

AG

Jim Mann
218 Brabant Court
Saskatoon, SK
S7J 4Y8



FARMERS OF NORTH AMERICA REPORT SPRING 2004



224-111 Research Drive, Saskatoon, SK, S7N 3R2 Telephone: (306) 665-2294 Facsimile: (306) 651-0444 Email: info@fna.ca Website: www.fna.ca

SPRING IS FAST APPROACHING

Greetings to you and your family from all FNA staff. This edition of the Ag Report newsletter for 2004 contains important information you will want to consider when finalizing your plans for spring. Information on fuel, oil and lubricants, inoculant, fertilizer and glyphosate is included in the newsletter. In addition to this Ag Report newsletter, we have begun sending monthly updates to members via fax and e-mail during the months when the Ag Report is not published. This is another component of our promise of improved communication to you, our valued members.

With the recent snowfall and mild temperatures it is easy to look forward to spring. At this time, seeding plans are being finalized and we encourage members to make use of your membership by purchasing inputs through the numerous FNA programs. Each member's volume is critical to the success of FNA programs as together we represent significant purchasing power.

As an individual producer, you may feel that your purchases through FNA do not affect the success of our programs; therefore it is not a priority for you to purchase from FNA. What if every member shared this thought? If that were the case we would not have any sales volumes to substantiate our offerings and the programs would be terminated. Therefore, it is of paramount importance that we all work together and purchase inputs through FNA, as together we can gain market share. With that comes market strength and bargaining power with the large multi-national corporations that supply our inputs. It is this type of clout that is required for producers to regain the profitability in agriculture.

Life is about priorities. In order for something to get accomplished it must be made a priority. Profitability in agriculture is our top priority. Make FNA your priority and together we will gain greater competition and increased profitability in OUR industry!

Wishing you a Warm and White Winter,

Lyle E. Forden, B.S.A.
Member Service Manager

Glyphosate Update

Glyphosate accessible at world prices continues to be an essential goal of FNA. In the past, the PMRA (Pest Management Regulatory Agency) has put up barriers to our Own Use Importation (OUI) application that did not make sense in science or commerce (i.e. preventing importation of a product that has been off patent for years). Achieving global prices on glyphosate will pave the way for virtually every other farm input, keeping us competitive on the products we sell into the global marketplace. Many farmers that do not understand the significance of our glyphosate battle, are waiting to join FNA until we actually achieve registration or an import license for glyphosate. FNA recognizes that those of you who have joined because of our persistence and role in accessing a low cost glyphosate are taking advantage of many of our other programs and are finding true value in your membership. The leadership and forward thinking of the overall objectives of FNA is something that in the future you will be able to look back on with a sense of pride.

Current Progress

Last week we received our latest study, from scientific laboratories, that shows the products we want to import into Canada are essentially the same as those in Canada. This was a huge achievement and had previously been the stumbling block, as access to competitor's technical grade active ingredient (TGAI) was

impossible and the PMRA would not allow us to isolate it from the end use product. We have again proven the other components of our imported product match a product already registered in Canada (we had previously received acceptance from the PMRA that the technical or active ingredient was the same). This was a very tedious and expensive process as the PMRA insisted that even the amount of non-regulated, non-controlled substances in the end use product, such as water or adjuvant, had to be the same. Our



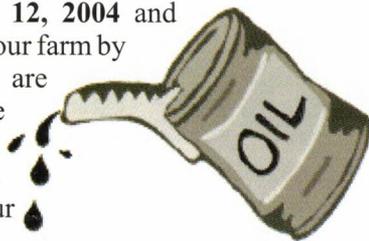
contention is that these other components should not be part of the PMRA's assessment for equivalency. However they hold the cards and even our politicians and farm lobby groups could not get the PMRA to change their demands (we presented an update to the Canadian Federation of Agriculture's annual meeting in Ottawa on February 24th). Nevertheless after much trial and error we have found product formulations in Canada that are equivalent and now are resubmitting our application. We can not guarantee we will have our glyphosate in place for spring but we are certainly not ruling it out.

The politics within the industry and competitor games during this process have been nothing short of amazing. Most we cannot put to print, but as always, we invite any members to call FNA's office and discuss with us...the rest of the story.

