

# Haney Farms Quarterly



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## To the Point

Shaun Haney

### Where does technology fit in Agriculture?

I always find it very interesting to read my favorite magazine Fast Company because it spreads the message of innovation and creativity in business concepts. One of the key components to this message is enabling technology to drive your business whether it be an investment bank or a farm.

Below I will discuss several key issues of technology and agriculture from the standpoint of hardware and software not plant genetics.

### Acquisition is only the first step

The key word here is implementation. Many times in agriculture we focus on the acquisition of technology as the key and leave out the most important step which is the implementation of

the business' technology plan. Always ask yourself what good is this new GPS system if I never use it to improve my decision making?

### I hate computers!

This is probably the sorriest statement of any business owner. Today you are going to find it very hard to not only communicate but function in a business world that relies so heavily on email, text messaging, instant messaging and websites. Computers are here to stay and if you don't learn to at least use them you won't be. I am not saying that you have to be a tech junkie but you have to at least be functional with your interfaces.

### The internet is the future of all communication

No exaggeration here due to technologies such as VOIP, growth of online advertising,



online banking and e-commerce. Websites such as farms.com and teamauctionsales.com are very good examples of websites tiered towards agriculture that provide news, editorial comment and e-commerce.

### Shortage of labor brings shortage of technology knowledge

As agricultural labor becomes more and more scarce and the technology inside the combine cab gets more like an airplane cockpit a problem is developing. Your GPS mapping software is useless if your operator can't read the monitor in the cab.

## There is a Doctor in the House



Leonard receives congratulations from the Madam Chancellor Shirley Debow at the convocation ceremony

On June 2 Leonard Haney received an Honorary Doctorate of laws from the University of Lethbridge.

University of Lethbridge President, Dr. Bill Cade stated, "the Haney family is a special friend of the University and Leonard contribution to his field has been inspirational for all of us."

Leonard was joined by all his children and grandchildren on his fine day.

Leonard's connection to the University has been a lengthy one. He sat on the University Board of Governors, the University Senate and several ad-hoc committees.

The University has grown exponentially over Leonard's time of involvement. One of those unknown but impressive points is the fact that the University of Lethbridge now has the largest Business Faculty in Alberta. The University is also proud of it's new Health Science building that

just broke sod this past spring.

Leonard's modest feelings regarding the day were, "If you hang around long enough they end up giving you these types of things."

Also receiving a honorary doctorate was famous CBC and CTV anchorwoman, Pamela Wallin.

For additional pictures and information about this special day for Leonard go to [www.haneyfarms.com](http://www.haneyfarms.com).

## Alberta's Minister of Agriculture Visits Haney Farms



The Haney Family and the Minister of Agriculture



Mike Pollard discusses issues with John Knapp

Haney Farms was very fortunate to be able to host the Honourable Doug Horner, Minister of Agriculture for Alberta on the afternoon of June 6th.

The minister was in the Lethbridge area to gain a better understanding of irrigation and the distinct challenges facing Southern Alberta irrigation producers.

It was unfortunate that it was pouring rain on the day of his visit but it allowed for a more intimate discussion of irrigation, value added products and value chain development.

The Southern part of the province has many of its own issues and circumstances that are just iso-

lated to this area of production in the province, stated the Minister to the gathering of Haney Farms management and Ministers Team.

Dick Haney, CEO, welcomed the Minister and his team to Haney Farms and gave a brief background of the company.

Shaun Haney, Operations Manager, shared Haney Farms' mission statement and core values and how they represent the foundation of the Company and its business strategy (go to [www.haneyfarms.com](http://www.haneyfarms.com) to view the Haney Farms' mission statement and core values).

Mike Pollard, Feedlot Manager spoke to the value added and

value chain approach that Haney Farms takes in the Livestock operation.

Don McDowell, Seed Business Manager spoke about the value added products the Haney Farms Seed Team produces in the pedigreed seed retailing operation.

This truly was a great opportunity to meet and interact with the government's team that is driving Alberta's agricultural agenda.

The minister addressed the group by emphasizing the importance of Alberta's value added products.

For a more pictures and information on the Minister's visit go to [www.haneyfarms.com](http://www.haneyfarms.com).

## Scientists Serve up Horseradish, Hydrogen Peroxide Mixture to Curb Hog Odour

Amy Lorentzen:

Canadian Press

Tuesday July 5, 2005

AUDUBON, Iowa (AP) - For Sharlene Merk, new research that suggests an unlikely mix of ground horseradish and hydrogen peroxide can curb the stench of hog manure is encouraging.

