

SEED

Association of Alberta Co-op Seed Cleaning Plants Ltd.

PLANT NEWS

THE 58TH ANNUAL GENERAL MEETING

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"In business, in sport, in life, attitude is everything."

Joan McCusker

The 58th Annual General Meeting of the Association of Alberta Co-op Seed Cleaning Plants will take place January 13-15, 2011 at the Westin in Edmonton, Alberta. We are pleased to have Joan McCusker join us as our keynote speaker on Saturday morning. Joan McCusker believes it is ordinary people who do extraordinary things. Through her experiences as a teacher, mom, world champion curler, Olympic Gold Medallist and CBC Commentator, Joan has collected a number of observations on the attitudes that propel ordinary people to build extraordinary lives. With a big smile, plenty of humour and tons of Olympic examples, Joan explains the type of attitude and teamwork that builds success in every aspect of life.

For the Women's Program – we are very excited to have Lesley MacDonald join us on the Friday morning. Lesley MacDonald has interviewed hundreds, perhaps thousands of people during her more than 25 year career in television news. She has always been interested in knowing what makes people tick and in what makes one person succeed where others have failed. Drawing upon her experience interviewing celebrities and 16 years of profiling amazing Edmonton-area women in her Global Woman of Vision series, Lesley identifies the common threads and characteristics that make happy, fulfilled, successful people. She illustrates the rewards of following through on a vision.



Joan McCusker – Characteristics of Successful People – Saturday, January 15th, 10:30 am

Then on Friday afternoon, thanks to the generous sponsorship of the Managers Association, the women will be off to West Edmonton Mall for an afternoon of shopping and fellowship.

A block of rooms is available under the Association of Alberta Co-op Seed Cleaning Plants at a reduced rate of \$115.00 which includes parking. The deadline to reserve hotel accommodations is December 17, 2010. Please phone (780) 493-8982 (ask for Lilliana Nguyen) or to reserve online <http://www.starwoodmeeting.com/StarGroupsWeb/res?id=1011039663&key=A75AB>.

HOPE TO SEE YOU IN JANUARY!!

NEW FOR 2011

Take advantage of our Early Bird Registration at \$220.00/delegate (in order to receive this rate, registration and payment must be received by December 17, 2010). After December 17, 2010, registrations will still be accepted at a rate of \$280.00/delegate.

LESLEY MACDONALD



Women's Program – Power of Vision – Friday, January 14th, 10:30 a.m. – Strathcona Room

Lesley MacDonald is the founder, producer and host of the Global Woman of Vision Television program, a 16-year national award-winning series that celebrates the accomplishments of inspirational women in the Edmonton area. She writes about their stories as well in the *Edmonton Journal*.

Lesley's experience in television spans more than 25 years, from copy clerk to reporter/anchor at Global Television in Toronto, to anchor/producer at Global Television in Edmonton. She now runs New Viewpoint Communications, working on a variety of media-related and communications projects. She is also a sought-after public speaker and acts as host, moderator, emcee and speaker for countless local and national programs and events.

Lesley is an active member of the Edmonton community. She has served on the United Way cabinet for more than 10 years, is an advisor to the Immigrant Access Fund and a member of the Downtown Rotary Club.

Lesley is the recipient of a Woman of Style award for excellence in the media and an honorary Rotary Integrity Award. She is married to her husband Rob and has two teenagers.

TENTATIVE BUSINESS AGENDA

THURSDAY – JANUARY 13, 2011

5:00 - 8:00 p.m. • CONVENTION REGISTRATION

2nd Floor - North Foyer

Provided by Foster Park Basket

IMPORTANT

Delegates and Managers
Credential Cards must be completed and presented at Registration Desk.

