

Canada

JULY 2018





Welcome



AGnVET[®]
Services

CANADA STUDY TOUR 2018

Monday 9th July - 23rd July

Thank-you for joining us on the 2018 AGnVET Services Canada Tour.

The tour is packed with both agricultural visits and sight seeing so it's going to be a very busy and exciting two weeks!

Please read the enclosed information about the tour carefully.

Included in your Tour Pack are 2 cattle tags stamped with your name and mobile phone number. Please attach this to your checked luggage so that we can easily identify the tour luggage at all airports.

Also enclosed is your tour name tag for you to take on the trip.

If there is anything in this information pack that you are unsure about, please contact **Wes Wheelhouse, Cameron Beamish, Georgina Bailey** or **Elizabeth Cook**, details below:

Wes Wheelhouse 0400 373 020

Cameron Beamish 0437 765 262

Elizabeth Cook (02) 9457 2335

Georgina Bailey (02) 6033 5077



Pre-departure Information

Monday 9th July: Departure from regional airports

The following AGnVET Services Group staff members will meet you at the below regional airports, all will be wearing Canada Tour name badges.

Dubbo: Sam Maroulis, Amanda Staines & Craig Duff

Parkes: Andrew Walker, Brett Honeysett & Ricky Brett

Wagga Wagga: Mark Giffin & Tim Stevens

Albury: David Cooper, Andrew Stephan, Rosie Dye & Nathan Soulsby

Melbourne: Leigh Hepner & Wes Wheelhouse

Griffith and Narrandera: No staff member

Once you arrive into Sydney, our staff will guide you to the free shuttle bus that will take you from Terminal 2 or 3 (domestic terminals) to Rydges Sydney Airport Hotel where we are staying for the night. If you do not have a staff member flying with you, you will still be met at Sydney Airport on your arrival, to guide you to the free shuttle bus. There are also instructions in your Tour Pack on getting from the Domestic Terminal to the hotel.

Pre-departure accommodation & dinner in Sydney

All tour delegates are booked into the Rydges Sydney Airport Hotel for the night of the 9th of July.

We will be having pre-dinner drinks in the Dreamliner Room at the Rydges Sydney Airport Hotel at 5.30pm followed by dinner at 6.30pm. Mr Wes Lefroy, Agricultural Analyst with RaboResearch, Food & Agribusiness will be joining us to speak on the global and Canadian grain and oilseeds market.

Baggage Allowance

Most of the airlines that we will be using have a **checked baggage limit of 23kg**. The only exception is Rex Airlines where you will need to show your international air ticket to be granted a **checked baggage limit of 23kg**.

Most of the airlines have a **7kg carry on baggage limit**.

If you ensure that your bags are under these baggage allowances then you should not incur excess baggage charges (although please note, there are upper limits for bag dimensions if you have a very large bag).

Airport Security Information

You will not be allowed to take any dangerous objects with you in your carry on baggage on any flights. These objects include large aerosol cans, lighters, sharp objects such as pocket knives, nail files etc.

If you are taking any liquids, aerosols or gels with you in your carry on baggage, these containers cannot be more than 100ml and must be contained in a transparent, resealable plastic bag no more than 20cm x 20cm in size. There is a limit of one bag per passenger.

For more information please refer to the websites below:

www.sydneyairport.com.au/prepare/security.aspx

www.travelsecure.infrastructure.gov.au



Mobile Phones

All staff members on tour will have a complete list of your contact details including mobile phone numbers.

Please contact your service provider prior to departure to activate international roaming on your mobile phone.



Ensure that you turn OFF your mobile data to avoid a hefty bill when you arrive home.

To make a call back to Australia from Canada dial:

011 – Exit code

61 – Australian Country code

2 OR 3 – area code (2 for NSW & 3 for VIC) followed by the phone number.

EXAMPLE: 011 61 2 9457 2333

Emergency & General Contact Numbers

In the case of an emergency, please contact *Wes Wheelhouse* or *Andrew Walker* on the below numbers, these numbers do not need a prefix. They are also listed on the back of your name badge.

Wes Wheelhouse: 0400 373 020

Andrew Walker: 0427 921 046

Below are the contact details of the hotels in which we will be staying:

Sydney

Rydges Sydney Airport Hotel

Ph: **(02) 9313 2500**

Calgary

Delta Calgary South Hotel

Ph: **+1 403-278-5050**

Lethbridge

Hampton Inn & Suites by Hilton

Ph: **+1 403-942-214**

Canmore

Holiday Inn

Ph: **+1 403-609-4422**

Saskatoon

Raddison Hotel

Ph: **+1 306-665-3322**

Vancouver

The Westin Bayshore

Ph: **+1 604-682-3377**

Health & Safety Issues

Your health and safety are of the utmost importance to us whilst travelling.

Please ensure that any prescription medication is up to date and if you have any special medical conditions/requirements, please contact **Elizabeth** via email canadatour2018@agnvet.com.au to ensure that we are aware of these before departure.

If you are planning to take Pharmaceutical Benefits Scheme (PBS) medications, you may require a letter from your GP stating that it is for your own personal use. If you are unsure, please speak to your GP or Pharmacist.

Travel insurance is as essential as your passport. If you have not organised travel insurance for the tour then please ensure that you organise this and provide the details of your policy provider and policy number to **Elizabeth** via email canadatour2018@agnvet.com.au as soon as possible.

There are no required vaccinations for travel to Canada however an influenza vaccination is recommended. Ensuring that your vaccinations for Tetanus and Hepatitis A & B are also up to date would be beneficial.

Travelling & DVT

Deep Vein Thrombosis (DVT) can occur as a result of long term flights and travel. To reduce your risk of DVT, ensure that you get up and move around on the flight each hour, flex and stretch your feet and drink plenty of **water!!!**

'Flight socks' are compression socks which are worn whilst flying and may help to reduce the risk of DVT. These are available from most pharmacists and travel/outdoor stores. Speak to your GP or Pharmacist for more information.

www.patient.info/health/preventing-dvt-when-you-travel



Important General Information

Electrical Adapters

Any electrical equipment taken with you will require an electrical adapter in order for you to use it. The details of the electrical adapter required are below and can be purchased at travel/luggage stores, *Big W* or at travel stores at the airport prior to departure in Sydney or Melbourne.



The official voltage for Canada is 120 volts with most electrical goods operating at around 110 volts.

All of Canada operates on a 2 pronged North American outlet.

If your home appliances operate on higher voltage than the 110 volts available in Canada, it may take them longer to heat up and be less powerful.

Miscellaneous Hotel Expenses

All miscellaneous hotel expenses including phone/internet usage, mini bar and laundry will be at your own expense. **Please ensure that you pay for any personal expenses on check out at each hotel.**

Hotel Wi-Fi

All of the hotels we will be staying at will have complimentary Wi-Fi included for all tour guests. Further information on passwords etc will be given to you on check in at each hotel.

