

GENERAL MANAGER'S PERSPECTIVE



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■ We certainly are having a rather erratic winter which has been causing lots of road closures and school closures—16 days around Walkerton. The good news is the sun is starting to warm everyone up — somewhat—and it's only going to get better.

■ We have started deliveries of seed grain, seed corn, soybean seed and bagged fertilizer—deliveries need to get put in place for spring now as our warehouses are full and more needs to come in—plus the logistics of everything just before

seeding are almost impossible to do—both from a man-power and timing factor—your help with getting your inputs on the farm is appreciated.

■ Crop Inputs—fertilizer prices are up somewhat from last fall due to a supply - demand ratio that is causing slight rises. Along with the devaluation of the Canadian Dollar these past months—fertilizer trades in US dollars—at the time of this newsletter the Canadian Dollar was 75.4 cents. On a \$600.00 US product that is over \$750.00 Canadian. On the other side of the scenario—we are selling on a US dollar so \$3.80 corn turns into \$5.00 plus in Canadian \$. A tonne of fertilizer does approximately 4 acres so the fertilizer is costing \$40.00 per acre extra—but a 150 bushel corn crop is bring \$135.00 extra income in per acre. So it's still better to have a low dollar when producing crops and livestock. Most fertilizers haven't changed very much since last fall—just some storage costs so far. We will and always have been competitive on fertilizer, crop protection and seed inputs. It's a low margin—high volume business—that requires your support.

■ Huron Bay's distribution agreement with **ALPINE PLANT FOODS LIQUID FERTILIZER** continues to offer excellent value. 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.

Every customer and member of Huron Bay Co-operative should consider if they haven't already—**Using petroleum inputs from their co-operative.** We use "**Diesel 2000**" a low sulphur premium diesel from Suncor designed for fuel efficiency and superior performance on farm field workouts. We also supply "**Ethanol**" blended gasoline's using "**Ontario Farmers' Corn.**" Again, this superior product for performance is better for the environment and helps the price of corn. Visit our **Gas Bar at Teeswater** or call your nearest branch for more information on supporting rural agriculture. **This year we are again offering price protection on all petroleum products for 6 to 12 months.** Talk to your local branch to get the full details or call our Petroleum Manager—Steve Youmans—cell—1-519-375-6275. or our petroleum sales rep—Norm Ireland—cell—519-831-0516

Dieselelex Gold—now offering our enhanced diesel fuel which we inject a multi—additive to our regular diesel

- starts engines faster
- restores lost horsepower
- Improves fuel efficiency--5-7%
- extends life of stored fuels
- reduces wear
- Enhances fuel system life
- handles moisture

Take the Diesel X Gold challenge—if you don't see the difference in performance we'll rebate the extra cost back—no questions asked

■ **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 for your forage and pasture fields. Also we are offering a new round-up tolerant alfalfa for producers wanting to grow straight alfalfa and be able to control weeds from over-taking the stand for longer term production.**

■ **The Winter weather has been very conducive to sales of our "QUALITY" winter clothing, boots and snow removal equipment—Our stores are Clearing Out remaining 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 of our 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 real quickly.

■ **SHEEP PRODUCERS—LAMB MILK REPLACER and creep feeds are available 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 us 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 our "NEW BLUEPRINT" free-choice mineral, which passes onto the new calf.** Some of the forages are of poor quality and cows are in need of supplemental feed to get them into top shape for healthy calves and calving. Consider our beef pellets, **Masterlic Protein & 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

MARCH 1 TO SEPTEMBER 30, 2019



Masterfeeds
an **Altech** company



BUY 10 GET ONE FREE

Special offer for new and existing customers! Buy 10 bags of Masterfeeds Heritage Poultry Program Feeds and get one free!

2020 CALENDAR PHOTOS

We have received great feedback on our calendars produced from member and customer photos. We would like to do this again for 2020, but need your help! It's never too early to send in your photos that exhibit agriculture or your connection to Huron Bay! Any entries can be sent to hubaymil@wightman.ca.

