

GENERAL MANAGER'S PERSPECTIVE



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General Manager
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■ We certainly are having a lot less snow so far this winter—but things do change in our part of the world and there could be lot's of winter ahead of us. It is nice however seeing the beauty of white covered fields and trees.

■ Huron Bay Co-operative Inc.'s Annual Meeting was held on January 17th in Formosa. The weather was rather favourable and we had an excellent turnout.

Vice-President Andrew Black reported another profitable year with total sales of \$46,723,589⁰⁰—up nearly \$5,453,172,000⁰⁰. He also reported that your Co-op had capital expenditures for the year of \$2,600,000⁰⁰—the big projects were finishing the Walkerton Crop Center facility, a new Vector fertilizer applicator, a pay-loader, 90 foot truck scale, a new high speed diesel pump with a DEF dispenser that can be accessed 24 hours a day, 5 trucks and \$250,000⁰⁰ in petroleum equipment.

Your support of the Co-op this past year is greatly appreciated, and the results are the proof.

■ Nominations for directors for a 3-year term were asked from the floor. Returning for a 3-year term are Sam Luckhardt—a beef producer and cash crop producer from Owen Sound, Doug Jeffray—a dairy producer from Belmore and—David Kuntz a dairy producer from Chesley Also Abe Versteeg—a beef and cash-cropper farmer from the Wroxeter-Lakelet area was elected to the Board for a 2 year term Their role in setting policy and future direction is always well thought out and has the best interests of the co-op and its membership up front. Thank you to all of the Board for your dedicated contribution.

■ Crop Inputs—Fertilizer has seen some significant swings in cost during the last few weeks. The main cause being a strengthen demand and the Canadian Dollar—on the bright side we are still dealing with significantly lower costs for fertility than a few years ago. Commodity prices are also remaining relatively strong compared to our southern neighbors due to the lower valued dollar—along with a bit larger than normal demand throughout the world. Supply and Demand continues to be a big see-saw trying to stay balanced. This is especially true with the erratic positions the

Trump camp are doing throughout the world.

■ Huron Bay's distribution agreement with **ALPINE PLANT FOODS LIQUID FERTILIZER** is off to an excellent start. If you are a user of a liquid starter, please give us a chance to explain the features and benefits of these products. **There are some big differences in quality of the nutrients.** We are offering excellent savings for early ordering, early delivery and volume. Take advantage of all or any one of these options.

■ Petroleum prices are certainly the big conversation topic these days. Every customer and member of Huron Bay Co-operative should consider if they haven't already—**using petroleum inputs from their co-operative.** We are continuing our launch of our exclusive **FS "Diselex Gold"** a low sulphur premium diesel designed for fuel efficiency and superior performance on farm field workouts. This product is injected right on the truck into the diesel fuel via a very accurate injection pump. Diselex Gold offers better fuel efficiency—5 - 7%—starts engine faster—especially in cold weather—restores lost horsepower by cleaning injectors—reduces wear on injectors and fuel pumps—and handles moisture accumulation in the fuel. We will be asking you to **Take The Challenge and if doesn't outperform your present fuel we'll reimburse the price difference.**

Visit our **Gas Bar at Teeswater** or call your nearest branch for more information on the **different sized jugs and bulk—DEF—and it's priced right. AT the gas bar we have a new state of the art heated DEF dispenser open 24 hours per day.**

