



Native Agri Update

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From The Manager's Desk

By D.E. "Ted" Young, General Manager

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LRC Chair Robert Hunter Announces Retirement

Following a twelve year association with IAPO, Bob Hunter recently announced his retirement effective December 31, 2008 from the Loan Review Committee (LRC).

Mr. Hunter has served IAPO clients, the Board, and Staff with distinction in a part-time role. Bob joined the LRC as a member in 1996 and progressed to the position of Chairman in 2002, replacing his predecessor Alex Lohead.

Prior to joining IAPO Bob enjoyed a distinguished career with the Royal Bank of Canada for over 37 years specializing in Agricultural and Agribusiness Lending. Qualifying for an early retirement from the bank, Bob then worked for the Farm Debt Review Board until 1997.

Bob was born and raised in the Varney area of Ontario and was no stranger to milking cows in his youth as his family milked 40 cows by hand twice a day. His career started with the bank in 1949 when he was accepted as a teller in the local Durham, Ontario branch and then after a full career retired in 1987 at RBC Chatham Agricultural Centre as Lending and Customer Representative.

Bob reflects over his twelve year span with IAPO with the hope that "he has been helpful in processing credit submissions by meeting the objectives and criteria of the Board of Directors and the needs of all clients". He recalls that the most challenging time in his tenure was during the 2005 year when the IAPO portfolio was reconfigured in conjunction with the Remedial Plan to better stabilize the company. Follow-up years have also proved to be important in maintaining the portfolio stability with sound lending decisions.

Today Mr. Hunter comments that, "Lending has become more polished with the LRC being more thorough on all applications in accordance with new Board guidelines and directives."

As Chairman, Bob was very careful to bring any new policy or procedure forward to the Board for approval before implementation. This approach resulted in a fair and professional process for all clients.

Cash crop loans have been the main

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From the Manager's Desk...cont'd
 focus of the larger loans within the portfolio and in that approval process Robert states that "the LRC, the Board, and staff have endeavoured to meet the needs of all borrowing clients. Occasionally, declines occurred but overall most applications were approved after

due assessment and any required modifications".
 We thank Bob at this time, for his knowledge, expertise and devotion to IAPO and look forward to working with him in the final months before he moves forward to enjoy his final retirement from the credit sector of Ontario

Agriculture.
 IAPO does invite any interested parties who may feel they are duly qualified in the financial credit field to submit their name for consideration if they would be available for a term on our Loan Review Committee at this time. See our ad on page three of this newsletter.

Agribusiness

By Jim F. Hunter, Consultant
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Free Passes (Compliments of FNA/SNFP/IAPO)

CANADA'S OUTDOOR FARM SHOW

Free Parking (Lots of room)

Canada's Outdoor Farm Show (COFS)

Woodstock, Ontario

September 9, 10, 11—8:30 AM – 5:00 PM

NOTE: You must request your free "bar coded" ticket (good only for one of the three days) from IAPO staff by September 5th. If you forget, it will cost you \$15.00 per person. Why not invite your family as Youth Admission (6- 15) is only \$5 and Children (under 6) are free? During the show, Second-Day wristbands are available at Info Booths for \$5.00.

For the last seven years, approximately 30 First Nation farmers have been attending this premier outdoor agricultural showcase each year. COFS is where farmers meet annually to see a large exhibition of machinery, products, test plots and demonstration sites spread over two million square feet of exhibit space.

On site crop plots offer hands-on learning: Ontario Soil & Crop Improvement Association and OMAFRA have partnered for 15 years at this well-established demo site, show-

casing new crop opportunities, as well as advances in corn, soy/wheat production and pest management.

More than a dozen major seed (including our seed rebate partners Hyland Seeds and Pioneer) and chemical companies will showcase their newest technologies and products in seed and crop inputs on-site. Visitors can watch crop input equipment in action and talk to company representatives about the uses and benefits of the various products.

Sprayer Clinic Demo – spraying for small grass: Applying herbicides is challenging when delayed by weather, so operators must adjust equipment to avoid poor product performance, off-target crop injury, or hefty fines. Come evaluate different nozzles in action and see for yourself how far spray drifts.

North Mall – Daily at 12 noon and 3:00 pm

NEW THIS YEAR - IP Combine Cleaning workshop: Requirements for Identity-Preserved (IP) cropping means that producers have to know approved ways to clean combines to maintain variety integrity. A workshop, lead by Dr. Mark Hanna from Iowa State University, with input from Ontario IP experts, will investigate the issues using major brands of combines

West Demo field – Daily at 11:00 am and 2:00 pm

Livestock Demos and Family Programs: Besides the normal dairy, beef, swine, sheep/goat, and companion animal expos, new this year are solar pumping demos and grazing demos.