Laundry

Each of the hotels we will be staying in have laundry facilities available for hotel guests. Laundry completed at the hotel can tend to be relatively expensive so there will be some cheaper local laundry opportunities pointed out to you along the tour.

Money Matters whilst on tour

The current exchange rate (at the time of printing) is **1\$AUD to 1\$CAD.**

There are a number of ways that you can access Canadian Dollars (CAD) for the tour.

One is to simply use your normal Eftpos card or credit card whilst in Canada however the fees are generally quite high, please also check with your bank to ensure that your card is eligible to be used overseas.

You can get a travel money card loaded with some CAD at your local bank. This way you can lock in an exchange rate at the time and the fees are lower. You can also recharge the card via your internet banking or phone apps.

Please ensure that you notify your bank that you are going to be travelling overseas to avoid any card deactivations.



Tipping

In Canada, tipping or gratuities is common practice across the country. There is, however, no hard and fast rule for tipping in Canada. To Canadians, tipping is seen as normal however to some Australian visitors the concept is very foreign.

As a general guide to tipping please see below:

- For a restaurant meal – tip from 15-20% depending on the service. Only if the service is very poor should you tip nothing. Also ensure that the tip is not automatically included in the bill as it will be in some higher end restaurants.
- For food from a fast food restaurant – no tip is required.
- For a bartender – tip \$1 CAD per drink (from experience, the better the tip, the stronger the drink the next time around)!
- For a cafe – 10-20% of the total bill, or simply let them 'keep the change'

- For a taxi – tip from 10-20%.
- For a porter – tip \$1 per bag or service, such as hailing a taxi
- For any service industry such as tour guide, massage etc then a 10-20% tip is expected depending on service.

Ensure when you get your CAD that you get a lot of \$1 notes to tip with.

AGrVET will cover all tips for meals, drinks, tours etc provided in the itinerary, however for anything outside of this please remember the above guide.

For more information go to

www.tripsavvy.com/canada-tipping-guide-1481696

www.whototip.net/tipping-in-canada

Time Difference

While on tour we will experience 1 time zone change:

Calgary 16 hours behind AEST Sydney/Melbourne time

Vancouver 17 hours behind AEST Sydney/Melbourne time

For those with an I-Phone, the world clock can help you with the time differences to avoid waking family members back home in Australia at odd hours.



Weather & Climate

We are going from the depths of winter in Australia to the Canadian summer so it may take a day or two to get used to the temperature difference.

A jumper and rain jacket are recommended for the tour.

Average July Temperatures:

Calgary 10 - 23°C

Vancouver 13 - 22°C



Travelling Whilst On The Tour

Due to the number of delegates, we will have to split into four groups for some farm tours and activities. These groups will be **Wheat, Canola, Barley and Cattle.**

In your Tour Pack is a lanyard and card with your name and the group that you are in, so that it is easy to remember.

Checklist

- ✓ **Passport**
(double & triple check this!)
- ✓ **A copy of your ETA**
- ✓ **Photocopy of your passport**
- ✓ **Another form of ID (Drivers Licence)**
- ✓ **All airline tickets**
 - Australian domestic
 - Air Canada international
 - Canadian domestic
- ✓ **Travel insurance documents**
- ✓ **Tour cap**
- ✓ **Luggage bag tags**
- ✓ **Work boots, hat & sunscreen**
- ✓ **Weather proof jacket**

Your tour T-shirt and cap will be given to you at the Sydney Welcome Tour dinner

AGnVET Services Group Staff

The AGnVET Services Group staff that will be hosting you on the tour are as below.
The representatives from our supplier partners are also listed.



Mark Giffin	Managing Director	West Wyalong	0408 693 211
Andrew Walker	Regional Manager Western	Condoblin	0427 921 046
Craig Duff	Branch Manager	Narromine	0427 891 600
Brett Honeysett	Branch Manager	Condoblin	0429 953 278
Amanda Staines	Branch Manager	Cumnock	0429 996 010
Nathan Soulsby	Senior Agronomist	Henty	0428 841 208
Tim Stivens	Field Services Manager - East Riverina	Junee	0428 259 793
Rosie Dye	Agronomist	Corowa	0429 176 499
Ricky Brett	Agronomist	Condobolin	0458 952 027
Leigh Hepner	Senior Agronomist	Moama	0400 614 929
Andrew Stephan	Senior Agronomist	Cobram	0408 381 678
David Cooper	Customer Service Officer	Corowa	0427 304 629
Wes Wheelhouse	Business Manager - Sth Region Fertiliser	Bridgewater	0400 373 020
Sam Maroulis	Managing Director - Darling Irrigation	Dubbo	0428 584 580



Jon Bennett	Commercial Sales Representative Bayer CropScience	Dubbo, NSW
Nathan Surawski	Regional Sales Manager Elanco Australasia	Toowoomba, NSW
Bryan Buchanan	Area Sales Manager - South East NSW Syngenta	Coolamon, NSW
Kirsty Ebert	Commercial Sales Leader Corteva Agriscience™	Frenchs Forest, NSW
Alexis Middleton	Commercial Effectiveness Leader Corteva Agriscience™	Frenchs Forest, NSW
Justin Turvey	General Manager Northern Region Incitec Pivot Fertilisers	Murarie, QLD

Tour Information

Canadian Agriculture General Information



Fast Facts

Number of farms: 193,492 farms

Average farm size: 820 acres

Total farmland: 159 million acres

Canada is the world's largest exporter of flaxseed, canola, pulses, mustard and durum wheat making it the fifth largest agricultural exporter in the world. The agriculture and agri-food industry contributes over \$110 billion annually to Canada's GDP.

Canadian agriculture employs just over 2 million people.

Canola oil is a result of the ingenuity of Canadian plant researchers who created a healthy oil from an unfamiliar plant that was known to thrive on the Prairies. Canola Oil is Canada's most important and recognizable crop.

Trends in Canadian Agriculture

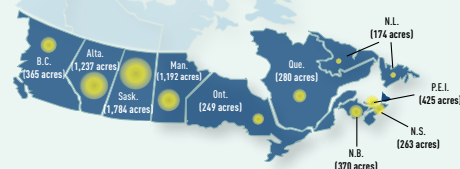
- 50 million hectares of agricultural land is classified as suitable for long-term cultivation in Canada
- The number of farms have decreased by 5.9% in the past 5 years but the size of farms have increased
- Agricultural land has decreased by 9 million acres in the past few decades. Improved pest control and biotechnology allows farmers to increase their yield on less land
- In 1931, one in three Canadians lived on a farm. Today it is one in 46

Sector	% cash receipt	Primary market
grains and oilseeds	34%	domestic & export
red meats – livestock	24%	domestic & export
dairy	12%	domestic

A Portrait of Canadian Farms

In 2016, there were 271,935 farm operators and 193,492 farms with a total area of 158.7 million acres across Canada.

