



### Andrew Vancha Ag Equipment Sales

My name is Andrew Vancha and I am the new Agriculture Equipment Sales rep for the Agro Centre located in Saskatoon. I previously working at another Co-op and jumped at the opportunity to be able to come back on with the Co-op and all it has to offer. I have been involved with Agriculture all my life and highly value what it has to offer and the experiences it brings. I have been married for almost eight years and have three young children who keep me very busy in my free time.



### Matt Gareau Bulk Oil and Lubricants Manager

Matt accepted the role of Bulk Oil and Lubricant Manager with our Saskatoon Co-op Agro Team in June 2019. He looks after oil sales, promotes the new bulk oil business, provides technical knowledge, answers any oil-related questions and provides support in the petroleum department. Matt has six years of experience at Co-op, beginning as a General Duty Clerk here in Saskatoon, before moving into an equipment sales role. Most recently, he was the Assistant Manager at the Agro Centre in Shellbrook, SK. Matt calls Saskatoon home and is happy to be back with the Agro Centre team! Matt enjoys playing hockey in the winter and spending most of his spare time at the lake with friends and family.

### Bulk Oil and Lubricants Delivery

The products we offer on the bulk program are:

- D-MO 15W-40,
- D-MO 5W-40 Full Synthetic,
- 0W-40 Full Synthetic,
- T-HF, Ind. Hyd 32, ATF, and more

### Benefits of bulk oil delivery:

- Customers save up to \$0.45/L when choosing to buy bulk instead of packaged products
- No more jugs, pails or drums!
- We carry a variety of storage options and disbursement options

Call Matt directly for pricing or other questions about our bulk oil and lubricants: 1-306-380-1193

### Saskatoon Co-op Agro Centre

1327 North Service Road Highway 16W, just north of Saskatoon

(306) 933-3835

SASKATOONCO-OP.CRS | AGRO.CRS



## SASKATOON CO-OP AGRO NEWSLETTER

Agro Centre 306-933-3835

APRIL 2020

### INSIDE

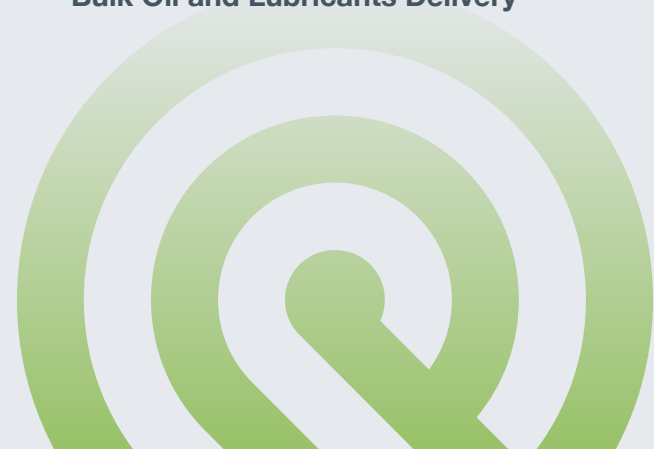
Crop Protection Products  
Pick up or Delivery

Meet the Team

Protect the Seed!

Knowing Your Seed Germination

Bulk Oil and Lubricants Delivery



## Discover the benefits of Saskatoon Co-op Membership!

You don't need to be a member to shop at Co-op, but membership offers you many benefits.

A Co-op membership only needs to be purchased once in a lifetime. It is only \$10 for a membership and this becomes part of your equity. When you join, you become a part owner in Saskatoon Co-op. When the Co-op makes money, you get a share of those profits. The more purchases you make at your co-op, the bigger your share. The Saskatoon Co-op is truly local, independent and wholly devoted to improving your community.

The profits that Co-op generates stay in the community and are used to:

- 1) Build the business;
- 2) Invest into the community; and
- 3) Paid out to members based on their patronage.

We would like to thank our existing customer base for their business support and would invite everyone to the Saskatoon Co-op as both a member and a customer. We look forward to working with you as a valuable partner in your operation.

## Crop Protection Products Pick-up or Delivery

As you order your crop protection products during this pandemic, we ask you to follow the steps below so we can ensure everyone's safety:

- Phone one of our Agronomists (306-933-3835) before you come to the Agro Centre.
- Consult with the Agronomist on what products are needed, the quantities required, when the products are required and how you will be accepting delivery.
- Once the amounts and time of pick-up or delivery have been determined, we will prepare your order.
- We will ask you to verify the order and we will provide you with an electronic copy of the load out slips and invoice.



