

1999 • 2019

20

Better Farming

FEBRUARY 2020 | \$8

FARM BUILDING
CODE UPDATE

54

CARBON OFFSETS

Possibilities in Ag

24

PLANT STRESSES

Ways to Manage

49

GOV'T PROGRAMS

Changes Required

14

LITIGATION ON THE FARM

How to Avoid

41

DREW SPOELSTRA
Sequesters Carbon

CORN MARKETS

HEART HEALTH

SEED SELECTION



***“MEMORY SHUTTLE SAVES
ME TIME AND TAKES
A LOAD OFF MY MIND.”***

Kucera Group Alvinston
Alvinston, 519.898.2961

Stratford Farm Equipment
Arva, 519.659.0429

Church's Farm Supplies Ltd.
Barrie, 705.458.0870

Anderson Equipment Sales
Belleville, 613.969.6246

O'Neil's Farm Equipment
Binbrook, 905.572.6714

Brant Tractor
Brantford, 519.449.2500

Kucera Group Chatham
Chatham, 519.351.4300

Stoltz Sales & Service
Elmira, 519.669.1561

Stewart's Farm Equipment
Erin, 519.833.9616

Delta Power Equipment
Essex, 519.776.5238

Delta Power Equipment
Exeter, 519.235.2121

Delta Power Equipment
Forest, 519.786.5335

Doughty & Williamson
Jarvis, 519.587.2273

Hub International Equipment Ltd.
Lindsay, 705.324.6136

Stoltz Sales & Service
Listowel, 519.291.2151



Maxxum[®] ActiveDrive 8 dual-clutch transmission delivers uninterrupted torque through more working speeds, faster shuttle shifts and simplified shifting. Thanks to innovative features like Memory Shuttle, Maxxum series tractors move from fieldwork to daily chores with ease. Memory Shuttle remembers the last gear you shifted to in each direction, and automatically returns to that gear each time you shuttle forward or reverse. This is great for operations that require frequent direction changes at different speeds.

See your local Case IH dealer to learn more about Maxxum ActiveDrive 8 and Memory Shuttle!

Stoltz Sales & Service

Mildmay, 519.367.2672

Stratford Farm Equipment

New Hamburg, 519.662.1780

Hub International Equipment Ltd.

Port Perry, 905.982.1500

Reis Equipment

Renfrew, 613.432.4133

Delta Power Equipment

Seaforth, 519.527.0120

Norfolk Tractor

Simcoe, 519.426.1090

Delta Power Equipment

Sparta, 519.775.2601

Reis Equipment

St. Isidore, 613.527.1501

Stratford Farm Equipment

Stratford, 519.393.6162

Redtrac International

Vineland, 905.562.4136

Reis Equipment

Winchester, 613.774.2273

Stratford Farm Equipment

Woodstock, 519.423.6264





LETTERS FROM A FAMILY FARM

THE PUBLIC'S BEEF WITH AG

As I think you've learned over the years, my passion for our industry is rooted in my enthusiasm for ag history alongside my co-management of my family farm.

So, this winter, I was excited to find an old copy of the **Grand River Conservation Authority's** "Down to Earth" newsletter. The headline article in this summer 1996 edition discussed how **Dad** made the conversion to no till.

The piece concluded that "a sustainable agriculture system" allows farmers to "manage more land, with less time, fuel and other inputs and pass (their) part of the world on to future generations in a healthy state."

While the article rekindled some nostalgia of my childhood, it's also very fitting for some of today's broader environmental debates.

Globally, we're discussing the changing weather patterns, their effects on the environment and the

steps we can take to mitigate these effects. Whether directly or indirectly, people often criticize our industry for contributing to the environmental degradation.

Consider, for example, the recent decision by the **Hollywood Foreign Press Association** to serve an entirely vegan meal at the Golden Globes Awards ceremonies. The menu was driven by concerns of how food production, processing and disposal "contribute to the climate crisis," the association's president said to the Hollywood Reporter on Jan. 2.

But, of course, agriculture can be part of the solution to our environmental challenges.

This month, writer **Jackie Clark** examines how farmers sequester carbon in their fields and how producers can be key players in carbon offset programs.

As the **OFA** says, farmers have done this work for years. We need to continue our advocacy efforts to help the public understand ag's positive contributions.

Andrea

Better Farming

THE BUSINESS OF
ONTARIO
AGRICULTURE

1-888-248-4893

PUBLISHER & EDITORIAL DIRECTOR

PAUL NOLAN ext 202

Paul.Nolan@BetterFarming.com

MANAGING EDITOR

ANDREA M. GAL, PhD ext 201

Andrea.Gal@Farms.com

OFFICE ADDRESS

52 Royal Rd., Unit A
Guelph, Ontario N1H 1G3

EDITORIAL TEAM

ASSOCIATE EDITOR

JAN KERTESZ

CONTRIBUTING EDITOR

FRANKLIN CARTER

STAFF WRITERS

KATE AYERS

JACKIE CLARK

DIEGO FLAMMINI

CONTRIBUTORS TO THIS EDITION

MOE AGOSTINO

KAITLYNN ANDERSON

CAMPBELL CORK

RACHEL GINGELL

PATRICK LYNCH

RALPH WINFIELD

JIM ALGIE

JOE CALLAHAN

DALE COWAN

ABHINESH GOPAL

BARRY MARSHALL

ADVERTISING TEAM

GLENN RUEGG

JENNY LONGSTREET

SAMANTHA RENAUD

JEFF McKEE

SCOTT FARHOOD

LESLIE STEWART

DESIGN & PRODUCTION TEAM

TANYA MYERS

SHAUN CLARK

GREG MARLOW

ANDREA WILLIAMS

Better Farming magazine is mailed as a member-benefit to all farmer members of the Ontario Federation of Agriculture. If you are not an OFA member, subscribe at:

1-888-248-4893 ext 281

Subscriptions@BetterFarming.com

Canadian one-year subscriptions: \$41 (11 issues; includes \$4.72 HST). Two-year: \$74 (\$8.51 HST). U.S. subscriptions: \$72 annually. International: \$121. Single-copy back issues are \$12.

GST Registration #868959347RT0001

POSTMASTER: Send address changes to AgMedia Inc., 52 Royal Rd., Unit A, Guelph, Ontario N1H 1G3. Publications Mail Registration #1156.

Publications Mail Agreement #40037298.

Copyright ©2020 by AgMedia Inc. All rights reserved. Reproduction of any content without written permission of the publisher is forbidden.

Acceptance of advertising does not constitute endorsement of the advertiser, its products or services, nor does *Better Farming*, AgMedia or Farms.com endorse any advertiser claims.

The publisher shall have no liability for the omission of any scheduled advertising.

www.BetterFarming.com

Follow us on Twitter @BetterFarmingON

A **Farms.com** Company

CANADIAN AG'S ROLE IN CARBON SEQUESTRATION

See "Cashing in on carbon" on page 24.

Total acres in ag production: 136.3 million

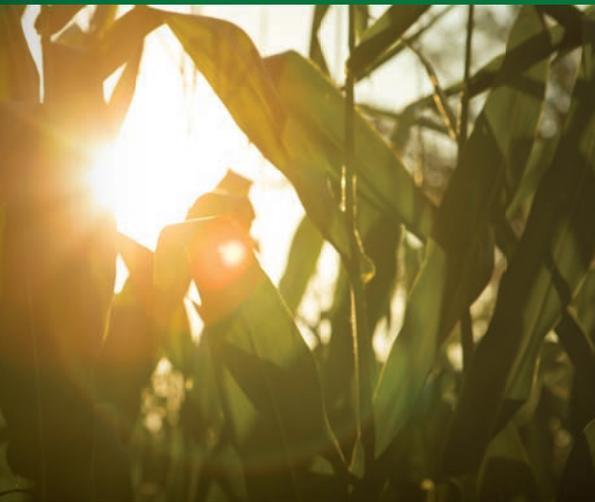
Ag's carbon sequestration capacity: 22 megatonnes

Canadian land in agricultural production could sequester 11 per cent of the country's carbon dioxide emissions.

Source: Dr. Sean Smukler, The Canadian Agri-Food Policy Institute, "Managing Canadian croplands to maximize carbon sequestration and minimize other ecosystem trade-offs," April 2019, 1-2.



**NO ONE CARES MORE ABOUT PRESERVING THE LAND
THAN THE PEOPLE WHOSE LIVELIHOODS DEPEND UPON IT.**



As the world's population continues to grow, so does the demand for more efficient and effective farming practices. At Koch Agronomic Services, we're focused on providing real solutions that maximize plant performance and minimize environmental impact. Like AGROTAIN® nitrogen stabilizer. It protects your nitrogen and your yield potential. A smart solution for today – and tomorrow.



Consult with your retailer
or visit [AGROTAIN.com](https://www.agrotain.com)
for additional information.



AGROTAIN® and the AGROTAIN logo are trademarks of Koch Agronomic Services, LLC.
Koch and the Koch logo are trademarks of Koch Industries, Inc. © 2020 Koch Agronomic Services, LLC.

TURNING AG WASTE INTO FUEL

A pilot project spearheaded by farmers in northern Ontario is designed to encourage producers to recycle plastic from bale and silage wrapping.



wakr10/Stock/Getty Images Plus photo

The East Nipissing – Parry Sound Federation of Agriculture is leading the Stewardship Pilot Project, which promotes compacting plastic on farm and shipping it to an end user.

“The intention is to have compactors across northern Ontario,” said **Stephanie Vanthof**, a regional member service representative with the OFA. “Farmers, either individually or collectively, bale up their plastics and we’re hoping to have events where the bales are picked up and sent to an end user in eastern Ontario who will turn them into fuel and energy.”

During the initial phase of the project, two compactors will be stationed in the region.

Producers could also purchase compactors for about \$650.

In contrast to other recycling initiatives, which require the material to be cleaned, participants in the new project only need to get as much of the dirt off the plastic as they can, Vanthof said.

For more information, contact Vanthof at 705-622-6049 or stephanie.vanthof@ofa.on.ca. **BF**

BIOGAS SECTOR

The province could become a leader in the North American biogas sector.

In mid-November, the Ontario government launched a consultation period to identify ways to help producers enter the biogas sector.

The government aims to make on-farm anaerobic digestors more accessible to producers through regulatory changes. Anaerobic digestors decompose organic waste, in turn creating biogas that operators can use to produce heat and energy.

“We want these consultations to pinpoint potential changes that could enable Ontario’s \$35-million-dollar-a-year biogas sector to grow by up to 50 per cent over the next five years,” **Ernie Hardeman**, Ontario’s minister of agriculture, food and rural affairs, said in an OMAFRA release.

Producers can email feedback and questions to the Ontario government at nmaconsultation@ontario.ca. **BF**

HERITAGE APPLE GENETICS PERSIST

University of Guelph researchers have discovered genes from heritage commercial apple varieties in feral apples currently growing across the province.

“Feral’ is a term that describes when a domesticated species becomes wild,” **Dr. Brian Husband** told *Better Farming*. He’s a professor in the university’s department of integrative biology, and the associate dean, academic, in the college of biological sciences.

“We kept seeing domesticated apples growing in very unlikely places,” he said.

Initially, scientists thought these feral apples might be hybrids of the native Ontario crab apple and commercial varieties, bred from wild ancestors in Europe and Asia.

“We were wrong,” Husband said. “There are no genes showing up

from the native crab apple.”

Instead, researchers identified genes from old domestic cultivars in the feral trees.

“The parents were these heritage varieties that were grown earlier than 1900 and have been lost or disappeared in many cases, but we’re seeing some of their genetics showing up in these feral apples,” Husband explained.

Next, researchers will identify the characteristics of the feral apples, and test them for modern applications. Feral apples may contribute to new breeding programs and gene libraries for identification. **BF**



Roman Samokhin/Stock/Getty Images Plus photo

Check OFA on your FBR this year

Have you received your annual Farm Business Registration (FBR) mailing* from Agricorp? Your FBR renewal includes the opportunity to choose a farm organization to represent your farm business, and we're asking you to check OFA again this year.

OFA is proud to be the farm organization of choice for 38,000 Ontario farm families, advocating at all levels of government for Ontario's agri-food sector and rural communities.

Here's your OFA team.

- 88** Policy Advisory Council members providing grassroots input on key issues and policy direction
- 52** county and regional federations for strong, local leadership
- 31** organizational members and affiliates representing Ontario commodities
- 21** experienced Member Service Representatives across the province
- 18** member elected Board of Directors consisting of farmers from across Ontario
- 13** head office staff in Guelph ready and willing to support members
- 8** strategic policy research staff to stay on top of regulatory and legislative matters

In 2020, the annual FBR fee is increasing to \$240 per year (+ \$31.20 HST).

OFA: Working every day for Ontario farmers, rural communities and the agri-food industry.

**If you haven't received your 2020 FBR mailing, please contact Agricorp directly at 1.866.327.3678.*





Workplace Safety
& Prevention Services®

Step by Step to Safer Use of Farm Equipment on Roadways

When it comes to farm equipment on roadways, a huge factor is fitness, but it's not as simple as that might sound.

“First off, are you as a driver fit for duty? Are you well rested and focused on the task at hand and that often means not being distracted.”

— Dean Anderson, Strategic Advisor for
Agricultural Initiatives at
Workplace Safety & Prevention Services

While the image that comes to mind of distracted drivers are people in cars on mobile devices, operators of farm equipment on those same roads are not immune to this activity.

Don't Reach for That Mobile Device

“Driving at extremely slow speeds on quiet roads can lead to temptation for some,” says Anderson. “It is crucial that you don't reach for that mobile device regardless of how deserted the road may appear.”

And while there are some laws that drivers of farm machinery are exempt from, distracted

driving is not one of them. If caught distracted by a mobile device, farmers will be treated with the full force of the law just like anyone else. This could result in expensive tickets and hefty demerit points followed by steep insurance premium increases.

Fitness also applies to the condition of the farm equipment itself. If the tires are bald and the vehicle is in a crash, this will be included on the accident report and the vehicle determined to have been road unworthy. The same goes if there was inadequate lighting on any towed vehicle or other safety insufficiency.

Make No Riders the Rule

Another issue is ridership. The only person safe on a tractor is the driver in a seatbelt.

Some tractors will have a second instructional seat and even have a seatbelt, but that seat may not be protected in a rollover. They are only to be used at slow speeds and on flat ground. They certainly aren't child seats.

And then there's the fitness of those with whom we share the road. There is the possibility that they are somehow distracted. Also, don't assume they are familiar with how farm machinery operates on roadways.

Employ the Stop Think Act Approach

There are steps you can take to have safer road experiences. Consider the *Stop Think Act* approach.

For example, you may be slowing down to make a left turn.



(in your mind). Is there a vehicle behind you? They may be growing impatient and awaiting an opportunity to pass.



Will your plan to slow down and pull over to the right, before you swing to the left to make the turn, confuse them? Is there a possibility they will assume you are inviting them to attempt to pass?



Consider putting your arm out the window to confirm they know you are turning, or motion for them to pass, and then make your turn.

Being fit for duty, driving defensively and utilizing the Stop Think Act approach are a winning combination to ensure safe roadway experiences.



Field to Forks is an ongoing Bell Media television and radio campaign designed to bring the stories of the men and women, who grow and bring our food from the fields to our tables, to life. It aims to get the public to better understand the world of farming.

WSPS, Dowler Karn Ltd. and West Elgin Mutual Insurance collaborated with Bell Media to produce a *Fields to Forks* segment on slow moving farm vehicles and road safety.

In the video, St. Thomas grain farmer Mac Ferguson of Ferguson Farms shares important personal insight relating to what it takes for farmers to safely contribute to the process of bringing food to Canada's tables.

He does so by providing essential information to those who share the roadways with farmers and their slow moving farm vehicles.

The *Fields to Forks* campaign aired on CTV London in October and November together with radio spots on *CJBX-FM Pure Country 93* and *Newstalk 1290 CJBK*. The video can be viewed on the CTV News London *Fields to Forks* web page. <https://wsps.news/2M0p75c>

This project is funded by the Ontario Ministry of Agriculture, Food and Rural Affairs.

The views expressed in this publication are the views of WSPS and do not necessarily reflect those of the province.

Call Customer Care to speak with a consultant.

1 877 494 WSPS (9777) customercare@wsps.ca

CONNECT WITH US



For free online resources relating to farm equipment road safety, visit:

lp.wsps.ca/road_safety



ONTARIO TAPS INTO MAPLE POTENTIAL

In an effort to increase maple syrup production across the province, some local organizations are banding together.

The **Rural Agri-Innovation Network (RAIN)**, the **Ontario Maple Syrup Producers Association (OMSPA)**, the **Algoma Maple Syrup Producers Association** and the **Algonquin Maple Syrup Producers Association** partnered to create the Advancing Northern Maple Program.

This program “helps increase the amount and efficiency of Ontario’s maple production, and it encourages producers to come up with new, innovative maple products,” **John Williams**, OMSPA’s executive director, told *Better Farming*.

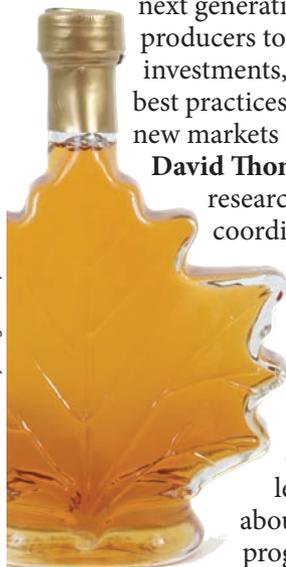
Interested parties can submit applications under two activity streams: new product and product development, or productivity enhancement and scale-up.

In order to participate in the program, a producer must operate part of his or her business in northern Ontario, the RAIN website states. This area includes both the Muskoka District and the Parry Sound District. Successful applicants will receive up to \$20,000 at a 50 per cent cost share, the website says.

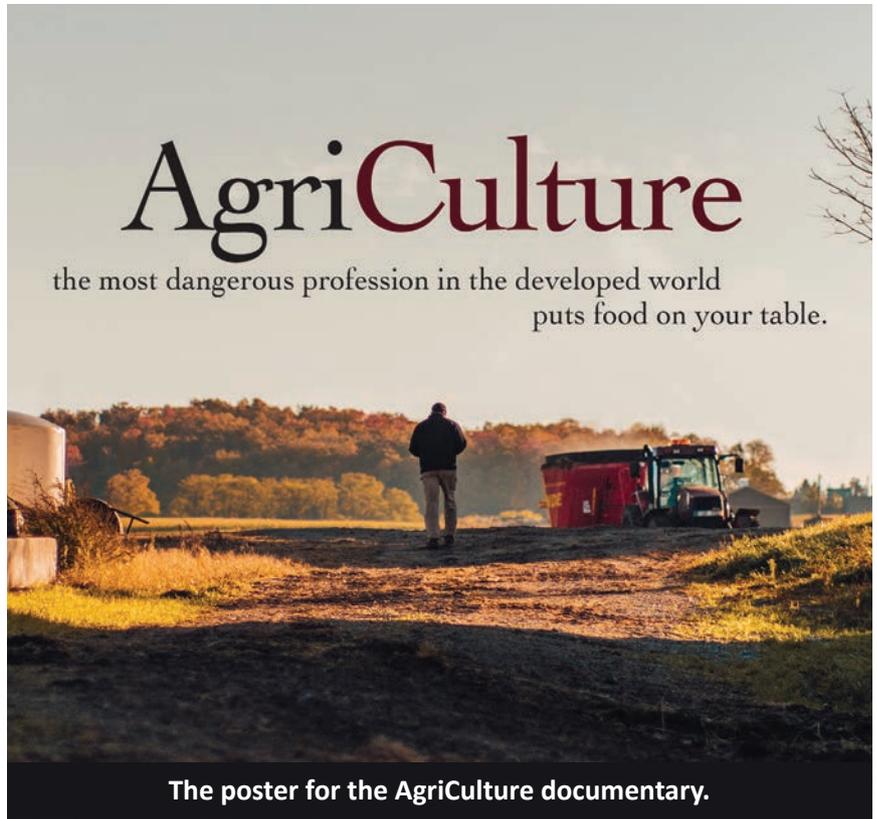
And, program benefits could trickle into the future.

“The program will encourage the next generation of sugar producers to make larger investments, implement best practices and find new markets for products,”

David Thompson, research project coordinator with RAIN, told *Better Farming*. Producers can visit rainalgonia.ca/maple to learn more about the program. **BF**



Valerie Loiseleux/Stock/Getty Images Plus photo



The poster for the AgriCulture documentary.

AgriCulture image

FILM TELLS STORY BEHIND ACCIDENT

A documentary conceived by an Ontario college student is opening the public’s eyes to the physical dangers in farming.

Bailey Regier, a third-year student in **Sheridan College’s** film and television program, wrote and produced the AgriCulture documentary with help from a crew of classmates.

She was inspired in her topic by her grandfather who suffered a near-fatal injury while working on farm a few years ago.

After reflecting on urban perceptions of the ag industry, Regier wanted to tell the story from the point of view of a younger person. She approached **TJ Klopp**, a farmer from her community of Zurich, Ont. who recently broke a leg after being caught in an inadequately shielded PTO shaft.

Klopp’s story reflects the culture of agriculture, especially how tightly work is tied to family.

“He really didn’t get super emotional except for when he talked about how hard (the acci-

dent) was on his family,” Regier told *Better Farming*. “That’s a really interesting emotional core that I wasn’t expecting. I was expecting (the story) to be more about how (the accident) had affected the perception of his job.”

The message of the film is two-fold.

“I wanted to connect the consumer with the reality of the farmer. I also wanted to bring attention to the fact, for people who are from rural communities, that we shouldn’t be normalizing (farm accidents) – we shouldn’t be brushing off these kinds of things happening to people,” Regier explained.

“I definitely want to bring (the documentary) back to the community,” she said. First, however, the production crew wants to try to get the film into festivals, which requires that it not be available online.

To learn more information about the film, visit facebook.com/theagriculturedocumentary. **BF**



OTTAWA VALLEY FARM SHOW

Salon agricole de la vallée de l'Outaouais

MARCH 17-18-19 2020

EY CENTRE - 4899 UPLANDS DR, OTTAWA

Showcasing agricultural community, technology, innovation, and services.

*Plan your visit, explore the event schedule,
and purchase your tickets online.*

Follow us on social media @ottawafarmshow!



KatarzynaBialasiewicz/iStock/Getty Images Plus photo



NEW MENTAL HEALTH SERVICE LAUNCHED

A new mental health practice has opened in Renfrew to provide support for the rural community.

Parenting Practice Loving Caring, owned and operated by **Johanna Bakker**, offers multiple services. “I can help adults, children and teens, with or without a psychiatric diagnosis,” she said.

“Whether it’s anxiety, anger management, or couples therapy, I’m offering help in all categories.”

Johanna has first-hand knowledge of the kind of mental health stress producers can encounter.

She grew up on a farm and partnered in her family’s operation in the Netherlands. In 2017, she immigrated to Ontario with her husband **Klaas** and daughter **Ilsa**. The family settled in Renfrew to be close to Johanna’s family, who are dairy farmers. Johanna and Klaas also have a son, **Nick**, who was born in Canada.

Conversations surrounding farmer mental health in Europe are like those discussions underway in Ontario.

“Actually, we’re seeing that the pressure is becoming more intense worldwide. We’re experiencing it here ourselves, too. Just the other day, animal-rights activists were at my parents’ bed and breakfast, which is located on their farm,” Johanna said.

Anyone who wants to book an appointment with Johanna can contact her at 613-312-9608. **BF**

MILK PROCESSOR FACES FINANCIAL WOES

Takeover debt from its drive to dominate a shrinking, beverage milk marketplace put **Dean Foods** on the down side of North American dairy consumption trends and mounting price pressure from food retailers, **Maurice Doyon**, a **Université Laval** economist, said in a *Better Farming* interview.

The 95-year-old Texas-based company, which claims to be the largest processor and “direct-to-store distributor of fresh, fluid milk” in the United States, sought bankruptcy protection in mid November. The loss of a private-label arrangement with **Walmart**, which opened its own U.S. milk-processing plant in 2018, and “continuing declines in consumer milk consumption” are part of what **Eric Beringause**, Dean Foods’ president and CEO, described in a Nov. 12 statement as “a challenging operating environment.”

Dean Foods’ debt-financed growth in recent years as well as increasingly competitive pressure in North America’s food retailing sector show some parallels with circumstances at Quebec-based **Agropur Dairy Cooperative**. This processor announced an organizational review in early November, Doyon said.

The dairy processing marketplace challenges partly reflect recent moves into food processing by dominant, general merchants such as **Costco**, **Walmart** and **Amazon**, he said. **BF**



feafodigital/E+ photo

A FARMING LIFE: KENNETH WRIGHT

Dairy farmer; farm adviser. Born Aug. 24, 1936; died July 12, 2019, aged 82.

His father’s sudden illness called

Kenneth Wright home to Prince Edward County to farm and, eventually, into a dairying partnership with his parents **William** and **Doris Wright**, interrupting a promising **Ontario Ministry of Agriculture and Food** career.

But choosing the dairy farm over a ministry promotion to Toronto may also have been Ken’s preferred career path, his wife **Carrolle** said.

“He didn’t want to live in downtown Toronto,” she said.

The pair met on a blind date in 1959 while attending the **University**

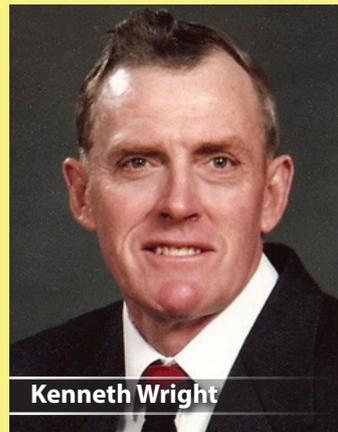
of Guelph.

After buying out the partnership in 1977, Ken and Carrolle farmed for 30 years. They milked as many as 55 cows and managed crops on 500 acres.

Ken held executive positions with many Prince Edward County municipal committees and agricultural organizations while also managing a consulting practice advising farm families on debt issues. He was a member of the

Ontario Institute of Agrologists and received the “distinguished agrologist” standing.

In 2010, Ken received the Prince Edward County’s Civic Recognition Award for 40 years of community service. **BF**



Kenneth Wright

Wright family photo

Pathways to Agri-Food Scholarships

CONGRATULATIONS!



Marcus Grymonpre
Chilliwack, BC



Emily Gross
Bow Island, AB



Shaylyn Novak
St. Walburg, SK



Alice Rooke
Alexander, MB



Faith Emiry
Massey, ON



Isaac Ayer
Sackville, NB

The next generation of Canadian agricultural leaders is growing, and CABEF is proud to support them. Congratulations to these exceptional students who have won \$2,500 CABEF scholarships. Based on their applications, the future of the agriculture industry is in great hands.

**More \$2,500 scholarships
will be awarded to grade 12
students in April 2020.**

Apply at **cabef.org**
 **@CABEFoundation**



CABEF
Canadian Agri-Business
Education Foundation

CABEF is a registered charity (#828593731RR0001).

For more information on all registered charities in Canada under the *Income Tax Act*, please visit Canada Revenue Agency www.cra-arc.gc.ca/charities.

LOBBYING FOR BUSINESS RISK MANA

Gene Krebs/istock/Getty Images Plus photo

Amidst ongoing trade and market challenges, rallying c

AgriStability is the federal-provincial business risk management (BRM) program that Canadian farmers love to hate.

Turmoil in international farm commodity markets, stunning billion-dollar increases in ad hoc program payments to U.S. farmers over the past two years, and the fallout caused by the U.S.-China trade war on the Canadian ag industry all put a new spotlight on BRM program failings. Especially the limitations of AgriStability's whole-farm income protection plan.

Following the October federal election, which produced a Liberal minority government and few rural Liberal MPs west of Quebec, many

farm groups began to place increased priority on the future of publicly funded farm financial supports.

Livestock and oilseed farmers have additional concerns, including African swine fever (ASF) defence planning, Ontario's processing capacity for hogs and beef cattle, and cash supports for cattle, soybean and canola farmers.

But the cry for BRM reform from a long-standing farm lobby has reached a crescendo.

"It's crucial that some action comes from the government," says Markus Haerle, chair of the Grain Farmers of Ontario, in an interview with *Better Farming*.

Farm incomes declined in 2018

and 2019, and they are threatening to decline in 2020, he says.

"The main part here is actually markets – access and trade impacts," he says. "Those are things that we have very little control over and we, as a farm industry, do not have any backstop."

Changes in AgriStability

Farmer participation in AgriStability fell by 50 per cent over the 10-year period which ended in 2017, according to the analysis of Bonnie Lysyk, Ontario's auditor general. Interest in the program, designed to insure against dramatic drops in individual farm income, fell after a cut in government financial participation in 2013.

R REFORM OF AGEMENT PROGRAMS

by JIM ALGIE



ries for the reform of farm support programs crescendo.

The government rolled back the reference margin from 85 to 70 per cent.

True, the farmer dropout came after a period of relatively high commodity prices and occurred mostly among grain and oilseed farmers. But those high-priced markets are gone and left AgriStability with a 2016 participation rate at about 25 per cent of eligible farmers, Lysyk's 2017 report shows.

Haerle noticed some recovery in AgriStability participation after recent market uncertainties. Farmers returning to the program may expect new government support to flow through existing programs, he says.

But, "as long as there's not going to be any significant change, I don't



Markus Haerle

think farmers are going to be eager to sign on to the AgriStability program," Haerle adds.

Lysyk's opinion, updated in a

follow-up issued in early December 2019, echoes the findings of an eight-year-old report by the federal auditor general. Although national crop insurance and investment savings programs seem serviceable, the AgriStability income protection plan has sputtered.

Both auditors' reports generated

promises of change and program adjustments. In 2017, Lawrence MacAulay, then the federal minister of agriculture and agri-food, established a working group of federal and provincial ag ministers to consider broader changes.

The working group led to the creation of an external, expert panel. It included farmers and ag economists who reported to the ministers' annual conference in July. Their recommendations, shown in a government summary, highlighted six points, including the need for new tools to cover untargeted risks, reduced complexity for AgriStability applications, and improvements to the timeliness and predictability of payments.

BRM PROGRAMS

The panel also recommended greater equity among participating farmers and better risk management education. Lysyk made these points in 2017. In her 2019 follow-up on the issue, she estimated that the federal and provincial governments have fully implemented only 20 per cent of her recommendations.

Ongoing criticisms

The review has done little so far to alter the criticism of farmers who face disruptions in trade and a deteriorating farm economy.

AgriStability's payment delays and costly, complicated, unpredictable payout calculations are among several pressing farm policy issues that face Marie-Claude Bibeau. She has returned to the ag portfolio in Prime Minister Justin Trudeau's new minority government.

Relatively quick settlement of the CN Rail strike action, which had interrupted crucial crop and propane fuel movement in late November, removed one of the challenges for the



ArtistGNDphotography/Stock/Getty Images Plus photo

Farmer participation in AgriStability fell by 50 per cent over the 10-year period which ended in 2017, according to the analysis of Bonnie Lysyk, Ontario's auditor general.

DEMAND NEW HOLLAND

Bob Mark New Holland Sales Ltd.
Campbellford • 705-653-3700

Bob Mark New Holland Sales Ltd.
Lindsay • 705-324-2221

Bob Mark New Holland Sales Ltd.
Sunderland • 705-357-3121

Delta Power Equipment
Mitchell • 519-348-8467

Delta Power Equipment
St. Marys • 519-349-2180

Delta Power Equipment
Tilbury • 519-682-9090

Delta Power Equipment
Watford • 519-849-2744

Ebert Welding Ltd.
New Liskeard • 705-647-6896

ESM Farm Equipment Ltd.
Wallenstein • 519-669-5176

Halnor Farm Equipment Ltd.
Waterford • 519-443-8622

Maxville Farm Machinery Ltd.
Maxville • 613-527-2834

McCauley Equipment Sales
Orillia • 705-325-4424

McGavin Farm Supply Ltd.
Walton • 519-887-6365

Oneida New Holland
Caledonia • 905-765-5011



EQUIPPED FOR A NEW WORLD™

agriculture.newholland.com/us

Regional Tractor Sales Ltd.
Freelton • 905-659-1094

Richards Equipment Inc.
Barrie • 705-721-5530

Robert's Farm Equipment Sales, Inc.
Chesley • 519-363-3192

Robert's Farm Equipment Sales, Inc.
Lucknow • 519-529-7995

Robert's Farm Equipment Sales, Inc.
Mount Forest • 519-323-2755

Smiths Farm Equipment (Jasper) Ltd.
Jasper • 613-283-1758

St. Catharines New Holland Ltd.
St. Catharines • 905-688-5160

Stewart's Equipment
Erin • 519-833-9616

Weagant Farm Supplies Ltd.
Winchester • 613-774-2887

THE GREAT NEW HOLLAND HAY TOOLS GIVEAWAY

A CHANCE TO WIN BIG. **REALLY BIG.**

Producers rely on New Holland machinery for the highest quality hay and forage. To show our appreciation, we are giving away **over \$500,000** worth of cutting-edge haymaking equipment and prizes. Join us for one of the largest haytool giveaways ever.