Average farm area in acres, by province



Most common farm types

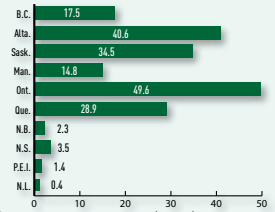
Oilseed and grain
32.9%

Cattle ranching and farming
24.1%

Portrait of farm operators

- Average age was **55.0** years old.
- **9.1%** were under 35 years of age.
- For every **5** males, there were **2** female operators.
- **51.7%** worked 30 hours or more per week on the farm in 2015.
- **44.4%** worked off the farm in 2015.

Number of farms by province



Farms are businesses

1 in 4 farms were incorporated in 2016.

Source: Census of Agriculture, 2016.

Ontario number: 11-827-M ISBN: 978-0-440-9850-4



Lethbridge, ALBERTA

The Windy City & Feedlot Alley

Alberta Fast Facts

Capital: Edmonton

Population: 4.3 Million

Founded: 788

Number of farms: 36,952

Average Farm Size: 1,668 acres

Total Farmland: 45.1 million acres

Climate

Alberta has a humid continental climate with warm summers and cold winters. The province is open to cold arctic weather systems from the north, which often produce extremely cold conditions in winter.

Alberta Agriculture

- Alberta earns 22% of Canada's cash receipts and is Canada's 2nd largest agricultural producer
- Alberta holds 32% of total farmland in Canada
- Wheat is the largest crop with production estimated at 9 million tonnes followed by barley and canola. Alberta accounts for over $\frac{3}{4}$ of the total Canadian crop production
- Beef in Alberta is the number one agri-food export holding 40% (over 3 million head) of Canada's total cattle and calf industry
- Alberta's progressive feedlot sector is a vital component of Canadian beef production:
 - 149 feedlots (of 1,000 head or more)
 - 1.6 million head annual output
 - 69% of Canada's fed cattle production



Lethbridge Fast Facts

- Alberta's largest city with a population of 98,198
- Moderate continental climate with warm summers and mild winters due to Chinook winds
- Average Annual Rainfall = 271.1 mm (10.7 inches)
- 'Feedlot Alley' produces 60% of all Canadian beef
- The Lethbridge High Level Bridge (above), is the longest-highest bridge of its type in the world. When the bridge was completed in 1909, it was described as one of the "wonders of the world"
- The agriculture sector is supported by an irrigation system fed from the Rocky Mountains, including more than 900 farms generating farm receipts of \$1.1 Billion per year, building on assets of \$3.2 Billion
- Primary crops in this region include canola, corn, potatoes, sugar beets, cereals and pulses in addition to significant livestock and dairy production including 2,300,000 cattle and 180,000 hogs
- More than 120 established agri-food processing businesses producing food and/or feed for local consumption and export



Tour Information

Elanco Feedlot tours

Sheila Hillmer

Key Account Manager, Elanco

Sheila Hillmer will meet us as we head south of Calgary to the heart of cattle feeding in Southern Alberta.

Sheila is married to a 3rd generation mixed farm operator and has 2 sons soon to take over and become the 4th generation. She has a grain farming and commercial cow/calf operation. Sheila has been employed with Elanco for the past 10 years and has spent most of her career in Ag. Prior to joining Elanco, she worked with Dow AgroSciences and helped them launch their Range and Pasture division in Canada.

Sheila is currently sitting as a Director of Alberta Beef Producers and has always been an advocate of our industry.



Deseret Ranches

This is one of, if not the largest church run ranch in the world. Deseret Ranches has many ranches in the United States but have operations all over the world. The ranch we are visiting is located in Cardston County. This County is a 'dry' county as the majority of population is of the Mormon faith (Latter Day Saints/ LDS). This means no alcohol at any restaurant or business. No liquor stores are allowed within the county. This is the only county/area in Canada like this. Darren Bevans is the manager and is hosting the tour. They run about 6500 mother cows and now send all their calves to their feed yard in Kansas. They are working together with their other ranches to improved health, genetics and programs for their North America division.

For further information visit:
www.deseretranches.com



From there we depart to the Picture Butte area. This is called 'feedlot alley' as it hosts the most feedyards in an area anywhere in Canada. It is also known as mini Holland as many immigrants came from Holland to purchase land, which was all intensive livestock. We will be going to two operations owned by Cor Van Raay (and others). Cor was the first person in Canada to feed 100,000 head of cattle in one operation and became the single largest/most successful farmer in Canada. Cor is now 82 years old and we hope you will have the chance to meet him along with Rick Paskal, the CEO of Van Raay Paskal Farms. Rick has been a long-time partner with Cor. Rick is well known in the industry and has always had a very strong voice in the business. He is also a major shareholder in Sungold/Canada Gold.

Sungold/Canada Gold Sheep Feedlot

This feedyard was designed to hold 50,000 head but has only been developed for 25,000 head to date. It was built to supply the slaughter facility in Innisfail, Alberta as it was struggling to maintain a constant supply of sheep.

For further information visit:
www.sungoldmeats.com

Van Raay Paskal Farms (VRP)

This will be our last stop. Rick Paskal is the CEO and will likely be our tour guide along with some staff. Rick and Cor both believe the feedlots should be built and maintain in pristine condition. These feed yards are built to protect the cattle from the strong winds and cold temperatures common in Southern Alberta.

We will end the day with a BBQ at one of the VRP yards. We will be hosted by the VRP staff to some good old Alberta Beef.

For further information visit:
www.vrpfarms.ca

Bayer Crop Science tours

Witdouck Farms, Iron Springs

Located 30 minutes north of Lethbridge in Southern Alberta, Witdouck Farms is a multi-faceted business involved in various sectors of the agricultural industry.

Witdouck Farms started three generations ago as a family owned operation and is currently owned and operated by Brian, Calvin and Dale Witdouck, grandsons of the original owner.

In 1950 Witdouck's grandfather saw greater opportunities in Canada, so he left his small bicycle repair shop in Belgium to start a new life. Farming had been a life long dream for Mr. Witdouck and Canada was the place to make it reality.

After many years of hard work the farm slowly grew, and according to the current owners, their grandfather and father had to endure many difficult times to get Witdouck Farms to the place it is at today.

Brian, Calvin, Dale admit that agriculture is a very different industry from when their grandfather and father used to farm. Witdouck Farms is now no longer a small family owned farm but an intricate agri-business.

Today, Witdouck Farms is still passionate about agriculture and continues to look for new opportunities in the industry.

The farm tour will include seeing hybrid canola seed production, the seed yard, and the pollination services yard. Lunch will also be enjoyed at the farm.