Please read **Glyphosate - Market Issues** on back cover

Deadline Approaching for FNA's Oil & Lubricants Program

FNA is again offering FNA brand lubricants to our members. Many members have pre-ordered their lubricants and the program is ahead of the sales achieved in 2003. We will be accepting orders until **March 12, 2004** and delivery is guaranteed, free to your farm by April 10, 2004. Members are encouraged to visit our website (www.fna.ca) for a full product listing and then contact FNA member services to place your order.



Price:

Diesel Engine Oil 15W40 \$1.58/Litre* (205L Drum**)

Gasoline Engine Oil 10W30 \$1.49/Litre* (205L Drum**)

Additional \$0.05/L discount on orders over 1000L

*Prices shown include full FarmerSmart Rebate

**Products available in 1000L cube, 205L drum, 115L drum & 20L pail (10L jugs available in Diesel Engine Oil & Trans Gear Hydraulic Fluid).

Lubricants Questions & Answers

What brand of oil does FNA sell?

FNA has a 10-year agreement in place with a common Canadian manufacturer who packages their top quality oil as FNA brand oil & lubricants.

Why can FNA not disclose who manufactures FNA Lubricants?

Through this program, FNA members purchase oil cheaper than our manufacturer's dealers pay for the same oil. If FNA was to disclose our manufacturer, this information would get back to their dealers who would then apply pressure to the manufacturer. Because FNA's program is only in its infancy, we do not represent more volume than our manufacturer's dealer network. Therefore, our manufacturer would be forced to increase prices to FNA members or terminate our offering. We know it is difficult for members to believe this behavior takes place however we have witnessed numerous instances pertaining to other FNA programs. By keeping our manufacturer confidential, they are able to maintain the business of their dealers and enjoy the new market share from FNA members.

How can I be certain of the quality of FNA Lubricants?

Remember FNA lubricants are simply one of the common brand in the marketplace packaged specifically for you. When FNA puts our name on a product, we insist on superior quality as our

reputation is at stake. We will put our oil up against any competitor's product any day of the week!

What is the warranty with FNA lubricants?

100% Full Warranty! FNA and our manufacturer stand firmly behind our oil. Should a situation arise where a machine or engine failure is the result of FNA lubricants, our manufacturer will cover the cost to replace the damage.

How can I be certain I will receive my oil before spring?

In 2003, our sales outpaced our delivery capacity, therefore a few members experienced delays in delivery. We sincerely apologize for the delay and have taken measures to eliminate any future delays. We have started the program earlier and will be closing orders on March 12, 2004 to allow ample time for production of the oil and delivery to your farm. In fact we offer our guarantee that the oil will be delivered by April 10 or those members whose delivery is delayed will receive 20 cents/litre off their entire purchase!

What if I require some oil prior to next year's booking program?

FNA members are now able to purchase FNA Lubricants at any of the Fyfe Parts location (Edmonton, Regina, Saskatoon, Winnipeg). The price through Fyfe Parts will be slightly higher than

the pre-order program but members will still receive preferred pricing.

I do not like to change oil brands. How can I be sure FNA Lubricants will consistently be from the same manufacturer?

We know this is an important issue with many members. For this reason, we signed a 10-year agreement with our manufacturer ensuring members receive the same top quality oil for years to come.

What size containers are FNA Lubricants sold in?

FNA Lubricants are available in 1000 L cubes, 205 L drums, 115 L drums and 20 L pails. Diesel Engine Oil and Trans Gear Hydraulic Fluid are also available in 10 L jugs. Competitor drums are accepted on exchange for those purchased from FNA.

Does FNA sell grease?

Yes. New for 2004, FNA members can purchase both chassis & multi-purpose grease. Chassis grease is excellent for greasing frames and joints however multi-purpose grease is required for wheel bearings. FNA's multi-purpose grease is rated for extreme pressure and carries a Timkin Load of 60 lbs (one of the highest of any grease in the industry).