Stop by your dealer, text NH to 393939*
or visit newhollandgiveaway.com/NH for your chance to win!
For official entry form and complete contest rules, visit newhollandgiveaway.com.



*Text services to this number are available only for Canadian wireless carriers. By texting in NH, you agree to receive from New Holland one or more text messages about this sweepstakes delivered from an auto-dial system. Message and data rates may apply. Reply STOP NH to optout.
NO PURCHASE NECESSARY TO ENTER OR WIN. PURCHASE WILL NOT INCREASE CHANCES OF WINNING. Open to commercial farmers, age 21+, residing in the United States or Canada, who either own fifty (50) head of dairy or beef cattle or harvested at least one hundred (100) acres of hay during the 2019 calendar year. Enter by submitting a completed entry form at www.newhollandgiveaway.com between 8/27/19 and 3/1/2020. Approximate retail value (ARV) of prizes depends on the prize assigned for each drawing date. ARV of prizes 1-8: eight promo item boxes (ARV: \$125 USD, \$165 CAD each); ARV of prizes 9-12: four vouchers for one drum of hay preservative (ARV: \$200 USD, \$265 CAD each); ARV of prizes 13-16: four moisture testers (ARV: \$200 USD, \$265 CAD each); ARV of prizes 17-24: eight hay tools toy sets (ARV: \$75USD, \$100 CAD each); ARV of prizes 25-29: Discbine® 313 Disc Mower-Conditioner (ARV: \$47,000 USD, \$61,855 CAD); L228 Skid Steer Loader with Bale Grapple (ARV: \$64,049 USD, \$84,525 CAD); T6.180 Dynamic Command™ Transmission Tractor with 855LA Loader (ARV: \$190,285 USD, \$250,490 CAD); Roll-Belt™ 560 Specialty Crop Plus Round Baler (ARV: \$69,300 USD, \$91,185 CAD); Rolabar® 230 Twin Basket Rake (ARV: \$44,694 USD, \$58,895 CAD).
See official rules for complete prize details. Odds depend on the total number of entries prior to each drawing date. For a copy of the official rules, visit www.newhollandgiveaway.com.
Sponsor: CNH Industrial America LLC, 500 Diller Avenue, New Holland, PA 17557.
©2019 CNH Industrial America LLC. All rights reserved. New Holland is a trademark registered in the United States and many other countries, owned by or licensed to CNH Industrial N.V., its subsidiaries or affiliates.

qunamax/iStock/Getty Images Plus photo



Farm incomes declined in 2018 and 2019, and they are threatening to decline in 2020, says Markus Haerle, chair of the Grain Farmers of Ontario.

industry, but the list keeps growing. In early December, for example, the Canadian Agri-Food Trade Alliance and other trade-oriented business groups raised alarms about American threats to the World Trade Organization's dispute-resolution system.

Hog farmers are so concerned about the spread of ASF in Asia that

defensive measures against the virus take top priority. Gary Stordy, the Canadian Pork Council's director of government and corporate affairs, describes the Asian crisis as "a potential industry-killing disease situation."

But Stordy agrees that existing BRM programs aren't working for hog farmers. A Liberal party election

promise to open discussions on BRM details should "stop the finger pointing between federal and provincial governments." Both were "passing the buck" about promises of reform, he says in an interview.

Keith Currie, the OFA's president, and Mary Robinson, the Canadian

Continued on page 22



**CANADIAN
AGRICULTURAL
PARTNERSHIP**

Are you an apiarist planning to improve honey bee health or to build your business?

Cost-sharing funding is available

More details at ontariosoilcrop.org



POLITICIANS WEIGH IN ON AG POLICY REFORM

Long-awaited fundamental reform of Canada's federal-provincial farm income support programs may take as long as two years, says Ernie Hardeman, Ontario's minister of agriculture, food and rural affairs, in an interview with *Better Farming*.

All major political parties – including the Liberals – published promises to reform the nation's heavily criticized business risk management (BRM) programs before the fall federal election.

The basic reforms that many people want may take as long as two years. They include renewal of the existing *Canadian Agricultural Partnership* agreements, which govern such programs, between provincial, federal and territorial governments, Hardeman says.

He describes his continued good relations with Marie-Claude Bibeau, who was re-appointed in the federal Liberal minority government as min-



ArtistGNDphotography/Stock/Getty Images Plus photo

In April, provincial and territorial ministers expect to receive a report on program options from government officials.

ister of agriculture and agri-food.

"We said during the election that we will work with whoever wins and

forms government, and that hasn't changed," Hardeman says. He expresses confidence in Bibeau, who

Farmers are resourceful

Give us the right tools and a little time and we can get most anything up and running again.

The same goes for your mental health.

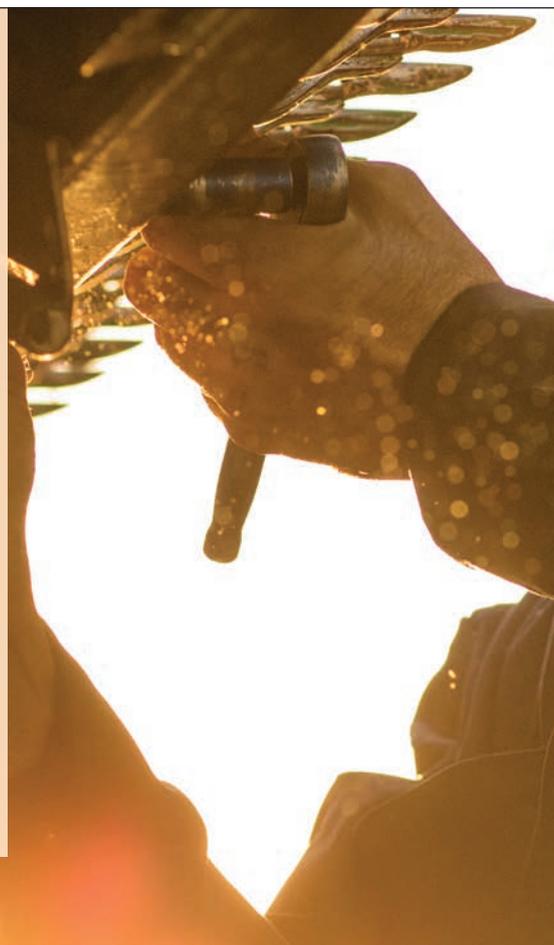
Farming is an amazing way of life, but sometimes it can be as draining mentally as it is physically. You need the right tools to keep things running smoothly.

Make sure your well-being is a priority and talk to somebody if you or someone you know needs help.

Agriculture is rooted in strength – the strength to take care of our families and ourselves.

For more resources, visit domore.ag.

#RootedInStrength



BRM PROGRAMS

represents the southwestern Quebec riding of Compton-Stanstead, as a co-operative minister “looking to better the farmers’ situation.”

Hardeman and Bibeau co-chair the federal-provincial-territorial committee of ag ministers who oversee fundamental BRM reforms, which will require changes to existing agreements. Some potential exists for adjustment soon to encourage farmer participation, but updates depend on complex, intergovernmental agreement, he says.

Enrolment records for existing programs could also deliver some form of future emergency aid to farmers suffering from trade-related turmoil, Hardeman says. But any move to emergency payments must come from the federal government, which has constitutional responsibility for international trade, he adds.

“Our objective is to look at changes we could make in the short term ... and then dramatically change the parameters of the program,” Hardeman says. “It gets more complicated because it impacts every province differently.

“The present program design is not enough to cover the losses that some of our producers are having,” he says.

“That doesn’t mean if there was support (only) from the federal government that ... we couldn’t use

the same vehicle to deliver the money,” he adds.

The December throne speech indicated the new government’s continued commitment to provide trade compensation to farmers in Canada’s supply-managed sectors. The speech also referred to Canada’s need to “stand up for the rules-based international order ... particularly when it comes to matters of trade and digital policy.”

On Dec. 5, Prime Minister Justin Trudeau announced the reopening of the Chinese beef and pork trade. This trade was interrupted in June when forged Canadian documentation of a pork shipment was discovered. This peculiar incident remains under RCMP investigation.

In late October, Canadian and Chinese negotiators met at the World Trade Organization in Geneva to begin talks about the current phytosanitary dispute over Chinese imports of Canadian canola seed. Those talks continued in December. In a Dec. 17 conference call with reporters, Bibeau described the talks as “good news but too early to celebrate.”

Bibeau’s ministerial mandate letter, which was published on Dec. 13, listed 10 priorities. They included support that will “draw on lessons from recent trade disputes” for farmers and the provision of “faster short-term support for industry when

required.” The letter also urged collaboration with the provinces and territories in “a review of risk management programs.” The review would have “a special focus on AgriStability.”

But a December ministerial meeting which Hardeman described as “timely and productive” showed relatively minor progress. Ministers agreed to not include payouts from private insurance in farm income calculations for AgriStability.

Officials also approved a federal pilot project in Manitoba and the Maritime provinces, where Agriculture and Agri-Food Canada officials administer the BRM programs.

Bibeau expects the results of the pilot project in April to simplify farmers’ AgriStability applications by relying on farmers’ income tax records.

The cost of returning to 85 per cent reference margins from the current 70 per cent would have “a significant impact” on all governments involved, Bibeau said in the call. She added: “We thought it more appropriate to start by doing a review of the programs (to make) sure that, when we’re ready to put more money on the table, that we (put the money) toward the right program.”

In April, provincial and territorial ministers expect to receive a report on program options from government officials.



HUSKY 58 Years
Husky Farm Equipment Ltd
Committed To Quality You Can Depend On!

Also Available
Lagoon Pumps
10-12" Pipe Carts
Truck Mounted Tanks
Wireless Remote Controls

8-10" Pipe Carts

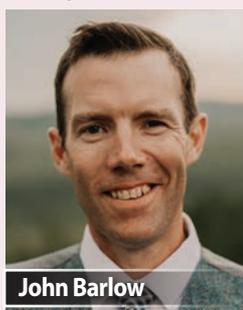
A Complete Line Of Liquid Manure Handling Equipment

husky@huskyfarm.ca 519-846-5329 www.huskyfarm.ca

Twitter

Because of the federal Liberals' new minority position, opposition ag critics expect to have greater influence on House of Commons research and recommendations than they did during the former majority government. The standing committee on agriculture will still have a non-voting Liberal chair, but the 10-person membership will be balanced with four other Liberals, three Conservatives, a Bloc member and a New Democrat, two likely members say.

In post-election interviews with



John Barlow

Better Farming, both newly appointed Conservative ag critic John Barlow and the New Democratic Party's ag critic Alistair Mac-

Gregor rattled off the familiar list of issues – which span from trade to BRM programs – that both men hope to press the government for action on.

The farm policy agenda lurches “from crisis to crisis,” says MacGregor. He is the MP for Cowichan-Malahat-Langford on Vancouver Island, B.C.

The 43rd Parliament's shortage of rural Liberal MPs reflects the response of rural voters to the former Liberal majority government's indifference to rural concerns, says Barlow. He represents the western Alberta riding of Foothills.

Barlow blames federal Liberal inaction for delays in improvements to BRM programs.

“It's another promise made, promise broken,” Barlow says. “Liberals promised an extensive review of business risk management programs. They kind of started, and it died.”

MacGregor likewise expects to press the government for comprehensive improvements to risk management programs “to ensure they actually meet producers' needs” and are flexible enough to meet “the challenges we're bound to face in the 21st century.” **BF**



The all-star team in soybean protection keeps adding more stars

HERBICIDES

Broadstrike™ RC

Canopy™ PRO

Classic™

NEW Commenza™

Diligent™

Elevore™

Enlist Duo™

FirstRate™

Freestyle™

Guardian™ MAX

WELCOME COMMENZA™ HERBICIDE TO THE #1 TEAM IN CANADA

Corteva Agriscience™ might feel new, but there's a lot you know about us already. Our soybean herbicides are trusted by farmers to protect their soybean acres. But don't think we're stopping there. Corteva Agriscience was created to reshape the industry for the 21st century, and that means new products and new ideas to help you keep growing.

For more information, see your ag retail or visit Corteva.ca



™ Trademark of Dow AgroSciences, DuPont or Pioneer, and their affiliated companies or their respective owners. © 2020 CORTEVA. Always read and follow the label directions.

BRM PROGRAMS

Continued from page 18

Federation of Agriculture's president, met with Bibeau in late November. They had what Currie describes as "quite a good, casual conversation." BRM programs topped the agenda.

Program design and federal funding for farmers remain issues, Currie says.

"The fast step would be getting your reference margin back up to 85 per cent," he says. "Farmers are looking for a ... payout like the (one that the) U.S. government gives their farmers. Certainly, for cash flow purposes, a cheque would be nice.

"But, in the long term, a cheque in the mailbox probably isn't going to lift anybody's mortgage or save them from bankruptcy," he says. "So, how can we have those backstop programs that are going to be effective?"

An election information pamphlet from the Canadian Cattlemen's Association (CCA) included six farm policy recommendations and a detailed discussion of risk management problems. The CCA called for increased trade capacity and access to skilled labour. The association also called for a national cattle price insurance program, possibly by a federal government move to extend the Western Livestock Price Insurance Program (WLPPI) to farmers in Eastern Canada. This risk management tool protects producers against unexpected drops in cattle and hog prices and is offered in British Columbia, Alberta, Saskatchewan and Manitoba.

However, Ontario beef producers want "more regionally based and commodity specific" programs and prefer continued access to the Ontario Risk Management Plan. It

is funded by contributions from the province and livestock producers to help offset losses caused by fluctuating commodity prices and production costs.

"A minority government could work in our favour. All the parties must work together now to pass legislation and make changes to existing programs," says Rob Lipsett, vice-president of the Beef Farmers of Ontario.

Jeff Nielsen, chair of the Grain Growers of Canada (GGC), hammered away on BRM themes in a series of statements during the election campaign and continues to do so. He is a grain farmer in Olds, Alta. The GGC represents 65,000 grain, oilseed and pulse farmers.

The new government's Dec. 5 speech from the throne conveyed "a concerning lack of understanding of the unique needs of Canada's export-oriented agricultural producers," Nielsen says in a GGC release.

In a Nov. 21 letter to all provincial and federal ministers of agriculture, Nielsen calls on them "to recognize the crisis facing grain farmers across the country and immediately fix the AgriStability program."

The GGC seeks the restoration of AgriStability to its pre-2013 form, adjustments "to cover losses starting at 85 per cent of historical reference margins" and the elimination of reference margin limits beginning with the 2019 crop year. **BF**



Rob Lipsett



DIG DEEP

Visit BetterFarming.com

TO LEARN HOW THE GOV'T COULD SUPPORT FARMERS FOR THEIR ENVIRONMENTAL WORK.



Visit your local STIHL Dealer for more information!

- 9 Locations • Huron Tractor • www.hurontractor.com
- Alliston • New Tec Recreation • 705-435-5206
- Ancaster • Brothers Equipment Rentals • 905-648-4489
- Bancroft • Eagles Nest Power Eq • 613-334-8077
- Belleville • Deerhaven Farm & Garden • 613-962-5021
- Belmont • Dale's Equipment Centre • 519-644-0670
- Brampton • Green Tractors • 905-846-2511
- Brantford • Brant Tractor • 519-449-2500
- Brantford • Northgate Rent All • 519-759-8910
- Campbellford • Wm. J Thompson Farm Supply • 705-653-3540
- Chatham • C.L. Benninger • 519-352-8070
- Chatham • Chatham Outdoor Power • 519-354-3990
- Chesley • Bruce Service Sales & Rtls • 519-363-6345
- Dundalk • Highland Supply • 1-800-265-9154
- Dundas • Marsh Bros. Tractor • 905-627-9281
- Dundas • WPE Landscape Equipment • 905-628-3055
- Dunnville • Peter's Engine & Rental Centre • 905-774-7615
- Eartlon • Green Tractors • 705-563-2134
- Elmira • Martin's Small Engines • 519-669-2884
- Elora • DeBoer's Farm Equipment • 519-846-5388
- Erin • Stewart's Farm Equipment • 519-833-9616
- Essex • Southpoint Equipment • 519-776-8900
- Exeter • Becker Power & Leisure • 519-235-2757
- Fonthill • Pic's Motor Clinic • 905-892-3041
- Formosa • Lloyd Kuntz Sales & Service • 519-367-2913
- Georgetown • Adams Rent-All • 905-877-0157
- Glencoe • Fulline Farm & Garden Eq • 519-287-2840
- Goderich • Argyle Marine & Small Engine • 519-524-5361
- Godfrey • LD Power Sports • 613-374-5604
- Halton • Green Tractors • 905-878-2121
- Ingersoll • Ingersoll Rent-All • 519-485-4231
- Kingston • Green Tractors • 613-541-3912
- Kitchener • Connect Equipment • 519-696-2568
- Langton • Sinnavee Equipment Centre • 519-875-4439
- London • Hyde Park Equipment • 519-471-1400
- Lucknow • Robert's Farm Equipment • 519-529-7995
- Meaford • Rice's Home Hardware • 519-538-3830
- Medina • Turf Care Products • 519-349-2400
- Milverton • Albrecht's Chainsaw Service • 519-595-2579
- Mississauga • WPE Landscape Equipment • 905-569-2055
- Mitchell • Wighty's Repairs • 519-348-0404
- Mount Forest • Robert's Farm Equipment • 519-323-2755
- Neustadt • The Windmill • 519-799-5342
- Nobleton • Green Tractors • 905-859-0581
- North Bay • Arnstein Lawn & Garden • 705-472-8500
- Omeme • Green Tractors • 705-799-2427
- Orangeville • Larry's Small Engine • 519-941-1517
- Oshawa • Durham Kubota • 905-655-3291
- Ottawa • Triole Small Engine • 613-748-3991
- Peterborough • Heming Lawn & Garden Equipment • 705-742-6249
- Petrolia • Podolinsky Equipment • 519-844-2360
- Port Colborne • Bud's Small Engine Service • 905-835-2243
- Port Perry • Green Tractors • 905-985-9701
- Prescott • Beach Home Hardware • 613-925-4286
- Simcoe • Norfolk Tractor • 519-426-1090
- St Catharines • St Catharines NH • 905-688-5160
- Stouffville • Hutchinson Farm Supply • 905-640-2692
- Strathroy • Tadgell's • 519-245-1103
- SW Ontario • Premier Equipment • premierequipment.ca
- Tupperville • Lambton-Kent Farm • 519-627-3434
- Wallenstein • E&F Sauder Sales & Service • 519-669-2192
- Waterdown • Weeks Hardware • 905-689-6618
- Wyoming • Southpoint Equipment • 519-845-0202



WARM-UP YOUR WINTER WITH THESE HOT DEALS FROM STIHL



MS 171 GAS CHAIN SAW

30.1 CC • 1.3 KW • 4.3 KG/9.5 LB Ⓞ

SAVE \$50

\$249⁹⁵

MSRP \$299.95 with 16" bar



MS 211 GAS CHAIN SAW

35.2 CC • 1.7 KW • 4.3 KG/9.5 LB Ⓞ

SAVE \$50

\$349⁹⁵

MSRP \$399.95 with 16" bar



MS 291 GAS CHAIN SAW

55.5 CC • 2.8 KW • 5.6 KG/12.3 LB Ⓞ

SAVE \$110

\$499⁹⁵

MSRP \$609.95 with 16" bar

PRO SAW SPECIALS



STIHLCANADA

WWW.STIHL.CA

MS 261 C-M GAS CHAIN SAW

50.2 CC • 3.0 KW • 4.9 KG/10.8 LB Ⓞ



SAVE \$130

\$649⁹⁵

MSRP \$779.95 with 16" bar

MS 261 C-M ARCTIC™ GAS CHAIN SAW

50.2 CC • 3.0 KW • 5.0 KG/12.0 LB Ⓞ



SAVE \$100

\$779⁹⁵

MSRP \$879.95 with 16" bar

STIHL

STIHL MOTOMIX® THE ULTIMATE PREMIXED FUEL!

AVAILABLE EXCLUSIVELY AT YOUR LOCAL STIHL DEALER!

Dealers may sell for less. Pricing on all chain saws, power tools and accessories will remain in effect until January 31, 2020. Illustrations and descriptions are as accurate as known at the time of publication and are subject to change without notice. STIHL Limited is not responsible for a printing error, the local STIHL Dealer has the final authority to set product pricing. Pricing valid at participating dealers only. Ⓞ Weight with powerhead only.





Drew Spoelstra, a Binbrook-area farmer, discusses his minimal tillage setup on his planter, which helps cut down on emissions generated by a separate tilling stage.

CASHING IN ON CARBON

by JACKIE CLARK

Farmers have too little carbon in their soils while society has too much carbon in the atmosphere; offsets could tip the balance.

Increasingly, people stress the need to address the effects of climate change. Scientists publish dire warnings, politicians set targets, and schoolchildren march in the streets.

Yet the agricultural community is often left out of the discussion.

When addressed, other stakeholders typically point a finger at the ag industry as a source of greenhouse gas (GHG) emissions and other damaging environmental effects.

But farmers can play a critical role in climate change mitigation through carbon sequestration and offsets.

A carbon offset represents a reduction of emissions, or direct soil sequestration of a quantity of carbon dioxide (CO₂) or an equivalent amount of other GHGs. In regulatory or voluntary programs around the world, carbon offsets can be acquired through GHG-reducing farming practices and sold.

Better Farming looks at how producers across Ontario sequester carbon in their fields and how a government offsets program could help to financially encourage these efforts.

The role of ag

In Ontario, producers and ag businesses are the largest private landholders. They take their land stewardship responsibilities seriously.

“The ag industry can either contribute (to atmospheric GHG) in terms of emissions by releasing CO₂ from the soil, mainly through tillage,

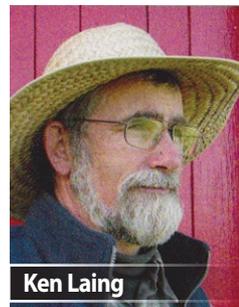
or (the industry) can pull carbon out of the atmosphere and lock it in the soil,” Dr. Sean Smukler tells *Better Farming*.

He is an associate professor in the faculty of land and food systems at the University of British Columbia. He is also chair of agriculture and the environment at the university.

Society must curb CO₂ emissions and sequester existing GHGs in the atmosphere to avoid the catastrophic effects of climate change, recent scientific consensus emphasizes.

“This is an all-hands-on-deck situation,” Smukler says.

Producers can contribute to the effort by sequestering carbon in fields.



Ken Laing

Ken Laing, for example, grows organic vegetables in St. Thomas. His work on Orchard Hill Farm and participation in OMAFRA's Soil Health Working Group inspired his passion to understand

the science behind the carbon cycle.

“Most farms work with degraded soil. We suffer from too little carbon in our soils and there's too much in the atmosphere. So, farmers really need to take ... that carbon back out of the atmosphere and, essentially through solar-powered photosynthesis, we can return that carbon to the soil,” Laing tells *Better Farming*.

The process “involves growing plants in the soil and functioning mycorrhizal fungi,” he explains.

“Plants share their photosynthate (made of carbon materials) with (the fungi). Those fungi use those carbon materials to create materials like glomalin which glues soil particles together into aggregates which are very important for soil health,” he adds.

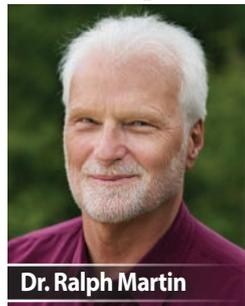
Many farmers in the province already sequester CO₂.

“Farmers have been doing a lot of good work on the environmental side of their businesses for a long time,” Drew Spoelstra tells *Better Farming*. He is a Binbrook-area farmer and an executive member of the OFA.

The good and the bad

In many ways, sequestering CO₂ is a win-win practice, because it also benefits soil health.

“It’s good for society if we’re taking CO₂ out of the air. It’s also good for society if we have more carbon in the soil because that means more resilience for future generations, and it gives farmers the potential of higher yields,”



Dr. Ralph Martin

Dr. Ralph Martin tells *Better Farming*.

He is a recently retired professor from the department of plant agriculture at the Uni-

versity of Guelph and the Green Party’s representative in Wellington-Halton Hills.

Sequestering CO₂ “not only mitigates climate change by taking carbon out of the air, but also makes the farm more resilient to climate change,” Laing adds.

Agricultural production, climate and the carbon cycle are all complex and interrelated systems. When you address climate change, you should keep an eye out for environmental trade-offs.

“A best management practice (BMP) can be good for one thing but bad for another, so we need to be cognizant of the potential trade-offs of BMPs,” Smukler says.



Kyle Rodriguez photo

Drew Spoelstra demonstrates soil sampling techniques on one of his family’s Binbrook-area fields. He conducts soil tests every three to five years and uses this information to determine best soil management practices for those fields.

He cites an example.

“Around Lake Erie, there’s been a clear indication that, while minimum tillage has increased carbon in the soil, this tillage practice has also resulted in phosphorus runoff that’s had critical impacts,” he explains.

Farmers and climate-strategy developers should take a whole-systems approach when they adopt and promote practices to sequester CO₂ and should not focus exclusively on carbon.

“The two biggest components of emissions are methane (CH₄) from livestock and nitrous oxide (N₂O) from nutrient application,” Smukler says. Carbon offsets programs will often allow for reductions in other GHG emissions; depending on the potency of the specific compound, they can be converted into an equivalent tonnage of CO₂.

Practices in place

Ontario producers have adopted reduced tillage, cover cropping and manure applications to reduce GHG emissions and increase CO₂ sequestration,

Spoelstra, Martin and Laing say.

Use of manure as fertilizer and the growth of cover crops add organic matter (which is mostly made of carbon) to the soil. Reducing tillage maintains mycorrhizal fungi networks in the soil and helps the carbon stay in place, Laing explains.

The industry has “a lot more uptake now with minimum till and zone tillage,” Spoelstra says. Precision agriculture and variable rate applications of fertilizer “are growing in popularity and proving more financially sustainable for farmers,” he adds.

Farmers also experiment with innovative practices. They include planting perennial forage strips between annual crop rows. Organic and vegetable farmers use roller crimpers to reduce tillage, Martin says.

Farmers in Western Canada are also changing their practices to sequester CO₂. They are reducing summer fallowing, moving toward minimum tillage and growing crops with greater root biomass, Smukler explains.

Continued on page 28

ALBERTA'S OFFSETS OPPORTUNITIES

The Alberta government legislates a carbon offsets program that encourages farmers to adopt certain environmental practices.

The Alberta government regulates "any single facility that emits more than 100,000 tonnes (of greenhouse gasses) annually," Bill Dorgan tells *Better Farming*. He is Trimble Canada's director of environmental and sustainability services. Trimble provides digital data solutions in agriculture and other industries.

Regulated operations may reduce emissions, pay a provincially set price into a fund, or purchase carbon offsets. These offsets are generated voluntarily through 36 protocols, Dorgan says.

A subset of the protocols involves agricultural activities, and Trimble helps administer those projects. The company works with farmers to help ensure compliance with the legislated protocols and combine indivi-

dual farm projects into larger quantities of offsets to simplify transactions. Individually, the regulations for the independent verification of projects can be costly and burdensome.

Trimble "spreads those costs out over hundreds of small projects to create one large project," Dorgan says.



Bill Dorgan

"We look after the legalities of developing a contract with a buyer, the verification costs, all the evidentiary re-

quirements," he adds.

Eligible ag projects include conservation cropping and reducing emissions from cattle feedlots. The protocols are based on good agronomic practices to reduce carbon dioxide, nitrous oxide and methane

emissions from the operation.

"The protocols are the 'rule book' for that particular scientific process; they're developed to an international standard," Dorgan explains. "Several thousand (farmers are) involved."

"Alberta is the largest emitter of greenhouse gases in the country, so that's why (this program) evolved here first," Dorgan says. **BF**

DIG DEEP

Visit BetterFarming.com
TO LEARN ABOUT A
DEVELOPING PUBLIC
MARKET FOR SELLING
CARBON CREDITS.

McCORMICK
Power Technology.
www.mccormickna.com

B&G LOUGHLIN TRACTORS
Hallville • 613-989-2636

BOURBONNAIS EQUIPMENT
Sarsfield • 613-835-2623

FEENSTRA'S EQUIPMENT
Athens • 613-924-2805

G.J.'S FARM EQUIPMENT
Burgessville • 519-424-9374

HAWLEY'S GARAGE
Belleville • 613-969-5525

J&H SALES & SERVICE
Chesley • 519-363-3510

J&J EQUIPMENT REPAIR INC
Powassan • 705-724-6565

M&P FARM EQUIPMENT
Almonte • 613-253-4957

MARK MCCABE TRACTOR SALES
Lindsay • 705-799-2868

PIC'S MOTOR CLINIC
Fonthill • 905-892-3041

PROFOTA'S FARM EQUIPMENT
Chatham • 519-354-5100

R.E. EGGER TRUCK & MACHINE
Dunnville • 905-774-1060

YURKE SALES & SERVICE
Comber 519-687-2209

Meet your new farmhand.



ARGO TRACTORS | McCormick is a trademark of Argo Tractors S.p.A.



McCORMICK X6L SERIES. POWER WHEN YOU NEED IT.

Built to be an economical 'workhorse' around the farm, the X6L Series offers a simple solution to those needing a strong, dependable tractor. Boasting a powerful BETAPOWER engine, the X6L generates a high sustained torque that keeps the wheels turning and gets work done.

Kyle Rodriguez photo



Red clover helps to improve soil structure, builds soil organic matter, and provides a nitrogen source for the following crop.

Continued from page 26
Existing programs

The former Ontario government posted its decision to develop a voluntary carbon offsets program on April 16, 2018. However, the current government cancelled the cap-and-trade program – effective July 3, 2018 – and prohibited the trading of emissions allowances.

The Ford government replaced the cap-and-trade program with its Made-in-Ontario Environment Plan, which focuses on emissions reduction. Little mention is made of CO₂ sequestration or agriculture.

The federal government is developing a nationwide carbon offset pricing system.

“The federal GHG Offset System is being developed under the Greenhouse Gas Pollution Pricing Act,” says Samantha Bayard in a statement to *Better Farming*. She is a spokesperson for Environment and Climate Change Canada (ECCC).

A federal program would allow large emitters to purchase carbon offsets “to compensate for emissions that exceed their emission limit,” she says. And the government acknowledges the potential for the ag community’s involvement.

“ECCC recognizes the import-

ant role Canadian farms have to play in reducing GHG emissions through implementation of conservation activities or adopting new management practices or technologies. The federal offset system will create a further incentive to reduce emissions and will generate additional economic opportunities in sectors such as agriculture and forestry,” Bayard says.

Spoelstra and the OFA submitted a comment to ECCC in September. The comment outlines how a federal system may best take advantage of the potential contributions of the agricultural industry.

The OFA also wants the federal government to credit farmers for their past actions.

“A number of farmers have already taken up new technologies. The government has proposed a date of adoption of Jan. 1, 2017, for any offset protocols, (but) we think that could go a lot further back,” Spoelstra says.

A program for ag

If we want to take best advantage of the massive potential to sequester carbon on farms in Ontario, then offsets programs should be structured to encourage farmer participation, Spoelstra says.

“We need these protocols to be de-

veloped by people who understand agriculture offsets because agriculture is sort of a unique beast,” he explains. “We want our offsets to be prescriptive but allow flexibility for weather patterns and challenging cropping years.

