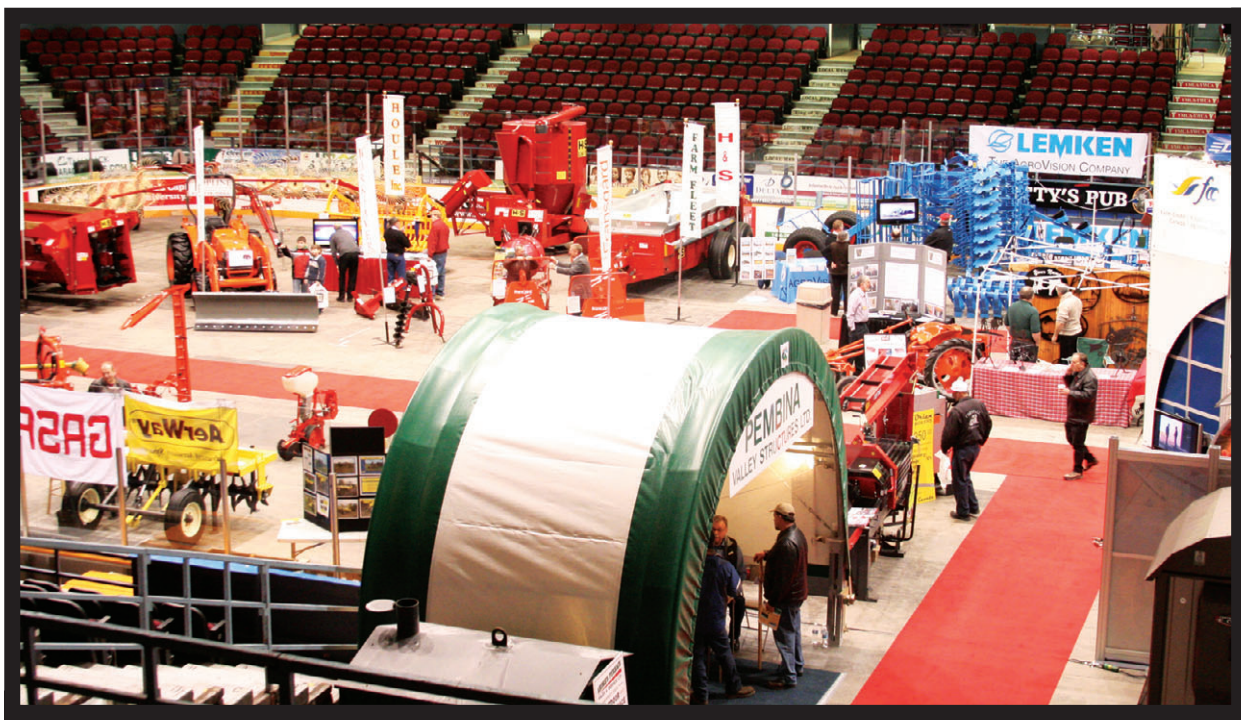








2010

83 Annual

Ottawa Valley FARM SHOW

TUES., WED., THURS.,

March 16, 17, 18

Lansdowne Park,
Ottawa



Ottawa Valley Farm Show grows with 350 exhibitors



OTTAWA — The Ottawa Valley Farm Show (OVFS) is just around the corner.

Running from Tues., March 16 to Thurs., March 18, the show could be the biggest one on record, with about 350 exhibitors signed up to participate in the popular agricultural event at Lansdowne Park in Ottawa.

Ottawa Valley Seed Growers director Barry Dean is in charge of door prizes at the 2010 show, and he has lined up some beauties.

From Agtrek Nutrition Inc., there's a fully paid, four-night stay at Mont Tremblant. From Cover-All Building Systems come five leather jackets to be decorated with the winner's home farm logo. And from Eastern Ontario agricultural societies, there are two sets of four passes allowing entrance to any 2010 Ontario farm fair.

Every visitor stopping at the OVFS ticket booths will be eligible for the draws to be conducted at 3 pm on the last day of the show.

"They're great prizes, and I'd like to thank the sponsors for their participation," Dean said. "We always have room for more door prizes if anybody else wants to consider donating next year."

The 2010 Farm Show is lining up to be bigger and better than ever, with exhibitors offering everything from machinery and equipment, to seed and financial services.

With Canadian Agricultural Safety Week occurring from Sun., March 14 to Sat., March 20, some special attractions at the 83rd annual show will include five-minute hearing tests by Ottawa's Robillard Hearing Centres, and a daily workshop by the Farm Safety Association's Sheila James on farm worker requirements under the Occupational Health and Safety Act.

The Ottawa Valley Farm Show is a key part of the region's agricultural fabric in two essential ways. Not only does it provide a central location to showcase agricultural merchandise heading into the new growing season, but proceeds from the show help finance worthy rural projects. For example, at their most recent meeting, the Seed Growers confirmed a $100,000 donation through the Kemptville College Foundation for the new campus dairy research centre. And the campus' Nick Bray was on hand to thank the association for a $15,000 donation towards the purchase of a new plot combine, at a total price of more than $340,000.

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Sowing seeds for charity

Several presentations were made at a recent meeting of the Ottawa Valley Seed Growers (OVSG) board of directors in February.



Seed Growers president Jim Arbuckle (left) accepted thanks and a memento from Nick Bray of the University of Guelph - Kemptville Campus in recognition of $15,000 donated by the association toward the purchase of a $340,000 research plot combine.



Arbuckle also turned over a $100,000 donation from the association to Colin Carson, president of the Kemptville College Foundation, toward completing and equipping the new campus dairy research centre.



Long-time Seed Growers director Mac James (left) accepted a plaque from Arbuckle in recognition of being nominated to the Ontario Agricultural Hall of Fame.