8:30 - 11:00 p.m. • RECEPTION

(Saskatchewan Room)

FRIDAY – JANUARY 14, 2011

7:30 - 8:30 a.m. • BREAKFAST

– (BC/Alberta/Yukon Rooms)

Co-sponsored with Foster Park Basket

8:00 a.m. • CONVENTION REGISTRATION

Provided by Foster Park Basket

2nd Floor – North Foyer

Exhibits (North Foyer)

8:45 a.m. • JOINT OPENING

– Delegates, Managers, Guests
(Manitoba/Saskatchewan Rooms)

Call to Order – President

O Canada – Julia Walker

Invocation – Lloyd Lidberg

Greetings from the Westin Hotel

9:00 a.m. • Opening Address
Greetings from Alberta Agriculture
Greetings from A.A.M.D.C.
Greetings from Alberta Seed Growers' Assoc.
Introduction of Association Directors & Spouses
Approval of Agenda
Draw for Women's Prize – **Sponsored by BASF**

9:30 a.m. • Presentation and Adoption of Minutes

Business Arising out of Minutes

Appointment of Committees

• Resolutions

• Finance (Budget)

9:45 a.m. • Reports – BOD

10:15 a.m. • WOMEN ADJOURN

Women's Program

Refreshment Break (West Foyer)

Exhibits (North Foyer)

10:30 a.m. • Reports

– General Manager, Lorena Pahl

– Auditor, Daryl Andre

Disposition of Resolutions

11:20 a.m. • Insurance Program Update

Rob Dechant – Foster Park Basket

11:50 a.m. • LUNCHEON

– (BC/Alberta/Yukon Rooms)

Co-sponsored with United Agri Products

1:00 p.m. • Succession/Business Plans –

Merle Good

Saturday, January 15, 2011 – Evening Entertainment – Ain't No Rodeo



Ain't No Rodeo was formed in the summer of 2008. They are a group that enjoys getting out in front of people and rockin' the house with some great country and classic rock tunes. Their set lists are as diverse as their members. Ain't No Rodeo plays everything from Garth Brooks and George Strait, to Johnny Cash and Waylon Jennings, to Tragically Hip and Lynyrd Skynyrd.

Friday, January 14, 2011 – Norma McKnight – Ventriloquist



When was the last time you saw a really skilled, funny ventriloquist? Norma McKnight is a knockout as she chats with a hot-blooded granny! Norma McKnight is Canada's amazing comedy-ventriloquist. She recently wrapped up her position as principal puppeteer and contributing writer for the late Shari Lewis' "Lambchops Play Along" television show. Most recently she has appeared on the Comedy Network's "Adventures in Comedy". She performs regularly on board some of the world's leading cruise ships and has performed at hundreds of corporate shows and public festivals.

Please join us for some great socialization and camaraderie with your industry suppliers, trades people and association members.

Friday January 14, 2011 • 7:30 - 11:30 pm

Prizes will be awarded from each region of the province along with several door prizes.

Brought to in conjunction with The Manager's Association.

2:00 p.m. • *United Agri Products* – Brodie Blair

2:30 p.m. • *Health Benefits Program*
Doug Sample – Morneau Sobeco

3:00 p.m. • **Refreshment Break** (West Foyer)
Exhibits (North Foyer)

3:30 p.m. • **BASF** – Scott Chapman, Stan Bell

4:00 p.m. • Presentation of Resolutions
Must be handed in by 3 p.m. Friday

4:30 p.m. • Regional Elections (Regions 5, 6 & 7)

– ADJOURNMENT –

7:30 - 11:30 p.m. • Norma McKnight,
Ventriloquist
(Manitoba, Saskatchewan Room)
Sponsored by your Allied Trade Group

SATURDAY – JANUARY 15, 2011

7:30 - 8:30 a.m. • **CONTINENTAL BREAKFAST**
(BC/Alberta/Yukon Rooms)
Exhibits (North Foyer)
Annual Meeting
(Manitoba/Saskatchewan Rooms)

8:45 a.m. • *Marketing Tactics*
Shawn Brook – Issues Ink

10:00 a.m. • Refreshment Break (West Foyer)
Exhibits (North Foyer)

10:30 a.m. • *"Characteristics of Successful People"*
Joan McCusker

12:00 p.m. • **LUNCHEON**
(BC/Alberta/Yukon Rooms)
Sponsored by Bayer CropScience

1:00 p.m. • *Bayer CropScience* – Monica Klaas

1:30 p.m. • *Managers' Association Update* –
Ron Wirsta

1:45 p.m. • *Syngenta* – Antonio Tajeda,
Rob Bishop & Shad Milligan

2:15 p.m. • *"If I Can Do It, You Can Do It"*
Clive Seed Cleaning Co-op Ltd.
Fairview Co-op Seed Cleaning Plant Ltd.
Westlock Terminals (N.G.C.)