“We want offsets to be economically viable, and we want to support aggregation,” he says. We also should be able to combine smaller projects, he adds.

“A lot of costs are involved in these transactions, and we’d like to just make (the process) as simple as possible,” he says.

Allowing for aggregation helps to spread the cost and regulatory burden over many small projects. (See “Alberta’s offsets opportunities” on page 27 to learn how that province handles its carbon offset program.)

But how do we ensure the program is both easy for farmers and scientifically robust? Martin, Laing and Smukler suggest an output-based system that rewards farmers for effecting changes in soil carbon rather than simply enacting specific protocols or practices.

“It’s really important to measure the outcome,” Martin says.

“If we pick one (practice) and say that we’re going to pay farmers a certain amount to do that, there’s a po-

tential distortion,” he explains. Farmers may focus on the practices that the program pays for, whereas other changes may be more effective at increasing the amount of carbon in the soil of their farms.

“We want to have more carbon in the soil. If we measure that, then I’m pretty sure the farmers will figure out how to get there on their particular farms with their particular soil types and topographies,” Martin adds.

“There are places that are incentivising the adoption of certain practices, but it’s clear from our data so far that there’s such variability in the way that practices get implemented. (So,) we could be paying for something that’s not actually improving soil carbon,” Smukler says.

“I think it’s really important that a (carbon offsets) system be based on some quantification of the actual carbon that’s being changed in the soil,” he adds.

Scientific rigour would likely require regular soil sampling.

“I think you’d have to do some

ground truthing” to get a baseline, Laing says. “I don’t think you can just base it on a set of BMPs; you’re going to have to have some measurements to verify.”

Sampling would verify that prescribed practices sequester and retain CO₂ in the soil.

“You’d have to make sure that sampling was done by a qualified third party according to an accepted procedure,” Martin says.

“In an ideal world, I’d like to see soil organic matter measured in every field in every farm in Ontario every five years,” he adds. “I think that’d be a manageable cost.”

Who will pay?

Who will purchase carbon offsets and support the development of these programs?

“Farming is a business, and farmers can’t just do (carbon sequestration) out of the goodness of their hearts; (the projects) take financial investment,” Spoelstra says.

Smukler agrees.

“It’s really important to recognize that farmers are operating under very narrow margins,” he adds.

“The last thing farmers need is another regulatory system burdening their operations.”

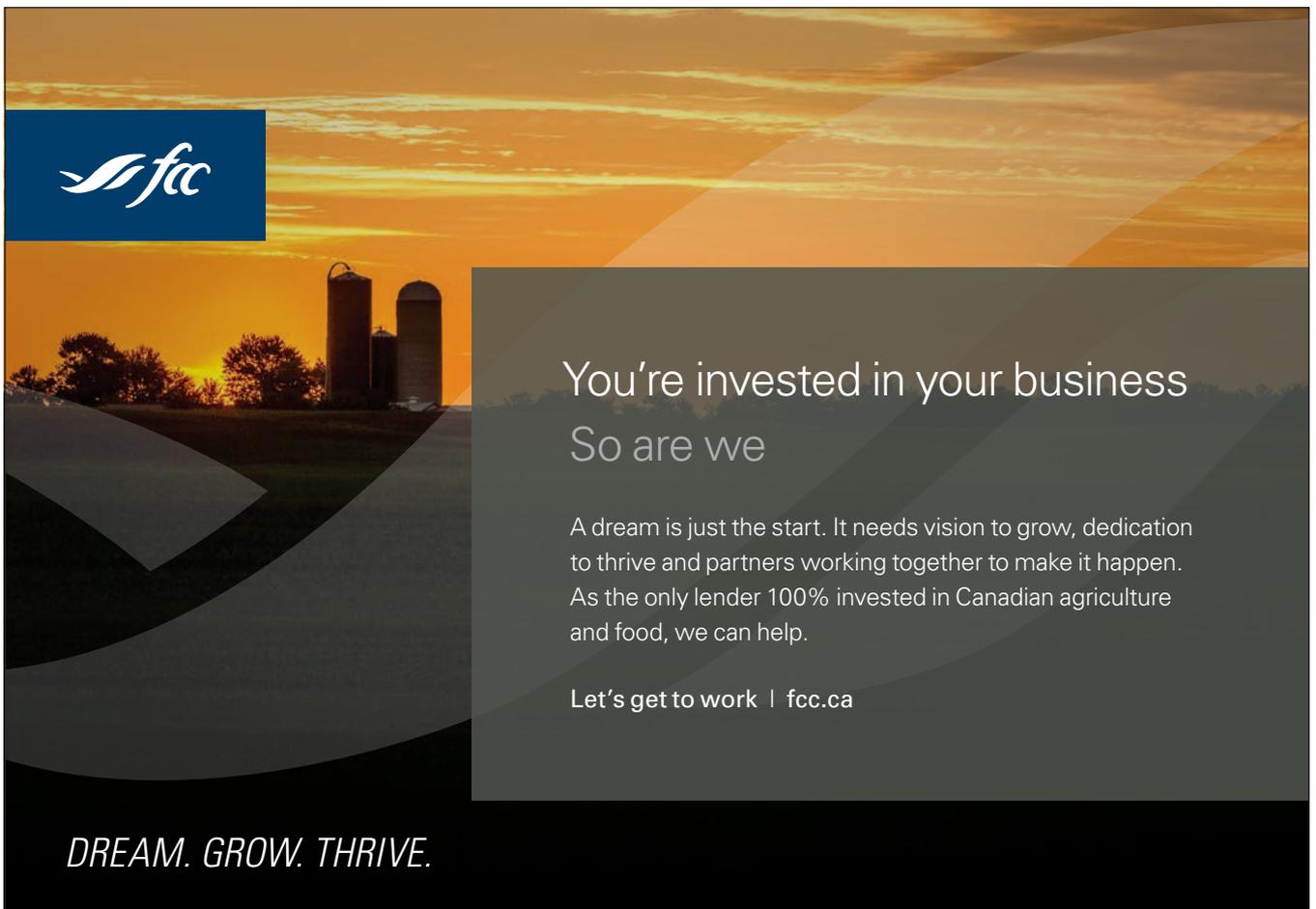
Major emitters could purchase offsets to comply with regulatory standards, but administering the program still has costs.

Provincial and federal carbon regulatory programs could be publicly funded, Martin says.

“This is a shared societal problem, and society really has to share the burden of developing solutions. ... If people want to eat food that is environmentally friendly, they need to be prepared to pay for that,” Smukler says.

Sequestering soil CO₂ could lead to a better future for everybody, so it’s critical to think about that future.

“I’ve not seen an increase in total soil organic carbon (happen) in less than five years; it’s a slow process,” Smukler says. “To make this effective, we’ve got to do this tomorrow.” **BF**



fcc

You're invested in your business
So are we

A dream is just the start. It needs vision to grow, dedication to thrive and partners working together to make it happen. As the only lender 100% invested in Canadian agriculture and food, we can help.

Let's get to work | fcc.ca

DREAM. GROW. THRIVE.

GREEN SOLUTION TO WASTE MANAGEMENT

In Hastings County, a company diverts organic waste from landfills and creates compost instead.

by JOE CALLAHAN

A large pile of organic waste, including leaves and yard waste, is being moved by a front-end loader. The waste is dark and appears to be in the process of being processed. The loader is a large, heavy-duty vehicle with a large front bucket, and it is positioned on the right side of the frame, dumping the waste into a large pile on the left. The background is slightly blurred, showing an industrial setting with some structures and a bright sky.

Dave Courneyea uses a front-end loader to move recently dumped organic waste from the tipping building to another building.

A state-of-the-art proprietary waste management system is up and running in Belleville. The company behind this system transforms green waste into high-quality compost within eight weeks.

SusGlobal Energy subjects a multi-phased series of stacked windrows of organic waste to a controlled system of air exchange within three large, enclosed buildings. Ultimately, the organic waste reduces to a fine compost which the company sells to farmers, gardeners and others.

“The company was formed to find a sustainable method of processing organic waste streams and diverting (them) from landfills,” says Marc Hazout, president and CEO at SusGlobal Energy. “The quality of (the compost) was so good that people started buying it and re-selling it.”

Northumberland County is the most recent municipality to divert its organic waste from landfills by contracting with SusGlobal Energy. The first truckload arrived at the SusGlobal Energy facility on December 5.

The company won the contract for Northumberland’s landfill diversion as part of the county’s long-term waste management master plan approved by council in 2014, says Adam McCue, Northumberland County’s manager of environmental and technical services. Currently, the county diverts about 40 per cent of its waste from landfills and the county’s goal is to divert 75 per cent by 2025.

SusGlobal Energy “make its own recipe up. (The company) blends in so much leaf and yard waste, food waste and biosolids. (SusGlobal Energy) grinds it all up and puts it into these big bags,” says McCue. The company has “an enclosed building where it has a vacuum system where there are grates in the concrete flooring. ... It’s constantly drawing air and oxygen through the waste material ... and that basically increases the rate at which it composts.”

The advantage to the SusGlobal Energy process over dumping garbage into landfills is clear, McCue says. When biosolids go to landfills, they generate a methane byproduct

NS ENT



which is 23 times more potent as a greenhouse gas than the carbon dioxide emitted from the SusGlobal Energy process.

The company has a growing list of contracts, including ones with Port Hope, Peterborough and Brockville, Hazout says.

Mike Courneyea, the company's site manager and plant supervisor, and Dominique Kelly, the company's environmental compliance and project development manager, closely monitor operations at the SusGlobal Thurlow site in Hastings County.

The 42-acre site has an environmental approval licence to process 70,000 tons of organic waste per year plus another 50,000 tons as a transfer station, which is not yet built, for any waste. The facility currently handles about 25,000 tons of organic waste per year.

Kelly ensures that operations stay within the Ministry of the Environment, Conservation and Parks' strict guidelines, she says.

"The ministry wants to make sure that, at all times, we are monitoring, which we are, doing ammonia strip testing and moisture readings," says Kelly. "There's also going to be a weather station so I can say the wind is blowing from (a certain) direction and go from there." She will use this information to help investigate odour complaints from neighbours.

SusGlobal Energy is working to secure an amendment to its environmental compliance approval that would allow the company to accept source-separated organics in plastic bags from Toronto, Kelly says.

"They don't use biodegradable bags (in Toronto); they put it all in plastic," she says. "We're going to have a de-packager which deals with that."

SusGlobal Energy plans to produce a slurry that can be fed to anaerobic digesters which convert waste products into biogas or electricity as part of its circular economy, adds Hazout in an interview with *Better Farming*.

FIELD TRIP



1. The staff dump organic waste in one of three large buildings.
2. Dave Courneyea, the yard foreman at SusGlobal Energy, supervises transport tipping and moves organic waste from the tipping building to the compost buildings.
3. Dominique Kelly, SusGlobal Energy's environmental compliance and project development manager, stops for a photo in her office.
4. Erin Morgan operates a front-end loader at the facility.
5. The staff use a gravel separator to process organic material. If it is not decomposed sufficiently to sell as a compost product, the waste will be returned to a stack and separated again later.
6. Erin Morgan dumps organic waste into the gravel separator.
7. The system in this building draws in the air from the compost buildings. The system circulates the air through a thick stack of mixed woodchips and then pushes the air out through a 25-metre (82-foot) stack. This process filters roughly 90 per cent of the odours from the air before releasing it into the environment, says Dominique Kelly.
8. Dave Courneyea, the yard foreman, moves organic waste inside a compost building. The moisture-laden air is evident on this cold winter day.
9. Mike Courneyea, the site manager and plant supervisor, stops for a photo in a small front-end loader.





10



11



12



13



14

- 10. The team recently dumped this organic waste in the tipping building.
- 11. This organic waste cannot be used to produce compost because the waste contains plastic and glass containers which were not separated at the source.
- 12. Ross Harley, a transport truck driver, moves a load of organic waste.
- 13. The large size of the buildings is demonstrated by the size of the transport truck on the grounds.
- 14. This photo shows the view of the SusGlobal Energy facility from Phillipston Road in Belleville. [BF](#)





New partnership to promote local food events

OFA is leading a new collaborative project to help grow Ontario's locally grown food economy and strengthen the agri-food sector across the province. *Always in Season* is a new partnership among agri-food organizations that will increase awareness of local agricultural products. The project's centrepiece will be a "how-to" guide for communities to use to promote the abundance of fresh, locally grown food that's produced and processed in Ontario.

- How to boost the market for farm and food products through local events
- How to enhance agri-tourism and promote local agricultural products
- How to host local activities during food awareness events

The *Always in Season* project is designed to increase local food sales, provide opportunities for local producers to participate in value-added agriculture and increase consumer awareness of the great ways to support the local agri-food economy.

Thank you to the Canadian Agricultural Partnership for funding this collaboration to promote Ontario's agricultural sector and boost the agri-food economy across the province.

Watch for details at ofa.on.ca.

OFA: Working together to promote the agri-food sector.

OFA has partnered with the Golden Horseshoe Food and Farming Alliance, Greenbelt Foundation, South Central Ontario Region Economic Development Corporation, Northern Ontario Farm Innovation Alliance, Greenbelt Fund, Meat and Poultry Ontario, Rural Ontario Institute, Food and Beverage Ontario, Rural Agri-Innovation Network, Ontario Fruit and Vegetable Growers' Association, Ontario East Economic Development Commission, and Farm and Food Care Ontario.



by
**KATE
AYERS**

BUSY SCHEDULES AND FULFILLED LIVES

Tillsontburg-area producers embrace learning opportunities and technology to improve their beef farm.

Simply Said Photography



This family of first- and second-generation farmers are ready to make their mark on the beef industry by bringing in diverse perspectives and using progressive breeding techniques. From left to right: Bryan Bonney, Beau Bonney (6), Dana Cadman and Addison Bonney (8).

Although Dana Cadman and Bryan Bonney are relatively new to the ag scene, you would not know that from speaking with them.

This couple started out as work colleagues at a family-owned manufacturing business in Norfolk County, who later became life partners. They are building their lives together as first-generation seedstock producers of mostly Black Angus cattle with some Fullblood Fleckvieh Simmental genetics as well.

“We had an opportunity to make use of the land around us and decided that we wanted to get into the cattle business. We thought it would be a great upbringing for our kids,” Cadman says.

At Norfolk Cattle, Cadman and Bonney strive to incorporate several important qualities into their cattle, including docility, calving ease, above-average weaning and yearling weights, and longevity.

Cadman and Bonney routinely

review their ultrasound carcass data and genomically enhanced expected progeny difference (EPD) profiles to ensure they are incorporating choice characteristics into the herd.

EPDs are predictions of the transferability of a parent’s genes to its offspring and farmers can use this information in their selection processes, a North Dakota State University article says. Farmers and breed association staff can calculate EPD values based on data collected on animal performance, progeny performance and DNA analyses.

While Cadman and Bonney find all these measurements to be important, they emphasize that phenotype should always come first. If an animal isn’t sound, nothing else matters, Cadman says.

The couple also use embryo transplanting in their herd.

“We have several females that are donors and we pay others to do IVF (in vitro fertilization). We usually

freeze the embryos and implant them into other cows,” Cadman says.

“This way we can multiply the genetics we know work and do it faster. IVF can be quite expensive but, when it works well, it’s great.”

While this breeding approach requires extra cattle handling and work, the benefits outweigh the costs for Norfolk Cattle, especially since the couple are expanding their base, she adds.

Cadman and Bonney have an open-door policy and welcome visitors to stop by to see their herd.

The couple grow hay, winter wheat, oats and corn on their farm for the cattle.

The couple have two young children: Addison (8) and Beau (6).

Cadman and Bonney hope their quickly growing farm hands will have an interest in taking over the operation someday, but the couple look forward to supporting their children in whatever endeavours they choose to pursue.

What are your roles on your farm?

Bonney (B): My background involves mechanical experience and the operation of excavation equipment. I grew up around horses.

I do everything from chores to harvesting crops, marketing, and farm and machinery maintenance.

Cadman (C): My background is more administrative. I studied at the University of Western Ontario (now Western University) and have a background in business, including accounting, marketing, finance and human resources.

I continue to work with the manufacturing company in addition to the farm.

Bryan's and my roles blend together well, and we make a good team.

How many people does your farm operation employ?

C: Three people – myself, Bryan, and another employee Scott Donkersgoed.

The kids help here and there on the farm as well.

Hours you work per week?

B: Between 70 and 80 hours.

C: About the same – between the farm, the other family business and keeping everyone fed, scheduling, etc.

We don't really have weekends off. There's work every day and, if we need a day on the weekend to go do something, we must put in extra time on other days.

Hours in the office per day?

C: Around six hours per day.

We also spend a lot of extra time,

that we consider to be work, on social media.

Often, after dinner, we read agricultural articles or chat with other producers about genetics or cattle and crop management.

What are three items that are on top of your desk?

C: A notepad with the never-ending list of things to do, a picture of the kids, and a calculator.

Simply Said Photography



Beau (6) and Addison (8) Bonney are curious little farmers who love to help their parents with chores.

ECHO
Dependable, hard working
Chain Saws

*Professional or homeowner,
choose the saw that's right for you from this*

POWER PACKED LINEUP

CS310-14" 30.5 cc	CS355T-14" 35.8 cc
CS361P-14" 35.8 cc	CS490-16" 50.2 cc
	CS501P-16" 50.2 cc
CS590-18" 59.8 cc	CS620P-16" 59.8 cc

5 year Consumer Warranty

POWER ON. AND ON.

Available at these participating **ECHO** Dealers:

Grassie Ag & Turf Power Service 905-945-4848	Meaford Earth Power Tractors & Equip 519-538-1660
Orillia Allan Byers Equipment 705-325-2746	Stayner Earth Power Tractors & Equip. 705-428-3132
Brantford Antler's Equipment 519-753-6433	Creemore Maple Valley Sales 705-466-3138
Brodhagen B&K Tire and Battery 519-345-2248	Walton McGavin Farm Equipment Ltd 519-887-6365
Chatham C.L. Benninger 519-352-8070	Stirling McIntosh Motors 613-395-3757
New Dundee Coleman Equipment Ltd 519-696-2213	Limoges Michel Blais Sales & Service 613-443-1230
Rockwood Connect Equipment Corp 519-856-9512	Chesley Robert's Farm Equipment 519-363-3192
Belmont Dale's Equipment Centre 519-644-0670	Blenheim Southwest Small Engine Sales 519-676-8938
Winchester Dan R Equipment 613-774-1616	Warsaw T.G. Quirk Holdings Ltd. 705-652-8758
Castleton Doug's Small Engines 905-349-3027	Millbank Zehr's Sales & Manufacturing 519-595-7579

f t i www.echo.ca **ECHO**

Email or text?

B: Text.
C: Email.

Any favourite apps?

C: Facebook, Giphy (a library of animated images and stickers) and the Weather Network.
B: Twitter and YouTube.

What role does social media play in your daily life?

C: A very significant one.
We use it for marketing, to stay up to date with industry news and to maintain our relationships with other producers or farm-related contacts. It's also nice to enjoy social media content related to our hobbies, friends and family.

What do you like best about farming?

B: We are truly passionate about farming beef cattle.
We strive to do the best that we can with regard to taking care of the land that we farm and managing the cattle appropriately.
C: It provides a great upbringing for our kids – they learn about responsibility from a very young age. Our number one goal is to raise our children in a way that will facilitate happy futures!
A big part of this lifestyle is making sure that the kids are well rounded – encouraging them to help with chores, to learn what it feels like to accomplish things and to be proud of



Dana Cadman photo

“We are truly passionate about farming beef cattle,” says Bryan Bonney. “We strive to do the best that we can with regard to taking care of the land that we farm and managing the cattle appropriately.”

themselves. We teach them to respect nature and not be scared of spiders or manure.

What do you like least?

B: Dealing with nasty weather.
Of course it will be 35 C (95 F) when you deliver some calves in October, or 25 C (77 F) in the daytime and 2 C (36 F) at night with rain and wind when you wean other calves.
We have learned to plan for the worst and hope for the best. Winter can be quite a challenge when it's wet and things don't stay frozen – muddy conditions are less than ideal.

We make use of an open mono-slope-style barn during these times and try to keep it clean and dry.

What does your family think of farming?

C: They likely think that we are crazy and wonder why we would sign up for so much work or to be tied down to the farm.
We are homebodies by nature and love being here, so it's a great fit for us.

If we need to be away, we figure it out. We always find a solution.

What's your top tip about farm transition planning?

B: We haven't thought much about this process yet, as we are in our mid-thirties.
Our brains can only handle so much at this time!
Hopefully at least one of our children wants to continue with our farm business but we will support them if their dreams lead them in other directions.

What's the most important lesson you've learned?

C: To take the time to learn from those lessons – mistakes happen!
Don't make excuses. Take accountability and don't do it again.

What's your guiding management principle?

B: Do things right the first time.
Cutting corners will only add up to more work in the long run.



Bryan Bonney photo

The family's four-legged farmhand Lady helps Bryan feed the cattle. She is a purebred Anatolian Shephard, which is a livestock guardian breed, Dana Cadman says.



Kubota

TAKE CONTROL EVERY SEASON.

Discover a much needed reprieve from the elements inside Kubota's M6 Series cab thanks to standard heating and both front and rear wipers. It's one of the largest cabs in its class too. And with up to 141 available horsepower, this tractor was built to get the job done, and with dramatically cleaner emissions. This winter, find out what it feels like to be in the driver's seat.

**6 YEAR
POWERTRAIN
WARRANTY***

**0% FOR 60
MONTHS FINANCING OAC***



kubota.ca |    

*Dealer may sell for less. Dealer order/trade may be necessary. Prices, payments and models featured throughout may vary by dealer. Some restrictions apply. See your dealer for complete details. Offer valid only at participating dealers in Canada and are subject to change, cancellation or extension at any time without notice or obligation. For all offers: taxes, applicable fees (including, but not limited to, governmental environmental fees, administration fees, set-up fees, dealer fees, and delivery fees), insurance and registration are extra. Freight is included. M6-101DTC-F with MSRP of \$100,068.26 financed at 0% APR equals \$1,501 per month for 60 Months \$10,006.83 down payment required. With an additional discount of \$2,000. Cost of borrowing is \$12,792.37 for a total obligation of \$100,068.26. Dealer order/trade may be necessary. Minimum down payment of 10% required for financing offers. Specifications, features, illustrations and equipment shown in this flyer are based on the latest available information at the time of publication. Although descriptions are believed to be correct, accuracy cannot be guaranteed. We reserve the right to make changes at any time, without notice or obligation, specifications, accessories, materials, models, prices, payments and other information. Financing offer or cash discount available. See your participating Kubota dealer or visit www.kubota.ca for details. Offer valid until December 31st, 2019.

ANDERSON EQUIPMENT
Belleville 613-969-6246
Picton 613-476-6597

AYR TURF & TRAC
Ayr 519-632-9901

**BEN BERG FARM
& INDUSTRIAL**
Wainfleet 905-899-3405

BRANT TRACTOR
Brantford 519-449-2500

C.L. BENNINGER
Chatham 519-352-8070

**CALLAGHAN
FARM SUPPLY**
Lindsay 705-324-8686

**DEBOER'S
FARM EQUIPMENT**
Elora 519-846-5388

DURHAM KUBOTA
Oshawa 905-655-3291

**EARTH POWER
TRACTORS**
Meaford 519-538-1660
Stayner 705-428-3132
Owen Sound 519-376-5880

**HARTINGTON
FARM EQUIPMENT**
Hartington 613-372-2744
Perth 613-264-0485

**HYDE BROTHERS
FARM EQUIPMENT**
Hensall 519-263-2605

**HYDE PARK
EQUIPMENT**
London North 519-471-1400
London South 519-471-1402

NORFOLK TRACTOR
Simcoe 519-426-1090

ROBERT'S FARM EQUIPMENT
Chesley 519-363-3192
Lucknow 519-529-7995
Mt. Forest 519-323-2755

ROSS DOBLE
Sunderland 705-357-3123

SOUTHPOINT
Essex 519-776-8900
Wyoming 519-845-0202

STEWART'S FARM EQUIPMENT
Erin 519-833-9616

TOP LINE TRAILER & EQUIPMENT
Winchester 613-774-0992



A Fullblood Fleckvieh Simmental bull called Norfolk's Stompin' Tom 25E (left) and an Angus bull called Brooking Principal 6039 (right) playfully 'duke it out' on pasture.

What are the most exciting opportunities in the industry?

B: A lot of data points are being collected on cattle that are very useful when used in combination with the phenotypical observation of the cattle.

If you could send a message to non-farmers, what would you say about the industry?

C: Take the time to truly appreciate the food that is available for purchase. A lot of hard work, risk, heart and soul go into producing it.

Be careful about judging farmers – educate yourself objectively on trendy farm topics such as big, bad factory farming, plant-based 'meat,' GMOs, etc. Just because something sounds better, does not mean that it is.

What's your top goal?

B: To be successful in the cattle industry long term – build strength with equity and profits to allow for opportunities for the future generations of our family.

How do you define success?

C: In our eyes, success is defined as being happy.

We feel fortunate to have careers in something we are so passionate about.

If you weren't a farmer, what do you think you'd be doing for a living?

C: I would likely strictly be a book-keeper.

B: I would likely have a job that involves working with machinery.

Is your farm vehicle messy or neat?

B: The farm truck is mainly used to transport cattle and is pretty neat and tidy.

The SUV is usually dirty as it's used daily. We blame the kids!

The John Deere Gator is dirty but gets cleaned here and there.

What were the last pieces of shop equipment you bought?

C: An adjustable wrench and vise grips.

How do you support your mental health during the busy times of the year?

C: We try to have distractions to get our minds off the farm business here and there. We make time to enjoy our hobbies and socialize with our friends and family.

We focus on the kids a lot and on their hobbies too – swimming, ballet, baseball, four wheeling, etc.

What are your hobbies or recreational activities?

B: Motocross and fishing.

C: Cooking and gardening.

What was the last book you read?

C: *Never Turn Your Back on an Angus Cow: My Life as a Country Vet* by Dr. Jan Pol.

B: *The Hard Way Out: My Life with the Hells Angels and Why I Turned Against Them* by Dave Atwell.

How often do you travel?

C: Fairly often.

We travel to Angus sales all over North America. Sometimes we go together and sometimes just Bryan goes, since we have two young kids.

Bryan goes to the Canadian Western Agribition, which is the country's largest livestock show, out west each year.

We try to go on a family vacation every other year with the kids. I also try to do an annual girls' trip with my friends for a few days.

Where did you last travel to?

B: South Dakota to a farm called Mohnen Angus.

C: Miami, Florida.

What's the best time of day?

C: The best time of day is 8:00 a.m.

We have coffee together while waiting with the kids for the school bus. It's a nice start to the day.

What was your most memorable production year?

B: 2019 was actually a really good year as far as hay and wheat yields were concerned.

The unfortunate part was that I was trying to bale 100 acres of rye straw with a bad herniated disc. This situation made the year memorable for sure – in a painful way! **BF**



WAYS TO AVOID AND ADDRESS LITIGATION

Farmers can use professional advice to help prevent and, if necessary, navigate potentially costly lawsuits.



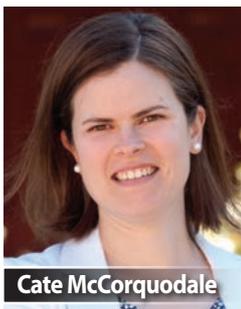
Pall Hoo/Stock/Getty Images Plus photo

To help avoid litigation, “have a good, professional team and do lots of planning,” Bob Scriven said.

Attorneys across Ontario have noticed an increase in incidents of litigation involving farms or agricultural businesses. These civil lawsuits are costly in terms of legal fees, time, stress, and potential enforced changes to farm operations.

So, this month, *Better Farming* reached out to four lawyers with agricultural experience to discuss this trend and to learn how farmers and business-owners can avoid or address legal action taken against their operations.

Bob Scriven is a partner with Oldfield, Greaves, D’Agostino & Scriven in Waterloo, and co-author of *Agriculture Law in Canada*, 2nd edition. John



Cate McCorquodale

Goudy is a litigator at Scott Petrie LLP Law Farm in London with a focus on agricultural issues and land use. Cate McCorquodale grew up on, and remains involved in, a dairy farm in Embro and practices at Monteith

Ritsma Phillips Professional Corp. in Stratford. Finally, Trenton Johnson is a partner with Miller Thomson Lawyers in Guelph.

Reasons for increased litigation

The main cause of increased rates of litigation involving ag seems to be the increased dollar value of agricultural assets, the experts said.

“Farms are valued more and so is equipment. What might have been a \$100,000 litigation issue 20 years ago could very well be \$1 million now, so the cost-benefit – or at least the perceived cost-benefit – of proceeding with litigation is warranted,” Scriven said.

Johnson agreed.

“There’s a correlation between the amount of litigation involving farms, that includes not only farming properties but also farming-related businesses, and the increase of the value of those properties and businesses,” he said.

McCorquodale also acknowledged the increased value of agricultural operations and noted that this growth makes those farms and businesses feel less personal to potential plaintiffs.

“We’re always dealing with corporations; there’s less of that personal touch,” she said. “People don’t feel as badly launching a claim or suing a corporation, as opposed to 30 years ago (when) it would have been your neighbour.”

The decline of close relationships might also be related to an increased non-agricultural presence in rural Ontario.

“The number of farmers in Ontario and Canada as a whole is on the decline, and more non-farmers are living in rural areas now than ever before,” Goudy said.

“The more that (non-farming population) grows, the more potential there is for conflict

because people from outside the farming community don’t necessarily see farming practices the same way that farmers might.”

Goudy also pointed to the potential for conflict around practices that



John Goudy

are outside the norm of farm activities, such as energy production.

“Some farmers are kind of pushing the boundaries of what can be considered agricultural. Certain practices might be seen as, or are, more industrial,” he said.

Types of litigation

Real estate transactions and estate planning are common sources of litigation issues, Scriven and Johnson said.

Real estate issues can stem from buyers not doing their homework on the actual conditions of the property, McCorquodale explained.

She has observed cases where the property someone bought wasn't what he or she “thought or wasn't what (he or she) contracted for.

“With the real estate market, people don't want to put conditions on their offers because they think they won't be accepted,” she added.

Trouble with property transfer can also happen following the death of a land or business owner.

“I've seen an increase in estate litigation on farms. I've seen an

increase in succession planning going wrong”

Scriven said.

Those issues tend to arise when plans weren't adequately

documented.

“What we tend to see on a regular basis is people still depending on handshake deals and good word, as opposed to written documentation,” Johnson said.

This type of situation may also happen with employment or land rental agreements, he added.

“I think there are more complex agreements (and) more restrictive regulations (as) farms (are) getting bigger and more consolidated,” he said.

The lack of formal agreements, written plans, and official records can serve as a trigger for litigation.

“A lot of it has to do with what



fathihocai/Stock/Getty Images Plus photo

“Develop relationships with your suppliers and your contractors,” Cate McCorquodale said.

people perceive as contracts not being fulfilled,” McCorquodale said.

In addition to legal issues between people and businesses, lawsuits can also be filed in “regulatory cases. Either charges laid by municipalities under forestry bylaws or conservation authorities lay charges related to the development of lands, wetlands and woodlots,” Goudy said.

Climate change concerns may be a factor in accelerating litigation rates involving farms, he added.

“Drainage has been a big issue that I've seen in my practice,” he explained to *Better Farming*.

“That's always been an issue, but there are larger rainfall events more often, (which is) creating the potential for conflict,” he said. “There just seems to be a lot of conflict over what to do with surface water.”

What can happen?

“There are three general outcomes of litigation: one is you walk away from it, the second is you get it settled before court, and the third is you have a trial – you take it to court,” Scriven said.

The situation can then get very costly and not just in terms of money.

“There are obviously legal fees and it's a lot of time away from your business,” McCorquodale said.

“If you are going through a court process, it's a long process,” she added. “It can be years before anything gets resolved.”

Depending on the judgement, credit may be affected, garnishment of milk or broiler cheques can occur, and liens may be put against property, McCorquodale explained.

A situation may unfold in many ways, but “the constants of litigation are that it's expensive and it's stressful,” Scriven said.

Johnson echoed these sentiments. “The general theme is litigation is risky, it's expensive and it can take years to work its way through the court system,” he said.

