

La Coop Unifrontières

Human.exe

By Jean-Sébastien Leblanc, Agr.
General Manager



Over the past few months, your Board of Directors has mandated Sollio Groupe Coopératif's Consulting Services to assist managers in a risk management exercise. These work sessions allowed us to identify the specific risks of each sector in our Co-operative. Subsequently, a process was carried out to consolidate all the risks identified. Since then, the ten main risks were presented to the Audit Committee along with the strategy to address them. A troubling observation emerged: several are related to human resources! Whether we're talking about difficulties in recruiting, developing or training, or retaining key employees. In the end, the words «human resources» were on everyone's lips during our discussions.

In recent years, your co-op has exceeded the \$150 million mark in sales and has employed more than 100 people. These critical masses allow us to hire specialized employees dedicated to human resources management. The regulations and obligations surrounding employee management are numerous (CNESST, WSIB, etc.) in both Quebec and Ontario, and as an employer, we must act diligently with these guidelines. Your farm businesses, regardless of size, are certainly no exception to this harsh reality, in addition to having to deal with the management of foreign labour programs. This phenomenon has forced many farm leaders to step outside their comfort zone and, in many cases, learn a third language!

Farm automation or robotization also has its limitations when it comes to labour substitution. It is true that it can reduce labour work to a certain level, but in return, it requires expertise and certain specific skills to be able to make everything run smoothly and, above all, to be able to react to atypical events. Furthermore, your suppliers for this type of equipment have exactly the same HR challenges.

When working with livestock, there will always be a need for judgement & decisions requiring a human element. And at the end of the day, we're still talking about your income! It is therefore normal to be involved and take charge of several decisions and not leave everything to the machines.

In order to recruit and, above all, retain qualified and competent labour, some farms have stepped up by offering total compensation incentives comparable to those found in companies operating in other spheres of activity. More and more cooperative members are beginning to offer total compensation conditions comparable to those found in other types of businesses. For example, some farms have begun offering benefit plans to retain their good employees. Many organizations are developing training or workshops specific to this theme in order to support you in the daily challenge of human resources management.

One thing is certain, current demographic trends are not favourable for the next few years. Whether on your farms or at the cooperative, the human resources challenge remains. And as with every crisis of this kind, the agriculture and agri-food sector has always been innovative and finds a way to overcome these problems and adapt at every opportunity. And never underestimate the power of recognition as a tool to mobilize your employees.



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Express Livestock production

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The best way to test your ventilation

Following summer 2019 results, La Coop believes that the use of probes measuring the internal temperature of cows is an excellent method to measure heat stress. The fact that the probes have a three-year lifespan makes it possible to evaluate the quality of ventilation during the first summer and to measure the performance of changes made in subsequent years.

Summary of the summer 2019 experimentation (7 ruminal probes per farm)



Ventilation type



Natural ventilation and misting fans above stalls



Natural ventilation and fans over the feed bunk and stalls



Natural ventilation and «Big Ass Fan» above the stalls

Mister / sprinkler	Fans' built-in misters	Sprinklers at the feeder	Foggers above the bed area
Bedding	Deep stall with sand	Deep stall with sand	Deep stall with sand
Probes reports	<u>25 health alerts</u> on 7 probes in summer 2019	<u>No alerts</u> on 7 probes in summer 2019	<u>30 health alerts</u> on 7 probes in summer 2019

Thanks to Desjardins, financial assistance is available to access this technology. Desjardins Group has created a \$100 million fund to support and promote, among other things, initiatives and projects related to Desjardins Group's socioeconomic mission. Therefore an amount of \$50 000 is available to encourage the use of this technology by our members' dairy businesses.

The cost to cover the total fees for 10 probes is \$3,500 (before financial assistance). These fees cover a 3 years period of use. Desjardins assistance covers 50% of total expenses up to a maximum of \$50,000. In the event that the number of applications exceeds the contribution offered, the \$50,000 will be shared equally among the participants. You have until May 1, 2020, to submit your application at commande.moulee@unifrontieres.coop or by calling Customer Service. For more information, contact your expert advisor.



L'Express Agrizone section

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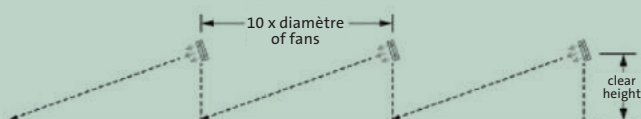
Because we only have one health...

We know that health is fundamental. That being said, when it comes to applying crop protection products, are you always well protected? There are many potential hazards and it is important to make sure that there is no contact of the products with your respiratory system, skin and eyes. Whether you need to equip yourself or to renew your personal protective equipment, BMR (Agrizone section) is there to help you with adapted products. Come and see us before the beginning of the beautiful season!

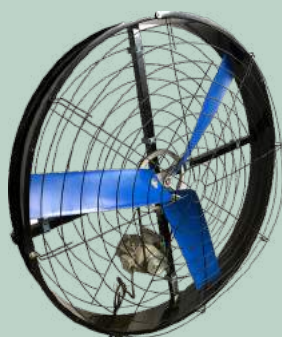
To improve your herd's comfort, Agrizone has the complete range of products to make your projects a reality.



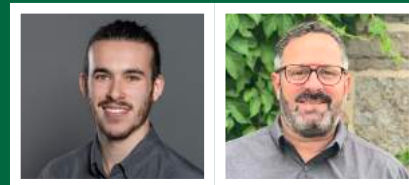
To provide efficient air movement for cooling dairy cows, a 24-inch fan covers 10 times its diameter.