HURON BAY CROP DAY

■ A full house attended our 18th annual Crop Outlook day in Keady on February 7th to hear speakers from across the industry and gain information from other supporters as well as those speakers. The day started with Murray Emke from Agricornp giving an insurance/risk management update on the past year. The dry spring followed by the early snow has led to more claims than previous years between corn and soybeans, he also explained some ways to offset risk for years like this past one. Next up was Mike Cowbrough from OMAFRA, he spoke on problem weeds throughout the area and new innovated ways to handle them. What works what doesn't, and if it makes sense from an economic stand point for a producer.

Marieke Patton and Colin MacNeil talked on the subject of this year, Mycotoxins. How to recognize them in feed and in the field, different modes of action on how to prevent them, what you can do to help livestock who are receiving high toxins, and even when to recognize that you may need to talk to insurance about a crop failure. Before lunch Stephan Paille from FCC went over the multiple different ways FCC can support a producer with the help of Huron Bay; whether it be through crop loans in season or helping put up money to catch those early pay deadlines, he also stressed that the payback period is an 18 month cycle, so the producer has a chance to market his crop properly before they have to pay back the loan.

After lunch Horst Bohner from OMAFRA spoke on soybean production and what they are trying in plots to try and gain yield, one idea was rolling beans when they were emerged at a specific time, while others had to do with weed pressure and different tillage techniques. Doug Sibbett came all the way from the U.S. to talk to the group about ESN Nitrogen, the idea that one pass of nitrogen is all you need as this product slowly releases the nitrogen based on temperature and in turn, can supply the crop during very critical growing periods. To end the day Kevin Rogers from the Walkerton Crop Center spoke on what Huron Bay has to offer producers including but not limited to; fertilizer plants, spreaders, sprayers and high clearance application.

Once again it was a great day that wouldn't happen without the sponsors/suppliers who were available with tonnes of information and the producers who showed up to gain the knowledge. Hope to see everyone out again in 2020.



Crop Day

HURON BAY BEEF DAY

■ We held our annual beef cow/calf producers meeting in Keady on February 13th for the brave 50-60 souls who battled the snowy weather that morning for a chance to hear some very informative talks from well versed industry professionals. Chloe Long from Masterfeeds spoke about calf development and the importance of getting the calf off to a great start to help grow them into a profitable cow down the road. Eldon Petherick from Alltech presented on Mycotoxins in forages and what to do about them; from different Alltech additives like Select GH and Integral that can be added to minerals or TMR mixes to help animals break down harmful toxins like VOM and T-2.

Jeff Williamson from FCC changed the pace a little and spoke on Financial Ratios on a beef producer's farm, what levels to strive for as well as understanding when to put some extra in the piggy bank following a successful year to help offset those years that are not as good. Scott Kuhl from Keady Livestock, furthered the conversation by informing the group on some different ways to stay successful in a market that seems unpredictable at times.

After lunch Dr. Ted Coulter and Dr. Julia Nguyen from Miller Vet Services spoke on what they find effective to get through calving season successfully, from proper colostrum management to using electrolytes and vaccines when needed. The day finished with Masterfeeds Ontario Beef rep Jason Hurst, he worked through a couple different "unusual cases" he has received calls about. Jason highlighted how he solved the different problems and how spending money on some higher quality Blueprint Minerals with a touch of additives saved producers money in the long run.

As well as the speakers there were multiple sponsors in the audience with informative booths set up, for customers to gain any information they needed, I would like to thank them for their support.

It was once again a very informative day, and we hope to see everyone back next year!



Beef Day

EMPLOYEE NEWS

- Congratulations to Steve and Joan Caldwell on the birth of their grandson.
- Congratulations to Penney and Dave Niesen on the birth of their granddaughter.

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.

Buying inputs?

Ask your Huron Bay representative
for FCC financing



General Manager's Perspective continued:

and demand a premium return.

■ **Huron Bay Co-operative has a new high clearance self-propelled fertilizer applicator called a VECTOR for applying fertilizer over the crop. Splitting nitrogen applications is showing significant yield enhancement on nearly all production fields. Talk to us and we'll show you the advantages.**

■ **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.**