West Demo field – Daily at 10:00 am and 1:00 pm

So if you want your FREE IAPO PASS, contact any IAPO staff member for a ticket and a promotional brochure giving you all the times and details.

The Market Place

For Sale:

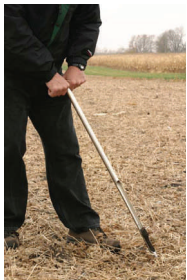
- 1999 New Holland TL90 Tractor, Cab, Air, FWA, 76 H.P., low hours, contact IAPO-Lambeth @ 1-800-663-6912
- White Tractor, 4wd, 180 hp, Cat engine, good running order, available at Six Nations, contact Eldred Martin, @ 519 445-4595 or 445-1212

Crop Information

By Peter Jay Lanthier, Farm Management Advisor
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SOIL TESTS SAVE MONEY

(Excerpts and table from A&L Canada Laboratories 2008)



Years of lab research and field testing have documented the benefits of a good, consistent soil sampling program. Most cash crop farmers with a corn, bean and wheat rotation sample their fields once every three years. This certainly qualifies as a 'best management practice' according to Agriculture and Agri-food Canada.

In today's environment of escalating fertilizer costs it is important to have good soil analysis in order to get the most out of your fertilizer dollar. Soil analysts often get asked how they make a recommendation and what does a crop actually remove in the way of nutrients from the soil in a cropping year.

A soil test measures the available nutrients in the soil over the growing season and the recommendations are guidelines for crop inputs based on the levels of available nutrients found and yield goal. Soil researchers and plant physiologists have extensively documented years of research in both the areas of optimum soil levels for plant growth and how much is removed by a crop in a production year.

Most soil testing labs in Canada use a system for making recommendations based on worldwide soil calibration research information that has determined what is required to produce a unit of finished product. They use the latest information available to come up with a recommendation guide for the amount of plant food per acre that will be required to replace what the crop will remove, plus a build factor to bring the soil to optimum levels over time. By bringing the soil levels to

POSITION AVAILABLE

Loan Review Committee Member

IAPO seeks applications from interested First Nations candidates possessing a financial background to serve a three year term on the Loan Review Committee (LRC). The LRC reviews and renders decisions on all client submissions under the IAPO program.

Additional details are available upon request. Submissions may be sent to D.E. 'Ted' Young, G.M., Box 83 Lambeth Station, London, Ontario by September 30, 2008.

optimum nutrient status the consistency of having a good production year after year will improve.

It is understood that the nutrient removed from a soil in production of any crop is in two areas. One area is in the grain or harvested portion of the crop that will be removed from the field and the other is the nutrients that are contained in the straw and residue that is returned to the field. However this second portion is not immediately available after it is returned to the soil as it is tied up in the organic portion of the crop residue and needs to decompose before it is returned and made available to the plant. In some cases such as straw, additional nutrients may be required to break down the portion returned.

A proper soil test program will monitor the release of these nutrients and the rate of decomposition will vary depending on a number of factors. Therefore, each year we need to account for all the nutrients that are required to grow the crop, relying on a soil test to establish and track soils levels over time.

NUTRIENT REMOVAL IN A 3 YEAR ROTATION SYSTEM (NUTRIENTS REMOVED LBS/ACRE)

Crop Rotation	Yield	N	P	K	Mg	Ca	S
1st Year Corn	120	180	72	156	24	25	19
2nd Year Beans	50	275	60	120	23	85	23
3rd Year Wheat	80	168	58	128	19	21	18

The table above lists the amount of nutrients required to grow these crops each cropping year. As soybeans produce about 50% of their own N by rhyzobia they only require a portion to be supplied from other sources. The other nutrients however must be replenished or the crop will consequently continue to mine them from the soil and over time production and quality will suffer.

As with all nutrients, if the soil levels are not at optimum we recommend building these soils. However if a soil is at this base amount it is at "ROCK BOTTOM" and will not provide nutrients to a growing crop consistently. Therefore we need to establish the optimum levels for these soils and build the nutrient reserves to these levels.



Chipper Chirp

The truth of the matter is that you always know the right thing to do.
The hard part is doing it."

General Schwarzkopf

Livestock Information

By Mark Leahy, Farm Management Advisor

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WIKY PRODUCERS CONFIRM MARKETING PLANS

Plans for marketing calves this fall were confirmed at a meeting of beef producers held last month at Wiky. Other individuals and groups can follow the outline also.

Producers have different management programs to try to coordinate. Some herds must be rounded up from three large community pastures. All things need to be considered when finalizing plans. This is the fifth year interested producers have worked together to market calves as a group in an effort to maximize returns.

A sale date was selected. For the Wiky group, a special stocker sale on Monday November 24 at Brussels is targeted. The planning now works backward.

