilizer facility and a six-tank liquid fertilizer facility. Construction is under way on the major expansion. P&H expects the dry fertilizer facility to be in operation by March and expects to serve customers within 100 km of Moosomin.

Mazer Equipment has purchased land for a larger dealership in Moosomin and is planning to build the new dealership next year.

RPM Service is becoming a Versatile Equipment dealer. Moosomin is a major centre for farm equipment, with Maple Farm Equipment selling John Deere, Rocky Mountain Equipment selling Case IH and Mazer Equipment selling Ford New Holland. Versatile is a smaller player, but having one more dealer selling large farm equipment in Moosomin will give farmers one more option and help cement Moosomin's place as the go-to centre in the area for farm equipment.

All of these investments will benefit the local community, and will benefit farmers. They go to show once again that having a diversified local economy has served the area well.

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How to pay yourself

BY LORNE MCCLINTON

The two most common ways to pay yourself are wages and corporate dividends.

Taking money out of your corporation as wages allows you to build up RSP (retirement savings plan) and pay into Canada Pension Plan.

Dividends can be used to transfer money out of the corporation to any eligible shareholders.

Other ways include rental income and benefit options, like medical plans, that are tax deductible for the corporation but don't have to be declared as personal income.

Structuring farms as corporations offers lots of tax advantages. Since most farms qualify for the federal small business tax credit, the federal rate is only 11 per cent. The maximum provincial corporate tax rates vary from 11 per cent in British Columbia to 16 per cent in Nova Scotia and P.E.I. This is a fraction of most farmers' personal tax rates. It's no wonder many farmers try to keep as much of their economic activity as they can inside a corporation. However, sooner or later everyone has to withdraw money for personal use.

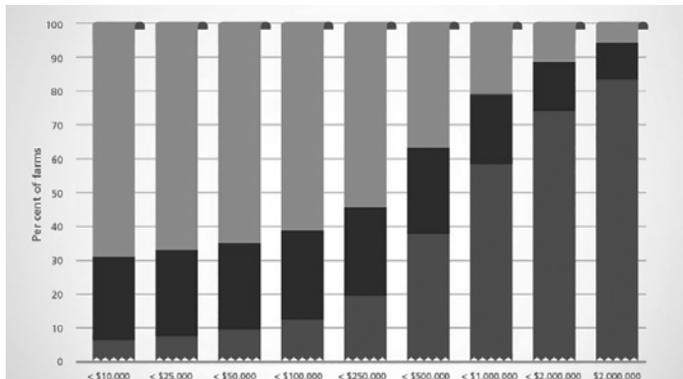
There are several ways you can do this, says Kelvin Shultz with Wheatland Accounting in Fillmore, Sask. The two most common are wages and corporate dividends. Both come with advantages and disadvantages.

"Taking money out of your corporation as wages allows you to build up RSP (retirement savings plan) room at a rate of 18 per cent of your gross salary," Shultz says. "It also allows you to pay into Canada Pension Plan."

A less obvious but significant advantage is that the corporation calculates the tax you owe and submits it to Canada Revenue Agency (CRA) on your behalf.

This is an advantage, because if you take money out of the company in any other fashion, you have to calculate and submit your personal taxes, and accounting fees are paid personally.

Up until a year ago, producers who took money as dividends instead of wages paid about two per cent less tax, Shultz says. However, due to recent tax rate changes, that's no longer the case. While every province's rates are still a



bit different, there's now so little variance it hardly matters which method you choose. The only reason you would choose one over the other comes down to whether you want to pay into CPP and build RSP room through wages.

MANAGE YOUR DIVIDENDS

Dividends can be used to transfer money out of the corporation to any eligible shareholders, Shultz says. However, you have to remember that every shareholder who has the same class of share must be paid the same dividend per share.

"Most producers structure their corporations so that each spouse, child or other shareholder is issued a different class of shares," Shultz says. "One will receive Class A shares, another will receive Class B shares and so on. Each share type might have exactly the same attributes, but having different share classes allows you to pay dividends to everyone at different rates."

Corporations do pay a higher tax rate on certain types of income, Shultz cautions. So if your corporation receives dividends or capital gains income, you will almost certainly want to take money out of your company through dividends instead of wages.

