



Manitoba

Farmers' Voice

The official publication of Keystone Agricultural Producers

KAP
Fall 2013

Cattle and grain farmer Bill Campbell:

"We have a lot of advantages in this country and, if we make use of them, I see a great future."



Plus:

- PST on farm purchases: what you need to know
- A look at 4-H as it wraps up its centennial year
- Overview of the rules for humane transportation of livestock
- U.S. community-based farm aid: could the concept work here?

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President's Message

Changes to grain-dryer inspection, delay of coal ban enforcement, landowner rights: KAP continues to work in the interest of all farmers

As we approach the end of the harvest and the 2013 growing season, I would like to review the things that KAP has been involved with while everyone's been in the field.

Over the spring and summer, the KAP management team spent many hours working with the Office of the Fire Commissioner to clear up complicated and frustrating problems with grain-dryer inspection. The result is that the OFC lifted the requirement for venting of hydrostatic relief devices on dryers with a CSA 3.8 certification.

Rob Brunel, who waited 18 months for approval to run his brand new, CSA-approved dryer, was personally visited by the Fire Commissioner, David Schafer, who wanted to find out firsthand what happened. He was there to understand the issue, and to prevent future delays of the kind Rob experienced.

In addition, Mr. Schafer indicated that if a new and 3.8 CSA-certified dryer cannot be inspected within two weeks of a request, the farmer can use it until an inspection takes place.

Also as a result of KAP's efforts, the OFC has put standardized guidelines into place for a special acceptance inspection for used dryers made before the CSA 3.8 standard came into effect.

Another major achievement for KAP this summer was the Province's decision to delay enforcement of the coal ban until 2017. You may recall that KAP lead a two-year lobby effort in this regard, requesting time for alternative energy sources – including biomass – to be developed.

We also asked that revenues from the recent coal tax be used for developing a biomass industry. That, too, met with success when the Province announced funding for the second phase of the Biomass Energy Support program that will help develop the biomass industry, and help coal users convert.

KAP was asked to attend the provincial news conference on July 30th regarding these developments, and vice-president Curtis McRae made an excellent presentation.

I note that KAP is a founding member of the new Biomass Energy Network, and will take a strong role in the organization's efforts to develop Manitoba's biomass industry and biomass use.

These are all indications that KAP is a well-respected organization among stakeholders and government – and also the media. KAP's efforts benefit all Manitoba farmers, and yet not all farmers provide their support in return.

As KAP gears up for its fall membership drive, I ask that if you are not a

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Doug Chorney

"Together, Manitoba farmers can provide KAP with more resources to address the issues that affect them and their farms."

member, to strongly consider becoming one. Together, Manitoba farmers can provide KAP with more resources to address the issues that affect them and their farms.

Another issue KAP continues to work on is landowners' rights when it comes to Manitoba Hydro projects.

This summer, we again became involved by making a presentation to Hydro on the importance of farmland and why it is essential that disruption be kept to a minimum. This was regarding the St. Vital Transmission Complex to Letellier and Oak Bluff, and I thank KAP Executive Committee member Nevin Bachmeier for taking this challenge on.

KAP also continues its work regarding safety regulations and workers' compensation on farms. When mandatory workers' compensation was introduced several years ago for all non-family farm employees, KAP worked extensively with Workers' Compensation on ensuring rates were fair and accurate, based on risks specific to each particular farm – as opposed to the one-size-fits-all approach.

We are now working with Workplace Safety and Health on educating farmers about safety regulations. This is a far better way to achieve compliance, as opposed to government inspectors issuing fines.

Another important issue KAP will continue to work on is lobbying the Province to reverse the recent changes to the Farmland School Tax Rebate program. KAP, as many know, was instrumental in achieving this rebate for all Manitoba farmers.

In closing, I would like to congratulate all the farms that participated in the 2013 Open Farm Day on September 15. I understand that attendance was very good at most farms, and I think this is a great way for us to reach out to the non-farming public.

In the spirit of Open Farm Day, I think it is important for all of us to be ambassadors for our industry and to convey what happens on farms across the province whenever possible.

– Doug Chorney

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Bill Campbell:

Successful cattle and grain farmer whose philosophy is face the facts and change to adapt

By Glenn Cheater

No one's calling these the best of times for the cattle industry, but if you're looking for doom and gloom, steer clear of Bill Campbell.

"This is an opportune time to change things," said the 58-year-old cattle and grain farmer.

"Some of the steps we've taken and processes we've gone through haven't worked out well. But we have a lot of advantages in this country and if we make use of them, I see a great future."

Bill is the fourth generation to grow grain and raise cattle on the picturesque

south bank of the Souris River north of Minto. The quality of the rocky valley soil isn't as great as the view, but it's good pastureland for his 150 purebred Limousin cattle, he says.

In recent years, the 1,700 acres of crops have been the big money-maker on the 2,800-acre operation as the cattle sector has been hit hard, first by BSE a decade ago and more recently by high feed prices. But when your roots on the land stretch back to 1885, you learn to take a long-term view, says Bill.

"We've gone through a lot of challenges and we're still here," he said. "We've

enjoyed the good times, and sucked it up when the bad times showed up. We've just kept farming."

While his wife Lauren and grown daughters Courtney and Kaitlin tease him about getting on his soapbox, Bill's approach to farming holds lessons for any producer. His philosophy is simple: face the facts, be willing to change, and work with progressive people to seize opportunities.

He's certainly done plenty of the latter. In addition to being a district board member and general council delegate with Keystone Agricultural Producers, Bill has been an active member of the Manitoba Limousin



In addition to 1,700 acres of crops, Bill Campbell has a 150-head Limousin operation from which he's sold genetics in the U.S., Europe, Mexico and Canada. On the left is Suzie, who won this year's Masterfeeds Show Female of the Year for an accumulation of points at Limousin shows in Canada with 30 head or more.

Association for more than 35 years and logged another dozen with its national cousin, serving as president of both organizations. As chair of the Canadian Limousin Association's breed improvement committee, he's travelled to Europe and across Canada and the U.S. (He's also sold Limousin genetics to producers in all three places, as well as Mexico.)

Closer to home, he's been a long-time volunteer with the Manitoba Livestock Expo and Boissevain and area vet board. He also chairs the committee of shareholders who own the only restaurant in Minto.

"I guess I've always believed that you've no right to complain about things if you're not willing to participate," he said. "And I enjoy the camaraderie of my peers, as well as the chance to ask them about what's made their operation successful and to see how they do things."

Over the years, he's picked up tips on topics such as pasture management, breeding and marketing, but his greatest insight has been seeing how much can be accomplished when individuals work together for a common cause.



Bill and Lauren Campbell on a piece of their land that overlooks the picturesque Souris River. The terrain is too high and uneven for modern-scale equipment, but makes good pasture land.

When he looks at the cattle sector, Bill says he sees lots of problems. But the first step in dealing with complex issues is a frank and honest appraisal of the situation – which in the cattle business starts with the

fact more and more producers are leaving the sector and the national herd has shrunk to its lowest numbers in two decades.

However, the problem isn't just high feed

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 This section contains two images. On the left, there is a close-up view of a green and silver industrial piece of equipment, likely a conveyor or pump, connected to a large metal silo. On the right, there is a wider shot showing several large, cylindrical metal grain storage tanks in a field, with some green machinery visible in the foreground.

KAP MEMBER PROFILE

costs and the after-effects of BSE, he says.

He points to a highly critical report issued by Canadian Agri-Food Policy Institute last year that accused the sector of ignoring consumer preferences and export opportunities, failing to reform an outmoded business model, and being content to ship cattle south instead of improving (and building an international brand on) the quality of Canadian beef.

"To me, that report was enlightening and outlined the challenge to our industry," said Bill. "Are we just going to let the Americans go out and service the premium world markets while we ship commodity cattle down to them to fill holes in their market? Or are we going to do something to regain market share?"

The opportunities for the latter are great, he's quick to add.

For example, he says, the Beef InfoXchange System (the national, but voluntary, database that captures genetic, production and carcass information) has given the sector a powerful new tool to improve beef quality, particularly when it comes to leanness, tenderness and taste.

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"We all know there is a wide variance in the cattle we produce today," he said. "If you want to have higher value cattle, then the packer needs to provide (carcass) information to the feedlot guy and then he has to pass it on to the cow-calf producer. You also need to pay more for the better quality animals – you don't price all cars the same and you shouldn't price all cattle the same."