Calves will be corralled on Saturday, November 22 at the farm of Louis and Joe Naokwegijig. Handling facilities have been expanded to accommodate the extra animals. Calves will be loaded on a tandem trailer for the trip to Brussels.

The IAPO Beef Calf Quality Assurance Program is followed.

Moving back three weeks or about November 1st, calves will be weaned, castrated and dehorned if not done at a young age and started on grain and hay. Many calves have been castrated and dehorned at birth thus reducing the stress at weaning.

Vaccinations are a big part of the plan. Wiky producers use the Pfizer Gold program as recommended by the local vets at Scott Veterinary Service. Vets in

other areas may promote a different protocol. This is a modified live vaccine requiring one shot. A few producers vaccinated calves before going to pasture. For these calves a second vaccine is given at weaning. Vaccinating is the most critical part of the packaging program.

Two producers sold calves as “age verified” last year with good results. It is expected more calves will be age verified this year.

All calves will carry RFID tags. Info-Link cards will be used to pass on the information on packaging to the seller. This information is announced at ring-side at sale time.



REJUVENATING PASTURES

Feed cost is the biggest expense for cow-calf producers. Getting more production from pasture can reduce cost and improve cow condition for milk production, calving and rebreeding. Run out pastures can be improved in different ways.

Traditionally where possible land has been worked up, fertilized and reseeded. OMAFRA's estimated cost per acre for the working and reseeding is close to \$300. This method takes time, burns fuel, exposes the soil to erosion, wears on equipment, encourages weed seed germination and takes land out of production for a period.

Let's look at another method. I call it the 3 F's. **Fence. Fertilize. Frost-seed. In this order.**

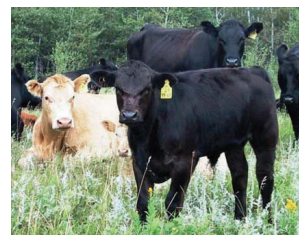
It is easiest to move ahead one step at a time. Pasture management skills are gained through experience.

Fence – divide the pasture area into a number of small fields. This is the secret to pasture management. This is a project for the first year. Electric fencing is the only choice. Move livestock from field to field. This allows each field an opportunity to rest and regrow. Animals are less selective about what plants they eat. Fields are grazed more uniformly. This helps control weeds. It changes the mixture of grasses and legumes in the pasture. Legumes like white clover, red clover and alsike often appear.

Fertilize – The response to fertilizer on old pastures can be dramatic especially to nitrogen. It might be wise to wait until year two to fertilize. Ideally fields should be soil tested for phosphorus and potash. Limit nitrogen to 50 lbs per acre with the first application. Livestock also add fertilizer.

Frost-seed – adding a legume to the pasture increases nitrogen, increases feed value and provides midsummer growth. This is a third year project. Legumes in general have deeper roots than grasses providing grazing in dry times. Reseeding should be done without working the soil. Frost-seeding, adding seed to the soil by broadcasting on the snow in March is an inexpensive way to introduce legumes. Trefoil and white clover are the most common legumes in pastures. Red clover will establish quickly.

Following these steps will improve pasture quality and quantity at a reasonable cost.



Start planning now.

Market Information

BEEF MARKET

By Mark Leahy



**Ontario
Cattlemen's
Association**
Committed to Cattlemen

Prices are courtesy of the Ontario Cattlemen's Association Weekly Market Information Report for the week ending August 7, 2008.

The beef market is mixed compared to last month. It is due in part to a shorter week. Cattle sale numbers were down. Rail prices are down \$7 per cwt, fed cattle prices down \$5. Rail prices are expected to strengthen this week. Replacement cattle however are steady to higher. Heavy steers (7 to 8 weights) are steady while heifers have fallen \$10. Lighter weight calves are up \$4 to \$8. Six to seven weight steers are down \$5, heifers are up \$3 on average. Cull cow and especially bull prices continue a rising trend. Cull cow strength is the result of seasonally fewer cows on the market and competition from south of the border with the U.S. market now open to animals over thirty months.

Category	Price Range	Ave. Price	Top Price
Rail Steers	159-162		
Fed steers	88 - 99	95	104
Fed heifers	83- 97	91	102
Cows	42 - 65	54	88
Bulls	64- 76	70	87
Stocker Steers			
700 - 799	94 - 114	106	122
600 - 699	94 - 123	113	132
500 - 599	92 - 126	110	142
Stocker Heifers			
700 - 799	77 - 101	91	113
600 - 699	93 - 108	102	114
500 - 599	94 - 109	102	124

All prices are on a hundred pound basis (cwt)

CROP MARKET




By Peter Lanthier

Warmer weather but persistent rains have continued to hamper much of the ongoing field work in cash crops across Ontario. Hay cutting was delayed and some loss was realized due to wet weather and poor drying days. Similarly wheat harvest was delayed and some crops were downgraded as "weathered wheat" to grade #3. However some growers are achieving 60-70 bu/ac with good grading. Wheat continues to be the most volatile of the grains due to rising world demand and global production instability.