The following is a complete list of the products available (go to www.fna.ca for more info):

FNA Engine Oils

FNA Gasoline Engine Oils
5W20, 5W30, 10W30, 10W40, 20W50

FNA Semi-Syn. Gasoline Engine Oils
OW30

FNA Full-Syn. Gasoline Engine Oils
5W30, 10W30

FNA Diesel Engine Oils
5W30, 10W30, 15W40
10W, 20W, 30W, 40W, 50W
10W30(Plus), 15W40(Plus)
15W40 (Extended Service)

FNA Semi-Syn. Diesel Engine Oils
0W30, 0W40, 15W40

FNA Full-Syn. Diesel Engine Oils
0W40, 5W40, 15W40

FNA Natural Gas Engine Oils

FNA Motorcycle Oils

FNA Two Cycle Injector Oils

FNA Trans/Hydraulic Fluids

FNA Trans Gear Hydraulic Fluid
Regular, Light

FNA Semi-Syn. Trans Gear Hydraulic Fluid

FNA Hydraulic Oils

FNA Hydraulic Oil Mono Grades
22, 32, 46, 68, 100, 150

FNA Utility Mono Hydraulic Oil
FNA Semi-Syn. Hydraulic Oil (32)
FNA Synthetic Hydraulic Oil (32)
FNA Hydraulic Oil Multi Grades

FNA Transmission Fluids

FNA Transmission Fluid

Dexron III/Mercon

FNA Synthetic Transmission Fluid
CD 50W

FNA ATF +3

FNA Power Transmission Fluid

FNA Gear Oils

FNA Gear Oils (Conventional)
80W90, 75W90, 75W90 FM, 85W140

FNA Semi-Syn. Gear Oils
75W90

FNA Full-Syn. Gear Oils
75W90, 75W140, 80W140

FNA Industrial Gear Oils

FNA Tacky Gear Lube

FNA Synthetic SynGear

FNA Miscellaneous Products

FNA Power Steering Fluid

FNA Solvent

FNA Kerosene

FNA Drip Mix

FNA Antifreeze

FNA Grease

FNA Miscellaneous Oils

FNA Compressor Oils

FNA Pump Jack Oils

FNA Mineral Oils

FNA Non-Detergent Oils

FNA Way Oils

FNA Refrigeration Oils

FNA Air Tool Oil

FNA Rock Drill Oils

FNA R&O Turbine Oils

FNA Paraffin Oil

FNA Western 100 Cattle Oil

FNA Shingle Oil

FNA Concrete Form Oils

FNA Chain Oils

FNA Heavy Duty Cutting Oils

FNA Soluble Cutting Oils

FNA Food Grade Oils

FNA De-Dusting Oil

Power Service Diesel Fuel Conditioner Now Available

FNA's Farm Fuel Program

FNA members can purchase fuel directly from FNA. As of April 23, 2003 FNA members have their very own farm fuel delivery system. This program was a huge success in 2003 as many members were able to achieve substantial savings (i.e. 3-6 cents per litre). Seeing that 2003 was our first year with our very own fuel program, there were some growing pains. We have made improvements and have increased our delivery capacity by 60% for 2004 to provide the superior service members expect from FNA.

This program is presently available to members in Manitoba and Saskatchewan. For members in Alberta, we are able to access price discounts on fuel for large quantity orders. We are working to build our fuel program in Saskatchewan and Manitoba and then expand it into Alberta in the near future.

We will be contacting members throughout March and April in an attempt to get a head start on the spring fuel rush. We will be accepting pre-orders for fuel so that we can plan the delivery schedule for spring. When a member places a pre-order, we will begin to schedule delivery into their area prior to spring. However, each member will be contacted prior to delivery to confirm the prices and to ensure the fuel is still required.

FNA's direct presence in the fuel industry has had positive effects for all members. Other fuel suppliers now have to offer competitive prices at all times as they know FNA members have a serious alternative for purchasing fuel. We have been informed of numerous instances of other dealers specifically targeting FNA members and giving them better prices than non-FNA members. The industry is certainly watching FNA's Farm Fuel program very closely. Has a fuel supplier ever told you "we know where FNA is at" or "we will match any price FNA offers you?" If so, then FNA's fuel program is providing you the benefit of keeping your dealer in check.

Fuel Program Questions & Answers

Why is FNA no longer with Penner Oil?

In the latter part of 2002, we realized our price advantage through Penner Oil was shrinking and there was a reduction in the level of service members were receiving from Penner Oil. At that time, FNA explored other opportunities with fuel and we realized we were able to offer a greater price advantage linked with better service if we developed a program of our own.