Photos — Tom Van Dusen

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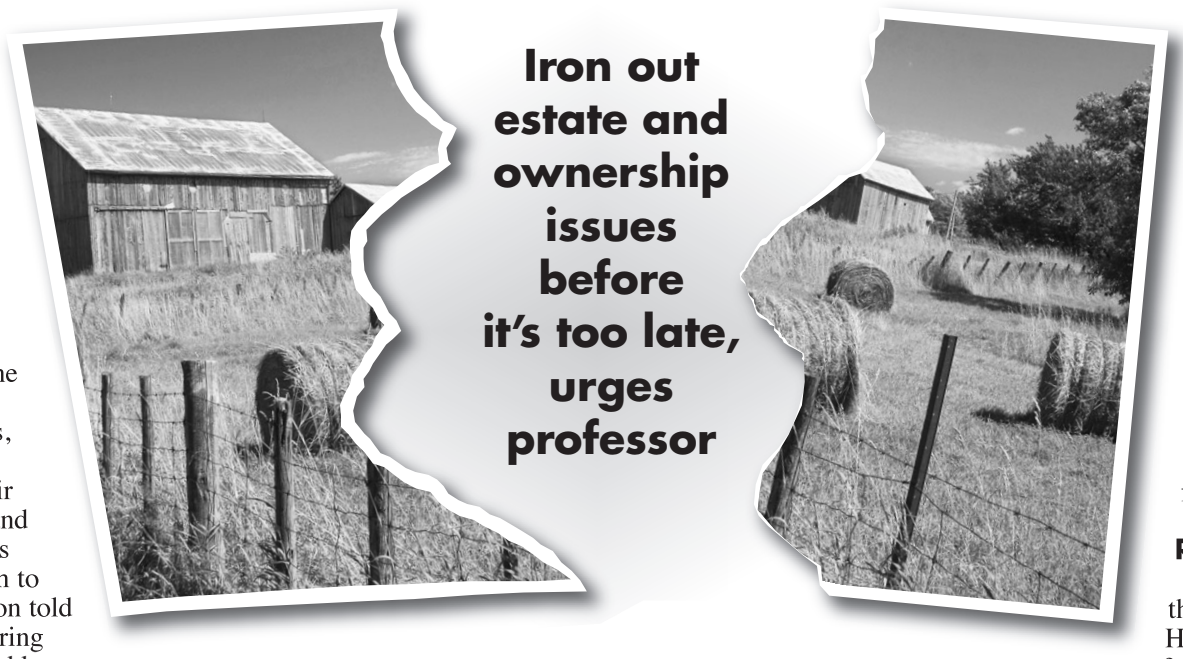
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'Farms can be replaced, but families can't'



Iron out estate and ownership issues before it's too late, urges professor

by Amanda Smith-Millar
Press staff

KEMPTVILLE — Ron Hanson likes to tell the story about five siblings who squabbled bitterly over the family farm.

It was the ugliest estate settlement Hanson has ever been involved with, according to the University of Nebraska agricultural economics professor and family farming counsellor.



University of Nebraska professor Dr. Ron Hanson counsels troubled farming families. As the keynote speaker during the 2010 Eastern Ontario Crop Conference in Kemptville, he urged families to sort out ownership and inheritance issues as soon as possible.

Press Photo — Smith-Millar

"Two of the children had two attorneys, not one, represent their interests — and seven lawyers took this farm to court," Hanson told the crowd during his keynote address at the Eastern Ontario Crop Conference in Kemptville on Thurs., Feb. 18. "What do you think those kids ended up with? Nothing. And the one sister who was sitting there in my office, she hired two attorneys in Omaha to represent her interests. And she said, 'You know, Dr. Hanson, what those two attorneys cost me? They cost me $92,000. It was worth every dollar it cost me. Because the boys didn't get the farm, and that's what Daddy always wanted. Everything for the boys. The boys would've got it all. And nothing for us girls. Nothing. And guess what? The boys didn't get it. And it only cost me $92,000!'"

While Hanson acknowledged the example is extreme, these types of bitter disputes often arise when families fail to discuss who really owns, runs, and will inherit the farm. Most importantly, these issues need to be ironed out while Mom and Dad are still alive.

"When money and property get involved in a family, you find out what people are really like," he said.

Hanson, who hails from an Illinois farm, said his own family was ripped apart due to similar conflicts.

"My dad never once has gone to that cemetery to visit that grave for his parents," Hanson said.

These heartbreaking fights inspired Hanson to prepare a lecture called, "You can buy the family farm but remember, I still own it."

Hanson said he chose the title for a good reason.

"Passing on ownership is one issue, passing on control is another," he told the crowd. "And many times, within that family, parents make the mistake of passing on ownership, but never passing on control. Dad, because of his age, his health, physically can't do it any longer. He might be telling [his] son or son-in-law, 'You can come home, you can take over, you can buy the machinery, rent the land, but I'll still be out there each day to check on things.'"

He added that mothers can fail to pass on ownership in spirit, too.

"It's no different than the family operation where the parents retire, and the son and wife move on the family farm, and Mom thinks she can still walk in that house without knocking," said Hanson. "As a mother told me one day in my office, 'Why would I ever knock on that door, Dr. Hanson? I own that door. I don't have to knock on that door!' That's a family in Nebraska that no longer farms today."

Resolve conflicts early

The monsters might come out of the closet after a parents dies. But Hanson said that the roots of many family disputes stem back to a much earlier time.

For example, Hanson pointed out that most farming dads wear two hats – the boss hat and the dad hat.

"Dad may have to change hats several times during the same day," said Hanson. "The question is, Dad, what hat do you wear, and when do you wear it?"

Dads can't assume his adult kids can tell the difference between the two roles. Plus, he needs to be able to compliment the adult children when they do a good job, and give constructive criticism when necessary.

If Dad only wears his boss hat, and the adult children can't give any management input, they'll grow bitter and resentful, feeling like hired help, explained Hanson.

• *continued on page 21*

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Who will inherit the farm?