3:15 p.m. • Budget, Resolutions,
Appointment of Auditor, Unfinished
& New Business

– EVENING ENTERTAINMENT –

5:45 p.m. • Reception – **Women's corsages
compliments of Bayer CropScience**

6:30 p.m. • Banquet – (Ballroom)
Awards Presentation
Entertainment: Ain't No Rodeo
Sponsored by Syngenta

JUST FOR LAUGHS

Christian Bear

One Sunday, a priest decided to skip church and go hunting in the neighbouring forest. So while he was hunting he saw a gigantic grizzly bear that had stopped to get honey from a beehive. The priest thought the bear was good game, so he clumsily shot at it, and he missed. The bear, startled by the shot, jumped up and started charging at the priest. The priest used his only option: he dropped to his knees and prayed. "Dear God," he said, "Please let this bear be a good Christian, a better one than I was." As the bear drew closer, is dropped to its knees and said, "Dear God, thank you for this meal I am about to receive."

Racing bears

Two friends are out squirrel hunting when they encounter an angry bear. The bear is coming toward them and they know they can't stop it with their squirrel guns.

The first hunter says "What are you going to do?"

The second hunter says "I'm going to run like hell."

The first hunter says "Are you crazy? You can't outrun a bear!"

The second hunter says "I don't have to outrun that bear. I only have to outrun YOU!"



Grand Opening - Clive Seed Cleaning Co-Op Ltd.

June 25th was a great day for the Village of Clive, as approximately 60 County and local officials and residents gathered to celebrate the Grand Opening of the Clive Seed Plant Co-Operative with burgers, a special cake and all the trimmings.

Co-Op members had put many hours of dedicated work into a massive upgrading of the facility, and the results seemed to please everyone in attendance for the celebration.



The Clive Seed Cleaning Co-Op

Besides the addition of increased storage capacity, the Co-Op's new colour sorter machine, shown at left, will allow members to program the separation of unwanted seeds from salable grains.

Dave Rainforth, Chair of the Clive Co-Op's board, stated "With this machine we have taken feed wheat and made it top wheat, which will be a huge benefit to our members and customers. Our bushels per year should increase with the sorter from 150,000 to between 600,000 and 800,000."

Costs of the project were shared by Lacombe County, which contributed \$250,000 to the project, subject to a matching amount being raised through the sale of shares in the Co-Op.



Above, the new seed sorter. Photo courtesy Annita Cole

Lacombe County Reeve Terry Engen brought greetings from County Council, while Board member and County Councillor Rod McDermind expressed pride at being able to take part in such a vibrant and strong community.

The facility's expansion was seen as a crucial turn for the Co-Op, which realized over the last several years it would either have to grow or close down.

Chairman Rainforth asserted, "Farmers now have a place to efficiently clean their seeds without travelling extensive distances."



Above, Co-Op Board members gather for the camera.

SEE THE WASTE, DON'T WASTE THE SEED

How does lean apply to a seed cleaning plant? In order to understand how, we first need to understand what lean is. Business books sometime define lean as, "adding value to the customer while eliminating waste". Initially linked to manufacturing because of lean thinkers like Toyota and Henry Ford – however, lean is much more than a manufacturing, metal banging "flavour of the week"!

Lean thinking is about creating a culture of continuous improvement. Everything is a process. Lean thinking asks the question: What are we doing now, and how can we do it better?

Seed cleaning is a process. Let's look at seed cleaning through lean eyes, based on five basic lean principles:

- 1. Define value from the customer perspective (what does the customer want to pay for?)**
- 2. Identify the value stream (what are the processes involved in seed cleaning?)**
- 3. Make process flow improvements (how can we shorten the time/handling between the time the seed arrives until it leaves the plant?)**

Some examples of wastes are below:

Waste	Example
Transportation	Excessive movement of the seed throughout the plant. An example could be manually moving seed from sorters to treatment areas. The seeds need to move through the process, but is that movement minimized? Are we using pallet jacks to move seeds through or are we using effective hoppers?
Inventory	Inventory means many things. The nature of seed cleaning is that incoming "raw material" of seeds to be cleaned arrive as they are harvested and we accept all that arrive, since we are a co-op and this is our livelihood. However, look at inventory of chemicals for treating as an inventory. If we have more chemicals than needed, we not only require extra space to store the chemical, we have tied up valuable cash flow in chemicals that we do not yet need.
Excessive Motion	Are we bending to pick up a 70 lb. bag of seed, when we should be using assisted lift? Are we reaching above our head to do maintenance on a shaker sorter when we should be using a ladder to have it at a safe height? Excessive motion is often related to ergonomics and safety.
Waiting	Waiting for information, people, equipment and maintenance repair are all waste in the lean world such as if a shaker sorter breaks down unexpectedly and a replacement part has to be ordered in.
Overproduction	Treating more seeds than are needed would be a good example of overproduction. If the customer only wants 200 tonnes treated today, and then there is a requirement for untreated that was supposed to be available, this would not allow us to meet the customer's needs.

Continued on page 6.

ERGOT CONTAMINATED SCREENINGS

Over the last few weeks, the Ag-Info Centre has received calls asking if it is safe to feed screenings contaminated with ergot to various types of livestock.

This practice is not recommended and can result in numerous problems.

Ergot contains estrogen. The ingestion of the hormone estrogen can cause abortions in pregnant animals and cause temporary sterility in non-pregnant females. This applies to all classes of livestock.

Ergot is also a vaso-constrictor. Blood flow to the feet, ears, and other extremities is restricted. There have been cases where the tails have fallen off of cattle and horses; feet – including the hooves or claws have fallen off as well.

Animals will lose weight and become thin within 6 to 8 weeks when ergot is fed.

If there are additional questions or concerns, please call or send an e-mail.

Barry Yaremicio
Beef and Forage Specialist
403-742-7926
Barry.yaremicio@gov.ab.ca

Bayer CropScience wishes you all the best during the Holiday Season and a great start to the New Year.



2009-2010 TOP 5 SEED PLANTS

(units are in bushels)

Grain Cleaned

1. Three Hills 1,209,161
2. Stony Plain 898,551
3. Morinville 888,157
4. Westlock 863,138
5. Bashaw 860,804

Pedigreed Seed

1. Taber 315,675
2. Paradise Valley 297,671
3. Westlock 262,605
4. Enchant 255,402
5. Three Hills 220,549

Commercial Seed

1. Three Hills 758,627
2. Provost 718,718
3. Coronation 647,565
4. Westlock 597,828
5. Foremost 580,223

Seed Treated

1. Westlock 220,666
2. Three Hills 191,077
3. Strathmore 157,996
4. Forestburg 106,991
5. Hussar 105,797

Separations

1. Stony Plain 567,025
2. Bashaw 378,586
3. Morinville 366,736
4. Enchant 283,840
5. Vermilion 235,846

FORESTBURG CO-OP SEED CLEANING PLANT

is now offering a position in their grain processing operations. This can be full time or seasonal with competitive salary, pension and benefits.

Please contact Myron at 780-582-3819 or fscp@wildroseinternet.ca

Continued from page 5.

Waste	Example
Overprocessing	Are we using the right tools for the right job? Many seed cleaning plants are small and should have the equipment appropriate to the volume and quality requirements.
Defect	What is your yield of incoming seed to output? How effective is your pre-cleaning and sorting? How much rework or loss do you see in your plant? All these are indicators of defects.
Untapped Human Potential	Many seed cleaning plants are small in number of employees. Everyone has to contribute and are we asking the right people to do the right jobs? This means coaching for success and not policing for failure.

Develop the correct management mindset, vision and culture to support the long-term growth of all levels of your company by balancing the needs of the customer, employees and stakeholders. The focus is to develop an understanding of how to balance between long-term and short-term thinking. The focus is also on the internal development of the skills required to produce value and accepting responsibility for the results.

Have an objective look at what are the pressing issues within your plant and realize

that people are your greatest asset and hold the key to the success in creating a culture of continuous improvement. Of course this is just one aspect of lean thinking in a seed cleaning plant. There are many other applications and discussions around lean, however, a good start is to "see the waste".