What quality of fuel does FNA sell?

We have contracts to purchase fuel from the major oil companies. Depending on which company offers FNA the best price, that is the type of fuel we deliver at that time. Our fuel is picked up at the refinery (Regina) or distribution terminal (Saskatoon & Winnipeg). This is the same location that all fuel suppliers get their fuel, therefore our fuel is the same quality being sold by others companies in the industry.

Why was the delivery minimum increased to 1500 gallons?

In order to attract a company to deliver fuel under our new program, we had to develop certain criteria, one being minimum delivery volume. It was quickly discovered that to achieve the best freight rates, therefore the best fuel prices, the ideal minimum volume was 1500 gallons. We will deliver less than 1500 gallons however additional freight charges apply. It soon becomes more efficient for members to increase storage capacity rather than continuing to order smaller volumes of fuel.

Can I order gas and diesel to make up the 1500 gallons?

Absolutely! Our trailers are compartmentalized and can carry different products at the same time.

How are the prices quoted through FNA?

FNA's fuel prices are always quoted with all taxes included except GST. The federal excise tax (FET) on fuel is already included in the price when quoted. Provincial fuel tax (PFT) (different for each province) is not included as most fuel sold is for on-farm use and therefore the PFT is not applicable. Any members in Saskatchewan wishing to purchase gas for personal use are asked to notify FNA at time of ordering and the appropriate tax will be applied.

Can FNA deliver clear gas & clear diesel?

Yes, FNA can deliver clear gas and clear diesel. For these products we ask that members order at least 500 gallons of the desired product as the smallest compartment in the truck holds 1000



gallons.

How long does it take for the fuel to be delivered?

We appreciate when members provide 3-4 days notice prior to the fuel being required. This allows the opportunity for us to contact other customers in your area and deliver fuel to everyone in the area at the same time. This creates a very efficient system and allows us to maintain low freight rates. In some instances we may be able to deliver fuel the next day or maybe not for 4 days. For example, if we were in

your area yesterday, we may not be back for a couple days. On the other hand if someone else from your area ordered two days prior, we may be out the very next day. The delivery turn around depends on the circumstances each day therefore we appreciate as much advance notice as possible.

What happens if I run out of fuel and need some immediately?

We will do our best to serve the needs of each member. In some instances, we are able to deliver fuel the same day or early the next day. In other instances members make arrangements to tie themselves over (i.e. fill slip tank in town) until we are able to arrive with fuel. In most cases, members felt it was more economical to wait for fuel from FNA than have it delivered from another supplier.

Why does FNA ask for specific volume when orders are placed?

When loading fuel at the refinery or distribution terminal we are not allowed to load fuel into a compartment with fuel already in it. This is an environmental issue to avoid spillage and contaminated products. It is for this reason that we must have the trailers empty at the end of each route and in turn ask members to be certain that all fuel ordered can be delivered into your tanks. This avoids any problems and allows us to operate a very efficient fuel delivery system.

FNA's price advantage was significant in the spring of 2003 and was less during the fall, why was that?

When FNA introduced our farm fuel program it caught the industry by surprise. Therefore, we had a significant price advantage over other companies. By the fall, many companies realized they were losing business to FNA and began offering competitive prices. We ask members to keep in mind that FNA's presence created this competition and it is important to continue supporting FNA's fuel program to ensure the market remains competitive.

Boost-N Inoculant - Limited Quantity Remaining

There is a limited supply of FNA's Boost-N inoculant remaining. We have finalized our order with our manufacturer based on members' orders to this point. We have some additional cases available in anticipation of last minute orders from members. We encourage you to contact FNA Member Services once your seeding plans are finalized so that we can take care of your inoculant needs.

- Highest rhizobia bacteria levels of inoculant sold in Canada
- Registered for use on peas & lentils
- Conveniently delivered to local depots

Bacteria Comparison of Peat Inoculant	
	□ Rhizobia Bacteria per Seed
Boost-N	1,099,940
Brand A	545,673
Brand B	279,797



Order Granular Inoculant Today

FNA members can order granular inoculant through FNA. In late December, an agreement was negotiated on numerous types of granular inoculant. We urge members to keep the prices confidential as sharing the prices will only cause similar damage as in the past, where the program was terminated. The granular inoculant will be delivered direct to your farm prior to spring. Products available are as follows:

- Sowfast** - peat-based for pea & lentil
- Rhizoflo** - peat-based for chickpea & soybean
- Nodulator** - clay-based for pea, lentil, chickpea & soybean
- Tag Team** - for pea & lentil

Granular inoculant is always in short supply come spring. Contact FNA Member Services today to place your order.