• continued from page 20

"Dad has to treat that son or daughter as an adult, capable of making decisions and providing ideas and input," said Hanson.

These types of parents also sometimes raise their kids to be followers, not leaders, and wonder why their children lack the vision, creativity, or strategic skills needed to run a business.

Hanson said dads can't adopt the "if-I'm-not-yellin'-at-ya-things-must-be-okay" attitude. If they do, they shouldn't be surprised if the adult kids have zero interest in taking over the farm.

"This younger generation today, they want to be appreciated," said Hanson. "The trouble is, very seldom do they hear those words of praise. But [when] things go wrong, they never hear the end of it. If Dad only criticizes, points out mistakes, never mentions accomplishments, even in the best of families... you have a negative working environment."

"This younger generation today, they want to be appreciated...."

— Ron Hanson

Kids shouldn't feel obligated to farm at home if their dreams or interests lie elsewhere, Hanson insisted.

"In all my years of working at the university, I have stopped counting the number of times my students have graduated and returned back home, because they have to repay a debt. And their interests and dreams were somewhere else," he remarked. "You should see the tears in their eyes when they graduate. It's not the happiest moment in their lives; it's one of their saddest moments."

What if Dad dies first?

It might not be pleasant to think about, but families have to consider what happens if Mom outlives Dad.

"Here's the question: Would Mom start making the changes she always wanted to, but Dad would never agree to?" asked Hanson.

He recounted a story about a Nebraska couple who were in their 80s. The father was in a nursing home, and his wife still lived on the farm. She had always wanted to bulldoze and re-landscape an overgrown apple orchard on the west side of the house. Nobody had harvested the fruit for decades, explained Hanson, but the husband was nonetheless protective of the neglected trees, which his great-grandfather had planted by hand.

"One evening, that father passed away in his sleep," said Hanson. "The rest home called... the farm early the next morning, and shared the news with Mom. As soon as Mom got that phone call, she made two phone calls. One to the bulldozer, and one to the mortuary. The calls were made in that order — and she looked up neither phone number!" said Hanson, as the audience roared with laughter.

Hanson noted that such immediate and drastic changes won't always occur. Probably, not much will change if Mom was actively involved with the business side of the operation (such as keeping records or paying bills), or worked full-time doing milking and other labour. It's a different story if she had a non-agricultural career, for example.

"If Mom was never involved in the farm, never allowed to be part of the farm; Mom always thought it was 'his' farm, never 'her' farm, I think a lot changes — and very quickly," said Hanson.

The widow might be hesitant to turn full control over to her son, daughter, or in-law who was the father's right-hand helper, said Hanson. It all depends on how much confidence Mom has in that adult's management skills and maturity.

"Now, this will keep a husband awake at night," continued Hanson, as the audience chuckled. "What if Mom gets remarried? What if Mom marries the neighbour down the road? What if he lost his wife four years prior, and he sees Mom all by herself, on this nice old 400-acre farm? And he comes a-courtin'? And he wraps his arms around Mom and that farm together, and gives them a big old hug?"

Again, said Hanson, it will help to sort out these issues while both parents are alive — and put decisions in writing.

• continued on page 22

Farm business ownership succession planning worksheet

1) What personal values do you associate with the importance of family farming? Why is developing a farm succession plan important to your farm family?

2) When family members farm together in a farm business operation, what most often causes the disagreements between these family members? What type of conflicts can actually split a farm family apart?

3) For your family to be successful in implementing a farm succession plan for the next generation, what factors and/or issues need to be discussed by all family members involved? Are there any potential problems that need to be resolved?

4) What problems or issues do you feel could impair the progress of your farm family in developing and implementing a farm succession plan for your farming operation?

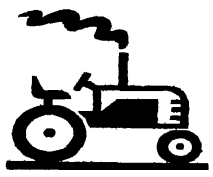
5) How can your family best handle these potential problems before they become conflicts that might damage the relationships between individual family members?

6) Have Mom and Dad discussed their wishes with each family member regarding their farm estate in case of unexpected death of either spouse? Have their wishes been put in writing or even made known to any of the children? Are Mom and Dad willing to sit down with their children and share their feelings and plans for passing their farming operation on to children in their estate plan?

7) If the family is not able to resolve these issues and reach an agreement, would all family members involved be willing to work with (and trust) a professional consultant to develop a business ownership plan for the succession of the family farm to the next generation of family members?

Courtesy of Dr. Ron Hanson, University of Nebraska

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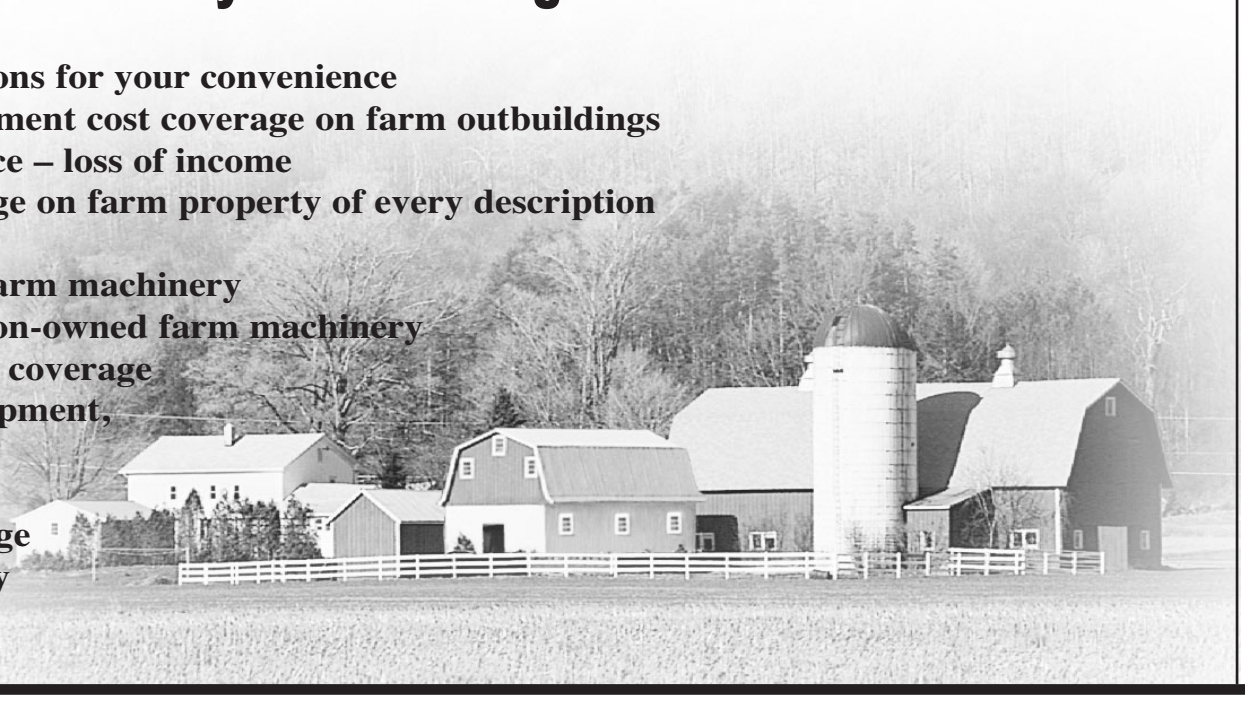
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Who will inherit the farm?

