



we send out is of good quality.”

Over the last two years, the company has also increased its storage capacity for corn. “We are now capable of storing 25,000 metric tons of corn on the premises,” Friesen states. Unfortunately, that added storage capacity has gone unutilized since then because the last two corn crops were both “a disaster,” he says, ruefully. “A little bit more than a year ago, it was drought; last year, the crop looked really promising and we were expecting a record-breaking crop to be harvested in October, and then Hurricane Earl took that.”

The vicissitudes of weather notwithstanding, Friesen stresses that working through a cooperative such as Bel-Car is still and always the best option for its foreign buyers. “We’re not a commodities broker,” he asserts, “we are grower-owned. Any customer who deals with us deals directly with the farmers. They don’t have all these middlemen to feed. If you come to Bel-Car, you come to the farmers – farm-direct and fresh.”

PREFERRED VENDOR

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UPL, formerly United Phosphorous Limited, is one of the leading global producers and exporters of crop protection products, including herbicides, insecticides, fungicides, and fumigants. UPL also offers comprehensive post-harvest solutions for grain, fruit, and vegetables that enhance marketability, and farmer incomes.

