

GENERAL MANAGER'S PERSPECTIVE



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■ The fall harvest season for our members and customers has been a fairly big challenge with lots of corn and some soybeans still out. The corn is getting combined even with snow in the fields but the soybeans are waiting for the snow to melt. **Yields considering the lack of moisture and heat during the growing season have been a pleasant surprise this year for nearly all of corn, soybeans, wheat and canola. Edible beans were another story with yields up in many cases more than 25% over normal.**

There are still a few fields not harvested yet but are getting less and less. YIELDS FOR THE MOST PART HAVE BEEN EXCEPTIONALLY HIGH FOR ALL CROPS AND THE CORN MOISTURE IS COMING IN LOWER THAN PROJECTED EARLIER THIS FALL—**We're hearing lots of corn yields well into the 200 plus bushel levels and soybeans over 70 bushels—WOW—who would ever have thought the yields would ever be this good considering the terrible growing season.** Current spot pricing is a little lower than the last couple of years—but maybe back to more of a normal price—fortunately many growers are selling their crops at pre-booked pricing at much higher prices—the only negative is—many are saying they should have booked more due to high yields. Let's hope they remain well above break-even costs. The Canadian dollar being low is definitely a bonus for us this year—generating 30—Plus % more \$\$\$ for commodities. We need to keep an eye on the futures and if there is profit—lock at least some of the 2019 crop.

Vomitoxin has been the name of the season this fall—fortunately our area has lower levels and should not cause problems. If feeding corn silage and/or grain corn—you should likely get it tested for Vomitoxin levels to be safe—as it can cause major problems to your livestock if feeding too high of levels in the feed.

■ Mark your calendar for **Huron Bay Co-op's Annual Meeting** to be held Thursday, January 17th, 2019 at the Formosa Community Center starting at 8 pm sharp. There will be a Board of Directors election required to replace a couple of members who are retiring. If interested please contact any of the present directors and they will gladly answer any questions concerning time required and duties involved. It's a very rewarding experience and a great learning curve.

■ The fertilizer market is still a bit fragile due to exceptional world demand. We are dealing on a world market and supply and demand is reality. The market is very volatile however—we are seeing some small declines in the nitrogen market. Phosphates are a little stronger than last spring and Potash is also up from the early fall. The one big question mark has been the de-valuing Canadian dollar as basically all fertilizer trades in US funds. The United States' new president could be the wild card as we go forward especially the value of the Canadian Dollar along with his erratic decisions affecting the whole world trade.

■ The one thing we need to keep in mind is that we have drawn near record yields from our fields again this year and quite a few producers have not been feeding the fields adequately the last few years. Their yields suffered significantly—especially corn—with side by side fields showing 40-50 bushel differences on the fields with low fertility levels. Soil samples are showing significantly reduced levels of phosphorus and potassium. Get your fields sampled and make sure fertility doesn't become the limiting factor in achieving your yield potentials.

■ With 2018 coming to an end—and for many of our customers—their business year ending with it—your Huron Bay Co-operative has some excellent **"PREPAY"** values available for those who want to do so. See your local branch for details on seed, fertilizer, chemicals or feed prepays.

■ Another observation we've noticed this year in the corn and soybean plots that our sales-reps—and our competitors have weighed off this fall—is a big variation on yields from the top end varieties vs. the bottom varieties. 15 to -20 bushels of corn @ \$4.00 - \$5.00 per bushel really adds up. **From what we've observed the Dekalb—Pride corn—and soybeans are "TOP - SHELF" again this year with excellent and consistent winning yields. Some of the new technology being offered by the above seed companies is producing yields substantially above our competitors. We need to make variety choices based on bottom line results. Let us show you the profit potential**

difference. When a \$20.00 to \$40.00 a bag premium on seed corn produced 15 to 20 bushels more in yields per acre—you decide!

■ Again **this year in the Seed area—Huron Bay Co-operative Inc. now has the full NK seed lineup available to us. The corn and soybean varieties are performing right at the top and they have some excellent non-GMO varieties that demand a premium at the elevator.**

Our new WL Harvxtra variety is now registered with low lignin and Roundup Ready technology built in. It is dark green, fine-stemmed and highly palatable variety. Also it has excellent disease resistance.

WL 341 HVX RR can be sprayed with Roundup at any time and has excellent crop safety. Just remember to allow 5 days after spraying before haying/feeding. We have seen crude protein levels as high as 29% cut at regular timing. Early booking special is in effect till mid December.

Also from Dekalb is the new generation—RR Xtend line of soybean seed with Dicamba tolerance. An excellent new line that allows the crop to be sprayed for resistant weeds. Even if you don't need to spray with Dicamba—these new genetics are showing 2-5 bushels more yield than the former technology.

■ Even if you don't need to spend the cash it is advantageous to get your order in early. Many of our suppliers are saying some varieties of seed are selling out or are real tight. Especially biotech enhanced corn and soybeans, which are seeing, increased demand. Top yields start with the right varieties for your particular farm. Talk to our **CROPS SALES SPECIALISTS** to get expert advice on growing—a complete crop program that will **"MAXIMIZE BOTTOM LINE PROFITS"**. You have to have the right inputs to fulfill your yield and profit goals.

■ **"CERTIFIED PURE"**—True bulk, totes and bagged **ROUNDUP READY and CONVENTIONAL SOYBEANS**—are really taking off again this year, especially with the yields coming off this past season, the excellent weed control and the pricing being offered which will result in better profits being generated—even over "Bin Run" seed due to increased yields. Eliminate the risk and grow pedigreed seed. The new varieties and new technology really do pay off and it does work.