• continued from page 21

Who is family?

When it comes to inheritance, the relationships can become strained between children who took an interest in farming, and those who didn't.

Hanson stressed that important questions need to be answered: Who is family? Are in-laws considered, or even treated, as kin in the business? How much is "sweat equity" worth for adult children who spent decades doing it "Dad's way?"

Parents are also scared about the children's potential divorce, said Hanson. If an in-law gets tied up in the farm and the marriage doesn't work out, it can mean big trouble, financially speaking.

"You know what parents tell me in my office?" he said. "'No way could our son afford that divorce, Dr. Hanson. We'd have to buy her out!'"

The role of in-laws need to be clearly defined, Hanson stressed. That's especially true if, for example, the son is tragically killed in a car accident. Is his spouse still considered part of the operation? Plus, how will that affect the grandchildren?

"If that daughter-in-law leaves in a tiff, those [grandparents] may never see those children again," said Hanson.

Parents also have to realize that whether they admit it to themselves or not, they often have favourites. And sometimes, Mom's star child is not Dad's.

"You treat all those children fairly and equitably — not equally," said Hanson.

He added that some kids care more than others. And some just see the money.

"On family farms, some kids worked harder than others, some kids helped out more, and some kids contributed more," he said. "If you ever get to a point in your life where you no longer can take care of yourself, which of your children will come home to help? Which of those kids will step up and do that? Which of those kids will take you to church on Sunday? Take you to the doctor's appointment? If you end up in a rest home, come and visit? Even if that child lives 2,000 miles away, every single day they find that time to call and make your day a little happier?"

> ***"You treat all those children fairly and equitably — not equally."***
>
> *— Ron Hanson*

A fair selling price

Pleasant family relations can go sour fast if Mom and Dad decide to sell the farm. Hanson pointed out that sometimes, a developer will step in and offer a selling price far above what the parents thought their operation was worth. The adult children might not be able to compete, said Hanson.

The kids might want to inherit the farm, but Mom and Dad might live for a long time. Working out a fair selling price that provides parents with a secure financial retirement, but at a price the children can afford, is no easy task, Hanson said.

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Wear gloves *and* disinfect hands when milking

by Amanda Smith-Millar
Press staff

KEMPTVILLE — Farmers could prevent mastitis in its early stages and save money — just by using gloves and disinfecting their hands while milking.

That key piece of information was one of the highlights of a presentation courtesy of Dr. Daniel Scholl, a University of Montreal professor and scientific director of the Canadian Bovine Mastitis Research Network (CBMRN), who spoke at Kemptville Dairy Day on Thurs., Feb. 11.



Dr. Daniel Scholl

In his lecture, "Management Practices and Intramammary Infections: New ideas for an Old Problem," Scholl said there are some easy-to-implement strategies to prevent mastitis, an infection of the mammary gland that's common in herds, negatively affects milk production, and can be transmitted between animals.

According to the CBMRN, mastitis is the most common and financially draining disease affecting Canada's dairy industry. Annual losses due to mastitis are estimated at about $300 million. These losses include all sorts of costs — reduced milk production, unusable milk due to clinical episodes and antibiotic treatment, early culling, cow replacement cost, veterinary bills, and therapy.

Scholl compared mastitis to an iceberg. Farmers, he said, only see the tip of that iceberg, which is the fourth and final stage of the infection. That means the mastitis is "clinical" — the milk could be clotted and watery; the teats are swollen and red; and the cow is depressed or might have a fever.

But before that point, in stages one to three, the mastitis is "sub-clinical."

"Three out of the four are sub-clinical," he observed.

According to 2007-2008 data from the CBMRN, in one year, up to 40 per cent of lactating cows per herd could have sub-clinical mastitis. While the cow often fights off the disease with her natural immunity, the sub-clinical disease can still affect production, resulting in a significant financial loss over time.

"The point is, sub-clinical mastitis is pretty common," said Scholl. "Because it's so common, even though it only causes mild elevations of somatic cell counts, when you add this up... those are a lot of somatic cells."

Stop mastitis in its sub-clinical stages, prof suggests

Conventional wisdom, said Scholl, has always suggested that gloves promote hygiene.

"The reason that we promote the use of gloves during milking, is because milkers' hands — our hands — they're full of cracks, crevices, things like that," he noted. "Gloves are slick, gloves are slippery; it's hard for bacteria to stick to them, and they should be easier to clean during milking. Which makes the milking environment, things that come into contact with the teat end, just that much cleaner."

