



# Native Agri Update

No. 377, June 2019

[www.indianag.on.ca](http://www.indianag.on.ca)

## CONGRATULATIONS BARRY HILL



Congratulations to Barry Hill who received an Honorary Doctorate of Laws from U of G at the June Convocation.

Barry can add this to his long list of achievements and contributions to Ontario's and First Nation's agriculture. Some of Barry's contributions include: founding member of the Six Nations Farmer Association and the First Nations AgriGroup, past president of OSCIA, and his recent efforts co organizing the "Farming On First Nations: Reconciling Business with Social Enterprise to Achieve Food Security" panel discussion. As well, with his wife Cheryl, Barry established a scholarship for Ag students at the University of Guelph.

## SUMMER SAFETY

*sources: www.casa.acsa.ca, www.wsps.ca*

As we all know, farming has its share of hazards and risks for those working and living on the farm. Be sure you take the time to consider the risks and put a plan in place to help keep everyone on the farm safe this summer. It's a good idea to remind everyone of the potential hazards, as well as steps they can take to avoid harm. Don't forget to include everyone on the farm, especially children and youth.

With the summer's heat comes the potential for heat stress. For those doing heavy work, sickness and accidents rates

increase as the temperature gets above 30 degrees C/ 86 degrees F. When your working in the heat, be sure to:

- Drink plenty of water
- Get out of the heat occasionally and take breaks in the shade
- Slow down
- Wear light coloured, light weight clothing & a hat
- Be alert to signs of heat stress

Three common conditions of heat stress: Heat Cramps: painful cramps in arms legs, and stomach. For those affected, move to a cool area, provide water.

Heat Exhaustion: heavy sweating, cool, moist skin, body temp over 38 degrees Celsius, weak pulse, and rapid breathing or panting Other symptoms include feeling tired, weak, clumsy or confused. Seek medical help and move the person to shade, provide water and help cool the person.

Heat Stroke: body temperature over 41 degrees C/105 F and any of the following: hot dry skin, rapid pulse, headache or dizziness, pass out/convulsions. Call an ambulance if heat stroke is suspected, move the person to the shade, keep cool, and provide water.

In addition to the heat, the summer sun's rays also pose a hazard. In addition to sunburns, repeated daily exposure to the sun over the years can increase the risk of skin and lip cancer, aging of skin and eye damage. To help minimize the potential for harm consider:

- Covering up with light weight shirts and long pants
- Wearing a wide brimmed hat
- Avoiding the midday sun
- Using sunscreen

Be sure to watch for signs of skin damage including changes in size, shape, and colour of moles, as well as sores that don't heal. If in doubt, see your doctor. *JH*

## Inside

Agribusiness	
Page .....	2
Market Information	
Page .....	3
Calendar of Events	
Page .....	3
Livestock Information	
Page .....	4
Crop Information	
Page .....	5
Other News	
Page .....	6

## Contributors

**Jamie Hall - JH**  
General Manager  
[jamie@indianag.on.ca](mailto:jamie@indianag.on.ca)

**Tyler Hill - TH**  
Business Advisor  
[tyler@indianag.on.ca](mailto:tyler@indianag.on.ca)

**Brendan Landis - BL**  
Summer Student  
[brendan@indianag.on.ca](mailto:brendan@indianag.on.ca)

**Camden Lawrence - CL**  
Business Advisor  
[camden@indianag.on.ca](mailto:camden@indianag.on.ca)

**Mark Leahy - ML**  
Ag Extension Coordinator  
[mark@indianag.on.ca](mailto:mark@indianag.on.ca)

IAPO  
Box 100  
Stirling, ON K0K 3E0  
1-800-363-0329

# Agribusiness

## AFRICAN SWINE FEVER IN ASIA

Source : Global News – by: Hau Dinh, Sam McNeil & Kerri Breen

If you are a lover of bacon, you might want to fill the freezer now before prices rise due to reports from Asia. Millions of pigs have been culled in China and



Vietnam as a U.N. food agency urges Asian governments to make containment of the African swine fever their top priority, as infections have now spread to multiple countries across Asian. Experts are saying this is the largest animal disease outbreak in history.