## Knowing Your Seed Germination

In a little under a month, the 2020 crop will be going into the ground. You want to use the best seed you can. Have you checked yours?

Harvest conditions last fall were poor to say the least. The seed testing labs are reporting that many samples being submitted are showing very poor germination – in some cases 80 per cent or lower. And with poor germination often comes seed borne disease.

Unknowingly using poor seed can lead to thin stands, increased tillering and uneven maturity, not to mention possible lower yield.

If you seed test, you will know what you've got. You can adjust your seeding rate if the germination is reduced. Seed treatment will control seed borne disease. Or you can find alternative seed.

We encourage everyone to check your seed for germination and vigor and if possible, disease. If it isn't up to standard, give us a call. We handle a wide variety of bulk seed.

Can you afford to seed only a partial crop? Only a rich man can afford to use poor seed.

## Protect the Seed

Seed treatments for cereals have been common place for many growers for well over a decade, but how many growers know what they actually do in regards to protection of their seed? Starting your crop off healthy and strong is one of the key components to growing a bumper crop. Seed treatments like Vibrance Quattro, Raxil Pro, or Insure FX protect your seed from a variety of diseases such as root rot, seedling blight, seed rot, smut and bunt. You may think, "I've had my seed tested and it came back with a high germination and relatively disease-free, so I don't need to treat my seed." This is not true. There are many diseases that live in the soil and on crop residues that can affect your seed. Environmental conditions that slow the germination and growth of the seedling gives soil borne diseases more time to infect the seed. Seed treatments protect the seed and seedling from both seed and soil borne diseases, giving your crop a clean start.

Let's be realistic. Most cereal seed is put in the ground when the soil is cold. As the seedling struggles to develop a root system in cool soils it may not be capable to extract the nutrients it needs from the soil. The addition of seed applied nutrients can boost the strength of seedlings when they are most vulnerable. The use of Omex primers such as Primer Mn or Primer Zn provide your seedlings with a fertilizer coating of phosphorus, manganese or zinc. The addition of nutrients directly on the seed provide an immediate source of nutrients that are essential to early growth and root development. A strong root system is essential for a good, healthy crop.

The combination of Seed treatments and Omex Primers provide protection for the seed and stimulates quick root growth and plant emergence.

Please talk to one our Agronomist for details of Saskatoon Co-op's offer on treating with **seed protectants and Omex Primer.**



## Colin Parenteau Logistics Manager

Colin Parenteau has worked in the Co-operative Retailing System for 17 years. He started as a Student Material Handler at the Federated Co-operatives Limited (FCL) warehouse. After obtaining a degree in Education from the University of Saskatchewan, Colin continued to work for FCL and moved into a role in Logistics. He spent the last 10 years or so holding various Logistics-related positions with FCL. Colin has coached Bantam AA and Midget AA hockey for 13 years and still stays involved in hockey as much as he can. He now spends the majority of his free time with his family: wife Victoria and daughter Quinn. Colin looks forward to assisting our members with any and all of their logistical requirements!



## Introducing Mark Johnson Hepburn Fertilizer Manager

Mark is an Ag professional with over five years of direct fertilizer industry experience with additional experience in Ag Customer Service and Ag Technology positions. Mark is a graduate of the University of Saskatchewan's Edwards School of Business with a focus on Operations Management. Mark began his career experience in the fertilizer industry as a co-op student in university working for Cargill. He spent a number of years with Cargill as a Plant Operator. Mark then joined FCL's fertilizer operation in Hanley in 2017. Most recently, Mark worked as a Precision Technology Specialist. We look forward to Mark coming onboard and sharing his fertilizer knowledge and continuing to grow our fertilizer business and the team he leads in Hepburn.

## Offering you state-of-the-art crop nutrition products

Saskatoon Co-op Agro is committed to making farms more productive and efficient. To make the most of every dollar and drop of fertilizer, work with your Saskatoon Co-op Agronomist and build a crop nutrition plan that maintains crop nutrient balance. Our state-of-the-art fertilizer blending facility at Hepburn, SK was established to provide member growers with a wide range of granular and liquid crop nutrition products and has blending capabilities to accommodate all your fertilizer blending needs. Our granular line-up for this spring includes: Urea (46-0-0), ESN, Phosphorus (11-52-0), Potash (0-0-60), and Sulphur (12-0-0-50 & 20.5- 0-0-24). We also stock liquid 28-0-0 (UAN) and 15-0-0-20 (ATS) with full blending and delivery to farm capabilities.