



SEED PLANT NEWS

Association of ALBERTA Co-op Seed Cleaning PLANTS Ltd.

Contents

President's Message	1
Upcoming Events	1
New Regulations	1
Who Is Your Beneficiary?	2
Bayer CropScience	
Applicator Program	3
BayerValue Program	3
Off-season Maintenance	3
Handling Seed	
Treatment Waste	3
Product Agitation	3
Make the Numbers Work	
For You	4
Technology Tidbits	5

Seed plant news is now published four times annually to member plants, the executives and the managers of the Association of Alberta Co-op Seed Cleaning Plants Ltd.

President's Message

Wayne Jackson

When you receive this newsletter, farmers should be in the fields full time so hopefully the mad cleaning rush has started to slow down slightly. I have heard reports of some plants being very busy while others were down considerably in

volume. May your plant be one of the busy ones. A big thanks to all the managers and staff who have worked so hard to get the cleaning done this spring. You play a vital role in the cropping cycle and your efforts are appreciated.

Regional meetings will soon get underway and I look forward to meeting you then. Please encourage as many board members as possible to attend as this is an excellent opportunity to discuss provincial association concerns. Discussion topics will include finances, the search for a new general manager, future direction, and many other items of business.

Regional meetings are also a great forum for discussing your ideas and resolutions, so bring them along.

The Seed Industry Partnership has started the search for a new general manager. We have hired a personnel placement firm from Lethbridge, called Select, to help us with this task. We hope to start

interviewing candidates in mid-June. To apply, contact Select at 403-382-3669 and ask for Emma. Don't delay. Good luck with the spring work and see you at the regional meetings.

UPCOMING EVENTS

Regional Meetings

- June 13 Vulcan
- June 14 Blackie
- June 15 Forestburg
- June 16 Bashaw
- June 19 Innisfree
- June 20 Boyle
- June 21 Rycroft

Please consult the agenda for event locations, as the meetings may be held in a different location than the host plant.

New Regulations

At the last meeting of the Canadian Seed Institute



(CSI), it was noted that there are new regulations governing the import and export of wood containers and products. This affects things like pallets for seed bags, containers holding new machines or replacement parts or repairs, wood slats in containers, etc. Anything being shipped with wood is affected. This affects countries world wide. The idea is to prevent the spread of diseases and insects through contaminated wood. As of January 1, 2006, all wood products must be stamped, indicating the wood has been treated to kill all diseases and pests it may contain. If the wood is not stamped, the package is to be returned to the shipper immediately. There is not supposed to be an opportunity to unload the container at the border and let the parts go. Everything is to go back immediately. It was indicated that some countries may require more time to get up to speed with the regulations but when they do, the enforcement will be strict.

Not all plants export wood products but those that do should be aware. Check with your suppliers to make sure any wood items in export or import packages meet the new regulations. Don't get a shipment rejected!

Who Is Your Beneficiary? **Doug Sample**

Do you know who your group life insurance beneficiary is? You might be surprised how many members of corporate benefit programs are not sure or just plain wrong.

When an employee enrolls in a company-sponsored group benefits program, they are required to complete an enrolment form which, among other things, requests that they specify a beneficiary for their life insurance proceeds. Failure to keep the beneficiary designation up to date can lead to unexpected and often awkward situations. All too often we hear about the employee who got remarried, but failed to change their beneficiary from their former spouse to their new spouse. The death of the employee inevitably results in a conflict between the intended and actual beneficiary. With very few exceptions, the individual noted as the beneficiary on the enrolment form will be the person who ultimately receives the life insurance proceeds, regardless of their current relationship to the deceased. Beneficiary designations should be reviewed regularly, in particular when

there has been a change in the personal situation of the employee, such as:

- New marriage
- New common-law relationship
- Divorce
- Birth of a child
- Adoption of a child
- Creation of a "blended" family
- Death in the family

Appointing a Minor Beneficiary

With the exception of employees in Quebec, all appointments of a minor beneficiary should be accompanied by the appointment of a trustee. With a trustee in place, the insurer is able to make an immediate payment upon receiving the appropriate claim forms. If no trustee is appointed, the insurer must determine who should receive the funds on behalf of the minor. Typically this involves waiting for the court to appoint a trustee to the minor.

Under Quebec law, trusts for minors cannot be established in the same manner as other provinces. Given this, it is common to have life insurance funds intended for minors payable to the employee's estate, with the appropriate provisions for



the minor made in the employee's will.

Estates

Should an employee fail to designate a specific beneficiary, any life insurance proceeds will be paid to the deceased employee's estate.

Alternatively, the employee may specifically designate their estate as the beneficiary on the benefit program enrolment form.

Generally, it is preferred to have life insurance proceeds payable to a specific person, as opposed to an estate, as funds payable to an estate may be subject to probate fees and claims of creditors.