Preventing litigation

The four experts offered a range of advice when it comes to avoiding litigation but, generally, they recommended consulting with professionals, keeping good records, creating clear written contracts, and understanding regulations.

In some cases, the Normal Farm Practices Protection Board may be able to help.

“That board will sometimes be asked to determine whether a certain activity carried out by farms is a normal farm practice because, under legislation in Ontario, farms are protected from claims for nuisance related to odour, dust and noise,” Goudy explained.

The board may also help prevent or resolve regulatory or land disputes for issues of tree clearing or land grading.

“Farm operations (may) ask for a



Trenton Johnson

determination that either a tree protection bylaw or property alteration bylaw is a restriction of a normal farm practice,” Goudy said. “It depends on the circumstances, and what sort of legal action is involved.”

Producers should consult with professionals to help prevent issues from developing.

“Oftentimes, what we see is that, if someone had spent a few hundreds or thousands of dollars meeting with lawyers, accountants, financial planners to put a proper plan in place,” the individual could have prevented “some dispute down the road and lack of certainty as to what was intended,” Johnson said.

To help avoid litigation, “have a good, professional team and do lots of planning,” Scriven said. In terms of “estate litigation, people who don’t do their planning while they’re alive or while they have capacity – that’s a big problem.”

Estate planning is sometimes a difficult topic to broach. “Those discussions are not always easy to have, but they should be happening,” Johnson said.

“Do your planning early with professional advice, and revisit your plans often,” Scriven added.

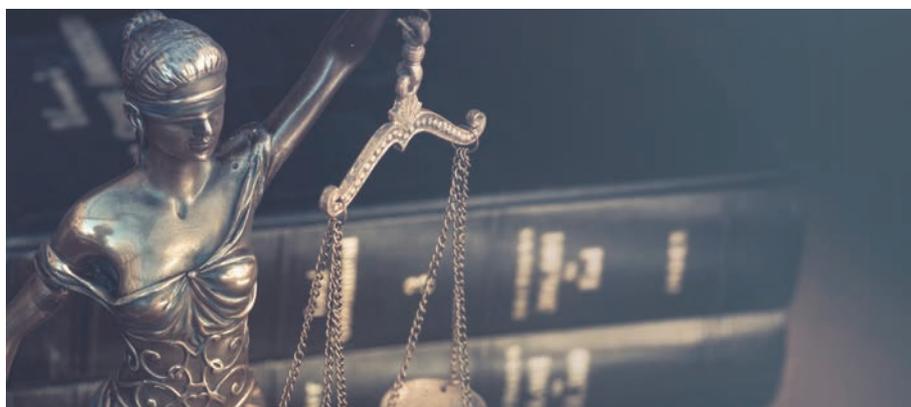
Even everyday contracts for things like feed or construction can be awkward to formalize, but the process is necessary.

“People sometimes look at me funny when I say this: because of the business I’m in, I see the worst of the worst,” McCorquodale said. “The handshake isn’t good any longer, you need everything in writing.

“Document everything, even if it’s just a note in your phone,” she added.

Having your own documentation is important, and it’s important to do research to understand what regulations you need to comply with in your operation.

“People run into the biggest problems when they don’t seek permission for doing something, undertaking some activity on their farm,” Goudy said. Those activities could include tree clearing or construction of a new building without



“The general theme is litigation is risky, it’s expensive and it can take years to work its way through the court system,” Trenton Johnson said.

approval, he said.

“They get caught and then they get prevented from doing something that they could have got permission for in the first place,” he added.

Increasingly, the agricultural industry faces greater scrutiny from regulatory bodies and the public than ever before.

“People are watching what is happening in agriculture. Farmers need to become informed about the laws and regulations that apply to their operations. Then, they need to do their best to follow those laws and regulations and just count that as a cost of doing business,” Goudy explained.

Just because agriculture is increasingly regulated and handshake deals don’t hold up in court, however, doesn’t mean fostering good working relationships isn’t important.

“Develop relationships with your suppliers and your contractors,” McCorquodale said.

“You can’t always prevent someone from starting a lawsuit but, if you have a strong relationship with them, you might be able to resolve the issue before it gets to the point of having to be a lawsuit,” she explained.

What to do

If someone takes legal action against you, what should you do?

“Normally, with the types of dollar amounts at stake, I think it’s worthwhile seeking legal advice” even just for a preliminary opinion, Goudy said.

The other lawyers agreed that

producers should seek legal advice immediately.

“Don’t ignore the issue. Speak with a lawyer,” said Scriven.

Time is of the essence.

“If you are served with paperwork, contact a lawyer right away because there are court-imposed timelines on your response to it,” McCorquodale said.

“If a farmer has been served with legal documents, that means that a clock is ticking,” Johnson agreed. “If there’s no response made, steps might be taken against the (farmer) and he or she may not have a right to respond.”

It’s also important to not take actions that may make the situation worse.

Often, before seeking legal advice, people will try to address the problems themselves, Johnson said.

“That might seem like a practical common-sense way to approach it, (but) what can happen by doing that is you could take steps that impact such things as insurance coverage,” he explained.

Don’t ignore the issue but don’t escalate the situation, McCorquodale agreed.

“Read the paperwork, don’t destroy it, and don’t take any action that’s going to make things worse,” she said.

“I know lawyers cost money and we’re not cheap,” she said.

However, several of the experts emphasized that investing in an upfront consultation with a lawyer could save producers thousands of dollars in consequences. **BF**



by
**MOE AGOSTINO
& ABHINESH
GOPAL**

U.S. CORN MARKET SHOWS SIGNS OF LIFE

The American 2019-20 corn balance sheet looks tighter than what the USDA projects.



BanksPhotos/iStock/Getty Images Plus photo

In November, the demand for 2019-20 American corn started to improve.

In 2019, the American corn market – including for ethanol and exports – had some major headwinds.

These corn market challenges included a huge South American corn crop, major competitors like Ukraine, a higher American dollar and the United States Environmental Protection Agency (EPA) reducing ethanol demand by 1 billion gallons through small refinery waivers since 2017.

In fact, America's September corn exports were the lowest since September 2013 and the worst since October 2012.

China, a major ag trading partner of the United States, has never been a big buyer of American corn.

But both corn and ethanol are included in the new U.S.-China "Phase 1" trade agreement signed on Jan. 15. The agreement stipulates that China will purchase additional American ag products on top of the 2017 baseline of US\$24 billion. These additional purchases include US\$12.5 billion worth of American ag products in year one and US\$19.5 billion worth of American ag products in year two.

When compared to the 2017 baseline of \$24 billion, this deal

would equate to about US\$16 billion per year more in purchases.

The demand for 2019-20 American corn did not have its best start in September, as exports, ethanol usage and feed usage were low. In Novem-

ber, demand started to improve as Brazil ran out of exportable supplies and the United States became more competitive globally as the American dollar weakened compared to its 2019 highs.

U.S. FEED GRAIN AND CORN SUPPLY AND USE



CORN	2017/18	2018/19 Est.	2019/20 Proj.	2019/20 Proj.
			Nov	Dec
			<i>Million Acres</i>	
Area Planted	90.2	89.1	89.9	89.9
Area Harvested	82.7	81.7	81.8	81.8
			<i>Bushels</i>	
Yield per Harvested Acre	176.6	176.4	167	167
			<i>Million Bushels</i>	
Beginning Stocks	2293	2140	2114	2114
Production	14609	14420	13661	13661
Imports	36	28	50	50
Supply, Total	16939	16588	15825	15825
Feed and Residual	5304	5618	5275	5275
Food, Seed & Industrial	7057	6791	6790	6790
Ethanol & by-products	5605	5376	5375	5375
Domestic, Total	12361	12409	12065	12065
Exports	2438	2065	1850	1850
Use, Total	14798	14474	13915	13915
Ending Stocks	2140	2114	1910	1910
Avg. Farm Price (\$/bu)	3.36	3.61	3.85	3.85

SOURCE: USDA

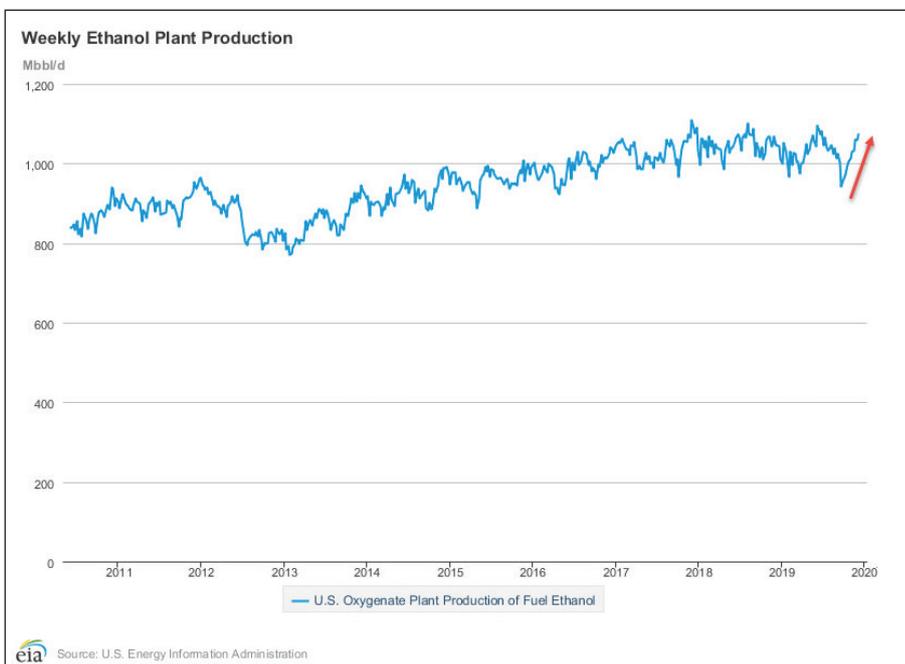
The final 2019-20 U.S. corn usage could increase from what the U.S. Department of Agriculture projected in December.

Market analysts expect this improved export pace to continue in 2020. If the United States is to reach or beat the U.S. Department of Agriculture (USDA) 2019-20 market-year corn export forecast of 1.85 billion bushels, three factors would need to work in America's favour. First, 2020 corn production in major exporting countries, like Brazil and Argentina, would need to be low to decrease global export competition for the United States.

The other two factors hinge on U.S. export price competitiveness in the global corn export market and the trade deal between China and the United States.

The last time the USDA projected American corn exports above 2 billion bushels was in 2018-19 at 2.065 billion bushels and 2017-18 at 2.438 billion bushels.

In addition, the 2019-20 U.S. corn feed demand may be higher than what the USDA projects, as 2 per cent more animals than what trade analysts expected are on feed with



In late 2019, U.S. ethanol production was on a three-month streak of rising production and falling stocks.

increased U.S. livestock placements and higher weights. The global animal protein shortage, caused by the outbreak of African swine fever in

Asia, increased the global demand for meat. American livestock producers responded by expanding their operations.

Durable, responsive and powerful. Husqvarna's new pro series chainsaws endurance collection can handle your toughest cuts.

HUSQVARNA.COM

572 XP®

565

550 XP® MARK II

545 MARK II

Connect with HusqvarnaCA

CUT MORE CUT LONGER CUT BETTER

© 2019 Husqvarna AB. All rights reserved.

FIND YOUR HUSQVARNA AT

<p>AG & TURF POWER SERVICE Grimsby • 905-945-4848</p> <p>BLUE SKY MARINE New Hamburg • 519-662-1461</p> <p>BRIAN'S SERVICE CENTRE Hensall • 519-262-3634</p>	<p>COBOURG SMALL ENGINES Cobourg • 905-372-2261</p> <p>DOUG'S SMALL ENGINES Castleton • 905-349-3027</p> <p>E&F SAUDER SALES & SERVICE Wallenstein • 519-669-2192</p>	<p>EASTERN ENGINES Williamsburg • 613-535-2488</p> <p>GROULX EQUIPMENT Astorville • 705-752-2229 Cache Bay • 705-753-3282</p> <p>LARRY'S SMALL ENGINE Orangeville • 519-941-1517</p>	<p>MAPLE VALLEY SALES Creemore • 705-466-3138</p> <p>MCINTOSH MOTORS Stirling • 613-395-3757</p> <p>NORTH WELLINGTON CO-OP Durham • 519-369-2415 Hanover • 519-364-4777 Mt. Forest • 519-323-1271</p>	<p>ONEIDA NEW HOLLAND Caledonia • 905-765-5011</p> <p>PARTNER AG SERVICES Tara • 519-934-2343</p> <p>PROFOTA'S FARM EQUIPMENT Chatham • 519-354-5100</p>
---	--	---	--	---

In fact, in response to the heightened demand, the last quarter of 2019 had multiple weeks in which the American hog slaughter total broke the weekly record.

The USDA's 2019-20 corn feed and residual usage estimate of 5.275 billion bushels is 255 million bushels lower than the 2018 estimate. While expanding livestock production points to increased feed use, the magnitude of residual use is difficult to anticipate – especially with 1 billion bushels of 2019 U.S. corn still in the fields as of Dec. 11.

The USDA could be 350 million bushels too low in its 2019-20 corn feed and residual usage estimate.

The most noteworthy component of the improvement in U.S. corn demand by December 2019 was that corn usage for ethanol production had been on a consecutive three-month streak of rising production and falling stocks. This situation signified that exports were strong. As a result, ethanol futures jumped and ethanol producer margins improved.

As of Dec. 6, American weekly ethanol production was 1.072 million barrels per day (bpd), which was a 23-week high and 2.5 per cent higher year-on-year.

So, the USDA's 2019-20 projection of corn used for ethanol production at 5.375 billion bushels may seem low

compared to the implied usage figure of 5.6 billion bushels derived from the weekly U.S. Energy Information Administration's ethanol production estimates. For the United States to achieve or surpass the USDA's 5.375-billion-bushel 2019-20 marketing year ethanol use projection for corn, continued higher ethanol production is necessary.

U.S. ethanol export sales also picked up in the last few months of 2019. Then, ethanol industry participants were optimistic about increased Mexican import demand. Beginning in 2017, Mexico allowed E10 fuel, which is a blend of 10 per cent ethanol and 90 per cent gasoline, to be distributed across most of the country.

Mexico uses approximately 12 billion gallons (285.7 million barrels) of gasoline per year. Even if two-thirds of that fuel was in the form of E10, it would result in 0.8 billion gallons (19.05 million barrels) of ethanol demand. And market analysts expect a lot of that demand to be filled through imports.

Other countries that could be major importers of American ethanol are India and China. Prior to the start of the U.S.-China trade war, China imported significant amounts of American ethanol. So, the resolution of this trade dispute is likely to lead to

a resumption of that ethanol trade and analysts expect an increase in Chinese demand for ethanol.

Domestically, a sticky point for U.S. ethanol demand is the U.S. Environmental Protection Agency's enforcement of the Renewable Fuel Standard (RFS) mandate. In 2019, the RFS called for U.S. fuel blending to the tune of 15 billion gallons of ethanol. But the EPA granted a record number of small refinery waivers to some refineries and blenders, thus diluting the potential demand for ethanol. The total number of waivers awarded under the U.S. Trump administration has led to a demand destruction of about a billion gallons of ethanol.

By mid-December, the EPA released the finalized ethanol mandate targets for 2020. In these targets, the EPA said it would stick to the 15-billion-gallon mandate for 2020 and follow the law.

Overall, the market optimism for American corn demand is growing with or without China. Among the three main demand components (feed, exports and ethanol) for U.S. corn, 2019-20 feed usage is supported by the country's livestock herd expansion, but corn faces competition from feed wheat and distillers grain.

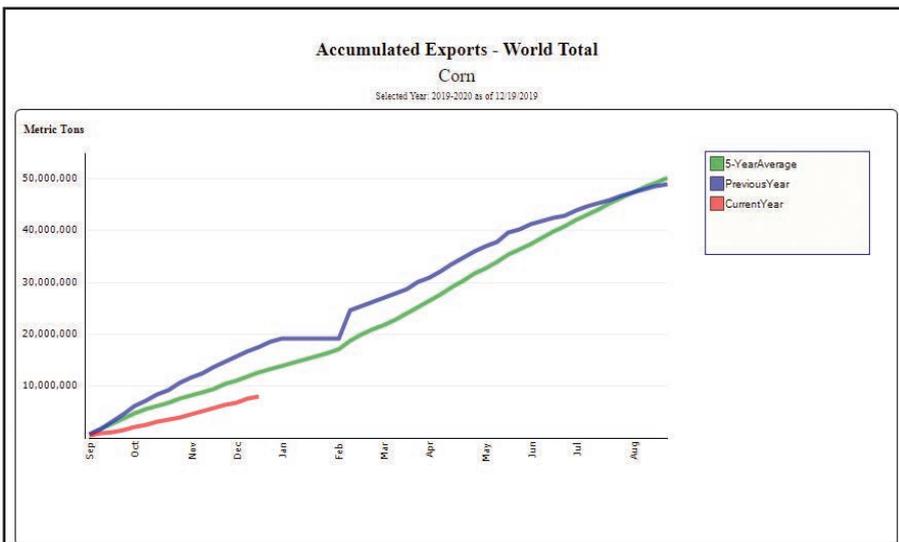
As for corn export demand, Mexico has bought almost all its corn from the U.S. since at least 1990 and, along with Japan, has been one of America's top two customers.

China could also increase its purchases of American corn, thanks to the "Phase 1" U.S.-China trade deal, and the latter country is a huge corn consumer.

Ethanol usage is likely to be the biggest winner in 2020 as it receives a boost from domestic demand and exports. U.S. corn use and demand appears set to maintain its improved momentum as we move into 2020. **BF**

Maurizio "Moe" Agostino is chief commodity strategist with Farms.com Risk Management and Abhinesh Gopal is head of commodity research. Risk Management is a Farms.com company, as is Better Farming.

Visit RiskManagement.Farms.com for more information.



12/27/2019 Source: USDA/FAS/Export Sales Reporting

Global corn production, U.S. corn competitiveness and the U.S.-China trade deal will influence American corn export levels in 2020.



MAKE HEART HEALTH A FAMILY PRIORITY

Farm families and their staff must take care of their hearts – for the sake of the team and the business.

February is Heart Month in Canada. So now is a great opportunity to check in with yourself, your family and your farm employees to take stock of everyone's overall health, starting with the heart.

Heart disease means the heart is not working properly, the Heart and Stroke Foundation of Canada says. Heart disease can refer to a group of conditions that affect the structure and functions of this organ.

Once the leading cause of death in Canada, heart disease rates have declined over the last few decades to become the second leading cause of death after cancer.

Ongoing research, improved treatments and a greater awareness of the causes of heart disease are helping to drive the death rates down.

But plenty of room for improvement still exists.

Farmers have an increased risk of dying from heart disease, recent information from the European Union shows. This risk stems from their remote locations and distance



Peeria_Sathawitwong/Stock/Getty Images Plus photo

Farmers should watch for common signs of heart disease, such as fatigue, shortness of breath and chest discomfort.

to medical care facilities.

Farmers also often downplay or ignore symptoms.

Producers must take the time to check with their health practitioners to monitor and address any symptoms. Farmers should watch for common signs of heart disease, such as fatigue, shortness of breath and

chest discomfort.

Many heart disease symptoms are silent and can be more difficult to diagnose in women because they sometimes have fewer typical symptoms than men.

To learn more important information on heart disease, symptoms and prevention, visit heartandstroke.ca.

REDUCE YOUR RISK OF HEART DISEASE

Nine in 10 Canadians have at least one risk factor for heart disease and stroke, the Heart and Stroke Foundation of Canada says. Nearly 80 per cent of premature heart disease and stroke can be prevented through healthy behaviours.

- 1. Healthy diet.** Make gradual, healthy changes in your daily meals and snacks to decrease your risk of heart disease and stroke.
- 2. Increase physical activity.** Farming requires physical activity, but regular exercise is important. "People who are not active have double the risk of heart disease and stroke, as well as increased risk of diabetes, cancer and dementia," the Heart and Stroke Foundation of Canada says.
- 3. Manage weight.** More than 60 per cent of Canadian adults are overweight or obese. "Being overweight can lead to high blood pressure, high

cholesterol, diabetes and sleep apnea. Obesity can double your chance of heart disease," the Heart and Stroke Foundation of Canada says.

- 4. Stop smoking.** "Smoking triples the risk of dying from heart disease and stroke in middle-aged men and women," the Heart and Stroke Foundation of Canada says. So, quitting smoking is important for your health.
- 5. Reduce stress.** Stress manifests into physical health effects. "People with high levels of stress or prolonged stress have higher cholesterol or blood pressure," the Heart and Stroke Foundation of Canada says.
- 6. Cut out alcohol.** "Heavy drinking and binge drinking are risk factors for high blood pressure, heart disease and stroke," the Heart and Stroke Foundation of Canada says. Alcohol may also negatively interact with your medications. **BF**

Heart disease is a chronic or critical illness that can have serious implications on your farm business too.

Aside from the obvious health concerns and reduced ability to perform his or her job, if someone on your farm team has heart disease, the entire operation will be affected.

So, it's important to consider the implications and manage your business risk in addition to your team's health risks.

Producers can use insurance to help manage the implications of health hazards on the farm.

Farmers can use disability insurance as income protection. If you are unable to work, disability insurance can help with cash flow and eliminate the need to dip into retirement savings to make ends meet.

Critical illness insurance is another option to assist with the effects of a heart disease diagnosis. Read the fine print on a critical illness policy to make sure it covers heart disease.

Life insurance is another risk man-



wutwhanoto/istock/Getty Images Plus photo

Heart disease is a chronic or critical illness that can have serious implications on your farm business too.

agement tool for your farm business. Unfortunately, this type of policy applies in the event of a death, but the cash value of a life insurance policy can protect the legacy of a family and farm business.

OFA members can take advantage of customized insurance plans through OFA's AgriHealth Insurance Program. To learn more, visit ofa.on.ca/benefit. **BF**

Carolyn Zinken is a registered nurse, consultant and psychological health and safety adviser at NFP. This insurance provider has more than 30 years of experience with Ontario producers and is part of the OFA's AgriHealth Insurance Program.

For more information, visit ofa.on.ca/benefit. The OFA offers flexible individual and group plans through the OFA AgriHealth Insurance Program.



Interested in Estimating Your 2020 Corn & Soybean Yields?

2020 5th Annual Great ON Yield Tour

Volunteer to have your farm included on the 2020 Great Ontario Yield Tour!

AUGUST 17-28, 2020

FINAL TOUR EVENTS

EAST:
Thursday, August 27

WEST:
Thursday, September 3

HOSTED BY








PLATINUM SPONSORS






SILVER SPONSORS








If you would like to attend either event, email YieldEvent@Farms.com

For more information call 888-248-4893 ext. 808

riskmanagement.farms.com/yieldtour



#ONyield20



TIPS TO MANAGE PLANT STRESSES IN SEASON

As weather volatility increases, we need to be proactive in managing abiotic and biotic stressors.



driftsstudio/Stock/Getty Images Plus photo

Abiotic stresses are caused by conditions that are too wet, too dry, too hot or too cold.

The 2019 growing season certainly offered many stressful events, ranging from delayed planting to an extended harvest period with a variety of outcomes. The year became a verb, often cited on social media with collective angst of many farm experiences wrapped up in the phrase “You were 2019’d.”

Despite the significant challenges, we still have lessons we can learn from 2019. It’s no question that weather played an important role in shaping field work opportunities and crop development. However, not all crop response can be attributed to the weather.

In discussions and evaluations of crop performance, climate change tops most lists of contributing factors.

Most farmers will experience climate change through the hydrologic or water cycle. Periods of excessively wet conditions will be followed by periods of excessively dry spells before conditions become wet again. The

frequency and severity of wet and dry conditions will vary.

Crop stress will be greatest during these periods of fluctuation. We must understand how to manage crop growth during and after these stressful events. Ag companies are also developing a host of products aimed at alleviating plant stress and boosting crop recovery after extreme events.

When talking about crop stresses, we usually break them down into two types: abiotic and biotic stressors.

I often describe abiotic stresses as ones that lack DNA. These stresses include water, temperature, wind, soil compaction, herbicides and nutrients. Biotic stresses contain DNA. These stresses include plant disease (from fungal, bacterial and viral pathogens), and insects.

An abiotic stress can look like a biotic stress and vice versa. For example, soil compaction could restrict root development in a waterlogged

soil and produce chlorosis on the leaves of plants reminiscent of a leaf blight. Root rots can limit root growth and induce a micronutrient deficiency such as zinc, even though it is non-limiting in the soil.

Let’s focus on abiotic stresses, which are caused by conditions that are too wet, too dry, too hot or too cold. Spatial variability of nutrient supply throughout a field may exacerbate these stressors. The more stress a plant encounters, the less yield it will likely produce.

Plants under stress must divert energy that they would use to produce biomass and yield, and instead waste this energy on defence against stress attacks.

Plant growth is modified by naturally occurring plant hormones. Five basic hormones influence plant growth. Ideally, these hormones are in the balance needed for normal growth but the balance can be upset by abiotic stresses.

The five hormones are cytokinins, auxins, gibberellins, ethylene and abscisic acid. The first three tend to promote growth and reproduction in plants, while the last two are mainly involved in the maturity of plants. Except for auxin, plants produce these hormones in their roots.

Anything that stresses root growth will change the hormone balance and may shift the plant to produce more ethylene. As a result, the plant will prematurely shut down its normal growth processes and limit yields.

After a heavy rainfall, you may see low-lying areas of fields that are turning yellow and perhaps failing to recover. While drowning and lack of oxygen may be the obvious answers, you may see some areas that drained rather quickly yet appeared not to recover. In these areas, the plants' root functions perhaps didn't fully recover and the plants' hormone balance is upset.

We are seeing a resurgence in biostimulant products that claim to alleviate plants' abiotic stresses. I reg-



CNH Industrial photo

As we plan for 2020, we must take a season-long approach to managing plant stress, weather notwithstanding.

ularly receive calls from companies with products designed to help plants recover from stresses. Some companies have university research behind their claims, while other products are supported by testimonials.

I tend to stay away from testimonial-based selling. I prefer facts, science and replicated trial results from reputable sources.

The challenge with using these types of biostimulants is the timing of application. How soon after a stress event can you make a foliar application? After a heavy rain, we may need to wait three to seven days before field conditions allow for a land application. By that time, root-zone conditions may have improved and plants may have recovered on their own.

You will often hear we need to be proactive in managing plant stress. I support this view, which involves relying on weather forecasts and accepting the risk of extra investment regardless if plants end up being stressed. Most companies align their application recommendations with either planned herbicide passes, or fungicide passes which are usually timed for critical growth stages that influence yield.

One of the most significant abiotic stresses is an in-crop herbicide appli-

cation. Plants absorb the herbicide and must metabolize it into harmless compounds. This process takes energy away from growth. Products are available that can be tank-mixed with herbicides to reduce plants' recovery time and get them growing again.

Speak with your local certified crop advisor to review your options. Chances are, they have a wealth of experience to share.

As we plan for 2020, we must take a season-long approach to managing plant stress, weather notwithstanding. Aim to do the best job possible or allowed by Mother Nature with planting the crop. Use appropriate seed treatments and consider a starter fertilizer as part of a total balanced nutrition program. Employ effective weed control in a two-pass system with residual chemistry.

Take an integrated approach to protecting plant health.

Do not be afraid of trying products that claim to alleviate abiotic stresses. Use small-scale plots to learn how or if the products work on your farm. Remember, the most important treatment is the zero-rate check! **BF**

Dale Cowan, CCA-ON, 4R NMS, is a senior agronomist with AGRIS Co-operative Ltd. and Wanstead Farmers Co-operative Ltd.

SUBSCRIBE TODAY

Better Farming readers receive the top insight on Ontario ag in each and every issue.



A \$41 one-year subscription is a 44% discount on newsstand prices.

CALL
1-888-248-4893 EXT. 255

Better Farming
A Farms.com Company



CHOOSING THE RIGHT HYBRIDS AND VARIETIES

Review your seed orders to determine if you've selected the best traits for your field conditions.



Some soybean varieties have better tolerance to white mould than others.

By now, you probably have already ordered most of your corn and soybean seed. But, if you decide to switch hybrids and varieties after you read this article, seed companies should allow you to do so.

When you place your seed order, you must know your needs. Many growers will say they want “good, cheap seed,” but that phrase is an oxymoron. You can buy good seed or cheap seed; not both.

Most dealers will sell you whichever you want: good or cheap. If your seed dealer knows more about price and discounts than genetic differences, maybe you need to talk to someone else.

Corn hybrids

We have many great options for corn hybrids. (Remember, we grow corn hybrids – not corn varieties.)

The bulk of the hybrids come from former breeding programs dominated by Monsanto, Syngenta, DuPont, Dow and AgReliant Genetics. These companies underwent ownership

changes which add to the confusion.

Companies like Pride, Maizex, and DLF Pickseed get their genetics from these sources. Other, smaller breeding programs exist, such as the one founded by my classmate Dr. Francis Glenn who supplies genetics such as brown midrib to some companies.

We have more choices than ever in 2020. So, what should you do?

You must depend on your seed dealers. They see more plots and farm yields than you do. They see what is going on in your area. They know what hybrids growers liked and which ones they did not.

You start the discussion by asking your seed dealers, “What should I grow this year?”

They will respond by asking, “What do you want?”

Then, you must decide on maturity. Are you going for long-season hybrids hoping for big yields or are you going to be more conservative and get a lower-yielding hybrid that is drier?

Historically, longer-season hybrids

out-yielded shorter-season ones. Typically, the extra yield more than paid for the extra drying costs. In 2019, the weather changed this scenario.

Probably, however, 2020 will not be like 2019.

If you want to get the yield advantage and increase in standability by spraying a fungicide on your corn, you should know this application makes hybrids 1 to 2 per cent wetter at harvest.

Next, you need to ask your seed dealer for information on the fusarium/DON tolerance of the hybrids. DON was not an issue in 2019. While fusarium probably won't be widespread this year, it will be a problem in some fields. And, if history repeats itself, DON will be an issue on many farms in the next five years.

We need companies to continue to select hybrids that have fusarium tolerance.

Your herbicide program and weed spectrum will affect your hybrid selection. What weeds do you have

CROPS: THE LYNCH FILE

and what will your herbicide strategy be? Your crop protection program will shape your corn trait options.

Similarly, what insects are you trying to control? If you are growing corn on corn, you need to have corn rootworm genetic protection. Although this genetic protection is not as good as corn borer protection, you still need to use it when planting corn on corn unless you are on sand.

If you are in an area with significant western bean cutworm (WBC) pressure, you should at least consider a hybrid with WBC protection. Unfortunately, the choice of good hybrids with WBC tolerance is still very limited.

Soybean varieties

When you choose soybean varieties, some of the rules change. As with corn, a small number of genetic providers basically control the bulk of the genetic choice. But a lot of choices exist.

You need to know your relative maturity. One of the surest ways to



Your herbicide program and weed spectrum affect your hybrid choice.

increase soybean yields is to plant a long-season variety. But, if you are planting wheat after you harvest your soybeans, you must plant a soybean variety that will mature early so you can plant your wheat.

This planning is a bit tricky on rented land if you do not have a long-term lease. Crop rotation

planning is a good reason to ask your landlord for a longer lease.

You need to know your weed spectrum in your fields and pick a soybean variety that has genetic tolerance to the herbicide you want to use.

Last year, dicamba-tolerant soybeans gained a big increase in

For those who carve their own path.
Be Brighter.

You're the kind who sweats the small stuff. Because you know it makes a big difference. You do your research and challenge the status quo. You value brighter thinking and fresher ideas to stay ahead. And, you know what's right for you, because it's your business.

To see how CLAAS could help you save time in the field and make more money, visit claas.com.

Connect Equipment
Chepstow 519-366-2325

DeBoer's Farm Equipment
Elora 519-846-5388

Elliott's Farm Equipment
Pembroke 613-638-5372
Carleton Place 613-253-3344

G.J.'s Farm Equipment
Burgessville 519-424-9374

**Ken Brownlee & Sons
Equipment**
Earlton 705-563-2212

Reis Equipment Centres
Winchester 613-774-2273
St. Isidore 613-527-1501

Sunova Implement
Lakeside 519-349-2075



market share in the province because they out-yielded varieties without this tolerance.

