



WHAT'S INSIDE

QFA President stands up for supply management p. 3

Standing up to farm bullies p. 4

Paint horse battles illness p. 12

Joel Salatin visits Hemmingford p. 13

Young farmer sees hope in food trends p. 15

How to talk to your federal candidate p. 16

Ag ministers back supply management



Federal Agriculture and Agrifood Minister Gerry Ritz and his provincial counterparts at the annual meeting of Federal, Provincial and Territorial Ministers of Agriculture in Charlottetown.

"August rain: the best of the summer gone, and the new fall not yet born. The odd uneven time."

— Sylvia Plath

QFA's Farm Food Forums

QFA annual general meeting!

Friday, November 13

Macdonald Campus

Andrew McClelland
Advocate Staff Reporter

Ministers of agriculture from Canada's provinces and territories say that they support supply management and will accept no international trade deals that promise big economic benefits while compromising the nation's dairy, poultry and egg sectors.

That was at least part of the message coming out of the annual meeting of federal, provincial and territorial ministers of agriculture held in Charlottetown, PEI last month.

But the question remains: do the provincial and territorial ministers have the power to influence the federal negotiators who sit at the bargaining tables at international trade talks like the Trans-Pacific Partnership, the pro-

posed trade agreement between several Pacific Rim countries that could have a huge impact on Canadian agriculture?

Ministers—including Federal Minister of Agriculture Gerry Ritz—said that they would continue "to preserve the integrity of the supply management system."

Those remarks, reassuring to the ears of farmers working in supply managed sectors, form the background to the discussion about finding new markets for Canadian agricultural products overseas. Ministers gathering in Charlottetown spoke about how having access to markets in foreign countries is key to the success of a country like Canada, which relies heavily on exports for farm income.

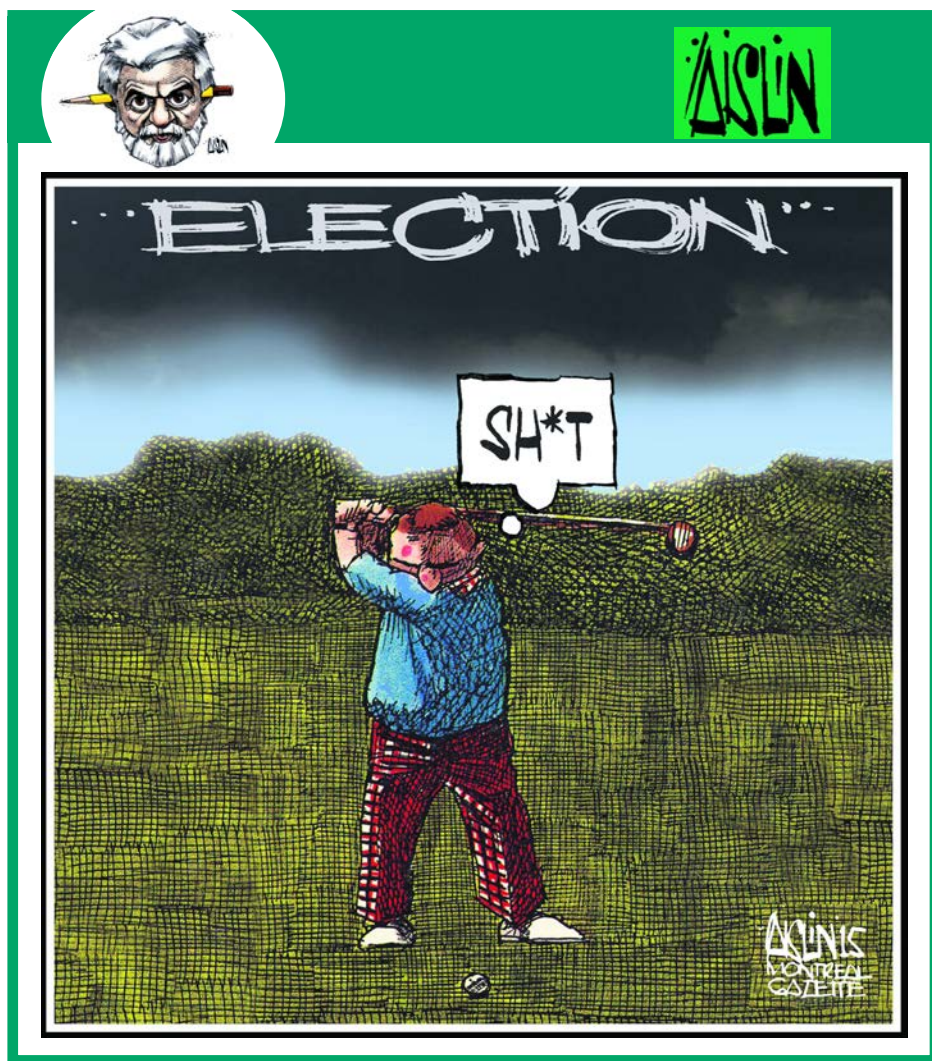
"Agriculture continues to be a major driver of Canada's economy," said Ritz.

"Continued federal-provincial-territorial collaboration is crucial to ensuring that billions in strategic investments translate into real benefits for our producers and processors through more innovation, improved competitiveness and access to new markets."

That much is agreed upon by Canada's ag ministers. But for PEI Minister of Agriculture Alan McIsaac that doesn't mean the country's existing production and marketing systems need a makeover.

"We need to open up barriers but not at the expense of supply management," McIsaac told a news conference.

"It's almost a tricky issue because we are all really encouraged and want to grow our markets and gain access to



CONTINUED FROM PAGE 1

other countries, but at the same time we so value the supply management system here in Canada," McIsaac said. "We don't want that tampered with." When asked for reassurance regarding Ottawa's official stance on supply

management, Ritz was less resounding in his support than his provincial counterparts.

"As a federal government, we've shown concern for the supply management sector in all of the negotiations that we've undertaken," said Ritz.

"At the same time, we have to have a balanced act between the multitude of commodities that are exported."

Provincial allies?

Quebec Minister of Agriculture Pierre Paradis wanted the ministers to agree upon a press release that would state that the TPP be signed only if no changes to supply management were made whatsoever.

But not all ministers present at the Charlottetown meeting were as gung-ho about the strong wording suggested.

Saskatchewan's Minister of Agriculture, Lyle Stewart, was not present for the meeting, but attended some talks during the three-day conference via telephone. Stewart admitted that supply management is not as vital to his province's agriculture industry as it is in other provinces.

"Supply management is a very small part of what we do here in Saskatchewan as far as agriculture is concerned," Stewart commented. "It is an important part, and we hope that the integrity of it can be preserved, but we cannot continue to sacrifice our

main agricultural industries to preserve every detail of supply management."

TPP at standstill

However, the support given to supply management by Canada's agriculture ministers at the Charlottetown meeting had no impact on trade talks. After another round of negotiations on the TPP held in Hawaii, negotiators did not come to an official agreement when the talks wrapped up on July 31.

Those present said that dairy remained one of the main obstacles to the TPP being signed.

New Zealand—a country that produces only three per cent of the world's milk, but is responsible for trading 25 per cent of the global dairy market—is a key member of the talks. New Zealand Trade Minister Tim Groser said that international milk markets much become more accessible.

"International trade is so ludicrously distorted in dairy," said Grosner, who participated in the TPP talks. "The role of dairy probably being the deal breaker has surprised a number of participants."

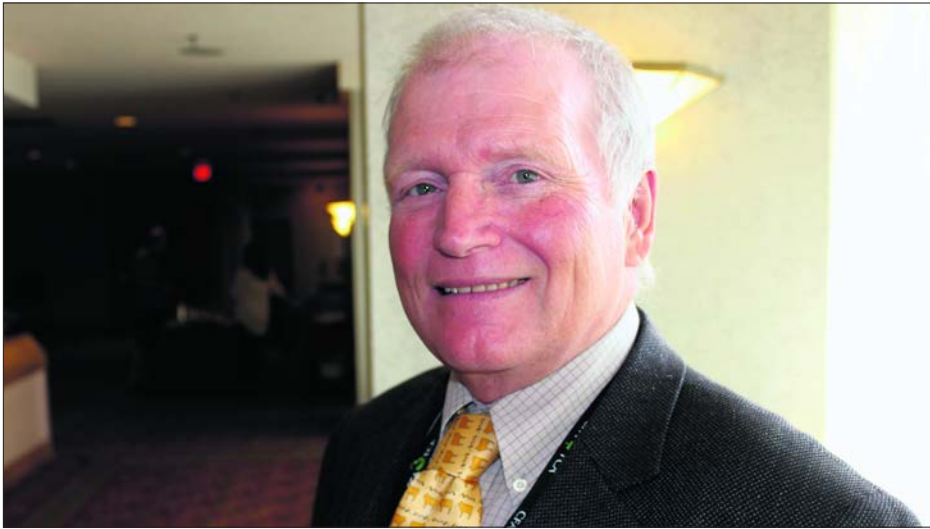
Although supporters of the TPP are disappointed the deal was not signed in July, Grosner says that much progress was made during the Hawaii round of negotiations and that he would be "very surprised if we don't get a TPP deal" within the next 12 months.



After another round of negotiations on the TPP held in Hawaii, negotiators did not come to an official agreement when the talks wrapped up on July 31.

Guest Editorial

If nations can't agree, how can farmers work?



CFA President Ron Bonnett.

"We hope negotiators return to the table quickly and can continue to negotiate a trade agreement that recognizes the needs of all Canadian farmers," said CFA President Ron Bonnett.

A delayed conclusion leads to uncertainty for all Canadian farmers. For the supply managed sector, farmers face uncertainty surrounding business decisions on their farms. For the export oriented farmers, it leaves them facing inequity of rules and treatment between ourselves and our competitors.

There are several outstanding issues - including intellectual property rights and market access issues - for agriculture and several other industries. Within agriculture, there seems to be a stalemate between a number of countries.

CFA's delegation in Hawaii met regularly with Canadian officials, includ-

ing International Trade Minister Ed Fast and Chief Negotiators for agriculture to discuss Canada's negotiating position. Canada's negotiating team continued to emphasize they were seeking aggressive market access for export dependent commodities, while protecting the supply managed sectors.

"On behalf of Canada's farmers, we would like to recognize and extend our appreciation for the hard work and efforts our government has made in negotiations this past week. It was clear the government was working from a negotiating position that recognizes the needs of all Canadian farmers, and we expect negotiations to continue along this trajectory," noted Bonnett.

We look forward to working with our government as it continues to negotiate towards a successful TPP conclusion.

Canadian Federation of Agriculture

Following the conclusion of the Trans-Pacific Partnership Ministerial meeting yesterday, the Canadian Federation of

Agriculture (CFA) finds it unfortunate the countries were unable to reach an agreement, leaving many countries and sectors without a clear roadmap forward.

QFA members protest in the Beauce

Andrew McClelland
Advocate Staff Reporter

The QFA was present as more than 1,200 producers organized a protest in Sainte Marie de Beauce on July 29 to speak out on behalf of supply management.

QFA President John McCart was one of the many spokespersons who voiced their opinions outside the offices

of Maxime Bernier, Minister of State for Small Business and Tourism in the Conservative government.

"I'm no longer in dairy, but supply management is still something that affects all my neighbours", said McCart.

"Protests like these are important. In France, producers have gone so far as to spray pig manure outside of major supermarket chains to protest los-

ing supply management. We went to Bernier's offices to remind him that signing the TPP doesn't necessarily have to mean changing supply management."

McCart congratulated the UPA for organizing the protest and defending Quebec's interests.

"This is important for Quebec," the QFA President explained. "In Western Canada, supply management is not such

a key issue. So negotiators are in a tough spot: sitting at the table, trying to protect one type of farming, while trying to open up markets to another."

"But agriculture isn't like other industries. You don't want to see farms go the way of the stock market where it's boom or bust. You cannot do that in the cattle industry. It simply doesn't work that way."



CAROLINE DESILETS



ÉTIENNE DUPUIS / TCM

QFA President John McCart participated with other QFA members at a recent protest outside the offices of Conservative Cabinet Minister Maxime Bernier in Sainte Marie de Beauce.

Letters to the Editor

Bullies no more!

The World Trade Organization (WTO) has just ruled for the fourth time that the United States is in contravention of its trade obligations with respect to its Country Of Origin Labelling (COOL) laws. [See "4 for 0 for Canada", *Quebec Farmers' Advocate*, June 2015, p.17]

That is the polite and diplomatic way to say it is still bullying Canada and Mexico.