Core Values

- Witdouck Farms values strong business relationships with their customers, while providing leading edge and superior quality products and services
- Witdouck Farms provides customers with honest relevant advice to help them operate and run a successful operation
- Witdouck Farms values the environment and community in which they work

For further information visit:

www.witdouckfarms.com



Tour Information

Calgary, ALBERTA

The Stampede City

Calgary Fast Facts

- Calgary is the largest city in the province of Alberta with an estimated population of 1,246,337 in 2017
- The city, originally named Fort Brisebois, was founded in 1875 when the site became a post for the North-West Mounted Police
- Altitude = 1158m above sea level
- Amongst the top 5 liveable cities in the world
- Surrounded by vast grassland giving the impression of the Wild West
- Calgary experiences humid summers with frequent thunderstorms and damaging hailstorms

Calgary Stampede

The Calgary Stampede is the largest outdoor event in the world attracting over 1 million visitors. It features First Nations Exhibits, world's largest rodeo, concerts, stage shows, a midway, chuck wagon racing, agricultural competitions and a parade.

The first Stampede took place in 1912 and continued to be the showcase for Western Canadian production through WW1, the depression and WW2.

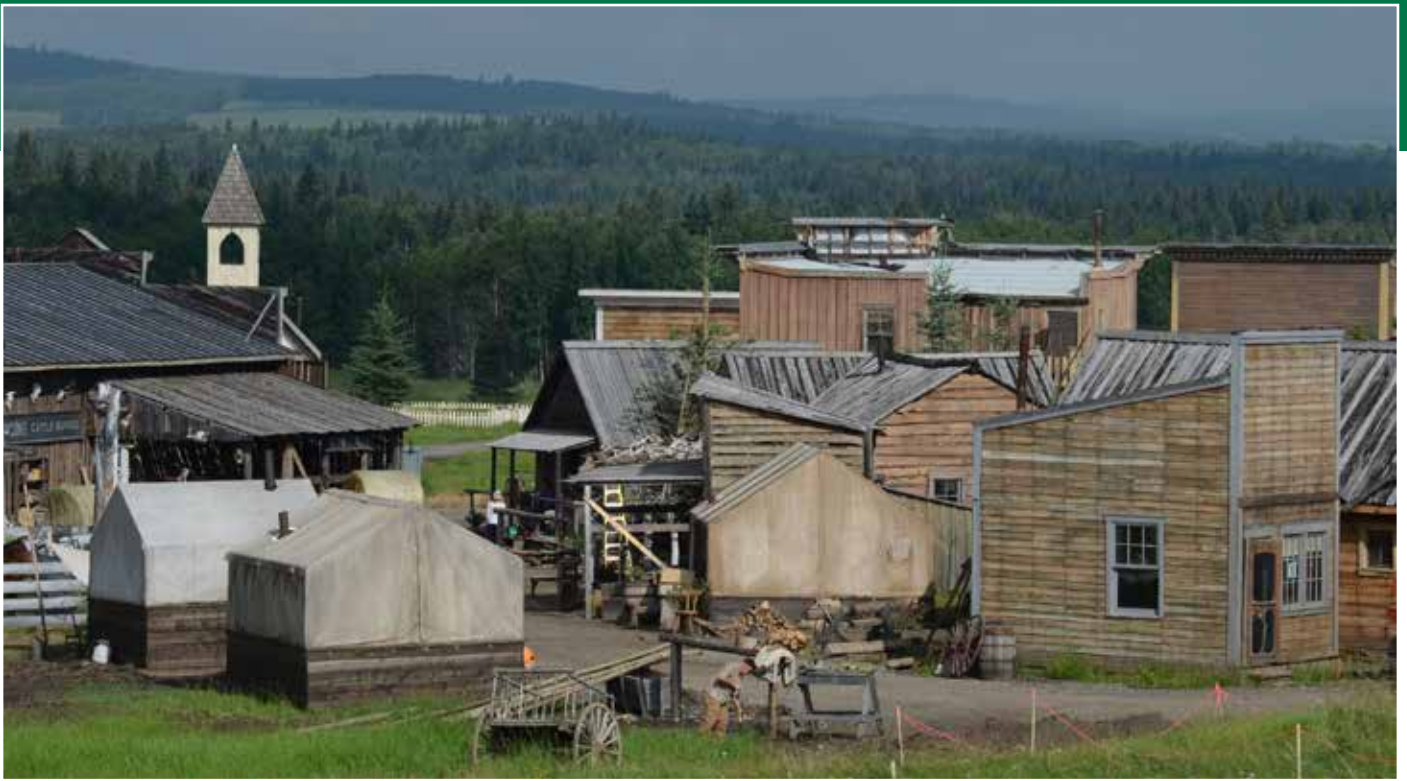
In 1961 the Stampede acquired the 23,000 acre Calgary Stampede Ranch, Alberta. It became home to the Stampede's "Born to Buck" program, which produces some of the world's best rodeo stock.

Stampede Stats

- The Stampede celebrated its 100th birthday in 2012. A record 1,409,371 people passed through the gates
- Between 1912 and 2015, 67,729,617 people have attended the Stampede
- Stampede Park has grown from 95 acres to 208 acres. The Stampede also owns two ranches in southern Alberta
- Agriculture has remained at the heart of the Calgary Stampede since 1886
- The City of Calgary has widely embraced the Stampede; over 200,000 pancake breakfasts are served at community breakfasts each year
- The Stampede has remained a volunteer driven organization: in the 1920s the Exhibition had 130 volunteers; today, the Stampede has over 2500
- To celebrate the Stampede's 100th birthday, Calgary oilman, rancher and philanthropist Bill Siebens, gifted the historic OH Ranch, one of the oldest and most storied ranches in Alberta's history. The gift also included the OH Brand and the ranch's historic buildings, such as the 1885 ranch house, the old cookhouse and replica North West Mounted Police Cabin. The ranch has a conservation easement in place that ensures the preservation of the ranch's traditional use as a working ranch and honours the ranch's heritage that so many previous owners worked so hard to protect.

For further information visit:
www.calgariystampede.com





CL Ranch visit

The CL Ranch was established in 1887 on the banks of the Jumping Pound Creek west of Calgary in Alberta's beautiful Rocky Mountain foothills. The Copithorne family has been in the cattle business for over 100 years, and are committed to producing an economically efficient, environmentally compatible animal which delivers the highest quality uniform beef product.

Today, the main cow herd consists of 2000 mother cows at the main ranch consisting of commercial composite CL SuperCross and Sussex seedstock. Bulls and replacement females are for sale each year.

The CL SuperCross seedstock cattle breeding program does not focus on selection for any one trait in particular. The aim is to produce cattle that will succeed through all the levels of the industry to the consumers' plates, with true economic efficiency and the overall satisfaction.

CL Ranch constantly improve the genetic composition of their cowherd in order to maximize the CL herd's overall potential. They also remain vigilant in maintaining a herd with maternal qualities and capture the maximum value available for carcasses but also keep in mind an ever-changing feeding environment.