And instead of using growth hormones and beta agonist (weight-adding) feed supplements which keep Canadian beef out of Europe and Russia, he adds, producers should take a page from the dairy sector and leverage their world-class genetics to drive quality and lower production costs.

Bill's passion is evident as he talks about taking a consumer-focused approach – capitalizing on Canada's pure and pristine international image, and using the power of measurements and benchmarks to drive

change. Then he catches himself and says with a laugh, "Here I am, preaching again."

"I don't want to oversimplify this because the livestock industry is becoming more and more complex. But we really do need to change."

And that's another reason why he's optimistic about the future of the beef industry – more and more producers and feedlot operators recognize that change is needed, and the entire industry needs to work together to achieve it.

Although the "livestock side" has been his main focus, Bill urges every farmer to get involved with at least one organization.

"Look for one that is addressing your concerns, get involved, and be proud about being involved," he said. "Take an organization like KAP. It's dealing with the rules, regulations and policies that affect your farm. Get involved – it's your livelihood, it's your life." ▀



Corn as high as an elephant's eye: this appears to be the case with Bill's corn crop that stands well above his six-foot frame. He'll turn the crop into silage, which, in addition to being nutritious, is a favourite with the cattle.

KNOW YOUR PST EXEMPTIONS

Compiled by Val Ominski



Combines are PST-exempt, but additional tires are conditionally exempt. The materials to make on-farm replacement parts are exempt by rebate, but the shop tools and welding equipment needed to do this are not exempt at all. Read more to find out all about PST and agriculture.

With the recent one-per-cent PST increase, it's important to know the intricacies of PST on purchases for farming, since one per cent on a big ticket items means a hefty sum. There are PST-exempt items and non-exempt items (see page 12) which are pretty straightforward, but there are also two other categories that producers should know about.

The first is **conditionally exempt items**, in which farm purchases are exempt at time of purchase, if the producer fills in a certificate verifying the item(s) will be used for farming purposes.

The other category is **exemption by refund**, where the producer must pay the PST at time of purchase, and then submit a form to the Taxation Division of Manitoba Finance, verifying the item(s) purchased are used for farming, in order to qualify for a rebate on the PST paid.

Conditionally exempt items – need certificate

The seller must type, print, write or rubber stamp a certificate of farm use on the invoice of the item(s) being purchased. Depending on the purchase, the certificate should contain one of the following wording options:

- I hereby certify that the goods shown on this invoice are farm implements, farm machinery or repair parts, and will be used principally for farming.
- I hereby certify that the goods shown on this invoice are non-organic fertilizers, insecticides, fungicides, herbicides, rodenticides, agricultural lime, weed control chemicals, or livestock waste treatment chemicals and will be used principally for farming.
- I hereby certify that the drugs and medicines shown on this invoice are for livestock used directly in farming production.

Certificates must contain date, place for the producer's signature, and place for the producer's land description.

The following items can be obtained PST-exempt with the above-mentioned certificate.

Aeration equipment specifically designed for storing grain, potatoes or other farm crops; aircraft that are specifically designed and licensed for farm

spraying and are used principally for that purpose; antibiotic test kits used to test cow's milk.

Barn-cleaning equipment including high pressure washers; batteries, tires and tubes specifically designed for use in farm machinery (but not for trucks or cars); bird scare cannons; bluestone purchased for adding to water in a dugout; boxes for farm trailers or wagons (but not for trucks required to be licensed under *The Drivers and Vehicles Act*; branding irons; bull nose rings.

Cabs designed for exempt farm machinery; calcium chloride for tractor tires; chemical applicators for the care of livestock; containers for dead animal pick up; containers for farm produce including barrels, drums, boxes, crates, cartons, sacks, milk cans and pails; coverings specifically designed for exempt farm machinery; crawler tractors and six-wheel drive tractors for farm use.

De-beakers; de-horning paste; drugs and medicines for the purpose of diagnosis, treatment, mitigation or prevention of disease in livestock that are used directly in a farming operation.

Earth-moving equipment, including trenchers used for clearing or levelling

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farm land or otherwise moving earth for farm purposes (does not include equipment for road construction and maintenance); egg candlers, graders and washers; electric generators (heavy duty) and solar panels used exclusively in farm production (but not for domestic purposes); electric power converters used exclusively for the operation of a grain dryer or other farm equipment; electrical systems and components (wiring, transformers, panels, plugs, switches and installation or repair labour) used to supply electricity for exempt farm equipment (but not for farm residence or shop, lighting in a barn or other non-exempt structures/equipment).

Farm fencing for livestock and poultry including barbed wire, fence posts, staples, electric fence equipment and other materials that are designed for farm fencing (but not general-purpose materials); farm tractors and attachments; farm trailers and wagons that are not required to be licensed under *The Drivers and Vehicles Act*; fertilizers (non-organic), insecticides, fungicides, herbicides, rodenticides, agricultural lime, weed control chemicals; field drainage tiles and related materials; filters (oil, gas and air) for exempt farm equipment; front-end loaders, blades and forklifts for farm and garden tractors.

Garden and lawn tractors and attachments; grain-handling equipment including dryers, cleaners, augers and

conveyors; grain shovels, forks and related items (but not shop tools, hand tools or shop equipment); grain storage bags; granaries designed and used exclusively for storage of grain; guidance devices for exempt farm equipment, including GPS.

Haystack covers including related weights and rope; heaters, radios and air conditioning equipment that are specifically designed for farm machinery (if not specifically designed, they must be already installed when the exempt farm machinery is purchased); heating systems and components (including heat exchangers, boilers, ducting, piping, valves, etc. and installation or repair labour) used in livestock and crop production, but not for farm residences, offices and equipment sheds; hoists, including power take-offs for farm trucks; horse harnesses; horticultural charcoal, vermiculite and perlite; hydraulic oil and fluid for exempt farm equipment; hydroponic forage units.

Identification ear tags; installation of exempt farm machinery; irrigation equipment (see "water supply systems" for installation exemptions); insurance contracts covering farming and farm property when the insured property is owned or leased by a person engaged in the business of farming.

Livestock semen.

Manure slurry tanks and liners for manure lagoons, manure separators, digesters and related pumping systems; chemicals used in

the treatment of livestock waste; milk cooling tanks; milk strainers and filters; mink-farming supplies such as, pelting boards, pelt cleaning fluids and compounds, food and fleshing tools; moisture meters, temperature probes and sample probes for handling and storing grain and vegetable crops; monitoring devices used in the care of livestock, such as a video scanner installed in a birthing room; motors for exempt farm machinery (electric motors, gas or combustion engines); mowers, tillers and windrow compost turners for farm and garden tractors.

Pasteurizers; plumbing systems and components (see "water supply systems"); post-hole augers used for farm fencing; potato graders, washers, seed cutting machines, mobile potato boxes (except truck boxes), pallets, bin loader pilers, flumes and other ventilating equipment for potatoes when used directly in the operation of potato growing (but not ventilation flumes that are poured as part of the concrete floor); poultry pluckers, leg bands and thermometers; propane tanks used exclusively for grain drying; pumps used to keep water supply dugouts from freezing (see "water supply systems").

Refrigeration equipment purchased for use in the storage of fruit and vegetables and other farm products grown commercially for sale; refrigeration equipment for use in the storage



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of dead stock; repair and installation services to exempt farm equipment; repair parts or replacement parts for farm equipment (including nuts, bolts, screws and other fasteners for farm equipment, but not for other uses); replacement parts custom manufactured to specifications of the original farm equipment part (supplier must clearly describe the manufactured part on the invoice); riding mowers.

Safety accessories required under *The Highway Traffic Act* and designed exclusively for installation on farm machinery (e.g., clearance lights); scales for weighing farm produce and livestock; sheep shears and clippers; snow blowers designed to be mounted on farm tractors; silver nitrate sticks; soil testers; spraying or spreading equipment for fertilizers, insecticides or weed control chemicals including crop sprayers for all-terrain vehicles; surfactants, defoamers and wetting agents purchased for use with fertiliz-

ers, insecticides, fungicides, herbicides, rodenticides and weed control chemicals.

Tanks and containers designed to be attached to a fertilizer, insecticide or weed control sprayer, or other exempt farm equipment, including portable tanks specifically designed to haul fertilizer, chemicals or water to the field sprayer; tattooing tools and ink; teat dip, dilators, instruments and protectors; temperature alarm systems used in caring of livestock.

Udder supports.

Ventilation fans, dust collectors and dust filters for buildings that are used for confining livestock and poultry, or for storing crops; veterinary equipment purchased for a farmer's own use in the care of livestock.