Hard to believe that we have a North American Free Trade agreement between our three countries but our big brother still beats up on us whenever he gets the opportunity.

Now Canada and Mexico can retaliate legally by imposing punitive tariffs on American exports. Gerry Ritz, our Federal Minister of Agriculture, has already prepared a hit list of imported products to tax. Hopefully when the tariffs are applied, they will recoup some of the millions of dollars spent by the Canadian Federal government and the Canadian Cattlemen's Association to

challenge the COOL laws.

The only recourse to a bully is to stand up and defend yourself. Remember David and Goliath: our slingshot this time was the WTO.

Gib Drury

QFA Vice-president and Treasurer
Alcove, QC



QFA Vice-president Gib Drury.

Have your say.

The *Advocate* is always happy to print letters to the editor. Feel free to write us an e-mail, mail us a letter—or even leave a lengthy message on our answering machine that we'll transcribe for you!

Quebec Farmers' Advocate
555 boul. Roland-Therrien
Office 255
Longueuil, QC J4H 4E7
qfa_advocate@upa.qc.ca
450-679-0540 ext. 8536



Mission

To defend the rights, provide information and advocate for the English-speaking agricultural community in Quebec.

Vision

The QFA's actions contribute to a sustainable future for both agriculture and the environment while providing a decent quality of life and financial return for the individuals and their families who have made agriculture and food production their chosen professions.

Shared Values

Members of the QFA believe in:

Maintaining family-owned and operated farms / Food sovereignty and self-determination by individuals and nations / Intergenerational involvement / Lifelong learning / Protection of the physical environment / Preserving land for agricultural production / Minimum government interference / Working alone and in partnership with others

Board Members

Mark Boyd, Wakefield / **Ken Brooks**, Executive Member, Franklin / **Andrew Hickey**, 4-H representative / **Wendall Conner**, Executive Member, Canton de Hatley / **Roy Copeland**, Lachute / **Gib Drury**, Executive Member, Alcove / **Chris Judd**, Past President, Shawville / **Patricia Keenan**, Brompton / **Walter Last**, Poltimore / **John McCart**, President, Grenville-sur-la-Rouge / **Ben Nichols**, Compton / **Armin Ruf**, Executive Member, Stanstead / **Andrew Simms**, Shawville / **Jennifer Hayes**, Gaspésie

Quebec Farmers' Association Membership Application

Last Name.....

First Name

Address

Phone

Fax

E-mail

Price

Agricultural or forestry producer, rural resident or retired farmer:

- ☐ 1 year \$68.99 (\$60 + \$3 GST (5%) + \$5.99 TVQ (9.975%))
☐ 2 years \$137.97 (\$120 + \$6 GST (5%) + \$11.97 TVQ (9.975%))

☐ My cheque is enclosed, payable to "Quebec Farmers' Association"

GST No. 107 867 814 RT 001 QST No. 100 611 322 9 TQ 001

Signature

Membership Includes

- a one year subscription to the Quebec Farmers' Advocate
- discounts on QFA sponsored events and services
- free advertising in the Advocate's classified ads
- voting privileges at the QFA Annual General Meeting

Quebec Farmers' Association

555 boul. Roland Therrien, office 255
Longueuil, Quebec J4H 4E7

Receipts are issued upon request. Memberships are valid for 12 months from month of purchase.



Quebec Farmers' Advocate
Published to benefit the English-speaking agricultural and rural community in Quebec

Vol. 35, No. 7: 2015

All contents copyright and may not be reprinted or translated without permission. Published in Quebec by The Quebec Farmers' Association.

Legal deposit: National Library of Canada.
Dépôt légal: Bibliothèque nationale du Québec.
ISSN#0714-9518
Publication Mail No: 40033773

THE QUEBEC FARMERS' ASSOCIATION GRATEFULLY ACKNOWLEDGES THE SUPPORT OF THE DEPARTMENT OF CANADIAN HERITAGE IN THE PUBLICATION OF THIS PAPER.

Editor-in-Chief Ivan Hale / ihale@upa.qc.ca **Managing Editor** Andrew McClelland / qfa_advocate@upa.qc.ca **Production Manager** La Terre de chez nous **Sales and Distribution Coordinator** Pierre Leroux / pleroux@laterre.ca / 450 679-8483 ext. 7290 **Sales Representatives** Daniel Lamoureux (National Sales Representative) / Christian Guinard / Sylvain Joubert / Marc Mancini **Contributors** Leilak Anderson / Julie Baillargeon / Caroline Barré / Pierre-Yvon Bégin / Émélie Bernier / Jean Brisson / Jean-Charles Gagné / Martine Giguère / Marcel Groleau / Cynthia Gunn / Josianne Haspeck / Danny Joncas / Yvon Laprade / Ronald Martel / Johanne Martin / Hubert McClelland / Paul Meldrum / Myles Mellor / Terry Mosher / Jean-Sébastien Roy / René Roy / Marc-Alain Soucy.

QFA memberships, which include a free subscription to the Advocate, are \$68.99 (\$60 + \$3 GST + \$5.99 QST) for **one year** OR \$137.97 (\$120 + \$6 GST + \$11.97 QST) for **two years**.
Send cheques to: The Quebec Farmers' Association / 555 Roland-Therrien, office 255, Longueuil, QC J4H 4E7 / Phone: 450 679-0540, ext. 8536 / Fax: 450 463-5291
E-mail: qfa_advocate@upa.qc.ca / www.quebecfarmers.org



Canadian Heritage
Patrimoine canadien



A vacation in the sun for reliable labour

ABITIBI-TÉMISCAMINGUE

Patrick Rodrigue
Regional Correspondent

To meet the challenge of retaining skilled workers, the owners of Ferme Témistar rely on a different kind of ally: the warm tropical sun.

For four years now, Édith Lafond and Richard Robert, owners of the Témistar dairy farm in Saint-Eugène-de-Guigues, have been using an original method to keep regular employee, Francis, happy at his job: every three years, they offer him a vacation down south.

"For several years now, it's been very difficult to retain regular qualified staff. After only a year and a half—the time it takes to train them—they either go work in the mines or somewhere else. We didn't know what else to do. We offered to help an employee buy a house to prevent him from returning to his home region, but even that didn't work," lamented Édith Lafond.

A trip South every three years

After hiring Francis, the owners asked him about his interests, hobbies and goals. "When we learned that he and



The owners of Ferme Témistar, Édith Lafond and Richard Robert, with their children.

his young family had never really had a summer vacation, we decided to offer him a special retention bonus: for every three years of service on our farm, we offer him a paid vacation for two down south. If the vacation is canceled due to any major impediment (illness, weather), we give him the bonus in cash. We'd like to think it's working, because Francis has been with us for four years. And when I tell people I know, they ask me jokingly if we're hiring," Lafond

said, smiling. The retention bonus was increased to \$3,000 for the first three-year period. "We also agreed to up the bonus every three years to factor in inflation. The bonus for years 4, 5 and 6 is \$1,300 per year; \$1,600 per year for years 7, 8 and 9, and so on," she explained.

Too good to be true?

Because Ferme Témistar has only one regular employee and its two seasonal employees are now-retired family mem-

bers, implementing a retention bonus has not been a problem. The model could probably be applied to more than one employee or replicated in other businesses. Édith Lafond hopes so, but also realizes that it requires a lot of planning.

"Because the amount is paid in one installment and taxable, we made sure that our employee understood this, so he wouldn't be disappointed with the offer," she exclaimed. "So we worked very closely with our accountant."

Better quality of life

Ferme Témistar doesn't solely rely on its retention bonus to satisfy its employees. The farm also offers more flexible schedules at the request of its employees.

"We also organize group activities, one to three times per year," said Lafond. "This could be an ATV excursion, a day at the lake or a barbecue, for example. We also give them a small gift at Christmas, chocolate at Easter and candy on Halloween. These are small tokens of appreciation, but they make all the difference. These motivating elements instill loyalty and create close relations between employers and employees. We can't offer competitive salaries like the mines, so we focus on working conditions and quality of life."

Wine producers unite

LANAUDIÈRE

Audrey Desrochers
Regional Correspondent

Lanaudière wine producers are uniting under the banner Vins et Vignobles Lanaudière in order to combine marketing efforts.



The owner of Vignoble Saint-Gabriel hopes that Vins et Vignobles Lanaudière will foster the creation of an official wine route.

"We wanted to unite the new generation of wine producers in Lanaudière, who are at the forefront of new trends in the wine industry," enthusiastically exclaimed the organization's spokesperson, Sarah Hoodspith, of Vignoble Carone. Vins et Vignobles Lanaudière also comprises the following vineyards: Aux pieds des noyers, Le Mernois, Lano D'Or, Mondor and Saint-Gabriel.

Every month, the six participating vineyards organize a theme activity weekend. When Terre en région visited, the producers were offering wine tastings and family workshops as part of the "Wine and flowers" theme. "We didn't want to focus our activities solely on retirees. We want everyone to discover our vineyards," she said.

A website was recently launched, which includes a road map situating the six vineyards. Paul Jodoin of Vignoble Saint-Gabriel hopes this map will be transformed into an official wine route, similar to that of the Eastern Townships. "You need a map as well as signage, so



Lanaudière wine producers are teaming up to increase their visibility.

that visitors can follow the route and tour the vineyards," he noted. While the first phase of the project was focused on marketing and agrotourism, Jodoin says that Vins et Vignobles Lanaudière is

now open to joint purchases and knowledge sharing.

The project's official launch took place in late June at the Lanoraie public market.

Reap the benefits of riparian strips

SAGUENAY

Karine Besson, agro-ecology technician

Groupe multiconseil agricole Saguenay-Lac-Saint-Jean

An efficient agricultural riparian strip is good for waterways, fields and the environment.

In 1987, Quebec passed legislation to protect its lakeshores, river banks, littoral zones and floodplains from several industries, specifically urban development, forestry, agriculture and resorts. Until 1991, this legislation applied only to specific targeted sectors in an agricultural environment, notably Lac-Saint-Jean. In June 1991, the Quebec government modified its legislation to include all lakes and waterways in agricultural sectors by imposing a policy respecting a minimum protective strip of three metres on both sides of waterways.

This vegetative strip must be left in its natural state, as it is essential to conservation in that it:

- limits erosion by keeping soil in place with roots
- absorbs pesticides and fertilizers
- limits eutrophication by lowering water temperature (parasol effect)
- increases yields with its windbreaker effect, which also limits erosion
- provides a quality habitat for fauna, notably pollinators and predators of crop-destroying insects
- improves the landscape
- reduces maintenance costs of waterways, etc.

In 2013-2014, in collaboration with the Ministère de l'Agriculture, des Pêcheries et de l'Alimentation du Québec (MAPAQ) and the Organisme de bassin versant (OBV) Lac-Saint-Jean,

the Groupe multiconseil agricole launched an awareness campaign to protect riparian strips in the Belle Rivière drainage basin, deemed problematic for its high phosphorous concentration levels (OBV Lac-Saint-Jean, 2013).

Groupe multiconseil agricole visited farmers in the area to get their feedback on the benefits of riparian strips and to verify the condition of riparian strips on their lands. Minimum distances were staked out for insufficient strips, to guide farmers on how much to landscape during future field work. Without visual markers, it is difficult for farmers to estimate distances. By planting trees



Landscaping riparian strips beautifies them and benefits agriculture (by growing fruit trees, small berry shrubs). It also benefits waterways, fields and farmers.

and shrubs, it's easier to avoid overlapping buffer space between fields and waterways. And planting the right indigenous species increases the efficiency of riparian strips. Landscaping riparian strips beautifies them and benefits agriculture (by growing fruit trees,

small berry shrubs). It also benefits waterways, fields and farmers.

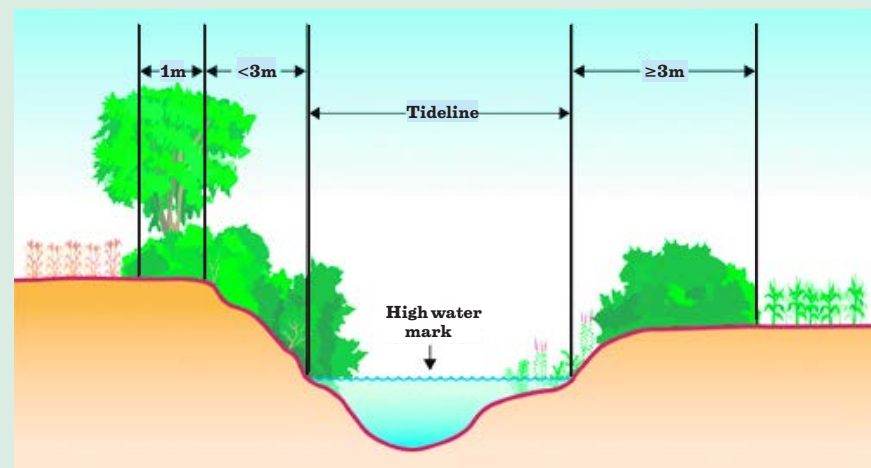
With networks province-wide, Agriconseils may be able to help you with financing for your landscaping projects. Call them toll free at 1-866-680-1858.