New product for free stalls
54-inch fan
1 to 1.5 HP motor
28,000 to 36,000 CFM



Picture	Description
	Indirectly ventilated, clear one-piece lens with lightweight, foldable frame, fully adjustable elastic, provides protection against flying particles. CSA and ANSI approved.
	Protective visor. Helps protect from impact and chemical hazards. High-strength thermoplastic crown protector. Polycarbonate visor. Easy-to-replace fastening system. Adjustable suspension for a secure, personalized fit. Meets ANSI-287.02003 requirements.
	Respirator with cartridges to protect against asbestos or other dusts and highly toxic particles. Lightweight, comfortable mask with strong straps. Efficiency rate of 99.97%. For replacement cartridge, see code BMR 001-8106.
	P100 replacement cartridge for toxic dusts and particles and asbestos. For respirator S-SR5871514Q (code BMR 001-8081).
	Flash spun high density polyethylene compounds that create a unique non-woven material. Inherent breathable barrier protects against hazardous dry particles, aerosols and liquid splashes. Excellent abrasion resistance; stops particles down to one micron. Respirator hood with elastic around the front opening, designed to cover neck and chin and to fit around a respirator mask. Elastic opening for a tighter fit at wrist and ankle.
	Nitrile glove with flocked lining, 15 mil thickness.
	Glove lined with pvc coating, rough finish for a better grip.
	Waterproof 15" versatile boot made entirely of PVC. Oil and manure resistant. With anti-accumulation sole. Easy maintenance.
	Waterproof boot made entirely of PVC. Oil and manure resistant. Protective toe cap and steel midsole. CSA class 1 certified.
	15" PVC safety boot. Steel cap and sole. CSA approval. Resistant to oils, acids and mild chemicals.



PROFILab, one more tool in your toolbox

For some time now, Lactanet has been offering a new service: Profilab. It provides an overview of the fatty acid (FA) profile of the milk produced by your company. FA is defined as a carbon chain of different lengths, saturated (no double bonds) or mono- or polyunsaturated (one or more double bonds, respectively). Milk's fatty acid profile can be useful in the analysis and diagnosis of different situations on the farm. For example, it can be used to validate on-farm observations or to gain insight on variations in milk components. In this report, we find three main groups of different FA: de novo, mixed and preformed. The proportion of polyunsaturated fatty acids that are part of the preformed ones is also indicated.

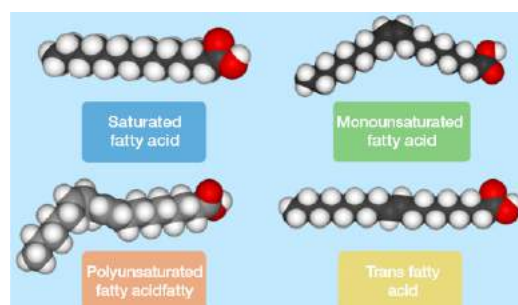
The three main groups of fatty acids and their meanings

De novo's FA forms the first group, these are short-chain FAs with four to fourteen carbon atoms. In milk, they are synthesized in the mammary gland with acetic and butyric acids from ruminal fermentation. They are therefore a very good indicator of the health of the mammary gland and the efficiency of ruminal fermentation. Under optimal conditions, rumen bacteria ferment carbohydrates to produce acetic acid (chain of two carbon atoms) and butyric acid (chain of four carbon atoms). The mammary gland then takes these acids and assembles them to form de novo fatty acids.

The second group of FAs are mixed. These are chains of 16 carbon atoms, they can both come from the cow's diet or be formed by the mammary gland. In the diet of dairy cows they come mainly from sources of fat derived from palm oil. These can therefore go directly into the fatty acid profile of the milk if they are added to the ration.

Pre-formed FA are arriving in the mammary gland already ready to be incorporated into the milk. They can be the result of the cow's body mobilising its fat reserves and then providing a source of fat in the milk. They can also come from the ration of either inert fat (the famous addition of «palmit» is an example) or from the fat contained in the forages. Among the preformed FAs, some are polyunsaturated (several double bonds on the carbon chains), the profile allows us to see more details about this type of FA since it has a negative correlation with milk fat. In a natural way, rumen bacteria are able to remove these double bonds to return to monosaturated or saturated FA thanks

to the biohydrogenation process. However, when polyunsaturated fatty acids are present in too large quantities, the rumen cannot biohydrogenate them all and the result can be a drop in fat content. A higher proportion of polyunsaturated fatty acids in the milk will be noticed.

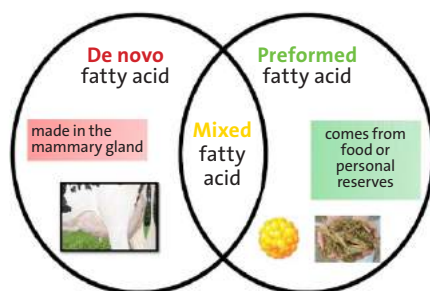


What do these fatty acids actually do?

Two types of FA are mostly important to check and analyze. The proportion of de novo fatty acids gives a very good indication of the quality of fermentation in the rumen and the health of the mammary gland. A drop in the de novo fat content can be caused by a drop in cow consumption, acidosis, lack of fibre in the ration, etc. The de novo fat content is a good indication of the quality of rumen fermentation and the health of the mammary gland. Interestingly, de novo FA can also be influenced by stress conditions in the dairy cow. Indeed, too much competition at the feed bunk, insufficient number of stalls, heat stress (Liu et al., 2017), etc., are all factors that can affect de novo FA synthesis.

Polyunsaturated fatty acids are the other group to watch out for, as they can be precursors to problems. An increase in these may indicate ruminal acidosis problems that will alter the rumen biohydrogenation process. It may also indicate an increase in fat in the ration that may come from forages or other fat sources.

You can add this tool to the arsenal available to you for diagnosing problems and improving performance of your herd. Consult your expert advisor for more information.