The U.N. Food and Agricultural Organization said in a report June 20th that more than 3.7 million pigs in the region had been culled since the outbreak began in China last August. Vietnam has been the hardest hit, culling at least 2.6 million pigs followed by China, which reported more than 1.1 million. Smaller outbreaks have been reported in Hong Kong, Taiwan, North Korea, Cambodia and Mongolia after cases were first reported in China's northeast in August.

African swine fever is harmless to people but fatal and highly contagious for pigs, with no known cure.

With pork supplies dwindling as leading producer China and hard-hit Vietnam destroy huge numbers of hogs and tighten controls on shipments, prices have soared by up to 40% globally and caused shortages in other markets across the globe.

With some much attention on the outbreak and controlling the infection, Canada and the US have already reached an agreement to continue trade in the event of an outbreak of African swine fever in either country. They agree pork products from disease-free areas will still be allowed to flow across the border.

The agreement reached between the two countries is intended to limit the economic impact of a possible outbreak of African swine fever, to date no cases have been detected in Canada or the U.S.

Canada is the third-largest pork exporter in the world.

## MANAGING YOUR RISK MANAGEMENT

source: [www.agricorp.com/en-ca/programs/Pages/Default.aspx](http://www.agricorp.com/en-ca/programs/Pages/Default.aspx)

As we all know in farming and the agricultural industry there are many risks that come along with the profession. No matter what you are producing, whether it be crop related or livestock there are always factors that seems to be affecting

your production. With our ever-changing weather patterns, the crazy market fluxes and the risk of diseases, managing risk can be a big part of farm management. This article touches on many of the options available to ease your mind and reduce your risks.

Through Agricorp, there are a number of programs delivered on behalf of the federal and provincial governments. Agricorp's programs are geared to protect Ontario's producers against many of the business and agricultural risks they face every day.

Some of the programs that are offered are:

- **Production Insurance** – covers production losses and yield reductions caused by insured perils. Depending in the plan, coverage is available on a total yield, dollar-yield, or acreage-loss basis. Producers can choose the type and level of coverage that best meets their needs. A wide variety of crops are covered by crop insurance, including hay. Some interesting program features include:  
Hay Insurance – a forage rainfall plan uses rainfall as an indicator of hay quality. Get covered for insufficient rainfall for May through August or excess rainfall during your first cut. If measured rainfall is less than 85% of long-term average a claim may be paid. Or if there is excess rainfall during harvest, you may have lower quality hay or will have to wait to harvest causing loss of nutrition. If this happens, you also may be eligible to make a claim.  
Unseeded Acreage Benefit(USAB) – If you are unable to plant a crop by the planting deadline you may be eligible for a USAB payment. The payment will be based on your selected crop and will represent 1/3 of the value of your average farm yield.
- **AgriStability** – covers large margin declines caused by production loss, increased costs or market conditions. If a producer's margin falls below 70% of their recent average, AgriStability helps to offset the difference.
- **AgriInvest** – savings account that producers can use to either cover small income declines or support other investments. Each year, producers can deposit up to 1% of their allowable net sales into a bank account and receive a matching government contribution. Producers can withdraw funds at any time.
- **AgriRecovery** – provides targeted disaster-specific programming when assistance is needed beyond existing programs like AgriStability, Production Insurance, or the Risk Management Program.

For more information on programs that may be able to benefit your farm operation, go to the Agricorp website at [www.agricorp.com](http://www.agricorp.com). From the home page you will find a button that says "See All Programs" where you can go through and read about everything available to producers. You can also reach Agricorp at 1-888-247-4999 or contact IAPO for help or additional information at 1-800-363-0329.

CL

# Market Information

U.S. disputes encourage a buildup of meat proteins including beef, pork and chicken in the U.S. reducing demand for imports from Canada.

## BEEF MARKET WATCH

Prices are courtesy of the Beef Farmers of Ontario Weekly Market Information Report for the week ending Thursday June 6 2019.