From the door of her rural farmhouse in southwest Iowa, Merk can see two buildings containing thousands of hogs on a neighboring farm. A second hog farm, with hundreds more animals crammed into three buildings, is about a kilometer away. The odor often makes Merk and her 71-year-old husband, Leroy, feel physically ill.

"A lot of times we simply have to leave home because it is so bad," said Sharlene Merk, 67.

A recent study, appearing in the June 29 issue of the Journal of Agricultural and Food Chemistry,

emerged from previous research that found that minced horseradish roots, potato tubers and white radish roots - combined with small amounts of hydrogen peroxide - removed substances called phenols from water and soil.

Jerzy Dec, a researcher at Pennsylvania State University, said the horseradish mixture cut odor intensity as much as 50 per cent. The findings were confirmed through gas chromatography, which documents the chemical makeup of air. According to researchers, the odor-causing chemicals were neutralized for at least 72 hours.

Dec said the horseradish cocktail works because it contains large quantities of an enzyme that breaks down the phenols, which are formed from sugars. The mixture is environmentally friendly and can be reused up to six times before having to be replaced, making it a cost-efficient option for

farmers.

Horseradish prices are a little high, but "if this method catches on ... then the prices should drop dramatically," Dec said.

The findings are significant as factory farms continue to expand in Iowa, where hogs outnumber people five-to-one, and in other rural states across the United States. Such factory operations, which can house thousands of animals under one roof, produce tonnes of manure, often stored in pits and lagoons.

The stench has caused neighbors to launch legal battles and industry experts worry that it could halt the growth of livestock enterprises.

Dec would like to perform more tests with the horseradish mixture, and he hopes the \$40 billion US pork industry will dedicate more money toward research on odor control.

*"The findings are significant as factory farms continue to expand in Iowa, where hogs outnumber people five-to-one, and in other rural states across the United States."*

"We're using some existing technology, some natural things already," said Leon Sheets, who operates a hog farm near Ionia. "This will just be further enhancement as pork producers try to just be more community friendly."

Other attempts at odor control include a recent study at Purdue

University, where scientists are tinkering with ingredients in hog feed. University of Iowa researchers said they developed a system that would reduce odor by bombarding manure with ultrasound, but the process to get a patent has stalled.

Meanwhile, Merk said she would

much prefer the smell of horseradish if given a choice.

"I think we could take that a heck of a lot better than the other," she said.

*Courtesy of the Canadian Press*

## Multi-National Seed Companies Commit to Lethbridge

Lately Lethbridge has seen a large influx of corporate dollars coming to the city. Examples of this are Sun Life Financial and Sun Rise Poultry. This trend continues as two seed companies already having operations in the city are in the process of building two brand new facilities on Highway 3 between Lethbridge and Coaldale.

Pioneer Hi-Bred and Monsanto Canada are both going to commit large amounts of capital to the

Lethbridge area due to the fact that Southern Alberta continues to be the hub of hybrid canola production for both companies.

The Monsanto Parent Seed facility will be built at its current bin site at Broxburn. The facility will condition and warehouse Monsanto's parent Seed and function as the hub for the company's production in the area.

Pioneer's facility will be a state of

the art bulk conditioning and distribution facility.

These two commitments by multinational companies shows that Southern Alberta truly is a great place to do business and that there is more to the Alberta economy than just the oil and gas business.

Both projects will definitely be a great addition to the Lethbridge economy.

## Acres Reports Provide Some Surprises

### Canadian Seeding Of Major Grains And Oilseeds

*Shaun Haney*

The Canadian seeding report has been released and several interesting things are evident.

- Farmers continue to look to oilseeds for returns in comparison to coarse grains.** I have attended several meetings this spring and many farmers say that canola is the only crop that produces a profit for them.
- Be aware of the increase in flax acreage.** With flaxseed acreage up almost 20% and the flax market being as illiquid as it is the market has a big potential to take a bearish turn even from today's prices.

- Durum acres rise despite awful prices.** Either it's the only crop some farmers can produce or people don't check the prices. I thought that due to the low PRO's at seeding time that this number would of been down in comparison to last year.
- BSE continues to affect grain farmers as well evidenced by the lower barley number.** "Why grow barley when a bumper crop still produces a loss," said a dryland farmer to me in the spring. Eventually when the cattle market turns for the better we could see real demand for barley if acres continue to drop and the fusarium policy gets stiffer on infected fed grain.