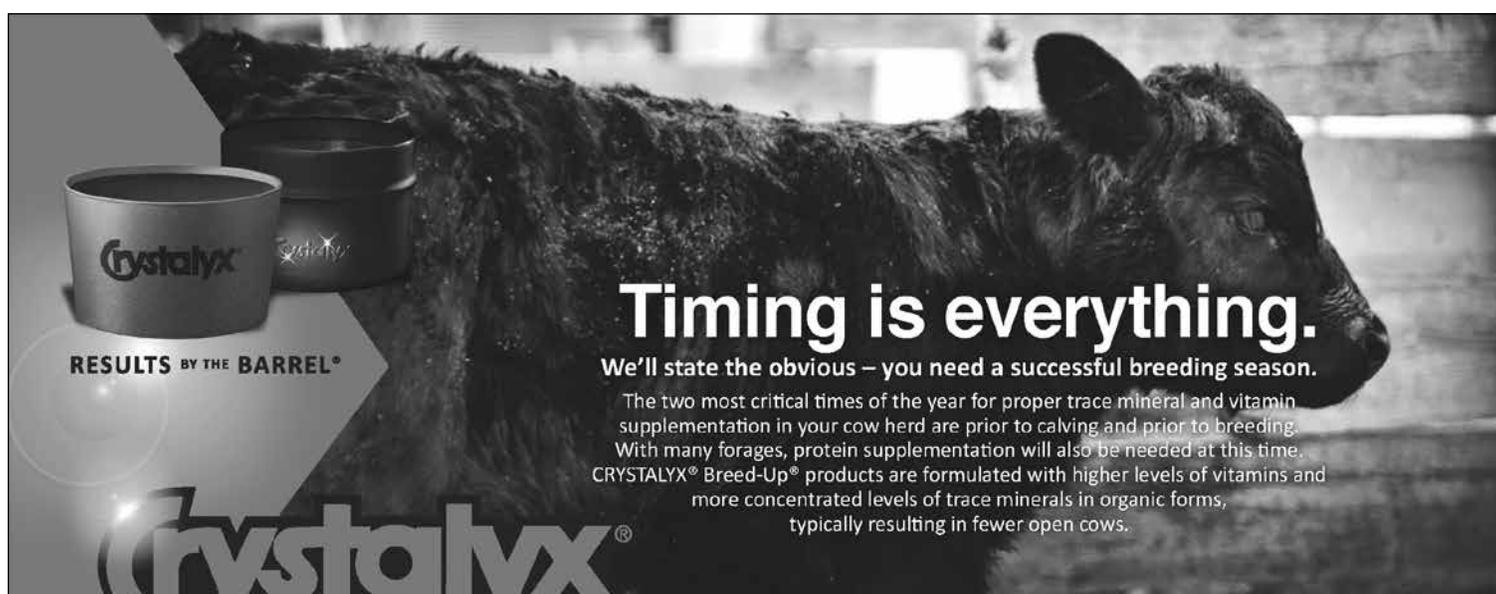
This year we are again offering price protection on all petroleum products for 6 months or 12 months—your choice. Now we just have to pick the bottom of the market—it has to be there

Buying inputs?

Ask your Huron Bay representative
for FCC financing



Farm Credit Canada
Advancing the business of agriculture



RESULTS BY THE BARREL®

Timing is everything.

We'll state the obvious – you need a successful breeding season.

The two most critical times of the year for proper trace mineral and vitamin supplementation in your cow herd are prior to calving and prior to breeding. With many forages, protein supplementation will also be needed at this time. CRYSTALYX® Breed-Up® products are formulated with higher levels of vitamins and more concentrated levels of trace minerals in organic forms, typically resulting in fewer open cows.

CRYSTALYX® BRAND SUPPLEMENTS

DESIGNED FOR THE CALVING & BREEDING SEASON:

BREED^{UP} 28
CRYSTALYX BREED-UP 28 is specifically formulated for the needs of cows during calving and breeding. It's a unique blend of protein, energy and chelated trace minerals. The Bioplex® trace minerals and Sel-Plex® selenium yeast are more easily absorbed by the animal resulting in improved health and typically reduced breed back times. The blend of protein and energy help to get the most out of roughages fed by promoting better bacterial digestion. For best results feed a month before calving and continue into the breeding season.

BioBarrel®
BREED-UP 28 is available in a patented 100% biodegradable, environmentally responsible container. Made of ground straw, wood fiber and a soy flour solution, once a BioBarrel is placed in a pasture, it does not need to be handled again.

masterfeeds.com |   

Masterfeeds®
an **Altech** company

Visit your local CRYSTALYX Dealer for more information.

EMPLOYEE NEWS



Christine Wyville
Sales Team

- Huron Bay would like to welcome Christine Wyville to the Huron Bay sales team. Christine will be working in the Dundalk /Markdale area. Christine is a graduate of University of Guelph in Agriculture and was raised on a dairy farm north of Markdale.
- Congratulations to Jessica Burgess and Bryon Beyersbergen on the birth of their twin sons.
- Congratulations to Don and Denice Schmidt on the birth of their grandson.

RETAIL NEWS

- Visit your local Huron Bay Co-op branch or our website www.huronbaycoop.ca for our Spring Calving Specials.
- Grower Pesticide courses are being arranged now, please watch our website www.huronbaycoop.ca for dates.

