

# SEED PLANT NEWS



ALBERTA  
SEED  
PROCESSORS

SPRING 2018

## BOARD OF DIRECTORS' REPORT

### GREETINGS FROM THE BOARD OF DIRECTORS AND MYSELF!

What an exciting year it has been, filled with change, optimism, and focus.

The board saw some change as two new Directors joined us. We would like to welcome Todd McCann and Doug Sell from regions one and two respectively. I would like to recognize our outgoing board members, who have moved on to other great things. Kelly Wheeler (Vice-President) and Dave Bishop (President) both made sizable contributions to the provincial board, and we thank them both for their time with us. Their leaving meant that new leadership had to step up: Dan Brachmann has been acclaimed as new Vice-President, and I have taken over as President. We are all optimistic about what's coming our way, from new plants coming online, new ideas about how to stay profitable, and possibly some direction on the fusarium topic from the Alberta Government. We remain focused on what lies ahead, and continue to try to make good decisions in order to help our membership succeed and prosper well into the future.

Thank you to all those who participated in the AGM. What a dynamic event to be a part of, with great presentations and exciting speakers, both of which led to involved round table discussions. Membership engagement is part of the Association's strategic plan, and the conversations that were held at the round tables are being used to craft the future of the Association, as well as design programs and services that are important to our members.

In conjunction with the AGM, we held two training sessions. The Safety Workshop was a hybrid presentation designed to speak to both seed plants and farmers. This association has a good – but not perfect – safety record, and safety is an ever-evolving topic that will always be top of mind. A workshop on Board Governance was also held where the basics of director responsibilities and holding effective meetings was also covered.

In February, Monica and I travelled to Banff to participate in the Alberta Seed Growers' AGM. It was good to talk to their members and listen to their concerns about what challenges they see ahead.

Fusarium has been on the forefront of late and we were fortunate to meet with the Minister of Agriculture, the Honourable Oneil Carlier, and some of his staff on a few occasions and have some great dialogue. He told us that they "have their foot on the gas" and want to get this issue resolved.

We held our spring board meeting in Lacombe in March, and had a chance to tour our office space in the Alberta Agriculture building, as well as use the meeting facilities.

We are looking into ways of expanding the Seed Smart program. Knowing what you plant

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every spring should be an integral part of every farm. However, it is surprising that many farms still do minimal seed testing. Know what you grow! The more informed a person is, the better decisions they can make, and we can be a part of that.

Looking toward the future, our summer meeting will be held in Provost and it looks like it will be filled with lots of thought-provoking information. In addition, Monica and I will be travelling to Montreal in early July to take in the CSTA meetings, meaning there's lots to look forward to in the coming months!

The board interfaces with suppliers and other key stakeholders in the seed industry on a continuous basis. When looking to the future for opportunities for our members, a common theme arises from these conversations: **Quality in both operations and management will be the driving factor for future success. Being a Registered Seed Establishment with certification to store/distribute, process, and/or grade pedigreed seed is one means of how the industry measures 'quality'.** Most of our 67 members have invested considerable resource into upgrading and adopting state of the art equipment,

which is key for future success. Additionally, most plants have highly experienced staff which can add to the 'quality' ingredient list. Hence, many plants have the key ingredients for success; except for the RSE certification piece, which will be paramount in the future. Being ahead of the curve is important, as history indicates obsolescence is a result of the inability to adapt to change. Those that continue to adapt to change will likely be part of future opportunities in processing, retailing, and logistics.

Best wishes for a safe spring season.

On behalf of the Board,  
Hector Ouellette, President

**Work Safe!**

The Board of Directors:  
Doug, Todd, Tom, Dan, Ross, Charlie, Hector, Joe, Blair, Bill & Monica.

## ALBERTA SEED PROCESSORS: BOARD OF DIRECTORS 2018

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## MEET A DIRECTOR: TODD McCANN

Todd was born on Mar. 1, 1968 in Coaldale, Alberta. He was raised on his family farm in the Readymade district southeast of Coaldale, and is the third of four brothers. He was a member of the 4H Readymade beef club for eight years, and graduated from Kate Andrews High School in Coaldale in 1986. He attended Lethbridge College from 1986 to 1988, where he received a diploma in Agricultural Mechanics.

Todd has been active in curling throughout his whole life, and is a member of the Coaldale Granite Curling Club, where he has been club president for two separate terms, including presently.

In March 2011, Todd married Janie Mix, who relocated from Edmonton in 2001 and works for a local business in Coaldale.

Todd farms grain and oilseed with some pulse rotation, with all irrigated land. He is currently working in rotation with a local potato grower, which has been a learning curve as he has been direct seeding for more than 15 years. He was the first in his area to go to direct seeding on irrigation.

He has been on the Lethbridge County Seed Board since 1999 and is the provincial director for Region 1.



## MEET A DIRECTOR: DOUG SELL

Doug Sell started farming a year after high school in 1978, and has been happily farming ever since. His farm is located about 25 miles north of Strathmore, in the Rosebud river valley. The farm evolved from a dairy farm to a mixed farm, and Doug recently sold the cow herd, meaning it is now a grain farm operation.

Doug married Gayle (Turnacliiff) in 1984 and they have three adult children: Tyson, who works construction and is newly married; Landon, who works in mass communication and lives in Australia, and who returns to the family farm almost every fall for the harvest marathon with his wife Ang; and Kasyn who has both a Psychology and an Education degree, and is now an elementary teacher. Gayle is a full-time Registered Nurse, and continues to take on too many farm jobs, adding to a full and busy schedule.