Water supply systems used principally for watering livestock, spraying crops, or irrigation (located in or connected to a production area), including well equipment (e.g., casing, well cribbing or pitless adapters,

well head connections and piping, pumps, injectors and foot valves), the distribution system leading to and in the production areas (e.g., piping, pipe accessories, valves, hydrants, watering bowls), and labour to install the well equipment and distribution system leading to the production area, including electrical hook-up. Materials and labour to install pipe and plumbing fixtures that serve the farmhouse and other non-production areas are excluded. If the well is for a water pressure system intended mainly for household use, (even if there are water taps or hose connections placed on the outside of the house or at the wellhead) the total cost of materials and labour to install the water system is taxable.

Weed burners; welding rods and wire; wood chips and shavings used in the care of livestock.

A note on gas, fuel and electricity

There is no PST on any fuel, but there is a fuel tax. For marked gas, it's three cents per litre.

There is no fuel tax, however, on marked diesel, propane, bunker fuel, crude oil and natural gas that is used for farming purposes:

- To operate farm machinery for agricultural work on farmland.
- To operate a farm truck with a farm plate issued under *The Drivers and Vehicles Act*.
- To heat or cool a farm building used for growing crops or raising livestock.
- To heat a farm residence.
- To dry grain, including operation of aeration fans.

Tax should not be charged by the retailer when he/she is advised by the producer of intended use.

There is no fuel tax on electricity, but there is PST. However, electricity for the farm uses outlined above is PST exempt. If the electricity is for mixed use (e.g., to also light farm buildings and residences, etc.), PST will be reduced by 80 per cent. Contact Manitoba Hydro directly.

Items exempt by refund – form to be submitted

The form to request a PST exemption and rebate on PST paid is available at <http://www.gov.mb.ca/finance/taxation/forms/refundfarmuse.pdf>. It must be accompanied by a detailed invoice for the item(s) on which PST was paid.

The following items can be submitted for consideration.

Miscellaneous: air compressors for use in manure pumping systems; all-terrain vehicles; farm storage buildings constructed from steel or pre-cast concrete and designed and used specifically for storing potatoes, grain and other field crops grown commercially for sale; liners for manure lagoons purchased from a contractor in a one-price-supply- and-install contract (producer must attach documentation proving that the contractor paid the tax in respect of the liner); rototillers; saddles, bridles, horse shoes, bits and halters.

Farm fencing: lumber, steel tubing, railway ties and other miscellaneous materials used to construct fencing for raising livestock or poultry.

Machinery and equipment made by producers: steel, bolts, screws, hardware and other general purpose-materials used for the manufacture of equipment or parts for farming.

(Continued on page 12)

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PST-EXEMPT ITEMS

The following items are PST exempt at point of sale.

Agricultural feeds; animals considered livestock, barn pens, stalls and stanchions; binder twine, baler twine and baling wire; cattle chutes and squeezes; combines, cow mats; cow trainers; cream separators; cultivators; discs; farm horses, including horses for cattle ranching, raising of horses for sale, horses used in production of estrogen and race horses; farrowing crates and pens; feed grinders, crushers, rollers, mills and mixers used by farmers for processing livestock feed; forage harvesters; harrows (chain, disc or tooth); haying equipment designed for farm use including mowers, loaders, presses, balers, rakes, sweeps and stack movers; livestock feeders, waterers and other equipment designed for use in the production, handling, feeding or care of livestock (but not silos used for storing silage); livestock protector devices used to protect cattle from insects and other pests (cattle oilers, back rubbers, dust bags, ear tags, etc.).

Manure loaders, spreaders and related pumping systems; milking machines; one-way tillers; organic fertilizer, peat moss, top

soil, loam, manure, bone meal, compost and lawn dressing; plants or plant products that ordinarily constitute food or drink for human consumption including seeds, tubers, bulbs, corms and rhizomes used to raise the plants; plows; potato planters and diggers; poultry brooders, incubators, cages, nests, pit cleaners and other equipment designed for use in the handling, feeding or care of poultry; rock pickers and weeders; seeders, seed drills and seed treating equipment; silage cutters; silo unloaders; slatted flooring for livestock barns; straw bunchers and chaff savers; straw choppers and spreaders including extensions; swathers and swath turners; vegetable harvesters; veterinary services.

NON-EXEMPT ITEMS

The following items are taxable at the time of sale.

Aerial photographs, including infrared crop photos; air compressors and related equipment, but exemption by rebate if used in manure pumping systems; air conditioners for household use; aircraft not specifically designed and licensed for farm spraying; all-terrain vehicles, but exemption by rebate if used specifically for farming; antifreeze and other additives; automobiles, trucks, trailers and other vehicles required to be licensed under *The Drivers and Vehicles Act*, and all parts, repairs and service to these vehicles; batteries, tires and tubes of a size or type that can be used for a car or truck; boxes for trucks required to be licensed under *The Drivers and Vehicles Act*; cell phones; chain saws; computers, software and cable installation – but computers/software that are part of PST-exempt farm equipment are also exempt; construction materials and pre-fabricated packages for barns, animal shelters and other farm buildings or structures, whether movable or immovable, although labour charges to construct, erect or repair these buildings are exempt (also, exemption by rebate for farm storage buildings of steel or pre-cast concrete); culverts; disinfectants.

Field marker dye and field marker soap; fuel storage tanks, pumps, hoses, etc. for handling fuel, although propane tanks exclusively used for grain dryers are exempt; grease and lubricating oil; hardware, electrical supplies and plumbing supplies, although they are exempt when part of exempt water supply systems or other exempt farm machinery; heaters, radios and air conditioning equipment, when purchased separately from, and not specifically designed for farm machinery; herding dogs; hoists and power take-offs on equipment used for hauling sand, gravel, earth, etc.; household appliances; installation and repair services of plumbing, heating, cooling, electrical, electronic and telecommunication systems for general use; lawn mowers; lighting plants, generators and emergency power transfer switches for domestic use; lumber, paint and other building materials, although materials used in farm fences are exempt by rebate (see "Items exempt by refund.")

Motorcycles; nuts, bolts, screws and other fasteners, but see repair parts under "Conditionally exempt items" for exceptions; road construction and maintenance equipment; rope, but exempt if used for haystack covers, safety clothing and safety equipment; sand and gravel; scales for weighing trucks; shop equipment, including all power equipment and hand tools; silos; soaps, detergents and other cleaning compounds; snow blowers and attachments (but tractor-mounted snow blowers principally for farm-use are exempt); snowmobiles; steel pipe, angle iron, sheet steel and other materials purchased for general farm use, unless used to manufacture equipment and repair parts (see "Exempt by rebate"); tarps and other covers for trucks or general purpose use; trailers that are required to be licensed under *The Drivers and Vehicles Act*; water pressure systems used mainly for household use; water softeners, including water softener salt and iron removers; welding equipment of all types and welding gases. ▀

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KAP speaks out on taxation

Presentation to the provincial Standing Committee on Social and Economic Development

Good morning honourable members of the Legislative Assembly, ladies and gentlemen. My name is Doug Chorney, and I'm president of Keystone Agricultural Producers, the grassroots organization that works in the interest of farmers in Manitoba.

I'd like to thank you for the opportunity to comment on Bill 20 and Budget 2013. Before I begin, I'd like to paint a quick picture of the agriculture industry in Manitoba, so that you'll understand our concerns over the effects of this budget.

Our industry is critical to the province as an economic driver and a creator of jobs. According to provincial information, we contribute \$10 billion to the province's economy and create 62,000 jobs. These jobs, I note, are in every sector – including shipping, processing, retailing, research, and the businesses that supply goods and services directly to farmers.

Agriculture, as you know, starts at the farm level. The unique thing about our industry is that we consist of a large number of independent farm operators –

each one a stand-alone business.

Compare this to Manitoba's other large industries – for example, the aerospace industry, which is dominated by just three major firms.

Manitoba's approximately 15,000 individual farm operators face a series of risks that are not found in any other industry. Weather, as we well know, can wipe out crops – as it did in 2011, when \$900 million in production was lost to heavy spring rains.

The world marketplace, too, creates very significant challenges. Markets can be lost in the blink of an eye, and a farmer can suffer huge losses as a result. Currently, country-of-origin labelling in the U.S. is costing the Canadian livestock sector an estimated \$1.14 billion annually.

In addition to these risks, agricultural producers must also contend with crop prices that rise and fall with global market cycles.

Despite these risks, farmers must invest in the industry if they are to stay competitive. While net farm income has

improved, continuous investment in land and equipment is necessary.