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The calves want to talk to you...

La Coop Unifrontières has a wide choice when it comes to using the right milk replacer for your herd. Here's a brief overview of the milk powders we offer....



- Goliath 24-17 PERFO
- Goliath XLR 27-16
- Goliath XLR DEC-CHLO
- Goliath XLR ACC
- Goliath XLR Solution

Goliath 24-17 PERFO and Goliath XLR 27-16:

- 100% **Canadian milk protein** for optimal growth
- 100% **organic selenium**: its bioavailability promotes the calves' immune system and the control of their thermoregulation.
- Addition of **oleoactives/essential oils**: research shows that calves consume more, have better weight gain and can be weaned earlier when these molecules are present. Also, anti-microbial effects have been proven with the use of certain compounds active on E.Coli, Crypto. parvum.
- Contain a **digestive catalyst**: these are specific organic acids that act on the enzymes present in the intestine.
- Addition of **Mannan Oligo-Saccharides (M.O.S.)**: derived from yeast lining, these compounds act as a lure for pathogenic bacteria present in calves' intestines. Positive effects on the intestinal flora and the intestinal wall (less diarrhoea, better digestion) allow for better consumption and weight gain.

Goliath XLR DEC-CHLO :

- In addition to the additives described above, this milk powder is medicated with **decoquinat** to help the calves fight coccidial pressure in the environment.
- It can also be medicated with **tetracycline hydrochloride**, absorbed directly in the intestine, which prevents the development of pathogenic bacteria.

Goliath XLR ACC :

- **27% milk protein** and 16% raw fat for accelerated growth
- **Milk replacer acidified with organic acids** (pH approx. 4.5): suitable for group milk feeding with a higher level of microbism. Acidification of milk results in a less favourable environment for the development of pathogenic bacteria in the calves' intestines. Less frequent intestinal disorders are observed by research.
- As with previous milk powders, there are also **oleoactives** and **M.O.S.**
- 100 % **organic selenium**.

XLR Solution :

- Whole milk supplementation with **27% protein** and 0.75% crude fat.
- **Premix** used in a proportion of 1 part for 3 parts of whole milk.
- Addition of **oleoactives, organic selenium and M.O.S.**

Which milk replacer is best suited for your farm? We are supported by Sollio Agriculture's team specially focused on producing milk replacers that are palatable and nutritious.

We'll talk about it during our next visit?

AGRIZONE

You will find new bottles available in your Agrizone stores in 2, 3 or 4 litre sizes with latex or silicone teats, which are more durable and easier to clean.

Biberon Bess



079-7762

079-7771

079-7753



079-7726: 2 litres
079-7735: 3 litres
079-7744: 4 litres

Express Crop production

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What corn do I plant in 2020?

Lessons from the 2019 growing season

The past growing season will stand out in our memories with the numerous growing season challenges; a wet, cool spring, late planting, reduced corn heat units in summer and an early frost is more that we hope to see again soon. We now have the opportunity to use this information to reduce risks in the future.

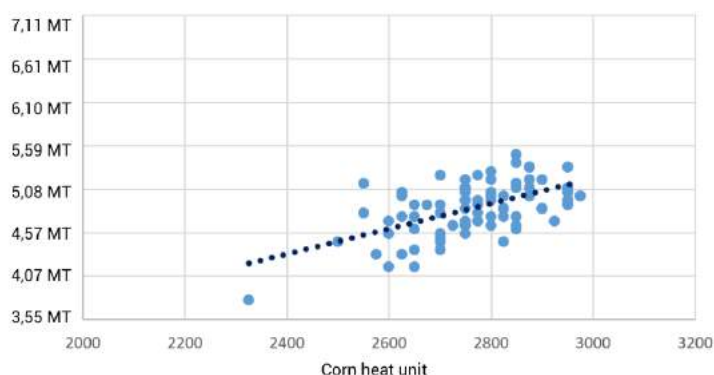
At what point should I switch varieties? Early planting still is key for pushing for higher yields. If planting is delayed once again, the following chart might guide you in your choice to switch varieties:

HEAT UNIT ADJUSTMENTS TO CORN HYBRIDS WHEN PLANTING IS DELAYED

Date	Current Recommendation	2019 Experience
May 1	2900	2900
May 26	2800	2800
June 2	2700	2700
June 9	2600	2500
June 16	2500	2300

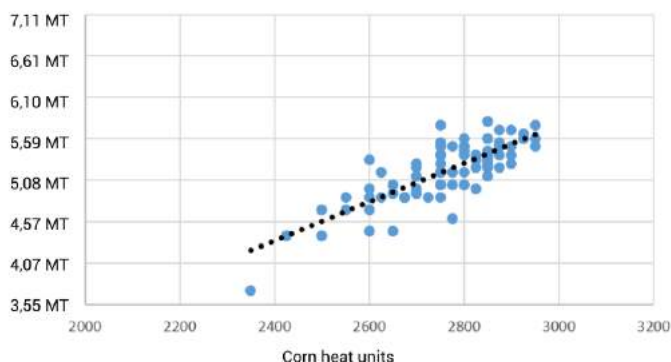
Source: Greg Stewart (Maizex) & Ben Rosser (OMAFRA)