Doug is a director for the Alberta Pulse Commission. He is now the Provincial director representing all plants in Region 2.



# GOLDEN KERNEL AWARDS

Presented By: Bayer CropScience

## CATEGORY A: OVER 100,000 BUSHELS

K.I.B.A. Seed Cleaning Plant Ltd.



## CATEGORY B: 50,000-99,999 BUSHELS

Vermillion Seed Cleaners' Co-op Assoc. Ltd.



## CATEGORY C: 25,000-49,999 BUSHELS

Lougheed Co-op Seed Cleaning Plant Ltd.



## CATEGORY D: 10,000-29,999 BUSHELS

Strome Seed Cleaning Co-op Ltd.



## CATEGORY E: SPECIAL RECOGNITION

Battle River Seed Cleaning Co-op Ltd.



No awards photo available

**CONGRATULATIONS  
TO ALL OF OUR  
GOLDEN KERNEL  
AWARD WINNERS  
THIS YEAR!**

# THANK YOU TO ALL OUR AGM SPONSORS

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**MERIDIAN**

**MORNEAU  
SHEPELL**

## BRONZE SPONSORS



## RECOGNIZING MILESTONES AT THE 65TH ANNUAL GENERAL MEETING, JANUARY 2018.

At the 65th Annual General Meeting, we recognized the following individuals for their service either as board members or as staff members at seed cleaning co-ops. Congratulations, and thank you to all those who have contributed to the success of individual seed plants and the Association as a whole.



YEARS	NAME	PLANT
20	Susan Bardol	Clandonald Co-op Seed Cleaning Association
20	Richard Papworth	Enchant Co-op Seed Cleaning Assoc.
20	Eugene Dutchak	Enchant Co-op Seed Cleaning Assoc.
20	Dave Goldstrom	Innisfail Municipal Seed Cleaning Plant
25	Rod Granberg	Foremost Co-op Seed Plant Ltd.
25	Darrell Kuryvial	Taber Seed Cleaning Co-op Assoc. Ltd.
25	Brian Schmaltz	K.I.B.A. Seed Cleaning Plant Ltd.
25	Tyrril Hewitt	Coronation Seed Cleaning Co-op Ltd.
25	Rick Kemp	Innisfail Municipal Seed Cleaning Plant
25	Jacques Plante	St. Paul Municipal Seed Cleaning Association Ltd.
25	Ray Wynnyk	Clandonald Co-op Seed Cleaning Association
25	Jerry Kaup	Morinville Municipal Seed Cleaning Co-op Ltd
30	Brian Tamminga	County of Lethbridge Seed Cleaning Co-op
30	Jim Jones	Enchant Co-op Seed Cleaning Assoc.
30	Tom Zwack	Strome Co-op Seed Cleaning Plant Ltd.
30	Richard Lorenson	Myrnam Municipal Seed Cleaning Association
30	Neil Greenfield	Westlock Seed Cleaning Co-op Ltd.
35	Herb Harder	Vulcan Seed Cleaning Association Ltd.
35	David Smale	Acadia Seed Processing Co-op Ltd.
35	Mark Kaese	Battle River Seed Cleaning Co-op Ltd
35	Wayne Walker	Westlock Seed Cleaning Co-op Ltd.

**The 2018 AGM included a board development workshop. The workshop, entitled Board Governance 101, covered topics like roles and responsibilities of board members. There was also a conversation regarding effective meetings, and the following were mentioned as tips to make your board meetings more effective:**

## TIPS FOR RUNNING EFFECTIVE MEETINGS

- Email an agenda 24 hours in advance
- Arrive 5 minutes early
- Start and end on time
- Come prepared
- No smart phones
- Bring paper and a pen
- Share all relevant data
- Stay on topic
- No interrupting
- Be brief and concise
- Silence = agreement
- No side conversations or comments
- Disagree without being disagreeable
- Challenge ideas rather than people
- Everyone participates
- Follow-up by email within 24 hours

## OUTSTANDING SERVICE AWARD: SARAH FOSTER

Sarah Foster, President and Owner of 20/20 Seed labs with Locations in Nisku and Winnipeg, received the Association's Outstanding Service Award.

Sarah has been involved in the seed industry since the late 1970's.

She studied and qualified as an accredited seed analyst at the National Institute of Agricultural Botany in Cambridge, England. Her work experience includes seven years with Sharps Seed International (Advanta) in the United Kingdom and five years with The United Grain Growers Edmonton after immigrating to Canada in 1984.

Sarah started 20/20 Seed Labs Inc., the first fully independent accredited seed testing laboratory, in 1989 in Nisku, Alberta. 20/20 Seed Labs Inc has grown over the years to provide testing services for all crop kinds, including extensive quality and seed health analysis, molecular testing and accredited crop inspection.

20/20 Seed Labs Inc recently celebrated 25 years in the industry. Their clients include individual growers, seed cleaning facilities, crop protection companies and multinational seed companies.

Sarah works extensively with government, farmers and industry within agriculture, and is one of the most experienced seed analysts in North America, having completed accreditation for the United Kingdom, United States and Canada. She is regularly invited to train and teach as well as offering grading courses to the Authorized establishment personnel.