I would like to thank Three Hills Seed Cleaning Plant for their input and would be happy to have further discussions or answer any questions, Jay Warren, Sustainability Coach, HPS Inc., jwarren@hpsinc.ca

ROLE OF A SEED TREATMENT

According to preliminary testing through BioVision Seed Labs, seed quality for both cereals and pulses is in poor condition compared to last year. Producers are advised to test their seed, and source the best quality seed available. Additionally, the chart below indicates that soil-borne disease pressure remains constant no matter the spring environment conditions.

Control diseases no matter what the weather				
Soil Temperature	WARM	<i>C. sativus</i> & Fusarium	<i>C. sativus</i> , Fusarium & Rhizoctonia	Pythium
	COLD	Rhizoctonia	Rhizoctonia & Fusarium	Pythium & Rhizoctonia
		Dry	Moist	Wet

Soil-borne diseases are a concern under all conditions

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USA and Canada

Host organization annual
meetings and special events

2011 Banquet Speaker:
Catriona Le May Doan



This year, FarmTech continues to build on a focus on technology, environment, agronomy and management.

We have an exceptional line-up of concurrent and keynote speakers, featuring: **Chantal Hebert**, National Columnist, The Toronto Star; **Gregg Doud**, Chief Economist, Beef USA; **Merle Good**, Business Development Specialist, AARD; **Jay Bradshaw**, President, Syngenta; **Drew Lerner**, Senior Agriculture Meteorologist, World Weather, Inc.; and our 2011 banquet speaker, **Catriona Le May Doan**, "The Fastest Woman on Ice".

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HEALTH BENEFITS MADE EASIER

Health Service Navigator:

Health Service Navigator is now offered through your Manulife website. This is an Integrated Health Resource Centre that includes information on finding a health care provider or facility, tips on Navigating the Health Care System and Provincial Health Guides. Included are a Health and Drug Library, as well as information on Chronic Conditions such as Health and Stroke, Cancer, Diabetes and Community Support groups that are available for assistance.

A Medical Second Opinion Service is also provided by physicians associated with world-class hospitals and facilities such as UCLA Health Care, Children's Hospital Boston, and Duke University Health System. These services are provided at no charge and can be accessed through Manulife's website at www.manulife.ca/groupbenefits, or by calling 1-800-875-1264, Monday through Friday from 8 a.m. – 8 p.m.

Online Claim Submission:

Members can now submit claims such as dental claims, and claims for Paramedical Practitioners such as Massage Therapists, Chiropractors, and Physiotherapists online through the Manulife website at www.manulife.ca. Plan members will find the online claims submission service easy to access – simply login to the Group Benefits Plan Member Secure Site and select "Submit a Claim" in the navigation bar. Each step by step process is easy to complete and it eliminates mailing time by sending in the claim and receiving the cheque in return. Members can view a list of their most recent online claims submissions, check the status of an online claim, and look up their claim details.

If your claim is randomly selected for audit Manulife will notify you at the end of your claim submission. If so, a pre-populated form for completion is provided. A copy of your receipts can be mailed or faxed to Manulife.

ALLIANCE SEED PLANT CELEBRATES!

In June 2009, the Alliance Seed Plant started construction of a 36' x 94' addition to house two offices, retail area and feed storage. With our growing business the need had come for more space. The addition was completed in June 2010. On August 18th we hosted a barbeque to celebrate the grand opening of our new addition. Approximately 120 people attended to watch Manager Terry Howe cut

the ribbon. Board Chairman, Tom Coppock, addressed the crowd and expressed his thanks to the staff and board for making this happen. Our growing business has become an asset to the surrounding communities. In October 2010, the Alliance Seed Plant was recognized as Agribusiness of the Year for the Flagstaff County.



The Three Hills & District Seed Cleaning Plant

is currently seeking a plant operator. We are offering the opportunity to become part of our Ag service industry with the latest grain cleaning technology for local needs to exporting commodities worldwide. The requirements are a self motivated team player where agricultural background is an asset but not necessary. Competitive wages, benefits, and incentives to increase earnings.

Please fax resume with expected salary to 403-443-5450 or email to thscp@telusplanet.net. by January 28, 2011, only those short listed will be contacted.