In a 2008 study, one research team decided to test that logic. They compared samples from the hands of producers in four categories: farmers who milked with bare hands; farmers who disinfected bare hands; farmers who used gloves; and those who used disinfected gloves.

When compared with the samples from bare hands, there was an 85-per-cent drop in bacterial load when the farmer had disinfected bare hands. Comparatively, there was a smaller (but still significant) 75-per-cent drop in bacteria if the farmer used gloves, but didn't disinfect them.

The most significant drop (98 per cent) occurred when farmers not only wore gloves, but disinfected them regularly.

"That's a lot," said Scholl.

So yes, gloves are effective — but it's the disinfectant that does the trick, according to this study.

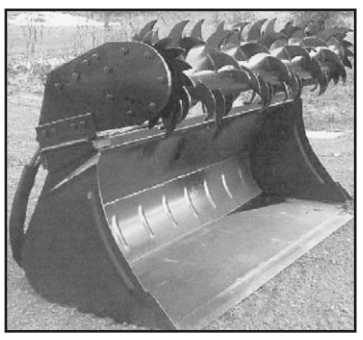
"It can have a big impact on how much bacteria comes into contact with teat ends," said School.

He urged farmers to use gloves and disinfectant.

"A really simple thing to do — not many people do it," said Scholl.

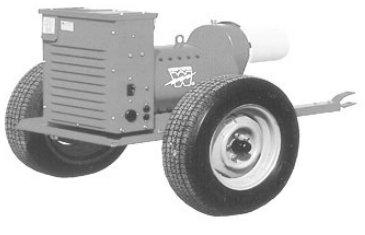
Scholl also discussed the importance of making sure infected cows never find their way into the barn. Before buying an animal, he said, farmers should ask for a milk sample to test for bacteria. About seven per cent of farmers reported that they sample milk from a cow before buying it; meanwhile, 26 per cent sample after buying. Half of the farmers said they wouldn't return an infected animal to the seller.

Scholl added that farmers should sell or segregate persistently infected cows with one of the most problematic diseases causing mastitis: Staphylococcus aureus. Producers also need to test their cows regularly. When farmers were asked if they take milk samples for bacteriological analysis, 25 per cent said they test all cows once per year. A total of 32 per cent said they only test cows they suspect might be infected, and 43 per cent never test their cows.

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March is Equine Month at University of Guelph - Kemptville Campus

KEMPTVILLE — Students in the Bachelor of Bio-Resource Management Equine Management (BBRM) degree program at the University of Guelph - Kemptville Campus have been working hard since last fall to prepare and organize a number of equine events to be held both on and off campus this March.

The month kicked off with the College Royal from Thurs., March 4 to Sat., March 6. The Equine Career Fair will be held on Wed., March 17, a Night at the Races at the Rideau Carleton Raceway on Sun., March 14, and the second annual Kemptvillian Medieval Festival will take place on Sat., March 20.

The Kemptville College Royal attracts thousands of people each year to the campus' annual open house. Featured among the many agricultural activities is the horse show held inside the AM Barr Arena.

The Equine Career Fair gives attendees an opportunity to talk with industry representatives from various careers including equine nutritionist, veterinarian, and farrier. Akaash Maharaj, CEO of Equine Canada, will give an opening talk on the equine industry in Canada. HorseJobs.ca will be providing tips on career searching and resume writing. The event is scheduled to take place from 6 to 9 pm in Purvis Hall. Admission is free.

Students stage Medieval Festival

Step back to the year 1493 to celebrate the birthday of King Rowan on March 20 in the AM Barr Arena from 10 am to 4 pm. Peasants and nobles from near and far will travel to attend the Kemptvillian Medieval Festival. Brave knights will display feats of horsemanship in the jousting lanes, while merchants pitch their tents to sell their wares. Festivities include archery, sword fighting, wandering minstrels, dancing, and children's crafts. The cost is $15 for adults; $10 for students; $40 for a family.

Events taking place off campus include the third annual Kemptville Campus Night at the Races at the Rideau Carleton Raceway on March 14. Transportation is provided from Kemptville Campus for those wishing to take the bus leaving at 5 pm. Tickets are $25, or $30 with bus. Students receive a $3 discount on ticket prices.

Students from Kemptville Campus will represent all equine programs at the Can Am Equine Emporium being held in London, Ontario from Fri., March 19 to Sun., March 21. This exposition features everything equine, and the students will be working together with HorseJobs.ca and Equine Canada to promote equine education at the University of Guelph.

For more information on any of the events, contact Dr. Katrina Merkies, 613- 258-8336 x61316; or kmerkies@kemptvillec.uoguelph.ca.