Sarah received the Canadian Seed Trade Association 2013 Seed Achievement award and has held various executive positions with the Commercial Seed Analysts Association of Canada, including National President. Sarah is also involved with various committees, and is currently working on the Canadian Methods and Procedures with the (CFIA) Canadian Food Inspection Agency and the (ISTA) International Seed Testing Seed Testing Association vigour committee.





## FOSTER PARK BROKERS

# Safety Programs and the Impact to Your Bottom Line

By Foster Park Brokers Inc. - Posted on Tuesday, April 19, 2016, revised by external source, April 2018.

If you could save your company money, improve productivity and increase employee morale, would you? Workplaces that establish safety and health management systems can reduce their injury and illness costs by 20 to 40 per cent. Safe environments also improve employee morale, which positively impacts productivity and service.

In today's business environment, these safety-related costs can be the difference between reporting a profit or a loss. Use these tips to understand how safety programs will directly affect your company's bottom line.

### Measuring the Cost of Safety

Demonstrating the value of safety to management is often a challenge because the return on investment (ROI) can be cumbersome to measure. Your goal in measuring safety is to balance your investment against the return expected. Where do you begin?

Since measuring can be time consuming, general cost formulas are available. A Stanford study conducted by Levitt and Samuelson places safety costs at 2.5 per cent of overall costs, and a study published by the Economist Intelligence Unit (EIU) estimates general safety costs at about 8 per cent of payroll.

If it is important for your organization to measure safety as it relates to profitability, more accurate tracking should be done. For measuring data, safety costs can be divided into two categories:

#### 1. Direct (hard) costs, which include:

- Safety wages
- Operational costs
- Insurance premiums and/or attorney's fees
- Accidents and incidents
- Fines and/or penalties

#### 2. Indirect (soft) costs, which go beyond those recorded on paper, such as:

- Accident investigation
- Repairing damaged property
- Administrative expenses
- Worker stress in the aftermath of an accident, resulting in lost productivity, low employee morale and increased absenteeism
- Training and compensating replacement workers
- Poor reputation, which translates to lost business share and difficulty attracting skilled workers



When calculating soft costs, **minor accident costs are about four times greater than direct costs**, and serious accidents about **10 to 15 times greater**, especially if the accident generates fines or litigation costs. Just the act of measuring costs will drive improvement. In theory, those providing the data become more aware of the costs and begin managing them. This supports the common business belief that what gets measured gets managed. And, as costs go down, what gets rewarded gets repeated.

## How Can You Show ROI?

**Studies indicate that for every \$1 invested in effective safety programs, you can save \$4 to \$6 as illnesses, injuries and fatalities decline.** With a good safety program in place, your costs will naturally decrease. It is important to determine what costs to measure to establish benchmarks, which can then be used to demonstrate the value of safety over time.

Also, keep in mind that your total cost of safety is just one part of managing your total cost of risk. When safety is managed and monitored, it can also help drive down your total cost of risk.

## Safety as a Core Business Strategy

Industry studies report that companies who focus on safety as a core business strategy come out ahead. Safety experts believe that there is direct correlation between safety and a company's profit. We are committed to helping you establish a strong safety, health and environmental program, that protects both your workers and your bottom line. [Contact Foster Park Brokers Inc today](#) to learn more about our value-added services.

## WHY ADVERTISE?

Even if your business has been in the same place, doing the same thing for the past 40, 50, or even 60 years, it still pays to advertise: to be honest, none of us are doing exactly the same thing the same way we did 40 years ago! Yes, things change! That's why it is important to communicate your business' unique value to existing and prospective customers. There is a reason major companies keep buying advertising space in all possible media outlets: because advertising is a critical ingredient to long term business success.

Over the past five years, Association Seed Processing Facilities have invested over \$14 million in upgrading. Many facilities are now marketing feed and pet food, while others are offering rail car logistic services and/or grain marketing capacities. Do not assume that you know all of your customers, or that all of your customers know you. You may even have customers that you have not yet met. The only way these customers will find you is through some type of promotional activity. Advertising also lets existing customers know that they have chosen to do business with the right supplier, by affirming a purchase decision with existing customers.

Making effective use of limited advertising budgets is to "target" a market. Advertise in places that you know your customers will be looking, and in media that is cost effective. The Alberta Seed Guide is a great place to spend your advertising budget. Not only does every rural mailbox receive a copy of the publication, but it is the go-to publication for all things related to seed in Alberta. When you advertise in the Alberta Seed Guide, you are also supporting the Association, as partial advertising revenue is paid back to the them.

The advertising booking sheet is included in this issue of The Seed Plant News. Book your ad today! Members receive a special rate if they book their ads early. Even better pricing is available when you book in both the 2018 Fall & 2019 Winter/Spring Editions!

# HOW TO

## Take a Representative Sample of Your Grain

*Stream sampling while unloading a truck, cart or transferring bin to bin*

SEED  
SMART



### Here's what you'll need to get started:

- ▶ Four identical pails, holding a minimum of 20 litres each, two labeled 'A,' two labeled 'B'
- ▶ A large grain scoop or Pelican sampler
- ▶ Sealable sample containers
- ▶ Permanent marker

*To make a sample representing the entire contents of a grain bin, you will need a composite sample of each truck filling the bin.*

### Here's how to build a composite grain sample representing one truckload of grain:

▶ **Safety First!** Ensure all guards are securely in place on all grain handling equipment. Moving augers & belts can be deadly.