In fact, total farm debt in Manitoba has risen to \$7.5 billion – double what it was a decade ago. In 2013, Canada wide farm debt exceeded \$70 billion for the first time in history.

The Government of Manitoba has long supported agriculture, as do other provincial and federal jurisdictions, in recognition of the challenges the industry faces. However, we are concerned over the recent cuts in support for farm business risk management programs – by both federal and provincial governments.

We are further alarmed by the additional cuts as a result of the Budget 2013 and Bill 20. We believe these cuts are based on the mistaken belief that farmers have overcome the natural and market risks that I have described. These risks, however are inherent to the industry, and have been present since the late 1800s.

(Continued on page 14)

PST

The PST increase **will** impact farmers. While many farm input and equipment purchases are PST-exempt, farmers must pay the tax on construction material for all farm buildings – as well as on a variety of other purchases.

A one per cent increase will make a huge difference on big-ticket investments such as building materials or agricultural trailers – investments I might add, that are completely exempt in Ontario.

We are asking that this competitive disadvantage be corrected. There must be a review of taxable farm items, and more

exemptions allowed on farm purchases.

The increased PST will also impact rural communities. Farmers near our western border inform me that many residents are travelling to Saskatchewan for large purchases.

At a time when rural de-population is a growing concern, Manitoba should find ways of creating competitive advantages for rural commerce – instead of legislating disadvantages.

PST and infrastructure

Another issue with the PST increase is the way in which the added revenue will be

spent. We are told that it will leverage federal funding so that some large infrastructure projects in rural Manitoba can take place. As residents of local municipalities, we understand the impact of the provincial infrastructure deficit on our farms and communities, and the need to maintain and re-build. However, the problem with this funding formula is that municipal governments will not see this money.

The provincial government will choose which projects it will create and fund – even though municipal governments are best equipped to assess and determine where strategic infrastructure investments need to be made to improve their communities.

In Manitoba, we have the land, water, weather, knowledge, people and ability to grow world-class agricultural products. What we don't have, however, is a comprehensive food-processing industry to take those products, add value, and then sell them to consumers at home and throughout the world.

We are in a contest with our neighbouring states and provinces for food-processing investment, and we must be competitive to attract the kinds of investment that will drive the agriculture industry, our communities and our economy forward. Good transportation infrastructure is a critical factor for food processors when they perform a location assessment. Because Budget 2013 will be providing almost no new revenue to rural municipalities for local infrastructure projects, we don't believe communities will be able to develop the competitive edge they need to attract investors.

This is very disheartening for those who live, work and farm in rural Manitoba.

Farmland School Tax Rebate

Another grave concern for Keystone Agricultural Producers is the changes to the Farmland School Tax Rebate program contained in Budget 2013.

We have long argued that education tax levied against land and property is a dysfunctional way of funding a service as critical as primary and secondary education. It creates a situation where farmers, regardless of net income or relative wealth, pay a disproportionate amount of the total tax required to fund education in Manitoba.

The provincial government has recognized this and created the Farmland School Tax Rebate program, which it has enhanced over the years.

On September 18, 2011, farmers in Manitoba were very pleased to hear

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Premier Selinger announce, and I quote:

"Farmers will pay no school taxes. We all know the feeling that we could use a little more money in our wallets... Our hard-working farmers face many challenges, from the weather to the volatility of crop prices. And many farmers have had a rough year... Today's NDP will: Save farmers \$14 million every year by eliminating the school tax on farmland."

This was the government's pledge to increase the rebate from 80 to 100 per cent. Instead, however, in Budget 2013 a \$5,000 cap on the program was introduced. Another change will limit the time frame for farmers to apply, and yet another has disallowed the rebate for out-of-province landowners.

The \$6.2 million the government expects to save through these program changes is roughly equal to reducing the rebate from 80 per cent down to 68 per cent.

Premier Selinger was clear on his commitment to reduce the tax burden on Manitoba farmers. However, to the contrary, money will be drawn out of rural Manitoba at a critical time. Farmers would otherwise be investing in their operations, paying down debt, and saving for future years when we will see cyclical declines in production and commodity prices.

This new tax burden will also be difficult for many young farmers – those who have borrowed substantial amounts of money to increase the size of their operations as an investment in the future of agriculture in this province.

Curtis McRae, a young farmer with both a growing family and farm, is a very good example of why these program changes are wrong. If they are not reversed, he will pay an additional \$3,000 in taxes – money that otherwise could be used towards university tuition for his children, investment in land, buildings or equipment, or to help pay down long-term debt.

Farmers who rent land are also concerned – because they know that their rental rates are going to increase as a result of the removal of the rebate for out-of-province landowners.

None of this is contributing to the competitiveness of the industry or the business climate in Manitoba – and I ask why this is so.

To point out the disparity in our education tax system, I'd like to bring your attention to the last page of our submission. It's an ad for a condo not far from

here – 8,000 square feet, library with stained glass ceiling, den, gym, and a separate bedroom for live-in help. All this for only \$3.3 million.

The final line of the ad is the interesting part. "Due to new legislation, if the owner is age 65 or over, the net tax, **less the education tax**, will be approximately \$15,460.69."

The pre-rebate tax bill is \$32,635, so the homeowner will get a break of \$17,172.

I'd like to leave you with this question:

who is more deserving of a tax break, the future owner of this \$3.3 million residence, or a farmer who uses his land for business and takes on great personal risk to drive our economy and our province forward?

Let's fix this broken education tax system that we have once and for all. Let's base school taxes on one's income and ability to pay. Let's create a competitive business climate in Manitoba, where taxation is fair, entrepreneurship is encouraged, and investment is sought out instead of discouraged. ▀



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For workshop locations, dates and times visit your local Manitoba Agriculture, Food and Rural Initiatives GO Office, or go to manitoba.ca/agriculture.

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THE 4-H INFLUENCE:



Helping young people succeed for 100 years

By Ron Friesen

Layne Colart of the Portage 4-H Beef Club, with his reserve champion steer at the Portage Fair. In addition to the steer, he entered a heifer and two cow-calf pairs; one of the pairs won grand champion of four clubs.

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Morris Deveson's involvement with 4-H began unexpectedly one day in 1945 when the local provincial ag rep dropped by his one-room country school near Arden to sell the idea of forming a local 4-H garden club.

Little did Deveson know at the time that he would one day wind up supervising the entire 4-H program for Manitoba.

From 1972 to his retirement in 1992, Deveson oversaw 4-H as part of his job as director of community and family programs with the provincial agriculture department.

Today, Deveson, 80, traces much of his success back to that chance meeting in the Arden school, which got him started in 4-H.

"It led me to the career I ended up in," said Deveson. "Without a doubt, 4-H influenced it more than anything else."

Deveson is far from alone. 4-H has helped shape the professional and personal lives of many who passed through its program. Ask any farm leader in Canada and you'll probably find a 4-H history going back to childhood.

Clayton Robins, executive director of the Manitoba 4-H Council in Brandon, says he attended a Canadian Forage and Grassland

Association conference last December where the CFGA president asked how many in the audience were 4-H alumni. Over 90 per cent of the people in attendance raised their hands.

"It is quite common to look around a board table, especially ag-related, and see the vast majority of the people who claim time in 4-H during those formative years," said Robins.

Training begins early in life for a 4-H member. Layne Colart of Portage la Prairie is a typical example. Layne, who turned 14 in September, has been in the Portage 4-H Beef Club for six years. Each year he raises a project steer and a heifer to calve and go back into the cow herd.

Layne, who also plays organized soccer year-round, takes care of his own animals while father Mark helps younger brother Avery, 11, with his beef project.

"It helps me become more independent," Layne said. "I really enjoy working with animals."

He sells his calves to feedlots and his steers for slaughter. He hopes to apply the money toward either a car when he turns 16 or college – he's not sure which yet.

Layne hopes the skills he learns from 4-H could one day help make him a producer, following in the footsteps of his dad, who also attended 4-H. But you don't have to be a farmer after you graduate from 4-H.

"I always say to people, probably 95 per cent of them, once they leave, will never have anything to do with cattle again," said John Thompson, former head leader of the McConnell Beef Club, the oldest continuously operating 4-H club in Canada, which meets monthly in Hamiota. "But what they learn in 4-H – public speaking, meetings, record keeping, judging – include a lot of things other than cattle."

It's those practical skills learned in 4-H that help to shape character and prepare people for adult life, Thompson says.

