

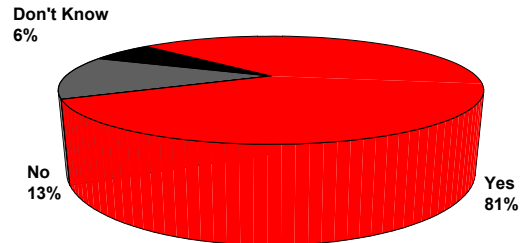


Canadian Federation of Independent Business

Agri-Business Calls for Marketing Options

CFIB survey data has historically shown agri-businesses' continued desire for more flexibility to market their products outside the current system of a single desk through the Canadian Wheat Board (CWB). In fact, a recent CFIB survey found that a substantial 81 per cent of Western Canadian agri-business members support the option to freely market their grain in a dynamic open market, outside of the CWB. Only 13 per cent indicate they do not want this option.

Should Western Canadian producers have the option to market their wheat and barley outside of the Canadian Wheat Board?



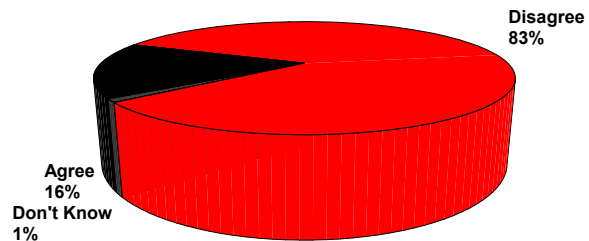
Source: CFIB Agri-Business Bottom Line Survey No. 16, June 2004

	Alberta	Saskatchewan	Manitoba	Total
Yes	89%	78%	72%	81%
No	5%	17%	20%	13%
Don't Know	6%	5%	8%	6%

Agri-Business Believes CWB Is Not Controlled By Farmers

Changes to the CWB Board of Directors made in 1998 were intended to give Western Canadian farmers more control over the marketing agency they are legislated to sell their wheat and barley to. In fact, the CWB repeatedly claims that the agency is "controlled by Western Canadian farmers." However, CFIB agri-business members do not share this opinion. When asked if they agreed or disagreed with the CWB's claim, a staggering 83 per cent disagreed; while only 16 per cent agreed and 1 per cent indicated they did not know.

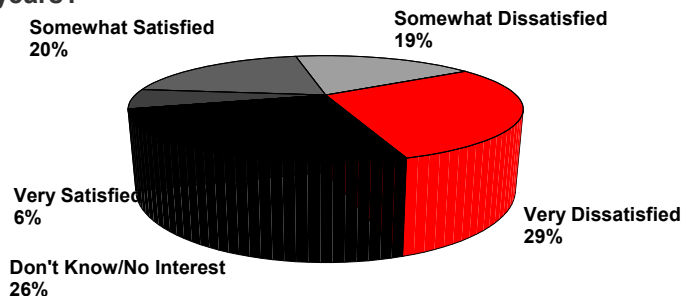
Do you agree or disagree with the CWB's statements that it is "controlled by Western Canadian farmers"?



Source: CFIB's CWB Electoral System Review Survey, August 2005 – Prairie Field Crop and Field Crop/Livestock Combination Farms

Additionally, 48 per cent of CFIB members are dissatisfied with the way the Board of Directors has represented the interests of Prairie wheat and malting barley producers; only 26 per cent are satisfied. These survey results reveal a high level of frustration with the governance and mandate of the CWB and its Directors. Despite implementing a system that has farmers electing 10 of the 15 Directors, farmers are not satisfied with the actions or structure of the Board.

How satisfied are you with the way in which the CWB's elected board have represented the interests of Prairie wheat and barley producers during the past two years?



Source: CFIB Agri-Business Bottom Line Survey No. 17, January 2005



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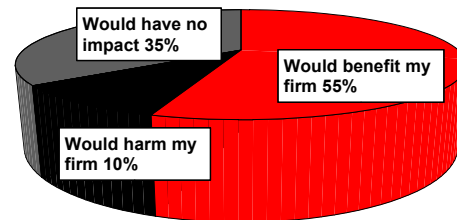
Marketing Options Would Benefit Agri-Business

Further CFIB survey results reveal that 55 per cent of respondents believe their firm would benefit if Western Canadian farmers were given the option to sell wheat and barley in the open market; 35 per cent indicate there would be no impact, and 10 per cent believe their firm would be harmed.

Those who state their firm would benefit feel there are many advantages their business would experience. Sixty-nine per cent believe they would receive better market signals and 64 per cent cite growth in the value added industry. A further 56 per cent suggest they would have greater control of the profitability of their business, while 39 per cent believe they would have a greater opportunity to niche market their products.

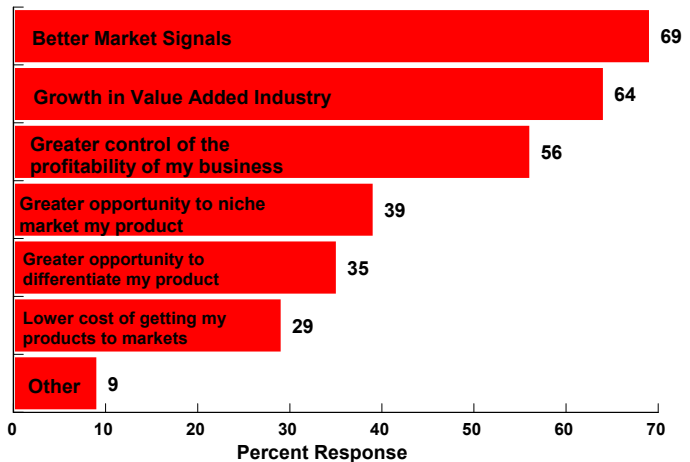
These results demonstrate CFIB members' continued desire for wheat and malting barley marketing choices. The argument that the CWB single desk system extracts premiums from wheat and barley markets no longer overrides the desire of the majority of producers to freely market their grain in a dynamic open market.

What would be the impact on your firm if Western Canadian farmers were given the option to sell wheat and barley in the open market?



Source: CFIB, Agri-Business Bottom Line No. 19, January 2006

What would be the main benefit to your business if Western Canadian firms were given the option to sell wheat and barley in the open market?



Source: CFIB, Agri-Business Bottom Line No. 19, January 2006

Agri-Business Speaks Out Against CWB Monopoly

“Purchasing my inputs (machinery included) in a capitalistic system and selling my produce to the CWB is much the same as buying retail and selling wholesale. What’s wrong with this picture? My return on investment for wheat grown on my farm is almost always negative.”

Stettler, AB

“I do not want subsidies for farmers, I just want lower taxes and freedom to sell the wheat and barley I grow on my farm without the ‘help’ of the CWB.”

Lampman, SK

“The overwhelming dominance of the CWB throughout the wheat and barley marketing and transportation system is hurting, rather than helping, farmers in the end. The CWB monopoly must be eliminated.”

MacGregor, MB

“Farmers should have control over their own small business as any other small business. Why should the government have so much control over the markets? Let the farmers have control over their own destiny!”

Manning, AB