Crop	2004 Million Acres	2005 Million Acres	% Change
<b>Total Wheat</b>	25.553	25.19	-1.4
<b>Spring Wheat</b>	18.601	18.407	-1.0
<b>Canola</b>	13.145	13.82	5.1
<b>Barley</b>	11.559	11.318	-2.1
<b>Summer fallow</b>	8.9920	8.46	-5.2
<b>Durum</b>	5.51	5.635	2.3
<b>Oats</b>	4.93	4.99	1.2
<b>Field Peas</b>	3.43	3.485	1.6
<b>Soybeans</b>	3.037	2.982	-1.8
<b>Corn for Grain</b>	2.928	2.769	-5.4
<b>Flaxseed</b>	1.8	2.145	19.2

## From the Seed Plant

### Demo plots are a great information source

I quickly looked at the calendar and I realized that I've been witness to the fastest twelve months of my life. The team here at Haney Farms is as good as it gets and I am very proud to be a part of it.

The seed is in the ground and awash with possibilities. (Sorry, couldn't resist the pun on words) Do you realize that the news headline stories in Southern Alberta for the month of June all had something to do with the weather? We seeded into dust. Now look! Spraying is now the issue. Rain! Wind! Heat! Not to mention the question of, "Did I choose the right variety?"

Farming gets to be more fun every year as evidenced once again this spring. Control of the elements is in the hands of a greater presence

than all of us so we'll leave that issue alone. One thing that is in our control as farmers is the varieties that we plant and there is no better way to see variety comparison than in a demonstration plot.

The Haney Farms demo plots, located on Hwy 519, one and a half miles west of Hwy 845 or five miles east of Picture Butte are there for everyone, city, town or rural folk.

Come and see some of the new varieties of spring wheat grown beside some of the old favorites such as Superb, Infinity, AC Lillian and AC Barrie which are used in bread production.

Soft white spring wheat, AC Meena, AC Andrew and Bhishay are used to make cakes and cookies. The new durum (used to make pasta) AC Strongfield is showcased in the plots this year.

The winter crops (planted last fall) are all headed out and proving the advantages of early crop competition.

Some new experimental triticale varieties, (triticale is a rye/wheat cross used for human consumption or livestock feed) are in the plots alongside Bobcat and our newest winter variety, Fridge.

The plots also include two and six row barley along with the Octane silage blends.

The six row barleys include old favorites like AC Harper and newer ones such as Vivar, Manny and CDC Yorkton. CDC Bold, Ponoka, Xena and Bridge represent two-row barley.

Come and see which varieties you'd choose. Sound like pretty dry stuff? I think it's very exciting. However, I might be biased.



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## Haney Farms is Proud to Announce a New Team Member

In late May Haney Farms welcomed Dwayne Beaton, CGA, to it's team. Dwayne brings a wealth of experience and knowledge in agriculture that will be of great benefit to the company. Dwayne has been involved in agricultural based accounting and consulting for the past 20 years. Dwayne has filled the new position of Controller at Haney Farms and is now responsible for all

internal accounting and financial controls and processes and is also a member of the strategic team..

"We are very excited about Dwayne joining our team because of his huge wealth of industry and financial knowledge.", stated Dick Haney.

Dwayne previously was Office Managing Partner at Duncan Sabine Collyer Partners LLP in Lethbridge.

Dwayne is active in the local community. Most recently participating as finance chair of the World Under 17 Championship held in Lethbridge. As a former alumni, Dwayne chairs the LCC Business Advisory Board. Dwayne recently completed a term on the Public Practice Review Committee of the Certified General Accountants of Alberta.



## Customer Focus—KCL Cattle Company

Les and Lisa Wall definitely are the perfect example of the family farm. Together they own and operate a 9000 head capacity feedlot on the Sunnyside road.

Les and Lisa have worked very hard together to build a very successful operation that is a benchmark for all feedlots.

The KCL name is an acronym where each letter represents a member of the family. The K stands for Kar-

leen, the C stands for Celia, and the L stands for Les and Lisa. Once again truly proving the importance of the family within the business.

The Wall's have operated their current feedlot since the fall of 1999 when they purchased it from Lance Carnine. Since then they have expanded the feedlot in 2003 and 2004.

There are eight employees currently working at KCL, three of whom have

been there since 1999.

"One of the main reasons for the success of KCL is our staff," stated Les Wall.

KCL Cattle Company feeds custom cattle and the company's own cattle which provides a good diversification for the Wall's.

If you have any questions for Les regarding custom feeding please call 403-328-6565.



Lisa and Les Wall at KCL