Administrators of group insurance programs often have their "fingers on the pulse" of changes in an employee's life. They are often aware of recent marriages, divorces, births, deaths, etc., by virtue of the fact that these life events result in changes to other aspects of the benefit program (e.g., changing health/dental coverage from single to family after a marriage). Given this, a friendly reminder to the employee to keep their life insurance beneficiary designation up to date after a life event change might prevent unplanned and unpleasant results.

Bayer CropScience Applicator Program

As the treating season winds down, please do not forget to complete your claim for the Bayer Applicator Support Program. All that is required to complete the program are copies of the proof of seed treatment purchase, and the amount of seed treated.

Monica Klaas and Kent Hall will be in attendance at the regional meetings and will accept documentation to complete the program claims. For any clarification, please call either rep: Kent 780-235-5624, or Monica 403-625-7027.

BayerValue Program

Rebate programs can mean huge savings for many growers in Western Canada. For example, growers can save up to \$2/acre by purchasing qualifying amounts of Puma^{®120} Super, Raxil[®] T and/or Vitaflo[®] 280. For further information, growers can contact the *BayerValue* Program directly at 1-888-283-6847.

Many seed treating businesses are submitting transactional data directly to AgCollect which expedites program reconciliation. Contact AgCollect toll-free at 1-888-532-5666. Or,

growers can submit invoices directly, if necessary.

Off-season Maintenance

Summer is a great time to replace hoses and perform maintenance on pumps and other components of your seed treatment system.

Handling Seed Treatment Waste

Any water used for clean-up can be saved and used next season to dilute water-based products. Keep any rinsate in an enclosed and labeled container to ensure the clean-up water does not become contaminated with any debris or foreign material. For any solid waste, including mixed treated seed, contaminated dust chunks, etc., should be disposed of according to your local authority. For any plant that has a large stock pile of empty Bayer CropScience drums, please contact your local representative to make arrangements for disposal.

Product Agitation

Unlike their solvent-based predecessors, flowable seed treatments may require agitation. Depending upon



your seed treatment system configuration, either mechanical or pump (return-line) agitation may be required. Product agitation may be required on both the shipping drum and the treating nurse tank.

Caution needs to be exercised when mixing any seed amendments (micro nutrients, etc.) with seed treatments. The use of many fertilizer-based (nutritional) seed amendments is a rather new practice in Canada, and research on compatibility with seed treatment is still being conducted.

Make the Numbers Work for You

268,160 is a big number.

Did you know that 268,160 is the minimum number of times your ad will be seen when you advertise in **seed.ab.ca**? It's true. When surveyed, over half of our readers told us that they reference **seed.ab.ca** at least six times when they are

making their seeding decisions. Combine this with circulation that spans the province and you've got a great opportunity to make the numbers work for you. By booking a specially priced member ad, you will be accessing a cost-effective way to enhance your marketing reach. Member ads are available in several sizes, and again this year they will also be available in full colour. Volume discounts are available to members who book in both issues of **seed.ab.ca**, and early booking discounts apply for members who book and pre-pay their member ads before August 15th, 2006.

We are also pleased to announce the winner of the **2006 seed.ab.ca Seed Plants Survey Contest**.

Congratulations to Tom Luethl and the staff of the Warburg Seed Cleaning Co-op Ltd. who have won a half page, full-colour ad (valued at \$2,350) in the Winter 2007 issue of **seed.ab.ca**. Thank you to all seed plants that submitted information. Your

feedback plays an important part in the future content of **seed.ab.ca**.

With two issues annually, **seed.ab.ca** is a powerful information vehicle for Alberta's farmers. Readers have told us that **seed.ab.ca** is an important tool when making their seed decisions, and when compared to other industry publications **seed.ab.ca** is ranked as one of farmers' most valuable publications.

With content that is timely and informative, farmers turn to **seed.ab.ca** when they want to make reliable and cost-effective decisions. To learn more about placing a member ad for your seed plant, contact Issues Ink at 403-265-6709 or e-mail marketing@issuesink.com.



Technology Tidbits

By Lynette Lefsrud, Lefsrud Communications

Seed.ab.ca Web site

New Classified Section Now Online

There is a new classified section on the seed.ab.ca Web site. This new section – free to members – will feature help wanted ads for seed plant managers, seed cleaning equipment for sale or any other seed related equipment, services or labour for which members want to use the classified section.

If you have a classified item you want to post online, please forward the relevant information to lynette@lefsrud.com, by phone to 337-8068 or by fax to 337-8061. Items will be listed for a one month time period unless otherwise stated.

Please note: No seed will be listed in the classified section – as Seed.ab.ca already has the Seed for Sale section that is available online. Nor is this service intended for personal sales – sales of a personal nature will not be accepted on the site. This free listing service is not available for non-members.

If you have any comments, questions or suggestions for the site, please feel free to send them to me at lynette@lefsrud.com. I look forward to hearing from you.