CL Western Town - Backlot and Studio

The CL Western Town is a large versatile movie studio uniquely located in the pristine foothills leading into the grandeur of the Rocky Mountains immediately west of the city of Calgary. The vast native grassland and forested serenity of a large historic ranch offers a 360 degree unobstructed view.

The town is a period studio featuring 1850's to 1930's buildings, most of them with finished interiors, The town also includes a school, a church, early canvas roof buildings and a sound stage/carpentry shop/train station.

Additional period settings are scattered throughout the surrounding areas, including a remote large ranch house complete with a barn and corrals, a log cabin by a pond with its own corrals and sheds, a two storey farm house with a barn and corals on top of a spectacular hill with a 360 degree view, a way station with barn set against a stand of evergreens, an old abandoned mine, as well as a trapper's lodge set into the side of a forested hill.

For further information visit:
www.clranches.com



Tour Information

Canmore, ALBERTA

In the heart of the Canadian Rocky Mountains.

Canmore Fast Facts

- The town lies on the banks of the Bow River in the heart of the Rocky Mountains
- Elevation: 1480m
- Canmore shot to fame for its part in the 1988 Winter Olympics
- Population in 2016 was 13,992
- Central to the Rocky Mountains tourist industry and a former coal-mining town
- Known for craggy summits like the Three Sisters and Ha Ling Peak



Saskatoon, SASKATCHEWAN

'Paris of the Prairies' due to its 8 bridges.

Saskatchewan Fast Facts

Capital: Regina

Population: 1,169,752

Founded: September 1, 1905

Number of farms: 34,523

Average Farm Size: 1,668 acres

Total Field Crop Area: 36.7 million acres

Climate

Saskatchewan has long hot summers and is susceptible to drought due to its distance from any water body. In contrast the winters are long and bitterly cold with Artic air descending from North.

Saskatchewan is one of the most tornado-active parts in Canada, averaging 12 to 18 tornadoes per year.

The effects of Climate Change in the form of drought-related water stress are being observed in parts of Saskatchewan.



Saskatchewan Agriculture

- Saskatchewan holds 38% of farmland in Canada
- 91% of crop land was seeded with field crops in 2016
- Saskatchewan accounted for more than 2/5 of Canada's total field crop average
- Numbers of farms have decreased over the past 10 years but farm sizes have increased by 7% and there has been an improvement in management
- Value-added production and farm related manufacturing are areas of growth in Saskatchewan and complement primary farming operations
- Canola and spring wheat (excluding durum) remained the two largest crops in terms of area, while lentil area more than doubled from 2011
- Number of beef cattle have declined in recent years but Saskatchewan remains the second largest cattle producing province in Canada
- 3.1% of farms had renewable energy producing systems in 2015, compared with 5.3% nationally

Field Crop	2011	2016
	(Acreage)	
Canola	9,778,799	11,069,557
Spring Wheat (excluding durum)	7,991,553	6,690,998
Lentils	2,476,791	5,106,444



Saskatoon Fast Facts

- City established in 1883 as a 'dry' city to escape the Prairie Regions liquor trade
- City straddles a bend in the South Saskatchewan River resulting in having eight (plus two planned) river crossings therefore nicknamed "Paris of the Prairies" and "Bridge City"
- Population: 246,376
- Saskatoon averages 2,380 hours of sunshine per year
- Saskatoon is named after a berry of the same name, which is native to the region

Corteva Agriscience activities

Billy Gust's farm

Steve Gust, and his two adult sons, Billy and Gerrid, along with their wives and the six kids between them, all help to keep the farm full with durum wheat, canola, lentils, soybeans and field peas. Steve has been farming since 1967, his grandfather was a farmer when he came to Canada in the 1920s.

Steve has travelled to Thailand and Australia many times over the years and has settled into a "snowbird" schedule, spending his winters in Mesa, Arizona. In his absence, Billy and Gerrid manage the farm with a team of hired hands from Australia.

The families main focus is to invest in tactics to manage their crops as efficiently as possible. The Gusts look for hybrids that will take to their land perfectly. "Our region has trouble with group two weeds, like stinkweed and shepherd's purse," says Billy when talking about seed genetics, "We spend a lot on chemicals, so anything you put in the seed that you don't have to spray on, I'm all for." "I like to look for the best performers," Steve adds. "It's best to stick to what grows well in your area."

John Deere Dealership

Deere & Company is a world leader in manufacturing agricultural, construction, and forestry machinery, diesel engines, drivetrains (axles, transmissions, gearboxes) used in heavy equipment, and lawn care equipment.

History

John Deere (1804-1886), an American inventor and manufacturer, was one of the first to design agricultural tools and machines to meet the specific needs of midwestern farmers.

John completed a blacksmith apprenticeship and prospered, as the farmers presented him with an unusual problem posed by the local soil. The soil of Illinois and other prairie areas was not only difficult to plow because of its thick sod covering but also tended to clog the moldboards of plows. Deere tried covering the moldboard and cutting a plowshare from salvaged steel. Steel surfaces tended to shed the thick soil and were burnished by the abrasive action of the soil. Deere's new plows, introduced in 1839, sold readily, and within a decade the production of plows exceeded 1,000 per year.

Repeated experiments with improved steel from the UK saw Deere's production of plows soar to 10,000 by 1857 as agriculture in the Midwest grew to meet the unprecedented demands of the growing home and export market.

The business was incorporated in 1868 with Deere and his son, Charles, in the executive positions. During the Civil War the company prospered as it diversified its output to include wagons, carriages, and a full line of agricultural equipment. It also adopted modern administrative practices and built an efficient sales, distribution, and service organization which reached into all parts of America. Deere remained active in the management of the company until his fatal illness in 1886. He was succeeded by his son.

In 2017, John Deere was listed as 105th in the Fortune 500 America's ranking and was ranked 407th in the global ranking.

Tour Information

Syngenta farm tours

Clearspring Hutterite Colony, Kenaston

The Hutterites are communal people, living on hundreds of scattered bruderhöfe or colonies throughout the prairies of northwestern North America.

Hutterite communes, called “colonies”, are all rural; many depend largely on farming or ranching, depending on their locale for their income. More and more colonies are getting into manufacturing as it gets harder to make a living on farming alone.

On average, fifteen families live and work on the typical Hutterite colony. The colony is virtually self-sufficient as far as contracting outside labor, constructing its own buildings, doing its own maintenance and repair on equipment, making its own clothes, etc. This has changed in recent years and colonies have started to depend a little more on outside sources for food, clothing, and other goods.

The communal lifestyle of the Hutterites finds its roots in the biblical teachings of Christ and the Apostles. Emerging as a distinct culture and religious group in the



early 16th century, this non-resistant Anabaptist sect endured great persecution and death at the hands of the state and church in medieval Europe. However, the Hand of God remained on the shoulder of these people, and their descendants survived to this very day.