Changes here reflect the difference in prices from the week of April 11, 2019 to the week of June 6, 2019. Weekly reports provide prices on a per cwt basis for the week but do not include Friday sale results.

Fed steers and heifers are up \$4 and \$9 respectively, while stocker steer and heifer prices have taken a slide. Carcass weights are up 29 lbs. for steers and 13 lbs. for heifers compared to a year ago. Cull cows and bulls are up \$11 and \$7 due to fewer numbers offered and building seasonal demand for ground beef. Stoker steers are about even to off \$4. Stoker heifers are down by \$5 to \$8 depending on weight. Demand for grass cattle is minimal.

Canadian exports of live cattle including steers, heifers and cows are up 33% April to April. Feeder animals are up 5%. Beef exports to the U.S. are up 14%. Recent trade agreements are showing some positive results.

Weather conditions this spring are causing some concern. Flooding has impacted hay quality and quantity in some areas of Ontario with alfalfa winter kill. Large areas of the U.S. and other parts of Canada are affected. It is anticipated that late planting of spring grains and corn will negatively affect yield and increase feed costs to the finisher. Global trade disputes continue to be a concern the longer they drag out. China –

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	250-254			N/A April
Fed steers	134-155	145	165	+4
Fed heifers	121-152	143	160	+9
Cows	59-88	72	110	+11
Bulls	83-107	95	132	+7
Stoker steers				
700 – 799	162-209	189	230	-4
600 – 699	170-226	201	252	-4
500 – 599	183-240	215	270	+1
Stoker heifers				
700 – 799	127-166	149	178	-7
600 – 699	143-184	164	209	-5
500 – 599	144-185	166	220	-8

All prices are on a hundred pound basis (cwt) *ML*

## CROP MARKET

Adapted from Market Trends Commentary for June July 2019 by Phillip Shaw GFO [www.gfo.ca](http://www.gfo.ca)

**Corn** The corn market has certainly been the star of the last few weeks blowing-through resistance points of \$4.45 and \$4.55 and who knows where next? There is much uncertainty ahead about crop size, planted acres, and crop conditions.

In the United States within the myriad of agricultural support programs there are also “prevent-plant” acres, which generally aren’t too significant on years when the crop goes in easily. However, American farmers can enroll acres into this when they can’t get it planted. No one knows at this point how many acres that will be, but 10 million acres have been discussed. That will be huge going forward in our corn futures market.

Seasonally corn prices tend to trade lower into October, but often top out in late June. The July contract is currently priced in the 97th percentile in the past five-year price distribution range.

**Soybeans** The unwritten truth about

the soybean market is we could gain a lot more acres from the corn not being planted. However, the increasing truth regarding the planting window in the United States is decreasing for soybeans as well. If it does come to fruition, it would be another completely unexpected variable in the soybean market. With over 1 billion bushels of old crop stocks sitting on the ground, the resultant decrease in supply would trim that pile possibly by a quarter or a half. It’s a unique time.

It is hard to paint this as bullish, especially with those ending stocks. However, in the week ending June 15th, the new crop gained \$.40 plus. The market is much more jittery based on the lack of planting becoming a reality.

Seasonally, soybean prices tend to trade higher into early July.

**Wheat** Wheat has also found itself caught up in the bullish nature of King Corn. Prices have increased as wheat has gone up with corn, but there is also dryness in Australia and Russia. The American dollar is still strong, and there is no shortage of wheat, so this will continue to play out. In Ontario, while there might have been 700 thousand acres of wheat planted last fall, it’s hard to know how much is left this late spring. Half of that might be a good estimate, of which will be undergoing fungicide application in June. Prices have rebounded with the Canadian dollar continuing to offer stimulus to cash prices.

### Coming Events

**July 17-19 Ontario Maple Syrup Summer Tour** TownePlace Suites Marriott, Kincardine, For info: [www.omspasummertour.com](http://www.omspasummertour.com)

**July 22 IAPO Wiky Community Barbeque** Monday 6:00 p.m. Details and location to be announced. For info call 1 800-363-0329.

For more info, or if you have an event you would like listed, call 1-800-363-0329.