Order Deadline
Granular Inoculant and Fuel Tanks
March 12th

Gain The Advantage of Greater Fuel Storage

Members have asked for a program to increase their on-farm storage capacity so they can utilize FNA's Farm Fuel program. There are a number of benefits that are realized by increasing your fuel storage:

- flexibility to buy large quantity of fuel when prices are low
- less management of fuel inventory required as tanks are not filled as often
- achieve greater discounts on fuel purchases
- ability to purchase "heavy" fuel during summer and use it throughout the entire fall as more fuel can be stored on farm

Prices:

- 500 gallon - \$540 - \$580*
- 1000 gallon - \$1,000 - \$1,065*
- 3000 gallon - \$3,800 - \$4,000*
- 5000 gallon - \$6,000 - \$6,800*
- 12 volt pump - \$305
- 110 volt pump - \$510
- * price depends on province



Call FNA by March 12 to order your tank

Boost-N Liquid

Liquid based inoculant
 Over 1.2 million bacteria/seed
 Can be applied directly to the seed or applied in-furrow
 One case treats 160 bushels
Price: \$1.00/bushel with \$5/case rebate*
 *FarmerSmart Rebate

Boost-N Peat

Peat based inoculant with a pre-formulated sticker
 Over 1 million bacteria/seed
 Can be applied dry (directly to the seed) or applied wet (to seed as a slurry mixture)
 One case treats 320 bushels
Price: \$1.00/bushel with \$10/case rebate*
 *FarmerSmart Rebate

Continued Participation Required

FNA continues to develop wholesale programs for our members (ie. fuel, lubricants, bins, etc.) These FNA programs bring price advantages to members while creating competition in the marketplace. The greater the sales volumes with these programs, the greater our leverage in negotiating even lower prices on behalf of our members. It is therefore important that members understand that one of the best long term strategies available to you for lowering input costs is to use FNA programs. Furthermore, continued support from members enables FNA to maintain a presence in the marketplace and ensures the industry remains competitive. Obviously, the stronger FNA becomes, and the greater the orders for FNA's programs become, the more our members benefit.

Government Announces Funding for Farm Management Planning
Get \$1900 funding towards development of your Farm Management Plan
Contact FNA Member Services For Details

NISA Transition Strategies and Succession Planning for the Family Farm

Friday, March 26, 2004
 Travelodge, Prince Albert, SK
 To Register Call 1-800-652-7472
 Hosted by Dundee Securities Corporation

FNA Income Protection Plan

FNA members now have access to an Income Protection Plan designed specifically for farmers. FNA Income Protection is an affordable Loss of Income Benefit plan. This plan is based on gross revenue, not net revenue like other programs. Therefore, allows farmers to purchase coverage that will adequately maintain your operation in the case of an injury or accident. No underwriting required. Contact FNA Member Services or Dundee Insurance Agency Ltd at 1-800-652-7472.

More Options for Health Coverage

In November 2003, FNA announced the very first Health Benefits plan developed specifically for producers. FNA's Health Benefit Plan offers more extensive coverage than most other health plans on the market (i.e. high rate of reimbursement and numerous unlimited benefits). Member inquiries for this program were overwhelming and the program is off to a great start. Some members felt they do not require a plan as extensive as FNA's Health Benefit Plan. In response to members requests, we now offer the Basic and Omnipans through Group Medical Services (GMS). These are the identical programs available through any GMS agent, however FNA members will receive a 5% rebate on their premium when the plan is purchased through FNA.

FNA's Health Benefit Plan is still the best option when comparing the amount of coverage with the cost of the premiums. The Basic and Omnipan options are simply an alternative for those members who have smaller families or those who desire to carry a lesser rate of health insurance. Contact FNA Member Services for information about the new Basic and Omnipans as well as the rates for all Health Benefit Plans available through FNA.