Minimum vegetative strip to preserve in an agricultural area

You must preserve a minimum three-metre-wide vegetative strip in its natural state (without labour or crops) on both sides of a waterway, with less than one metre on the bank, if the highest point of the bank is less than three metres from the high water line.

Source: Ministère du Développement durable, de l'Environnement et de la Lutte contre les changements climatiques, *Guide d'interprétation de la politique de protection des rives, du littoral et des plaines inondables*, [Online], 2013. [www.mddelcc.gouv.qc.ca/eau/rives/guide-interpretationPPRLPI.pdf].

In English: Protection Policy for Lakeshores, Riverbanks, Littoral Zones and Floodplains. Environment Quality Act, chapter Q-2, s. 2.1. http://www2.publicationsduquebec.gouv.qc.ca/dynamicSearch/telecharge.php?type=2&file=/Q_2/Q2R35_A.htm



Mobile markets make local produce more accessible

Richelle Fortin

La Terre de chez nous

HEMMINGFORD — The population of the largest produce-growing area of Quebec has surprisingly little access to fresh fruits and vegetables. Jardins-de-Napierville is characterized by several pockets of poverty and a lack of nearby grocers. To counter this food desert, the Centre local de développement des Jardins-de-Napierville teamed up with local organizations and truck farmers to launch the Caravane

des cultures in May. By selling locally grown fruits and vegetables, this mobile market offers its clientele produce at more reasonable prices than at grocery stores. The refrigerated truck sets up shop wherever there's a parking lot—churches, soccer fields, daycare centres and community centres in nine municipalities. The truck's schedule and stops have been determined by the busiest times at each venue, such as soccer practice.

When Terre en région visited on June 6, Caravane offered asparagus, microgreens, green onions,

radishes, lettuce, greenhouse-grown peppers and cucumbers, and even fine herb and tomato plants for vegetable gardens.

The project's next goal is to educate youth and their families about healthy eating. To this end, Caravane is distributing recipe cards with information about services offered by local organizations, such as communal kitchens.

Inspired by similar local food movements elsewhere, this one-year-old pilot project has been a success with the local population.

Implementing flexible schedules to retain employees

CHAUDIÈRE-APPALACHES

Louise Thériault
Regional Correspondent

With help from seven employees, Marquis Roy runs a dairy farm with a herd of 350 heads in Saint-Georges. He relies on flexible hours and the Programme d'apprentissage en milieu de travail (PAMT) to bring out the best in his employees and retain them for the long run.

SAINT-GEORGES — "I used to work in a wood factory," said Jacques Fortin, head of herd management for the last 10 years at the Ferme Réal Roy et fils Inc. "I prefer working here because I've always loved animals, and I enjoy the flexibility of this kind of farm work. For example, if my kid is sick, I can take time off to go to the doctor. I can also leave when my work is done, even if I'm supposed to finish at 3 p.m."

"This flexibility has created a better working environment with less employee turnover and more motivated and efficient employees," exclaimed Marquis Roy, the farm's owner.

Importance of good communication

Marquis Roy has made it a habit of asking candidates about their needs during job interviews. "Leisure time and work-family balance come up a lot," says the farmer, himself a father of three young boys. So Roy sought solutions to accommodate employees.

When an employee working 60 hours a week quit last year, the farmer hired two

new people to replace him; each works 35 hours per week. One of the employees, Maxime, owns two horses and boards six. She wakes up early to visit her stable before starting work on the farm at 4:30 a.m. "At 1 p.m., my day is done and I can go home and care for my horses," she said with a big grin. It was Maxime who suggested this schedule to her boss.

"The bottom line is good communication between employer and employee. And when an employee works well, I can be very accommodating," said Roy. Doris, his other employee with a passion for hunting moose, can take her three-week vacation in fall.

"I love training young people, but to start from zero when teaching everything you have to do on a farm is very time-consuming," exclaimed Roy. Five years ago, his accountant suggested that he sign up with PAMT. "At first, we were interested in the tax credit for the stage, but then I realized that PAMT offered much more. It helps me keep track of each employee's skills, abilities and interests."



Marquis Roy (centre), owner of Ferme Réal Roy et fils, holding the PAMT program book, which he uses to pass on his knowledge to new apprentice, Maxime. Jacques Fortin (left), herd manager for 10 years, has also profited from this qualification process.

About Ferme Réal Roy et fils Inc.

Réal Roy established his dairy farm in 1961. Ten years later, Marquis and Guy's father and two of his brothers acquired the farm. In 1999, Marquis bought his uncle's shares and those of his father a year later.

The herd comprises 350 Holsteins, of which 150 are lactating. Foraging plants (truffle, alfalfa, fescue, sorghum and fodder corn) are grown on 240 hectares. "For the past three years, I've been feeding my animals with more forage and less mash. I produce 177 kilograms of quota per day with the same amount of mash as when our quota was 95 kilograms," asserted Marquis Roy. The farm placed in the bronze category in 2007, silver in 2012, and finished fourth at the Ordre national du mérite agricole contest for the Chaudière-Appalaches region.

Ferme Réal Roy was selected by the Agricultural Employment Centre of the Fédération de l'UPA Chaudière-Appalaches to represent the region in the Ma ferme, mon monde (My farm, My World) contest, organized by AGRICarrières, the sectoral committee for agricultural labour. The contest rewards agricultural businesses that stand out for innovative human resources practices.

What are your business' working conditions like?

Linda Lavoie and Émilie Caron
Centre d'emploi agricole

That is a question all employers should reflect upon. A 2014 study led by AGRICarrières (agricultural production sector committee) for the dairy, pork and greenhouse production sectors might provide some answers. Here is some revealing data:

For dairy and pork production, between 56 and 65 per cent of employees work every second weekend, depending on the position held. In the greenhouse production sector, the percentage ranges between 26 and 38 percent.

The study shows that, in addition to salaries, some employers use different methods to pay employees (ex.: production, end-of-year bonus, etc.).

The study also showed that dairy production employees work on average for the same company for more than five years. This average exceeds seven years for the pork and greenhouse industries.

Implementing favourable working conditions is a win-win situation for everyone. Favourable working conditions can help you improve your employee recruitment and retention rate, an undeniable asset in an industry where skilled labour can be scarce. The study also shows that, during the last two years,

42 per cent of dairy producers who hired a full-time employee had to let another one go. The percentage climbs to 50 per cent for the pork sector and jumps to 70 percent for the greenhouse-production sector.

Overall, working conditions for full-time employees improved between 2009 and 2014. However, more work needs to be done to further optimize human resources practices. Remember that the Centres d'emploi agricole (CEA) and their partner AGRICarrières are always there to help agricultural businesses with recruitment and good HR management practices, so that business owners can hang on to their employees.

A young president with a clear vision

MAURICIE

Pierre Saint-Yves

Regional correspondent

TROIS-RIVIÈRES – There is a steady flow of customers at the kiosk of Ferme Gagnon in Trois Rivières. David Lemire, the farm's owner for over a decade, alternates between stocking his large kiosk and giving interviews to the media, who are eager for the scoop on strawberry season.

The young president of the Association des producteurs de fraises et framboises du Québec doesn't decline interviews. He sees them as an opportunity to reassure consumers about his production sector; how it has recovered from the last few seasons, which were difficult due to diseases that ravaged strawberry plants.

"It was difficult for many growers," said Lemire. "Many had to cancel strawberry picking. This year, production has rebounded and strawberry pickers have returned!" Lemire was among the growers who overcame this crisis. This year, his 20-acre plantation produced good yields, as did the 20 others that grow sweet corn, cucumber and tomatoes.

Lemire, who has been president of the association for several months, explained that this production rebound is consistent with total growth of the last few years, mostly attributed to the coordination chamber. "Now we meet with the major chains to plan the season, supply, and marketing strategies—it's a win-win situation for everyone," he exclaimed.

Active research

This season has also been successful with collaboration

between the Association des producteurs de fraises et framboises and the Centre industriel et expérimental de Lanaudière (CIEL), which researches improvement techniques for strawberry cultivation and picking. "The Centre analyzes new plant yields, as well as more effective picking techniques. A plant produces beautiful fruit, but pickers need easy access to work faster, because labour represents 60 to 70 percent of the total costs."

Collaboration with the CIEL should also help extend the season. "The season used to last three weeks. With new species and the arrival of fall strawberries, the season now starts the first week of June and lasts until the second week of October. And we must always make up for a three-week gap between the end of the summer harvest and the beginning of the autumn harvest. So we have a market to fill this gap."

David Lemire and his partners, Serge and Éric Parent, actively work the lands they bought in 2013, on Lac Édouard north of La Tuque. There, the trio experiment with a cooler-environment strawberry production project. Around 50,000 seedlings were planted in an area where the temperature can drop as low as five degrees Celsius on summer nights. The first harvest has yielded positive results. "We got a good yield with plants that don't produce good results further south," Lemire explained.

Important issues

The Association's new president is optimistic about the future of production, knowing that important issues are always on the table, such as incentive pay for young pickers. "It's been proven that hourly wages have negatively affected farmers. We agree that farms need to be monitored for abuse: For example, a farmer



David Lemire, new president of the Association des producteurs de fraises et framboises du Québec, won't turn down an interview.

PIERRE SAINT-YVES

hired young pickers at the end of picking season, which does not even guarantee minimum wage. We are ready to re-adjust incentive pay, as we did for raspberry picking."

And the Association's young president won't let this issue cloud his vision for his production sector.



Farm kiosks should showcase products to entice buyers.

How to boost on-site farm sales

Josée Clermont

Josée Clermont & Associates Inc.

Subject to the whims of nature, farmers must work hard to in order offer quality produce. Whether a growing season is good or bad, their products always meet consumers' highest expectations.

Anyone selling directly on-site in 2015 must meet certain challenges; the first is attracting regular clientele, then satisfying customers in any way possible. Farmers need to generate sales revenue to cover the costs of running a farming business, and possibly turn a profit. The goal is to incite customers to buy and spend money at the farm. In this way, satisfied clients become loyal clients and ambassadors for the business.

But how do you make profitable sales on a farm? Imagine a paying customer who comes to the farm with his family and is ready to pay for his purchases. At the kiosk, without any help from staff, he finds other items of interest—simple, attractive items that

entice him to buy. He impulsively decides to add these to his purchases. What prompted the customer to buy? Merchandising. Remember that farm kiosks should display added-value products that entice buyers. Merchandising is your silent salesperson, seducing customers while you're busy assisting others. Merchandising involves interior design; signage; ambiance (lighting, cleanliness, etc.); product offer and availability, showcasing products in designated spots; quality of customer service, pricing and more.

Now that we've identified these merchandising tools, we need to integrate these silent salespeople into our kiosk. Make it an experience! Clearly display commodity prices on a nicely laid-out shelf with a variety of other products, and observe the client. You don't need to ask questions; he will decide whether or not to buy and you will be proud of the result: additional sales!

You may be able to get subsidized coaching to improve your sales performance through the Agriconseils networks. Call them at 1-866-680-1858.

Corn silage: What did we learn from the 2014 frost?

Robert Berthiaume
Forage Systems Expert

and Jean Brisson
Dairy Production Expert
Valacta

The killing frost that affected a good part of Quebec in mid-September 2014 could have had drastic consequences, particularly for dairy producers who use corn silage as a major forage component in their rations. Fortunately, their vigilance helped mitigate the damage.

With all the talk of global warming, we had no reason to expect what occurred the night of September 18 to 19. Will it happen again? It's hard to say. Nonetheless, there are lessons to be learned from the experience. Agriculture has its share of challenges; when it isn't the weather, it's markets, mechanics, or manpower. As they say, you have to be made of strong stuff. The September 2014 frost forced dairy farmers to take note of the situation, assess the damage, change their plans, and take quick action. Many of them were able to salvage something from the wreckage.

