

Haney Farms Quarterly



WWW.HANEYFARMS.COM

Box 280
Picture Butte, AB
Canada T0K 1V0

Phone: 403-738-4517
Fax: 403-738-4420
Email: office@haneyfarms.com

WWW.HANEYFARMS.COM

To the Point

By Shaun Haney

It is no secret that the industry of agriculture is truly in a state of flux, crisis and dismay economically. The debate that rages on in parliament, the legislature and coffee shops across Canada is how to solve these seemingly unfixable problems. Although there are no silver bullets, there are some interim steps that we can take collectively to improve our industry.

Notice that I didn't say initial steps that government needs to take but instead initial steps that the industry needs to take. When we talk about saving agriculture the usual response is a short term government bailout.

Many times government bailouts are not long term solutions. They are Band-Aids on cuts that just reopen once the Band-Aid glue breaks down.

Agriculture has systemic issues and the reality is that many producers are in this mode of slow death in their own operations.

I truly feel that the first step we as an industry can make is to sort out our internal issues. Agriculture is broken into many different segments which is highly noticeable in how we tackle problems. When specific issues arise (BSE, fusarium, bird flu, droughts, floods) agriculture naturally breaks into its fragments instead of trying to fight issues and challenges as one strong entity.

In the grain/oilseed industry alone there are many crop type growing associations that do not necessarily collaborate for the betterment of the grain/oilseed industry when there is a crisis.

In terms of the three main protein staples (beef, poultry, & pork) a disaster in one segment is perceived as an advantage to the other two groups in terms of possible gains in market share.

When fusarium reared its ugly head in Alberta, the seed industry blamed the feedlots for importing untested corn from the US and cattlemen said it wasn't their concern because it was a seed issue.

These are examples of the mentality that has to change if the agricultural industry is going to move ahead in a manner that includes growth and sustainability.

It is true that the government could make cash injections into agriculture this spring but the reality is that the government is changing its mindset to long term solutions instead of short term fixes. When you talk to the Alberta government about short term solutions there is a high probability they will say, *this is what CAISP is for*.

Primary producers will agree that CAISP is no short term solution, starting with the fact that if it is supposed to help qualifying farmers get through disasters, why have some people not received their 2003 claim money and we



are in the year 2006. Financial aid whether it be provincial or federal doesn't help if someone has gone broke in the meantime while they wait for the claim to be processed.

"The challenges facing our farmers are not new and will not be resolved overnight," stated Federal Agricultural Minister, Chuck Strahl in a recent Ag Canada press release.

Primary producers and trade across all ag segments must begin to work collectively because if we don't, the industry is falling into the stalling governments hands.

The first step to long term sustainability in our industry is to find an industry wide solution and not this fragmented hodge-podge that we find ourselves in currently.

shaney@haneyfarms.com

Environmental Farm Plan

Jason Stroeve—Haney Farms Quarterly Staff Writer

Twenty years ago if you were to ask a room full of farmers what their environmental farm plan was, odds were that you'd be left staring awkwardly at a sea of blank faces. Today however, with issues like urban encroachment and decreased consumer confidence facing the agriculture industry; an environmental farm plan doesn't sound so bad.

The EFP (Environmental Farm Plan) is a program supported by all three levels of government, geared toward helping farms determine their environmental strengths and potential environmental risks. The program is free and completely voluntary and helps producers to learn how agricultural practices affect the environment, learn about management options that protect soil, water, air and habitat quality and identify what they are doing well and where improvements can be made. Benefits for the farmer include improved health and safety, increased product value and reduced agricultural inputs.

The EFP process starts when producers attend two half day workshops put on by an experienced EFP facilitator (usually a producer as well). The first workshop explains the planning process and takes the producer through the

contents of the EFP binder provided. The producer then completes the first draft of their EFP on their own time at home. Once the first draft is completed, the producer attends a second workshop to review the process, ask any questions they may have and share ideas. From this point, producers are encouraged to submit their completed EFP to a review committee for comment and recommendation. After the plan is reviewed and returned, the producer receives a farm gate sign and a certificate. The entire EFP process including the information gathered in the assessment is completely confidential.

Since its introduction in Ontario in 1990, twenty-five thousand farms have participated in the program. AEFP's goal is to have 11,500 farms involved in the program by March 31, 2008, with 5000 farms involved in the follow up renewal workshop. Currently, 4500 farmers in Alberta are involved with 3500 in the second stage and over 2000 with their EFP's deemed appropriate.

John Kolk, chairman of the AEFP stated, "The plan is starting to be recognized as an important tool for producers and a necessary step in increasing consumer confidence. Being involved in a process like this lets the public know that the producer is concerned

about the quality of their product as well as the impact of their operation on their neighbors."

Kolk notes that the plan promotes sustainability and adds some transparency to the production process, increasing marketability. "The entire program is industry driven," stated Kolk.