YIELD VS CHU - 2017

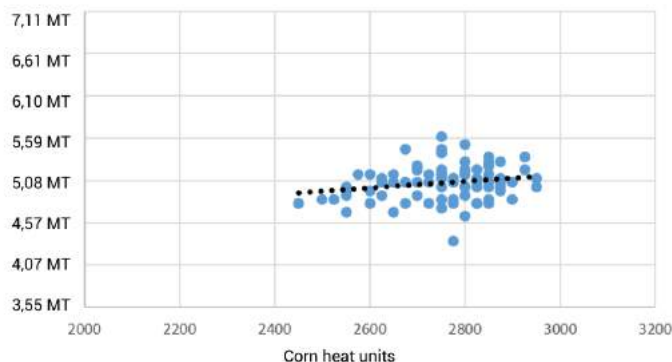


Should I adjust the Corn Heat Unit varieties I choose? Provincial corn yield trials provide valuable data to help us make decisions on corn varieties and the corn heat units (CHU) choices. Typically we expect to experience an increase in yield within the respective zones as we go to higher CHU corn. Consequently, this increase is balanced by increasing moisture content at harvest to give us a straight line increase on the yield graph relative to moisture. In 2019, the graph was a horizontal line or slightly increasing depending on the zones. When we look at the 3 year average, the increase in yield, the increase in yield is too much to ignore, even with drying costs factored in. The adjoining graphs from the Ontario yield trials the last 3 years gives us an idea of this advantage. We do have to still respect the CHU zone you are in.

YIELD VS CHU - 2018



YIELD VS CHU - 2019



You can have access to this data by logging into the following sites:

Ontario: www.gocorn.net

Quebec: <https://cerom.qc.ca/reseau-grandes-cultures-du-quebec/guides-rgcq.html>

Your Co-op crop expert-advisor is always available to help you sort through the information to make wise economic decisions going forward. We wish you a successful 2020 crop season.

Express Livestock production

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How will the new method affect my milk cheque?

This question has been raised frequently since the announcement at the beginning of the year of a new method of payment for components (effective January 2021). In order to evaluate the financial impact on your farms, graph #1 shows the revenue gap for one kilogram of fat/day with different solids non-fat/fat ratio. Currently, revenue is favoured with a high SNF/Fat ratio. The new method will considerably reduce the impact of the SNF/Fat ratio on your revenues.

As shown in Table 2, a farm producing 100 kg of fat/day with an SNF/Fat ratio of 2.0 will see its revenues increase by \$22,620/year with the new method, while a farm with a ratio of 2.35 will see its revenues decrease by \$9,325. If the annual revenue gap is currently more than \$40,000 between these 2 farms, it will be reduced to \$8561 in January 2021.



A market-oriented method of component payment

P5 provinces have agreed to modernize the on-farm component payment policy to better reflect market income and to ensure greater equity among producers, in the context of a structural surplus of solids non fat (SNF) in the marketplace.

Excerpt from P5 announcement: SNF payment policy/G 7 January 2020

TABLE 1: CHANGE IN TOTAL REPORTED REVENUE IN \$/KG OF FAT BASED ON 2017-2018 DATA FROM P5.

SNF/fat Ratio	% of businesses	Income \$/kg fat	Revenue \$/kg fat New policy
Policy à 2.35	Income \$/kg fat	17,82 \$	18,44 \$
New policy	39 %	18,42 \$	18,62 \$
2.2 to 2.3	45 %	18,72 \$	18,66 \$
> 2.30	13 %	18,93 \$	18,68 \$

TABLE 2: CHANGE IN ANNUAL INCOME FOLLOWING THE APPLICATION OF THE NEW PAYMENT METHOD (JANUARY 2021)

SNF/fat Ratio	Current annual income (100 kg of fat)	Income after January 1st 2021 (100 kg of fat)	Annual Income Now vs. January 2021
< 2.0	650 430 \$	673 060 \$	+ 22 660 \$
2.0 à 2.20	672 330 \$	679 630 \$	+7 300 \$
2.2 à 2.3	683 230 \$	681 090 \$	-2 140 \$
> 2.30	690 945 \$	681 620 \$	-9 325 \$

Consider that the comparison is based on component prices that we currently have and these prices vary over time. The calculation is based on current conditions in Ontario, but the impact will be similar across P5. The purpose of this article is to measure the impact of the new policy on your annual income.



Only fools don't change their minds!

To follow up on Marie-Philip's previous article : When forages become more expensive than concentrates, we have given further thought to the question: is there a way to make our rations even more economical? If forages are so expensive to produce, which ones are advantageous to use in our feeding programs? With the help of my computer I started calculating different ration scenarios to make comparisons. Would a ration with more corn silage be advantageous given the low cost of concentrated protein? I compared a ration with 40% corn silage versus 80% corn silage.

If you compare the cost of rations with 80% corn silage, it costs \$7.69/cow/day. The ration with 40% corn silage costs \$8.28/cow/day. A saving of \$0.59. On an annual basis with a herd of 100 cows in milk, the producer can save \$21,535. The scenario is based on the value of the production costs of corn silage at \$170/MT and hay silage at \$300/MT on a dry matter basis. Keep in mind that high corn silage rations require fewer acres to produce the amount needed to feed the herd, freeing up acres of land to produce a more profitable crop for the

business.

Harsh winter kills, and lack of water in the summer have greatly influenced the cost of forage production lately. Luc Gagné, an agronomist with the Ontario Management Group, estimates the cost of forage production over the past four years at around \$300/MT DM.

Before adopting this strategy, a few details need to be addressed:

1. Your corn silage hybrid becomes even more important, we strongly recommend a corn silage variety with high digestibility instead of dual purpose corn variety;
2. Harvest under the right conditions, ideal moisture for your type of storage, applying an inoculant that enhances fermentation with high lactic acid, low acetic acid and no butyric acid;
3. Check on silage conditioning! Aim for a Kernel Processing Index (KPS) of 70% or higher;
4. Stabilized and fermented silage (do not feed green silage to lactating cows), we recommend a 60 day voluntary waiting period of fermentation before introducing in lactating cow diets.