Some growers bought these varieties so they could spray dicamba to control glyphosate-resistant weeds such as fleabane. Other farmers bought these varieties because they yielded better.

Now we have Enlist soybean varieties which are resistant to 2,4-D. The first generation of these varieties that were in the field are yielding less than future generations will, I believe.

So, one strategy is to use dicamba-resistant varieties in fields where you will use dicamba early. Then, in later-planted fields where you are concerned about spraying dicamba, you can spray 2,4-D on Enlist varieties.

If you are growing IP beans, the rules are different. In this case, you should talk to the end user of your soybeans to see what crop protection products you can use.

White mould is an issue on many

farms. You can plant no till or select an early maturing variety to try to decrease the extent of this disease. Some varieties have better tolerance than other varieties to white mould.

Other factors, such as soybean cyst nematode- and sudden death syndrome-resistance, are no-brainers. If you have these problems, use varieties with genetic resistance.

The final word comes from Ken Currah, a certified crop advisor who

works in the Oxford County area.

“Be careful about looking at data from late-planted plots. Late-planted plots, from a commercial/seed-selling standpoint, can be misleading. They should never be planted,” he says. “Once the calendar hits June 1, I always resist planting them.” **BF**

Consulting agronomist Patrick Lynch, CCA-ON, formerly worked with OMAFRA and Cargill.



We need companies to continue to select corn hybrids that have tolerance to ear moulds.



FOR ANY STRATEGIC TILLAGE PRACTICE LOOK TO LEMKEN



Repair ruts and open compacted soil.

Incorporate heavy trash to control disease.

Dry soil and create an ideal seedbed.

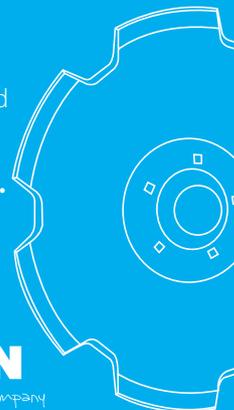
Look to LEMKEN to handle serious problems like wet or rutted fields, heavy trash, fungicide resistant diseases, and herbicide resistant weeds.

When you need Strategic Tillage you need LEMKEN.

Call our Regional LEMKEN expert or your LEMKEN dealer for more information.

ONTARIO
Shawn Robinson 519-860-6618

LEMKEN
THE AGROVISION COMPANY
@strategictill | lemken.ca





by
**RALPH
WINFIELD**

FARM BUILDING CODE UPDATE

Thanks to the efforts of farm builders and other stakeholders, officials are updating the building code.

After years of lobbying efforts, officials are updating the farm building requirements.

You may, for example, remember my article in the November 2017 edition of *Better Farming* about the need for updates to the Canadian Farm Building Code.

These requirements will no longer be in a standalone document but are being incorporated into the National Building Code (NBC) as a new dedicated part for farm buildings.

The low-human-occupancy farm-building classification will remain and cover most on-farm buildings, except the residence. The farm house has always been referred to as a non-farm building.

The low-human-occupancy farm-building classification allows for the relaxation of certain building code requirements, including a greater distance between the access and exit points. The structural integrity requirements are also less stringent for low-human-occupancy farm buildings than for comparable industrial or other types of buildings. This relaxation reflects the unique characteristics and uses of farm buildings.

Members of the Canadian Farm Builders Association (CFBA), headquartered near Guelph, have led the charge to continue the low-human-occupancy designation – thus allowing these types of buildings to be built for a lower cost per square foot than comparable industrial buildings while maintaining appropriate safety and structural requirements.

Officials primarily established the initial Farm Building Code in 1964 because of the resulting reduced building costs.

The standing committee on farm buildings was disbanded in 1996, and regular updates to the Farm Building Code stopped. The CFBA



This corroded electrical heater plug was in a pig barn.

started lobbying in 2006 with the hope of having the new farm building requirements incorporated into the NBC in 2016.

Unfortunately, that farm building code update did not happen.

Will Teron, an engineer with Tacoma Engineers in Guelph, took up the cause. The CFBA established a joint task group on farm buildings. The group is optimistic that a current set of recommendations can be incorporated into the 2020 NBC update.

The national public review of these proposed updates launched in January and will run until March 13.

I urge everyone involved with farm buildings to review and make comments to ensure all the changes are practical and helpful for the farm sector.

If the changes are adopted by the provinces, revisions are possible to provincial codes in 2022 or 2023.

The benefits

Changes can occur in every National Building Code update, Teron says. All proposed changes must be reviewed by the fire protection, structural and seismic subcommittees of the NBC.

The biggest changes in the current proposal would reflect the size of farm buildings, increased wind loads, and the need for better fire department access. Wind load ratings would be increased from one in 10 years prevention to one in 50 years. This change will increase the need for additional bracing and shear-walls in the larger, newer barns.

Human-occupancy levels in farm buildings will also become a greater issue. High-hazard buildings – such as greenhouses, which are occupied by more people – are still being debated and options could include non-combustible construction materials and size limitations or even the addition of sprinklers.

Fire hazards

Officials have always considered many farm buildings housing live-stock at high risk for fire. Corrosive environments are a significant cause of electrical wiring deterioration at contact points. These conditions cause heated junctions and greatly increase fire risk.

In addition, electricians wired many barns – especially older ones – with NMW-10 electrical wiring that was surface mounted or routed through insulated wall and ceiling spaces.

Rodents need to “size” their teeth, which grow continuously. Electrical wiring insulation is an ideal material for these pests. I have seen wiring stripped totally bare, creating a significant fire hazard.

We still own an old milkhouse that was attached to a much older two-storey dairy barn. The lights flickered in that milkhouse. The previous owner asked me why. I removed the attic vent and saw totally bare copper wires. An electrician rerouted all the affected circuits and disconnected the old wiring.

Fortunately, electricians now usually surface-mount farm-building wiring in conduit to eliminate this fire risk.

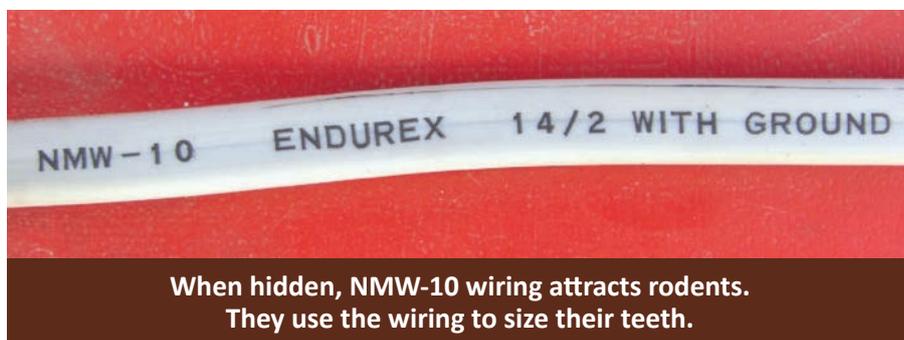
A qualified electrical person should still be engaged to assess exposed corrosion points in all farm-building wiring.

Remote heat-sensing devices are available to detect wiring hot spots created by corrosion. Similar devices are being used to detect shell heat loss locations in all types of building envelopes.

Conclusions

We can finally expect an updated National Building Code that covers low-human-occupancy farm buildings. These regulations permit lower initial building costs.

However, we must manage fire risk through timely inspections. In addition, fire department access should be a much higher priority as farm buildings get larger. Fire departments need access to barns and a water supply primarily to protect



When hidden, NMW-10 wiring attracts rodents. They use the wiring to size their teeth.

other buildings on the farm, including the residence. Firefighters often must use water tanker trucks to bring water to the site.

I remember the high incidence of barn fires when farmers started to use forage harvesters to eliminate hay bale handling. These harvesters blew supposedly dry hay into older two-storey dairy barns. Tough, wet hay can heat and burn.

Some of us placed tough (wetter) hay bales next to the spaced board walls in older two-storey livestock barns to control the heating when bales were suspiciously damp.

And bare, electrical wiring or badly corroded connections have started many barn fires.

During my Ontario Hydro employment years, many insurance adjusters told us about causes of hydro-related barn fires. A colleague conducted laboratory tests with electrical wiring and proved that rodents use the NMW-10 wiring insulation solely to size their teeth. Beavers use trees for the same purpose. **BF**

Ralph Winfield is a retired professional engineer, farmer and technical writer.

THE **WORLD'S**

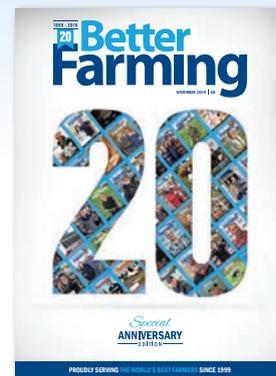
BEST FARMERS

Deserve the hardest-working farm magazine

Better Farming is the professional farmer's trusted source for insight and analysis.

We believe we need to earn your trust every month, with every magazine.

It's our assurance and pledge to Ontario's commercial farmers and the agricultural industry across Canada.



Better Farming

TELL US HOW WE'RE DOING:
Paul.Nolan@BetterFarming.com



ADDING CALCIUM TO CATTLE DIETS REAPS BENEFITS

Adding a specific nutrient to dairy cows' prepartum diets can help with future reproduction, research from the **University of Illinois** discovered.

Including calcium in acidified prepartum diets can improve postpartum outcomes including lower rates of uterine infection and quicker returns to ovulation.

Researchers fed "76 multiparous Holstein cows



one of three diets in the month prior to calving: a control, non-acidified DCAD (dietary cation-anion difference) diet with no added calcium; an acidified DCAD diet (-24 milliequivalents per 100 grams of dry matter) with no added calcium; and an acidified DCAD diet (-24 milliequivalents) with added calcium at 2 per cent of dietary dry matter," the release said.

"There was a tendency for the cows fed the negative DCAD (plus

calcium diet to get pregnant at a higher rate than cows fed the control diet, but we need to test that in a larger population to be sure of that result," said **Phil Cardoso**, an associate professor in the department of animal sciences at the university.

The cows fed the diet with added calcium also had more disease-fighting antioxidants in their blood and more glands in the uterine lining to help produce hormones that assist with ovulation. **BF**

SCIENTISTS COULD 'REDESIGN' PHOTOSYNTHESIS TO IMPROVE YIELDS

Researchers from the United Kingdom made another important advance in the global effort to reduce food insecurity.

The team discovered an electrical reaction within photosynthesis that greatly influences plant growth, a November **University of Sheffield** release said.

The reaction occurs in cytochrome b6f, a protein complex that gives a plant the energy it needs to turn carbon dioxide into carbohydrates

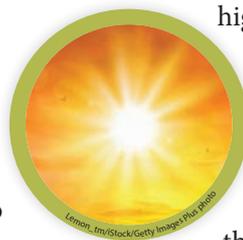
and biomass, the release said. This protein complex also helps determine photosynthetic efficiency in changing environmental conditions.

Now that researchers know how cytochrome b6f functions, they may be able to modify photosynthesis to create plants that produce higher yields, the release said.

"With the new insights we have obtained from our structure, we can

hope to rationally redesign photosynthesis in crop plants to achieve the higher yields we urgently need to sustain a projected global population of nine (to) 10 billion by 2050," **Dr. Matt Johnson**, a reader in biochemistry at the university and study supervisor, said in the release.

The full study is published in the November edition of the journal *Nature*. **BF**



SILKY COATING SAVES SEEDS FROM SALINITY

Crop seeds could soon germinate in unproductive soils and be viable, thanks to a team of American and Moroccan engineers.

The researchers coated seeds with water-soluble silk treated with bacteria that naturally produce nitrogen fertilizer, a November **Massachusetts Institute of Technology** release said.



Seeds with the protective coating grew successfully in saline soils while untreated seeds failed to develop normally, the study showed.

Scientists hope the ag industry widely adopts this technology as the process is inexpensive and does not require specialized equipment, the release said. Farmers could apply this seed

coating by dipping or spraying. Producers can make either application at ambient temperatures and pressures, the release said.

The team plans to test this technology in field trials this year and to make seeds more drought resistant by developing new coatings that absorb water from the soil.

The full study is published in the November edition of the journal *PNAS*. **BF**

AN ENERGETIC APPROACH TO WATER MANAGEMENT

Two types of renewable energy can help keep more water in the ground where plants can use it, **Princeton University** researchers have found.

Scientists discovered that increased use of solar and wind energy can help reduce the reliance on hydropower, use more surface water for irrigation and lower the volume of water being removed from the ground.

The researchers used California as the location for its case study for two reasons. It's the largest state in terms of ag production and, between 2012 and 2017, the state experienced one of the worst droughts on record.

The scientists used their findings to create a framework to

identify how solar and wind energy can benefit groundwater sustainability. The framework will help identify ways to "maximiz(e) hydroelectricity and agricultural income, while avoiding groundwater depletion," the release said.

The study is published in the November issue of the journal *Nature Communications*. **BF**



Premier
Equipment Ltd.



Leading Precision Agriculture

Premier Equipment provides market leading integrated solutions to maximize the potential of your operation through the latest technologies from John Deere and Trimble.

Beyond the equipment and hardware, Premier has expertise in all aspects of digital agriculture including the collection, use, and analysis of data with the goal of optimizing productivity, profitability and environmental sustainability of your farm.

Ask us about our optimization, advanced agronomic and water management products and services.

Optimization

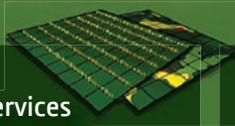


Optimization services and products encompass all things needed to get the most from your fleet.

- Equipment setup and configuration
- Operator Training
- Remote support solutions



Agronomic Services



From basic agronomic data collection to comprehensive soil and plant health technologies, get the information needed to make timely decisions that improve your profitability. We connect the technology with your trusted advisors.



Water Management



Premier has a team dedicated to tile drainage. We offer solutions for all projects from equipment to design software and data management.



Premier Equipment
Integrated Solutions | 519-669-5535



www.premierequipment.ca

BIGGER, FASTER AND BETTER APPLICATION TECHNOLOGY

NEW APPLICATION TECHNOLOGY CAN SAVE TIME, MONEY AND IMPROVE STEWARDSHIP.

Although tillage equipment remains the largest portion of Salford Group's business, the company has seen agricultural producer's increase their investment in application technology through uncertain commodity markets. Advances in application equipment are helping producers to save time, money and improve their environmental stewardship.

BIGGER, FASTER ...

Application equipment worldwide is increasing in capacity to keep pace with new tractor models and reduce the number of fill stops required, while also increasing application widths.

Spinner spreader manufacturers are achieving application widths of 90, 100 and even 120 feet with new models.

"Accurately and consistently achieving maximum application widths is the most critical function of spinner spreaders," says Lee Kilpatrick, Spinner Spreader Product Manager and U.S. Sales Manager for Salford Group. "This is the feature that will save producers the most time in the field."

Some manufacturers will advertise the maximum distance they can spread, but require that you overlap 10 or 20 percent of the spread pattern.

"Driving interval is the right way

to talk about spinner spreader application width," says Kilpatrick. Driving interval is the actual swath you'll achieve in a single pass through the field, including the overlap necessary for total coverage.

New carbon fiber construction is allowing wet applicator booms to stretch out up to 132 feet, with ag equipment manufacturers hinting at even greater spans! Salford Group is currently the only North American equipment manufacturer bringing new dry fertilizer air boom technology to market. Salford is bringing dry fertilizer air boom application widths to 90 feet and introducing patent pending in-row application technology that places fertilizer between rows of standing corn, as opposed to broadcasting on top. Salford Group's widest dry air booms are designed to mount on high clearance applicators such as the RBR Venturi.



RBR Venturi with Salford 90 ft. air boom and inter-row application kit.

... BETTER

This new generation of fertilizer applicators is not only getting bigger and reaching new application widths, but they are also achieving greater accuracy. Kilpatrick noted that with greater application

widths comes the need for greater control to prevent fertilizer from flowing into water ways, wood lots, under-producing land and drifting off to neighbours fields.



Depiction of Salford's BBI Sniper swath control system.

Left - right section control is the most basic control method on spreaders but top spinner spreader companies are offering varying degrees of spreader swath control to reduce application overlap and prevent spreading into sensitive areas.

Salford Group's new BBI Sniper spreader is engineered to apply fertilizer on a 120-foot driving interval and is also capable of 12 section control. Salford's engineers were able to achieve this spreader swath control by changing the spreader's chain speed, spinner speed and material flow divider position with precision electronics. Kilpatrick noted the advantage of the Salford design is that there are no new moving parts needed, this advanced spreader is as reliable and easy to maintain as its predecessors.

To see more progressive solutions for fertilizer application and tillage go to salfordgroup.com or call 1-866-442-1293.

SALFORD

0% FINANCING
6 Months

*Terms and conditions apply.
See dealer for details or visit
salfordgroup.com/financing.

**WHEN FIELDS GET TOUGH
THE ENFORCER GETS GOING**

5200 ENFORCER



WET OR DRY

Heavy-duty blade mounts and added clearance penetrates dry, hard ground and resists plugging in wet soil.

EVEN MORE CLEARANCE

Patented rubber suspension blade mounts have more clearance between the four rows of concave blades.

LEVELING POWER

Level fall ruts with four rows of blades and completely incorporate residue while reducing soil density - like running two passes with a compact disc.

**ANDERSON
EQUIPMENT SALES**
Belleville, 613-969-6246
Picton, 613-476-6597
andersonequipment.ca

**C.L. BENNINGER
EQUIPMENT LTD.**
Chatham, 519-352-8070
clbenninger.com

**E.S.M FARM
EQUIPMENT LTD.**
Wallenstein, 519-669-5176
esmfarmequipment.com

**G.J.'S FARM
EQUIPMENT**
Burgessville, 519-424-9374
gjsequipment.com

**HALNOR
EQUIPMENT**
Waterford, 519-443-8622
halnor.com

HUB INTERNATIONAL LTD.
Lindsay, 705-324-6136
Port Perry, 905-982-1500
hubinter.com

**HYDE BROTHERS
FARM EQUIPMENT**
Hensall, 519-263-2605
hydebros.com

J & H SALES & SERVICE
Chesley, 519-363-3510
jhsales.com

KUCERA GROUP
Alvinston, 519-898-2961
kuceras.com

**MCGAVIN FARM
EQUIPMENT LTD**
Walton, 519-887-6365
mcgavinequip.com

**O'NEIL'S FARM
EQUIPMENT LTD**
Binbrook, 905-572-6714
oneils.ca

PREMIER EQUIPMENT LTD.
Alliston, 705-435-7551
Ayr, 519-632-8998
Elmira, 519-669-5453
Listowel, 519-291-5390
Mount Forest, 519-323-1340
Osprings, 519-833-9332
Tavistock, 519-655-2200

REIS EQUIPMENT CENTER
St. Isidore, 613-527-1501
Winchester, 613-774-2273
Renfrew, 613-432-4133

**STRATFORD FARM
EQUIPMENT**
London, 519-659-0429
New Hamburg, 519-662-2702
Stratford, 519-393-5152
Woodstock, 519-423-6264
sfe-sales.com

YURKE SALES & SERVICE LTD.
Comber, 519-687-2209
yurkesales.com



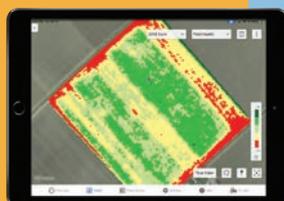
@salfordgroup

See our full line of products and find your local dealer at salfordgroup.com
Salford, Ontario • Elie, Manitoba • 1-866-442-1293

SEE THE BIGGER PICTURE



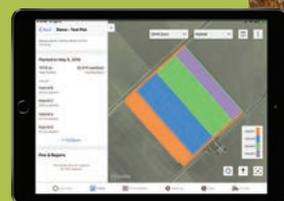
ANALYSIS TOOLS



IMAGERY & SCOUTING



LIVE MAPPING



PLANTING



Performance may vary from location to location and from year to year, as local growing, soil and weather conditions may vary. Growers should consult their agronomist, commodities broker and other service professionals before making financial, risk management, and farming decisions. Consult your agronomist, commodities broker and other service professionals before making financial, risk management, and farming decisions. A disclaimer. FieldView™ is a trademark of The Climate Corporation. Monsanto Canada ULC licensee. All other trademarks are the property of their respective owners.

R
RE

Uncover valuable insights year-round with tools that help you analyze crop performance at the field level.

Take advantage of our **one-year free trial offer**, receive your **FieldView Drive™**, and start mapping every pass you make in your fields.



Get started today at
ClimateFieldView.ca

evaluate data from multiple locations and years whenever
recommendations based on models. These do not guarantee results.
For more information at <https://climatefieldview.ca/legal/>
for their respective owners. ©2019 Bayer Group. All rights reserved.





Steering farms towards profits for over 20 years



Regardless of your Precision Ag Needs, GPS Ontario has you covered.

From guidance and auto steer to planter control, nutrient management application fertile-stripping, strip-till, variable rate, section control and yield monitoring, as well as water management systems including land leveling, tile drainage equipment and drainage design GPS Ontario has a platform solution to improve your farm profit. Our in-house data management team helps you to provide a cost of production per zone and the information to make the 4 R decisions across your entire farm.

GPS Ontario, a pioneer in precision ag for over 20 years is one of Canada's oldest and largest Trimble precision ag solution provider. Providing the industries most advance service and support. We are Trimble's leading software training group world wide to date. Contact GPS Ontario today to find out how we can solve your precision agriculture needs. GPS Ontario continues to pioneer the Advanced Technology of the Dawn Equipment Gen V by maximizing Fertile-Stripping Solution, to maximize a positive farm return on investment.

We can show you how to GROW more with LESS



1-877-785-9346

HARDI NORTH AMERICA COMMITTED TO LONG-TERM PLANT PROTECTION

HARDI North America's basic idea is to satisfy the user's requirements for quality products which ensure efficient, punctual and precise application of crop protection products. Our worldwide distribution and sales network comprise more than 100 countries.

Since 1957 HARDI has committed to the ever-increasing demands for efficient and precise plant protection. HARDI is the trendsetter within application of crop protection products. To achieve this position continued developments and innovation are essential.

HARDI is committed to the long-term future of plant protection. All sprayers leaving HARDI North America are tested according to the strictest quality standards. Our staff is knowledgeable, well trained and dedicated to provide you the highest in service, sales and parts support.

HARDI North America announced during the Farm Progress Show in Decatur Illinois the introduction of



the new NAVIGATOR i version. The NAVIGATOR i offers features from mid-size to full specification solutions with the best intelligent sprayer features allowing farmers to save up to 10% in chemical with AutoNozzleControl. Available features also include Automated cleaning with AutoWash, all new WorkZone concept for easier operation, an easy operation of fluid system, and fast diagnostics with SmartCom. The large range of high quality intelligent features makes the NAVIGATOR i the obvious choice.

NEW

The intelligent choice

NAVIGATOR

i version

- Higher precision and less overlap with single nozzle AutoNozzleControl
- Automated cleaning with AutoWash
- Automated filling with AutoFill
- Maximum agitation without foam with AutoAgitation
- Fast diagnostics for less downtime with HARDI SmartCom
- New functional design Workzone

<p>Maple Lane Farm Service Mt. Forest - 519-323-4289 www.maplelanefarmservice.ca</p>	<p>McGavin Farm Supply Walton - 519-887-6365 www.mcgavinequip.com</p>	<p>Profota's Farm Equipment Chatham - 519-354-5100 www.profotasfarmequipment.com</p>
<p>Ross Doble Sunderland - 705-357-3132 www.rossdobleinc.com</p>	<p>Shantz Farm Equipment Alma - 519-638-3317 www.shantzfarmequip.com</p>	

HARDI North America - 1500 W 76th St - Davenport, Iowa 52806
Phone: (563) 386-1730 - Fax: (563) 386-1280 - E-mail: info@hardi-us.com
www.hardi-us.com

Learn More. Visit hardi-us.com

#SprayHARDI

EASY TO UNDERSTAND. EASY TO SURVEY. EASY TO OPERATE.

The DEUTZ-FAHR iMonitor2 is the central control element for all Precision Farming applications. From tractor operation, ISOBUS application via the automatic steering

systems to data management, everything is available on a single clearly arranged user interface.

Modern touchscreen and exter-

nal MMI operation - which is conveniently integrated into the arm-rest - make the iMonitor2 an extremely comfortable interface between the tractor, implement, driver or symbols and a clear menu layout guarantee ease of operation.

For any further support, iMonitor2 offers the possibility to support via Remote Access.

Depending on tractor type and specification, two monitor sizes are available 12" (the largest tractor terminal on the market) and 8". For the simple guidance system (Visual Guidance) there is a smaller, more affordable monitor.

ISOBUS COMPATIBLE WITH ALL RELEVANT IMPLEMENT BRANDS.

The DEUTZ-FAHR ISOBUS interfaces at the rear and front of the tractor to ensure compatibility with the implements of all renowned manufacturers (basis for this : ISO 11783 standard). No matter which combination of devices are used - the operating screens of the implements are displayed on iMonitor2. The driver can individually operate all devices via a single monitor. This ensures the highest work comfort and improves visibility.

The DEUTZ-FAHR ISOBUS interfaces are AEF-certified (TECU class 2 and VT). They allow for even more integrated functions, such as automatic Section Control and automatic Tractor Implement Management (TIM).



Productivity is in your hands.

Tractors ranging from 65 to 336 Hp
Technology, efficiency and performance

Dealers

Almonte	M&P Farm Equipment Ltd	613 253-4957
Delhi	Farm Power Equipment	519 582-3800
Douglas	Bromley Farm Supply	613 649-2457
Harriston	Minto Ag Ltd	519 338-5751

Dealership territories available contact us at 306 514-2665

deutz-fahrincanada.com

*Conditions apply, ask your dealer for more information.



AgExpert Field

Crop insurance made easy

Enter your data once and it's ready all year long

Get everything you need for your crop insurance forms in one quick report. When it's time to file for seeding, storage and harvest, you'll be ready.

This year, use **AgExpert Field** for your crop insurance reports. Just \$399 a year.

fcc.ca/AgExpertField



TRANSPARENCY.
SIMPLICITY.
TRUST.

KRONE - CUTTING EDGE™ PERFORMANCE

FARMING 4.0 WITH KRONE

KRONE customers can choose between a number of practical solutions for managing their machine data. These include the KRONE Smart Telematics machine monitoring system and the universal data management platform AgriRouter. Machine and Fleet data are evaluated by NEXT Machine Management or AgForce. Another new offering is the E-Solutions Shop where you can download software applications and book extra engine output on demand and in real time on select Big X forage harvesters.

KRONE SMARTCONNECT – MACHINE TELEMETRICS

The KRONE SmartConnect telematics unit is the hardware element of the KRONE data management system. The unit has a multiple-network SIM card that connects automatically to the best network for the current location. A multiple-network SIM card allows SmartConnect to connect to the network currently

offering the best signal. If no network is available, the data are temporarily stored to the SmartConnect box for reliable, loss-free data communication.

KRONE SMART TELEMATICS

KRONE Smart Telematics offer fleet managers a bird's-eye view of all machines and their data, keeping them on top of what's going on in the harvest chain without having to make a single phone call. Tractor drivers know exactly where the forage harvester is and cross talk on the phone is history.

THE CCI.CONTROL MOBILE DATA MANAGEMENT

The CCI.Control Mobile App allows you to manage your machine data conveniently from the iPad. Receiving jobs, navigating to the field, monitoring productivity levels and transmitting the finished jobs can be done all from this app, making processes smooth and efficient.



PRECISION HAY AND FORAGE KRONE CCI 1200 ISOBUS DISPLAY

- Colour 12.1" touchscreen ISOBUS display
- Controls tow machines at the same time
- View machine graphics and camera feeds on the same screen
- Combines with Krone AUX Joysticks, cameras and Section Control options
- Run all your Krone branded equipment from one display

www.krone-northamerica.com/english/dealer.locator/

BROMLEY FARM SUPPLY
Douglas • 613-649-2457

CONNECT EQUIPMENT
Kitchener • 519-696-2568

FARM POWER EQUIPMENT
Delhi • 519-582-3800

MINTO AG
Harriston • 519-338-5751

CALLAGHAN FARM SUPPLY
Lindsay • 705-324-8686

DAN R
Winchester • 613-673-5830

HAWLEY'S GARAGE
Belleville • 613-969-5525

ONEIDA NEW HOLLAND
Caledonia • 905-765-5011

SHIVERS - YOUR LEADER IN PRECISION GRAIN DRYING TECHNOLOGY

For over 50 years, Shivers has been revolutionizing the agricultural industry with highly efficient Counter-Flow Grain Drying Systems. Capable of integrating into new or existing grain silos, Shivers Grain Drying Systems transform your operation into a comprehensive grain drying & storage solution.

A leader in precision grain drying technology, Shivers introduced the industry's first computer controlled system in 1982 and has been perfecting it ever since.

INDUSTRY LEADING COMMAND CENTRE

Known as the Command Center, this computerized control system automatically manages the entire drying system, allowing 24/7 operation and ensuring unprecedented drying precision. Utilizing a series of sensors throughout the system, the Command Center is constantly collecting data throughout the drying process. The computer continually crunches this data and automatically makes adjustments to ensure that the crop is dried precisely & consistently to the operator's pre-set specifications.

The Command Center's ability to provide the operator with a more

granular level of control also enables Shivers Systems to be used to dry a variety of grains - including corn, wheat, soybeans and more. Combined with Shivers LINK remote drying & storage management

technology, Shivers Counter-Flow Grain Drying Systems ensure a versatile solution that delivers higher quality grain, at higher test weights & more savings.

GRAIN DRYING SYSTEMS THAT LET YOU GET BACK TO WHAT'S IMPORTANT IN LIFE.

SHIVERS.COM

- ✓ - Set It & Forget It Drying Technology
- ↑ ↓ - Counter-Flow Efficiency
- 🔄 - Unparalleled Drying Consistency





FOR MORE INFORMATION:

<p>Advanced Grain Handling Brinston, ON 519613-652-1010 #223 Brantford, ON 519-770-5852 www.aghs.ca</p>	<p>Huron Feeding Systems Brussels, ON 519-887-6289 www.huronfeedingsystems.com</p>
<p>Devolder Farms Dover Centre, ON 519-352-3734 www.devolderfarms.com</p>	<p>Lambton-Kent Farm Implements Tupperville 519-627-3434</p>
<p>Embro Farm Systems Embro, ON 519-423-9595 www.embrofarm.com</p>	<p>Silver-Tech Systems Dunnville, ON 905-981-2350 www.silvertech.ca</p>





TOPCON PRECISION TECHNOLOGY FOR 2020 AND BEYOND



A LEADER IN AGRICULTURAL OPERATION SOLUTIONS - Topcon helps you address the challenges of modern agriculture from planting and field preparation to harvest with a modular, open architecture platform that grows when you are ready to maximize efficiency and lower your cost of doing business.

Whether you are new to precision farming or already a power user of precision products, you need to look

closely at the TOPCON portfolio of precision tools for full season productivity.

An industry leading AES-35 electric steering system for those non-steer ready platforms, universal compatibility, weather proof design, perfect for open-cab environments, easy-to-install and easy-to-use. Add the steering to one of 3 consoles - x14-x25-x35 family featuring - touch screen design, and grow your usage and demands as you grow.

There are so many components that can be added, the AGI-4 receiver - build it as needed - WAAS to RTK. Look beyond the bags to the Digi-star automated seed weighing solutions, or install a NORAC boom height control and reduce operator stress and boom damage by automatically keeping the nozzle tips at the correct distance from the top of the crop or the ground.

Whether your strategy is cost reduction, yield increase or both, the TOPCON modular approach to precision technology offers solutions that can GROW WITH YOU!

©2018 Topcon Agriculture is a global brand of Topcon Positioning Systems Inc.

TOPCON
Agriculture

**One thing we know for sure:
Seed doesn't grow in the bin.**

Which is why we make precision seeding and planting solutions that help you place the right amount of seed in the right place at precisely the right time to help you maximize profitable yield. Our technology puts control and accuracy right at your fingertips. Discover what it's like to work with a partner who gives you more.