The plan can be as simple as wearing the right gear when handling chemicals. In some cases, it may be a little more costly. The plan doesn't force the farmer to implement the changes, but for those farms that want to proceed with plans that are expensive, funding is available. The Canada Alberta Farm Stewardship Program offers farmers up to 30 000 dollars to assist them in implementing their EFP. The funding is only offered to farms that have completed the EFP process and does not cover anything done previous to that. To check out other support avenues you can visit the website at www.albertaefp.com, click under links and then click on "options for assistance", or you can contact Therese Thompkins at 1-866-844-2337. If you are interested in the Environmental Farm Plan you can contact the AEFP main office toll free at 1-866-844-2337 or visit the website to find out about a workshop near you or to get in touch with a local facilitator.

"The plan can be as simple as wearing the right gear when handling chemicals."

SW Forage Varieties For Sale This Spring at Haney Farms



AC LONGVIEW, a taproot alfalfa variety: Well suited for extended hay production. Out yielded Beaver by 20% in the 2004 Lethbridge area trials. Excellent re-growth. Superior longevity. Irrigation or dryland. Combining yield, winter hardiness and great disease resistance, the obvious choice is AC Longview.

APPROVED, a multifoliate, taproot variety: Rapid post harvest recovery. Out yielded Beaver by 16% in the 2004 Lethbridge trials. Good winter hardiness and highly disease resistant. Well adapted to two or three cut management programs.

PADDOCK meadow brome-grass: Well suited for an intensive

grazing system. Paddock features rapid re-growth and season long productivity.

MAXIMIZE tall fescue: This forage variety is a bunch type grass with improved digestibility and yield. It has a persistent growth habit and a deep, fibrous root. Maximize has salinity tolerance.

Wireworms: Know your Enemy Part 2

Assessment and control

It's important to confirm that wireworms are present in the soil and you are encouraged to take corrective action before seeding. Once the crop is in the ground, nothing can be done to prevent damage from occurring.

Digging into the soil to a depth of six or twelve inches will tell you if wireworms are present. There aren't many reliable methods to assess the degree of the problem. A good rule of thumb is that if you have experienced wireworm damage in previous years you will likely experience it again and preventative measures should be taken.

Seed treatment. The most effective means of control is a dual-purpose seed treatment – one that includes an insecticide along with the fungicide package. Seed treatments will not kill 100% of the wireworms, but it will ensure that they stop feeding. The plant is then allowed to establish stronger root structures and develop enough to outgrow further attacks.

Dividend Supreme Pak is a breakthrough in cereal seed treatments which provides excellent protection against wireworms in cereals. It controls 12 seed and soil-borne diseases in wheat and 10 in barley.

Dividend Supreme Pak has been registered and used in Western Canada for one year. Field performance trials have shown wheat and barley treated with Dividend Supreme Pak have dramatically improved stand, vigor and yield in comparison to the checks.

The insecticide in Dividend Supreme Pak works systemically to protect your seed and seedlings from wireworm attack. The insecticide moves throughout the plant to provide protection when your crop is most vulnerable in the early seedling stages. The images on the right show a trial done in Milk River, Alberta in a field known to have wireworms.

Dividend Supreme Pak is available at Haney Farms. Every commercial facility that applies Dividend Supreme Pak in 2006 has invested significant dollars in their

treating systems. This means you are receiving a high quality seed treatment application for optimum field performance.

Seeding practices. You can help a seed treatment do an even more effective job by employing seeding practices that encourages rapid plant growth, optimal seeding rates, sufficient fertility, and appropriate seeding depths. Finally, using quality seed with high germination (over 90%) is essential.

Don't rely on summer fallow. There is a belief that keeping a field empty of plants will starve out wireworms. Unfortunately, such is not the case. If the larvae can survive their first winter, they can survive for at least one year without any food other than humus in the soil.

If you are concerned about wireworm infestations on your farm or for information on Dividend Supreme Pak, call Haney Farms or Syngenta customer resource centre at 1-87-Syngenta.



Jason James, CCA
Seed Treatment Specialist
Syngenta Canada
1-403-820-1799

Dividend Supreme Pak



A Dividend Supreme Pak trial in Milk River

Team Member Profile—Henry Wall

Haney Farms has been very lucky to have Henry Wall as an integral member of its team for nine years. Henry has spent most of his time in the shop and on the farm crew but has done his share of pen checking and bedding. Henry is a perfect example of the type of team member that Haney Farms is always looking for.

"Henry is a very hard worker, who is dedicated and is a very valuable team member," stated Ben Hofer, Haney Farms Farm Manager.

Henry and his wife Anna, of seventeen years, have three children, Willie (15), Agatha (13), and Abra-

ham (11). The family has lived in Nobleford for two years. Before coming to southern Alberta, Henry grew up in Mexico.