Although this ration is beneficial for cows, replacement heifers should be fed a lower energy feed. The winter cover crop is becoming an interesting alternative to meet requirements for this group and assuring enough feed. The idea is to plant winter rye after corn silage harvest and harvesting at the end of may before planting soybeans or a low heat unit corn silage. Cereal silage easily meets the nutritional needs of heifers at a reasonable cost. Including a winter crop in your rotation allows for three crops to be harvested in two years therefore, maximizing profitability on the crop operation.

As Charles Darwin said : It is not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is most adaptable to change.

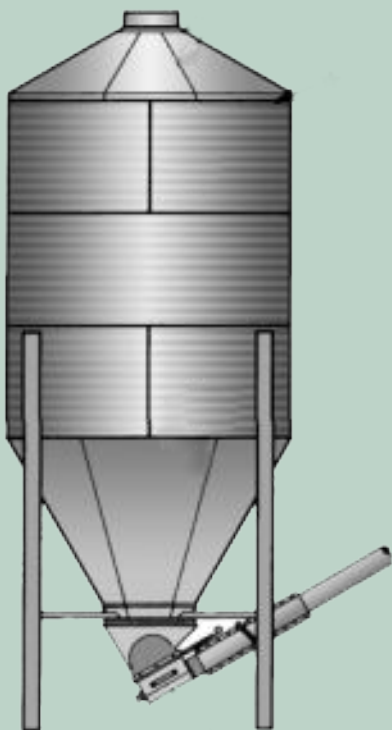
RATION #1 (40% CORN SILAGE)

Ingredient	Kg/cow/day	\$/MT As Fed	\$/MT DM basis	Cost/cow/day
corn silage (37%DM)	21.21	62.00 \$	170.00 \$	1.32 \$
corn silage (31.5%DM)	31.86	94.50 \$	300.00 \$	3.01 \$
corn meal	5.55	270.00 \$		1.50 \$
Supp 5060	0.82	750.00 \$		0.62 \$
Supp VIP	2.3	800.00 \$		1.84 \$
Total/cow/day				8.28 \$

RATION #2 (80 % CORN SILAGE)

Ingredient	Kg/cow/day	\$/MT As fed	\$/MT (DM basis)	Cost/cow/day
corn silage (37%DM)	41	62.00 \$	170.00 \$	2.54 \$
corn silage (31.5 %DM)	10.26	94.50 \$	300.00 \$	0.97 \$
ground dry corn	2.63	270.00 \$		0.71 \$
SuppMix RTM 46 AU	3.11	524.00 \$		1.63 \$
Supp VIP	2.3	800.00 \$		1.84 \$
Total/cow/day				7.69 \$

GOING FROM BAGS TO BULK



With the increase in labour and transportation costs, have you considered the potential savings of switching from bags to bulk? The net price difference for 1 MT of 25 kg bag versus 1 MT of the same bulk feed is currently \$146/MT. We consider that products ordered totalling more than 10 MT/year allow for a payback of the silo installation in less than four years (savings of \$1,460/year for a volume of 10 MT/year). We note that many of our customers could benefit from switching to bulk calf feed. Although we suggest the purchase of silos that can hold 3 MT and more, we offer the following feeds in batches of 2 MT: Totalveau Mon, Goliath Vo-21 and Goliath Vo-21 Pro. These lots can be combined with your other bulk lots for a better volume discount. Consult your consultant for more details.

AgConnexion : a digital tool to discover!

Sollio and La Coop Unifrontières offer you an AgConnexion digital portal to facilitate your accounting. Access the portal to view or download all your invoices and statements from La Coop Unifrontières.

- Invoices
- Account statements
- PAEF
- Direct debit collection receipt
- Soil analysis
- Lactascan Report
- Toolbox: contains documents and links that the co-op shares with you.

In addition, customers with SIGA Finance and Aleop will be able to use an invoice transfer from AgConnexion to SIGA Finance. This option will be officially available towards the end of April 2020. There will be an installation to be done on your software and then you will be able to import your invoices while keeping the possibility to adjust the invoice details before the transfer.

Clients who already use the transfer report that the process is very easy to learn and can save hours of accounting time per month.

Contact Serge Gilbert at recevable@unifrontieres.coop to login to the portal.

Express Livestock production

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R&H Blanchard Farm finalist in the farm transfer prize contest.

Each year, Sollio Groupe Coopératif awards an amount of \$15,000 to the winners and finalists of the Farm Establishment and Transfer Contest. Sollio wishes to showcase Canadian families who have completed a family farm transfer in the agri-food sector. Following a gala event at the 98th Annual General Meeting of Sollio Groupe Coopératif last February, the videos of the finalists were unveiled and the entrepreneurs of our industry were crowned. A chic and distinguished event that highlights the efforts, hard work and determination required to ensure the sustainability of our family farm businesses. It was an emotional evening for all the finalists who viewed their business stories for the first time in front of 1,000 members and delegates.

This is the third consecutive year that one of our members of La Coop Unifrontières has been among the finalists of this prestigious competition. Ferme R&H Blanchard Ltée, located in Embrun, Ontario, was a strong candidate for 2019! It is thanks to the determination of Reynald and Hélène Blanchard that this couple established themselves in dairy production in 1987. Several investments have been made over the years. Their daughter, Lydie, is now at the helm of the company, managing a business with 160 kg of quota and 650 acres of cultivated land. A somewhat atypical path, since Lydie and her husband Pierre-Paul have settled themselves halfway between each of their family businesses. It is their passion for agriculture and many sacrifices that unites them and allows their two businesses to thrive. Lydie Blanchard is also a new candidate who is benefiting from the Fonds coopératif d'aide à la relève agricole this year. Although R&H Blanchard is a finalist behind the impressive transfer of Ferme Belflamme in St-Anselme, QC, the company earned a \$2,000 credit from BMR, Unimat or Sollio Agriculture.



