

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.

01/05

VALUE-ADDED OPPORTUNITIES FOR INCREASED PROFITS

HDC still has both seed and contracts available for all of our market classes.

| Variety | Days to maturity | Yield Rating cwt/ac | Average seeds/lb | Special traits | Harvesting | Commercial Crop Combining | Characteristics | Delivery points | Status as of 5-Jan-05 |
|------------------|------------------|---------------------|------------------|----------------|-----------------------------|-----------------------------|---|--------------------------|-----------------------|
| Azuki | 110 | 16-22 | 4000-4500 | Confectionary | Direct clip | Conventional | Tall bushy plant, likes high organic matter and well drained soils that will not crust. | Fall delivery to Hensall | Limited |
| Otebo | 97 | 18-24 | 1500-1800 | Confectionary | Pull/windrow | Conventional specialty bean | Bushy plant, medium to light clay loam soils, well drained | Fall delivery to Hensall | Limited |
| Kintoki | 92 | 16-20 | 850 | Confectionary | Pull/windrow | Specialty bean | Bushy plant, medium to light clay loam soils, well drained | Fall delivery to Hensall | Limited |
| Blacks | 92-95 | 18-24 | 2200-2600 | Package/soup | Direct clip | Conventional | Upright plant, medium to light loam to clay loam, well drained | Fall delivery to Hensall | Available |
| Cranberry | 90-100 | 16-20 | 800-1000 | Soup/salads | Pull/windrow | Conventional specialty bean | Tall bushy plant, loam to clay loam, well drained | Fall delivery to Hensall | Available |
| Vine Crans | 105 | 16-20 | 800-1000 | Canning | Pull/windrow | Specialty bean | Vine type, medium to light clay loam soils, well drained | Fall delivery to Hensall | Available |
| Dark Red Kidney | 95-100 | 16-20 | 800-1000 | Canning | Pull/windrow | Specialty bean | Bushy plant, medium to light clay loam soils, well drained | Fall delivery to Hensall | Limited |
| Light Red Kidney | 90-98 | 16-20 | 800-1000 | Package | Pull/windrow | Conventional specialty bean | Bushy plant, medium to light clay loam soils, well drained | Fall delivery to Hensall | Available |
| White Kidney | 95-100 | 16-20 | 800-1000 | Canning | Pull/windrow | Specialty bean | Bushy plant, medium to light clay loam soils, well drained | Fall delivery to Hensall | Available |
| White (Navy) | 87-100 | 18-24 | 2200-2500 | Canning | Direct clip Pull/windrow | Conventional | Upright plant, medium to light loam to clay loam, well drained | Fall delivery to Hensall | Available |
| Small Red | 92-95 | 18-22 | 1500-1800 | Canning | Direct clip | Conventional | Bushy plant, medium to light clay loam soils, well drained | Fall delivery to Hensall | Available |

January fertilizer prepay prices increase

It is difficult to predict where world markets are headed but currently, all fertilizer materials remain in tight supply and subsequently pricing reflects this.

The post-January 21st prices will be increasing, at least marginally, to cover carrying costs.

CURRENT HDC RETAIL PRICING:

| | |
|--------|-------------|
| Urea | \$420.00/MT |
| M.A.P. | \$415.00/MT |
| Potash | \$310.00/MT |
| NH3 | \$595.00/MT |
| 28% | \$295.00/MT |

ABOVE PRICES DO NOT INCLUDE ANY VOLUME DISCOUNTS

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.

IMPORTANT NOTICE
PREPAY YOUR SEED REQUIREMENTS
AND SAVE 6%

January 21, 2005 is the last day to prepay your NK Brand, DEKALB, First Line, Advantage, Secan and HDC seed.

THE VALUE OF NITROGEN ON DRY BEANS

by Rick Vandewalle, CCA-ON

With spring around the corner, it is important to review the value of fertilizer on dry beans. The cost of fertilizer, and whether or not it has a negative impact on the environment, causes many concerns about nutrient management. Here is a synopsis of the role of nitrogen as it applies to dry beans.

Why is nitrogen a necessity for plants?

Nitrogen is used in the development of chlorophyll, which gives the plant its green colour and is essential for photosynthesis. Nitrogen is an essential component of the plant's vitamin and energy systems, as well as amino acids – the building blocks of plant protein and cells.

Why do dry beans need extra nitrogen?

Dry beans are classified as legumes and as such have the ability to fix their own nitrogen, similar to soybeans and alfalfa. However, there are two problems with dry bean nitrogen fixation. First, the rhizobia responsible for fixing nitrogen differs from that of the soybean species. They infect and produce nitrogen differently in different varieties of dry beans. Environmental stress will also lessen the effectiveness of the rhizobia. Hot weather, for example, can cause abortion of nodules and reduce the rate of nitrogen fixation.

The second challenge is that current seed treatments are toxic to rhizobia, therefore inoculating the seed at time of planting will not have the same effectiveness as with soybeans. It is for these reasons that we supplement nitrogen in order to sustain high yields.

Can foliar fertilizer products act as a good source of nitrogen?

Many foliar fertilizers have very low amounts of total nutrients per volume of product for a very good reason. The leaves of the dry bean plant are not designed to uptake *all* the nutrients required by the plant. However, they will uptake some if the roots are in difficulty (i.e. root rot, water-logged soils). Foliar fertilizers are very effective, especially when plants are young, as there are many nutrients in the mix (i.e. Crop Booster has N-P-K-Zn-Mn-B-Mo). These nutrients are available in small amounts to feed the crop from the top so the roots can grow and feed the plant from the bottom.

Nitrogen sustains high yields and is very important in maintaining quality of the bean. Excess nitrogen causes maturity delays and encourages a large leaf canopy which may promote a higher rate of disease (i.e. white mould). The type and timing of nitrogen application will have an impact on cost, the environment, and total nutrient uptake.

For more detailed information, give your local Field Marketer a call.

CREDIT CORNER

It's the time to arrange financing for your 2005 crop inputs. Your bank or ACC Farmers Financial can offer you the least costly way to finance. A few hours spent now with your Bank Manager to review your cash flow can mean the difference between profit or loss.

ACC Farmers Financial offers the following programs and generally you can borrow for prime minus 0.25% or lower. Download the forms or request by mail. Complete the forms and submit to ensure you have all your financing in place.

1. **Commodity Loans** provides funds for crop inputs up to \$750,000. For application forms, log on to www.accfarmersfinancial.ca/commodity.htm
2. **Spring Credit Advance Program (SCAP)** provides interest-free financing up to \$50,000 to assist in purchasing inputs. 2005 Spring Credit Advance applications will be available in March 2005 at www.accfarmersfinancial.ca/spring.htm or call 1-888-278-8807.
3. **Advance Payments** is administered under the Federal Government's Agricultural Marketing Programs Act (AMPA). The advantage of this program is loans up to \$250,000 with the first \$50,000 borrowed interest free and the balance at prime minus 0.25%. Check it out at www.accfarmersfinancial.ca/advance.htm

Your input supplier may also finance your crops until harvest once the appropriate paperwork has been completed and approved. Should you require further information, please contact your local FM Rep or Angela Nirta, FCI, at 519-262-3002 ext. 262.



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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