The kids are involved in curling and cadets while Anna is taking English as a second language classes in Fort Macleod.

Henry has been heavily involved in the EMC Picture Butte church as a youth team leader and church leader.

"What makes Henry so valuable is his willingness to do what is best for his fellow team members and the company. Henry is always

willing to step up and make sure that the job is done correctly and that the team succeeds," stated Dick Haney.

Those people that know Henry will always describe him as quiet and funny since he is known to pull practical jokes on other team members in cooperation with his brother Jake who also works at the Company.

Henry also serves on the Haney Farms' internal safety committee representing his fellow farm team members.



Henry Wall standing in front of the STX Quad track

Its Time To Go Crushing

In the last issue of the Haney Farms Quarterly we announced the new sand-rock-gravel business. At that time we were only offering a screened rock product.

Haney Farms will now have crushed products due to the arrival of a gravel crusher this week.

"This will open up our gravel pit to a fully diverse product offering to meet the needs of all our customers," exclaimed Haney Farms President, Dick Haney.

Haney Farms can deliver your order right to your farm or acreage or you can pick it up yourself for people who have their own trucks. There is no need to drive offsite to weigh the loads since there is a scale on the loader bucket. This ensures that you are able to keep the load size

within the legal weights due to road restrictions.

Another service that we are offering is custom bobcat, grader and loader work to help people out that may not have the proper equipment to get their gravel, rock, or sand project done to their satisfaction. Our custom machinery service is perfect for acreage owners that may not be completely comfortable with running equipment or do not have the time to complete the landscaping project.

"3/4 and 2 inch crushed gravel are initially our most popular requested products from customers," stated Don McDowell.

McDowell continued, "We will have everything from pea gravel to large landscaping rocks for backyards.

We will do our best to accommodate our customer's needs."

Please call Shaun or Don to inquire about any of these mentioned great products and services. The following is Shaun and Don's contact information:

Shaun Haney
shaney@haneyfarms.com
634-7061

Don McDowell
dmcowell@haneyfarms.com
635-6027

Go to WWW.HANEYFARMS.COM for further information on the above mentioned products or any of our great products and services.



The Land Price Conundrum

By Shaun Haney

If you go into any coffee shop in Southern Alberta today there is a very high probability that the discussion is centered around the extremely hot farmland market.

Leon Hage of Remax in Picture Butte declared, "The new Advisor will blow you away with the amount of farmland that is for sale."

At the same time it appears there are not a lot of bright spots in the agricultural industry yet land prices have been strong. According to a recent Farm Credit Canada land value survey, Kevin Hursh reports that farm land values across Canada rose 1.5% in the second half of 2005. The highest increase was in BC where the second half generated an increase of 10% (Chart 2) Hursh further reported in regards to Alberta that the Lethbridge-Edmonton urban corridor was strong as farmers sell their land and move farther away to increase their land base elsewhere. Chart 1 displays the semi annual growth rates of Alberta farmland since 1996, courtesy of www.fcc-fac.ca and

Kevin Hursh.

In Alberta, we all know the oil industry is booming but that does not answer all the questions based on the fact that it is not oilmen paying some of these high prices in Southern Alberta.

Kent Hage of ReMax in Picture Butte sums up the issue well, "Manure is driving things locally in the sense that many livestock operations are looking for a certain amount of acres per animal on feed. People are looking into the future and seeing possible manure restrictions from the government and addressing it now."

As I investigated further I discovered a very interesting trend.

Derral Lastuka of ReMax in Lethbridge stated, "The value of your land is highly dependent on your location to a feedlot and if there is potential to put a pivot on the quarter. If you can't put up a pivot your land value drops significantly."

Kent Hage agreed with Derral and further said, "The magical number I

find is five miles from a livestock operation. Once you get outside of a five mile radius, feedlots tend to not want to haul manure that far."

At Ag-Expo this year in Lethbridge the biggest topic was not the new GPS technology or new swine genetics but the enormous size of the Ritchie Bros. catalogue. This included the largest Canadian farm sale ever in Yorkton Saskatchewan.

"What scares me is the guy in Yorkton could afford to keep farming and chose not too," commented Kent Hage on the state of agriculture and the former NHLer oilman selling the block of land in Yorkton.

All graphs are courtesy of WWW.FCC-FAC.CA



Chart 1



Land for sale outside of Picture Butte

% Change in Farmland Values		
Provinces	First half of 2005	Second half of 2005
B.C.	6.5%	10%
Alta.	3.2%	2.8%
Sask.	0.8%	0.5%
Man.	1.6%	0.2%
Ont.	1.8%	3.8%
Que.	0.4%	0.0%
N.B.	(0.3)%	0.0%
P.E.I.	No change	No change
N.S.	0.4%	0.0%
N.L.	No change	3.0%
Canada	1.6%	1.5%

Chart 2