We invite you to view the transfer of the Blanchards on our Facebook page of La Coop Unifrontières.

https://www.youtube.com/watch?v=1MWc3QO8R6A&feature=youtu.be&fbclid=IwAR0EIb8d_S7LeOsVY6wi-A4wyTudn-LAOPFCUexLQSMccx3SuoINE-Mq7IA

To learn more about the Farm Establishment and Transfer Contest, visit the Sollio Groupe Coopératif website:

<https://www.lacoop.coop/fr/notre-engagement/releve-agricole/petf>



In order to be eligible for the Sollio Groupe Coopératif Establishment and Farm Transfer Prize the candidate must :

- Be a member and customer of the cooperative network or be a customer of a Sollio Agriculture joint venture, either an Agromart retailer or an Agrico affiliated retailer for Ontario participants;
- Be established for less than 10 years in the Establishment of a Farm Business category by the President of a co-operative or the General Manager of the retailer;
- Be 40 years of age or younger at the time of the year of participation;
- In the case of a farm transfer, have a minimum of 20% of the shares, maximum 10 years prior to participation in this contest.



A high-performance cow brush

Manufactured in Quebec by a subsidiary of Sollio-Vivaco, Eddynet is a company that specializes in the manufacture of mechanical brooms. This brush offers several programmable functions such as activation angle and stop time, it also offers automatic inversion to avoid brush deformation. The profile of the brush allows brushing of the back and sides and the long reach allows access to two cows at the same time. The arm can be folded down to clear the corridor. The Eddynet brush will be on display in your Agrizone stores throughout the year for you to see. Ask our staff for more details.

EDDYNET



EDDYNET
THE REFERENCE IN
MECHANICAL BROOM
BRINGS YOU A COW SIZED
SOLUTION

SMART FEATURES:

- Adjustable Auto Start (5 to 20 deg.)
- Adjustable Auto Stop (30 – 90 sec.)
- To ensure long bristle life and efficient brushing during brush lifetime, the rotation will switch direction every half hour
- Built in safety feature senses resistance will make the brush to stop and switch rotation for 10 sec.
- Hourglass profiled 36" (1m) brush to conforms to the shape of the cow.
- Dual voltage Motor (110 VAC/ 220 VAC)
- Easy access emergency stop switch
- Swing arm to put the unit out of the way
- All steel construction with durable powder coated paint
- Long arm to allow the passage on each side
- 2 years limited warranty

WWW.EDDYNETINC.COM

1-866-444-2802



N, P, K and Other Essential Elements in Crop Fertilization

The importance of crop fertilization has now been known for many years. Most Quebec farmers are assisted by an agronomist to produce their fertilization plan, and many in Ontario also receive advice from a professional. However, although the role of the primary elements is generally well understood, that of certain secondary or minor elements is sometimes vague.

Nitrogen : Photosynthesis, protein and yield

Nitrogen is the staple food of plants. A plant well nourished in nitrogen grows quickly and takes on a beautiful dark green colour due to an abundance of chlorophyll. Since photosynthesis takes place in the green parts of the plant, full of chlorophyll, it can be said that nitrogen is the pillar of yield. In addition, it is a central element in amino acids, which are the building blocks of proteins.

Phosphorus : Growth, reproduction and maturity

Like nitrogen, phosphorus is important for growth. Root development, in particular, is favored by good phosphorus nutrition at the start of the season, hence the advantage of placing it in a strip close to the seed. In addition, phosphorus promotes seedling vigour by increasing the plant's resistance to cold and disease. Later in the season, it plays an important role in the reproduction of the plant, among others in pollination, maturity and transfer of reserves. Phosphorus is also known to shorten the vegetative cycle.

Potassium : Sugars, standability and health

Potassium plays an important role in photosynthesis, allowing the synthesis of carbohydrates (sugars) in the leaves which are then transferred and accumulated in other parts of the plant. This is why it is often associated with winter survival in alfalfa and flavour of food (among others, in potato and grapes). In addition, potassium stimulates the production of cellulose and lignin, which gives greater rigidity to tissues and better resistance of cereals to lodging. It also helps with resistance to diseases and insects.

Sulfur : Protein, aroma and nitrogen fixation

Sulfur is an essential constituent of two amino acids: cystine and methionine. It therefore plays an important role in the production of complete proteins. In vegetables, it adds the distinctive colour, flavour and smell to these plants. In legumes it is involved in nitrogen fixation.

Magnesium : Chlorophyll and protein

Magnesium is part of the structure of chlorophyll molecules, which implies that a deficiency will reduce photosynthesis. It also plays an essential role in protein synthesis.

Calcium : Tissue integrity

We are so used to considering the role of calcium in the soil that we sometimes forget the role of it in plants. Most of the calcium is found in the cell walls, which gives it the role of a stabilizer. It ensures the integrity of the cell membrane, while ensuring its permeability.

Iron : Chlorophyll

Iron deficiency is uncommon in our region, with the exception of muck soils. Iron is nonetheless an essential element involved in the synthesis of chlorophyll.

Manganese : Enzymes

Excessive liming can cause manganese deficiency in demanding crops, including grains, beans and soybeans. In addition, the available manganese decreases with soil aeration, which can induce a deficiency in worked and well-drained soils. Manganese plays a role particularly in the activity of various enzymes. It is involved in photosynthesis and in the production of chlorophyll.

Copper : Chlorophyll

Being strongly linked to organic matter, it is more common to find copper deficiencies in very sandy soils rich in organic matter and in muck soils, in which it is practically impossible to grow plants without adequate copper fertilization. In field crops, grains and alfalfa are the most sensitive. Copper plays a role in the production of chlorophyll where it acts as a catalyst for certain enzymes.