# Livestock Information

## FOOT ROT IN CATTLE, SHEEP, & GOATS

To date, spring has been wet and cold and the rainfall continues. There is potential for foot rot in grazing animals, including cattle, sheep, and goats. Foot rot is most prevalent in wet, moist areas. It is quite contagious for sheep and goats in particular. When pastures have been consistently wet with no dry spells there is a higher incidence of outbreaks.

Foot rot is an infection that starts between the toes of the infected animal and often is a result of the introduction of a bacteria through broken skin. The infection causes pain and lameness. The lameness can cause decreases in weight gain of young animals, milk production decline of adult females and lame males that will be reluctant to breed.

The condition varies somewhat between species with sheep more susceptible to spreading in the flock. There are other causes of lameness on pasture. Accurate diagnosis is important before treatment begins.

With sheep especially, some individual animals are genetically more susceptible than others to foot rot. Foot rot can be controlled naturally by breeding for sheep with this natural resistance. Foot rot is most commonly spread by the introduction of an infected animal to a herd or flock. In order to prevent foot rot, it is important that it not be brought into an uninfected herd or flock. Any new animal additions to the herd or flock should be quarantined for 30 days and have their feet trimmed before comingling with other animals.



*A severe case of foot rot in sheep*

Hoof trimming is necessary in order to allow air to reach the hoof, eliminating the bacteria that cause foot rot. Foot bathing will reduce the risk of infection of foot rot on sheep and goats,

minimizing the number of individuals that need to be culled. Sheep and goats can be treated every 5 to 7 days by standing them in a 10% zinc sulfate solution for up to 15 minutes to reduce the risk of infection.

Under normal circumstances, sheep feet should be trimmed 1 to 2 times per year. Trimming creates a flat sole surface, removing trapped mud and feces and reducing the possibility of foot scald and foot rot infection. Since bacteria are spread more easily in moist areas contaminated with feces, it is a good practice to move feed and water troughs and avoid trampled, muddy, or overgrazed pastures. To eliminate foot rot from a herd requires dedication to treatment, separation of infected animals from non-infected, and culling of animals that cannot be cured.

Foot rot in goats is similar to sheep. Goats with rapid foot growth and in an overgrown condition were more susceptible to foot disease than goats with slower growing feet. Goats with an open structured narrow foot, commonly seen in dairy breeds, had less foot disease than the larger, more closed-structure meat type.

Foot rot is a common cause of lameness in beef cattle on pastures. Preventative measures involve reducing damage to the foot. Recently brush-hogged weeds or brush stubble will often be very sharp and cut the skin between the toes allowing the entrance of the infective bacteria. Punched pasture or holding area ground that have become hard can do the same to toes. Early signs are lameness, swelling between the toes and around the hairline of both toes followed by cracking of the skin.

If possible, avoid forcing cattle to spend long periods of time standing in very wet lots or pastures. Treatment of foot rot can be successful when the treatment is started early in the disease process. Most cases require the use of systemic antibiotic care. Your veterinarian can advise you on recommended antibiotics and dosages for your situation. A mineral that contains the micro minerals zinc, selenium, and copper will aid in disease prevention.

With all livestock a secure handling facility is a must for proper treatment. Contact your veterinarian for an accurate diagnosis and treatment. Record the date, the dosage, injection site, and the lot number of the antibiotic. If an animal must be marketed follow the drug withdrawal times.

## FORAGE TESTING & BALANCED RATIONS

Good forage management includes balancing rations. A balanced ration means the cowherd is fed according to its needs and limits waste.

A sample of your hay can be sent to a lab for analysis. The analysis report shows the moisture, protein, calcium, phosphorus, calcium to phosphorus ratio, potassium, magnesium, and sodium content. Soils in certain parts of the province are lacking in minerals. Selenium and magnesium are examples.