RDS TECHNOLOGY NORAC DIGI★STAR topconag.com

HYDE BROTHERS
FARM EQUIPMENT (1997) LIMITED
39992 Rodgerville Road | Hensall, ON
HYDESALES@TCC.ON.CA
1-800-461-6089 | 519-263-2605
WWW.HYDEBROTHERS.COM

KINZE HARVEY FERDINAND Kubota
SERVING OUR CUSTOMERS FOR OVER 75 YEARS



CALL YOUR REP TODAY TO CONNECT WITH CLASS-A FARMS!



Scott Farhood
1.888.248.4893 x277



Samantha Renaud
1.888.248.4893 x257



Jennifer Longstreet
1.888.248.4893 x256



Glenn Ruegg
1.888.248.4893 x916



Jeff McKee
1.888.248.4893 x917

Better Farming Marketplace

"The phone is ringing off the hook today.
Mostly people reading our ad in **Better Farming.**"
~Actual Advertiser

TOTAL ON-FARM READERS: 90,410 ONTARIO ADULTS

CONTRACTOR
DISCOUNTS
AVAILABLE



DELIVERY ALL
OVER SOUTHERN
ONTARIO



ROOFING AND SIDING

RESIDENTIAL • AGRICULTURE • COMMERCIAL

WE SERVICE FROM CONTRACTOR TO DO-IT-YOURSELF HOME OWNER.

- Sheet lengths up to 35'
- 40 year paint warranty
- 22 colours of pre-painted steel
- 10 different profiles to choose from

DEAL DIRECT WITH THE MANUFACTURER

VICTORIAN SERIES ROOFING

www.victorianseries.com

Standing Seam Metal Roof



Enjoy benefits of a portable rollformer

- Considerable less waste, roll out what and when you need it.
- No loading, unloading, transport of finished product damage.
- No need to order extra product to be sure to have enough to do the job.
- Cross cut angle saw for various angles on hips and valleys etc.
- 16" Coverage with no external screws.
- We will roll it off for do it your self or professional contractors.
- No shipping and packaging and waste to dispose.

Matching trims and accessories made in house. Manufactured in central Ontario using Canadian coil stock. 40 year warranty on paint, Lifetime warranty on steel. Large network of contractors to cover Ontario. Feel free to call for competitive rates today.

Tile Appearance Metal Roof



- Full length sheet, considerable less waste and less joints to leak.
- Most common residential colours with textured no glare finish in stock.

LINWOOD INDUSTRIAL CORP

153070 Southgate Side Road 15, Proton Station ON
1-519-923-9995 • orders@linwoodcorp.com



BUILT TO KEEP GOING. BECAUSE A FARM NEVER SLEEPS.

The Massey Ferguson® 7700 Series tractor is all about uptime, comfort and productivity. Its row crop performance and barn work agility enable it to tackle any job on the farm. With a wide choice of power, transmissions, cab specs, hydraulics and PTO options, the 7700 Series is an ultra-dependable and low-maintenance machine in a class all its own.

FROM MASSEY FERGUSON
A world of experience. Working with you.

www.masseyferguson.us

Massey Ferguson is a worldwide brand of AGCO.

CHECK OUT THE MASSEY FERGUSON 7700 SERIES AT:

HAWLEY'S GARAGE

Belleville
613-969-5525

MCKEOWN MOTOR SALES

Spring Brook
613-395-3883

SHANTZ FARM EQUIPMENT

Alma
519-638-3317

W.J. LAMBERT & SONS

Beaverton
705-426-7374

©2015 AGCO Corporation. AGCO is a registered trademark of AGCO. Massey Ferguson®, MF®, the triple triangle logo®, is a worldwide brand of AGCO. All rights reserved. MF15P034CRv01

Marketplace

Jeff McKee
1.888.248.4893 x917



Jennifer Longstreet
1.888.248.4893 x256



Scott Farhood
1.888.248.4893 x277



Samantha Renaud
1.888.248.4893 x257



Glenn Ruegg
1.888.248.4893 x916



CALL YOUR REP TODAY TO CONNECT WITH CLASS-A FARMS!

I HELP FARMERS GET FARM LOANS



My name's Andre Ouimet. My grandpa was an apple farmer. One season he had a bad harvest. The bank he was loyal to for years turned its back on him. He lost the farm and moved our family to the city. To this day, my dad still chokes up as he tells the story of how the bank seized our ancestral home. I know how hard farmers work. I know how hard my grandpa worked. It was NOT his fault. He needed a temporary helping hand and no one was there to help him. Because of my family history, I wanted to do something to help farmers, so I became a licensed Mortgage Agent with **EXPERT MORTGAGE**. Now I can help farmers **ACROSS ONTARIO** better than the banks can because I don't follow **BANK RULES**. I specialize in agricultural lending. With over 200 private lenders to back me up, I **SET THE RULES!**

Even if you have **BAD CREDIT & NO PROOF OF INCOME**, I can still help you

FARMOWNERS! Call NOW for FAST, EASY CASH!

I REPRESENT OVER 200 LENDERS

Many provide 1st, 2nd and 3rd mortgages **even with:**

- Horrible Credit
- Bankruptcy
- Unemployed
- Mortgage Arrears
- Property Tax Arrears
- Power of Sale
- Self-Employed
- Pension & Disability

CALL ANDRE NOW
to put your mind
at ease

Call me 7 DAYS A WEEK for
a confidential consultation
Toll Free Across Ontario
1-888-982-7954
Andre Ouimet - Mortgage Agent



Does your bank offer payments **THIS LOW?**

Mortgage Amount	Monthly Payment	Bi-weekly Payments
\$200,000	\$922.95	\$425.98
\$250,000	\$1,153.69	\$532.48
\$300,000	\$1,384.43	\$638.97
\$350,000	\$1,615.16	\$745.47
\$400,000	\$1,845.90	\$851.96
\$500,000	\$2,307.38	\$1,064.95
\$600,000	\$2,768.85	\$1,277.94
\$700,000	\$3,230.33	\$1,490.93
\$800,000	\$3,691.80	\$1,703.92
\$1,000,000	\$4,614.75	\$2,129.90

Rates as of
Feb. 2020,
OAC

Most banks underwrite loans using standard commercial lending guidelines that don't make any sense for farms. Coming from a farm family, I understand the farming community.

Talk to me if you'd like to...

- Buy more land or new equipment
- Repair or construct new buildings
- Refinance your existing debts
- Buy quota

I can offer qualified farmers...

- Up to 80% of FULL farm value
- Up to 30 year amortization
- Operating lines of credit

CALL ME EVEN IF EVERYONE ELSE HAS SAID NO!

With over 200 lenders at my disposal I can get you a mortgage even with...

- Bad credit
- Power of sale
- Tax arrears
- Poor cashflow
- Mortgage arrears
- No financials

Send me a question online at www.iHelpFarmers.ca or email me at andre.ouimet@expertmortgagebroker.com



Bale Baron

5250 | **BIG** PRODUCTION
BETTER JUST GOT

INTRODUCING THE NEW BALE BARON 5250!

- IN-CAB ISOBUS CONNECTIVITY
- WIDER STANCE FOR BETTER STABILITY
- REDESIGNED CUSHIONED CYLINDERS
- LOWER BALE PICKUP AND ROLLERS
- GAS SHOCK MOUNTED ACCESS PANELS
- GREASELESS NITRIDED PINS AND COMPOSITE BUSHINGS
- SWING OUT TWINE CABINETS

Introducing the completely redesigned Bale Baron 5250 Series.

Building on the original design principles that Bale Baron owners appreciate, the new 5250 models feature many impressive upgrades designed to improve productivity and serviceability.



SMALL BALES. BIG PRODUCTION.

1-519-887-9910 | www.marcrestmfg.com



**CK
10SE**
35-40 HP



Kioti.com

0% UP TO **72** Months **OR** UP TO **\$3625** Cash Back* (T-L-B)
Financing*

BlueWest Equipment
Courtland • 519-688-0909

Bromley Farm Supply
Douglas • 613-649-2457

Coleman Equipment
New Dundee • 519-696-2213

Doug's Small Engines
Castleton • 905-349-3027

Halnor Farm Equipment
Waterford • 519-443-8622

Kucera Group
Alvinston • 519-898-2961
Chatham • 519-351-4300

Regional Tractor
Freelton • 905-659-1094

Turf Care Products
St Marys • 519-284-0549

*Cannot be combined with any other offer. Rebates and/or financing based on the purchase of eligible equipment defined in promotional program. Pricing and rebates in US dollars. Additional fees including, but not limited to, taxes, freight, setup and delivery charges may apply. Customers must take delivery prior to the end of the program period. Some customers will not qualify. Some restrictions apply. Offer available on new equipment only. Pricing and rebates in Canadian dollars. Prior purchases are not eligible. Offer valid only at participating Dealers. Offer subject to change without notice. See your dealer for details. © 2019 KIOTI Tractor Company a Division of Daedong-USA, Inc.



Help restore native maples to Ontario's rural landscape

Find out how to claim your **25% Rebate** when you plant native maples this spring

Visit www.mapleleavesforever.ca to learn more



MAPLE LEAVES FOREVER

Follow Us for year-round tree care tips



VISIT OUR WEBSITE OR CALL US TO FIND A *DEALER* IN YOUR AREA!



VERTICAL WING LAND ROLLERS



- 22'-34' available
- 2 wheel design (8 bolt 14 ply 12.5L 16)
- 30 diameter rollers 3/8" thick
- 2" main bearings

X FOLD

- 30' - 47'
- 30" diameter drum
- 3/8 & 7/16 wall
- 2" HD ductile bearings



**3 OTHER MODELS AVAILABLE
- UP TO 65'**

CRIMPER ROLLERS

Smyth "CRV" series land rollers are similar to our "VS" series. Benefits of the crimp roller include:

- Cover crop management
- Ideal for organic farming
- Reduces the use of herbicides
- Prevents soil erosion
- Reduces water evaporation from soil
- Saves time

Specs:

- 12 blades per drum (7-3/4" spacing)
- 1/4" thick blades
- 30" diameter crimp rollers
- Replaceable 1/4" blades



**X-FOLD
(CRX MODEL) AND
CRS CAT II 3 POINT
HITCH MODELS
ALSO AVAILABLE**

Each section of the 12' Main is made up of (2) 6' pieces to form a chevron shape for easy rolling.

CONVENTIONAL SNOWBLOWERS

- 3pt Hitch Blower
- 4' to 10' sizes available

10' HDD INDUSTRIAL SNOWBLOWERS

Optional:

- Telescopic truck loading chute
- Rotating fan housing - side discharge
- Wing edges - fixed or hydraulic steering
- 1,000 RPM Flex hood
- Bolt on cutting edge
- Orbital motor hood turner

Specs:

- 20"x20" double augers
- 12"x36" fan



**PTO, Hydraulic,
Front Mount
& Pull Type
Snowblowers Available!**



Like us on f

519-529-7212 • www.smythwelding.com

STABLING



MSD Pro-free stall with curved neck rail

Strongest stall on the market

Durability guaranteed for 10+ years



Contact: **Michael Pyfferoen**, Cell: 519-373-9494
Tel. & Fax: **519-794-3933**, mpyfferoen@sympatico.ca
Sideroad 5 #702904 Williamsford, ON N0H 2V0

www.sgate.ca



ROBERT J. MORRIS INSURANCE & CONSULTING LTD.



Jonathan Folkema
Insurance Broker
519-283-6608 ext 207
jfolkema@rjmorris.ca

Ashley Marchildon-Henderson
Insurance Broker
519-283-6608 ext 204
ashley@rjmorris.ca

A fresh look for your farm insurance

#235545 23rd Line, Thamesford, ON N0M 2M0



INNOVATION INGRAINED



- ADVANCE CONSTRUCTION**
Waterloo • 519-742-5878
Harriston • 519-510-5878
- HUB INTERNATIONAL**
Port Perry • 905-982-1500
- HUB INTERNATIONAL**
Lindsay • 705-324-6136
- REIS EQUIPMENT**
Renfrew • 613-432-4133
Winchester • 613-774-2273
St. Isidore • 613-527-1501
- BROWNLEE EQUIPMENT**
Earlton • 705-563-2212
- D&W GROUP**
- DOUGHTY & WILLIAMSON**
Jarvis • 519-587-2273
- NORFOLK TRACTOR**
Simcoe • 519-426-1090
- BRANT TRACTOR**
Brantford • 519-449-2500
- RED TRAC**
Vineland • 905-562-4136



www.jcb.com



4160
160 hp • 43 mph
CVT transmission



4190
189 hp • 43 mph
CVT transmission



4220
217 hp • 43 mph
CVT transmission



8290
280 hp • 43 mph
CVT transmission



8330
335 hp • 43 mph
CVT transmission

A BETTER FARM SUCCESSION PLAN



Succession ReDefined

**DEFINITION
FINANCIAL**

1-844-833-3463 EXT: 100
DEFINESUCCESS.CA

**“Not today boys,
it’s a Diamond Bar.”**



**Keep your livestock in
check with a Quality
Gate by Diamond Bar.**

Open up to excellence with Diamond Bar Gates, Corrals and Feeders. Featuring welded unibody strength, durable powder coated finish and an innovative chain-latch, a Diamond Bar Gate easily installs on your existing post or hinges. Call us today to learn more.

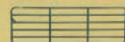
FEEDER PANELS



HAY FEEDERS



GATES



CORRALS



Diamond Bar

1.866.589.8147
www.diamondbargates.com
MADE IN CANADA

EECI13796-S011-01

TUBE•LINE



NITRO 725RS

- Box Capacity 767 heaped cubic feet
- 5/8" logging chain (Limited Lifetime Warranty)
- Tandem or single axle options
- Overrunning Clutch reduces stress on gearbox
- Torque Limiter reduces driveline damage
- PTO with CV shaft
- Polyboard Floor

Find us on  @TubelineMFG
www.tubeline.ca 1.888.856.6613

LS Tractor

www.LSTractorusa.com
LS Tractor - Excel in Your Field.



**2019 Dealer's Choice Award
Winner #1 Tractor Manufacturer.
Five. Years. Running.**



XR4100 Premium Series - 40-55 HP Mechanical or Hydrostatic Transmission

Dealers

B & G Loughlin Tractors Inc.
Mountain 613-989-2636

Bourbonnais Equipment Inc.
Sarsfield 613-835-2623

Bromley Farm Supply
Douglas 613-649-2457

Get more standard features with 

Rusty's Power Washing
Courtright 519-332-9821

Milestone Equipment Ltd.
Millbank 519-595-3157

Vande Goor Ag Service
Norwich 519-424-3574

Excel in Your Field™

Traction Plus

The specialist in concrete grooving and planing.

Experts in animal locomotion

For a healthy and productive cow



We'll come to your farm to study your needs and give our best advices



514 209-1503
traction-plus.com



One Tough Animal



TAKE ON TOUGH JOBS. SEASON AFTER SEASON.

Bobcat Company invented the skid-steer loader. And we never stopped making it better. Bobcat® skid-steer loaders are tough, agile and versatile compact machines that can tackle an incredible number of jobs.

Bobcat®, the Bobcat logo and the colors of the Bobcat machine are registered trademarks of Bobcat Company in the United States and various other countries.

Bobcat of Brantford
Brantford 519-752-7900
www.bobcatofbrantford.com

Bobcat of Grey Bruce
Owen Sound 519-372-9100
www.bobcatoftc.com

Bobcat of London
London 519-455-4900
www.bobcatoflondon.ca

Bobcat of Stratford
Stratford 519-393-6040
www.bobcatofstratford.ca

Bobcat of Tri Cities
Kitchener 519-579-9100
www.bobcatoftc.com

Can Am Tractor
Chatham 519-351-4300
www.kuceras.com

McGavin Farm Equipment
Walton 519-887-6365
www.mcgavinequip.com

For Tree Baskets
And Burlap Liners
Now Contact
SETTLER
www.settler.biz



TREE SPADES
FOR MANY CARRIERS

BAUMALIGHT

FACTORY DISCOUNTS
Check Online

1-866-820-7603 | BAUMALIGHT.COM
Southwestern Ontario | Matt Fallis 519-993-1201
Northeastern Ontario | Tom Habel 613-222-4803

MANUFACTURED
IN CANADA

MFG OF MINI SKID STEERS AND A VARIETY OF ATTACHMENTS
BRUSH MULCHERS | STUMP GRINDERS | TRENCHERS
SCREW SPLITTERS | ROTARY BRUSH CUTTERS
PTO GENERATORS | AUGER DRIVES | DRAINAGE PLOWS
TREE SPADES | TREE SAWS & SHEARS | BOOM MOWERS
TREE PULLERS | FELLER BUNCHERS | EXCAVATOR ADAPTERS

CAT 1 & 2 TOP LINK CYLINDERS



- CAT I #HTC-1-8, 2" bore x 8" stroke
- CAT II #HTC-2-10, 2.5" bore x 10" stroke
- CAT II #HTC-2-14, 2.5" bore x 14" stroke

SHW BALE SPEAR TINES

- High quality Spring Steel, made in Germany
- Cone and thread CNC machined, hardened and tempered
- Each spear is checked in production to ensure straightness
- Relocated to today's location in 1763
- Conus 1, 2 and 3 - straight, curved and cranked available



REAR BLADE



NB Series Blade

- End plates and skid shoes available for all models

There is a BISON Rear Blade for every job and price range...

- 80 and 120HP Models
- Full Hydraulic Angle, Offset and Tilt options and with standard 8" cylinders (full adjustment without moving cylinder)
- Precision formed moldboard that cuts and roll soil rather than dragging
- Rotate moldboard 360o with forward and reverse positions

MOHAWK
EQUIPMENT LIMITED

Over 150 dealers in Ontario

519-753-3164 mohawkequipment@bellnet.ca
www.mohawkequipment.ca

A Great Lineup of **CHEVY PICKUPS**

Plus
**HUGE
DISCOUNTS**
for OFA Farmers

BARRY CULLEN



THE
**REGIONAL
DEALER®**
AND THE
**SILVERADO
SHERIFF™**

It's time to call the **SILVERADO SHERIFF**
519-824-0210
Guelph, Ontario
www.barrycullen.com | info@barrycullen.com



OFA Ontario
Federation of
Agriculture

STEEL FRAME STORAGE BUILDINGS



Wicketthorn Farms - 100' x 162' Fabric Roof Commodity Storage

Every design feature of a WeCover fabric roof storage building has a purpose and a strength. This custom engineered steel frame structure is also available with a fully insulated steel roof option. WeCover freespan storage buildings offer an abundance of wide open storage space without any obstructions.



1-877-849-9049 | wecover.net



SEATAINER BUY DIRECT FROM THE TERMINAL

TERMINALS INC. OVER 1600 CONTAINERS ON SITE TO CHOOSE FROM

SECURE DRY STORAGE CONTAINERS CERTIFIED FOR EXPORT



NEW & USED VISA / MASTER CARD / DEBIT



SEATAINER TERMINAL'S SALES DIVISION IS WELL ESTABLISHED AND READY TO SERVE ALL AGRICULTURAL, INDUSTRIAL AND COMMERCIAL MARKETS. WE OFFER A WIDE VARIETY OF CHOICES FOR YOUR STORAGE OR SHIPPING NEEDS. OUR GUARANTEED QUALITY AND COMPETITIVE PRICING WILL ENSURE THAT YOU RECEIVE THE BEST PRODUCTS IN THE INDUSTRY. WE SELL BOTH NEW AND USED CONTAINERS ENSURING FLEXIBILITY ON PRICE AND SELECTION.



WIND & WATER TIGHT. STRUCTURALLY SOUND.

905.893.2932 Get additional saving with volume discounts

7050 Major Mackenzie Drive W., Kleinburg, ON L0J1C0

1-647-212-9432

Direct Sales Line

email: sales@seatainerterminals.com

website: www.seatainerterminals.com

Any make, any model - new or used!

FALL/WINTER 2019/2020

At your service for over 40 years!

Specials for Fellow Ontario Farming Association Members.



\$868⁹⁰/mo*
No Money Down!

\$698⁴⁶/mo*
No Money Down!

Pricing based on factory orders.

2020 CHEV 2500 CREW CAB - 4 WHEEL DRIVE

48 Month Lease = \$868.90/mo + HST
Buyback = \$13,300.00

Unlimited Kilometers • No \$ Down • Freight Included
Open-end Lease - Guaranteed Buyback
*CASH PURCHASE PRICE ALSO AVAILABLE.

- 6.6 LITRE GAS
- SNOW PLOW PREP
- BLUE TOOTH
- POWER LOCK/ WINDOWS
- HEATED MIRRORS
- CLOTH SEATS
- H.D. TRAILER TOW
- TRAILER BRAKE CONTROLLER
- ALL TERRAIN TIRES
- KEYLESS ENTRY
- REAR VISION CAMERA
- SPRAY IN BOX LINER
- REAR WINDOW DEFROSTER

2020 DODGE RAM TRADESMAN 1500 QUAD CAB - 4 WHEEL DRIVE

48 Month Lease = \$698.46/mo + HST
Buyback = \$10,600.00

Unlimited Kilometers • No \$ Down • Freight Included
Open-end Lease - Guaranteed Buyback
*CASH PURCHASE PRICE ALSO AVAILABLE.

- 6.4 LITRE GAS
- BLUE TOOTH
- POWER LOCKS/ WINDOWS
- LOTH SEATS
- CLASS IV TRAILER HITCH
- TRAILER TOW MIRRORS
- TRAILER BRAKE ON TROLLER
- KEYLESS ENTRY
- CRUISE CONTROL
- BACK UP CAMERA

*Includes freight, a/c tax etc. - only 1st month payment due on delivery (oac) + \$395.00 admin. and \$51.00 Ontario PPSA plus license plates. Limited time offer. Subject to prices and interest rates at time of delivery. Vehicles above may not be exactly as illustrated.

John Orviss
Commercial Trucks and Equipment Manager
416-230-6735
john.orviss@newroads.ca

Steve Jemmett
Commercial Trucks and Equipment Manager
416-587-1021
steve.jemmett@newroads.ca

www.newroadsleasing.com
Your Vehicle and Equipment Leasing Source



Handles all crops with power and efficiency

FERTILIZER & CROP TRANSPORT AUGER

- Sturdy removable plastic hopper fits under standard hopper wagons
- Hydraulic top drive
- 3-stage telescopic down spout — adds to your filling convenience
- Easy to tow

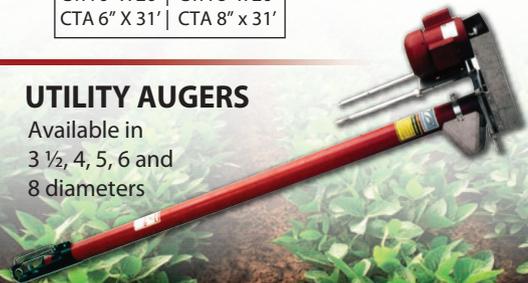


6 Models

CTA 6" X 21' | CTA 8" X 21'
CTA 6" X 26' | CTA 8" X 26'
CTA 6" X 31' | CTA 8" X 31'

UTILITY AUGERS

Available in 3 1/2, 4, 5, 6 and 8 diameters



WEBERWAY Inc.



866-638-2104



Deal OF THE MONTH

CHECK OUT AG BUYER'S GUIDE THIS FEBRUARY

\$4,900



Canadian Hemlock Barrel Sauna With Front Porch Interior Light Stainless Steel Hoops Tinted full Glass Door 6KW heater Sauna Stove and Stones 71" x 71" x 83"

Buyer's 519-837-0710

\$194,500



JD 2016 8320R 744 Hrs, PPS, 20F/20R, Premium Radio 175,050
Cash Deal, No Trade

McGrail 519-352-9480

\$12,000



Used
John Deere 7000 Planter

BRIAN SHANAHAN FARMS 519-870-0367

\$31,000



Hardi Navigator 4000 1200gal tank, HC5500 rate controller, 90ft/6 sect boom, chem educator, triple nozzle bodies w/ 2 sets of tips, 320/90R46 tires w/ 70% tread.

EGGER 905-774-1060

\$18,500



UFE JD 980 Cultivator, 32' Wide, C-Shank, 3 Bar Spring Harrow, Good Condition

Buyer's 519-837-0710

\$76,900



Used 2017 Volvo EW60E Excavator Diesel, Hyd Straight Blade and Thumb, 24" Trench Bucket, Cab/Heat/Air, Radio, Heated Seat, 12-16.5 Tires

Stewart's 519-833-9616

\$229,900



2013 New Holland T9.390 - Tractor, 3000hrs, 4wd, cab, powershift, 520/42 duals-V4 remotes

ROBERTS 1-800-265-4773

\$95,000



STX325 - 2002, 6443 HRS, manual

lacera 519-351-4300

\$115,000



MF 7495 One owner home, 10/10 condition, CVT tractor.

ADVANTAGE 519-845-3346

\$49,500



JCB 527-55 compact tele-handler, 3100 hours, coupler, forks, 6000lb., 18' lift height.

Buyer's 519-742-5878

Call for pricing



Gehl 170 Mixmill, hyd, load auger, very low use, unit is in new condition.

D.M. HORST & SON LTD 519-669-2520

\$25,000



Komatsu WA 350 Wheel Loader

Stoneage 519-393-6415

\$27,500



New red Bach-Run 3642CF land roller, 36" drum, 42' wide

BACH-RUN 519-595-4029

\$28,900



New Holland L223, very clean.

BM 519-323-4375

Call



2011 Toyota, 3-stage mast, side shift, 6500lb outdoor, diesel

NORTH WELLINGTON LIFTRUCK 519-848-3504

\$12,500



Ford 7600 Tractor. New drop in engine, 18.4R34, cab, axle weights.

HOWE'S FARM EQUIPMENT 613-678-5599

Call for pricing



KUBOTA L3560HSTCC Cab Tractor 37 HP, 4WD, factory installed cab w/heat & A/C

DeBoers Equipment 519-846-5388

Call



Deutz Fahr Agrottron M410, Quicke loader, 50 km, 1890 hours, just in.

MILESTONE 519-595-3157

\$89,995



JCB Agri Telescopic Forklift 536-60AG, 2417 hours, like new

CASHTOWN 705-790-7852

\$104,900



2014 4100hrs, 240 HP, CVT transmission, rear duals & weights, 5 rear remotes

GJ FARM EQUIPMENT 519-669-1051

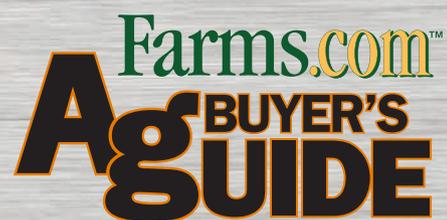
\$189,000



S/N: 307172, Stk#: 544190
2016 VERSATILE 375, 380 Hrs, 375 HP, MFWD, 4 remotes, autosteer ready, rear weights, 12x4 spd, STD Trans

HYDE BROTHERS 519-263-2605

Deal OF THE MONTH





Companies can improve their chances of filling vacant positions by offering a comprehensive range of workplace benefits.

Competition in today's job market is tough for both candidates applying for positions and for employers searching for new employees. For businesses, hiring candidates can be costly on many levels. Revenue can be lost while positions are vacant, there are costs required for training and onboarding, and companies invest significant dollars in providing employees with total compensation packages.

The negative impacts that vacant positions have on organizations can be significant. In our recent AgCareers.com 2019 Canadian Agribusiness HR Review, employers indicated that it can take up to 12 weeks to fill senior sales and executive roles while middle management roles typically take six to 12 weeks to fill. Companies also noted that it can take between six to eight weeks to fill salaried staff positions and recruitment for entry-level positions can take up to four weeks.

These lengthy recruitment periods are linked in part to the competition for talent. Recruitment challenges continue to be a significant factor for business success. The AgCareers.com 2019 Canadian Agribusiness HR Review found that nearly 43 per cent of employers are concerned about their company's recruitment challenges and organizations are focusing their efforts on multiple strategies for hiring talent. Fifty-six per cent of employers are offering better benefit packages to compete with other employers and 43 per cent are providing higher compensation packages while 33 per cent are providing employees with flexible working hours and recognition programs.

Workplace benefits are not just health and dental coverage, but rather a comprehensive package that also includes things like vacation entitlement, short- and long-term disability coverage, corporate cell phones, and reimbursement for home office costs and vehicle usage.

Potential candidates, however, may also consider other benefits like team lunches, health and fitness credits or standing desks for physical well-being to be important.

Compensation comes in many forms depending on the role and the position's level of responsibility. Farmers involved in primary agriculture may have a different set of expectations given the timing and seasonality of work compared to other sectors in the value chain that employ people with different skills.

However, a common challenge for employers is ensuring that they provide a competitive compensation package to employees. At AgCareers.com, we offer an annual salary survey which provides data to employers to ensure they remain fully informed about current compensation expectations and trends. Please contact us

for more information regarding the Compensation Benchmark Review salary survey.

Many companies are experimenting with workplace policies in an effort to help employees maintain a work-life balance. Workplace flexibility will continue to be of interest to employees as more companies offer work-from-home options or flexible working hours. So, if your business hasn't adopted a framework to address flexibility in the workplace, just know your competitors are doing it.

Remember that although your company may offer the right balance of compensation, workplace benefits and flexibility, this doesn't necessarily guarantee that your job postings will generate a long list of qualified candidates. Or, perhaps the individuals who apply for your jobs aren't exactly a perfect fit for the role. Companies should consider hiring individuals who have potential as opposed to only hiring candidates that perfectly match the job description.

Finally, I relate the process of attracting, recruiting and hiring a new team member to that of providing excellent customer service. Treat your prospective candidates as you would your prospective clients. Woo candidates in your recruitment process, your compensation offer and your company's workplace flexibility. The song from Cheap Trick called "I Want You to Want Me" could be the perfect anthem for today's competition for talent. **BF**

To place an advertisement
or job announcement
in our next issue

CALL SAMANTHA OR CHRIS
877-438-5729

Member of the **Farms.com** Group of Companies.

CANADIAN JOB POSTINGS IN AGRICULTURE & FOOD



Parkona Properties is looking for an experienced **Agriculture Farm Equipment Operator/Sprayer Operator** to join their growing team in St. Thomas, ON. With your knowledge of cropping operations and operation of heavy farm machinery you will be a great fit for this exciting opportunity! **Apply now at www.agcareers.com.**



As **Woodrill's** new **Customer Relations & Administration Representative** you will have an opportunity to grow and learn within a diversified and progressive company in Guelph, ON. Bring your administrative experience and agriculture background and be ready to take on new projects and initiatives. **Apply now at www.agcareers.com.**



Join a team that shares your passion and enthusiasm for Canadian grain! **Parrish Heimbecker, Limited** is looking for a **Terminal Manager** to join their team in Owen Sound, ON. PH is growth-oriented, and you will be responsible for leading the smooth operations of all terminal activities. **Apply now at www.agcareers.com.**



London Foods Ltd. is one of Canada's leading international meat trading and import companies and they are looking for a new **Poultry Trader** to join their team based in London, ON. If you have experience in the Poultry Industry or retail meat sales this could be a great position for you! **Apply now at www.agcareers.com.**



Do you have a Bachelor's Degree in Agricultural Science and at least three years of Horticulture Field Experience? **Syngenta**, a leading agriculture company dedicated to feeding the world and improving global food security, is looking for a **Field Biologist, Horticulture** for their team in Plattsville, ON. **Apply now at www.agcareers.com.**



ANDREA MACLEAN,
Zoetis Animal Health

Andrea MacLean has recently accepted a position with Zoetis as a Territory Manager for south-western, Ontario on their Cattle, Equine and Genetics team, where she will be working with veterinary practices, and meeting on farm as well with producers on specific health and management issues. Andrea has a diverse agricultural background, with her last 9 years of experience being in the animal health industry with Kane Vet Supplies. Prior to that, Andrea has also worked in sales for Cargill, and sales and logistics for Ontario Pork. Andrea has an Animal Science specialization from the University of Guelph, and a passion for the industry that stems from growing up on her family's dairy operation in Napanee, Ontario.



WORK WITH US!

We are accepting applications/resumes for the following position.

ADVERTISING SALES

Full-time career opportunity for a home-based salesperson. You love farming and are an enthusiastic, persuasive communicator.

APPLY TODAY TO
JOIN OUR TEAM:
Paul.Nolan@BetterFarming.com



The Business of
Ontario Agriculture

The Best Price. The Best Readership. The Best Farming! Call 1-888-248-4893 x257 to place your ad.