FNA's Health Benefit Plan

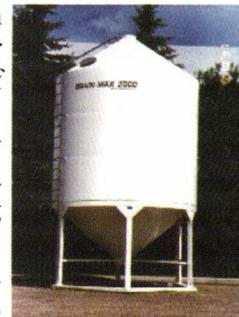
- All pre-existing conditions accepted
- No waiting period to receive benefits
- All FNA members are pre-approved for coverage
- Prescription Drugs - 100% reimbursement
- \$500 coverage per family member
- Dental - 100% reimbursement on basic dental
- \$750 coverage per family member
- Road & Air Ambulance - unlimited coverage
- Preferred Wards - unlimited coverage
- Casts, Crutches & Wheelchairs - unlimited coverage
- Private Duty Nurse - \$10,000 per year
- Accidental Dental Injury - \$2,000 per year
- Diabetic Supplies & Equipment - \$500 per year
- Health Practitioners (chiropractor, massage therapy, etc.)
- \$200 coverage per speciality per year



Wheatland Bins - An Excellent Savings

In June of 2003, FNA established a program whereby members can access Wheatland fertilizer and grain storage bins with significant discounts. In fact, members who purchased Wheatland bins through FNA saved more than their membership fee on the sole purchase of their bins.

Members are encouraged to order early (prior to spring) as there is always a rush on bins immediately following spring. Shop with FNA and SAVE. Call today for quotes on GrainMax grain bins, Wheatland fertilizer bins & Wheatland Liquid Bins.



Wheatland Bin Questions & Answers

What types of bins are available through FNA?

Through this program, members can purchase GrainMax straight-walled grain bins, Stor-King and Wheatland powder-coated fertilizer bins and Wheatland Liquid Fertilizer Bins.

Is set up and delivery included?

Yes! Each bin purchased through FNA includes delivery to your farm and is set up in the desired location on your farm.

When do the bins have to be paid for?

Members are asked to provide a 50% deposit when placing their order. The remainder is due once the bin is manufactured and ready to deliver.

What sizes of bins are offered with this program?

GrainMax bins are available in various sizes from 1096 bushels to 4974 bushels. Stor-King and Wheatland fertilizer bins are available from 35 tonnes up to 187 tonnes.

How do I order bins from FNA?

Members are encouraged to contact FNA member services to discuss the various storage options and prices with the Wheatland Bin Program. All orders are placed through FNA member services and payment is made directly to FNA. Be sure to check with FNA before buying bins anywhere else!

Welcome To New Suppliers

M&K Welding

Melfort & Avonlea, SK

- Manufacturers of hopper cones
- Suppliers of Sakundiak bins

Contact FNA member service for details



Order Liquid Fertilizer Now & Save

FNA members throughout Manitoba and Saskatchewan are able to purchase liquid fertilizer through FNA (we are working on a program for Alberta). Members are encouraged to order product now to avoid any spring price increases. In 2003, there was a backlog in deliveries during spring so taking delivery now will ensure you have product when you need it during seeding. It has been said by members, that the savings on this one program alone more than paid for their membership fee.

Liquid Fertilizer Questions & Answers

Do I require on-farm storage to purchase liquid fertilizer from FNA?

Yes. On farm storage is required as the fertilizer is delivered direct to the farm once it is purchased (fertilizer storage tanks are available through FNA).

When does the fertilizer have to be paid for?

FNA is responsible to pay our fertilizer supplier prior to the shipment of the load, therefore we require members to pay for their liquid fertilizer purchase when the order is placed.

What quantity of fertilizer is required to utilize this program?

Members can purchase fertilizer in quantities between 32-42 tonnes. This represents full truck-load quantities and is how the product is shipped throughout Western Canada.

How do I order liquid fertilizer from FNA?

Members are encouraged to contact FNA member services to discuss current prices for liquid fertilizer. All orders are placed through FNA member services and payment is made directly to FNA. Be sure to check with FNA before buying your liquid fertilizer!

Blue Skies: A Future in Agriculture

By Brent Bushell



I had an interesting conversation with a friend in the restaurant business. I asked Scott what his biggest costs were in running his business and he mentioned that most of the cost is directly related to making meals and beverages for his customer base. I asked him about the competition in his industry on his costs of ingredients. He mentioned that his restaurant was part of a group of

restaurants that had worked together to purchase common items on everything from raw ingredients to cutlery, linens, and napkins.