IAPO is offering to take a sample of your hay and to send it to a lab for testing. This will be followed up with a ration recommendation at no charge. Contact IAPO for details. *MLC*

# Crop Information

## SUMMER MANAGEMENT OF UNSEEDED ACRES

source: [www.sciencedirect.com/topics/agricultural-and-biological-sciences/summer-fallow](http://www.sciencedirect.com/topics/agricultural-and-biological-sciences/summer-fallow), [www.omafra.gov.on.ca/english/crops/pub75/pub75toc.htm](http://www.omafra.gov.on.ca/english/crops/pub75/pub75toc.htm), [peter-sonfarmseed.com/blog/prevent-plant-management/](http://peter-sonfarmseed.com/blog/prevent-plant-management/)

With a record-breaking spring across the province, a great number of acres are going to reach a dead end as far as planting a field crop effectively. Crop insurance has extended corn planting dates to the 17<sup>th</sup> of June in Southwestern Ontario, and soybeans have been extended to the 5<sup>th</sup> of July. Despite these planting extensions for crop insurance coverage, the forecast for the remainder of June and into July looks wet and cool. With the possibility of many acres being left unseeded, what are the options a producer has to help their soil health throughout the summer months?

### Mechanical

During the summer months in your unseeded acres, weed control will be a main issue of concern on your ground. It's important to note that weed growth will help lower the seed bank in your fields. A weed will only cause long term affects if you allow it to go to seed, however, letting the weed grow to a significant size before mechanical tillage can help increase organic matter in your fields free of charge. In addition to weed control, you can take advantage of the bare ground to fix drainage issues. This will give you an extensive amount of time to repair cutting ditches, install culverts, or add tile drainage.

### Herbicides

In today's farming practices, the use of glyphosate has become the norm for all conventional farmers across the country. During this time of fallow ground, if you resort to using chemical control, it could be very advantageous for you to break away from the glyphosate cycle. Eragon, 2-4-D, and liberty link can all be used as an alternative to glyphosate and can help prevent round up resistant weeds from developing in your area. It's also important to be selective with your choices of herbicide with each specific field. Liberty-link has shown to be effective on broadleaf weeds, but has a low impact on grasses. The OMAFRA Publication 75 is an excellent source of information for weed control, and efficacy of specific herbicides. Get in touch with your local agronomist for more information and recommendation for your specific farm management goals.

### Cover Crops

With a continuous field crop rotation of grains and oilseeds, our soil health can often end up being depleted of organic matter, phosphorus, potassium, and micro nutrients. An alternative to mechanical and herbicide management is the implementation of cover crops. Choices of cover crops can be wide spread and the choice of seed depends on your end goals. For control of soil and wind erosion you can plant a grass crop such as barley or oats. For the best soil health improvement a combi-

nation of seed should include ground cover, organic matter, a deep tap-rooted crop, and a legume. Ground cover and organic matter can be provided by barley or oats. A tap-rooted crop, such as sugar beets, radishes, or turnips can help break up soil compaction. Lastly, a legume, such as field peas or clover, can help fixate nitrogen which will help break down organic matter to be more beneficial to soil health.

The 2019 planting season is sure to go down in the history books as one of the worst years recorded. Talking with older generations, none can remember a year with this much rain and so few planting windows. The incredible part is how wide spread the rainfall issue has affected. Although it can be unnatural for a farmer to see his ground sitting without a harvestable crop on it, take the time to consider the long term affects your summer fallow decisions will impact your yield for years to come.

## SPOTTED WING DRISOPHALIS

source: <https://extension.umn.edu/yard-and-garden-insects/spotted-wing-drosophila#cultural-controls-992611>; <http://fruit.cornell.edu/spottedwing/management/>; <http://www.omafra.gov.on.ca/english/crops/insects/drosophila.html>

Spotted Wing Drisophalis (SWD) is an invasive vinegar fly that is capable of extensive damage in fruit bearing crops throughout most production regions in Ontario. It has proven to be a significant factor in berry and tender fruit crops throughout the province; however, it can be managed with early detection and consistent monitoring.

