

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.

11/07

HDC's 2008 IP Soybean Seed Program

PRICE

All HDC/Advantage Seeds/SeCan varieties will retail for \$21.95/22.7 kg unit for 2008.

PROGRAMS

1. 5% Early Order Discount for orders placed by December 31, 2007
2. 5% Early Pay Discount for payments made prior to January 11, 2008
3. Volume Discount Rebate:
 - 0 - 199 units No rebate
 - 200 - 399 units \$0.50/22.7 kg
 - 400 + units \$1.00/22.7 kg

Note: Volume rebates will be calculated in June and applied to your HDC account.

OPTIONS

- Seed is available in 22.7 kg units and MT totes
- Apron Maxx seed treatment available at a cost of \$3.00/unit
- Cruiser Maxx seed treatment available at a cost of \$8.00/unit

Note: Seed treatment order deadline is January 31, 2008. There are no cancellations after this date or returns in-season so please order accordingly.

NK Brand Seeds will follow the NK pricing and programming. Please contact your HDC Field Marketer for details.

STAFF ANNOUNCEMENT

HDC is pleased to announce that **Wade Bickell** has joined our Field Marketer – Sales team. He comes to HDC with 12+ years experience with CanGrow (Kraft). Wade's contact information is wbickell@hdc.on.ca and 519-630-3838.



New Food Grade Soybean Opportunities For 2008

Champion / 2600 HU	S14-P6 / 2850 HU
Hartwick / 2600 HU (New)	1600 T / 2900 HU
S03-W4 / 2650 HU	ADV Cadet / 2900 HU
S05-T6 / 2675 HU	Bronson / 2950 HU (New)
HDC 2701 / 2750	OAC Kent / 3050 HU
S0-880 / 2750 HU	HDC X-790 / 3075 HU
S12-A5 / 2800 HU	

- \$1.00 - \$3.25 / bu premium over commercial soybeans
- 2008 IP Premiums are 30% to 150% greater than 2007
- High yielding varieties
- Alternative markets/premiums if soybeans don't make grade
- On-farm storage premiums also available
- Prompt payment along with excellent receiving/processing facilities

EARLY ORDER/CASH DISCOUNT PROGRAMS AVAILABLE FOR SEED.

NOTE: Seed may be tight on certain varieties due to reduced yields on 2007 Ontario seed production.

Submit Your Test Plots and Win!

- HDC is interested in your own farm trials this harvest. Please send via e-mail to jbarclay@hdc.on.ca or fax 519-262-3412.
- Your name will be entered into a draw for a \$100.00 gift certificate (draw to take place December 15, 2007 and winner announced in next newsletter). Thank you!

FERTILIZER MARKET UPDATE

2007 saw a rise in both commodity prices as well as an increase in fertilizer costs. The trend was toward an increase in corn production for 2007. This meant more pressure on fertilizer usage. 2008's record wheat planting (and intentions) will offset most of the decrease expected in North America for commercial fertilizer.

Increases in costs of production for acid, phos rock, fuel and energy have heated up the typical supply/demand/inventory pricing.

NITROGEN

Fall demand for nitrogen was strong in the US due to higher than normal winter wheat acreage. Current forecasters are calling N demand flat in NA for 2008. There could be some relief in markets past 2008 as more offshore N plants come on line. Stay tuned...

Pricing remains firm due to demand and low inventory stocks.

PHOSPHORUS

MAP supplies are tight as winter wheat plantings in NA have been strong. The international market has also been strong due to demand.

POTASH

Potash supplies in NA are not expected to catch up with demand for 2008. Experts expect higher use rates for potash in 2008 compared to 2007.

China may be a wild card in the long-term market.

WINTER PRE-PAY FERTILIZER PRICING

Some of you might be wondering when HDC will be issuing a winter pre-payment price list.

Prices will be available early December. Pricing will be held over until mid-January as usual.

Holiday Season Office Hours • Hensall

Monday, December 24	• CLOSED AT NOON
Tuesday, December 25	• CLOSED
Wednesday, December 26	• CLOSED
Thursday, December 27	• OPEN REGULAR HOURS
Friday, December 28	• OPEN REGULAR HOURS
Monday, December 31	• CLOSED AT 3:00 PM
Tuesday, January 1	• CLOSED
Wednesday, January 2	• OPEN REGULAR HOURS

Have a safe and happy holiday season!

NEW DRY BEAN OPPORTUNITIES FOR 2008

**HDC's Team is pleased to announce
strong dry bean programs
for crop year 2008.**

**Large Coloured
Beans**
\$39 to \$45
per cwt

**Japanese
Beans**
\$36 to \$38
per cwt

**White Beans
Several Options**
- Production Contracts
- Whole Price Contracts
- Soy-Link Contracts

Early order/cash discount programs available for seed.

Note: Seed may be tight on certain varieties due to reduced yields on 2007 Ontario seed production. Competition from other crops also reduced our Idaho/California seed production.



**For more details on HDC's 2008 dry bean
contracting opportunities, please
contact your local Field Marketer or
1-800-265-5190 • 519-262-3002
Proud to be Farmer Owned**



Hensall
262-3002
1-800-265-5190

Seaforth
522-1000

Londesboro
523-4470

Exeter
235-1150
1-800-265-9000

Ailsa Craig
293-3272

Parkhill
294-6252

Forest
786-5424

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