The organizational structure of most colonies is very similar. Each colony is led by a group of leaders, including the minister, the colony manager and the farm manager.



Ag in Motion Farm Show

Ag in Motion is the largest agricultural trade show in Western Canada, providing an outdoor venue for progressive farmers that want to see and feel the latest agricultural innovations – all in one place.

Ag in Motion brings innovation to the field through interactive exhibits and live field and crop plot demonstrations. The Expo was created to provide the knowledge that farmers need to make informed decisions.

- Watch Air Seeder and Tillage demonstrations
- Test drive the latest sprayer models.
- Spanning over 600 acres with more than 300 acres of crop plots, farmers have a unique opportunity to see a variety of Western Canadian crops.
- Visit the Agri-trend Knowledge Tent to hear field experts talk.
- See cattle handling, forage and fencing demonstrations



For further information visit:
www.aginmotion.ca

Vancouver, BRITISH COLUMBIA

British Columbia Fast Facts

Capital: Victoria

Population: 4.8 Million

Founded: 1858

Number of farms: 26,430

Average Farm Size: 365 acres

Total Farmland: 6.4 million acres

Climate

British Columbia's climate is influenced by mountainous topography and the Pacific Ocean causing wide variations in average rainfall, snowfall, temperature and hours of sunshine, sometimes over very short distances. In general temperatures are warmer in the south than in the north, and rainfall is heaviest along the coast and lightest in the southern interior.

British Columbia Agriculture

- Agricultural operations in British Columbia employs 45,000 people.
- Over 4 in 10 farms in British Columbia were classed as small (less than \$10,000 in receipts), more than double the national average for this size of farm.
- Over two-fifths of small farm operations reported selling food products directly to consumers.

- British Columbia had the second largest area under glass with the majority of the area reported by large operations.
- British Columbia has the highest proportion of female farm operators (37.5%) in Canada.
- The average farm size grew from 327 acres in 2011 to 365 acres in 2016. This five-year period saw shifts of area away from hay and certain horticultural production (sod and nursery) to field crops and fruits, berries and nuts.
- In 2016, spring wheat, canola and oats continued to be the leading field crops by area in British Columbia
- In British Columbia, 4.1% of farms reported having renewable energy producing systems

Field Crop	2011	2016
	(Acreage)	
Spring Wheat	81,971	100,929
Canola	88,557	95,172
Oats	86,892	67,515

Tour Information

Neptune Wharf facilities tour

Neptune Bulk Terminals (Canada) Ltd. (Neptune) is a joint venture of bulk commodity handlers, including Canpotex Bulk Terminals Limited – a company affiliate. Neptune has over 35 years of experience in shipping potash and fertilizers through the Port of Vancouver and boasts modern, state-of-the-art equipment and handling processes. Canpotex ships the majority of its potash through this facility.

Site Features

- Operational since 1967, Neptune operates under a long-term lease agreement with the Port of Vancouver in accordance with federal, provincial and local government regulations
- A joint venture with Teck Coal, located at Vancouver, British Columbia
- Operated by Neptune Management Group reporting to the Neptune Board of Directors with Canpotex representation
- Located on 71 acres of land on Vancouver's Burrard Inlet between the First and Second Narrows bridges; this location provides excellent deep water access and sheltered loading for large ocean-going vessels
- Coal is handled at the terminal through separate handling facilities
- The terminal has two berths in potash service (Berth 2 and Berth 3)
- Operations also include phosphate rock imports of approximately 1 million tonnes/year

Rail

- Canpotex's footprint at the site includes rail tracks that can accommodate two potash unit trains on-site, or 340 railcars

- Two enclosed gravity-fed dumper pits can accommodate four railcars each, reducing operational risk

Storage

- The terminal has two large warehouses capable of storing approximately 210,000 tonnes of potash
- An A-frame warehouse, with 110,000 tonnes of potash storage capacity, can be subdivided into several sections making it ideal for handling a variety of potash grades. Potash is reclaimed from the bottom of the warehouse and delivered to either Berth 2 or Berth 3
- A separate cathedral warehouse (commissioned by Canpotex in 1994), with 100,000 tonnes of storage capacity, has a fertilizer portal reclaimer which automatically delivers potash to either Berth 2 or Berth 3 at a rated capacity of up to 6,000 tonnes/hour

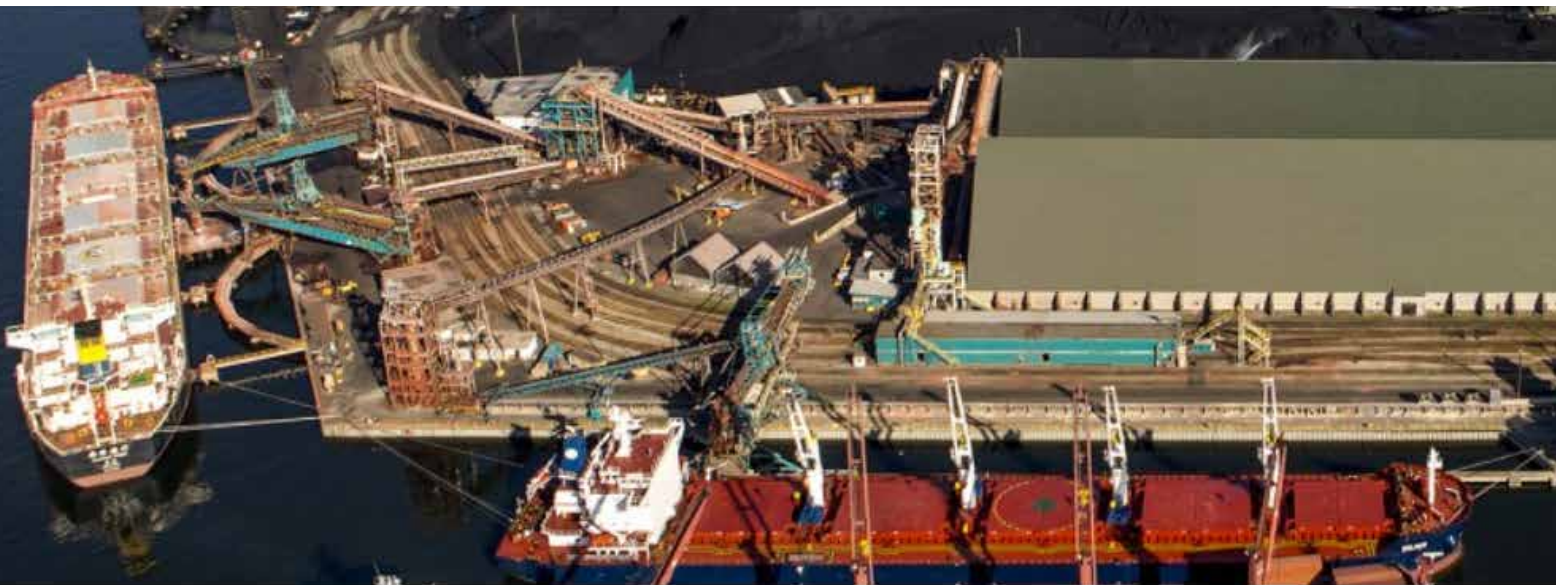
Delivery System

- Conveyor configuration can deliver product to storage or directly to the vessel
- Berth 2 has two quadrant shiploaders that can operate simultaneously, each with a rated capacity of 2,500 tonnes/hour each
- Berth 3 has a single linear shiploader capable of loading 2,500 tonnes/hour
- Both berths can load either red or white potash
- Cascade chutes "gently" deposit potash into the vessel hold. There are separate chutes for red and white potash