These types of income go into something called a refund-

able dividend tax-on-hand account, better known by its acronym RD-TOH. If you pay a dividend while you have an RDTOH balance, about 33 per cent of it will qualify as a tax credit to the corporation. So if the corporation paid a \$10,000 dividend, it would receive about a \$3,333 refund. If you are sitting on a sizeable balance in RDTOH accounts, it's likely advantageous to pay dividends rather than wages.

OPTIONS WITH BENEFITS

CRA does offer farmers a few other options, Shultz says. These include rental income and a variety of benefit options, like medical plans, that are tax deductible for the corporation but don't have to be declared as personal income.

"It's quite common for producers to charge their company rent for farmland they personally own outside the corporation," Shultz says. "Of course, this becomes income to you personally and does attract GST or HST. Rental income also can be used to build up your RSP room, but it doesn't qualify for CPP."

You can also claim a tax-free mileage allowance on your vehicle. If you keep track of the kilometres you are using for business, CRA will allow a per-kilometre claim on that vehicle the corporation can deduct and you don't need to include in personal income.

Any land or tax-paid asset rolled into the company at time of incorporation also qualifies as a shareholder loan. The company can pay this value back any time without it being classified as income.

Producers shouldn't take money out of the corporation by charging a management fee, Shultz cautions. CRA now frowns on this once-common practice. Its position is that management fees should be considered wages, and the corporation should have withheld and submitted the taxes and statutory deductions owed on it at the time of payment.

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Saturday, October 15, 2016 - 10:00 a.m.
Hartney Rink, Hartney MB
2007 Ford 150 XLT super cab, 4x4, truck, 8 cylinder, w/beige interior, very good condition, R275-85 R8 tires; ser# 1FTPX14V97FB07870, approx. 41,000 kms, safetied; 1997 Chev. Monte Carlo L.S. 2 door, 6 cyl, red, ser# 2G1WW12M5V9297285, 173,263 Kms, safetied; 1993 Ford 150 XL 1/2 ton truck, 8 cylinder, 5 speed standard, w/ stick on floor, 141,000 Kms, ser# 2TEF14N6PCB32828; not safetied; Massey Special 44, 540 pto, real good rubber, 16.9 30 back, 6,00 16 front, gas; 1976 Massey Ferguson 255 w/ motor, needs hyd. steering pump, ser# 9A232492; Oliver 30, 3 pt, 540 shaft, w/ loader, gas, Spec 0005, 30-521-518, front tires 600 16, ser# 30-521-518; Journey6500 dune buggy DL, standard 4 speed trans, 3443kms, yellow, ser# LAK0UH365108250, max load 350kg; Polaris800 4 wheel quad; Honda Big Red 3 wheeler; needs carb work; Double curved china cabinet, & other good original antiques, new queen poster panel bed, power & hand tools, & more.
REMEMBER FARM & COLLECTORS TOY AUCTION in Hall, Oak Lake MB, October 8, 2016 at 10:00 a.m. of 1/8, 1/16, 1/32, 1/64, toys also horse & wagon sets, train sets, Buddy L's. 1 complete dispersal, & 3 partials.
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Manitoba

Govt's invest in resources for organic grain research

The Canada and Manitoba governments will invest more than \$366,000 in organic grain research at the University of Manitoba. Manitoba Agriculture Minister Ralph Eichler and Terry Duguid, member of Parliament for Winnipeg South, on behalf of Federal Agriculture Minister Lawrence MacAulay, announced this new initiative will be funded through Growing Forward 2.

"Organic agriculture is a growing opportunity for many Manitoba farmers," said Eichler. "This strategic investment in equipment and infrastructure will ensure the university continues to produce research that is relevant to produc-

ers who are interested in pursuing organic cereals, oilseeds and pulse crops."

The funding, provided through the Grain Innovation Hub, will be used to replace field equipment used by the university's organic research program, including cultivators for grains, corn and beans, a comb-cutter, manure spreader, seeder and tractor. Governments will also help support two years of organic research at the university, totalling \$50,000.

"The Government of Canada is proud to support research that enhances competitiveness by providing farmers with the information they need to meet the ever-growing consumer

demand for organic foods, both locally and around the world," said Duguid.

The University of Manitoba is celebrating 25 years of organic research, which began 1992 with Canada's first study to compare organic and conventional crop production. Since then, researchers have explored many aspects of organic grain agronomy including weed and fertility management, cereal crop breeding for organic production and reduced tillage management.