YOU ARE INVITED TO ATTEND OUR ANNUAL BEEF COW/CALF PRODUCER MEETING

Wednesday, February 13, 2019
10:30 am - 2:30 pm | Keady Community Centre

Speakers Include;

- Chloe Long | Masterfeeds | Calf Development**
10:30-11:00
- Eldon Petherick | Alltech | Mycotoxins in forages**
11:00-11:30
- Jeff Williamson | FCC | Financial Ratios Study**
11:30-11:45
- Scott Kuhl | Keady Livestock | Cow calf/background cattle**
11:45-12:15
- Lunch
Dr Ted Coulter/Dr Julia Nguyen | Miller Vet Services | Animal Health
1:00-1:45
- Jason Hurst | Masterfeeds | Nutrition Case Studies**
1:45-2:30

SPONSORS with information booths:
Masterfeeds, Alltech, Ukal, Liquid Feeds, Tama Canada, Gallagher fence, Pharbarn, FCC

PLEASE RSVP by February 7 to:

Owen Sound	519-376-5110	Mike	519-379-3682
Chesley	519-363-2017	Emily	519-374-7814
Warton	519-534-1840	Ralph	519-379-1265
Neil	519-373-7187		

DID YOU KNOW?

YOU CAN PAY HURON BAY CO-OPERATIVE USING ONLINE BANKING

ADD US AS A PAYEE TODAY!

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. 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.**

General Manager's Perspective continued:

right now or very close. Talk to your local branch to get the full details or call Steve Youmans our Petroleum Manager—cell—1-519-375-6275. or our Petroleum Sales Rep Norm Ireland—cell—1-519-831-0516

Our second new propane delivery truck—was a good decision as our service level has been excellent. If you aren't using Huron Bay Co-operative for propane or are considering a new installation give us a call—we'd appreciate the chance to make recommendations and quote on your business.

■ **HURON BAY CO-OP** has purchased a large volume of public and some proprietary forage seed at fabulous prices. This seed is Can. #1 and is "guaranteed" for germination and weed seed content. Anyone looking for economical forage seed that will produce average yields should allow us to show you our lineup. For producers looking for above average yields plus insect and disease resistance should talk to us also about our exclusive **FS SEED LINEUP. These varieties are TOP-END in production and yield—they will give you the bottom line you demand from your forage and pasture fields.**

New this year—we have HARV-XTRA—a roundup ready resistant ALFALFA—this variety has been genetically enhanced to bring—12%-20% less lignin (acid detergent lignin)—16% higher relative forage quality—16% higher NDFD (neutral detergent fiber digestibility)—and up to 26% higher yields (with delayed harvest at 35-day cutting intervals—3 vs. 4 cuttings) This is definitely a profit maker for many forage producers.

■ **Our stores are Clearing Out Winter Clothing—Winter boots—Snow Blowers—Snow Shovels etc. etc. at "BIG—BIG—DISCOUNTS."** We carry top quality products that are made "FARM TOUGH" Check out the deals.

■ Our stores have "CCIA" cattle tags, which are now mandatory. Order your tags now and be ready for spring calving. We also carry an excellent supply of calving and lambing products at all branches. **Check out our prices and quality.** If we don't have it in stock at your local branch we likely have it at one of our other stores. We'll get it for you quickly.

■ **SHEEP PRODUCERS—"Grober" LAMB MILK REPLACER.** This is a lamb milk replacer specially formulated that combines high quality milk protein and homogenized animal fats to get your lambs off to a fast, healthy start. **Economics—one out of 10 lambs born dies of starvation.** Every lamb you save means more profit for you. Let's show you how to improve your bottom-line. **IT WORKS.**

■ We are starting to calve out the beef herd. Make sure the cows are in good condition by giving them free-choice mineral, which passes onto the new calf. Some of the forages are of poor quality and cows need supplemental feed to get them into top shape for healthy calves and calving. **Consider our beef pellets, Crystalic—Energy Tubs, or our custom built rations or supplements.** Weak or dead calves on this market are very costly.

■ Please talk to your local Huron Bay Co-op Branch or Crop Reps' to plan this year's most viable cropping opportunities. Remember to figure out **"BOTTOM LINE PROFITS."** Inputs are a major expense however don't save yourself out of a profitable crop. **There are some real variations in profitability.** We're seeing differences of \$200.00 - \$500.00 of bottom line differences per acre due to lower yields. All options should be considered, and your Co-op Staff can assist you in making the right decisions. **There are some specialty crops like edible beans, spring wheat, pearl barley, canola, oats, GMO and Non-GMO crops that look real interesting and demand a premium return.**

■ **SPRING IS JUST AROUND THE CORNER—REMEMBER YOUR LOCAL HURON BAY CO-OP FOR ALL OF YOUR 'GROWING AND FEEDING NEEDS. Your Co-op is all about reputation and trust.**

■ **Remember, "We live where you live" Support your local community and the business You Own.**

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:

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.