Whole-plant, not milk line

The milk line is no longer the criterion for deciding when to ensile. Instead, whole-plant dry matter is the factor to consider, but the optimal range is tight and depends on, among other factors, the structure used for storage. In the days following September 19, the corn plants dried out quickly. Producers had to scout their fields almost daily, taking representative plant samples, doing moisture tests, and standing ready.

Figure 1 shows that most producers managed well. Some farmers harvested corn silage that was too dry, but they probably had little choice due to factors such as contract workers overloaded with work or fields too wet for ensiling.

Starch content

Beyond the debate on the choice of hybrid, the fact remains that the grain does contribute to the energy content of corn silage. The killing frost on September 19 brought the grain maturing process to a halt. The plants were dead and the only thing left to do was to take what was there. Choice of hybrid, seeding date and growth conditions no longer mattered, since there was no chance of recovery. Figure 2 shows that the crops were nowhere near maturity. Some producers were perhaps too ambitious, seeding hybrids that were a little late for the average year. The average starch content of the samples analysed was 29.5 per cent. In contrast, the average starch content at Valacta's lab in 2010 was 35.5 per cent. Quite a difference!

The cows noticed

Cows express themselves via the bulk tank: in kg of milk, protein content, and milk urea nitrogen. Producers were surprised to see urea nitrogen levels climb to 15 and 16 with rations in which the forage content was mostly corn silage. In many cases, they had to add more grain than the feeding software prescribed. The mathematical models were sometimes foiled. This is where one fully appreciates the importance of measuring parameters such as soluble protein, starch, starch digestibility, lactic acid, and acetic acid in corn silage.

Fermentation generally occurs rapidly in corn silage, and the quick drop in pH gives silage microbes little time to solubilize protein and convert sugars and starch into lactic and acetic acid. This explains why silage is said to be unstable at feed-out, but that's another story.

Reduce risk

When you read this article, it is highly unlikely that Quebec will have been hit by a killing frost in 2015. Some producers may have already finished ensiling their mature corn, while others will be keeping a close watch to ensure they harvest at the right time. Good management reduces the risk of things going wrong.

Winning strategies for good corn silage

Here is a brief review of the requisites for success, previously published in *Le producteur de lait québécois*, in September 2009:

1. Visit corn fields regularly because they change rapidly.
2. Monitor whole-plant dry matter content. Monitoring dry matter requires a little ingenuity, but dry matter content is a decisive factor in the success of a silage operation.
3. After a killing frost, every day counts, so act quickly. As soon as the plants die, the countdown begins.
4. Fill the silo quickly. It goes without saying: the faster the work gets done, the shorter the aerobic phase and the better the outcome.
5. Adjust chop length and roll clearance.
6. Remember that corn silage is often unstable at feed-out.

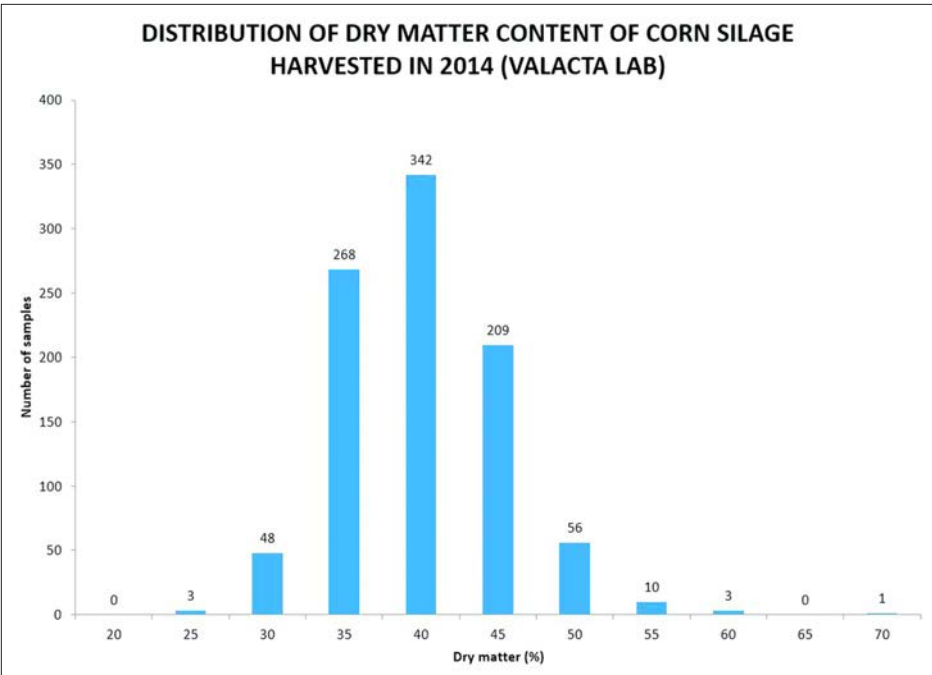


Figure 1

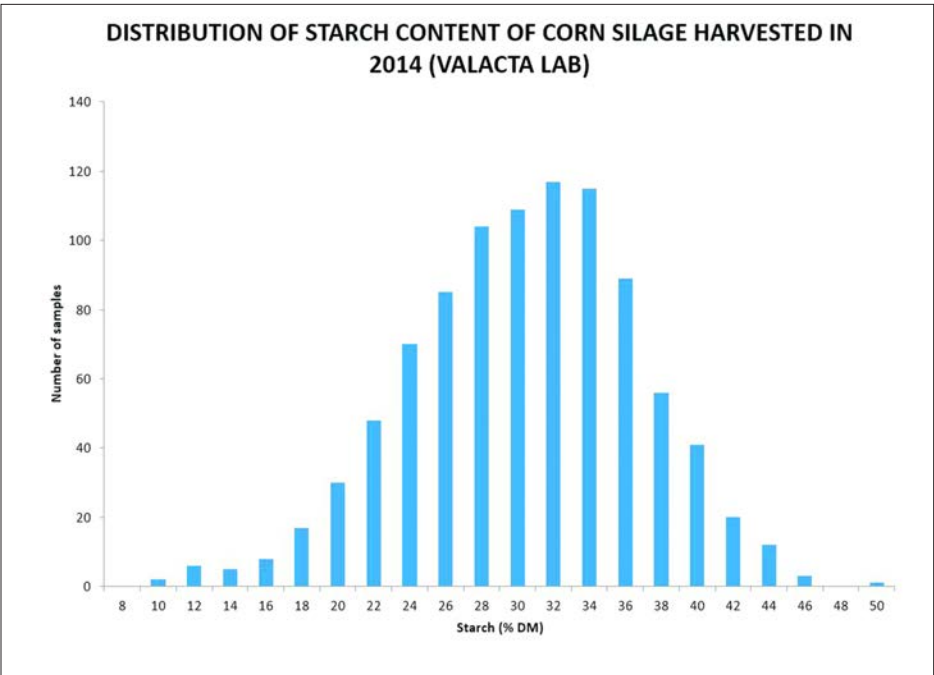


Figure 2

Macdonald

Reports



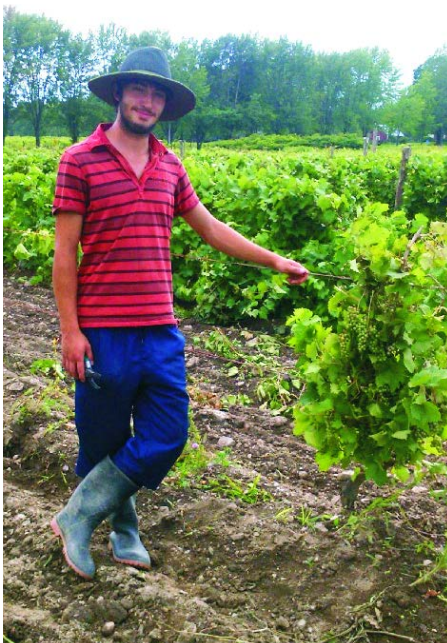
Interns discover their passion for agriculture

Caitlin MacDougall
Liaison Officer,
Farm Management and Technology
Program, Macdonald Campus

Thirteen weeks can feel like both a long time to be doing something or a very short time, depending on the person and the situation. For the latest batch of Farm Management and Technology (FMT) students, thirteen weeks is the length of their summer stages, which are the primary component of the Agricultural Internship course for students entering Year 2 of the program this fall.

Students are expected to work full-time for an agricultural enterprise, be it a farm, vineyard, machinery dealership, livestock broker or other ag-related business. In some situations they are putting in as many as 55-60 hours a week, but appreciate the sheer quantity of work experience and industry knowledge they are gaining, along with a few well-earned muscles.

Mark Samoilovich –intern at Domaine du Ridge vineyard



Mark getting ready to prune grapevines.

Mark Samoilovich, a 20-year-old student from Montreal, spent his summer immersed in viticulture while interning at Domaine du Ridge in Saint-Armand, one of the largest vineyards in Quebec's Eastern Townships. Mark originally spent a week working at the vineyard for his Winter Stage, which



PHOTO: COURTESY MARK SAMOILOVICH

led to doing his Agricultural Internship there.

Not from an ag background, Mark became interested in farming after spending time in rural southern Mexico in 2013. His experiences led him to the FMT program and this internship. Of the experience, Mark said: "I love working with plants no matter what the weather and have realized that I really must continue my journey to becoming a person involved with agriculture."

His responsibilities at Domaine du Ridge included trimming and unburying vines in the spring, maintaining wires and posts throughout the vineyard, and planning and planting out a new field of vines. "I developed a passion for viticulture and will continue to read and learn about wine making just as much as I will continue to read and learn about my other main interest in agriculture, organic vegetable and fruit production," wrote Mark.

Laura Norwood – intern at the Macdonald Horticulture Centre



Laura on the transplanter getting ready to head out into the field.

Originally from the Gatineau area,

19-year-old Laura Norwood spent her summer interning at the Horticulture Centre here on Macdonald Campus. She has assisted with seeding and transplanting herbs and vegetables, harvesting various vegetable crops, as well as with regular maintenance like weeding, rock picking and pruning.

Comparing her expectations for the internship to what she had learned after six weeks, Laura wrote, "I have loved my internship so far. It has really confirmed for me that horticulture/vegetable production will most likely be my field of choice in the farming industry."

New to agriculture, Laura applied to FMT while studying at John Abbott College and is open to learning as much as possible through her internship. Although it can be physically demanding, she finds it a great challenge: "The work is very much as I expected. I work hard and get fairly bruised, blistered, and sore by the end of each day, but in a satisfying way."

"Probably the most notable thing I have learned working at the McGill Horticulture Centre is how arguable farming practices can be....It's all about finding what works for you with your resources and specific situation," wrote Laura.

Olivia Howard – intern at Enright Dairy Farms

Originally from Eganville, Ontario, 18-year-old Olivia Howard grew up on her family's dairy farm, where her father and uncle milk about 60 Holsteins. She has always been active on the farm and in 4-H dairy activities, attending the Canadian 4-H Dairy Classic in Toronto annually, and winning showmanship at the Mac Royal in February.

Olivia spent her summer working at Enright Dairy Farms in Renfrew, Ontario, which milks approximately 250 cows at two different locations, as well as keeping calves, heifers and dry cows at three additional sites. With so many locations, one of the skills that Olivia is proud to have gained is driving the cattle trailer like an expert.

Another part of working on a large farm is that she has "learned to work more efficiently and that a lot of work can get done in a day if you work hard....There is a lot to get done and it needs to be done by a certain time, so it is



Olivia Howard, standing proudly in front of the truck and trailer, which she has mastered driving this summer.

important to get this work done on time and done properly."

Although she already knew her interests lie in dairy, this experience has confirmed Olivia's passion: "I am planning on working on my dairy farm at home, however this experience has made me want to work on a dairy farm even more because I like working here a lot....I have overall learned a lot of new things especially about the differences between a small farm like mine and larger farms."



Lely robot pushing in feed at Enright Dairy Farms in Renfrew, ON.

PHOTO: PETER ENRIGHT

PHOTO: OLIVIA HOWARD

CONGRATULATIONS!



