



The KAP Alert

June 19, 2009

Thanks Dad!

This weekend is dedicated to dads everywhere, with Father's Day set for Sunday. According to different online sources, the origin of this celebration goes back to 1909, sparked by an idea from the daughter of...a farmer.

Sonora Smart Dodd of Washington State wanted to recognize the sacrifices her father, William Jackson Smart, had made for his children and the care he took in raising them. The new special day was to be similar to Mother's Day.



If you've got a father or grandfather you want to celebrate, take the time to let them know how important they are to you. And if you're a dad or grandpa, take some time off from the work on the farm to spend with the kids. Have a great weekend and Happy Father's Day!

Fertilizer Companies Serve Up a Dose of Frustration

Activities

Monday, June 15: GM Yvonne Rideout participated in an administrative conference call on the producer payment security program.

Tuesday, June 16: The Management Team met at the KAP office to discuss workers compensation.

Wednesday, June 17: The Workplace and Employment Committee met at the KAP office.

Thursday, June 18: GM Yvonne Rideout met with Linda Pipke of the Western Farm Leadership Council.

KAP Commentary June 18, 2009

Comments by fertilizer executives and others implying farmers are putting world food supplies “at risk” by not buying fertilizer inputs are extremely aggravating to their farm customers (see quotes from Bill Doyle in “As farmers cut back on fertilizer, the impact could reverberate far beyond Potash Corp.’s bottom line,” The Globe & Mail, April 24, 2009).

Going back as far as two years ago, we at Keystone Agricultural Producers have been very concerned about differential and aggressive pricing of fertilizer inputs in Western Canada. At that time, we had a study conducted by PricewaterhouseCoopers that showed 60 per cent price differentials on fertilizer prices across the U.S. and Canada border.

Then prices started to rise as grain prices went up—this even though fertilizer company inputs did not rise, or did so only moderately. As grain prices peaked and dropped to more moderate levels, fertilizer



manufacturers now accustomed to large profits tried to drive prices even further based on fear of tight supplies. During this time they kept telling any farmer or farm organization that offshore demand would drive prices even further.

Try as we might we could not find these huge demand numbers or even higher prices than we were paying anywhere in the world. What we were seeing was an attempt to use fear to set market prices.

Then the economy softened, farmers had already backed off on purchases at inflated prices, and dozens of dealers got caught with overpriced inventory and got put at financial risk. Fertilizer manufacturers tried to cut supplies using layoffs and plant closures to restrict production. Prices still

Friday, June 19:

KAP's members and friends enjoyed the 8th annual KAP Klassic Golf Tournament in Carman.

Other Events

To June 19:

Western Canada Farm Progress Show, Evraz Place, Regina, SK.

[Website](#)

June 19-20: Pelican Lake Agricultural Fair, Ninette, MB.

June 20-21:

McCreary Fair

June 20-21: Turtle Mountain Fair, Boissevain, MB.

To June 21: Red River Exhibition, Winnipeg, MB.

[Website](#)

June 23-25:

Canada-Manitoba Crop Diversification Centre in-field potato agronomy meetings. Call Tom

didn't rise as farmers put off purchases as long as possible.

Now this spring we have more moderate fertilizer pricing (nitrogen and phosphates are more moderate, potash is not) realistic to grain pricing but we have a lot of unhappy people: farmers who paid too much in 2008, dealers stuck with high priced inventory, unions who had laid off workers, and shareholders of fertilizer companies whose shares have taken a dramatic hit on prices.

On top of this we now see farm income numbers for 2008 that are disappointing to say the least. According to Statistics Canada, Manitoba's realized net farm income last year was \$232 million, which is down from \$335 million in 2007. This was largely driven by the overpriced inputs from the same year.

When you make everyone irritated, use fear as a market tool, and dip into farmers' pockets in a big way, is it any wonder input purchases have been very cautious? It makes you wonder how big the bonuses have to be to get your customers this angry.

Manitoba Farm and Rural Stress Line
1-866-367-3276 www.ruralstress.ca



Member Benefits Corner

As you are planning your summer getaway, remember some of these unique KAP Member Benefit programs.