Zinc : Growth and sugar production

Zinc deficiencies most often appear in light soils where the pH is high. Also, the application of a high dose of a phosphorus starter in already rich soils can induce a deficiency. It is also possible that deficiencies appear following land levelling where topsoil has been removed because the lower layers of the soil generally contain less. Zinc is important for initial growth and the production of carbohydrates. Corn is a particularly demanding crop.

Boron : Root growth and pollination

Boron is an element that is susceptible to leaching and therefore often deficient in our soils. However, caution is advised as crops vary widely in their boron tolerance level. Some crops are nevertheless very demanding, including alfalfa. It is important for root growth, in addition to playing a role in pollination and seed development.

Molybdenum: Bacteria fixing nitrogen

Molybdenum is the only element whose availability increases with the pH of the soil. The only places likely to show deficiencies is in legumes growing in soil where the pH is below 6.0. Indeed, molybdenum is essential for the proper functioning of nitrogen-fixing bacteria. It is also responsible for the reduction of nitrates, which means that in a situation of deficiency, there is a decrease in the content of amino acids in plants.

In conclusion, let's not forget that a healthy soil will prevent most deficiencies. Sometimes it seems easier to apply mineral fertilization. Nevertheless, it will be necessary to start again each year if the real problem is rather one of drainage, of soil structure; or pH; etc. Mineral fertilization is only a tool to optimize the profitability of crops and each application must be justified from both an agronomic and economic point of view. As such, precision in spreading can help optimize fertilization and also help reduce the impact on the environment.



DID YOU KNOW...?

Always attentive to the needs of its customers and driven to be constantly at the forefront, La Coop Unifrontières has purchased a precision fertilizer spreader with cutting edge technology. Your Cooperative will therefore provide a fertilizer and cover plant spreading service this season, in partnership with Forfait Dicaire Inc. This addition enhances the offer of services offered at your cooperative leading to increased profitability on the farm and contributing to environmental sustainability.

Contact your expert advisor to find out more!



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PREVENTIVE MEASURES

COVID-19

EXPERT ADVISORS SERVICES

- Telework, phone and e-mail communications are encouraged, when possible.
- If a farm visit is required, all public health recommendations must be followed, including the recommended distance between people (2 meters).
- Apply the rules of hygiene: disinfect your hands and equipment before and after each visit, avoid all physical contact and keep a distance of 2 metres at all times.

If you have flu-like symptoms or if you are returning from a trip, please notify our employees before they travel so that they can take the necessary precautions.

TRANSPORT AND DELIVERY

- Merchandise transport services are maintained.
- For the protection of our deliverymen, they will have no direct contact with customers. Thus, no signature will be required upon receipt and no meetings should take place on site.
- Hygiene measures for delivery personnel have been reinforced.
- Feed delivery: the delivery person will not enter the stables or offices. In addition, in order to reduce the risk of contamination as much as possible, our delivery person will not rotate the feed bags under any circumstances. Thus, the old bags should be removed from the delivery site by the farm staff before a new order arrives.
- Seeds, fertilizers and phytoprotection delivery: Supply is under control. We have the products in stock and a good delivery capacity. We are ready to meet the demand now!

FERTILIZER CENTERS AND WAREHOUSES

- We encourage our customers to contact our teams by phone or email and avoid visiting our fertilizer centers and warehouses.
- ALL orders must be placed by telephone in advance. No orders will be taken on site. Contact your expert advisor to help you determine your needs.*

EVENTS AND TRAINING

All our events and formations scheduled in the coming weeks are cancelled or postponed. We are limiting travel and team meetings as much as possible and replacing them with phone meetings.

ADMINISTRATION & CUSTOMER SERVICE

- Our employees work remotely when their tasks allow it.
- Customers are invited to make their payments online via their financial institution's website. It is the easiest, fastest, safest and most efficient way to pay your bills.*
- We invite our customers who are not already registered for electronic billing to write to recevable@unifrontieres.coop to receive their invoices and statements by email.

HARDWARE SERVICE

- Since our stores have been identified as an essential service, they all remain OPEN.*
- All payments must be made by card (use of PayPass is encouraged).*
- We encourage you to use the online ordering service with delivery via <https://www.bmr.co/fr>.
- We cannot accept returns during this time*
- We ask to respect the markers on the ground for the distance between customers.*
- Each customer is encouraged to disinfect their hands when entering and leaving the store.
- When a signature is required, use the jar of sterilized pencils provided for this purpose.*
- Customers are asked to be careful not to touch the products unnecessarily.*
- Convenience store: We can no longer take refundable cans and bottles at this time.*
- We ask customers returning from a trip or showing symptoms not to go to the store.

PAYMENT BY INTERNET ON A FINANCIAL INSTITUTION'S WEB SITE

It's the easiest, fastest, safest and most efficient way to make your payments!

To make an electronic payment on your financial institution's Web site, you must :

- access your secure space on your financial institution's Web site;
- add to your list of suppliers (invoices) the one called «La Coop Unifrontières (QC)» which is accessible in your financial institution's list of online payment services;
- Select this supplier (invoice), enter your reference number (this is your 4- to 10-digit client number, located in the upper right-hand corner of your invoice) and make the payment.

Here is the list of participating financial institutions:

- | | |
|-----------------|--------------------|
| • Desjardins | • RBC Royal Bank |
| • CIBC | • Toronto dominion |
| • National Bank | • Scotia Bank |



L'Express LACTASCAN



The 2.5 Kg club!

Your team of consultants publishes production results for the last 12 months, based on milk paid for by the federation. These farms have produced more than 2.5 kg of Fat and Protein/ Cow/day on an annual average. We believe that this is the most respectful of the efforts required to remain in this select club. Producers who have maintained this level of annual production have been able to, among other things, produce forages of consistent quality and in sufficient quantity, maintain low lactation days and effectively manage heat periods. It is interesting to note that six new farms have been added since our last publication.

