



# food products division

WEBSITE [www.hdc.on.ca](http://www.hdc.on.ca)

NEWSLETTER

### Our Vision

Building a consumer focused, farmer-owned agri-business with innovative people committed to excellence in a global marketplace.

### Our Mission

To be a progressive, diversified agri-co-operative providing the benefits of ownership.

### Our Motto

Proud to be farmer-owned.

01/08

## HDC welcomes Directors

At HDC's 70th Annual Meeting held in Exeter on November 28th, 2007, three directors were elected. Rob Cornelis and Matt Muller were re-elected for their third three-year terms. Gerald Hayter from Varna was elected for his first three-year term. At the regular monthly Board of Directors' meeting on Thursday, December 29th, the executive was returned by acclamation. Jeff Allan returns as President and Gerhard Eilers as Vice-President. Bill Wallace accepted the Secretary's position for coming year.

## DRY BEAN CONTRACTS AVAILABLE

HDC is in need of contract acres for various dry bean market classes. Dry beans offer you consistent returns over and above traditional commodity markets. Both production and whole price contracts are available for most market classes.

### DIRECT HARVEST OPPORTUNITIES

Black Beans	Azuki Beans
White Beans	Otebo Beans
Small Reds	

### PULL-WINDROW OPPORTUNITIES

Otebo Beans	Light Red Kidney
Cranberry Beans	White Kidney
Vine Crans	Dark Red Kidney

Please don't forget dry beans in your rotation. Dry beans spread out your workload, provide an excellent opportunity to plant your wheat acres in a timely fashion (which helps maximize production), and most importantly, provide excellent returns to your bottom line.

## WHITE BEAN SEED PROGRAM

Order and sign an HDC contract by January 31, 2008 and you will receive a 5% discount.

Eligible varieties: Envoy, AC Cruiser, OAC Thunder, AC Mast, Nautica, Vista, GTS 544

## WINNER!

*The winner of the "Submit your plot and win" contest is Robert Hayter, Varna.*  
*Robert is the winner of a \$100.00 gift certificate.*  
*Thank you to all who submitted plots.*

## FOOD-GRADE SOYBEAN CONTRACT UPDATE

Still available . . .

S03-W4	2650 CHU
S05-T6	2675 CHU
S08-80	2750 CHU
HDC2701	2700 CHU (limited)
S12-A5	2850 CHU
S14-P6	2875 CHU
ADV Cadet	2875 CHU
HDC 1600T	2900 CHU (limited)
OAC Kent	3050 CHU
X790	3075 CHU (limited)

Premiums range from \$1.00 - \$3.25/bu!

Please contact your local HDC Field Marketer if interested. All contracts are limited.

## NITROGEN COST COMPARISON

by Greg Fritz (CCA-ON)

Commodity prices are heading up, unfortunately fertilizer prices are taking the same path. For crops requiring Nitrogen the price per unit of N varies greatly depending on the source used.

Below is a chart comparing the three main N sources and the cost per unit:

28% UAN	\$.616/lb of N
46-0-0 Urea	\$.552/lb of N
82% Anhydrous Ammonia	\$.415/lb of N

*\*Prices above are all at current retail with no volume applied.*

On a corn crop requiring 150 lb/ac of Nitrogen, the cost varies between \$92.40/ac and \$62.25/ac. This accounts for a difference of \$30.00/ac depending on the source of Nitrogen used. NH3 is by far the most economical with savings of \$30/ac over 28% and \$20.55/ac over Urea.

On a wheat crop requiring 100 lb/ac of Nitrogen, the cost varies between \$61.60/ac for 28% or \$55.20/ac for Urea – a difference of \$6.40/ac. Some producers have commented that the spread will almost pay for the custom application if using Urea versus applying 28% themselves.



# PLANS TO UPGRADE EQUIPMENT

To continue our mission to be a progressive co-op, to further improve our customer service and to keep equipment up to date, we are installing a new state-of-the-art fertilizer tower blender and upgrading our Terra-Gator fleet with a new machine.

The Waconia tower blender will be a 200 MT tower with twin 12 ton vertical blenders. In this configuration, the system is rated at 150 tons per hour, which will decrease waiting times, increase efficiencies and allow us to spread more acres and blend more tons per day. Being close to the domes allows us to go directly to the tower without having an extra handle in and out of another building/flat-storage area. Faster loading times will allow us to send larger, more efficient trucks, i.e. trains, to travel greater distances. With quicker turnaround times, there will be less waiting in the fields by Terra-Gators, spreaders and planters at critical times. More tons per hour, more trucks per hour, and more acres in a day are goals we will achieve this year.



The new Terra-Gator will complement our capabilities and improve our acres covered. The new 8203s with a 70' boom and AirMax 1000 delivery system are similar to the ones currently in our fleet, but have the latest updates in operator

comfort and application precision. This dedicated dry machine will have the largest capacity, which means less time filling the machine and more time spreading. The Cat engine gives more power to the ground and has a premium all-around lighting package. With GPS guidance and controller integrated into one monitor, setup and start times



are shorter and accuracy is assured. By tracking our fleet with GPS transmitters and by phasing out the last of the old style 1803s, we should decrease

maintenance costs and increase overall efficiencies throughout the company.

We hope that these additions will help at one of the busiest times of the year and return more profit to our member-owners. Let's do our best to make 2008 the best year ever.

## DUPONT™ FARMCARE® ADVANCE

### Buy Early – Save Big!

Simply buy seed from your authorized dealer(s) and purchase at least 75 acres worth of eligible DuPont herbicides. You could get a 3% rebate on high performing DuPont corn and soybean products like Battalion™, Galaxy™, Guardian™, and Ultim® Total™! Plus, when you make your herbicide purchases by February 1, 2008, you get an additional 3% rebate! That's a potential savings of 6%!

### Key Dates

**February 1, 2008** – Purchase deadline to earn the additional 3% bonus rebate.

**February 15, 2008** – Purchase information must be sent to DuPont for growers taking advantage of the bonus rebate.

**April 11, 2008** – Last day to purchase eligible DuPont herbicides under the DuPont™ FarmCare® Advance program.

**September 1, 2008** – Last day to submit purchase information to DuPont.

*Refer to the terms and conditions of the program for complete details.*

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## JANUARY FERTILIZER UPDATE

It is difficult to predict where world markets are headed, but currently, all fertilizer materials remain in tight supply. This is reflected in the continued trend of higher fertilizer costs.

Subsequently, there will be a post-January 18th price increase to reflect this higher cost.

As usual, HDC will maintain our guarantee of a difference between prepay and spring pricing of at least the amount of interest.

If you have any questions or concerns, please contact your local Field Marketer.



**Hensall**  
262-3002  
1-800-265-5190

**Seaforth**  
522-1000

**Londesboro**  
523-4470

**Exeter**  
235-1150

**Ailsa Craig**  
293-3272

**Parkhill**  
294-6252

**Forest**  
786-5424

1-800-265-9000

PAPER CONTAINS 50% RECYCLED FIBRE & 10% POST-CONSUMER WASTE