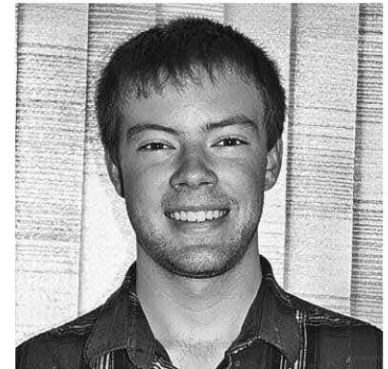
Kayleen Holman
Middle Musquodoboit, NS



Ariane Bergeron
St-Samuel, QC

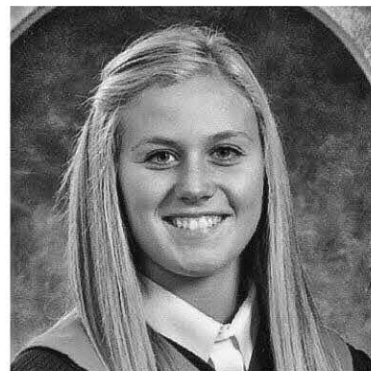


Julie French
Caledon, ON

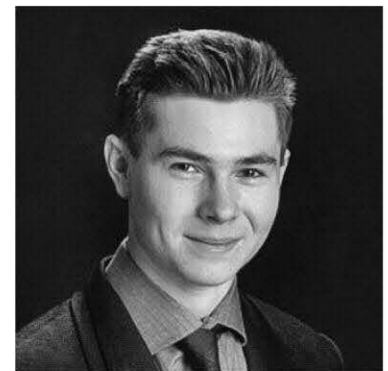


Christopher Manchur
Gilbert Plains, MB

The next generation of Canadian agricultural leaders is growing, and CABEF is proud to support them. Congratulations to these six exceptional students who have won \$2,500 CABEF scholarships. Based on their applications, the future of the agriculture industry is in great hands.



Morgan Heidecker
Middle Lake, SK



Kyle Wheeler
Strathmore, AB

**Six more \$2,500 scholarships
will be awarded to grade 12
students in April 2016.**

Apply at **cabef.org**

 **@CABEFoundation**



CABEF
Canadian Agri-Business
Education Foundation

QFA Community

Paint horse battles illness in Townships

Angie Beaudet

Eastern Townships Advocate
Correspondent

If you think this story could never apply to your horse, think again. It happened on a farm in Cleveland, Quebec to "Titan", a registered Paint horse born in Alberta. Despite regular preventive care, tiny internal parasites were multiplying and burrowing into the lining of Titan's digestive tract, unaffected by a regular deworming program. Fecal egg counts were negative or extremely low, yet he was fighting a raging war inside.

Titan's story is one of courage, faith and survival. It is the story of one of the most common internal parasite in horses—cyathostomes (small strongyles), often referred to as bloodworms—that nearly cost him his life.

Life or death

During the first six months after purchase, many health issues began to arise for Titan and owner Tina Jeanson: skin conditions, episodes of lameness and stiffness in the hind end, poor development and growth, weight loss and an episode of fever in early spring. Batches of tiny red worms were periodically visible in his manure despite the fact that manure samples tested negative for internal parasites. Regardless, a more aggressive treatment against internal parasites was established, along with antibiotics to fight infection.

"He put weight back on, but continued to suffer from periodic episodes of lameness," explains Jeanson. "Despite several veterinarian evaluations, no one could give me a precise diagnosis for his condition."

The next winter, Titan began losing weight again, and within a short period of time he was emaciated and far from the healthy two-year-old he should have been. Lameness became more evident over the course of a couple of days and Jeanson scheduled an appointment with the veterinarian for the following Monday.

"That same day," explains Jeanson, "I found him laying in the field, trembling, legs swollen, and unable to stand."

He was feverish and blood work revealed that he was likely battling another infection. More antibiotics were prescribed, along with anti-inflammatories to ease the pain in his legs. Twenty-four hours after the onset of fever, tiny red worms starting appearing in his manure again. A five-consecutive-day double dose of Panacur was initiated. Still, his condition continued to worsen, the inflammation spreading up his legs



Titan in June of 2015, now enjoying life with his new pasture mate, five months after his evaluation at the Faculté de médecine vétérinaire in St-Hyacinthe.

to the sheath and belly. New meds were attempted. Another blood test revealed that his protein level was dropping, which explained the swelling. It got so bad he was unable to urinate normally. More vet visits and meds.

Titan was suffering and all treatments were failing. A decision had to be made. Perhaps it was time to put him down. There was likely a major underlying health issue...

"Staring into his eyes," Jeanson recalls, "I could still see a spark and a willingness to live. I just couldn't give up on him. If he was still fighting, I was going to fight along with him until I couldn't see that spark anymore."

Diagnosis

Relying on faith, Jeanson decided to trailer Titan to the veterinary hospital in St-Hyacinthe. After a near catastrophic accident, which sent Titan scrambling to get back to his feet as the trailer dangerously fish-tailed from side to side across the icy highway, he finally arrived safe and sound.

"I wanted answers," recounts Jeanson. "I wanted to be able to put a name on what it was he had. And more importantly, know how to treat it."

After two days of tests—blood work, ultrasound scans of the major organs and intestinal tract, two stomach gastroscopies, an intestinal absorption test, manure tests, lung capacity and heart tests—a clear picture of his condition finally began

to emerge. The colon was thicker than normal due to inflammation throughout its entire length and the absorption test revealed that nutrients weren't being absorbed. All major illnesses were eliminated. Titan had encysted cyathostomes

encysted for up to two and a half years before completing their life cycle—his future now looks bright. Because small and large strongyles become encysted or migrate out of the digestive tract, they are unaffected by dewormers during

"Staring into his eyes, I could still see a spark and a willingness to live. I just couldn't give up on him." — Owner Tina Jeanson

within the colon lining – a condition called cyathostomosis. Titan had worms! Ironically, nothing had ever sounded so good. It meant Titan's condition was treatable.

Treatment and recovery

A treatment of corticosteroids was initiated and vegetable oil added to his diet. The result was miraculous, the swelling and lameness disappeared and he started gaining weight. His protein level began to rise.

Three weeks after his release from the hospital, Titan had another episode of fever, swelling, lameness and worms in his manure. More dewormers were administered. Although he suffered from episodes of laminitis, Titan's recovery was well under way. He continues to gain weight and a deworming schedule adapted to his condition was established.

Although Titan's road to recovery will be a long one—cystostomes can stay

this phase. The right type of dewormer, administered at strategic moments, is thus of utmost importance in determining the efficiency of the treatment. Furthermore, strongyles having developed a resistance against many types of dewormers, it is crucial to work with a veterinarian on an adapted deworming program, which can be different for each horse.

Without the dedication of his owner, Titan wouldn't be here to share his story. Today, he lives on to inspire others, for the more knowledge we gain, the better equipped we are in the battle against internal parasites.

Angie Beaudet grew up in the picturesque village of Ulverton, where her passion for horses led her to pursue her studies in the Equine Technologies program at the Agri-Food Institute in La Pocatière. She has worked many years in the field, specialising in horse training, and is also a graduate from the Institute of Children's Literature in West Redding, Connecticut.

Reknowned grazier Joel Salatin visits Hemmingford



Hubert McClelland
Advocate Grazing Specialist

On Monday, August 3 La Ferme des Quatre-Temps in Hemmingford hosted a special pasture day for agricultural producers interested in sustainable grass farming. Quatre-Temps owner Andre Desmarais is developing a permaculture horticulture operation in the Montérégie township which will include a sustainable grass-based beef, poultry and hog production unit.

To ask for input on his farm plan, Desmarais invited Joel Salatin to give a talk on his developing farm while also inviting a small group of Quebec and Ontario graziers to attend. Salatin is renowned for his grass-based "Polyface Farm" in Virginia, which direct markets beef, pork, poultry and eggs to some 8,000 families in the US. He is a renowned speaker on sustainable agriculture and has been featured and quoted most notably by author Michael Pollan in *The Omnivore's Dilemma*, as well as in numerous films. La Ferme des Quatre Temps is man-

aged by Jean-Martin Fortier. The operation's business plan projects a four-hectare vegetable and fruit production unit, including greenhouse, that aims to produce year-round. During our visit we walked among the newly installed permanent raised beds mulched with wood chips from the farm's bush land.

I have been reading Salatin's monthly articles in *The Stockman Grass Farmer* for many years. One of the many subjects it was fascinating to exchange on with Joel was pasture cropping (also called cocktail cropping). I have been following this idea as a means to increase pasture production during drought periods. Salatin says that pasture cropping can be used to eliminate what graziers call the "summer slump": the low growth period in pasture production between the spring growth curve and the lesser growth curve in the fall.

"On Polyface farm we've increased our animal grazing days per acre from 150 to more than 400," Salatin said. This is truly astounding and has to excite any grazier if one realizes the potential that exists to be made with intensive pasture management. My wishes and hopes to Jean-Martin Fortier and his crew at Les Fermes des Quatre-Temps for promoting and developing a truly innovative and sustainable farm.

Hubert McClelland has been encouraging grass-based beef and dairy production for over 35 years. He offers consultation through the Réseau Agriconseils to Quebec

producers who wish to improve their grazing management. He can be reached at hubertmcclelland@worldline.ca

Joel Salatin, owner and founder of Polyface Farm in Virginia, gave a talk at La Ferme des Quatre-Temps in Hemmingford this past month. The renowned farm guru has increased his animal grazing days per acre from 150 to more than 400.



NICK V. LICENSED UNDER CC BY-SA 2.0

Donate to the Warren Grapes Agricultural Education Fund!

Income tax receipts will be issued for **donations** of \$25 or more.

Make cheques payable to "Warren Grapes Agricultural Education Fund"

Quebec Farmers' Association
555 Roland-Therrien, office 255, Longueuil, QC J4H 4E7

SPLITS LOGS BOTH WAYS

Self contained, 3-point-hitch or skid steer mount, all Split-Fire log splitters feature a unique 2-way splitting action from the knife that splits wood in both the forward and reverse stroke, doubling productivity and saving time!

These safe, compact 2-way log splitters prevent dangerous wood fly-outs and can turn 20 to 48 inch diameter blocks into wood piles faster than comparable single stroke machines with less effort.

Quality Built For High Performance

www.split-fire.com
T: 877.548.3473
P: 519.468.3647

30

YEARS
SPLIT-FIRE

178158



Cookin' with the Advocate

Bacon, Spinach and Cream Cheese Omelette



Ingredients

4 free-range eggs
3 strips of bacon (more if very thin)
¼ cup diced onion (1 small)
2 handfuls fresh spinach, wilted or 1/3 c. frozen spinach, thawed and drained
3 TBSP cream cheese
2 tsp. butter

Cook bacon until almost crisp in cast iron pan. Remove. Pour out all but ½ TBSP. fat. Sauté onions until soft and just beginning to brown. Set aside. Cut or break bacon into small pieces. Wilt spinach for about 20 seconds. Set aside.

Whisk eggs just until combined. Melt butter in pan. When hot add eggs and with a spatula gently pull an edge towards the center of the pan and let uncooked egg flow into the area. Continue until almost set. Layer spinach on one half of surface. Then sprinkle onion and bacon evenly over surface, finishing by placing eight or so dots of cream cheese over the surface. Fold top over, leave a few seconds and then serve immediately on warmed plates. Serves 2.

Plenty of time for a peaceful breakfast...

Cynthia Gunn, Advocate Food Writer

This is not the breakfast for 20 that you may have prepared for visiting family this past summer. You can leave your giant crockpot that holds the breakfast casserole in the cupboard; leave that pan that you use to cook bacon three pounds at a time where it is, clean and not spreading its grease onto every nearby surface; coffee does not need to be flowing like a river.

While necessary, breakfast casseroles are not my favourite breakfast, I must admit. Though I did have a tasty one this summer, it stayed with me the rest of the day. They can be deceptively rich. Perhaps in my case I ate too much because I was distracted by the wonderful old dining room I was in. Built in 1904, the wooded windows in the room were made up of hundreds of individual diamond shaped panes of glass. How beautiful! Who washed them all, and painted them was the parallel thought.

This omelette should be made only when there are two or at the most four of you. Other requirements include at least an hour of leisure, and of course the best ingredients you choose to place your hands on, as an omelette by its very nature should be a delicate envelope of egg around fillings that can be tasted each for what they are. An omelette should never be overfilled, however, so that each bite combines all the flavours and textures that you have chosen.

I always find it best to start with cooking the bacon in a cast iron pan, particularly if you have been lucky enough to procure only the best (some of you may recall how I feel about this heavenly delight when processed by those who know and love the real thing). You will not want to waste the fat but rather using it to sauté the onions and saving the rest for another purpose, such as making popovers, a notion that we will return to when the weather turns colder. The onions can then be sautéed and both the onions and bacon can be cooked a bit ahead of time so that you can have a hot beverage and read the Advocate—alright, any paper will do—before proceeding. If you are using frozen spinach you will of course need to defrost it ahead of time. Other than that, when you are ready to assemble your omelette just ensure that you have your plates warming and enough time left to eat leisurely and peacefully. And don't forget, the rule with any egg dish is not to overcook it. Rubber is always the result.