"It builds kids to be members of the community and society. It teaches them a lot of life skills that come in handy when they get older. A lot of kids really don't realize when they're members how important 4-H is. But once they're out of it and after [they finish] school, that's when they realize its value – the scholarships that are available and the ability to get up in front of people and talk."

The value Thompson speaks of also extends to the workplace. Deveson says the CEO of a large company once told him that

whenever he saw 4-H on a job applicant's resume, that person automatically went to the top of the interview list because the employer knew the candidate had strengths other applicants didn't.

Giving rural kids a chance to do something practical was the main purpose of 4-H in its early days. Deveson says most farm children of his day didn't mix much with town kids and had to find their own activities.

"It was an opportunity for kids in a small country school to get involved. You didn't need a large area to be able to start a 4-H club," said Deveson.

"In my case, and I think with almost all the kids I went to school with, nobody participated in organized hockey, baseball or those things. Whatever you could do within your own community, you did. So 4-H was a real opportunity for rural kids



Clayton Robins, executive director of 4-H Manitoba, has been involved with 4-H as a member, leader and volunteer for most of his life. He operates a mixed family farm near Rivers, and was recently one of three Canadian winners of a Nuffield scholarship.

to get involved in something that was there for them."

Today, you can still do the same kinds of projects your grandparents did – beef, horses, foods, sewing and gardening. But times have changed and so has the nature of activities. Today, 4-Hers can choose from over 60 hands-on projects, including babysitting, money management, photography, small engines and outdoor living. There's even a create-your-own-project category.

It's been an evolving 100-year journey for the 4-H movement since May 1913, when Canada's first club was formed in Roland, Manitoba, followed quickly that spring by other clubs in Darlingford, Manitou, Neepawa, Oak Lake, Starbuck, Stonewall and Warren. From an agricultural-based organization, 4-H has since developed into an activity program for youth in general. While more than half of 4-H members still live on farms, the remainder reside in rural non-farm areas.

Despite changing demographics, the 4-H experience remains the same as it has always been, with emphasis on leadership, problem solving and setting goals. 4-H rallies are still major events in rural communities. The organization's motto is the same, too: "Learn to do by doing."

However, as rural populations decline and farms become fewer, questions arise about the future of 4-H as it enters its second century.

The figures tell the story. The number of 4-H members in Manitoba peaked at 9,495 in 1939-40. Last year, the province had 154 clubs with 2,179 members and 932 leaders. That's down from 178 clubs, 2,502 members and 1,072 leaders in 2010-11.

To tackle the problem of declining enrolment, 4-H has launched a strategic



Morris Deveson, a former provincial employee who oversaw the 4-H program for 20 years, traces much of his life's successes back to his early involvement with 4-H in Arden.

plan called Embrace the Future. The initiative consists of a three-pronged approach: expand eligible age limits to encourage new members; offer new programs and opportunities to retain existing members; partner with other youth development organizations which share common goals and similar programs.

"I see a very promising future for the 4-H program in Manitoba," said Robins. "While we cannot shift our main focus away from existing clubs and members, we must look forward to new opportunities for the organization to remain viable."

Even though the number of farm kids is getting smaller, there are always new potential members. Thompson recently became a grandfather for the first time. This fall, the minimum age for joining 4-H is being lowered to six years. Thompson hopes eventually his grandson may start attending the McConnell Beef Club – the latest member in a long family tradition of 4-H. ▀



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Highlights from the last quarter

BIG RESULTS ON GRAIN DRYER INSPECTIONS

KAP spent many hours in consultations with the Office of the Fire Commissioner this last quarter regarding permit requirements for new and used grain-drying equipment. As a result, the OFC lifted the requirement for venting of hydrostatic relief devices on dryers with a CSA 3.8 certification. In addition, the OFC has put standardized guidelines into place for a special acceptance inspection for used dryers made before the CSA 3.8 standard came into effect. See article on page 22.

SWIFT REACTION TO COSMETIC PESTICIDE BAN

After the Province announced the cosmetic pesticide ban in early July, KAP issued a news release advising the public that pesticides are used prudently by producers – and only when warranted.

"The Province has said that cosmetic pesticide products are used indiscriminately on lawns and green spaces, and while I have no data on this, I can positively tell you that this is not the case with agricultural use," said KAP president Doug Chorney.

He also called for the Province to ensure steps are put in place before 2014, when the ban comes into effect, in order to address landowners who do not control their weeds. This would include providing added resources for enforcement of the *Noxious Weeds Act*.

STILL WORKING TO PROTECT LANDOWNERS' RIGHTS

KAP executive member Nevin Bachmeier made a submission to Manitoba Hydro



MPI involves KAP in road safety commercial

KAP welcomed the opportunity to work with Manitoba Public Insurance on a TV commercial urging drivers to take caution when approaching farm equipment on roads and highways. MPI offered the script to KAP for approval, then shot the commercial on Highway 59, near East Selkirk, with the help of Doug Chorney.

in August regarding its proposed St. Vital Transmission Complex that would see new transmission lines from St. Vital to Letellier, via the Steinbach area, and from St. Vital to Oak Bluff.

He stressed both the importance of farmland and why limited disruption to farm operations is essential. He also urged farmers in Districts 3 and 4 to attend Hydro information sessions so they could react appropriately and in sync with their neighbours (strength in numbers) prior to signing any agreement. While these sessions were important, KAP opposed the timing of them during harvest.

HELPING TO GROW MB'S BIOMASS INDUSTRY

KAP is a founding member of the new Biomass Economy Network that is committed to growing the biomass industry and making Manitoba a leader in the production, use and export of biomass for fuel and bio-products processing.

KAP vice-president Curtis McRae, speaking at the July provincial news conference announcing the delay of enforcing the coal ban and the second phase of the Biomass Energy Support Program, said farmers in Manitoba have a critical role in the biomass industry and will see benefits not only to the environment, but also to their bottom lines.

CONSULTATION ON NEW MASC FORAGE PROGRAM

KAP met with MASC this summer, along with Manitoba Beef Producers and the Manitoba Forage Council, to discuss a new forage program. As a result of the consultation, MASC will fine tune the program before details are announced in the fall. Great news!

OBJECTING TO FINE PRINT OF FAIR RAIL FREIGHT SERVICE ACT

KAP is lobbying the federal government for changes to the *Fair Rail Freight Service*

Success on delaying coal ban enforcement

KAP's two-year-long lobby effort to delay the provincial coal ban met with success this summer. The Province announced in late July that the ban on coal for space and water heating, scheduled to come into effect on January 1, 2014, will not be enforced until 2017.

"This is good news for farmers and rural residents," said KAP president Doug Chorney. "Naturally, everyone wants to do their part in terms of environmental sustainability, but for many who don't have access to natural gas, there is no reasonable alternative for heating just yet."

"When the ban was first announced, the time frame was too short for the development of a viable biomass sector that would be large enough to meet demands from current coal users."

Opposing changes to school tax rebate

Act that was just passed this summer.

KAP applauded the legislation when it was announced because it requires CN and CP to enter into a service level agreement at the request of a shipper, where previously there was nothing like this in existence. However, there is one detail that worries KAP members and leaders alike.

"If the railways violate the service level agreement, there is a penalty imposed at the discretion of the Canadian Transportation Agency – but this penalty goes to the federal government instead of to the shipper as compensation for economic loss," said KAP president Doug Chorney.

SPEAKING OUT AGAINST CGC FEES

As of August 1, new user fees came into effect at the Canadian Grain Commission, increasing the cost of its services to farmers from about \$1.25 to \$1.80 per tonne, assuming 30 million tonnes of exported product. At one tonne per acre yield, this is an added cost of \$2,750 over a 5000-acre farm.

As a member of the coalition that opposes across-the-board fees for all CGC services, KAP wrote a letter to the *Manitoba Co-operator* in support for an article by the Western Grain Elevator Association and the Inland Terminal

KAP is lobbying the provincial government to rescind the changes to the Farmland School Tax Rebate program, and to make more farm purchases exempt from PST. On June 24 the KAP management team met with provincial ministers Ron Kostyshyn (MAFRI) and Stan Struthers (Finance), and on July 6 Doug Chorney spent most of the day at the Legislative Building where he made a presentation to the Standing Committee on Social and Economic Development (see page 13).

The changes to the Farmland School Tax Rebate program, announced in the 2013 budget, are equivalent to reducing the 80 per cent rebate to 68 per cent. This is particularly disturbing in light of the fact that in 2011, the premier announced the rebate would go up to 100 per cent.

KAP also met with members of the Opposition to outline its concerns.

Association of Canada explaining why not all CGC services should be included in the new business model.