In July wheat remained very volatile and continued its decline because of the record yields now forecast around the world. Nonetheless \$5.50 wheat is still a good price considering past history. Corn is still king. Fueled by demand for food and for fuel, corn prices remained strong and closed the month at \$5.00. Soybeans were at \$12.00 and were also

buoyed by demand for soybean food stuffs and biodiesel. The bad news is out though. Fertilizer costs will rise dramatically this fall and continue into the new year. Some basic products such as Potash will rise over 100% and more. The consensus is that these higher prices will have to be supported by stronger market prices going forward. Now it is close to mid August and the

chart below reflects a more sideways trend in the markets as we head towards soy harvest. The U.S. corn crop is now forecast to be larger than many analysts were expecting, but the soybean crop will be a little smaller than estimated a month ago, according to new USDA estimates. As the fresh projections are processed by the futures markets, a range of volatile reactions are expected.

CORN-Monday, August 11, 2008: (NORFOLK)				
	2008 New Crop	Futures 5.17	Basis -0.65	Price 4.52
	2009	Futures 5.65	Basis - 1.00	Price 4.65
SOYBEANS-Monday, August 11, 2008: (NORFOLK)				
	2008 New Crop	Futures 11.96	Basis - 1.00	Price 10.96
	2009	Futures 12.08	Basis - 1.00	Price 11.08
SOFT RED WHEAT-Monday, August 11, 2008: (NORWICH)				
	New Crop	Futures 7.94	Basis - 2.53	Price 5.41
	2009	Futures 8.69	Basis - 2.42	Price 6.27

Other News

Community Gardens

There is continuing interest in communities growing their own vegetables and fruit. IAPO is visiting a number of First Nation communities at various stages of progression. Each community is taking a unique approach. Here are some examples:



Sagamok Anishnawbek FN near Massey is using a farm close to the community for this purpose. Peter Owl explains the work done by community members to make the garden a success.

Amikook Seniors Centre garden at **Wikwemikong** is on the front lawn and visible for all to see. Rose Shawanda, Centre Co-ordinator recognizes the many supporters who have made the project a "Miracle Garden".



Wikwemikong is developing a fruit operation on a Community owned farm. Genevieve Eshkibok is co-ordinating activities at the farm along with the community garden effort. She has supervised the soil preparation, irrigation setup and planting of strawberries, apple and cherry

trees and grape vines. Here a worker is adding compost to newly planted strawberry plants.



VISIT THE IAPO DISPLAY BOOTH AT THE OUTDOOR FARM SHOW!

In the Agriculture and Agri-Food Canada Tent

September 9-11, 2008

(Gift for each First Nation Farm Family)

PLANNING FOR THE FUTURE

Weather in 2008 has put farmers on edge. Hay and winter wheat quality has been jeopardized in most areas. Now that harvest of these crops is almost complete, you can take a bit of a breather until it is time to ready calves for sale or begin soybean harvest. During this lull in the farm calendar, consider using six hours of your time to complete an **Environmental Farm Plan**. As a farmer today you are challenged to use best management practices to ensure preservation of the environment for future generations. The environmental farm plan process will help you, the producer, identify areas in need of improvement on your farm. Better still, once your plan is complete, cost sharing programs are available to assist you if you choose to implement a best management practice. This is a voluntary program for your benefit.

Indian Agricultural Program of Ontario will help you in every step of the process. Please contact Doug Macpherson @ 1-800-663-6912 or Mark Leahy at 1-800-363-0329 today to express an interest or when you are contacted, please accept the challenge.

Calendar of Events

- Aug 20,21 **Hastings County Plowing Match & Farm Show at Lysle View Farms,**
• *Contact: 613-395-5177 www.hastingsfarmshow.ca*
- Aug 21 **Brant/Wentworth SCIA Wheat Planting Clinic, 5 pm, Blaindale Farms, 1289 Hwy 54, Caledonia**
• *Guest Speaker: Peter Johnson, Cereals Specialist, OMAFRA*
- Aug.26,27 **Wikwemikong EFP Workshop for registered participants. This workshop is now full. If interested but not registered contact Mark Leahy at 1 800-363-0329. A second workshop is planned.**
- Sept.3 **Tyendinaga EFP Workshop for registered participants. There is room for more participants. Please call Mark Leahy at 1-800-363-0329 if you would like to take part.**
- Sept. 9,10,11 **Outdoor Farm Show Woodstock <http://www.outdoorfarmshow.com>**
- Sept. 16-20 **International Plowing Match, Teeswater (Bruce County) www.ipm2008.ca**