Farm	Owners	Location	Litres/ cow	Kg of fat/day	kg of prot/ day	kg fat+ prot	Type of milking
Ferme Nieuwenhof et Associés Inc.	Justin & Benjamin Nieuwenhof	Ste-Agnès-de-Dundee,Qc	45.0	1.80	1.39	3.2	3x
Ferme Bryhill	Lynn, Dave & Matthew Bryson	Orms town, Qc	41.8	1.67	1.29	3.0	3x
Lukassen Farm	John, Nancy & Kevin Lukassen	Huntingdon,Qc	38.6	1.64	1.25	2.9	Robotics
Ferme Val-Bisson	Jean Bissonnette & Élyse Gendron	St-Polycarpe, Qc	38.6	1.59	1.26	2.8	Roboleo
Suntor Holsteins Farm	Kevin Sundborg & Amanda Lukassen	Orms town, Qc	38.2	1.63	1.22	2.8	Robotics
Ferme Lavigne inc.	Alain & Jean-Pierre Lavigne	Ste-Anne de Prescott, Ont	40.0	1.57	1.25	2.8	Robotics
Ferme Guyette *	Lorrette Dumoulin, Jean-Guy, Jocelyn & Jean-Yves Vanier	St-Clet, Qc	38.4	1.58	1.22	2.8	2x
Ferme Frederic	Luc Fredette	Plantagenet, Ont	35.1	1.42	1.33	2.7	Roboleo
Weeberlac Holsteins Farm	Tim & Scott Groniger	Carlsbad Spring,Ont	37.2	1.47	1.27	2.7	3x
Ferme Ashley Cameron	Ashley Cameron	Orms town, Qc	38.4	1.53	1.20	2.7	Robotics
Ferme Soesbergen inc.	John, William, Christopher, Jenna & Nic Soesbergen	Ste-Agnès-de-Dundee,Qc	36.7	1.52	1.17	2.7	2x
Ferme Ben-rey-mo	Reynald, Monique & Martin Benoit	St-Albert, Ont	37.1	1.53	1.16	2.7	Robotics
Sonibrand Farm	Arnold & Anna Kuratle, Rene & Sonja Buermans	St-Isidore, Ont	35.6	1.48	1.19	2.7	Robotics
Ferme Du Galet *	Normand Chevrier & Hélène Therrien	Rigaud, Qc	33.9	1.45	1.17	2.6	2x
Ferme A&L Desnoyers	André, Lyne & Steve Desnoyers	St-Albert, Ont	37.6	1.44	1.16	2.6	Robotics
Ferme Simajé	Christian Riendeau & Martine Turcotte	Ste-Martine, Qc	35.6	1.42	1.16	2.6	2x
Ferme Archo	Hugo & Réjean Archambault, Diane Gagné	St-Louis de Gonzague, Qc	35.1	1.43	1.15	2.6	2x
Ferme Ricky	Patrick Séguin	St-Albert, Ont	34.5	1.45	1.13	2.6	2x
Ferme R. Séguin et fils *	Robert, André & Gilbert Séguin	Ste-Marthe,Qc	33.6	1.43	1.11	2.5	2x
Maple Oak Farm	Glen, Dennis & Melissa Moore	Hinchinbrook, Qc	35.9	1.40	1.14	2.5	2x
Ferme Iceberg inc.	David Cécyre	St-Stanislas de Kostka,QC	35.2	1.40	1.15	2.5	Robotics
Morrisbel Farm	Denis, Jonathan, Jeffrey & Claudette Morris	Sarsfield,Ont	34.7	1.43	1.10	2.5	Robotics
Ferme Legermau	Maurice, Annie & Marc-André Léger, Dany Desrochers	Ste-Agnès-de-Dundee,Qc	34.6	1.40	1.12	2.5	2x
Ferme Gérantik	Gérald, Jasmin & Christian Benoit	St-Albert, Ont	35.0	1.41	1.10	2.5	Robotics
Ferme LCM Quesnel	Marc, Ginette, Pascal, Valérie & Joël Quesnel	Moose Creek,Ont	34.9	1.42	1.09	2.5	2x
Ferme G et J Sabourin	Gilles & Johanne Sabourin	Crysler, Ont	34.8	1.39	1.12	2.5	2x
Ferme Franduro SENC	Jean-Francois & Robert Duteau, Francine Girard	St-Bernard de l'acolle	35.1	1.40	1.11	2.5	Robotics
Ferme Philos inc.	Philippe Etter	Sarsfield,Ont	32.3	1.38	1.11	2.5	2x
Templewood Farm	Jim Templeton	Orms town, Qc	33.3	1.39	1.09	2.5	2x
Ferme Descayer et fils	Francois Cayer	St-Albert, Ont	32.8	1.38	1.10	2.5	2x
Ferme Rochevert	Francis Rochefort	Howick,Qc	33.9	1.37	1.09	2.5	Robotics
Ferme La Chateaugoise	Patrick & Maurice Gendron	Chateauguay, Qc.	32.7	1.36	1.10	2.5	2x
Ferme Y.L.G. Pilon	Yoland & Guillaume Pilon	St-Polycarpe, Qc	33.2	1.36	1.09	2.5	2x
Ferme Montréal	Michel & Gisèle Proulx, André Ménard	Les Cèdres,QC	33.1	1.34	1.11	2.5	2x
Ferme Dlasept	Jacques, Suzanne & Alderic Laflèche	St-Albert, Ont	32.8	1.39	1.07	2.5	2x

* Customer served by the Coop of Ste-Marthe

Congratulations on your good results!