BAYER CROPSCIENCE INTRODUCES NEW WEAPON AGAINST WIREWORMS

Introducing NEW Raxil WW seed treatment

An increased sampling of wireworms, using bait balls, has shown the presence of wireworms in all soil zones in Western Canada. No longer are wireworms just an issue in cereal crops in the brown soil zone. Over the last three years, the pest has spread into all areas of Western Canada.

"We are seeing more occurrences of wireworms in cereal crops, including activity outside the brown soil zone" says Graham Hastie, Bayer CropScience Manager of Cereal Crops Fungicides/Insecticides & Seed Treatments.

Wireworms cause damage by hollowing out the seeds before germination and feeding at the base of seedlings. Injured plants may wilt and die, resulting in thin plant stands. Heavy infestations often cause bare spots in the field and reseeded could be required.

In a 2009 article published by Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA), entomologist Dr. Bob Vernon with Agriculture and Agri-Food Canada explains that "wireworms are attracted to CO₂, whatever the source. Wireworm populations are high in fields that have had a recent history of pasture and rotations with forages and cereal grains."

Raxil® WW, a water-based seed treatment from Bayer CropScience, provides growers the proven disease protection of Raxil MD combined with Stress Shield™ which offers insecticidal seed protection of the plant stand from wireworm infestations.

When wireworms feed on plants treated with Raxil WW they enter into a prolonged coma-like state and stop feeding. Meanwhile, the crop continues growing without suffering the losses from wireworm damage.

"Raxil WW provides growers with a convenient way to defend against yield losses caused by wireworms as well as seed- and soil-borne diseases," says Hastie. "However, growers need to understand that none of the technologies registered today directly control wireworm populations, but Raxil WW offers a tool to manage wireworm feeding and crop protection."

With positive results already evident in the 2010 winter wheat acres across Western Canada, it is time to start thinking about your cereal acres for next season. Raxil WW is available for the 2011 growing season from participating Bayer CropScience retailers across Western Canada.

SEED.AB.CA

Ranked as a valuable tool by the majority of readers surveyed by the Sustainable Production Systems Committee, *seed.ab.ca* strives to publish timely and accurate data and stories relevant to the Alberta farmer's business. With its two annual issues, *seed.ab.ca* is a powerful information resource to reach Alberta growers.

The Spring edition includes the grower directory and features performance trial results, as well stories on topics will help growers interpret the data and make better seeding decisions.

For more information about *seed.ab.ca* and advertising opportunities in the Spring issue of *seed.ab.ca* contact Craig Armstrong, Pat Fenn or Paige Collette at 1-877-710-3222, or email marketing@issuesink.com.

The booking deadline for the Spring issue is December 10, 2010.