The most interesting thing that I found out was that items like poultry and meat had very limited competition. What made them successful as a group was that they were prepared to purchase all of their meat at one of the three options and it was usually whoever gave them the best price and service at that particular time. Despite existing relationships, they did what was in the best interest of their own business. When a company lost their business that time, they would sharpen their pencils and come back with better service or pricing the next time.

This got me thinking why producers haven't adopted this way of doing business. If producers, in a specific area, put all of their grain together and were committed to not break their bond with each other, could they gain more by forcing two or three grain handling companies to work harder for the business. How successful is a grain elevator without grain? A packer without livestock?

I asked him if he was worried about putting one of the three companies out of business by not buying from them. He stated, if one of the three were pushed out, there would always be a new company that stepped in to try to gain their business. He told me that if there was a need to be filled that someone would always step up and try to fill that need. His concern was to his own bottom line. Scott loved the food industry and had built his business with his own ideas and efforts and felt that nobody had the right to take his profitability away. I couldn't disagree with him.

I wondered if this was the same as our industry. If a supplier provides a service that is required by all producers but gets pushed out, wouldn't someone else move in to become the new supplier if producers had the money to pay for these services? I think they would.

I learned something from that conversation that I think we can learn from. Most of our problems on our farms can be changed with an attitude change. Let's start doing what works in our best interest instead of worrying about other businesses. If tomorrow was the day the auctioneer stepped onto your farm, who do you deal with presently that would be at your gate with a cheque to keep you in the community and in business?

Most importantly, you are running a business. You are not running a charity. You are not living a lifestyle and you are not doing your community any benefit by turning your profits over to large multi-national companies. Farmland will always be farmed and suppliers will always exist but the better question is "Will you and your family be any part of this the way we are going?" As farmers, the time has come to get serious about running our businesses.

The Importance of Membership Growth

FNA members have already demonstrated that there is strength in numbers. In the beginning FNA was not taken seriously. The big suppliers simply ignored FNA believing that we would soon fade away. But that strategy didn't work and thanks to people like you, FNA membership has grown and so has our influence in the marketplace.

Today, because of FNA's substantial membership we are taken very seriously and FNA programs offer members substantial savings & benefits. We have also seen competitors forced to reduce their prices because of FNA's presence. This is all very encouraging. But, FNA has much more to accomplish on behalf of its members and we must continue to grow so that FNA can have even more influence within the agricultural industry. Together there is so much more we can accomplish. Please encourage your neighbours to join FNA. We need them and they may not know it yet, but they need us even more.

Our Promise To You

We are now producing a monthly update, as part of our promise of improved communication to our valued members. This monthly update will be distributed during the months that the Ag Report is not published. The monthly update will provide current information on fuel, fertilizer, chemicals as well as reminders for order deadlines on lubricants, inoculant, bins, etc.



The monthly update will allow us to communicate with members at least 12 times per year, ensuring you are able to maximize the benefit of each FNA program. The monthly update will be faxed and emailed to all members who have provided FNA with their fax number and/or email address. The first monthly update was distributed at the beginning of February. If you did not receive this update and you have a fax number or email address please contact our office and we will update your file. Unfortunately, we will not be able to mail the monthly update to those members without fax or email, as postal costs for this program would be quite expensive.



Glyphosate - Market Issues

The cost to western Canadian farmers on glyphosate products alone are now far in excess of \$100,000,000 annually. With new competition in the US by CPT's Clearout 41 Plus market prices have dropped over 100% in the last year. We use 35 to 40 million litres and with costs well below \$5 per litre, for fully loaded products, we expect usage will increase with more productivity gains in controlling Canada thistle, sow thistle, quack grass and other grassy perennials. We believe, earlier dessication for pre-harvest and higher rates for pre-seeding burndown will also occur, reducing the need for more costly weed control chemicals later. One thing to remember, we are competing with growers from other countries that access glyphosate at less than \$2.00 per litre! When this is the world stage, is there anyone that can say FNA is not needed? Let your neighbors know the issues. In membership there is the power to positive change!