1

Let the grain flow for a few seconds before taking your first sample. Use a scoop that you can pass through the entire stream of grain such as a pelican sampler. It should be deep enough so that the seed does not bounce out.

2

Start unloading the grain truck and pass the sampler through the entire grain stream. Pass it through quickly enough that it does not overflow.

3

Continue to sample at regular intervals throughout the entire unload or transfer process. A representative sample is key.

▶ *For a tandem truck, about 10-15 samples are required. For a Super B, about 35-40 samples are required. This may sound like a lot, but keep in mind that sampling error is responsible for unreliable testing results.*

4

Place all the scoop samples for the truck in one of the pails labeled A to create a representative composite sample.

▶ *Scooping a sample from the door of a bin does not create a representative sample of the bin; rather it is just a sample of the grain in the bin door.*

5

Continue this procedure for each and every truck for a particular field or lot.

▶ *Limit field or lot sizes to fields estimated to be "uniform." Remember that field conditions vary, so larger lots or fields create a larger probability for sample variance.*

▶ *Using permanent markers to label your sample containers is recommended. The date and lot reference can be crossed off or removed with acetone for container reuse. If the label fails, the sample fails.*

For more information on submitting a sample for testing, visit [seedsmart.ca](http://seedsmart.ca)



# SEED SMART

Photos courtesy of the Canadian Grain Commission

## Reduce your composite grain sample

Next, use this procedure to reduce your composite sample into a smaller sample that stays representative of the grain in the bin. This will make the sample easier to handle and store. Keep in mind that you may need multiple samples for different purposes.

► Plastic buckets with lids or Rubbermaid® containers with tight fitting lids secure your sample and protect from foreign objects/rodent damage.



1

Mix the contents of pail A thoroughly by hand



2

Place the two empty pails labeled B side by side and touching on a level surface



3

Pour the contents of pail A at the point where the pails touch, ensuring that half the stream flows into each pail labeled B



4

Pour one of the pails labeled B back into pail A



5

Pour the contents of the other pail labeled B back into the grain bin



6

Repeat this process with the remaining sample until you have the amount you need for your seed testing purposes. Consult with your lab regarding how much seed is required. Typically 1-2 kilograms of seed is required



7

Place the final sample into the second pail labeled A

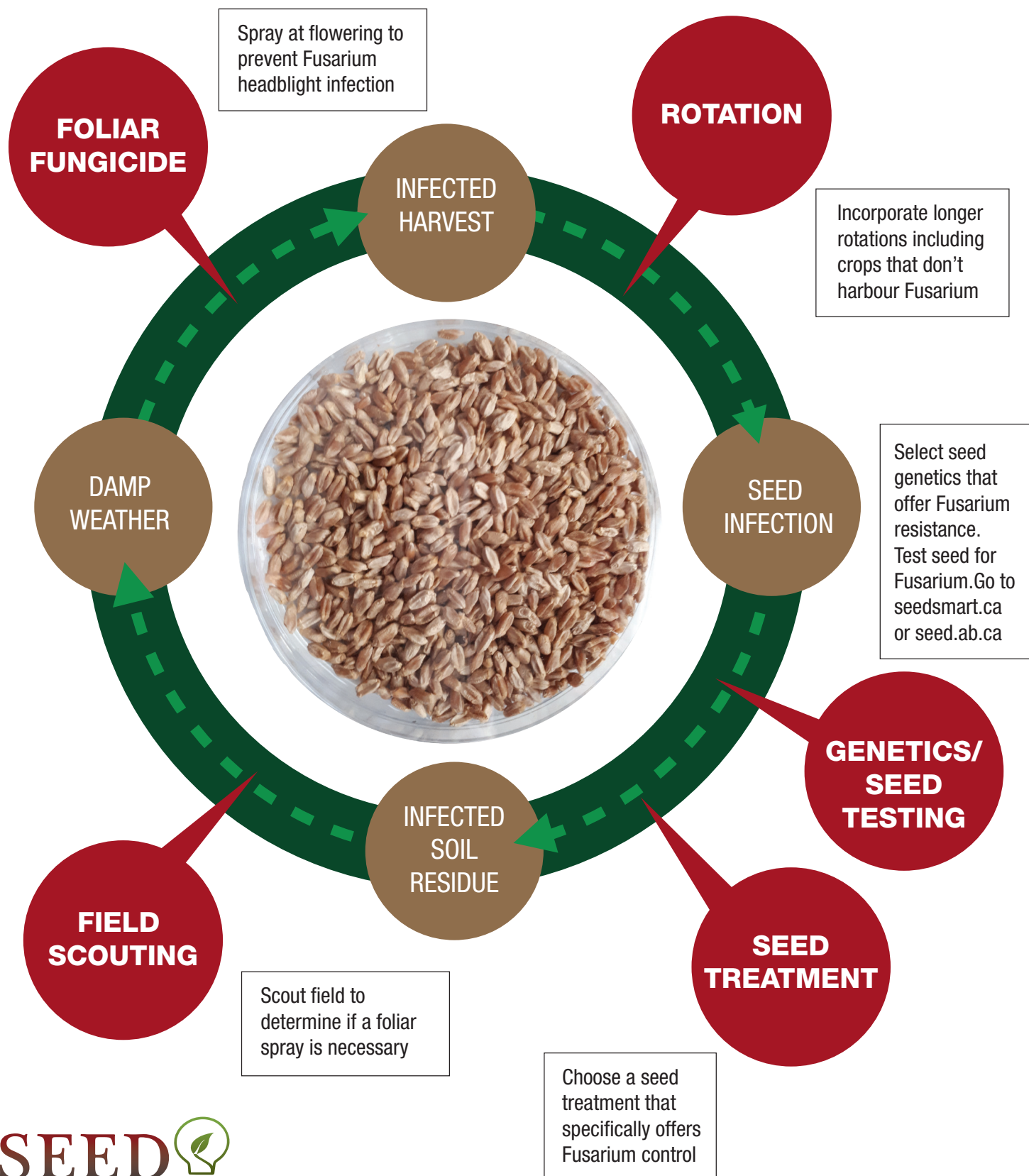


8

Place the final composite sample or samples in sealed containers and label each container to show the bin or lot it represents