■ Premiums for Non-Genetically Modified Soybeans are starting to be announced for this coming year. The premiums per bushel—depending on variety are looking similar to last year. Edible Beans growers have forward pricing programs available for 2019—they are actually looking very lucrative.

■ **"MASTERFEEDS"** is continuing to prove their value to our customers with more efficient milk, beef and pork produced at lower than competitor costs. Let Huron Bay Feed Specialists sample and computer balance your feeding program to **"MAXIMIZE"** results at the most economical costs. The days of guessing are gone. **The cheapest feed can be the dearest in the long run—if it isn't totally balanced to the latest scientific research.**

A number of cow-calf producers have been telling our staff they can't believe the difference in weight they have experienced feeding our BOS-BUILDER CREEP this year—many reporting





FROM THE CROP DESK

**Jennifer Macdonald, H.B.Sc (agr),
CCA 4R
Agronomist**

■ Fungicide follow-up. As promised I said we would write a follow-up article regarding the trails we have complete with fungicide this year.

First off we will look at corn. As with many fungicide trials results are varied as we did not use the same corn variety across the trial set. So I offer the take home message. Fungicides like corn hybrids are not all created equal. Many, but not all of the products, help the plant with stress tolerance. If your crop had significant stress it payed to apply the product, not just in yield but also in harvest ease and feed quality. If you have a hybrid that has excellent disease tolerance and had little stress this year then the yield alone didn't cover the cost of applying the product.

■ Now lets look at Alfalfa.

We sprayed a few fields of alfalfa/timothy hay this year. We applied fungicides before first cut between 8-10 inches high. The results were astounding. Once cut the sprayed plants stems remained green and the regrowth was noticeably faster. You could see to the line darker and healthier plants. The leaves stayed on the plant prior to cutting resulting in lower NDF levels and higher protein. The final yield result was an increase of 10-15%.

RETAIL NEWS



- Congratulations Helen Lindsay for winning our colouring contest. I. Auburn
- Congratulations to Ron and Ingrid DeVisser on the birth of their granddaughter.
- Congratulations to Mike Curley the winner of our customer appreciation draw for two Toronto Maple Leaf tickets. Mike shopped and filled out his ballot at our Owen Sound location.

Masterfeeds
PERFORMA™
BEEF PROGRAM

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BRAND SUPPLEMENTS

BREED-UP 28™

Breed-Up 28 is a specifically formulated for the needs of calving and breeding females. It's a unique blend of protein, energy and chelated trace minerals which are more easily absorbed by the animal resulting in typically reduced breed back times. Protein and energy help to get the most out of roughage feeds by promoting better bacterial digestion. For best results feed just before calving and continue into the breeding season.

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GOES INTO
ALL YOU DO.™

General Manager's Perspective continued:

50-80lb heavier calves and at a 5 to 1 feed conversion and calf pricing at what it's at—that's a bottom line maker.

■ **Petroleum prices are always a conversational topic. A number of producers have already locked pricing at current market pricing. If you are interested in locking a maximum price contract for up to 6 months give us a call and we'll explain our newest hedging program.** Remember Huron Bay Co-op has excellent service and excellent quality fuels. It's a high volume low margin business so please consider your co-op as your supplier of choice. Farmers and customers have paid for a lot of petroleum businesses over the years—**Huron Bay Co-op they own.** Give us a call today.

■ We held our annual member and customer appreciation days November 22nd – 24th and were very pleased with the sales and turnout for the "Appreciation Days" which were by the numbers one of the best ever for store and feed sales. Thanks for your support. Also we signed up quite a few new members during the sale days—**WOW! THAT'S GREAT NEWS.**

■ Our stores are filled with excellent "quality products" that are competitively priced for practical **CHRISTMAS GIFTS** or for every day needs. Let us serve you with **"COUNTRY STYLE SERVICE"**

■ In nearly all cases the **QUALITY—SERVICE—PRICE—AVAILABILITY—and—VALUE** is available from the business you own—**HURON BAY CO-OPERATIVE INC.** Support your local community business. **"SHOP LOCALLY," REMEMBER, "WE LIVE WHERE YOU LIVE"**

■ **MERRY CHRISTMAS AND HAPPY NEW YEAR FROM THE BOARD OF DIRECTORS AND ALL OF THE STAFF OF "HURON BAY CO-OPERATIVE.**



Mail Service Interruption

Given the circumstances of the rotating strike, we wanted to remind all of our valued customers that we do accept online payments made through your banks to avoid any interest charges.

If you have any questions regarding this process, don't hesitate to call our head office at 519-392-8692.

2020 CALENDAR PHOTOS

- Your Huron Bay Co-op has had great feedback on calendars we have produced from member and customer photos. We would like to try and do this again for 2020, but need your help. If you are a shutter bug please forward digital photos to hubaymil@wightman.ca, that show livestock, crops, gardens, homesteads, equipment or your connection with the co-op. **We always struggle with having winter scenes for the calendar.**

INVESTMENT OPPORTUNITIES

Huron Bay Co-operative is accepting new members. We use the funds generated to strengthen the position of the co-operative and for financing new capital purchases to provide better service to you our members and customers. To become a member of the co-op requires a \$15 one time non-refundable membership fee. Huron Bay Co-operative offers a \$500 basic member loan with a 10 year term at 8% interest per annum. This loan is required before any patronage can be paid out. Members are entitled to patronage refunds when declared by your co-operative. As a member you are able to exercise a vote on company policies. You are also able to vote on the election of your board of directors, nominated from our pool of members. It also allows the member to invest monies in special member loans that are currently returning:

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| 4 % per annum | 1 year |
| 5 % per annum | 3 year |
| 6 % per annum | 5 year |

If you would like to discuss investing in your Co-operative, please contact your local branch manager or the GM, Jeff Hurst at 519-367-5765.