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**WE WERE THERE: AGRITECHNICA 2015**

Production Editor **Michael Raine** travelled to Germany, where he reports on the latest European equipment advancements and products. Our coverage starts this week. | **PAGE 70**



CEREAL CROPS

## Prices won't go up unless acres go down

Market outlook analyst says it's all about math

TRADE

## TPP deal has good news, bad news

**BY KAREN BRIERE**  
REGINA BUREAU

Early assessments of the Trans-Pacific Partnership text show dairy imports into Canada could be higher than expected.

However, stakeholders say they need more time to examine the details.

The text was made public Nov. 5, a month after the trade agreement covering 40 percent of the world's gross domestic product and 800 million people was signed in Atlanta. At more than 6,000 pages, there is a lot to assess.

As expected, Canadian exporters of beef, pork and canola will enjoy significantly reduced or eliminated tariffs for their products going into the 11 signatory countries.

"What jumps out to me is that Vietnam and Japan will be reducing what are very high tariffs on meat, beef, pork," said Trevor Tombe, assistant professor of economics at the University of Calgary.

"Japan currently has a 38.5 percent tariff on beef, and that's going to fall to nine percent. It will effectively make Canadian beef 20 percent cheaper in the Japanese market."

In Vietnam, the 34 percent tariff will drop to zero.

Similarly, Canadian exporters will have greater access for grain and oilseeds. For example, feed grain will gain duty-free access into Japan, and quotas will increase to all TPP countries, Tombe said.

The Canadian Agri-Food Trade Alliance said its members are reviewing specifics and "what tariff rate quotas, rules of origin, reduction of tariffs and non-tariff barriers mean for their respective sectors."

## A PRAIRIE AUTUMN TRADITION



**BY ED WHITE**  
WINNIPEG BUREAU

There are no reasons to think that crop prices will get much better unless farmers cut millions of acres somewhere in the world.

That was a theme running implicitly in presentations and discussions during Cereals North America, a major crops market outlook conference held last week in Winnipeg.


"As we think globally, to balance things out over the next three to five years, I need to reduce 17 to 20 million acres somewhere, somehow," said Daniel Basse, president of AgResource, which hosts the conference with G3.

Basse presented a similar outlook last year, and the market has evolved to meet that year-old outlook. He sees more of the same unless something significant changes in the supply and demand math.

**SEE CROP PRICES, PAGE 5 »**

SEE GOOD NEWS, BAD NEWS, PAGE 4 »

Donna Friend and Brenda Ringdal prepare locally grown carrots for the annual fall supper in Hawarden, Sask., Oct. 25. SEE MORE FROM THE FALL SUPPER ON PAGE 21. | WILLIAM DEKAY PHOTO



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WHAT'S IN THIS ISSUE



Supper season: It's fall supper season across the Prairies. For photos from one in Hawarden, Sask., see page 21. | WILLIAM DEKAY PHOTO

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CORRECTIONS

A story on page 17 of the Nov. 5 issue titled U of S official to link ideas, technologies with capital should have referred to Johannes Dyring's managing director position as being with the Industry Liaison Office at the University of Saskatchewan.

On page 67 of the Oct. 29 issue, a headline contained an incorrect spelling for equipment manufacturing company Horsch.

MARKETS 6



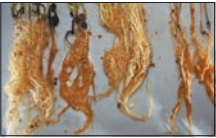
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WHAT'S HAPPENING



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FEATURES



**HAWARDEN FALL SUPPER**  
WP photographer William DeKay attended the Hawarden Fall Supper. Locals say the annual feast has been held for as long as they can remember.



**MACAULAY POLL**  
Maritime farmers are confident, but can prairie farmers expect Lawrence MacAulay to adequately represent their interests in Ottawa? Take our poll and let us know.



**CLAAS FACTORY PHOTOS**  
On his way to AgriTechnica, WP managing editor Michael Raine visited the Claas factory near Harsewinkel, Germany, for both a tour and some field demos.

VIDEOS

**AG RESEARCH CUTS**  
Karl Gerrand, G3 CEO, says government cuts to ag research are a threat to farmers.



**CEREALS WRAP**  
Ed White talks with Daniel Basse about the recently concluded CNA conference.



► **PLUS:** #Harvest15 photo contest winners will be announced Thursday, Nov. 12. Go to producer.com and look for the #harvest15 link.

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## INVENTION

# Dairy device designed for early disease detection

GryphSens machine uses a drop of cow's blood to test for diseases that can cause inflammation or reduce immunity response

BY ASHLEY ROBINSON  
SASKATOON NEWSROOM

The University of Guelph has developed a device that promises to make testing easier for two different dairy diseases.

The GryphSens is a device that allows dairy producers to test for non-esterified fatty acid (NEFA) and beta-hydroxybutyrate (BHBA) in their animals without having to send samples to a laboratory.