Cynthia has many years of experience in the environment, heritage and tourism fields. After a decade in Banff, Alberta, she worked for two years at an environmental firm in Ottawa. She then wrote research reports for the Heritage Canada Foundation. In the last decade she has been raising her family and running a small catering business in Western Quebec. She holds a MA in Geography.



Farm students

QFA scholarship winner sees hope in food trends

Andrew McClelland
Advocate Staff Reporter

The QFA's very own agricultural education fund, the Warren Grapes Scholarships, have given many aspiring farmers a much-needed financial boost over the years. We'll be handing out the next round of scholarships at our annual general meeting at Macdonald Campus on November 13.

Please consider giving to the Warren Grapes Fund by making a donation. The next generation of farmers needs help to have faith in the industry and make a living through agriculture. Your donation can do just that.

Below, we've spoken with just one of the many hopeful farmers in Quebec who are excited about making agriculture their way of life. Shelby Drew is one of the three recipients of the 2014 Warren Grapes Scholarships. Her dedication and willingness to work in the beef industry are an inspiration.

Shelby Drew, one of the winners of the QFA's Warren Grapes awards, doesn't have any uncertainty about what she wants to do in life.

"My sister wants to be a teacher; my brother wants to be a mechanic, and I'm the one who wants to stay on the farm," says the 18-year-old Macdonald Campus student.

Drew hales from Canton-de-Hatley, in Quebec's Eastern Townships, and grew up on a beef operation there. Enrolled in her second year of Macdonald's Farm Management and Technology program, she hopes to return to beef farming—and has no illusions about running a cattle operation in today's economic reality.

"Beef is an interesting market," says Drew with a laugh. "You can't make a living on it just on its own. Right now it's just my mom and I running our section of the farm. So it's not a big production—we only have 15 cows. I don't know how to grow it to a big 500-plus cow/calf operation. You need all that land and all that money."

But this intelligent young farmer will have something to fall back on. After finishing her studies in Farm Management and Technology, Drew intends on doing

further university studies with a mind to working as an agronomist.

"I figured having a back up plan would allow me to stay in farming, but also work outside of that tough beef market," she says.

Drew's farming credentials are staggering. A dedicated member of the Hatley 4-H club, she's held the position of general director, vice-president, president, sits on Quebec 4-H's board of directors and is the secretary of the provincial Programs and Regulations committee. And if that's not impressive enough, she recently made it to the finals of the public speaking competition at Toronto's Royal Agricultural Winter Fair, where she spoke on why she wants to pursue a career in agriculture.

"When you're at home and you're telling everyone that you plan to farm, you get a lot of people who say 'Wow, really? That's great'," Drew relates. "There's a lot of people who think it's pretty noble to be following in the steps of your grandfathers and producing food."



Shelby Drew, one of three winners of 2014's Warren Grapes Awards presented at the QFA's annual meeting.

One thing is certain: this aspiring young farmer has a firm grasp on where the future of farming will lead producers and consumers.

"That trend of wanting to know where your food comes from is really growing. People think it's so incredible that you're going to produce what they eat. They know they can come to you and ask, 'What's in my meat?' and you can tell them and show them that cow's mother or brothers and sisters. Food trends are really changing. And that's going to change how we market food. And if we show customers what that change is, they're going to respect farming more."

GIVE. TO A YOUNG FARMER.

The QFA's Warren Grapes Agricultural Education Fund helps to promote agricultural and silvicultural education and learning among the English-speaking farm community of Quebec. Bursaries are distributed to post-secondary students of agriculture each fall.

Support the young farmers of tomorrow and give to the Warren Grapes Fund!

Please make cheques payable to
"Warren Grapes Agricultural Education Fund"
Receipts will be issued for all donations of \$20.00 or more.



WARREN GRAPES FUND
c/o Quebec Farmers' Association
555 boul. Roland-Therrien, Office 255
Longueuil, QC J4H 4E7



QFA Vice-President John McCart presents Carrie Simpson with her scholarship from the Warren Grapes Fund at the QFA's 2013 annual general meeting.

PHOTO: JAMES ANDREW ROSEN

Climate of change



Mitchell Beer
President, Smarter Shift

Three topics to raise with your federal candidates

Canada is a big enough, wide enough country that different provinces and communities often have their own issues and priorities.

For once, though, we all have something in common. We've all been dropped into the longest, almost certainly the most expensive election campaign in the country's modern history. And particularly if you're reading this after Labour Day, we each face declining odds of finding anything more useful than partisan attack ads on TV, radio, or social media.

But in a tight federal election race, discussion at the riding level can make all the difference. So here are three topics that any local candidate should be able to address—clearly, knowledgeably, with a big dose of practicality and a minimum of bafflegab.

If they can't, they're wasting your time, and you should treat them accordingly when you cast your ballot October 19.

Trans Pacific Partnership I: Can Everybody Win?

The latest coverage in *The Western Producer* shows how the negotiations around the proposed Trans Pacific Partnership (TPP) are creating winners and losers in the wider agriculture community. Dairy producers will see quotas for imported milk, butter, and cheese gradually relaxed. Egg markets are

apparently untouched, since Canadian negotiators have faced no international pressure for concessions. Livestock producers are anxious to avoid a repeat of the delays in the South Korean trade deal that shut down their access to a lucrative global market.

Your issue for candidates may have to reflect the commodities you produce. But the bigger, intentionally naïve question may still be relevant. There was a time when Canada's presence on the world stage was about win-win solutions, rather than picking winners and losers. Have we become such unimaginative international negotiators that we have to sell out one group of farm producers to support another?

Trans Pacific Partnership II: More Than Just Agriculture

The TPP negotiations have included a specific focus on agriculture. But the deal also affects farmers as citizens.

"Leaked draft chapters suggest that the pact, like most modern trade deals, will cover far more than trade," veteran *Toronto Star* columnist Thomas Walkom wrote April 28. "It will give foreign multinationals the right to challenge domestic laws and regulations that interfere with their present or future profitability.

"It will give multinational pharmaceutical companies greater patent protection, thereby putting upward pressure on the price of drugs."

Even if you stand to gain on the revenue side of the TPP, you may want to ask your candidates: What is the net cost of this deal for your business, your household, and your community? And how



The prairie drought has been so severe that some producers in Alberta are worrying about threats to long-term soil productivity.

can we really know, when the details of the draft agreement are confidential?

The Western Drought: A Sign of Things to Come?

The prairie drought has been so severe that some producers in Alberta are worrying about threats to long-term soil productivity. Epic drought conditions have brought another season of epic wildfires to Saskatchewan and British Columbia. Conditions in Quebec have been steadier, but farm operations will be on the front lines as climate change brings more frequent severe weather and drought, and roils global commodity markets.

A make-or-break climate summit convenes in Paris November 30. Over the last few annual summits, Canada has gone from productive participant to perennial pariah. Your candidates should be able to explain why that matters, and what they plan to do about it.

For more analysis of election issues, read *iPolitics* reporter Kelsey Johnson's assessment of the first leaders' debate in *The Western Producer*.

Mitchell Beer is President of Smarter Shift in Ottawa and curator of *The Energy Mix*, a thrice-weekly e-digest on climate change, energy, and the low-carbon transition.



Les Producteurs
de lait du Québec

ATTENTION: Change to the SCVQ

Beginning with the June 20 to 28, 2013 period of offers, quota transactions will be done through the producer Extranet site or through an IVR system (interactive voice response). Please refer to the letter sent to you in this regard. Instructions on how to place quota transactions may be found on the producer Extranet site or from your region.

Centralized Quota Sales System AUGUST 2015

Centralized Quota Sales System

Fixed Price \$25,000.00

	Number	Quantity in kg b.f./day
Total offers to sell	86	1,184.9
Offers to sell participating in the distribution	86	1,184.9
Successful offers to sell participating in the distribution	86	1,184.9
Net quantity sold by the reserve		0.6
Total offers to buy	1,663	9,528.4
Offers to buy participating in the distribution	1,661	9,525.4
Successful offers to buy participating in the distribution	1,661	1,184.3

Purchase and Sale offers by Stratum

SALES			PURCHASES		
Number	Quantity in kg b.f./day	Cumulation	Price offered \$/kg b.f./day	Number	Quantity in kg b.f./day
86	1,184.9	1,184.9	< 25,000.00	2	3
			25,000.00 ceiling price	1,661	9,525.4
					9,525.4

The fixed price for August 2015 is the ceiling price for this month. A quota quantity of 1,184.9 b.f./day was offered for sale at the fixed price. Of this quantity, an amount of 1.0 b.f./day was allotted to producers benefiting from the Start-up Assistance Program and producers holding less than 12 kg, in accordance with the quota regulation.

1st step distribution by iteration = 0.4 kg BF/day • 2nd step distribution by prorata = 6.04% • Portion of quantities satisfied = 12.43%
177938



Marcel Groleau
UPA President

TPP: Canada does have a choice. It has been proven in the past

The American Congress has given President Barack Obama additional powers to negotiate trade agreements with the Asia-Pacific region and the European Union. The Senate has followed suit by creating a rapid approval mechanism for these future accords. In itself, this is not surprising since the Republicans hold a majority in both chambers and they support the President in obtaining these powers.

This decision by the American lawmakers creates a fast-track to review and accept trade agreements. It also opens the door to a Trans-Pacific Partnership (TPP) deal within the next few months. In fact, the political climate favours the conclusion of an agreement in the short term. The American election, scheduled for 2016, will make elected officials more sensitive to the whims of the electorate. Thus, an agreement reached sooner than later is desired by the participating nations, particularly Japan, the US and Canada, who will all be in an election mode this fall.

The TPP deal, if it can be reached, will be the most important free-trade treaty

since the North American Free Trade Agreement. The total population of the 12 participating countries is 792 million people, with a combined GDP of \$28.1 trillion, or over 40 per cent of the world's economy.

For a while now, the Canadian government has clearly indicated that it wishes to be a signatory of this agreement. Negotiations are proceeding behind closed doors, which many observers deplore. For President Obama, the TPP represents a counterbalance to China and its increasing hegemony exerted in the Asia territory. Do Canadian interests coincide with those of the Americans in this power struggle? Interestingly, some other countries, such as South Korea, are not part of the TPP, preferring to develop closer ties with China.

Jean-Louis Roy, a former journalist, political observer and diplomat during his prolific career, presented his point of view on this question at the last annual meeting of the Éleveurs de porcs du Québec. According to him, the Americans have difficulty in viewing the world as it is currently being redefined. Their external and internal policies were established in another era. And what about Canada? In actual fact, economists and editorialists who have written on

the subject do not include Canadian interests in their analyses of the New World order, which is mainly a function of China and its influence.

Agriculture is a fragile sector for all countries. To begin with, they do not all have the same climate or produce under the same conditions. Furthermore, when agricultural production is lost, the associated food processing disappears as well.

In these negotiations, Canada faces the Australians, the New Zealanders and the Americans – three countries with more favourable climatic conditions, particularly for dairy and poultry production. For Canada, these sectors represent 20 per cent of its total agricultural revenues, while for Quebec, they represent 43 per cent. Furthermore, all of Quebec's dairy and poultry production is processed in the province. Together, the sectors under supply management in Quebec represent 92,000 jobs. Partisans of a "miracle solution", who believe that this new competition will make us more productive in order to maintain our market position, are wrong. Climatic conditions cannot be imported.

As I mentioned in a recent editorial, the UPA and the specialized groups under supply management have been particu-

larly active over the past several months with regard to this issue. In fact, the campaign entitled "Forts et unis por la gestion de l'offre" [Strong and united for supply management] was launched last May in the presence of all the industry's stakeholders affected by supply management, along with Quebec's Agriculture Minister, Pierre Paradis. I also had the opportunity to speak about the Trans-Pacific Partnership and our concerns on the future integrity of supply management when I recently met with Quebec's Premier, Philippe Couillard. He clearly understands the urgency of the situation, as well as the complexity of the issues.

The federal government has negotiated numerous agreements to date while maintaining our markets and mechanisms in support of supply management. Premier Couillard has allies for supply management in several provinces. He assured me that he will not hesitate to intervene with his colleagues and with Mr. Harper. We know that the final decision will be made in the Prime Minister's office. Thus, the coming weeks will be crucial. More than ever, we must remain strong and united for supply management.