Canad Inns provides preferred rates



for more info at 745-5671.

June 25-27:
Dauphin Fair

June 26-27: 127th Annual Killarney Agricultural Society Fair. [Website](#)

July 7-8: Canadian Swine Health Forum, Radisson Hotel, Saskatoon, SK. [Website](#)

July 7-10 and 13-17: Crop Diagnostic School at the Ian N. Morrison Research Farm, Carman, MB. The School is designed to refine the diagnostic skills of agronomists, producers and people involved in field scouting and assessing crop health. A total of 6 CCA credits are available. Registration fee is \$160 per person. To register call 745-5663. [Website](#)

July 13-16:
Canadian Special

to all KAP members at all of their locations in Winnipeg (Club Regent, Polo Park, Garden City, Fort Gary, Transcona, Windsor Park), as well as their locations in Portage la Prairie and Brandon. This also includes the special \$69 Sundays. For reservations, call 1-866-527-0123, ext 5. and ask for the KAP rate.

In addition, Delta Hotels in Winnipeg provides preferred rates. For reservations, please call toll-free 1-888-311-4990.

National Car and Truck Rental provides KAP members with preferred group rates for both farm and pleasure needs anywhere in Canada or the U.S. In addition, members are eligible for enrollment in National's Emerald Club program. The annual \$50 membership fee has been waived for all KAP members.

This program provides:

- priority service, allowing members to bypass the rental counter and proceed directly to the car of their choice without waiting in line or completing any paperwork
- special offers and travel discounts
- exclusive reservation service, including a special toll-free number for Emerald Club members.

To make a reservation, call National Car and Truck Rental at 1-800-227-7368 (group code 3712998) or book online at www.kap.mb.ca. To enroll in



Crops Association annual convention, The Fairmont Winnipeg, Winnipeg, MB.
[Website](#)

July 15: Manitoba holistic management summer pasture tour for managers and clubs. Call Jo-Lene at 825-3512.

KAP Wants YOU to Have High-Speed Internet!

KAP is undertaking a study to determine the most effective way government and internet service providers can help rural residents upgrade to high-speed internet at a reasonable cost. We need your help! Please take a few minutes to take this internet speed test and provide some information about your service.

Emerald Club, please go to www.nationalcar.ca/offer/strata.

Benefits Reminder

PAT Inc. will assist KAP members to trade-up until **June 30, 2009**. The Trimble® AgGPS® EZ-Steer® 500 assisted steering system Trade-Up program allows you to trade-in competing guidance products and receive a \$500 trade-up credit. On approval, PAT Inc. /Trimble will issue the trade-up credit amount directly to you.

For a complete list of conditions and eligibility [click here](#) or call toll free 1-866-531-2887. For all other Member Benefits [click here](#), call 1-866-527-0123 or [email](#).

Even if you already have “high-speed” internet, please take the test and provide us with information so we know if your service is truly high-speed, and to help out your less fortunate neighbours.

Just follow these easy steps:

Step 1. Go to this [website](#).

Step 2. Click on the words “Click here to START THE TEST.”

Step 3. Wait for the test to automatically run through its three stages. If you are using dial-up, this may take awhile, please be patient and let the test finish. You need this more than anyone!

Step 4. When the test finishes, you'll see three numbers appear on the right side of the speedometer,

Download, Upload, and Ping. Record those numbers!

Step 5. Now you should have all of the information needed. Please send us an [email](#) with "Rural Internet Speed Test" as the subject line. In the body of the email, please write the following:

1. Your name
2. Where you live
3. The name of your internet service provider
4. The three numbers the test gave you as results:
 - Download
 - Upload
 - Ping
5. The time of day you took the test

Step 6. Email your neighbours, call them on the phone, talk to them at the coffee shop, and encourage them to take the test and pass the information on!

Request for Proposals

The Manitoba Livestock Manure Management Initiative invites individuals, partnerships, companies, and research organizations to submit proposals for innovative manure management research and demonstration projects under this [RFP](#). Deadline for submissions is **June 30, 2009**.

Interested parties are encouraged to contact Brandy Street (Executive Director) by phone at (204) 945-2122 or by [email](#).

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