For more information on submitting a sample for testing, visit [seedsmart.ca](http://seedsmart.ca)

# FUSARIUM MANAGEMENT



**SEED**   
**SMART**

# WHAT THE SEED SYNERGY COLLABORATION PROJECT MAY MEAN TO YOU.

## WHAT IS THE PROJECT ALL ABOUT?

The Seed Synergy Collaboration Project has developed a comprehensive vision for the Next Generation Seed System. At its core, the Synergy vision is one of:

A reformed, industry-led, government-enabled seed system that effectively attracts investment, fosters innovation, and delivers new and tailored seed traits to customers efficiently.

## WHO ARE THE SEED SYNERGY ORGANIZATIONS?

The Seed Synergy Collaboration Project consists of six major national seed industry organizations: the Canadian Seed Growers' Association (CSGA), the Canadian Seed Trade Association (CSTA), the Canadian Seed Institute (CSI), CropLife Canada, the Commercial Seed Analysts Association of Canada (CSAAC), and the Canadian Plant Technology Agency (CPTA).

## WHAT ARE THE KEY COMPONENTS CURRENTLY BEING CONSIDERED?

### RESEARCH AND DEVELOPMENT

- Propose a new, risk-based assessment model that sets regulatory requirements that match the projected risk of new products. The goal is to reduce regulatory approval requirements, which these days are unpredictable, and may be cost/resource-prohibitive for smaller businesses.
- The government will continue to oversee the system, and government-sector coordination needs to be enhanced in order to define regulatory standards that make sense.

### MARKET ENTRY & COMMERCIALIZATION

- Propose a leadership role for the sector by setting cutting-edge standards and ensuring processes make sense for users. In particular, propose a greater role for crop value chains, with a goal to reduce the current system of multiple sets of rules administered by multiple agencies, which make change almost impossible.
- Propose replacing the current variety registration regimes with an integrated system, anchored in a product profile for all approved seed products. This will contain all regulatory and commercial information relevant to that product in one easily accessible place or virtual space. Access to confidential business information about a product will be limited to those granted explicit access to it.

### PRODUCTION AND PROCESSING

- Propose a modernized pedigreed seed system that will facilitate an increase in pedigreed seed use and a reduction in incentives for common seed production, as new high performing protected varieties replace older ones.
- Propose an expansion of options for producing seed under comprehensive quality management systems, which do not require third-party crop inspections but are backed by third-party audit frameworks. This model would meet the highest levels of international scrutiny.
- Propose flexibility in the application of crop production purity standards, where seed cleaning capabilities can be employed to meet grade standards.

### SALES AND DISTRIBUTION

- Propose a universal seed lot listing system, where seed available for sale is listed, along with at least a declaration of identity and quality. Doing so will strengthen and expand the traceability of today's pedigreed seed system to all seed sold in Canada, and will allow for the efficient management and removal of unwanted varieties.

### VALUE CREATION

- The entire system vision is supported by a renewed governance structure that sees industry associations, including sector and value chains, play a larger leadership role and make major changes to coordinate and consolidate their own operations.
- Propose a value creation system that enables technology transfer and innovation, particularly in the cereals sector, and drives economic growth.
- Propose a seed sale listing system that brings increased transparency and utility to seed sales across the country, and allows for more efficient protections of intellectual property rights and commercial.

### WHY SHOULD Seed Processors BOTHER TO BE INFORMED OR EVEN CARE ABOUT THIS?

Processing and distribution are key components of the project, as listed above. The industry is acknowledging the importance processing and distribution play in the value chain. Current proposals speak about ALL seed; including pedigreed, common and farm-saved. The way we do business could change in a new regulatory environment, with possibilities for an increase in traceability. With change comes both uncertainty, but also opportunity. Knowledge and engagement are some of the best methods to ensure we are prepared and have an opportunity to be part of crafting the future.

### WHY SHOULD Farmers BOTHER TO BE INFORMED OR EVEN CARE ABOUT THIS?

Industry leaders agree that the status quo of the Canadian seed system is unattractive to investment, which could result in eventual industry decline. Coupled with declining interest and resources from all levels of government, this points toward a future in which non-government organizations will need to administer services that are currently handled by government. The most recent example of government off loading responsibility is the Alternate Service Delivery of Seed Crop Inspections.

Hence the forecast is for a 'new normal' of a sector-operated, rather than government-operated, national seed system. A sector-operated system would require funding, which in turn leads to the discussion of value creation. The SEED SYNERGY project is looking at various funding models from ALL acres that are planted, rather than only from pedigreed acres. The sector will be looking for a method to fund itself.