WIREWORM MANAGEMENT STRATEGY TREATMENT

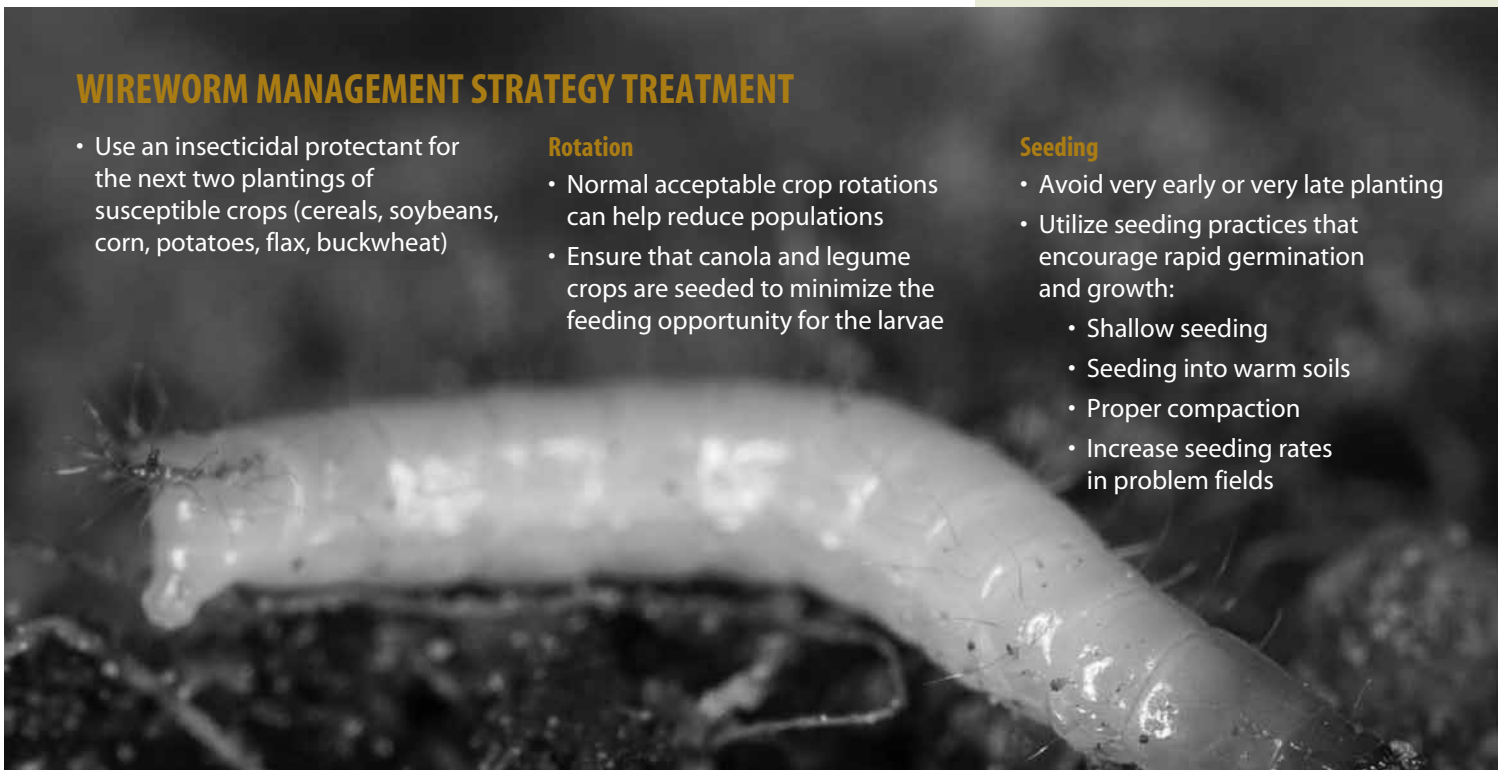
- Use an insecticidal protectant for the next two plantings of susceptible crops (cereals, soybeans, corn, potatoes, flax, buckwheat)

Rotation

- Normal acceptable crop rotations can help reduce populations
- Ensure that canola and legume crops are seeded to minimize the feeding opportunity for the larvae

Seeding

- Avoid very early or very late planting
- Utilize seeding practices that encourage rapid germination and growth:
 - Shallow seeding
 - Seeding into warm soils
 - Proper compaction
 - Increase seeding rates in problem fields





**ASSOCIATION OF ALBERTA CO-OP SEED
CLEANING PLANTS LTD.**

5030 – 50 Street, Lacombe, Alberta T4L 1W8
Phone (403) 782-8022 Fax (866) 798-1826

PRE REGISTRATION FORM

January 13-15, 2011

Annual General Meeting Westin, Edmonton

Plant Name _____

Prepaid Manager _____

Prepaid Delegate _____

Name	Early Payment Registration of \$220 if paid by December 17, 2010	Registration of \$280 if paid after December 17, 2010
Total		

Plant Manager Only – Will you be attending the Managers’ Association meeting Thursday? Yes _____ No _____

Have you remembered to book hotel rooms? A Block of Rooms is available at \$115 + taxes. Reservations must be made prior to **December 17th, 2010** to receive the reduced rate!! Please phone 780.493.8982 (Lilliana Nguyen) or reserve online at <http://www.starwoodmeeting.com/StarGroupsWeb/res?id=1011039663&key=A75AB>

Please fax back completed form to 1.866.798.1826.



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Do you have an idea for a Seed Plant News story?
Or is there something you would like to see
featured in this publication?

Please send your ideas, submissions or feedback
to Lorena Pahl at lorena.pahl@seed.ab.ca or
phone 403-782-8022.