For further information visit:

www.canpotex.com/our-business/logistics

www.neptuneterminals.com



Tour Itinerary



Day 1 - Mon 9th July

Depart from regional airports to arrive in Sydney (D)

'Welcome on Tour' dinner at Rydges Sydney Airport

Accommodation: Rydges Sydney Airport Hotel

Day 2 - Tues 10th July

Depart Australia for Calgary, Canada (B, L, D)

Afternoon arrival into Calgary from Sydney.

Dinner tonight will be at Ranchman's Bar & Grill, Calgary

Accommodation: Delta Calgary South Hotel, Calgary

Day 3 - Wed 11th July

Lethbridge - A day with Elanco (B, L, D)

An interesting day with Elanco where we will be visiting Deseret Ranches (one of the largest church run farms in the world) and Sungold/Canada Gold Sheep Feedlot (holding 25,000 - 50,000 head) in the morning.

The afternoon visit to Van Raay Pascal farms will be hosted by Rick Paskal, CEO. The day will conclude with a BBQ dinner at the farm.

Accommodation: Hampton Inn & Suites by Hilton, Lethbridge

Day 4 - Thurs 12th July

Lethbridge - Guests of Bayer CropScience (B, L, D)

Today we have organised a tour of Widouck Farms Ltd that is just outside of Lethbridge.

The afternoons 'mystery tour' will lead to dinner at the "Alberta Equestrian Centre: Silver Slate Arena".

Accommodation: Delta Calgary South Hotel, Calgary

Day 5 - Fri 13th July

Calgary - Calgary Stampede (B, L)

Get out your check shirts, cowboy boots and big hats. You will spend the day at the stampede with tickets to the wine bar for drinks and lunch.

Reserved seats for the afternoon Rodeo will ensure a spectacular view of this legendary show. Your time is your own for the remainder of the evening to enjoy the rest of the Stampede.

Accommodation: Delta Calgary South Hotel, Calgary

Day 6 - Sat 14th July

Lake Louise and Banff (B, L, D)

Ride the Lake Louise Gondola to 2,088m elevation and view Victoria's Glacia and the wildlife while having lunch. Free time is allocated to learn more about the natural history of the area.

Next stop, Banff for an exciting raft trip on the Bow River.

Dinner tonight will be at The Iron Goat Pub and Grill, Canmore.

Accommodation: Holiday Inn, Canmore

Day 7 - Sun 15th July

Rocky Mountains sightseeing (B, L, D)

Highlights today include Takkakaw Falls, Emerald Lake and the Grizzly Bear Sanctuary. Also a Gondola ride to the top of Kicking Horse Mountain Resort for lunch at the Eagle Eye Restaurant.

Dinner in the park with Jane Bond!

Accommodation: Delta Calgary South Hotel, Calgary

Day 8 - Mon 16th July

Ranch Tour (B, L, D)

Cattle breeding and movie sets are on today's itinerary when we visit CL Ranch.

We will be departing Calgary in two separate groups, early afternoon, for Saskatoon.

Dinner at the Radisson Hotel with time to relax.

Accommodation: Radisson Hotel, Saskatoon

Day 9 - Tues 17th July

Corteva Agriscience field site visits (B, L, D)

Today we will split into two groups and visit Billy Gusts farm and Rob Stones farm.

A lunch time tour of John Deere Dealership will give you a look at the latest farm equipment available.

Black Fox Distillery to enjoy afternoon drinks and dinner.

You will have free time this evening to enjoy Saskatoon by night.

Accommodation: Radisson Hotel, Saskatoon



Day 10 - Wed 18th July

Syngenta Farm Tours and Hutterite visit (B, L, D)

This morning we will be visiting Elmer Enns farm near Rosthern for a tour of the farm and malting plant.

We will then travel to Clearspring Hutterite Colony, Kenaston for lunch and get a glimpse into the communal lifestyle of the Hutterites.

Accommodation: Radisson Hotel, Saskatoon

Day 11 - Thurs 19th July

Saskatoon - Ag in Motion then Vancouver (B, L)

Today we visit the Ag in Motion farm show, one of Canada's largest agricultural field days where you can get your machinery fix as well as observe other farming technologies.

Afternoon departure from Saskatoon to Vancouver for late arrival at hotel.

Accommodation: The Westin Bayshore, Vancouver

Day 12 - Fri 20th July

Fertiliser facilities & farming tours, Vancouver (B, L, D)

Tour the Neptune Wharf facilities in the port of Vancouver as well as some intensive farming in the Vancouver area.

All aboard the *Spirit Cruise* for the 'Best on Tour' awards & dinner.

Accommodation: The Westin Bayshore, Vancouver

Day 13 - Sat 21st July

Vancouver (B, L, D)

Take a walk on the wild side with a visit to the Capilano Suspension Bridge Park. Treetop and cliff walks, a suspension bridge to get your heart racing, story centre and historical walk - the choice is yours.

Enjoy an afternoon of free time and last minute shopping in Vancouver.

Dinner at The Westin Bayshore before departing for Sydney.

Day 14 - Mon 23rd July

Arrive Sydney

Early morning arrival into Sydney with connecting regional flights.

Tour Inclusions

- Domestic & International flights as stated in itinerary.
- 12 nights accommodation in clean/comfortable hotels (4 star properties).
- Coach transfers and touring as specified.
- Meals as indicated (**B=breakfast, L=lunch, D=dinner**).
- VIP entry into the Calgary Stampede.
- Rocky Mountains sight seeing and raft trip in Banff.
- River dinner cruise in Vancouver.
- Farm show tickets in Saskatoon and Vancouver.
- Gratuities for local bus drivers and guides.

Tour Exclusions

- Meals that are not indicated on the itinerary.
- Optional activities during the free time in Vancouver.
- Travel Insurance.
- ETA Application fee.