### HOW CAN I BE CONNECTED or STAY INVOLVED?

At time of writing, The Seed Synergy Project has a survey available at: <https://www.seedsynergy.net/have-your-say/>

Check out the website <https://www.seedsynergy.net/get-informed/>



## MEMBER SURVEY RESULTS

As a result of discussions during the Managers' meeting at the AGM in January, a survey was conducted regarding adding some group services, as part of the membership renewal packages. The goal was to gauge interest in the following three service areas: Safety Management Programs, Man Lift Inspections, and Scale Certifications.

### Here's what the data is telling us:

48 out of 67 plants responded to the survey, which is only 71.6 % of members.

#### SAFETY SERVICES

24 out of 48 plants indicated that they would like some type of group safety service delivery. To this end, we are currently working to create a safety service delivery system. In the meantime, safety training will be available at the Managers' Association Training Session (See the Agenda & Registration form in this newsletter)

#### MANLIFT INSPECTIONS

29 out of 48 Plants responded that they would require inspection services. The vision here is to obtain regional quotes for inspection services, with cost savings by sharing mileage costs. Work is underway as we obtain quotes and proposals from suppliers.

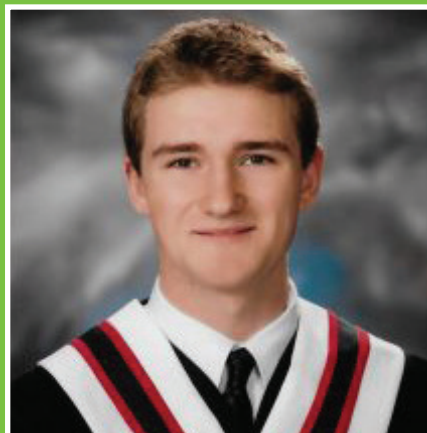
#### SCALE CERTIFICATIONS

22 out of 48 responded and indicated that they would be interested in a group scale certification program. Again, for this program to be feasible, there has to be a regional grouping in order to build efficiencies into the program. Work is underway as we look for possible suppliers to submit a proposal to supply services.

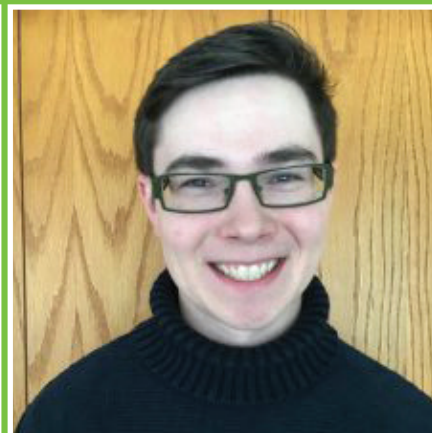
THANK YOU to everyone that responded to the survey, and to those of you that returned your membership update forms. If the office did not receive an update forms, the assumption is that the data is correct, and that no updates are required.

CONGRATULATIONS  
TO OUR  
SEED SMART  
SCHOLARSHIP  
WINNERS!

SEED   
SMART



Cole Huppertz



Kyle Wheeler

## Canadian Grain Commission Variety Designation Changes <https://www.grainscanada.gc.ca/consultations/classes-en.htm>

As of August 1, 2018 the following varieties will be sold into markets accepting Canada Northern Hard Red (CNHR) class. This will result in a change in pricing and grain movement scenarios.

### From Canada Western Red Spring:

- AC Abbey
- AC Cora
- AC Eatonia
- AC Majestic
- AC Michael
- AC Minto
- Alvena
- Alikat
- CDC Makwa
- CDC Osler
- Columbus
- Conway
- **Harvest**
- Kane
- Katepwa
- Leader
- Lillian
- McKenzie
- Neepawa
- Park
- Pasqua
- Pembina
- Thatcher
- Unity
- 5603HR

### From Canada Prairie Spring Red:

- **AC Foremost**
- **AC Taber**
- Conquer
- Oslo

### As of August 1, 2019 from Canada Prairie Spring Red:

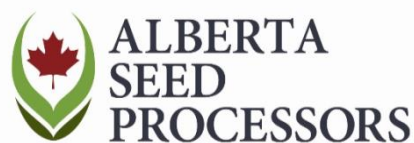
- AC Crystal

# SAVE THE DATE

## 66<sup>TH</sup> ANNUAL GENERAL MEETING

### January 16-18th, 2019

### SETTING THE STAGE FOR SUCCESS



**ALBERTA  
SEED  
PROCESSORS**

**MANAGERS ASSOCIATION  
TRAINING SEMINAR Tentative AGENDA**  
JUNE 19-20, 2018 PROVOST, AB  
Provost Fire Hall 3911-53<sup>rd</sup> Ave.