Regulatory functions, said Doug Chorney, provide assurances of Canada's ability to produce safe and quality foods – and this is a broad public benefit. Funding for this type of public-good service should come from government revenues, just as it does for other regulatory agencies.

ENCOURAGING ALL MANITOBIANS TO DO THEIR PART

KAP continues to promote and support Lake Friendly, the coalition that is engaging all Manitobans – including the rural and urban public, cities, towns and municipalities – to do their parts in protecting Lake Winnipeg. KAP was invited to a Lake Friendly Stewards Alliance meeting, hosted by Conservation and Water Stewardship Minister Gord Mackintosh, where participants were recognized for their support of the coalition.

PROMOTING KAP TO PRODUCERS

Rather than waiting for the Province to make changes to legislation that would give the organization more stable funding, KAP is taking a proactive approach by encouraging members to pay up front with a yearly cheque of \$200 (plus

GST), rather than waiting for the check-off. In addition, KAP will be spelling out to lapsed members the reasons for supporting the invaluable work it does.

TREE NURSERY NEWS

The Western Canada Tree Nursery Coalition, of which KAP is a member, now has a business plan for the continued operation of the Indian Head tree nursery. It stresses the nursery would continue to supply trees to rural landowners as shelterbelts, and will not compete with commercial nurseries producing ornamental trees.

The plan is based on cost recovery – a nominal fee for each tree, although the exact amount is yet to be determined because it is dependent on the number of trees produced and distributed. Because of the impending shutdown, dispersal of staff, production slowdown and lack of order forms, it is difficult to predict how many trees can be produced and distributed in the first few years.

As a result, the coalition is asking the federal government for financial assistance in the transition to a cost-recovery model. It is also asking AAFC Minister Gerry Ritz to make good on his promise to keep the nursery operational during 2013, so that harvest and production will not be further compromised. ▀

Resolutions from July 25 General Council

- Request the Government of Canada to allow deferral of income from the forced sale of all classes of livestock.
- Petition the Government of Manitoba and the Government of Canada to hold consultations with general farm organizations and commodity groups before any government agricultural programs are terminated or altered.
- Petition the Government of Manitoba and the Government of Canada to improve the Disaster Financial Assistance program so that it delivers assistance as soon as needed.
- Hold discussions with the Government of Manitoba, the Association of Manitoba Municipalities, and the Manitoba Conservation Districts Association on drainage strategies and general water management issues.
- Approach the Manitoba Agricultural Services Corporation to allow as insurable all canola stands that are proven established up to crop insurance standards, regardless of the seeding method used.

U.S.-based Farm Rescue



Farm Rescue founder Bill Gross had the idea that he'd like to become "a random good Samaritan," buying himself a big John Deere tractor and going around planting crops for families who could use the help. And that's exactly what he did.

A successful U.S. volunteer group that provides assistance to sick and injured farmers has caught the attention of a Manitoba farmer who'd like to see the idea adopted here and spread across the Prairies.

Abe Loeppky, an active Keystone Agricultural Producers member for about 25 years, first heard about Farm Rescue on a Jamestown, North Dakota radio station while farming some of his land just off the U.S. border.

"I was quite excited about it," said Loeppky, who serves on the KAP District 4 board in southeastern Manitoba. After checking out the Farm Rescue booth at the Big Iron Farm Show in West Fargo, he knew he'd come upon a good idea.

"I just thought this is a win-win situation for agriculture."

His resolution that urged taking a closer look at the group that helps farmers in need plant and harvest their crops passed at KAP's 29th annual meeting.

Traditionally, "whenever something goes awry, usually somebody will pitch in and help get the seeding done, but as farm help gets more and more scarce, I think this could be a good fit," Loeppky said.

He envisions KAP working with Agricultural Producers Association of Saskatchewan and Alberta Federation of Agriculture to

create a Prairie-wide service.

"I certainly would think with the right approach, we could have the same thing in the western provinces. It's just part of our mindset: If somebody's in trouble, everybody likes to do what they can to help the person along."

Farm Rescue is the brainchild of Bill Gross, a 47-year-old Boeing 747 captain. He's been flying across the globe for UPS over the past 20 years after piloting with Pan Am. But his roots are on the farm, having grown up on a 2,500 head cattle family operation near Cleveland, North Dakota.

His philanthropy goes back many years, to when he went on missionary trips overseas, in countries like Romania and Croatia, helping build houses, working in orphanages and teaching bible studies.

But one day it dawned on him that perhaps he could provide help closer to home. He didn't know what, but then, while discussing retirement plans with his fellow pilots, he had the idea that he'd like to become "a random good Samaritan," buying himself a big John Deere tractor and going around planting crops for families who could use the help."

"Unenthusiastic" might charitably describe his colleagues' reactions.

But while his peers might have thought him a bit mad, his friend Kenneth Mateer,

a chaplain in the U.S. military, offered encouragement when Gross told him of his intentions.

But instead of waiting for retirement, Mateer urged Gross to start then – because you never know what tomorrow will bring, he reminded him. Gross, who had no wife or children, couldn't think of a reason to wait.

"In the big cities, there's lots of nonprofits that help everything from cats and dogs to drug abuse," he said. "But what is



Abe Loeppky, an active KAP member from District 4, first heard about Farm Rescue on a U.S. radio station and thought it could be "a win-win situation" for agriculture in Manitoba.

there to help the farm families when there's an injury or illness, and they need to get their crop planted or harvested to maintain their livelihood? Other than just good-hearted neighbours, there's really nothing out there."

Gross saw for himself the devastation that can occur when farms can't sustain themselves. In the 1980s, it was an income crisis that wiped out farms across the country, which in turn also devastated surrounding rural communities.

"In my town, the kids all left the farm. Pretty soon the public schools closed down, and after that, the grocery store, the gas station, the bar. Everything closed down. There's just an elevator there by some railroad tracks and there's a post office," said Gross. "It bothered me that that happened to my own home town, but it's happening all across America."

In 2006, Farm Rescue began in earnest as Gross and his volunteers planted crops for 10 farm families. The effort attracted a good deal of positive media coverage, and the organization itself grew – more volunteers, more sponsors, and more farm families helped. In 2007, it



Farm Rescue volunteers from Iowa, Illinois, Florida, Minnesota and North Dakota assemble to plant a crop for a farmer in North Dakota who had a detached retina.



Farm Rescue harvests a crop for a Minnesota farmer whose wife had terminal cancer.

was 20 families that received help, and now, in Farm Rescue's seventh year, up to 50 farm families will have benefited by the time harvest is complete.

Currently operating in North Dakota, South Dakota, Minnesota, Iowa and eastern Montana, Farm Rescue provides planting and/or harvesting assistance, free of charge, to farm families who have experienced a major injury, illness or natural disaster. All the farmers need to provide is the fuel, seed and fertilizer.

Farm Rescue's equipment is sponsored, as is the fuel to move it from location to location. Funds for insurance, lodging, and per diems for volunteers also come from sponsors such as feed and fertilizer companies, and banks.

About half the farm families who've needed Farm Rescue have applied directly, either calling to get an application or applying online. But the other half sometimes needs a nudge in the right direction. Farmers tend to be very independent and self-sufficient, sometimes to a fault, and might

be hesitant to ask for help, said Gross. That's why Farm Rescue allows neighbours or businesses to anonymously refer a farm family to his group.

The work is completed by about 500 volunteers, some of whom have lent a hand seven years in a row. They come from all walks of life, and pay their own way in flying in from all over the country.

"We have a minister who comes out of Oregon with a commercial driver's license, and he drives our semi-trucks. We've got pilots that come from UPS, FedEx, Delta, to volunteer. We've got doctors, attorneys, people that work for Intel in management. People from Wal-Mart, too," Gross said, adding Farm Rescue even provides training to its volunteers.

"We have volunteers that have come from New York that have never driven a tractor or combine in their lives. Actually, we've had a few who've never been on a farm in their life."

Can the Canadian Prairies replicate this success? Only time will tell. ▀

KAP FARM ESTATE PLANNING

**Don't leave
the potential
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Less red tape for new grain dryer hook-ups

The fire commissioner's office has dropped the venting requirement on new CSA 3.8 certified dryers

By Allan Dawson

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New provincial regulations should make it easier to hook up a new grain dryer – but installations and inspections will still take time and planning.

The physical placement of the dryer (which often involves a new bin for wet grain and one for dried grain) and then getting an electrician and gas fitter out to the farm all takes time, said Dave Wall, president of Wall Grain Handling Systems, which sells grain dryers.