ADAM DEGROOTE
 REAL ESTATE BROKER
 CELL: (519) 732-7724
 ADAMDEGROOTE.COM | ADAM@ADAMDEGROOTE.COM
*Not intended to solicit those currently under contract.



SOLD
 2561 Windham East-Quincy Line Road, Vanessa, ON. Asking \$1,500,000. 27 acres. Gorgeous "country style home". Includes outbuildings.



Elliot Road, Scotland. Asking \$1,500,000. 100 acre parcel. No buildings currently. Approx. 75 tillable acres. A home can be built here.



Brantford Road, Vanessa. \$279,000 each. Nice level building lots ranging from 1.3 acres to 1.75 acres in Norfolk County. Build your dream home in the country.



SOLD
 438 Second Con Rd, Brantford. \$1,500,000. 49 total acres. Good clay soil (loam (tiled) acres. Beautiful 4000 sq ft brick ranch home and 47' x 31' horse barn with 7 stalls and tack room.

RE/MAX TwinCity

NEW LISTING FERGUS/ORANGEVILLE, ON
 - 744 acres parcel with feedlot, 610 workable acres. 2 houses, 3 barns, bunk silo, feed processing mill that has the capacity to finish 5000 head per year. Shop and implement storage as well. Productive land is open bottom and some loam with tile. Additional land available for rent.

BLOOMINGFIELD, ON - Desirable 340 +/- acres with 285 +/- workable clay loam soil. Located on paved road only minutes from Bloomfield. No buildings located on this property makes this a prime locations for a new operation or expansion.

PAISLEY, ON - 100 acre cash crop farm systematically tiled every 20 & 30 ft.

NEW HAMBURG, ON - 97 acre farm with brick home including granny suit and newer addition! Features numerous outbuildings and is conveniently located on paved road not far from highway 7/8.

PROPERTIES WANTED: cash crop farm.

RE/MAX
 a-b Realty Ltd., Brokerage* - Stratford
 Independently Owned & Operated

John Jantzi, Sales Representative
 Cell: 519-571-3894
 jjantzi@netflash.net



www.ontariofarmsales.com



BRANT COUNTY - 75 ACRES
 of arable land for \$815,000
 plus an additional 46 acres for an additional \$399,000

BRANT COUNTY - 46 ACRES
 of arable land for \$399,000
 plus an additional 75 acres for an additional \$815,000

www.farmsales.ca
 ALISTER MACLEAN amaclean@ccim.net or TRACEY FLYNN reachtracy@gmail.com
 Sutton Group Select Realty Inc Brokerage
 Sales Representatives
 farmsales.ca 519-425-2000



maplesyrupjack.ca

HOBBY MAPLE SYRUP FARMS, VACANT LAND WITH MAPLE TREES, VACANT LAND ANYWHERE IN ONTARIO

If you are buying and/or selling contact: Jack Biernaski CPM®, MHM Sales Rep
 j.biernaski@sympatico.ca
 Cell/Text: 613-633-6731
www.jacksells.ca




JUSTIN DESECK
 SALES REPRESENTATIVE

THINKING OF BUYING OR SELLING FARMLAND?
 I am working with a number of buyers and sellers for land across Southwestern Ontario. If you want to work with someone who values both integrity and your privacy give me a call to discuss your plans! I can help structure a sale that meets your needs and provide exceptional service and communication along the way!

Visit my site at: buyandsellontariofarms.com

JUSTIN DESECK, Sales Representative
 Sutton Group - Select Realty Inc. Brokerage,
 Independently Owned and Operated
226.926.7653

When it's time to sell the farm.
1-888-248-4893 x257




ANTIQUES**ANTIQUES**

1000

HORSE DRAWN ROAD GRADER, made in Goderich. 519-237-3305.

FARMALL 140, w/ cultivators, good cond, \$4500. 519-983-6848.

TOLEDO SCALE, on wheels, 100kg capacity, \$700. 519-983-6848.

SILVERWOOD'S MILK WAGON, on rubber, restored inside & out, usable, \$3000. 905-765-2321.

FARMALL H, older restoration, good tires, \$2000. 519-331-0040.

RESTORED IH 400, exc cond, big tires, plus D21 top link & D21 parts book. 519-371-0887.

1940 OLIVER 99, older restoration, \$2800, OBO. 519-389-0921.

SWING BEAM BARN TIMBER, hand hewed, very old, 40' long, 11 x 11" each end and 11 x 17 in the center, part of old farm shop, track carriage and chain fall avail. 519-363-5845.

65 MASSEY TRACTOR, w/ motor, hyd, bucket, good tires, gas, \$4500. 519-216-8052 or 519-939-8598.

IH FARMALL ANTIQUE TRACTORS, 1953 Farmall H & 1952 Farmall M, both in show condition. 519-236-4798.

ANTIQUA CHAIRS, Captain's & Press-back, some need repair. 519-348-8170

AC "G", exc original cond, complete set of attachments, \$7000. 519-365-4266.

SEVERAL HORSE BUGGY'S, call for details. 519-365-5725.

JD B TRACTOR; CORN BLOWER, w/ pipes. 519-378-4073.

2 - PLATFORM SCALES, on wheels. 519-378-4073.

1961 MF 95 SUPER, diesel, straight tin, \$4200. 519-379-1131.

1955 JD 40S, w/ loader, \$2200. 519-379-1131.

AC D17 TRACTOR, w/ HD Reese loader, tractor is common, but real good loader. 519-392-6633. Days.

DAVID BROWN 950, (RED), bad clutch, good motor, PS, loader w/ 2 controls. 6' wide bucket avail. Best Offer. Brantford Area. 519-484-2985.

AC D17 & CA, good tinwork, run well, good working order. 519-537-1802.

SEARCHING FOR 1952 FARMALL H & MCCORMICK W4, serial number 390038 (Farmall), purchased from a Bruce County mechanic in the Chpstow area. 519-881-0399.

JD 730 STANDARD, diesel, pup start, \$6300. Cornwall Area. 613-360-3710.

OLD WOODEN HUB WHEEL WAGON, w/ rubber tires, wooden spoke hub, for decorative lawn ornament, \$500, OBO. 519-969-1542.

175 AC, diesel, low hrs. 519-692-3790.

BUILDINGS & STORAGE**BUILDING SUPPLIES**

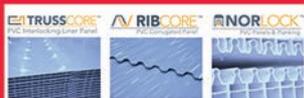
1120

MAR-SPAN

Residential • Commercial • Agricultural

✓ PVC Ceiling and Wall Panels

✓ Stocking Dealer of MSW's Ribcore, Trusscore & Norlock



✓ No Rot Ag Doors 36" - 42"

✓ Steel Roofing & Wall Products

✓ Laminated Plywoods

✓ Insulation panels (door cut-outs)

✓ Barn Boards Rough & Dressed 1"x10" & 1"x12"

✓ Pressure Treated Poles up to 24' Full P.T. selection

7873 Wellington Rd. 8
Drayton, ON NOG 1P0HH Building Centre:
1-800-318-0724Mar-span Truss Inc.:
1-877-379-5828

www.marspan.com



LOOKING TO OWN A PIECE OF HISTORY, 200 yr old White (Bur) Oaks live-edge planks, large selection, each rough cut to 2 5/8", varying width's, many 40"+ & lengths 8', 10' & 12.5'. Imagine your new bar-top or that one of a kind dining room table. Priced per bd ft. \$5-6 depending upon width/length. | 519-786-2033

DRY SHEETING & PLANKS, Elm, Maple, Oak, Cherry & Ash, 1" & 2", some are 12' boards; approx 5000 board feet. 905-885-9219.

USED PLYWOOD SHEETS - \$17 sheet, 5'x5'x1-1/4", approx 80 lbs each. Good condition. Ideal for strengthening barn floors. Orders over 200+ sheets are discounted at \$15/sheet. Also available 48"x42"x1" thick \$7/sheet Loretto Arena Call Bob 905-729-2420.

MIXED HARDWOOD LUMBER, air dried for 20yrs, approx 4400 board feet, \$1500 firm. Peterborough Area. 647-296-4038.

POWERLIFT

HYDRAULIC DOORS

The **SUPERIOR** quality hydraulic door... since 1992



Safe, Strong, Zero Maintenance!

We work with you every step of the way to build, deliver and install your new Powerlift door!

www.powerliftdoors.com

POWERLIFT DOORS OF ONTARIO
519-871-7368

EASY LIFT DOORS LTD We'll make any door an "Easy Lift" for you!

- Prompt Service
- Large Volume of Stocked Inventory
- Well Equipped Service Trucks
- All Materials 3ft. to 40 ft. Wide
- Dock Seals/Dock Levelers
- High Quality Standards
- Attention to Detail
- On Site Consultations

AGRICULTURE • RESIDENTIAL INDUSTRIAL • COMMERCIAL



515 James St. S., St. Marys

1-800-667-3845 • 519-349-2355
www.easyliftdoors.com

NEW PLYWOOD CUTOFFS, 1/4" thick, full 8' lengths, various widths, 9-24', priced \$2-\$5ea. 519-586-7794.

HYDRO POLES, 35', \$125ea or 40', \$175. 519-586-7794.

APPROX 200 SHEETS TEN TEST, 4x8 x 5/8ths, \$12/sheet. 519-657-5633.

32 - PLYWOOD SHEETS, 1 1/2" x 6', 14' long, suitable for flooring, \$5ea. 519-699-5399.

CHERRY LUMBER, approx 4000 board ft, 4 lifts of 1&1/4" and 3 lifts of 2&1/4". 519-799-5701.

RED OAK BASEBOARDS, 7 1/4" x 12', 300' in total. 705-346-4499.

SOLID OAK DOOR, 6 panel, brand new, still in wrapper, 1 3/8" thick x 32" x 80", \$250. 705-346-4499.

FARM BUILDINGS & SHELTERS

1130

OVERHEAD DOORS, 16' x 12' high, fiberglass, w/ all hardware, \$600, OBO for both. 519-379-0330.

LOG BARN, 28'x36', \$18000 OBO. 877-393-3018 or ken_herm@sympatico.ca.

STORAGE & CONTAINERS

1140

USED STORAGE TANKS: Steel & fiberglass. Vertical & horizontal, cone bottoms. 500 gallons to 25,000 gallons. De Jong & Sons Ltd. 519-348-0523.

STORAGE TRAILERS, 48' & 53'; clean, dry, del avail, \$1500 & up. Innerkip. 519-532-3181.

SHIPPING CONTAINERS FOR SALE OR RENT, 20' priced from \$2950, 40' priced from \$3950. Brantford Area. Delivery Available. 519-535-1312.

ALUMINUM TANK, 250gal, w/ manhole. 519-799-5701.

CAREERS/ EMPLOYMENT**CAREERS**

1200

ARE YOU SEEKING **FOREIGN WORKERS** TO ASSIST WITH YOUR FARMING NEEDS
Seasonal or year round?
Trouble finding the right help?



Call or email
JUDI SIMMS PARALEGAL
905-737-9747
jsimms@rogers.com

We can help! Licenced Immigration Consultant and Licenced Paralegal in business since 1995 - Great track record!

FENCING & GATES**FENCING & GATES**

1350

GATES, 3- 5'x16', pressure treated 2x6, 1- 4'x10' construction grade spruce 2x6. 519-683-4672

GATES & CORRAL PANELS, steel square tube & diamond and aluminum. 613-385-2923 or 613-449-4483.

CEDAR POLES, 2" - 6", various lengths. 647-296-4038.

GENERATORS, ENGINES & POWER SUPPLY**GENERATORS, ENGINES & POWER SUPPLY**

1400

CAROLINA 600 ENGINE LIFT, \$600. 519-983-6848.

371 DETROIT DIESEL, w/ rad, best offer. 519-357-5505.

STATIONARY GAS ENGINES, on carts, Fairbanks-Morse, M-H, Petter, I-H, St. Lawrence, JD LUC. www.deereoldtractors.ca or 519-665-2303.

DIESEL ENGINES, IH 466 diesel, \$2900; IH 414 diesel, \$2500. 226-627-0074.

JD 329 TURBO DIESEL ENGINE, w/ Rockwell trans, c/w radiator, complete standing power unit, workable fork lift, 4WD, exc cond. 519-365-5725.

CAT D330 GENSET, 75KW, 3phase, 220V, only 1038hrs, runs off 115hp turbo diesel. Joas Zehr. 1-800-570-2194.

The Best Price. The Best Readership. The Best Value. Better Farming! Call 888-248-4893 x281 to place your ad.

**LIVESTOCK/POULTRY/
PETS****BEEF CATTLE** 1610

70 FANCY BRED RED ANGUS/LIMO/SIMMENTAL, due Mar 1st, bred 1/2 Red Angus, 1/2 Limo, proven bulls, 30 - Red Angus and part Limo /Red Simmental, 40 - Reds, Blacks & Black white faced; part Limo/Angus/Simmental. 519-372-6646.

SUNRISE ANGUS, purebred black angus bred heifers, due to calve Mar 2020, to calving ease bull, good bloodlines. 519-925-5661.

REGISTERED HOLSTEIN BULLS, from high record dams, service age. Also red and white Holstein bull. Also fresh Holstein Cows. Delivery available. Mcintosh Holsteins. 519-535-4341.

15 RED ANGUS BRED HEIFERS, bred Red Angus, home raised, due Apr/May, \$2000. Keady Area. 226-668-0310.

20 YOUNG BLACK COWS, bred for spring calving to a black Simmental bull, most are second calvers, \$1500ea. 519-521-0126.

RED ANGUS/SIMMENTAL BRED HEIFERS, bred to a calving ease Red Angus bull. James & Joad McKinlay. 519-599-6236.

ESTATE SALE, 10 bred Charolais & Red Angus mix cows, 1 young Charolais bull. Teeswater Area. 519-392-6356.

PIEDMONTESE CATTLE, Full blood, incl. breeding bulls, cows in calf and June-Aug newborns, some heifers. Good young herd being reduced. 705-428-2082.

LIMOUSIN - Double & homo polled, thick, well muscled, quiet breeding bulls. Semen tested. Yearlings & long yearlings available. Select now for spring delivery. Posthaven Limousin. John Post 519-766-7178. www.posthavenlimousin.com

HORSES 1630

APPALOOSAS, mares & geldings, registered, colour, from champion bloodlines, US & Canadian; reasonably priced - herd dispersal. 519-294-0494.

HEAVY HORSE EQUIP, 2 neck yokes, 2 dbl trees, \$50ea. 519-666-2381. Around 6pm.

BLANKET & SADDLE PAD RACKS, on casters, six arms of 5 rods each, black enamelled steel, arms adj, no assembly req, great for drying horse blankets, exc hanging storage. 519-294-0494.

HORSE TACK, 1 set nylon harness w/ pulling hames, 4 pulling collars, 1 pulling doubletree. 705-676-6014.

NEW HORSE STALLS, never used, 10'x10' & 12'x12', w/ sliding doors, all hardware included, w/ or w/out wood. Delivery available. Brantford Area. Call for price, 519-535-1312.

HEAVY BIOTHANE HARNESS, w/ SS hames. Thamesville. 519-692-3790.

LG GALVANIZED WATER TROUGH, also lg TSC well pump (new). 905-659-0078.

**LIVESTOCK
EQUIPMENT** 1640

EXACON AIR & WATER COOLED FAN, 24", \$300. 519-319-4598.

9 - SELF LOCKING GATES, for cows or heifers, 10' sections, \$350/ea, OBO. 519-291-0106.

WALINGA FEED BOX DIVIDER, aluminum. 519-293-3420.

USED HOG EQUIPMENT, wet/dry feeders, flooring, piggie tubs, hutches, fans & controller, etc. 519-323-3256.

10 SS HOG FEEDERS, 2'x2', feed from both sides. 519-348-8617.

2 BARN FANS, for sale. 519-348-8617.

4 FLOW STAR MILKER CLAWS, also boumatic vacuum pump. 519-881-8966.

COMPLETE TIE STALL MILKING SYSTEM, avail April 2020, incl 2000gal Mueller tank(10yrs), 650' - 3" SS pipeline, SS reciever panel, 61 touch valves, 12 Milk Master auto take offs, plate cooler(2yrs), Freheater(6yrs), 2- 7.5hp Souter built vac pumps, 80 BSM stalls, waterbowls & 525BU, Lucknow TMR mixer. 613-968-1756.

POULTRY 1660

POULTRY LIVESTOCK EQUIPMENT, 1000' Shenandoah nipple drinkers, 480' 8" baffle board w/hardware, 930' of Cumberland feed pans, w/drives, 1120' plasson nipples with 7 regulators, 6-36" fiberglass fans, 5-48" fiberglass fans. 519-503-1009.

PULLETS - ready to lay, new and used equipment, etc. No order too small. Pullets Plus Inc., RR 4, Elmira. clarence@pulletsplus.com 519-669-2225.

SHEEP & GOATS 1670

PUREBRED SUFFOLK RAMS, New Zealand/ British blood lines, exc choice for heavier market lambs. 519-925-5661.

RIDEAU RAMS & EWE LAMBS, Genovis tested, parasite resistant breeding, high health flock, Breezy Ridge Farms. 905-478-4280. www.rideausheep.com

SWINE 1680

WANTED: Barns to fill organic hog contracts. 226-376-0281.

WANTED: Hog finishing barns with 500-1600 head for contract. 226-376-0281.

PETS 1685

SIBERIAN HUSKY PUPS-BOOK NOW! avail mid-January, pure bred, first vaccinations, micro-chipped, gentle temperament. Older dogs avail. 519-294-0494.

2 - BORDER COLLIE PUPPIES, both male, parents on site, working dogs, ready for pick up in November, \$650ea. 519-375-1387.

CHINCHILLA TRAYS & RANCHERS BOOK, 8 Stainless Steel pans 18"x15"x2.5, 19 trays 24"x14.75"x2.75", 32 auto sanders, pics on Farms.com. 519-376-9359.

OTHER 1690

ALPACAS, dbl reg herd of 25, will sell individually, in multiples at sale discounts or entire herd. Gold Star Alpacas. 519-866-3790.

Farms.com
Classifieds

Download the App for Free!

**MISCELLANEOUS
PRODUCTS****BOOKS &
MAGAZINES** 2010

COLLECTION OF DRAFT HORSE JOURNAL MAGAZINES, in binders, open to offers. 519-786-4372.

JD 9500 COMBINE MANUAL, for sale. Cornwall Area. 613-360-3710.

**HEATING &
FIREWOOD** 2040

CLEAN BURN USED OIL FURNACES & BOILERS - Clean burn 'used oil' furnaces & boilers. Free heat for shops & garages. 9 models available. Call 1-800-824-4115 Web: www.deonsupply.com

CENTRAL BOILER OUTDOOR FURNACES - Offers "The Classic", "Maxim" and the new "Edge". Call for more information. Wood Heat Solutions, Frankford & Bancroft locations 613-398-1611 www.chesher.ca

DRY MIXED HARDWOOD, 15 to 16', store bags or cords. Del avail. 519-428-7191 or 519-426-2379.

BLAZE KING WOOD STOVE, KEL-L07UBK, Serial #11050134(K11783), good cond, have extra parts. 519-799-5701.

NEWEST - European true WOOD CANDLE GASIFICATION BOILERS add up to 24hrs. BURN TIME. Orlan Canada 1-514-714-8980. www.orlancanada.com

FLAG POLES 2050

FLAGPOLES & FLAGS - Ontario Flag & Pole specializing in "Titan" telescopic flagpoles 15', 20', 25' ft & all your flag needs including custom flags. 1-888-596-0040 www.ontarioflagandpole.com

OTHER 2090

8' SPACE CAP, insulated, 3" of urethane foam. 705-898-2089.

GEORGE WOODS PUMP ORGAN, 4' high, good working cond, make an offer. 519-263-2404.

MIDLAND 2 WAY RADIO, 4 units and a base, FM radio, 25 watts. 519-263-2404.

RESTAURANT EQUIPMENT, 10' & 5' complete exhaust hood systems, complete line of automatic dishwashers, sinks, stainless steel tables, coffee machines, pots, pans, dishes. 1 lot price, call for details. 519-365-5725.

WIRE FED MIG WELDER, 120V, w/ gas cyl. 519-699-5399.

AGBUILT

Feed, Milling, Mixing & Storage Solutions



Stainless Steel Hammermill

DWYER MANUFACTURING LTD.
info@dwyermfg.com

Dublin Ontario Canada
1-800-323-3405

TRUCK SCALES - all sizes, new & used, electronic & hydraulic, floor, feedbin, hopper, tank & bench scales. Digital indicators, printers and load cells. Repairs to all makes. Best Weigh Scales 1-800-770-6668. www.bestweighscale.ca

12 GAUGE MEC JR RELOADER, 21 boxes of wads, shot, primers, powder, extra bars & extra bottles, \$300. 705-346-4499.

1500 GALLON PLASTIC TANK, for sale. 905-263-2060.

UPRIGHT COMPACT PIANO, c/w bench, \$650, OBO. 905-797-2428.

SEED/FEED/CROPS**FERTILIZERS** 3520

BIOPELLETS FERTILIZER AND COMPOST Sale for your crop needs, increase organic matter, improve soil health. Please call 905 560 0090 or email info@aimgroup.ca

HAY 3530

HAY / ALFALFA GRASS / GRASS HAY, Hay, 1st & 2nd cut, lg sq, 3x3x6; 1st cut Alfalfa Grass Mix, lg sq bales. 519-449-2690.

1ST & 2ND CUT HAY, 1st cut; mostly grassy hay, 2nd cut exc quality, NO rain, always shedded. Lg squares and Lg rounds of STRAW also avail. 905-308-1351.

200 BALES OF HAY, 4 x 5 rounds, dry cut, w/ chopper baler, stored inside. 226-923-2219.

HAY & STRAW - Top quality hay and also hay with low potassium. All prices quoted. Delivered. Call Paul at Deer-Run Farms 519-848-3442.

1st CUT HAY, soft green grass mix, small squares, no rain, stored inside, 1500 bales, \$6 /per bale. At the barn, Middlesex Centre Area, Village of Lobo. 519-666-3323.

SEEDS 3540

DOUBLE CUT CLOVER SEED, clean 55lb bags, \$1.50/lb. Niagara Region. 905-736-1021.

The Best Price. The Best Readership. The Best Value. Better Farming! Call 888-248-4893 x281 to place your ad.

LAND CLEARING

AG & COMMERCIAL

- Field Stone Crushing - Raking & Picking
- Cement & Pavement Grinding
- Mulching - Trees, Brush, Woodlots, Stumps, Trails
- Self Propelled & Excavator Mounted Mulchers
- Commercial Snowblowing - GPS Guided
- New & Late Model Equipment - Year Round Service
- Elho Equipment Distributor

Since 2008 **MGM FAMILY ACRES**

Mike Schill 519-321-9834 • www.mmfamilyacres.ca



FORESTRY & WOODLOT

CHIPPERS/SPLITTERS

5310

SMITH ROLLS HD LOG SPLITTER, 3pth, upright, \$845. 519-319-5008.

STANDING TIMBER

5380

ALL STANDING TIMBER - quality selective cutting, free quotes, guaranteed workmanship & payment before harvesting. Joe Lucan, Langton Timber Harvesting. 519-847-5710.

STANDING TIMBER - hardwood and softwoods. Quality workmanship guaranteed. B. Kropf Forestry Service Ltd., Bruce Kropf, RR 1, Shakespeare, ON, N0B 2P0. 519-748-7422.

OTHER

5390

DUTCHMASTER TREE SPADE, model 360i, 36" ball, was mounted on a 975 Bobcat, exc cond, \$10000. John. 416-458-9289. johnrklecker@gmail.com

SAWMILLS - Canadian made, quality SMG portable sawmills, many models to choose from, starting at \$4,995 including freight; available at Clark Code Repairs, 905 Sanderson Road; Oxford Mills, ON 613-258-3829; stop in for a demo.

GRAIN HANDLING / STORAGE

AUGERS / ELEVATORS / CONVEYORS

5410

2-GRAIN AUGERS, 1- Allied, 40', 1- Westfield, 50'. 519-728-9929.

WESTFIELD GRAIN AUGER, 8 x 46', 7hp motor drive, stored inside, \$1250. 519-870-4701.

HARVESTER BELT CONVEYOR 30' & 120' belt for a belt conveyor. 519-475-4328.

WESTFIELD 80-41 PTO AUGER, very good cond, \$1790. 519-494-1028 or 519-644-1028.

CONVEYOR HAY ELEVATOR, 25', w/ 2hp motor, made of steel, \$250. 519-525-2616.

WESTFIELD AUGER, 10" x 71', good cond, \$4200. 519-276-8151.

WESTFIELD GRAIN AUGER EXTENSION, 4" diameter, 10' long, never been used, 3 available, \$90ea. 519-848-6934 janwilive@hotmail.ca.

LITTLE GIANT HAY ELEVATOR, 40', PTO driven, hand crank lift, good working cond, \$900, OBO. 519-868-4570.

PATZ SILO UNLOADER, good cond, 647-984-6364.

ELEVATOR LEG, 65', w/ pit auger & down spouts, cushion boxes, 3-5000BU bins, 1-8000BU bin all with full aeration floors & sweeps, 1-2500BU overhead bin & structure, MC 600 corn dryer twin burner, 3 phase, w/ phase converter, surge tank & cleaner, dryer inside. 905-679-4575.

NURSERY/GARDEN

TREES & SHRUBS 10010

NUT TREES - English walnuts, sweet chestnuts, hazelnuts, heartnut, edible nut pines (12 varieties), 15 other varieties. Valuable woods. 40+ yrs experience. Catalogue www.nuttrees.com. Rhora's Nut Farm & Nursery, 33083 Wills Rd., RR1, Wainfleet, LOS1V0 905-899-3508.

BARE ROOT FRUIT TREES for your orchard or backyard. Many varieties suitable for organic production and hard cider. Call 519-804-6060 or visit www.silvercreeknursery.ca and request your free catalogue today.

NUT TREES: Profitable hazelnuts, grafted heartnuts, sweet chestnuts, plus 12 other kinds for orchard or woodlot. Catalogue: www.Grimonut.com or write Grimo Nut Nursery, 979 Lakeshore Rd, RR3, Niagara-On-The-Lake, ON L0S 1J0. 905-934-6887.

VEGETABLES 10020

VEGETABLES & FLOWERS - LAMAR GREENHOUSES - Specializing in vegetable & flower plug plants. Different plug sizes. Delivery available. "Getting you started right!" rmlambrechtfarm@gmail.com 519-695-5083.

VEGETABLE CULTIVATOR, 5-Tine, 3R, fert attachment, good for organic farmers, \$1500, OBO. 519-791-2163 or (519-326-1262 evenings).

OTHER 10090

H. Richardson FARMS
rooted in quality

- Tree Seedlings
- Nursery stock
- Shade Trees
- Native Species

888-226-6344
www.hrRichardsonfarms.com

GREENHOUSES FOR SALE, 2 gutter-connected greenhouses, 42' x 96'; 2 cold-frame greenhouses. Owners Retired, Contact 705-791-2084 or 705-721-1374.

ATTACHMENTS

ATTACHMENTS 5000

JD 115 BLADE, 3pth, 9', heavy duty, \$2000. 705-867-2944.

LOADER BUCKET, 33" high, 30" deep, 1/4" thick material; hardened edge on bottom, not quick attach, \$1000, OBO. 519-484-2985.

HD FRONT WHEEL ATTACHMENT, single arm, for Farmall tractor. 519-294-6441.

JD SILAGE AND SNOW BLADE, 12', front mount, 4 way, \$1600, Best Offer. 519-765-2064.

BUZZSAW, 28" blade, 40" table, belt drive, fits Massey Pony, can be easily adapted to free standing, \$300. 519-364-2099.

REAR EARTH SCOOP, 3pth, \$300. Also front blade mount for midsize tractor, w/ hyd cyl, \$250. 905-852-7292.

CHEMICAL/FERTILIZER APPLICATORS

FERTILIZER APPLICATORS - DRY 5120

AHYDROUS TOOL BAR, 9R, depth wheels, 3pth, \$900. 519-688-8147.

BBI FERTILIZER SPREADER, hyd driven. 705-533-2288.

SPRAYERS - 3PT /MOUNTED 5150

CALSA SPRAYER, 8R, sprayer for corn, 519-683-4878.

SPRAYERS - PULL TYPE 5160

AGRO TREND SPRAYER, 800gal, 60' manual boom, \$2800. 519-276-8151.

GEORGE WHITE TANDEM SPRAYER, 400gal, w/ 45' Hardi boom, w/ triple nozzels. 519-365-5725.

PRECISION SPRAYER, 500gal, tandem axle, 45' boom. 519-365-5725.

CALSA SPRAYER, 30', 1000L, pull type, \$1200. 905-983-9157.

OTHER 5190

TJET ELECTRIC CONTROL VALVE, model 144A, c/w 3/4" in/out, 1/2" service port, \$100. 519-484-2633.

SOLO MIST SPRAYER, will fog 40' per pass, good for orchards, Christmas trees, nursery trees, or grape vines, not PTO driven, \$600. 416-458-9289.

SS STORAGE TANK, 2000gal, \$2000. 519-688-8147.

POLY TANK, w/ front tractor mount, 200gal, \$1000. 519-688-8147.

1 FREE CLASSIFIED

For more information call us at

866-519-4302

OFA MEMBERS

CONSTRUCTION & INDUSTRIAL EQUIPMENT

BACKHOES & LOADERS 5210

JD 624 H LOADER, 4WD, sandblasted & painted Nov/19, 16300hrs, good rubber, exc shape, \$45000. Aylmer. 519-765-2064.

2012 NH 84LB LOADER, off TV6070 tractor, hardly used, nice shape, \$10000. Larry, 705-229-7144.

DOZERS 5230



JD450G BULLDOZER long track, cab w/ heater & defrost, 6 way blade, block heater, ether start, UC 80%+, exc running cond, \$29500, OBO. 519-955-4180

OTHER 5290

HYDRAULIC LIFT SYSTEM, (6) lift units, (1) 15hp Honda gas pump & reservoir controls & lines, 6000lbs ea, 1.75" rams 32" lift, Best Offer. Jason 519-870-8442.

The Best Price. The Best Readership. The Best Value. Better Farming! Call 888-248-4893 x281 to place your ad.

LIVESTOCK & MANURE HANDLING

FEED GRINDERS / MIXERS 6540

ROVIBEC GRAIN FEEDER, 6 compartments, w/ track, switches & controls. 519-608-3384.

LUCKNOW STATIONARY TMR MIXER, 550 cu ft, Digistar scale incl, stainless interior, 4yrs old, in great cond, wide seed outdoor w/ 4' conveyor, incl drive motors, \$26000. 705-647-4664.

ARTS-WAY 425C GRINDER MIXER, 21" wide mill, intake auger, good shape, \$2500. 519-529-7765.

AGRIMETAL SMALL BALE CHOPPER, on wheels, Honda engine, \$750. 519-586-7794.

BODCO 73 FEED CART, w/ hydrostatic drive, 11hp engine. 905-679-4575.

FEEDERS/ WATERERS/BARN EQUIPMENT 6560

SUSPENDED FREE STALLS, 7; adj width, good cond. 647-291-3264.

SKIL-WAY SQ BALE CHOPPER, electric, good cond. 705-526-1473.

AGRI-METAL 542 FEED CART, Honda GX 200 motor, \$1500, OBO. 519-291-0106.

SLANT BAR FEED GATE, 14' x 5', brand new, \$150. 519-347-2451.

MCKEE CORN HOG, push up pipe incl, good working cond, \$600, OBO. 519-462-2928.

MANURE HANDLING/ SPREADERS 6580

DRAG HOSE PUMPS, heavy duty, efficient performance. 519-502-2727.

JD SLURRY PAN, for 780 or 785 manure spreader, \$350. 519-818-8859.

ALO MANURE BUCKET, 84" wide, very little use; like new. 705-328-8159.

SLOS NH MANURE SPREADER, stored inside, will consider offers. 519-461-1674.

OTHER EQUIPMENT

IRRIGATION EQUIPMENT 6630

HONDA TRASH PUMP, 11hp, model WT40X, c/w 4" inlet/outlet piping, \$1900. Kingston Area. 613-385-2462.

IRRIGATION EQUIPMENT, Wade Rain pipe, 8 - 30'x6" \$100ea, 74 - 30'x3" \$50ea, 11 - 40'x4" \$55ea, 66 - 30'x5" \$100ea, 6" Berkeley pump, \$6000. 519-319-4598.