Monday, June 18, 2018		
3-6 pm	Optional tour of Lougheed Seed Plant	(stop in prior to 6pm to view newest plant in Assoc.)
Tuesday, JUNE 19, 2018		
7:30 am	Registration	Provost Fire Hall 3911 53 <sup>rd</sup> Ave.
8:30 am	Welcome & Facilitated Networking	Hugh Baier & Joe Hanson
9:00 am	Federal Occupational Health & Safety Code:	Charles Scott Federal Labor Program Inspector
10:00 am	Break	
10:30 am	Federal Occupational Health & Safety Code:	Charles Scott Federal Labor Program Inspector
11:30 am	Weed Seeds Order Update	Sarah Foster 20/20 Seed Labs
Noon:	Lunch	
1:00 pm	Building an OH&S Plan	Kelly Thornton
2:00 pm	Federal Pesticide Storage & Handling Update	Russel Hurst, Crop life Canada
3:00 pm	Depart for Provost & District Golf Club	Sponsored by Bayer
	Dinner following Golf	
Wednesday, JUNE 20, 2018		
8:00 am	Accident Investigation	TBA
9:00 am	Fire Extinguisher Safety (Hands-On)	Hugh Baier- Provost Fire & Rescue
10:00 am	Break	
10:30 am	Application Technology	Bayer
11:30 pm	Strategic Planning for the Future	Managers & invited guests
12:00 pm	LUNCH	
1:00 pm	SEED SMART, Association Update	Monica Klaas
1:30 pm	Fusarium: (is everyone's concern)	Krista Zuzak Alberta Agriculture & Forestry
2:30 pm	Man Lift Inspections	Black Fox Inspections
3:00 pm	Adjourn and Tour Provost Seed Plant	E of Provost on Hi-way #13
Registration opens on May 1, 2018, closes June 1, 2018		

**5 Pesticide Applicator Points Applied For: unconfirmed** (Human Health & Safety, Environment, Pest Management, Professionalism, Emergency Response)

**SEE Registration Form for Registration Details:**

**Note: All Plants have one person pre-paid: but you still need to confirm who from the plant will attend.**

Additional staff are welcome & encouraged to attend at the rate of \$100/person.

Fee for additional staff must be received no later than June 1, 2018.

All Attendees are responsible to make their own hotel reservations:

HOST HOTEL: **Canalta Hotel** 3611-57 ave. Contact: Front desk 780-753-2255

Use group code: "**Alberta Seed Processors**" to get group rate of \$145 +tax before June 8, 2018.

Other Accommodation: R&R Inns and Suites 5603-35 st. 780-753-8300

Green Head Motel 4717-57 ave 780-753-4937





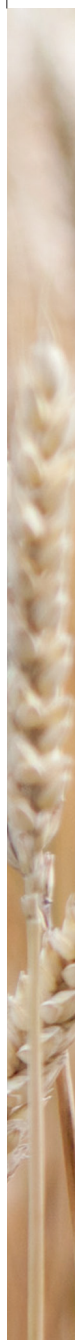
## Managers' Association 2018 TRAINING SEMINAR Registration Form

Submit to Blair Peregrym  
by email [bperegrym@spseed.ca](mailto:bperegrym@spseed.ca) (preferred)  
or send registration forms to FAX: 1 780 963 7259.

Remit payments no later than June 1st, 2018 to:  
Make cheques payable to: Managers' Association of Alberta Co-op Seed Cleaning Plants  
Mail to: Stony Plain Seed Cleaning Plant Box 2044, Stony Plain, AB. T7Z 1X6

REGISTRATION		
Plant Name		
Address		
Phone		
Email		
First Name	Last Name	
		Prepaid
		\$100
		\$100
		\$100
		\$100
		\$100
		\$100
TOTAL OWING		\$

**Note: All Plants have one person pre-paid: but you still need to confirm who from the plant will attend.**  
Additional staff are welcome & encouraged to attend at the rate of \$100/person.  
Fee for additional staff must be received by Blair Peregrym no later than June 1, 2018.  
Payments shall be made to "Managers Association of Association of Alberta Co-op Seed Cleaning Plants Ltd."



# Alberta Seed Guide Member Advertising Opportunities



PRINT RATES	Early Bird Rate	Regular Rate	Early Bird (2x)	Regular (2x)
1/8 page <input type="checkbox"/> black & white <input type="checkbox"/>	<b>\$200</b>	\$250	<b>\$360</b>	\$495
<input type="checkbox"/> colour <input type="checkbox"/>	<b>\$320</b>	\$400	<b>\$576</b>	\$720
1/4 page <input type="checkbox"/> black & white <input type="checkbox"/>	<b>\$640</b>	\$800	<b>\$1,152</b>	\$1,440
<input type="checkbox"/> colour <input type="checkbox"/>	<b>\$800</b>	\$1,000	<b>\$1,440</b>	\$1,800
1/2 page <input type="checkbox"/> black & white <input type="checkbox"/>	<b>\$1,200</b>	\$1,500	<b>\$2,160</b>	\$2,700
<input type="checkbox"/> colour <input type="checkbox"/>	<b>\$1,600</b>	\$2,000	<b>\$2,880</b>	\$3,600
Full page <input type="checkbox"/> colour <input type="checkbox"/>	<b>\$2,000</b>	\$2,500	<b>\$3,600</b>	\$4,500

DIGITAL RATES	1x Rate	3x Rate	6x Rate
<b>Exclusive Premium Position Leaderboard</b> (Leaderboard ad on Find Seed or Clean Seed tabs. Exclusive to ONE advertiser on each tab)	<input type="checkbox"/> \$750	<input type="checkbox"/> \$675	<input type="checkbox"/> \$600
<b>Beltway Ad - only 3 positions available</b> (Find Seed or Clean Seed tabs only. 3 positions available per tab)	<input type="checkbox"/> \$500	<input type="checkbox"/> \$450	<input type="checkbox"/> \$400
<b>Please choose which months you would like to advertise in:</b> (subject to availability)			
<input type="checkbox"/> Jan <input type="checkbox"/> Feb <input type="checkbox"/> Mar <input type="checkbox"/> Apr <input type="checkbox"/> May <input type="checkbox"/> Jun <input type="checkbox"/> July <input type="checkbox"/> Aug <input type="checkbox"/> Sept <input type="checkbox"/> Oct <input type="checkbox"/> Nov <input type="checkbox"/> Dec			
<input type="checkbox"/> <b>Please contact me for a FREE website analysis</b>			

## ADVERTISING DEADLINES

### FALL EARLY BIRD DEADLINE: September 18

\*For early booking discount to apply, members ads must be reserved with payment method before booking deadline.