LTCN 2015-07-01

Our giant neighbour is prepared to conquer Canada

Julie Mercier

The United States does not hide its ambition to become a world leader in the exportation of dairy products. In fact, they are counting on the Trans-Pacific Partnership (TPP) to conquer the Canadian market. A scenario that is making a lot of people nervous, according to a study commissioned by Agropur. With over 90 billion litres of milk produced per year, the USA dominates the world market. From 2003 to 2013, their market share jumped from 6 per cent to 15 per cent, according to the study conducted by the Boston Consulting Group (BCG) for Agropur. This portion of the American dairy production destined for export could therefore be redirected towards Canada. Indeed, more than 960,000 American dairy cows, or the equivalent of the entire Canadian herd, are located within 250 km of the border. Their

production costs are between 10 and 23 per cent lower than Canada's, and their dairy farms, for the most part, carry much less debt than ours.

Catastrophic scenario

The BCG study also estimated the effects of abolishing the import quotas and tariffs on dairy products, the elimination of production quotas at the farm level and the removal of the support prices set by the Canadian Dairy Commission. The study is based on the hypothesis that the prices paid in Canada would be similar to those paid in the US. This "new" milk price would become about 61 cents per litre, which is a decrease of 19 cents per litre (-24 per cent). At this price, adjusted to 65 cents per litre to take into account other revenues, 3 000 Quebec dairy farms (50 per cent of the total production) would be at risk. At the Canadian level, 4000 to 6000 farms would not cover their production costs.



A study commissioned by Agropur evaluated the risk the United States poses for Canada as a source of dairy products.

Furthermore, the analysis did not take into consideration the debt levels, which are higher in Canada. Consequently, the number of farms at risk would probably be even higher, according to the study.

Milk processing

Our American neighbours have about 200 commercial dairies located less than 500 km from the Canadian border. These companies benefit from lower

labour costs and an economy of scale due to their larger size. If the dairy market were to become wide open, a good portion of the cheese (60 per cent), butter (60 per cent) and yogurt (65 per cent) produced in Canada would likely disappear, in favour of US products. Taking all dairy products together, up to 40 per cent of the milk volumes produced in Canada would be at risk.

LTCN 2015-08-05

News Highlights

An 11th generation at farmers' markets

Pierre-Yvon Bégin

The tradition of farmers' markets is in the blood of the Marcoux family. Indeed, the adventure started back in the New France era, where Pierre, the first Marcoux to set foot in North America, established a farm in Beauport and sold the surplus of his garden in Quebec City's Place Royale.

Today, it is Jean-François Marcoux who is carrying the torch. In fact, he and his family have been chosen as spokespersons for the seventh annual Farmers' Market Week, to be held in August. "Farmers' markets are part of our DNA," admits Jean-François, owner of Légumier Marcoux of Saint-Nicolas on Quebec's south shore. He represents the 11th generation of the Marcoux family to sell his farm produce at farmers' markets. He calculates that almost 90 per cent of his income comes from these sales. As a market gardener, he grows

about 100 acres of vegetables - 35 different kinds, from cabbages and turnips to lettuce and sweet corn; in fact, "anything that can grow in the Quebec City region. By selling directly to the consumer, we are able to bypass the big distribution chains that require large volumes to enter. There are only four of these major buyers in Quebec."

"As we are close to our customers at the farmers' markets, we can answer their questions directly. It also allows us to sell some products with small imperfections. Furthermore, most people these days do not have direct contact with the rural community. At the supermarket, they can find what they want 12 months a year. It is important for us to explain to them all we must do in order to have successful crops."

Started from scratch, Légumier Marcoux was established some 35 years ago by two brothers, Lucien and Raymond, who are still very active at



Sophie Ouellet, Jean-François Marcoux's partner, tends the Marcoux family's kiosk at the Sainte-Foy farmers' market.

the farmers' markets and already, a 12th generation has started to prepare for an eventual takeover. Every week, the Marcoux family opens their stalls at the farmers' markets in Sainte-Foy, Vieux-Port de Québec and Lévis. "It always

gives me great pleasure to sell at the farmers' markets," Jean-François admits. "I was brought up in this environment and started going there when I was just a little boy."

LTCN 2015-07-01

Using history to attract tourists

Johanne Martin

Special collaborator

Agritourism is gaining popularity and to better differentiate it, history can be used as an interesting source of innovation. For Emmanuelle Choquette, a consultant specializing in agricultural and culinary tourism with Papilles Développement, it is evident that in Quebec, there are ancestral roots that are often overlooked and farmers forget to showcase them.

"Discovering new flavours and know-how has become an important part of holiday trips for many tourists. Consequently, a destination wishing to develop its culinary tourism must create an identity that is linked to the region's cultural past," she explains. This "food tourism" approach is relatively new in "La Belle Province". Nevertheless, it can be a lever for the development of a territory and deserves to be used more often.

Ancestral cheese

As a success story example, Choquette cites Les Fromages de l'île d'Orléans. Based on a cheese product that early settlers made at the beginning of the colony, this local cheese factory revived the tradition. Indeed, under the name "Paillasson de l'île d'Orléans," it now sells the product officially recognized as North America's first cheese. This example also demonstrates how this region,



Les Fromages de l'île d'Orléans has successfully developed its culinary identity through its product Paillasson, the first cheese produced in North America.

which represents the "backbone" of the province's gastronomic offerings, has been converted into a culinary tourist destination. In Quebec, there is enormous potential, according to Choquette, and "our gastronomic identity is not limited to ragout de pattes and poutine."

"The culinary history of the region leads visitors to ask the following questions: What did people do in the past and why? Are there any typical recipes?" Choquette explained.

In fact, some typical recipes form the foundation for the agrifood busi-

ness Ricanaux of Saint-Charles-de-Bellechasse. Indeed, making wines from various small fruits has always been part of the history of the MacIsaac family. Using traditional artisan methods, a whole range of products - aperitifs, liqueurs, vinegars and other delights - were developed by this Bellechasse company.

Touching the emotions

When developing "niche" products, an agritourism business that develops a culinary identity can add extra meaning and attractiveness to its products. "Customers generally want to learn more and will often buy more based on emotional connections and their childhood memories. In addition, they will better remember a producer and often ultimately become ambassadors," Choquette explained. Also, her experience has shown that it is important to have a story to tell about a product. "The idea is not to cook like they did 200 years ago, but rather to make use of history as a source of inspiration. There is always a way develop a creative angle." Then, it is only a question of adjusting the sales pitch, to follow through with it on the business's website and product labels and to ensure that each story is communicated to the employees so they can also pass it on to the customers.

LTCN 2015-07-29

News Highlights

Finally, favourable conditions for our market gardeners!

Yvon Laprade

Market conditions have never been "so favourable" for Quebec market gardeners, who are seeing their profits increase due to the drought in California and the weak Canadian dollar, which favours their exports to the US.

While California – considered as the breadbasket of North America – continues to suffer from a catastrophic drought for their vegetable producers, the situation is just the opposite in Quebec, where activity is intense. "We are benefiting from circumstances that put us at an advantage," declared the director-general of the Association des producteurs maraîchers du Québec, André Plante, in an interview with the French farm weekly, *La Terre de chez nous*. "We are keeping our fingers crossed that this will continue for the next several months."

Indeed, these favourable conditions have allowed Quebec fruit and vegetable growers to sell their fresh produce at higher prices, which has had an immediate effect on their profitability. "There is a drought in California, but there is also the exchange rate," Plante explained. "The weak Canadian dollar, compared to the American dollar, is a big advantage for us."

"We have less competition [from California producers] because they have reduced their production due to the drought. In addition, when we export our fresh produce across the border, we get a 20 to 25 per cent bonus because we are paid in US dollars."



André Plante, director-general of the Association des producteurs maraîchers du Québec.

In recent weeks, the loonie has been floating well below 80 cents (US).

No water means less production

California has been hit with its worst drought ever – meteorologists say that there has never been anything like it for over 1200 years. It has forced many growers to avoid planting vegetables that require a lot of water. For example, a single broccoli requires 20.44 litres of water; a lettuce requires 13.25 litres; tomatoes, 12.49 litres. (Source: Mother Jones)

"We are noticing that Californian market gardeners, facing a major water supply problem for their crops, can no longer produce as much and have become

less competitive," Plante added. "This also allows us to gain market share in Quebec supermarkets with our lettuce, cauliflower, broccoli and green peppers."

According to the director-general, local growers are presently "in a better position" to negotiate higher prices with the large food distributors (Metro, IGA, Sobeys, Loblaws, Provigo). "Two years ago, we were paid six dollars for a case of leaf lettuce," Plante explained. "Now, we get about eight dollars. It is not the Klondike, but it is these little extra profits that count for our producers, who have not always had an easy time."

LTCN 2015-07-15

A better balance found

The director-general of the Association des producteurs maraîchers du Québec, André Plante, recalls that between 2002 and 2012, according to Statistics Canada, the price of food rose by 32 per cent, while the price of vegetables increased by only 10 per cent. "At the same time, our production costs (fertilizer, energy, labour) mushroomed by 70 per cent. Thus, it is not surprising that many of our market gardeners switched to cereal crops, where the profits were higher."

As he has said many times since the beginning of the Californian crisis, which started in 2011, Plante does not wish to celebrate the bad luck of the American growers. "It is not funny what is happening there," he declared. "Nevertheless, it has lifted the pressure off our producers, who can now take a deep breath and not have to battle ferociously against this competition. In one way, this crisis has provided a bit of oxygen and the market has become more balanced."

"This is true for vegetables and also certain fruits, such as California strawberries, which have brought unequal competition against Quebec berries, even during our peak season," Plante observed. "We will probably see fewer intense campaigns to promote the sale of California strawberries in our grocery stores," he added. "This will be a good thing for our strawberry growers, who produce high-quality berries, with added value, and which do not taste like water."



The program will enable the apple production sector to increase its productivity, to meet market demand and to improve its profitability.

The orchard modernization program is back

Martine Giguère

For many months, producers have been calling for the return of Quebec's orchard modernization program, the objective of which is to support apple growers in improving their efficiency and profitability, while increasing the competitiveness of their production sector without increasing the orchard area.

The program has three components: support for tree removal, re-planta-

tion and a cultivar trials network. The new version of the program includes increased financial aid for re-plantation. For example, an amount of \$8800 per hectare is offered for a re-plantation density of more than 2000 trees per hectare. This new incentive will permit the apple sector to replace standard trees in the orchards with new dwarf trees, to reduce the proportion of the McIntosh variety in favour of new cultivars and to promote the introduction of new cultural practices.

With regard to tree removal, the maximum financial support is \$1600 per hectare. The main objective is to eliminate non-productive apple trees having a high risk of spreading harmful organisms. Finally, the Réseau d'essai de cultivars et de porte-greffes de pommiers (RECUPOM) [Apple Cultivar and Rootstock Trials Network] will receive an annual grant of \$20,000, up to a maximum of \$60,000, to finance its cultivar and rootstock trials.

LTCN 2015-07-15

News Highlights

Quebec workers are more and more reliable

Martine Giguère

At 6:15 AM each morning at the Longueuil and Henri-Bourassa metro stations in Montreal, over 450 workers get on dozens of buses and travel to farms in the Montérégie, Lanaudière and Outaouais-Laurentides regions. These labourers are hired by Agrijob and sent out to farms through three Agricultural Employment Centres (AEC).

Currently, difficulties in recruitment and a lack of workers in the agricultural sector have become real problems. Over the past several years, the use of temporary foreign workers (TFW) has increased rapidly. Now, Agrijob offers farmers the possibility of diversifying their labour pool by using local Quebec workers. Thus, the organization is helping to meet the needs of employers, as the arrival of TFWs is behind schedule more and more frequently. "For some businesses, we are filling between 10 to 15 per cent of their labour needs with local workers, for variable periods of time," explained Robert Ouellet, a certified industrial relations consultant and farm-labour coordinator for AGRICarrières.

An emphasis on quality

Since 2011, Agrijob has put increased

emphasis on quality. Although foreign workers have set the bar high with employers, particularly in terms of stability and reliability, Agrijob has succeeded in increasing the quality of its candidates.

Indeed, of the some 3300 workers who make application with Agrijob, only 1400 are retained. The company interviews every candidate in order to determine their capacity for physical work, their job experience, their motivation, etc. and presently counts on a core group of about 500 to 600 workers who return year after year.

"In fact, of the 1400 workers retained on our lists, only 800 to 900 are called to work. Hence, we have plenty of flexibility to meet future demand," stated Ouellet.