"This critical support of infrastructure allows our researchers to continue their already significant exploration of organic crop production," said Dr. Dig-

vir Jayas, vice-president (research and international) and distinguished professor, University of Manitoba. "Through long-term comparative trials and innovative participatory plant breeding, Dr. Martin Entz and his team are leading the way in natural systems agriculture."

The Grain Innovation Hub was announced by the Canada and Manitoba governments in May 2014. Its goal is to leverage \$33 million in government and industry funding to ensure Manitoba remains a leader in grain research, production and processing.

The federal and provincial governments are investing \$176 million in

cost-shared programming in Manitoba under Growing Forward 2, a five-year, federal-provincial-territorial policy framework to advance the agriculture industry, helping producers and processors become more innovative and competitive in world markets. For more information, visit www.gov.mb.ca/agriculture under Growing Forward 2.

For more information about the U of M Faculty

of Agricultural and Food Sciences, visit www.umani-toba.ca/afs. A new video highlighting the achievements of a quarter-century of organic research at the university also launched this week. A link is posted at www.gov.mb.ca/agriculture under What's New.

For more information on Manitoba's agricultural programs and services, follow the Twitter account at www.twitter.com/MBGovAG.

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- SEPTEMBER/OCTOBER 2016 SALE SCHEDULE -

OCTOBER		
12 WEDNESDAY	ANGUS SALE FEEDER SALE	10 A.M.
13 THURSDAY	SHEEP LAMB & GOAT SALE	12 NOON
17 MONDAY	BUTCHER SALE	9 A.M.
19 WEDNESDAY	PRESORT FEEDER SALE	10 A.M.
24 MONDAY	BUTCHER SALE	9 A.M.
26 WEDNESDAY	CHAROLAIS PRESORT FEEDER SALE	10 A.M.
28 FRIDAY	REGULAR FEEDER SALE	9 A.M.
31 MONDAY	BUTCHER SALE	9 A.M.
NOVEMBER		
2 WEDNESDAY	ANGUS PRESORT FEEDER SALE	10 A.M.
4 FRIDAY	REGULAR FEEDER SALE	9 A.M.
7 MONDAY	BUTCHER SALE	9 A.M.
9 WEDNESDAY	PRESORT FEEDER SALE	10 A.M.
11 FRIDAY	REGULAR FEEDER SALE	9 A.M.
14 MONDAY	BUTCHER SALE	9 A.M.
16 WEDNESDAY	ANGUS PRESORT FEEDER SALE	10 A.M.
18 FRIDAY	BRED COW SALE	11:30 A.M.
21 MONDAY	BUTCHER SALE	9 A.M.
23 WEDNESDAY	PRESORT FEEDER SALE	10 A.M.
25 FRIDAY	BRED COW SALE	11:30 A.M.
28 MONDAY	BUTCHER SALE	9 A.M.
30 WEDNESDAY	PRESORT FEEDER SALE	10 A.M.

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Prof chosen to study effect of climate change on ag

A lot has changed over the years in farming. The equipment that producers use and the crops they plant are different. Even the weather has changed, and a recent study completed at the University of Regina looked into exactly what effect that is having on the agricultural industry.

David Sauchyn, a geography professor at the university and researcher with the Prairie Adaptation Research Collaborative, was chosen to be one of the project leads for the five-year international climate change study. Sauchyn worked with researchers and students from Regina, the University of Saskatchewan, the University of Lethbridge, Argentina, Brazil, Chile and Columbia.

Rural agricultural communities in countries where the researchers were from were chosen for the study. In Saskatchewan, an area around Swift Current was studied. Researchers then went out to the communities and talked to the farmers to see what was actually affecting them.

"We did systematic social surveys, it wasn't just conversation. It was actually a questionnaire that was approved by the university and so these students spent anywhere between a couple of hours and half a day on these farms," Sauchyn said.

These interviews re-

vealed that winters are getting warmer, which is extending the growing season for producers.

"The frost-free season is longer, and you can talk to anybody that's been on the land for a long time and they'll tell you for sure that their seeding and things are germinating earlier in the year than they used to," Sauchyn said.

Continued on page C20

There are positives to this, Sauchyn says, as it can lead to more productivity in the fields and pastures. However there are also drawbacks. With the warmer weather, new pests and weeds are making their way north from the U.S. Also the warm weather can equal more extreme weather events happening.

With the weather heating up, it does give opportunities to producers for new crops to be grown further north.