NEW, T-TAPE, 1 roll, 4100' long, 5/8", inside diam 15mil, wall & drippers are 12" a part, \$200, also selection of 2" & 1 1/2" PVC fittings. 519-484-2633.

TRITON SAND FILTER, comes with 1.5" in and out & control valve, 20gal./min, \$200. 519-484-2633.

POWER UNITS 6650

WIRE FED MIG WELDER, 120V, w/ gas cyl. 519-699-5399.

CAST IRON TABLE SAW, 10", motor incl, \$150. 519-786-4372.

SPRAY CLEAN PRESSURE WASHER, model 30136, 3000 PSI, 4 US gal/min, 13hp Honda direct drive, 30' of hose, wand 4' long, big commercial unit. 519-799-5701.

PRECISION AG EQUIPMENT/ SOFTWARE 6660

GRAIN MOISTURE METER, DICK-EY-JOHN GAC II, grain analysis 18, computer & printer. 519-983-6848.

TRIMBLE 750 YIELD MONITORING SYSTEM, monitor & wires, \$11500. 519-754-6319.

AUTOFARM GUIDANCE SYSTEM, serial #B8010172525, like new. 519-799-5701.

MISCELLANEOUS 6690

WATER TANK, 5000gal, in exc shape. 519-853-0138.

TIP HOPPER BINS, brand new, 2 yard, \$1525ea; 1 yard, \$1025ea, other sizes & delivery available. Brantford Area. 519-535-1312.

1 FAIRBANKS PLATFORM SCALE, that sit on the floor. 519-799-5701.

SIROFILTER, w/ the pump, 12", for maple syrup. 705-652-3874.

CIRCULAR SAW SAWMILL, PTO driven, hyd carriage, \$3500. Barrie Area. 705-728-3454.

BUZZ SAW, \$200. Barrie Area. 705-728-3454.

SILO PIPE, 24' of approx 8", used very little for sawdust, make an offer! 905-648-3793.

PARTS & SALVAGE

AG PARTS 6710

BYERS TRACTOR SUPPLY - New & used tractor parts. All makes & models. 1-800-510-5505 or 613-448-3015. Open: Mon-Thur 8-5, Fri 8-4. Closed Sat/Sun.

FOR SALE AFFORDABLE NEW TRACTOR PARTS & Engine Rebuilt kits for most makes & models. Also clutches, carburetors, crankshafts, manifolds, radiators, turbo chargers, starters, water pumps, rims, electronic ignitions & much more. Service & owners manuals & decal sets. Our 48th anniversary. www.diamondfarmtractorparts.com 1-800-481-1353

TEESWATER AGRO PARTS - USED PARTS - Looking for a used part for your tractor or agricultural equipment? We have wrecked over 1000 units in many makes and models. Call 519-392-6111 or email: parts@wightman.ca Website: www.teeswateragroparts.ca

ROW CROP TWO WHEELS, w/ podium, for IH Tractor ie 666, 766 etc, \$650, OBO. 519-392-6633. Days.

HD PTO SHAFT, 1000RPM, 32-44" length, install your own u-joint, choice of yoke, \$150. 519-484-2633.

WELDABLE BRACKET, for JD quick attach. 519-505-3418.

COCKSHUTT 1650GAS ENGINE CRANK CASE, w/ crankshaft & fan belt pulley, cam shaft w/ timing gears, piston & connecting rod, oil pump & oil pan. 519-692-4153.

STANDARD S TINES, for Kongskilde cultivator, 22" long, slightly used, \$15ea. 519-848-6934 janwilive@hotmail.ca.

ROLLER CHAINS, 2-100, 1-80 and 1-2040, brand new in box! Peterborough Area. 705-977-5250.

MF HEADERS, 15' 1859 & 16' 9000 series, both w/floating cutterbar & hyd drive U2 reel. 905-875-5857.

48" CHAIN DISCHARGE, for Kuhn TMR mixer, never been used. 519-291-0337.

MOTORS 6730

2 MOTORS, Briggs & Stratton, Vanguard, v twin, 20hp w/clutch, like new, \$950. Wisconsin, 18hp, twin w/clutch, \$450. 519-319-4598.

NEW! MOTOR, 7.5hp, 3 phase, totally enclosed, cast iron construction, 208/230/460 V, 1750RPM on 213T frame, \$400. 519-484-2633.

VARIOUS HYD MOTORS & CYLINDERS, for sale. 519-785-0178.

2 BALDOR ELECTRIC MOTORS, 3hp, 115, 230V, 1725 rpm, single phase, 1" shaft. 705-435-7598.

JD MOTOR, 0hrs, rebuilt for 210C trans, converter, reverser 239 CU in or will separate. 905-892-3326.

TIRES, DUALS, RIMS & CHAINS 6740

IMPLEMENT RIMS, 8 bolt, 44X18X20, like new, \$400 each. 519-758-4183.

GOOD YEAR TIRES, on JD tractor rims, 11.2/24, exc cond. \$250 each. 519-758-4183.

TIRES, 11X2X24, almost new, \$200 each OBO. 519-758-4183.

COMBINE OR GRAIN BUGGY TIRES, & rims for loading or unloading trailers, 20.8/38, \$400. 519-765-2064.

2 LT235/85 X 16" RADIAL TIRES, 90%; also Bridgestone radials all purpose drive tires, Ford, LT235/85x16"; all on 8 bolt 1 ton Ford truck rims, \$300 takes all. 519-785-0178.

2 FIRESTONE SNAP ON DUALS, 20.8/38 T-rail. 519-799-5701.

2 SNOW TIRES ON RIMS, like new, 6 bolt Ford, Toyo A-T, P245/70R17, \$150. 2 TIRES ON RIMS, good tread, 5 bolt Ford, Sumitomo HTR T4, T215/70R14, \$75. Kingsville Area. 519-839-4741.

TIRE CHAINS, 14.9 x 28, \$100, OBO. 519-484-2985.

TRACTOR RIM, 26, 8 hole, exc shape, \$50. 519-699-5399.

OTHER 6790

NEW! AEROQUIP HYD HOSE, 5/8", SAE 100, approx 100'; \$200. 519-484-2633.

WHITE FRONT CONSTANT VELOCITY JOINT, 135, 155, 180, new ball type. 905-892-3326.

1 FREE CLASSIFIED

For more information call us at

866-519-4302

Belong to the OFA?
GET 1 FREE CLASSIFIED AD!

PLANTING & SEEDING

DRILLS & CADDIES 6820

INT GRASS SEEDER, 21R, fits 510 or 5100 21R grain drills, drives & chains incl, \$1650. 519-358-5577.

2015 TYE NO TILL DRILL, grass seed, harrows, markers, \$6800. 519-276-8151.

INT 5100 SEED DRILL, w/ grass box, track eliminator. 519-383-4343.

JD MODEL B GRAIN DRILL, grain only, 16R, hyd lift installed, 2 trips avail, \$975. 519-683-4672.

PLANTERS 6830

WHITE 6100 CORN PLANTER, 6R, 30" spacing, liq fert, markers, exc cond, \$10000. Owner Retiring. 519-591-5781.

IH #56 CORN PLANTER, 6R, all new fingers, stored inside, great cond, \$750. 519-367-2539.

JD 1750 VACUUM PLANTER, 6R narrow, dry fert, monitor, fert auger, insecticide boxes, road lights, planter like new, \$35000. 519-695-6613.

MONOSEM VACUUM PLANTER, 8R, 30", on Kinzie lift & turn frame, PTO pump, Yetter trash wipes, w/ wavy coulter Keeton seed firmers hopper, ext on dry fert & seed fert auger, \$75000. 613-229-5560.

JD 1632 CORN/SOY PLANTER, central fill, factory liq fert, new 25 wave coulters, 1 season, \$98500. 519-437-9247.

2009 CASE 1240 PLANTER, 16-31, field ready, stored inside, 4 sec shut off, phnd, very good cond, \$49000. 519-476-5397.

32-JD 1790 SEED TUBE GUARDS, \$300 for all. 519-818-8859.

OTHER 6890

JD 7200/7300 PLANTER MARKER ARMS, w/ sequence valves, good shape, \$1350. 519-272-4995.

STANHAY 870 VEGGIE SEEDER, 4R, 3pth toolbar, currently used for asparagus, can work w/ all small seeds, \$5500, OBO. 519-463-5861.

TILLAGE**DISCS****7010**

JD DISC MODEL 220, 23' wide, 22" discs, new scrapers, \$4500. 519-319-4598.

OLIVER DISC, 16', w/ 2' wings, tandem axle. 519-365-5725.

JD 630 26' DISC, 9" spacing, front blade 20", rear 21". 519-765-2064.

SALFORD 5119 HIGH SPEED DISC, 24" discs, hardly used, new condition, best offer. Essex County. 519-796-3200.

SUNFLOWER DISC HARROW, 33'. 705-533-2288.

DISCS, Kverneland 3 furrow match plow, 13" bottoms, everything good cond. White, 10' trailer disc, good cond. 705-652-3874.

GLENCOE SOIL SAVER, 9 shank, spring cushion disc, good shape, stored inside. 905-852-5568.

FIELD CULTIVATORS**7020**

JD 1010 30' CULTIVATOR, \$3000. 613-387-3895.

INT 24' SPRINGTOOTH VIBRASHANK CULTIVATOR, w/ wings. 613-387-3895.

2010 CASE 200 CULTIVATOR, 60', w/ 5 bar spike tooth harrow, knock on sweeps, great shape, \$50000. 705-229-7144.

WIL-RICH QX2 CULTIVATOR, 36', 4R finger harrow, dble spring on C-shank knock on sweeps. 705-533-2288.

WHITE CULTIVATOR, 35', w/ harrows. 905-263-2060.

KONGSKILDE CULTIVATOR, S-Tine, 12' wide, 3pth, dbl rolling baskets, gauge wheels, \$800. 905-531-9819.

CULTIVATOR, 13', w/ two 4' fold down wings, 21' total. 905-877-8902.

PLOWS/RIPPERS**7040**

KVERNELAND BB 115 PLOW, 6 furrow, vari-width, original mould boards, #9 bottoms, mint cond. \$20500. 519-636-6750.

JD 2800 PLOW, 6 furrow, auto reset. 519-200-2167.

WHITE 508 PLOW, AR, 4 furrow, 16", exc cond, \$2500, OBO. Stratford. 519-273-1892.

JD 1450 PLOW, 4R, 18", exc cond, stored inside. 519-276-8995.

KONGSKILDE PLOW, 6 furrow, 12-18" manual spacing, good shape, open to offers. 519-301-2260.

MF 86 PLOW, 4 furrow, semi mount, cyl, w/ 5th furrow if wanted, parts, \$299. 519-758-4183.

OVERUM 7 FURROW MANUAL ADJUST PLOW, can easily be made into 6 furrow plow, all parts are replaced, \$5000, OBO. 519-580-8473.

CHISEL PLOW, 7 shank, 3pth. 519-365-5725

ROW CROP CULTIVATORS**7060**

HINIKER 1000 ROW CROP SCUFFLER/CULTIVATOR, 8R, 22" rows, w/ extra complete row unit. 519-523-9574.

CORN SCUFFLER, 4R, 3pth, w/ gauge wheels. 519-294-6441.

ROW CROP CULTIVATORS, all sizes, most are guaranteed like new, will have several hydraulic fold units available. 519-365-5725.

6R ENVIRO-EASE SCUFFLER, 100 acres, like new, \$1500. Lucknow Area. 519-395-3438. After 8pm.

9400 SUKUP CULTIVATOR, 6R. 519-521-0329.

SUKUP 4200 ROW CROP CULTIVATOR, 12R, single shank. 519-521-0329.

OTHER**7090**


MAY-BRIDGE HARROWS

- 1/2" hard Teeth
- Equine/Landscape
- 5 ft. width

519-843-1959
Belwood, ON
www.MaybridgeHarrows.com

SCHULTE STONE PICKER, ground drive. 519-200-2167.

RJ DUCTILE PACKER, 29', X-Fold, well maintained, \$13500. 519-272-4995.

4 ROW ALLIED SCUFFLER, good shape, w/ rolling shields, \$700, OBO. Stratford. 519-273-1892.

JD 200 SEEDBED FINISHER, 45'. 519-462-2163.

SPIKE TOOTH HARROWS, old style, \$30/section. 519-758-4183.

60 NEW COULTER BEARINGS, for RTS 750 Salford, \$6ea. 519-762-3244.

FLEX COIL PACKER, 7'. 519-791-2163 or (519-326-1262 evenings).

6 SECTION DIAMOND HARROW, good cond. 519-799-5701.

SMYTH SMOOTH ROLLER, 36', folds. 705-533-2288.

PONY CART HARROW, 24', \$1000. 905-396-7533.

KRANTZ LAND PACKER, 14', transport wheels, as new cond, \$5300. 905-659-7539.

TRACTORS**4WD****8100**

2006 VERSATILE 2360, 4WD, 360hp, w/ Cummins N14 eng, 6400hrs, 710 x 38 Michelin Radials 95%, good paint, nice clean tractor inside & out, \$90000. w/ Outback FTX (2017) autosteer \$100000. 705-229-7144.

FORD 7710, black stripe, 16spd, 4WD. 519-347-2672.

MCCORMICK 2TX, 260hp, 4WD, front & rear duals, 18spd, PS funk trans, front & rear weights, 18.4 x 50 rear tires, rear axle duals, 4025hrs, 2006 model 8.3 L Cummins engine, auto climate control, heated seats, 4 joysick hyd remote, comes w/ front fenders, \$71900. 519-358-0223.

KUBOTA M 7500DT, 80hp, 4x4, diesel, K600 loader, new tires, 5800hrs, \$11500. 519-820-8184.

CASE 2470 DIESEL TRACTOR, Traction King, exc cond, \$16500. Call or text 519-995-4153.

AC 6080, 4wd, motor rebuilt 2011, \$18000, OBO. 613-928-3164.

WHITE 285 TRACTOR, 4WD, w/ duals. \$14000. 905-263-2060.

LOADER TRACTORS**8200**

2005 NH TM120, air, heat, 4 remotes, self leveling loader, w/ power quick attach buckets, runs good, 9350 hrs, \$29000. Lucknow HD dble auger snow-blower avail. 705-718-0777.

JD LOADER, #E 0052, all cyl, 2 way industrial 80" bucket. 519-294-6564.

MF 165, diesel, good rubber, straight, runs well, \$5100. 519-484-2418 or 519-761-9258.

AGCO WHITE 6065 LOADER, 4WD, no cab, canope, \$16500. 519-577-7155.

2006 MAHINDRA 7010, 80hp, 4x4, diesel, w/ cab, air, PS, loader, 1600hrs, \$26500, OBO. 519-820-8184.

1994 FORD 250C INDUSTRIAL LOADER, diesel, 2WD, cab, PS, 3pth, 2000hrs, chained tires, snow blower avail, \$12900, OBO. 519-820-8184.

OTHER**8490**

JD 6400 TRACTOR, 7400hrs, cab/air, runs great, \$26000. 416-802-6915.

165 MASSEY TRACTOR, w/loader, very good cond. 519-939-8598 or 519-216-8052.

885 CASE TRACTOR, w/ loader, good cond. 519-216-8052 or 519-939-8598.

MF 165 TRACTOR, diesel, high clearance model, 5940hrs, exc cond, \$7500. 519-319-4598.

JD 3130 TRACTOR, open station, good cond, \$5900. 519-272-5208.

MF 285 TRACTOR, 5100hrs, canopy, good cond, \$7800. 519-276-8151.

IH 414 DIESEL, high clearance, 38" rear tires. 519-294-6441.

KUBOTA TRACTOR HOOD, model M9000, \$450. Peterborough Area. 705-944-5739.

1975 JD 4030 TRACTOR, diesel, factory open station, all orig, \$13500. 519-331-0040.

KUBOTA M95X, FWD, cab/air, 85hp, PS, 16spd hyd reverser, narrow rubber, 1600hrs, exc cond, \$40000. 519-401-4304.

CASE 430, triple range gas, c/w loader, mint cond. 613-362-5713.

MINNEAPOLIS MOLINE G950, 98hp, 3100hrs, cab, tires 23.1-34 & 1100-16, exc cond, field ready. 613-866-6155.

MF 255'S, both diesel, 8spd, one w/ 236 loader, 3500hrs. 705-377-6696.

2015 JD 6175R TRACTOR, 920hrs, H380 loader, 40k IDT, 7" display, 3 remotes w/ power beyond, power mirrors, winter package, dual entry, 520/85R42 rears, 420/90R30 fronts, \$187500. 905-570-3797.

1947 INT W6, exc shape, has been painted, good tires, works exc, \$2795. 519-319-5008.

FORD 5000, diesel, 3pth, live PTO, good running order, \$6000, OBO. 519-344-6003.

FORD INDUSTRIAL LOADER TRACTOR, gas engine, good rubber, fresh paint, exc cond. \$4500, OBO. 519-347-2451.

WHITE 2270 TRACTOR, 140hp, duals & quick hitch. 519-347-2672.

INT 340 TRACTOR, runs good, missing a few pieces of tin, \$2900. 226-627-0074.

JD 400, 20' rotary hoe, \$3500. 519-365-4266.

444 IH TRACTOR, cab, rebuilt engine(100hrs), 2 hyd remotes, PTO, hyd front guard avail, pic on farms.com, \$6800. 519-376-9359.

VERSATILE TRACTORS, 835, 935, 836. 519-377-6395.

2 MINNEAPOLIS MOLINE GTS TRACTORS, 65hp. 519-378-4073.

JD 720 DIESEL PARTS, 11.2/28 tires, 519-379-1131.

485 CASE IH, loader tractor. 519-402-0616.

COCKSHUTT 1350, straight, good rubber, runs well, \$3300. 519-484-2418.

TAYLOR-DUNN 36V GREENHOUSE ALLEY BARN/OUTDOOR TRACTOR, 32" wide, works good, c/w battery charger, needs fresh batteries, \$400. 519-484-2633.

2014 JD 8235R, premium cab, 2300hrs, 5 remotes, 60gal pump, PS, IIs, front Michelin 480/70R34- xm 28, back duals Michelin 480/80R50 Agri-Bib, \$211500. 519-521-1067. joevanquaet-hem@hotmail.com

FORD 5610 SERIES 2 TRACTOR, cab, air/heat, 6000hrs, new: rad, starter, & battery, good cond, c/w snowblower, 7', single auger, \$11000. 613-243-2284.

The Best Price. The Best Readership. The Best Value. Better Farming! Call 888-248-4893 x281 to place your ad.

TRAILERS

DUMP TRAILERS 8510

24' DUMP TRAILER FOR SILAGE, 8' 6" wide, 6' high sides w/ single axle Joedog, call for details. 519-365-5725.

16' DUMP BOX, on 10 ton running gear. 519-365-5725.

ROCK TRAILER, 25 ton, 26.5/25 tires, swivel hitch, \$25500. 519-614-3468.

ROCK TRAILER, 30 ton, 23.5/25 tires, swivel hitch, \$32500. 519-614-3468.

FLATBED TRAILERS /EQUIPMENT HAULERS 8520

MISKA 20' DECKOVER TRAILER, as new cond, tandem, 7000 GVW, 4' beavertail & ramps, \$3999. 519-758-4183.

HUDSON BROTHERS 10 TON TRAILER, 25' long, deckover, triaxle, heavy built, 4' beavertail w/ ramps, \$4500. 519-758-4183.

LIVESTOCK TRAILERS 8550

16' TANDEM AXLE PUP TRAILER FRAME, w/ hoist, 72" spread, \$4000 OBO. 519-349-2453.

OTHER 8590

2001 DUTCHMAN PARK MODEL TRAILER, 38', \$8900. 519-657-5633.

TRI AXLE TRAILER, 16'x8', heavy duty, \$2500, OBO. 519-791-2163 or (519-326-1262 evenings).

TRUCKS & AUTOMOBILES

CONVENTIONAL TRUCKS 8620

1998 FREIGHTLINER, day cab, N14 Cummins, 350hp, ready to go, \$6000. 519-866-3370.

1992 INT DIESEL HIGHWAY TRACTOR, w/ single axle, comp w/ wet line, low mil, \$6900. 519-657-5633.

1999 INT DIESEL, comp w/ hiab, model 160 crane, w/ 30' reach, Navistar DT diesel, w/ 14' steel bed, \$12900. 519-657-5633.

CONVENTIONAL TRUCKS WITH SLEEPER 8630

4 DIESEL VOLKSWAGENS, range in yr; '02-'04, range in price from \$1800-\$2300; all safetied, from 300km - 400km. Cornwall Area. 613-360-3710.

2007 WESTERN STAR, heavy spec tractor. 519-379-6447.

FARM/GRAIN TRUCKS - HEAVY DUTY 8640

1972 FORD LOUISVILLE DUMP TRUCK, w/ 18' wooden/steel box, single hoist, wood racks. 905-818-2864.

2010 GMC, 1/2 ton, 8' box, mechanically good, needs some body work, 290000 kms, Best Offer! 226-747-5533.

1998 FORD BUCKET TRUCK, 2 buckets, winch, Cummins engine, 2 sets of outriggers, good shape, BO. 519-301-2260.

OTHER 8690

1995 VW PASSAT, diesel, 5spd, body fair cond, exc on fuel, \$1200 or willing to trade. 519-328-6344.

FIBERGLASS TONNEAU COVER, for a Dodge Dakota Quad cab pickup, will fit numerous yrs of the same body style. 519-791-2163 or (519-326-1262 evenings).

HUBCAPS, 2 sets of 4; 15" from 1956 Ford & 1968 Ford. 905-336-1146.

RECREATIONAL VEHICLES

ATVs & UTILITY VEHICLES 9100

2018 CUB CADET, 750 cc, side by side UTV, 40 hrs, gas, 4WD, winch, exc cond, \$12000. 519-328-6344.

2-ATV'S, 1999 Honda 300 FourTrax, elec start, reverse, \$1600. 2005 Yamaha 400 Kodiak, 4 by 4, elec start, reverse, \$3500. Snow plow attach avail for it. 519-820-8184.

BOATS 9200

2 BOLSTER SEATS, brand new! \$100ea. Cornwall Area. 613-360-3710.

MOTORCYCLES 9300

2001 SUZUKI 750 CC KATANA, new tires & brakes, will trade for ATV or snowmobile. 519-820-8184.

RVs 9400

2013 COLUMBUS 320 RV, 5th wheel, 3 tipouts. 519-301-0540.

LOOKING TO CONVERT RV/COTTAGE? 4 door Norcold fridge, 12V, 120V, propane, automatic ice maker, stove, sinks, toilets, propane hot water heater, propane furnace & much more! ALL brand new! Cornwall Area. 613-360-3710.

WANTED

WANTED 9800

WANTED: Blacksmith anvil & forge. 519-868-4203.

WANTED: Round bale grapple to fit an ALO loader. 519-769-2656.

WANTED: Grill for Cockshutt or Oliver 1250 Tractor. 519-770-7551.

WANTED: Set of manifolds for MH 55, 4 cyl gas, 382 cubic inch. 519-786-5933.

WANTED: Looking for a grill for MF 4335 Tractor. 519-901-0787.

WANTED: Narrow front end for Cockshutt 35, 40 or 50 tractor. Call or text, 613-305-3413.

WANTED: Dion threshing machine, 22x38 or 28x48, prefer w/ straw shredder. 905-983-9331. Evenings.

WANTED: Loader for a 2660 MF 2WD. 613-392-6435.

WANTED: 16' Rockflex disc, good cond. 519-799-5833.

WANTED: Power broom for front mount Kubota. 905-382-5995.

WANTED: Used rear tractor tires, 18.4Rx30 (460/85R30) 50% plus tread. 416-464-2373.

WANTED: Kverneland 3pth stone fork. 416-737-8507.

WANTED: Working Taarup Model 307 discbine, must be located in Eastern Ont/QC. 877-538-3018. ken_herm@sympatico.ca

WANTED: Belarus tractors, model 400/420, 520/720, 4WD, has to be located Eastern Ont/QC. 877-538-3018. ken_herm@sympatico.ca

WANTED: 9800 aluminum open top grain box, 20'-22' long. 519-233-3218 or 519-524-3716.

WANTED: Old Canadian coins, hunting knives, pocket watches & cigarette lighters. Leave a Message. 519-338-5851.

WANTED: Rear tractor tire, 15.5/38 for a dual, 50% tred or less. 519-364-2099. WANTED: NI or JD corn picker. 519-365-5725.

WANTED: For parts, Ford F800, F900, or similar. Also any old truck with auxiliary transmission. 519-377-6395.

WANTED: Versatile 555 & other models, for parts. 519-377-6395.

WANTED: 6-8 loads of blue clay. Forest. 519-383-4343.

WANTED: 150-200 large bales of straw. 519-383-4343.

WANTED: 100 bales lg 1st cut hay; in rounds or squares. 519-383-4343.

WANTED: Loader to fit JD 6200. 519-402-0616.

WANTED: Cab for a Steiner 420 tractor. 519-427-4083.

WANTED: DO YOU HAVE THIS TRACTOR? 1965/1966 Ford 3000 diesel traded in to London Ford Equipment Sales in 1975, manual steering, power adj back rims, factory front bumper, slight damage on back left fender. If you have it, please call 519-463-5861.

WANTED: Hardi LB255 orchard mist blower, 3pth, w/ diaphragm pump, for parts or whole. Or small trailer orchard sprayer. 519-484-2633.

WANTED: Certified organic wheat, corn, soybeans & barley for feeding hogs. 519-501-7553.

WE PAY CASH FOR YOUR SURPLUS FARM AND HEAVY EQUIPMENT, running or not. Brantford Area. Please call or text 519-535-1312.

WANTED: Pool table. 519-538-4929.

SEARCHING FOR 1952 FARMALL H & MCCORMICK W4, serial number 390038 (Farmall), purchased from a Bruce County mechanic in the Chepstow area. 519-881-0399.

WANTED: Broiler chicken barns & other truss buildings for dismantling. 519-580-0505

WANTED: 9818 White or 15' interplant planter. 519-580-8473.

WANTED: Good used backhoe, on rubber tracks, 4WD, cab, air/heat, extendahoe, w/ extra buckets. 519-799-5701.

WANTED: JD F932 mower, gas for parts. 519-842-4357.

WANTED: JD 2755 tractor w/ FWA, w/ wo loader, must be exc cond, preferably low hours. 519-847-5710.

WANTED: Rear rims & tires for JD 4500, 8 stud, on 8" centers, tire height 44", agricultural or indus tred. 519-855-1719.

WANTED: Capello 6R chopping corn head for parts. 613-387-3895.

WANTED: David Brown tractor, 950 or 990 for parts, running cond only. Belleville to Brockville Area. 613-453-3577.

WANTED: Silage box, to mount onto a truck, hyd driven, rear unload, H&S or Meyers, etc, call or text. 705-340-3193.

FREE CLASSIFIED

For more information call us at **866-519-4302**

AN EYE ON EARLY PRECISION AG

by BARRY MARSHALL

While we think of precision agriculture as a recent development, an innovative soil testing device made the news in April 1935.

The device, called the Electric Eye, measured the amount of potassium in the soil sample, an article in the *OAC Review* explained. Lab technicians prepared a soil sample, and then placed the container of solution between a lamp and a photo-electric cell.

“The principal underlying the (Eye’s) operation is the electric current produced when a ray of light strikes a photo-electric cell. The current of electricity produced . . . varies with the intensity of the ray of light,” the article said. So, the technician measured the electrical current and used a chart to determine the amount of available potassium.

Although the results from the device offered a lower degree of accuracy than lab tests, the Electric Eye gave “great satisfaction” to its users, the *OAC Review* said. Most notably, the device provided faster results than traditional soil tests.

More sophisticated technology has certainly eclipsed the Electric Eye. This early device shows, however, the ag industry’s continual quest for more agronomic information to maximize yields while minimizing inputs. **BF**



IN THE SHOP WITH RACHEL SOME PRACTICAL TIPS FOR A FARM EQUIPMENT AUCTION

by RACHEL GINGELL



I started working farm equipment auctions as a teenager and I still love the fun and excitement of a good auction. This month, I’m sharing my best tips to help you prepare so you can score great deals.

The most important part of any auction day happens in advance of the sale. Get two notecards and the auction catalogue or sale bill.

Use the first notecard as a price converter. On one side, list the bid amount, which is the amount of money the auctioneer will call for. On the other side, list the money paid, which is the amount of money you’ll pay once you add the buyer’s premium.

Of course, you could do these calculations in your head while bidding, or carry a calculator and check your bids frequently. I find it easier, though, to have the amounts written down.

Why is this information import-

ant? It’s easy to get carried away on sale day and forget about the added buyer’s premium. Knowing exactly how much you’ll pay at the cashier’s window saves you the frustration of spending more than you intended.

The second notecard is your shopping list. Especially at bigger sales, it’s hard to keep track of what’s selling and how you intended to bid. Use this card to list the lot numbers and your highest bid for each tractor you’re interested in.

A list like this helps you stay on track. You can plan when to move ahead of the crowd to get a good spot near the next tractor that you want to bid on.

Prepare these two notecards before your next big auction sale and you’ll be all set. **BF**

Rachel Gingell works alongside her father, repairing and re-selling tractors.



ARISA THEPBANCHORCHAI/istock/Getty Images Plus photo

OFA Ontario
Federation of
Agriculture
BENEFIT PROGRAM

PARTNER



Making the most of your OFA membership

Better Farming is your trusted source for insight, analysis, and investigative reporting on Ontario agriculture.



RATES AT A GLANCE

One-year
subscription for
non-OFA members

\$41

Your OFA member
subscription
cost per year

\$0

**Better
Farming**

A **Farms.com** Company



DEFINITION
FINANCIAL



A Better Farm Succession Plan

Have you ever considered what happens to your farming business once you retire, or in the event of death? What if multiple children are involved and only one chooses to continue to farm? Perhaps you'd like to transition your farming business to key employees while still maintaining your lifestyle?

To address these concerns, Definition Financial has created the Wealth Enhancement Plan. WEP provides a tailored solution that secures your legacy, is easy to understand, and is less costly than traditional methods. Our unique approach will help achieve the important goals of your Farm Succession Plan.

Many Farmers Struggle With Succession Expansion, and Protection Obstacles

FARM SUCCESSION

What if a farming family has 3 siblings, but only 1 sibling chooses to succeed the farm.

How will the assets be divided fairly to other siblings?

How will debt and taxes be addressed?

FARM EXPANSION

What if a farm currently supports a family, but needs to support two more families?

How will they increase revenue and holdings, while providing the desired lifestyle to all families? How will debt and taxes be satisfied?

FARM PROTECTION

What if a farm has three partners, and one passes on; how will the surviving partners pay the deceased spouse?

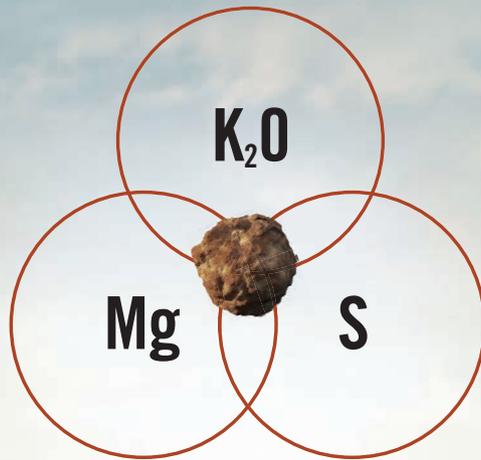
What if a partner divorces?

How will the farms assets be protected from the divorcee?



TAKE CONTROL OF YOUR FARM WEALTH
1-844-833-3463 EXT: 100
YOURFARMWEALTH.CA





NATURE'S TRIFECTA

THREE CROP-FRIENDLY NUTRIENTS BALANCED IN EVERY GRANULE

Sometimes the best solutions aren't engineered, they're discovered. From a unique mineral found at only a few locations in the world, K-Mag[®] features crop-friendly potassium, magnesium and sulphur with low chloride levels and neutral pH. The result is a safe and powerful crop fertilizer that allows every plant to get the nutrition it needs to achieve its full potential.

K-Mag[®]

Talk to your retailer or visit Kmag.com to learn more.