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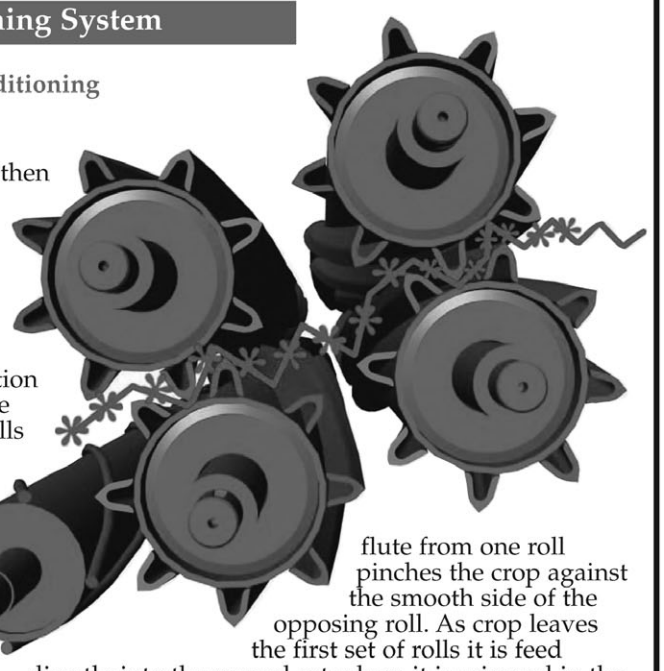
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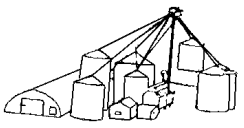
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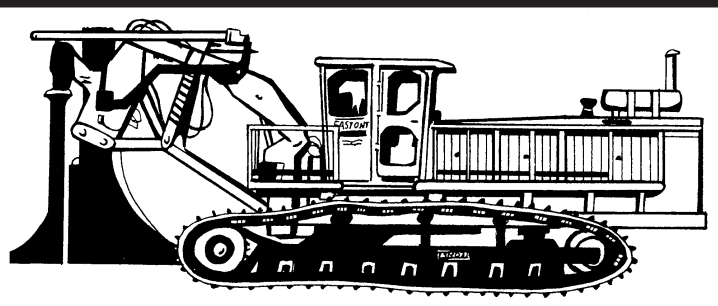
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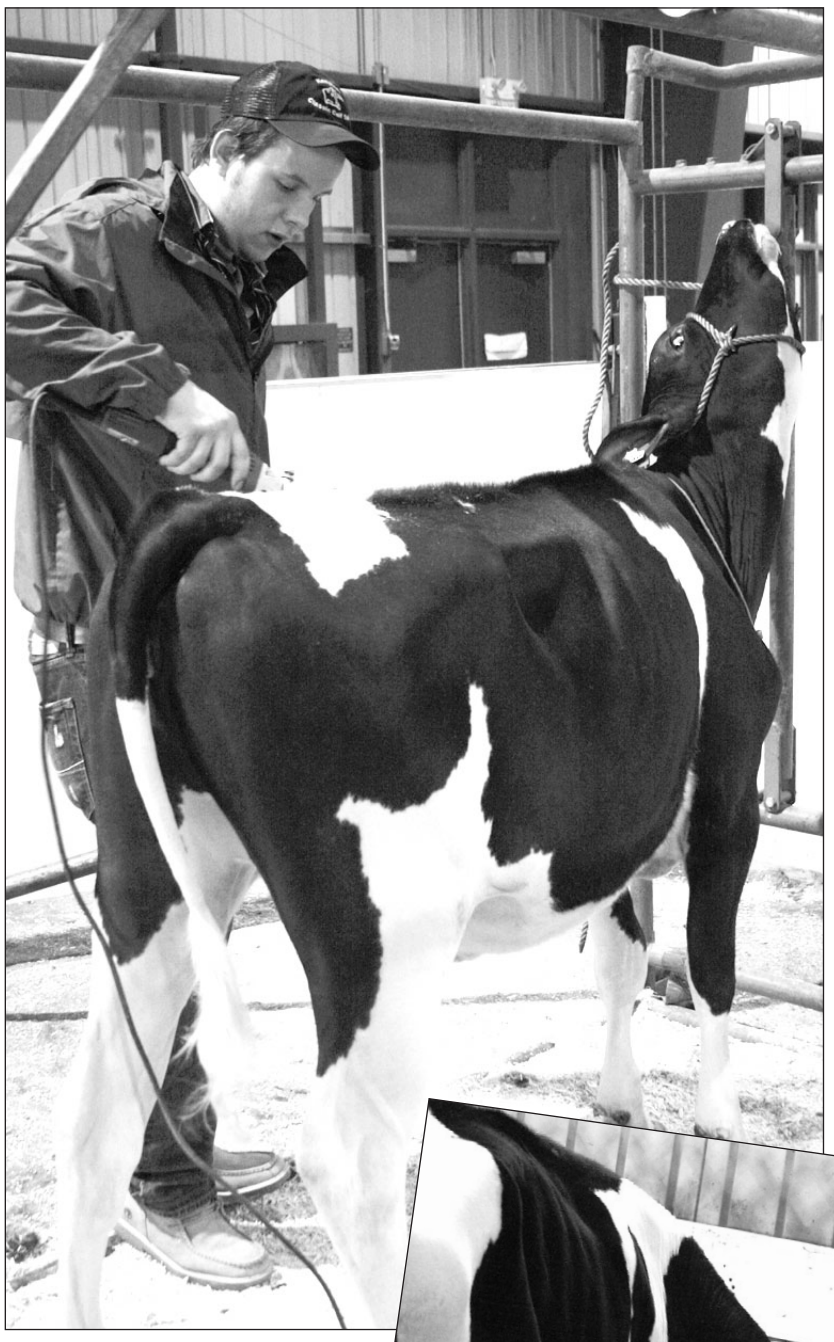
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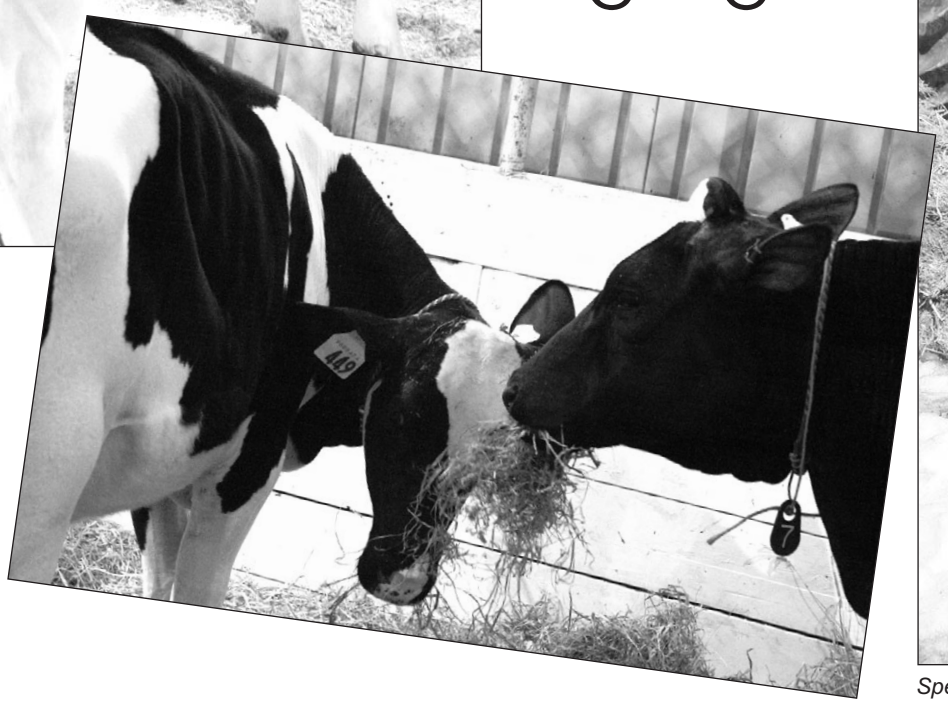
The 83rd annual College Royal took place at the University of Guelph - Kemptville Campus from Thurs., March 4 to Sat., March 6. Events were held on campus, as well as at the college's AM Barr Arena. Highlights included a Western horse show, horse and dog relay contests, a celebrity milking competition, and much more. The three-day event concluded with an awards banquet and dance inside the WB George Centre.