Especially at this time of year.

"We'll be brutally honest with a guy – if you buy something in September, you'll be on a waiting list," he said.

However, the final step of having the dryer installation approved by the Office of the Fire Commissioner is now more straightforward because venting of hydrostatic relief devices is no longer required for dryers with a CSA 3.8 certification. Virtually all new dryers have that certification.

However, venting will still be required for dryers approved by

the OFC's Inspection and Technical Services Manitoba through a special acceptance/field approval process. Used dryers made before the CSA 3.8 standard must go through the special acceptance process before starting up.

The Office of the Fire Commissioner also issued a bulletin listing the criteria used to evaluate whether a dryer qualifies for a special acceptance. (See page 23.) It used to be an ad-hoc process, a provincial official said.

Modifying new dryers to vent them has been a sore spot with many Manitoba farmers, who are installing more dryers as their acreages, particularly of corn and soybeans, increase. Many harvest crops on the damp side and dry them because they have so many acres to harvest.

At a recent Keystone Agricultural Producers general council meeting, Ste. Rose du Lac farmer Rob Brunel berated officials from the fire commissioner's office, saying he wasn't able to use a dryer he bought in 2010 until 2012 because of red tape.

Buying a new dryer should be like buying a new car, said a visibly angry Brunel, who spent \$100,000 to purchase and install the dryer.

"I buy a license, put the key in the ignition and I drive away," Brunel said. "None of that happens (with a dryer). None of it. And that's unacceptable because we are paying money and we are asking for the service to be provided and nobody knows between one person and another how to properly start and install these dryers."

Manitoba's rules for installing new and used grain dryers are more onerous than in Saskatchewan and Alberta, but the changes are "a step in the right direction," said KAP president Doug Chorney.

"They (the propane industry) would still like the ability to have a province-wide variance in the event that there was suddenly a very wet harvest and producers were trying to put (drying) equipment in and the Office of the Fire Commissioner inspections



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It looks like KAP's efforts to simplify rules for installing new grain dryers are paying off.

couldn't keep up," he said. "Apparently it has been done in Alberta in the past. There would have to be guidelines but these (gas) fitters know what they're doing."

Propane and gas companies aren't allowed to supply fuel to dryers until a provincial inspector approves a new installation and it takes a minimum of two weeks to get one of the three Winnipeg-based inspectors out to a farm. (To book an inspection, call Jackie Jacobs at 204-945-1359.)

The fire commissioner's office says licensed gas fitters and

electricians should know the regulations required for hooking up a dryer to propane or natural gas.

Wall agrees.

"You've got to go with somebody who knows the hoops," he said. "A dryer is like another piece of equipment. You're going to go with someone who can help you get it up and running."

Brunel said next time he'll allow more time and ensure his suppliers know what the regulations require. But installation should take a matter of weeks, not years, he said. ▀

Fire Commissioner's office issues grain dryer bulletins

Inspection and Technical Services Manitoba, which falls under the Office of the Fire Commissioner, issued the following two bulletins Aug. 19.

Venting of hydrostatic relief devices on grain drying equipment

OFC ITSM 13-0003

All grain drying equipment operating in Manitoba must bear a CSA 3.8 standard certification marking, or a field approval marking from Inspection and Technical Services Manitoba (ITSM).

Venting of hydrostatic relief devices is not required on grain drying equipment that is manufactured, tested and certified to the CSA 3.8 Standard.

The venting clearances set out in Section 5.5.9 of CSA B149.1 will continue to apply to grain drying installations that are approved by ITSM through a special acceptance/field approval process, conducted in accordance with CSA B149.3

Special acceptance of grain drying equipment

OFC ITSM 13-0002

The criteria used to evaluate whether a Grain Dryer qualifies for a special acceptance by ITSM is as follows:

- The unit is manufactured and certified for use in Canada, and bears an approval or certification marking, however has since undergone a major repair or modification (i.e.: changing fuel source from propane to natural gas) which changes the certification status of the unit;
- The unit was previously inspected by the Province of Manitoba and bears a special acceptance approval marking or label;
- The unit bears a special acceptance marking from another Canadian jurisdiction;
- It can be proven that the unit has previously been in operation in the Province of Manitoba for several years without incident, prior to August 16, 2013, and is being returned to service; or
- Any item at the discretion of the Director of ITSM.

A bin dryer combination will also be considered for special acceptance/field approval by ITSM if it meets the following criteria:

- The components are all certified for use in Canada, however have not been certified as a complete unit in accordance with the CSA 3.8 Standard; and
- The combination has been reviewed and approved for use as a combination by a practicing Mechanical Engineer recognized by the Association of Professional Engineers and Geoscientists of Manitoba (APEGM); and
- Supporting engineered drawings and documentation is provided with the application and payment.



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What to watch for with increased inspection of livestock transport sites

By Val Ominski



The Canadian Food Inspection Agency – which monitors auction marts, slaughter plants, and assembly yards for compliance of federal regulations for the humane livestock transportation – has increased its inspection rate, and has also added roadside blitzes.

A new internal inspection system is behind the increase, and CFIA veterinarian Max Popp sees it as a step toward further reducing incidents of abuse, pain and excessive stress to livestock during transportation.

"During recent years, awareness of animal pain has increased at both the public and producer level," said Popp. "It's in the producer's best interest, really, to ensure an animal remains healthy. When it's in pain it's less productive and its immune system is compromised, so disease can spread during transportation."

What the increased inspection rate means is that a person knowingly or unknowingly breaking the regulations set out for livestock transportation in the federal *Health of Animals Act* is more likely to be discovered. The repercussion could range from a warning, to a fine of up to \$10,000 – or even prosecution.

Following is an overview of the kinds of infractions CFIA inspectors look for.

TRANSPORT DENSITIES

The rule of thumb is that animals must have enough room in order to be able to stand and balance themselves, and in the case of pigs, must have room to lie down.

However, Popp says it's much more complicated than that, depending on the

size of the trailer, the condition of the animals and the weather. Refer to <http://www.nfacc.ca/codes-of-practice/transport/code#section3> (scroll down the page).

PROTECTION FROM EXTREME WEATHER

In very hot weather, animals must have adequate ventilation; trucks have to keep moving in order for there to be continuous airflow so that the animals can cool off. This is especially important for pigs and poultry since they cannot sweat, says Popp. As well, pigs and poultry must be loaded with up to a 25 per cent reduction in load density.

Alternatively, in very cold weather or high wind chills, animals must be protected from the cold and wind. Large trucks require adequate protection from the elements, but there still must be airflow since the animals will generate body heat. Without adequate ventilation, animals can actually suffer heat stroke and death, even if it is very cold outside, Popp explains.

COMPROMISED ANIMALS

Animals within their last 10 per cent of pregnancy should not be transported, nor should those that have recently given birth.

Certain injuries or illnesses make an animal non-transportable. Some examples of conditions where animals must not be transported include (but are not limited to):

- an inability to stand without assistance or to move without being dragged or carried;
- a fracture that considerably hampers mobility or is likely to cause severe pain when the animal is being loaded or

transported;

- dehydration;
- exhaustion;
- shock or impending death;
- a suspected or confirmed nervous system disorder;
- fever;
- uterine prolapse;
- a hernia that impedes movement, is painful on palpation, touches the ground when the animal is standing in its natural position, or has an open skin wound, ulceration, or obvious infection (this includes udders of dairy cows).

Some examples of conditions where animals may only be transported with special provisions include (but are not limited to):

- frostbite;
- bloat (if not weak or already down);
- laboured breathing;
- penis injury;
- blindness in both eyes;
- an amputated or missing limb;
- rectal or vaginal prolapse;
- a recent operation such as dehorning or castration that has not fully healed;
- a recent birth (the animal has delivered in the past 48 hours);
- an open wound with bleeding and/or exposed bone;
- slight lameness.

If you are not sure what special provisions to take when moving a compromised animal, CFIA advises always asking a veterinarian. Popp strongly urges producers to inspect animals prior to transport for conditions that will make pain and suffering inevitable during the trip.

"Think about the number of calves or

the amount of milk an animal has given you over its lifetime, and then consider euthanasia instead of subjecting it to additional pain and stress," he said.

ABUSE

Animals cannot be abused in any manner. This applies to both the person who is doing the loading or unloading, *or the person who requested the loading or unloading*. This makes the animal owner or the trucking owner liable for employees' actions, notes Popp.

ELECTRIC PRODS

Prods cannot be used on faces, genitals, animals under 10 days old, or on horses. Nor should they be used routinely.