Controlling SWD can be done with frequent harvesting, including overripe fruit. Removing overripe fruit and destroying them can inhibit the growth of larvae which will lead to new generations. Canopy management can prove to be effective by allowing more sun penetration and reducing humidity and allowing for complete spray coverage. Cultural control of SWD can also be an option as alternate hosts allow for many generations to reproduce, contributing to increased population. Brambles, Buckthorn, Pincherry, Dogwood, and Elderberry plants can all be wild hosts that should be eradicated from your farm to prevent overpopulation and will increase the efficacy of your pest management strategy. To manage SWD, implementation of row covers can also reduce or eliminate the



Small Scale Row Cover

possibility of infestation. A minimum of 80-gram insect netting is recommended as anything coarser can allow the fly to pass through. Additionally insecticide treatments can be used to prevent infestation. Be sure to monitor regional alerts, pre harvest herbicide intervals, and spray according to the labeled rate.

It is recommended that growers monitor harvested fruit to determine insect pressure. Small holes, bruised fruit, and juice stains can all be evidence of infestation. A salt floatation method is also recommended to test for infestation. Immersing fruit in a salt water solution may cause larvae to float to the surface, which can confirm the presence of the fly.

TH

# Other News

## DIRECT MARKETING

Whether you are starting a farm market or attending one as a vendor, there are a few key points to get right. In all the busyness of gardening and managing the farm market, it can be easy to lose sight of your goal.

### Location

In setting up your own market, the location is very important. Not only the geographical location but whether it's close to the road or down a long lane. Being in a heavily populated area or along a busy highway will go a long way in generating and keeping customers. When deciding on a market to attend as a vendor, research is important. The hours of operation, location, and competition of each location should all be factored into your decision of which location to attend.

### Presentation

The goal with the displays is to make your customers want to buy the product. Displays should be well-stocked and displayed in a tasteful way. Coordinating the colours and different textures of the products together will create a beautiful display.



(Eggplant beside summer squash next to carrots with tops, etc.)

The quality of the product is very important. Your customers need a reason to take the time to drive to your market instead of buying produce when they do their weekly shopping. Quality can be a drawing card for your customers. A few pointers in maintaining the look of quality are as follows:

- keep products out of the sun
- often spray greens with cool water
- replace any 'tired' looking product
- sort through every item daily, and remove any imperfect product
- handle with care in any transportation

When you have a product that is no longer "fresh" looking, you could remove it from the large display and reduce its price. Any produce that has lost its freshness, could be used to make preserves. This will directly reduce the amount of waste that comes from any products not selling quickly.

The placing of the product is important. A high-profit product should be displayed in high traffic areas to ensure a greater volume of sales. If you notice that a product doesn't seem

to be selling, try moving it to a different location or display it differently. In farm markets, rarely will reducing the selling price create more sales volume. Most of your customers choose to buy from you because they can want a fresh product. The signage of the product is also key. A clear indication



of price as well as product is a must. Regardless of your location, check with local signage requirements to ensure you will not be hassled by any governing body. For more info on Ontario's farm market

signage requirements see [www.omafra.gov.on.ca](http://www.omafra.gov.on.ca).

Another great idea is to have recipe cards or brochures to help your customers know how to cook with your produce. This can increase your sales as the recipe may call for several



items instead of the one item your customer was planning to buy. Foodland Ontario has many merchandising materials including recipe cards, which are free of charge when you register your market. ([www.ontario.ca/foodland](http://www.ontario.ca/foodland))

### Advertising

Facebook and Instagram provide excellent advertising methods as they use your customers to create a buzz. You can reach 1000's of people at very little to no cost. In any Facebook advertising, using pictures or videos is so important.

2,863 people reached >

Boost Post

### Staffing

Your staff is the face of your market and as such they must present themselves in a suitable manner. When it comes to fruit and vegetables, training your staff is very important as any mishandling of the product will quickly reduce its freshness. Your customers will ask many questions so it would benefit you greatly to have knowledgeable staff.

Lastly, just be friendly. Creating and keeping the relationship with your customers will keep them coming back week after week. Going above and beyond to meet their requests will give them the satisfaction that you care about them and the product they want.

Sources of more info:

[www.farmersmarketsontario.com](http://www.farmersmarketsontario.com)  
[www.ontario.ca/foodland](http://www.ontario.ca/foodland)  
[www.omafra.gov.on.ca](http://www.omafra.gov.on.ca)

BL