Better matching

Using the information collected during the interviews, it is possible to make the right employee-employer matches. Since foreign workers have brought a great deal of stability to agricultural businesses, Agrijob also hopes to be able to meet this requirement. Their worker placement service can fulfill the demand for workers on a daily basis, but also for longer periods, up to 14 weeks or longer.



Workers recruited by Agrijob are on the job at Delfland Farm. About a dozen return year after year.

Agrijob statistics:

- 200 to 250 regular employers
- 800 to 900 workers per year (possibility of 1400)
- Job placements equivalent to 26,701 person-days
- 34 days of work/person, on average

LTCN 2015-07-08

An appreciated service

"Presently, the demand is for about 80 to 100 workers per day. At harvest time, this number will increase," explained Christiane Laroche, manager for the Agriculture Employment Centre (AEC) of the Fédération de l'UPA de la Montérégie. Six mornings per week, from Monday to Saturday, buses leave Longueuil to bring workers to horticultural farms within a radius of 100 km of the city. Other workers leave the Henri-Bourassa metro station, heading to farms in the Lanaudière and Outaouais-Laurentides regions.

Longer-term placements on the rise

Laroche has noticed an increase in the job duration, particularly in the number of seasonal positions to fill. The employment centres choose candidates differently depending on daily or seasonal jobs. The interviews conducted by Agrijob allows them to match the workers to the job profile. "The retention rate is very good; the workers come back," she affirmed. Émilie Caron, the AEC manager for the Fédération de l'UPA Outaouais-Laurentides, agrees: "We have loyal workers in their 15th year." The AECs are also noting that new employers are coming in – a sign that the service is filling a need. M.G.

Delfland Farm

NAPIERVILLE – At the Ferme Delfland, temporary foreign workers (TFW), along with locals and workers recruited by Agrijob, work together in the fields belonging to Eric Van Winden. This market gardener's labour needs are large. Indeed, each day 135 employees are on the job, including 13 from Agrijob and 82 TFWs from Mexico and Guatemala.

A core group of about a dozen Agrijob workers return year after year. «It is not a large group and their numbers fluctuate slightly over the season, but these workers add a certain security,» acknowledged Van Winden. The group, of Haitian origin, started the season at the end of April and will probably finish at the end of August. Their main job is to weed and thin the crop, while working nine hours per day, on average. "They do essential work. Also, I think it is important to provide work for Quebecers," Van Winden declared.



Agrijob workers arrived around 7:30 AM and leave around 6 PM. In the photo, they are joined by Serge Labreque of the Fédération de l'UPA de la Montérégie's AEC and Eric Van Winden, owner of Ferme Delfland.

Extinguish the risk of combine fires

Canadian Agricultural Safety Association

Harvest is a rewarding time of year for farmers. There is nothing more satisfying than having all that hard work result in a successful and bountiful harvest. However, a combine fire can put all of that work and your safety in danger. A combine fire can mean lost time, property damage or worse—severe injury or even a loss of life.

Both self-propelled and pull-type combines can become fire hazards if not properly maintained. A fire only needs three things to ignite: oxygen, a heat source, and material to burn. When you consider dry fields, high winds, hot machines, and crop dust and straw, it's no wonder these machines can catch fire.

There are several precautions you can take to make sure your combine doesn't burn during harvest. One of the most effective ways to prevent a combine fire is by simply taking the time to clean the machine.

Many farmers make sure to thoroughly clean their machines either before and after harvest. The reality is that cleaning

your combine once a year simply isn't enough to prevent a fire. It's important to take the time to clean your combine routinely to prevent the build-up of crop debris, which can lead to machine breakdowns or a costly fire.

First, remember never to clean or unplug the machine with the engine running. Make sure to disengage the drives, turn off the engine and remove the key. It's essential to wait for all movement to stop before leaving the operator's seat.

There are a few key areas to inspect and clean on your combine. They include batteries, feeder area, engine compartment, rotor covers, ground drive transmission, chopper area, tailings housing, frame ledges and wire harness. Regular inspection and cleaning of these specific areas provide the greatest impact in reducing fire hazards.

Using a leaf blower or compressed air can make cleaning much easier. Remember to use these air blowing tools in a fire-safe area, away from any flammable materials (including fields). The quick-moving air may ignite any hot particles resulting in a fire. Make

sure to wear the proper gear when using compressed air including eye protection and a face mask to protect your eyes and lungs.

It's also important to stop and check for crop debris buildup throughout the day. Certain crops are prone to excess buildup on your combine, if this is the case, inspections and cleaning should be performed more often. Pausing to clean out the machine may seem like a waste of time, but a few moments of cleaning can save you a burnt combine, a ruined crop, and months of lost time. The more residue you can remove from the machine, the safer and less prone to burning it will be.

In addition to cleaning procedures, there are some key components that you need to think about when you're trying to avoid combine fires:

- Check coolant and oil levels daily. Running low on either of these things can cause your combine to heat up and put you in a risky situation.

- Ensure bearings, belts, or other moving parts that can get extremely hot aren't surrounded or wrapped up by plant material.

- Repair leaky fuel or oil hoses, fittings or metal lines immediately.

- Wait at least 15 minutes before filling the machine with fuel to lower the risk of spilled fuel on a hot machine.

- Keep at least one fire extinguisher in the cab of the combine and a second outside the machine at ground level. (Check them daily to make sure they continue to work well.)

- Stop the combine and clean out debris frequently throughout the day. Dry, hot and windy conditions can add to the build-up of debris, so it's important to check the danger zones for blockages.

If a fire arises after these precautions, call emergency services first. Once the fire department has been called, attack with the fire extinguisher if it's safe to proceed. In a dry, windy environment, fires can double in no time and expand well beyond your control.

Contact your dealer and read your manual for specific instructions for your combine. Have a safe and productive harvest!

For more information on farm safety, visit casa-acsa.ca.



Many farmers make sure to thoroughly clean their machines either before and after harvest. The reality is that cleaning your combine once a year simply isn't enough to prevent a fire.

The Classifieds

YOUR COMMUNITY MARKETPLACE

REACHING ALL OF QUEBEC'S ENGLISH-SPEAKING FARMERS

NOTE: Rates based on 20 words/classified ad. Each additional word is 10 cents. Photos (black and white) \$5.00 each. Taxes are extra.

DEADLINE: Noon, Tuesday, September 15.

BOOK YOUR AD TODAY: Fax: (450) 463-5291 E-mail: qfa@upa.qc.ca
Place the words 'Advocate ads' in the subject line.

BEST VALUE: Members receive 3 classified ads FREE.

PROPERTY FOR SALE

122 acres of mostly pasture-land with barn, machine shed and 2 houses. Currently used for cattle. Spectacular views of Lac Memphremagog and Owl's Head. \$699,000 + taxes. Beverly de Winter 450-405-6866 & Diana Timmins, REB, 450-531-3094 Les Immeubles Coldbrook Ltée. (2/3)

JOB OPPORTUNITY

Quebec 4-H is seeking an **Office and Communications Assistant**. 20 to 30 hours per week. \$11 to \$13.50 per hour dependent on experience. For more complete information, please refer to 'Job

Opportunities' on the Quebec 4-H website: www.quebec4-h.com Submissions deadline Sept. 25. Forward cover letter with resume to jobs@quebec4-h.com

QFA MEMBER BENEFITS

HEALTH INSURANCE – There is strength in numbers and the QFA has negotiated a competitively priced comprehensive group insurance plan for its members. Cost dropped by 12% at the beginning of the year. Call the plan administrator toll free for further information: 1-800-268-6195.

\$100 OFF Farm Credit Canada (FCC) management software – AgExpert Analyst and Field Manager – contact your local FCC office for details!

3 FREE QFA CLASSIFIEDS – for all your machinery & livestock sales, auctions and other announcements.

10% DISCOUNT ON MARK'S WORK WEARHOUSE SELECT ITEMS – The discount card is sent with your welcome pack on receipt of your membership payment. Items eligible for discount include:- Dakota Work shirts and

pants, cover-alls, overalls and coats; All Carhartt merchandise; DH Merchandise – Jeans, shirts, knits and polar fleece wear and coats; All WR coats – winter underwear and all CSA approved footwear.

DO YOU NEED SOMETHING TRANSLATED? Translate English to French or French to English. No job is too big or too small! QFA members automatically get a 10% discount with additional rebates available to return customers. Call us at 450-679-0540, Ext. 8536 or e-mail us: qfa_translation@upa.qc.ca

QFA ACCOUNTING BOOKS, bilingual, easy to use, \$25 for QFA members. \$30 for non-members. Call the QFA office to order your copy. 450-679-0540, extension 8536.

QFA MERCHANDISE

QFA Sign and pin combo: \$7
QFA Pins: \$3 each
Dessert Cookbooks: \$12
Vests: \$40
Caps: \$15
While supplies last!
For more information or to order contact the QFA office – qfa@upa.qc.ca



START BUILDING

your own BUSINESS

COME SEE US AT

EXPO-CHAMPS Sept 1-3 St-Liboire

IPM Sept 22 - 26 Finch

20E CONGRÈS ET SALON FORESTIER

Oct 15 - 16 Drummondville, QC

DISCOVER HOW OWNING A WOOD-MIZER PORTABLE SAWMILL IS AN INVESTMENT THAT PAYS.

Countless Wood-Mizer owners achieve success by turning their passion for wood into a profitable and satisfying profession. Choose any of Wood-Mizer's industry leading line of 12 portable sawmill models and receive unmatched quality and performance plus legendary customer service. Call for a **FREE** catalog or visit woodmizer.ca.
Start Building Your Own Business with Wood-Mizer.

© 2015 Wood-Mizer LLC

Wood-Mizer

877.866.0667 | woodmizer.ca

179165



Are you a QFA member?

Your neighbours are joining QFA...



The QFA receives no core funding from the UPA. When English-speaking agricultural producers pay annual dues to the UPA, none of the money is transferred to the QFA to cover its operating expenses.

Files show that there are around 1,500 English-speaking farmers paying their dues to the UPA. All are potential members of the QFA and ALL receive the *Advocate*. Only one quarter of potential members pay the fee that goes to support production of the *Advocate* and other services.

If you become a member, not only does your money go directly towards production of the newspaper, you are eligible to receive exclusive benefits such as competitively priced health insurance, considerably reduced prices on Farm Credit Canada management software, discount cards for Carhartt work wear, discounted

QFA translation services, a 7½ per cent discount on VIA Rail travel and free classified ads in the *Advocate*. Taking advantage of these benefits more than pays for the membership cost and so essentially, membership is free. **A list of new and recently returning members appears below.** To join, simply complete and return

the membership application found on page 2 of this issue. If you have recently paid for membership but have received another notice, please accept our sincere apologies and disregard the renewal notice. Occasionally, they are delays in processing. A membership package will be delivered in due course.

- | | | |
|--------------------------|-----------------------------------|---------------------------|
| Art and Eleanor Abbey | Dawn Ebbett | Shamus Morris |
| Benjamin Ball | Glen Enderle | Anna Saucier |
| Gary Bowers | Ferme SD & S Taylor Farm | Brent and Kerry Sharpe |
| Irvin Brennan | Lucas Gass | April Stewart |
| Mike and Diane Bringans | Wendel Goundrey | Allan Sutor |
| Grant Burnett | Douglas and Marion Hadley | John Thompson |
| Neil and Marlene Burns | Arthur and Sharon Laberee | Townshippers' Association |
| Bill Butler | Daniel LaLonde | Brian Tubman |
| Albert Cairns | Steven Latulipe | Colvin Watt |
| Wendall and Myrna Conner | John, Susanne and Thomas Lapierre | Jean Whelan |

TOGETHER WE SUSTAIN QUEBEC'S
ENGLISH-SPEAKING RURAL COMMUNITY.



SMART FROM HEADER TO BIN

New Holland CR Series combines handle grain more efficiently from top of the header until your grain is in the bin. New Holland Twin Rotors® generate 36% to 40% higher centrifugal force than any other rotary design on the market for the absolute fastbelt threshing and separating – now that's SMART. Plus, you get these high-efficiency features:

- On-The-Go dynamic stone protection
- Largest cleaning area in the industry
- Unique self leveling cleaning shoe with opti-fan
- Fast unloading.



Dynamic and experienced: visit your local New Holland dealer today!

DALHOUSIE STATION
Fernand Campeau & fils Inc.

IBERVILLE
Équipement Inotrac Inc.

COOKSHIRE EATON
Machinerie CH

MIRABEL
J. René Lafond Inc.

SAINTE-MARTINE
Machinerie CH

WOTTON
Machinerie CH

CNH CAPITAL
INDUSTRIEL