USE OF ITEMS FOR STRIKING

Beating of any kind is not allowed, and infractions are treated very seriously.

LOADING RAMPS

Inspectors look for gaps in ramps that animals can injure themselves on when being loaded or unloading. Ramps must be made of non-slip material and cannot have a grade of over 45 per cent, explains Popp.

TRAILER CONDITION

Inspectors look for ripped metal, loose floorboards and anything else that could cause injury. Producers and livestock haulers should always check their trailers to make sure they are in good condition. Are the floorboards strong, not rotten or corroded? Are there any sharp edges? Can you access the spare tire if you needed it? Is the spare tire inflated properly?

SEGREGATION OF ANIMALS

Animals must be separated by size, and by compatibility of species. Although legally a mother and her offspring can travel in the same compartment, it is not a good idea if the mother can injure the young one by stepping on it or crushing it, says Popp. For example, a cow that has just had a C-section will have freezing and be unstable on her feet, and may trample the new calf. It's better to transport the calf in a separate area.

ADEQUATE ABSORPTION OF URINE (BEDDING)

Material must be provided to absorb urine in trailers and pens, so that animals do not lose their footing and are kept dry (to avoid urine scalding).

INJURED ANIMALS

Inspectors look for the proper handling (including euthanasia) of animals injured during transport.

ADEQUATE REST, FOOD AND WATER

Cattle cannot be transported without food and water for more than 48 hours. For pigs it's 36 hours, says Popp. Before a trip begins that is going directly to its destination (48 hours or under, or 36 hours or under), livestock must be rested for five hours prior to the trip, bedded and adequately fed and watered. For a trip that has a change point, livestock must be rested, fed and watered for five hours at the unloading point, before being re-loaded.

MILKING

Lactating animals must be milked every 12 hours.

MORE INFORMATION

For more detailed information, visit the following websites:

- CFIA website on transporting animals <http://www.inspection.gc.ca/animals/terrestrial-animals/humane-transport/eng/1300460032193/1300460096845>
- Regulations pertaining to transport in the *Health of Animals Act* http://laws-lois.justice.gc.ca/eng/regulations/C.R.C.,_c._296/page-37.html#/h-70

You can also contact your local CFIA district office:

Winnipeg 204-983-2219

Carman 204-745-2292

Portage 204-239-8420

Brandon 204-578-6653

Dauphin 204-622-4086

Steinbach 204-326-8331 ▶



Max Popp, a veterinarian with the Canadian Food Inspection Agency, explains what inspectors look for to ensure livestock is humanely transported.

Sharing The Harvest

Farmers create 62,000 jobs for Manitobans



Weigh land price

WITH ABILITY TO REAP RETURN ON INVESTMENT

By Trevor Elyk, MNP Farm Management Consulting

The single most common question I'm asked as a farm management consultant is "what is the right price to pay for land?"

With rising grain prices and low interest rates there is strong demand for cropland across Western Canada and prices have risen sharply in recent years.

Producers are rightly concerned about how much they should bid and what they can afford, but there are a number of factors unique to each individual situation that must be taken into account in order to discover the answers.

Land is a long-term asset and is often financed over the long term, meaning that the purchaser must be able to service the debt for many years.

The recent surge in land values has been the result of short-term gains such as the rise in grain prices due to drought in the United States last year.

Many producers are currently able to be more aggressive, seeing an opportunity to capitalize on high grain prices by increasing their land base.

But to ensure that the investment is viable long term, it is critical to look at the land's productive value over the long term.

Soybeans and corn have a higher per acre return than crops traditionally grown in Western Canada. The spread of these crops into Western Canada has meant that some producers are seeing higher productive land values and are therefore able to pay more for land.

Although that's only occurring in pockets of the region, it is driving land prices up across the Prairies and in some areas prices are or will be surpassing productive land value over the long term.

In Manitoba, land is trading at \$4,000 to \$5,000 an acre and cannot produce enough revenue to pay for itself.

To make such purchases work, the buyer will have to subsidize new land with revenue from land already owned that has less or no debt attached to it.

The purchaser needs to determine whether his farm can service the debt if short-term conditions change. This requires careful analysis of his financial situation in a scenario of lower grain values, higher interest rates and increased input values.

The decision to buy land and the appropriate price to pay also involves ensuring that the farm has the proper financial structure and that it is operating efficiently and profitably at the current size. If it isn't, getting bigger could result in bigger losses rather than increased profitability.

The farmer must effectively manage risk, input costs, grain sales and interest rates.

A farmer must also consider where he is in his career when making land purchases. If a producer anticipates retirement in a few years, there is no guarantee that land prices will appreciate in that time and renting may be a better option.

However, if the producer is younger and planning to farm for a long time, buying may be less risky than facing the risk of rising rent costs.

A key piece in determining how much is too much to pay for land is the capital plan. To derive value from land the farmer needs appropriate assets, such as equipment and storage. The capital plan must accommodate these assets and the need to replace them at the appropriate time.

I also recommend that clients get pre-approved for a set amount from their lenders. If the lender knows that the operation is prepared for the purchase and has approved the financing, the process of buying is much easier.

Ultimately the amount a producer should pay for land depends on:

The current financial health of the farm.

The ability to adapt to and manage expected and unexpected changes.

Whether the land contributes to a strong portfolio.

Productive land value as determined in the context of the producer's unique operation.

Through this comprehensive analysis, producers can confidently make land purchase decisions even as prices increase.

You can follow
Trevor Elyk on
LinkedIn and Twitter.



OPPORTUNITIES TO EXPAND

Where do you go from here?

Increasing your land ownership can not only lower your operational risk and help you maintain strong working capital, it can increase your net earnings over time. Unfortunately, the continuing trend of rising land prices and current debt considerations can turn even the best buying opportunity into an unsettling proposition. MNP's Trevor Elyk helps farm owners take advantage of expansion while managing the risks to their operation. With industry insight that goes beyond accounting, he will help you find the right financing structure to grow your operation today and ensure its success tomorrow.

Contact Trevor Elyk at 204.336.6203 or trevor.elyk@mnp.ca

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“Drive Away Hunger” by giving what you grow

Farm Credit Canada's Drive Away Hunger program is marking 10 years of collecting food for Food Banks Canada, an organization that raises food for Canadians that are hungry.

In fact, thanks largely to the generosity of rural Canadians and FCC employees, Drive Away Hunger has collected the equivalent of over 11 million pounds of food. This has helped to feed the 900,000-plus people across the country who are assisted by a food bank each month, of which 38 per cent are children.

This year, there's a new Drive Away Hunger component specifically for producers. Called *Give What You Grow*, it is asking farmers to pledge a portion of their products not yet harvested or, in the case of livestock, not yet ready for market.

Introduced as a pilot program in

Manitoba in conjunction with Drive Away Hunger 2012, it was designed for crop producers, but the concept has been expanded to include all producers and is now a cross-Canada initiative.

FCC will assist any producer who wants to donate. It will, for example, ensure that a cattle producer who wants to donate a cow to a local food bank is in touch with a partner who can process and package the meat.

If you are interested in giving in this manner, call 1-855-427-6207 for information and to sign up.

Of course, you still donate to Drive Away Hunger by dropping off food or cash at your local FCC office. The most needed food items include: pasta and rice, canned meat and fish, dry and canned soups and stews, canned fruit and vegetables, flour, breakfast cereal, peanut butter, canned or powdered

milk, fruit juice, pasta sauce, beans/legumes and infant formula and baby food.

In addition, anyone can visit [www.fccdriveawayhunger.ca](http://fccdriveawayhunger.ca) to make a cash donation. One hundred per cent of all donations go to Canadian food banks.

“This campaign is making an impact in rural communities across the country,” said Katharine Schmidt, Executive Director, Food Banks Canada. “The passion and drive ofeveryone who takes part is inspiring and is a testament to the commitment they have to their communities.”

Drive Away Hunger wraps up on October 18. This year's goal is five million pounds.

In addition to the Drive Away Hunger and Give What You Grow, FCC donates at least one per cent of its profits to charities in the communities where its customers and employees live and work. ▀



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Mark's Work Wearhouse - call for your card

National Car Rental - 1.800.227.7368 (code:3715230)

PAT Inc. GPS Equipment - 1.866.531.2887 (2% rebate)

Petro Canada Retail Fuel - 1.877.777.7252 (ext.2157)

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Hyland Seeds	IBC	800-265-7403	www.hylandseeds.com
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Manitoba Hydro	5	888-624-9376	www.hydro.mb.ca
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