Press Photos — Uhrig



Jennifer MacKie worked the vegetable and fruit table at the Food and Nutrition exhibit. Four tables were set up to display the four different food groups that make up Canada's Food Guide, and MacKie showed off the level of salt in both a can of peas (right) and a bag of frozen peas.

83rd annual College Royal highlights



Above:
Marty Hazeleger trimmed some excess hair off his calf before the College Classic Calf Sale on Fri., March 5.

Right:
These two bovine beauties shared a meal together before the calf show.



Spencer Nelson had the duty of hauling hay and other feed for the cattle.

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MAIZEX

Creating sustainable energy with biomass from the farm

by Matthew Uhrig
Press staff

KEMPTVILLE — To some, biomass is simply excess waste, found in the form of wood chips, spoiled grain mill product, or crop residue.

But, to those in the farming community, biomass could equate to a high financial gain, if disposed of properly.

This is where the Ontario Power Generation (OPG) comes into play.

OPG's biomass energy program began in 2009, and has targeted 2012 as the year it will begin using renewable biomass as a replacement for coal in some of its electricity-generating units.

Two of the eight units at OPG's Nanticoke station near Simcoe, and two of four units at OPG's Lambton plant near Sarnia, were selected for closure. The Nanticoke site is known as the largest coal-fired power plant in North America, and one of the 10 largest in the world. On average, it produces 20 to 24 billion kilowatt-hours, enough electricity to run approximately 2.5 million households, according to OPG.

OPG also has coal-fired plants in Atikokan and Thunder Bay.

According to OPG, biomass has the potential to play an important role in reducing greenhouse gas emissions, and this was the message delivered by Rob Lyng, OPG's biomass energy program manager, when he spoke at the 2010 Winter Woodlot Conference at the University of Guelph - Kemptville Campus in February.

In his speech, Lyng said OPG has been mandated by the Government of Ontario to no longer make use of coal for health and environmental reasons.

By replacing coal with biomass, OPG plans to completely phase out the use of coal by 2014. In September 2009, a Government of Ontario press release stated the unit closures at Nanticoke and Lambton would be taking place by October 2010 — four years ahead of the 2014 target. (The Ontario Liberal government, under Premier Dalton McGuinty, originally promised to end coal use in Ontario by 2007, but extended their deadline.)

> ***"It's coming soon. We're well on the way to be rid of coal altogether in this province."***
>
> *– Brad Duguid, Ontario's minister of energy and infrastructure*

"It's coming soon. We're well on the way to be rid of coal altogether in this province," said Brad Duguid, Ontario's minister of energy and infrastructure, in February. "If we could do it before, I'm sure we would, but I see no plans that we could do it completely before 2014."

The conversion of biomass is already an established practice in several European countries, said Lyng. He also stated that OPG's program will not be using the biomass for the creation of fuel — known as biofuel or bioethanol.

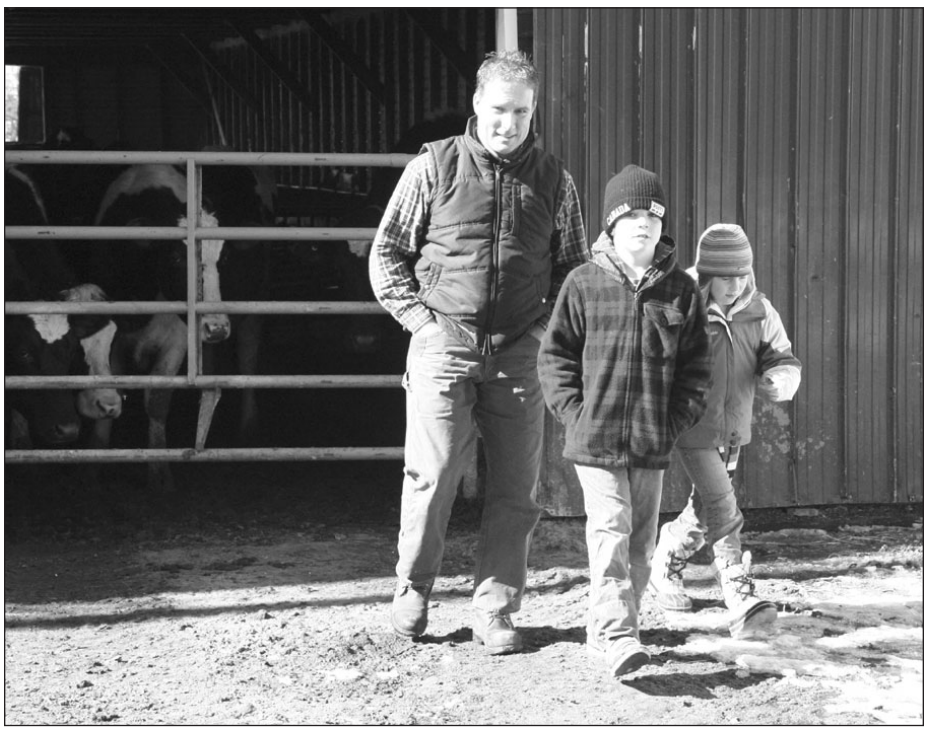
Under the plan, said Lyng, OPG will buy biomass from farmers and arrange transportation of the product to one of the plant sites.