"If the farmers have the opportunity to do the test by themselves rather than shipping the samples to the lab, it adds not only convenience but more of an early warning system," said Suresh Neethirajan, the project's principal researcher.

The device uses a droplet of cow blood, which is put onto a cartridge and inserted into the digital reading system.

The screen on the system will let the producer know if the cow has NEFA or BHBA.

The device should provide producers with an early warning system so they can adapt strategies to help, which might entail changes in

feed and housing.

"So the farmers can once in a while test it on the farm, and if there are further concerns then they can call for the veterinarians," Neethirajan said.

Neethirajan hopes the new device will offer a lower cost testing option for producers.

***So the farmers can once in a while test it on the farm, and if there are further concerns then they can call for the veterinarians.***

SURESH NEETHIRAJAN  
DEVICE DESIGNER

"The idea is to bring down the two disease detection to probably \$2 per test for both NEFA and BHBA. Right now, the test costs \$10 to \$20," Neethirajan said.

David Hobson and Andrea Weeks, from the Catalyst Centre at the University of Guelph are working on the commercializa-

tion for GryphSens.

They have filed a U.S. provisional patent and are in talks with various companies to have one of them manufacture the device and put it on the market.

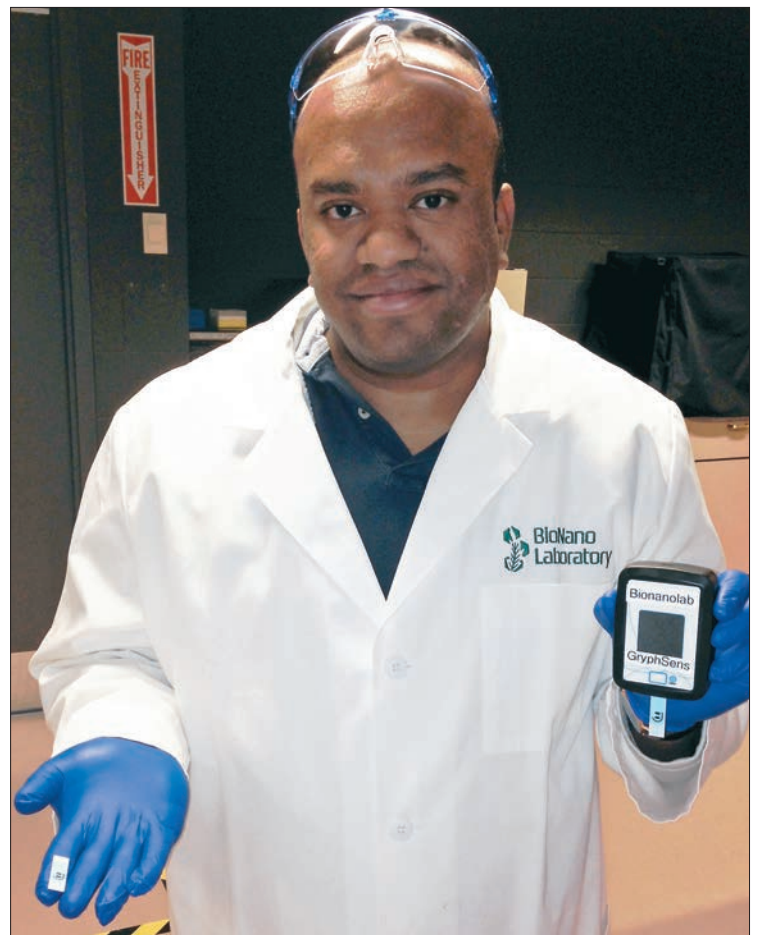
They expressed hope that a milking robotic machine company would pick up the technology, so a cow could be tested every time it is milked.

"So really the game here is early detection. So that's why we think inline monitoring. So every time a cow is coming in to get milked, if you can see that it's trending upwards.... It provides a trigger point for people to then get involved," Hobson said.

Depending on which company takes over commercialization, consumers could see the GryphSens on the market in about two years.

Dr. John Ayres, veterinarian at Norsask Veterinary Group in Rosethorn, Sask., sees the GryphSens as promising.

"Sounds interesting. There are products like that on the market right now to one degree or another. Some of them will test blood, some



Suresh Neethirajan shows a new invention designed to help dairy producers check for non-esterified fatty acid (NEFA) and beta-hydroxybutyrate in cows without having to send material to a laboratory. | UNIVERSITY OF GUELPH PHOTO

of them will test milk, some of them will test urine," Ayres said.

Ayres said a device of this kind would be more effective if it could test a whole herd of cattle instead of an individual cow.

"Usually the best results I've seen

from whatever technology they're using is to use it as a herd level test to indicate whether you've got a herd level nutritional issue kind of thing," Ayres said.

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