"There's opportunities there for increased production and also greater diversity of crops. But in order to achieve that increased productivity and increased diversity, the ag sector is going to have to deal with these pests and pathogens and also with these extreme events," Sauchyn said.

Norm Hall, president of the Agricultural Producers Association of Saskatchewan, says that this study

can help producers in the province.

"It's good to see analytical results from stuff we've been noticing on the farm for the last number of de-

cades," Hall said.

Hall and Sauchyn are both hoping that the data from this study can help to impact government policies and programs for

agriculture. Hall says that producers have encountered flooding in the last few years, but there haven't been government programs available to help.

"There has to be a mind-set change in both farmers and government if we're going to see moisture over any length of time," Hall said.



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Foray into 4-H pays dividends for family

BY CHRISTALEE FROESE

What started out as a fun new activity to try has turned into a pretty serious business for the Sebastian family.

The family of five now dedicates nearly every day to selecting, feeding and training their 4-H cattle. And as for the fun, they say that has only increased, the more involved they have become.

Their trial run in the Fillmore-Francis 4-H Club began in 2008 on a suggestion from fellow farm friends to try it out.

Brian and Sarah Sebastian's oldest son Evan was 10 years old at the time and was eager to join his farm buddies on a new adventure. The mixed farmers had never been involved with 4-H in the past but they thought they'd try it for a year, with five-year-old Emily and three-year-old Delaney in tow.

"That first year we learned how to finish last in everything and if there had been a place below last, we would have been in it," jokes dad Brian, explaining that he had never been in 4-H as a kid and had no idea what was involved with showing cattle.

"It was nerve wracking to watch your kid go into a ring with a 1,200 pound

animal," said Sarah who grew up on an acreage in Pilot Butte, Sask.

The family persevered through their first years in 4-H thanks to mentorship by experienced club leader Levi Jackson and other 4-H parents. By the time Delaney had turned six, she too was showing cattle, as was Emily.

Being part of 4-H is now a passion for all five family members with 17-year-old Evan being senior showmanship champion at the Brandon fair in 2016, 12-year-old Emily winning the junior showmanship division in Brandon in 2016 and nine-year-old Delaney being reserved junior champion at that same event.

The list of awards for the Sebastian kids is long but the highlight for all three of them is working together as a family. The Sebastians are religious about weighing their steers and heifers on the first Saturday of every month, whether that falls on New Year's Day or a holiday or not. And they are also dedicated to sifting down with their 4-H record books on the first Sunday of every month to record the new data and adjust their upcoming month's feed rations.

Continued on page 35

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Foray into 4-H pays dividends for family

Continued from page 34

"It's like a big family vacation when we go to shows," said Evan, explaining that the family's annual show circuit includes Agribition in Regina, the Royal Manitoba Winter Fair in Brandon, the Yorkton Exhibition, the Weyburn Fair and their 4-H club's achievement day.

As the Sebastians grew more serious about showing cattle, they realized their own herd of commercial beef cows could not compete with club calves. So in 2013 Evan bought his first club calf, launching the family into a breeding program that sees the three kids fighting over sire directories.

"For them getting a new catalogue in the mail is better than the Christmas Wish Book," said Brian, explaining that the kids will sneak the bull profile magazines under their pillows at night and to school to be able to get first dibs on them.

Sarah said when she looks back at how far her three children have come in 4-H, she is thankful they took the step seven years ago to get involved.

"4-H is something that we can do together as a family to be together with the kids and to see their confidence, decision-making



Left: Parents Sarah and Brian Sebastian with their three kids and 4-H cows, left to right, Delaney, Emily and Evan.

skills and responsibility for their animals grow," said Sarah, who is the self-proclaimed 'family manager,' booking the hotels, sending in the show paperwork and keeping everyone fed and happy while they're on the road from

October to July.

Emily said some parts of 4-H can be challenging, like having to spend months and months to halter break a steer or heifer. But overall, the rewards far outweigh the work and dedication required.

"It's something we can do that actually gives us some income because when we sell our cows, we save the money and we use it to buy calves for next year's project or to put away for our education or something big that

we want to purchase," said Emily.

Evan's 4-H earnings bought him a truck last year. Emily and Delaney hope they will be in the same position when they are old enough to drive. But for now, they're just

enjoying the daily ride of caring for their cattle and traveling to shows with their family.

"You have to be very dedicated to do this because it's a lot of work, but it's also a lot of fun," said Emily.

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