"We're working on good synergy between the agriculture and forestry sectors," said Lyng.

OPG initially began testing this practice at its Atikokan Generating Station in 2009, and has said the plant will be fully converted from coal-fired units by 2012, while the remaining plants remain on schedule to be converted by 2014.

Most of the electricity produced by OPG, at its other plants or hydroelectric dams, comes from nuclear and renewable water power sources that produce virtually no greenhouse gases, according to OPG.

Biomass conversion will help contribute to OPG's transition to an even lower emission generator, said Lyng.



Rallying the troops

The Dundas County Holstein Club held its annual barn rally on Sat., March 6. Local residents and farming enthusiasts were invited to venture out and take a tour of four area barns. The list included Belsmith Farms in Iroquois, H.J. Boyd and Sons in South Mountain, Lolan Holsteins in Brinston, and Signature Holsteins in Morrisburg. The Winchester Press *caught up with Oliver Thurler (left) and his children, Nevan and Ireland, as they toured through the Boyd facility just outside of South Mountain.*

Press Photo — Uhrig

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SAFETY live with it

Setting up windbreaks key to successful crops

by Matthew Uhrig
Press staff

KEMPTVILLE — As a society, we are aware of the important role that trees play within day-to-day existence.

While we know that they play a large part in helping to produce oxygen and reduce the level of carbon dioxide in the air, trees can also play a crucial role in preventing soil erosion in a farmer's field.

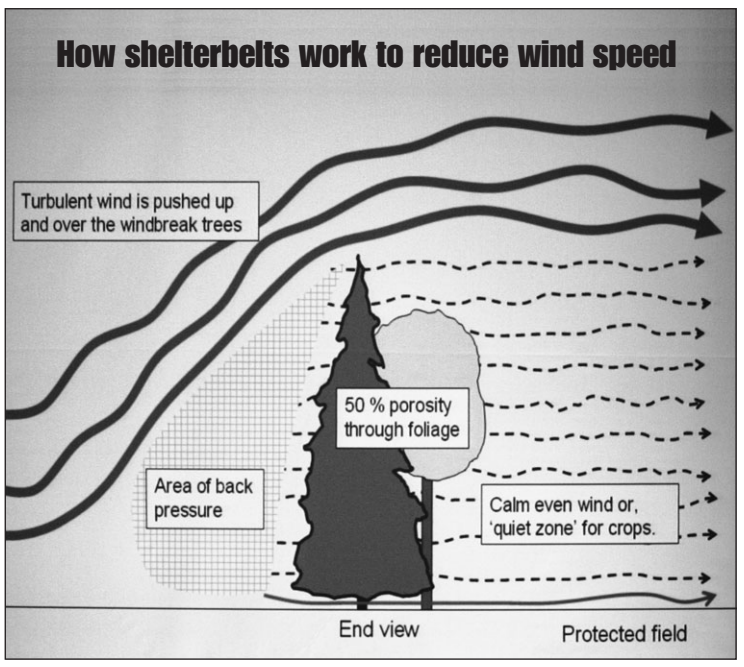
A row of trees, commonly planted around the edges of fields, is known as a windbreak or a shelterbelt. They can be set up along roadways to keep snow from drifting, while they may also be planted in front of a rural home to reduce the visual interference of roads or to mitigate the level of traffic noise.

As well, according to Todd Leuty, an agroforestry specialist with the Ontario Ministry of Agriculture, Food, and Rural Affairs (OMAFRA), if a windbreak is designed properly around a home, it can help reduce the cost of heating and cooling, and even save energy.

During his talk on windbreaks at the 2010 Winter Woodlot Conference, held at the University of Guelph - Kemptville Campus in February, Leuty urged for the ushering in of this practice as a way to prevent loss of quality resources on the farm.



Todd Leuty, OMAFRA agroforestry specialist, gave a talk on windbreaks at the 2010 Winter Woodlot Conference.



"It's planting trees to protect fields," he said. "Having soil exposed is risky; you can lose good top soil."

Leuty said that protecting soil is one of the most important things a farmer can do, especially when dealing with high-value crops, such as fruits and vegetables.

Windbreaks also allow for air circulation, protect crop and yield quality, and reduce wind speeds, said Leuty. However, it's been found that trees do tend to continue to allow wind flow, but it's about 50 per cent less than direct wind.

Leuty's explanation of how windbreaks work was simple — turbulent winds go up and over trees.

However, he did caution that certain species of trees work better as windbreaks than others. For instance, spruce, cedar, and pine provide ideal airflow, according to Leuty. These conifer species also provide an ideal sheltering effect, said Leuty.

"Conifers seem to be the better choice," he said.

Planting trees as windbreaks can also help to eliminate odours associated with chicken and hog barns, said Leuty.

"Windbreaks help lift the wind over barns, and dilutes the smell coming off them," he said.

According to Leuty, windbreaks can also be quite cost effective for the farming community.

At today's rates, conifer trees amount to approximately $50 a tree, and a minimum amount needed, according to Leuty, is 35. That's a total of $1,750 spent to prevent field soil from eroding, said Leuty.

Spending a little extra money to protect sensitive crops and improve soil conditions will create savings in the long run, said Leuty.

Otherwise, "a lot of dollar value can be lost," he added.

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