**Regular Booking deadline: October 2**   **Materials deadline: October 9**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

### RETURN COMPLETED FORM AND PAYMENT TO:

Alberta Seed Guide c/o Issues Ink 403-313 Pacific Avenue Winnipeg, MB R3A 0M2

Phone: (877) 710-3222 Fax: (204) 475-5247 Email: [marketing@issuesink.com](mailto:marketing@issuesink.com)

PRINT ARTWORK	Charge
<input type="checkbox"/> I will submit by email	N/A
<input type="checkbox"/> I will keep the same ad I used in the last issue.	N/A
<input type="checkbox"/> I need a small change made to my previous ad. <i>Alberta Seed Guide</i> will provide 1 proof for sign off.	\$25
<input type="checkbox"/> I would like multiple changes to my previous ad. <i>Alberta Seed Guide</i> will provide up to 2 proofs for sign off.	\$50
<input type="checkbox"/> I need an ad designed. <i>Alberta Seed Guide</i> will provide up to 2 proofs for sign off.	\$100

### Please choose which issues you would like to advertise in:

Fall 2018  Spring 2019  Both Issues

### ADVERTISING CHARGES

\*Member rates apply for those who are members of the ASG or members of the Alberta Seed Processors

Print Ad(s):	
+ Artwork:	
+ Digital:	
<b>Sub Total:</b>	
+ 5% GST:	
<b>Total:</b>	

### METHOD OF PAYMENT

#### Payment required at time of booking.

Visa or Mastercard

Card Number: \_\_\_\_\_

Expiry date: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Cheque Enclosed (payable to Issues Ink)



# Raxil®



It's hard to imagine that one small seed could hold so much promise, but it does. And when you consider the importance of having a successful season, a cereal seed treatment you can rely on makes a huge difference.

Raxil® seed treatments provide first-class disease control and a faster, stronger emergence that helps you realize the full potential of your crop.

Depend on Raxil.

[cropscience.bayer.ca/Raxil](http://cropscience.bayer.ca/Raxil) | 1 888-283-6847 | [@Bayer4CropsCA](https://twitter.com/Bayer4CropsCA) | [#AskBayerCrop](https://twitter.com/AskBayerCrop)

Always read and follow label directions. Raxil® is a registered trademark of the Bayer Group. Bayer CropScience Inc. is a member of CropLife Canada.



Bayer SeedGrowth™

C-55/18-10887607-E

## EQUIPMENT WANTED

Grimshaw Co-op Seed Cleaning Plant is looking for a gravity table.

Contact Kelly Diebert (780) 332 4560

## EQUIPMENT FOR SALE

Lougheed Co-op Seed Cleaning Plant

- 1- 6 row Carter Day indent
- 1- 6 row Precision grader
- 1- 2 row Carter Day indent
- 2- dust collectors
- 1- 10 x 80 foot steel scale
- Various legs and conveyors

Call for details: 780-386-3771

**Battle River Seed Cleaning Cooperative Ltd**

Delta i-IQ/CCD 5 Color Sorter. Asking \$ 35,000.00  
For further details, contact Mark @ 780-745-2279  
Or email brscc@mcsnet.ca

**See pages 15 &16 for  
Managers Association  
Training Event Agenda &  
Registration Form**

## EMPLOYMENT OPPORTUNITY

**STRATHMORE CLEANING PLANT**

**STRATHMORE CLEANING PLANT IS HIRING FOR A GENERAL MANAGER POSITION.**

The General Manager is responsible for the successful leadership and management of the organization according to the strategic direction set by the Board of Directors. The GM is also responsible for overseeing day-to-day operations, team building and business development. The ideal candidate will have a degree in business and/or agriculture or a minimum 5 years ag business experience.

To apply, or for a detailed on description, email [cleansed@ccewireless.ca](mailto:cleansed@ccewireless.ca) or [straseed@ccewireless.ca](mailto:straseed@ccewireless.ca)

Resume should include salary and benefit expectations. Apply by April 30, 2018

### TABER SEED CLEANING ASSOCIATION

**IS SEEKING A SEED PLANT OPERATOR. REMUNERATION COMMENSURATE WITH EXPERIENCE.**

To apply or for more details, contact Joe Hanson at [joe.hansontsc@yahoo.ca](mailto:joe.hansontsc@yahoo.ca)



**MONICA KLAAS**  
GENERAL MANAGER  
5030-50 STREET LACOMBE, AB T4L 1W8  
T. (403) 489-9999 • F. 1 (888) 446-5853  
[monica.klaas@seedprocessors.ca](mailto:monica.klaas@seedprocessors.ca)  
[www.seedprocessors.ca](http://www.seedprocessors.ca)

Do you have an idea for a Seed Plant News story?  
Is there something you would like to see featured in this publication? Please send your ideas, submissions or feedback to Monica Klaas at [monica.klaas@seedprocessors.ca](mailto:monica.klaas@seedprocessors.ca) or phone (403) 489-9999.