***PLEASE NOTE:**

This is a general draft itinerary only



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Syngenta attendee profile



Bryan Buchanan

Area Sales Manager (South East), Coolamon NSW

Bryan has worked for Syngenta for over 10 years and is currently the Area Sales Manager for South East.

His role includes managing 6 territory managers in an area from Sydney to Hobart which keeps him busy.

Bryan has been involved in agriculture for over 26 years in various roles including Agronomist and business owner.

Bryan lives on a small farm at Coolamon with his wife and 3 children. Bryan is a passionate AFL follower. He can be found on most winter weekends at the local footy and also keeping an eye on the Essendon Bombers.



We apply world-class science and the most productive research and development in the industry to achieve a step change in agricultural productivity. In more than 90 countries around the world, our employees enable millions of farmers to improve global food security by making better, more sustainable use of available resources.

\$12.65 billion in global sales in 2017

Syngenta is the **#1 provider worldwide** of crop protection chemistry

We are the **global leader** in cereal breeding

We have over **27,000 employees** in some **90 countries** around the world

R&D investment more than **\$1.3 billion** in 2016

More than **1000 research trials** are conducted across Canada each year to drive our latest innovations

We have **5,000 scientists** at **120 research centres** and field stations worldwide

Our Canadian businesses at a glance



Crop protection

Syngenta has a comprehensive lineup of advanced fungicide, insecticide and herbicide products that help crops compete with a wide range of weeds, diseases, and insect pests.



Lawn and Garden

Syngenta Lawn and Garden encompasses products that service Canadian golf course, turf, and ornamental needs. We also have products in the professional pest management and vegetation management segments.



Seeds

Syngenta uses innovative seed breeding tools and technologies to develop new varieties of crops that deliver improved value, either alone or in combination with other technologies. This includes improving tolerance to pests and other environmental stresses that impact yield, quality, and nutritional value.



Seedcare

Syngenta is Canada's leading provider of Seedcare products and technology. Seed treatments are one of the most advanced and environmentally sustainable forms of crop protection technology that protect seeds and emerging plants during the critical first few stages of development.



Our main Canadian crop areas include:



Corn



Cereals



Diverse Field Crops



Potato



Soybean



Fruit & Vegetables

In 2013, Syngenta launched **The Good Growth Plan**, agriculture's most ambitious and comprehensive program to help sustainably address the global food security challenge. Through The Good Growth Plan, we are committed to more food, less waste, more biodiversity, less degradation, more health and less poverty.



Make crops more efficient

Increase the average productivity of the world's major crops by 20% without using more land, water or inputs



Rescue more farmland

Improve the fertility of 10 million hectares of farmland on the brink of degradation



Help biodiversity flourish

Enhance the biodiversity on 5 million hectares of farmland



Empower smallholders

Reach 20 million smallholders and enable them to increase productivity by 50%



Help people stay safe

Train 20 million farm workers on labour safety, especially in developing countries



Look after every worker

Strive for fair labour conditions throughout our entire supply chain network

the
good
growth
plan

One planet. Six commitments.

goodgrowthplan.com

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Corteva Agriscience attendee profiles

Kirsty Ebert

Commercial Sales Leader

Kirsty grew up on the family sheep and beef farm on the west coast of the South Island of New Zealand. She studied agricultural sciences at Lincoln University before joining Dow AgroSciences as a sales representative for the Canterbury region in 1995. Moving into a marketing role for Horticulture and Commodity Products in New Zealand in 2002, Kirsty then moved with her husband Don to Australia in 2008 to manage the southern sales team. In 2013 Kirsty was appointed National Sales Manager and joined the Dow AgroSciences leadership team. Kirsty has been appointed as Australian Sales Director for Corteva Agriscience and is again part of the ANZ leadership team.



Alexis Middleton

Commercial Effectiveness Leader

Alexis is the son of a family of retail and seed merchants in the north of England. He studied horticulture in the UK before managing numerous large garden centres. He moved to Auckland, New Zealand to manage a group of garden centres in 2000, where he met his wife Juliet. They moved to Sydney in 2009, where Alexis managed the ANZ business for Rentokil Pest Control. Alexis joined Dow AgroSciences in 2012 as the Key Account Manager with responsibility for the AgLink Group including AGnVET Services. With the formation of Corteva Agriscience, Alexis has been appointed as the ANZ Commercial Effectiveness Leader.



Corteva Agriscience

In February this year the Agriculture Division of DowDuPont announced the name of the intended company once it is spun-off, which is expected to happen by June 1, 2019. The Agriculture Division will be called Corteva Agriscience™. The Materials Science Division will be called Dow, and will retain the Dow diamond as its brand, building on the company's globally recognized 121-year history of innovation and value creation. The Specialty Products Division will be the new DuPont, carrying forward a 215-year legacy of science-based innovation.

Corteva Agriscience (pronounced the same as "forever") is derived from a combination of words meaning "heart" and "nature"; it speaks to growth (rooted in our positioning of "growing progress"), but also conveys innovation and change. The name reflects our

purpose of enriching the lives of those who produce and consume; it is centered on improving the lives of farmers, rethinking the connections in the agricultural ecosystem that naturally supports people, progress and the planet. Everything about the brand, in particular, is focused on human and earth connection—from the insight behind the brand name to the logo and colors.

Corteva Agriscience (www.corteva.com) brings together the strengths of DuPont Pioneer, DuPont Crop Protection and Dow AgroSciences. Together, we are in a superior position to invest in research; harnessing our agronomic knowledge and combined science capabilities to build innovative products, services and techniques that will transform crop performance and quality, to support our customers' business goals and help them thrive.

We understand the basic importance of agriculture to economic growth and development of society and we are focused on working with the entire agricultural system to produce a more secure supply of healthy food and fibre.

Corteva Agriscience will be headquartered in Wilmington, Delaware with the Crop Protection Business unit based in Indianapolis, Indiana and the Seed Business Unit based in Des Moines Iowa. While some product names may change when Dow, DuPont and Corteva Agriscience separate in 2019,

most products will continue to be sold under their current, widely-known brand names. We will continue to invest in some of the most recognized and premium brands in agriculture, such as Pioneer®, as well as our award-winning crop protection products, such as Zorvec Enicade® fungicide, Transform™ insecticide with Isoclast™ active and Paradigm™ herbicide with Arylex™ active, while bringing new products to market through our solid pipeline of active chemistry and technologies.

Corteva Agriscience in Canada

Corteva Canada is headquartered in Calgary, Alberta, with commercial and research operations across Canada. With three production plants and eight research centres, key research facilities include corn and soybean breeding in St. Marys and a global canola research centre in Saskatoon, Saskatchewan.

With more than 600 employees, Corteva Agriscience in Canada is heavily invested in seeds (64% sales) and crop protection (36% sales). Key crops include: canola, cereals, corn, lucerne, soybeans, sunflower, wheat, silage inoculants as well as a digital ag platform.

Crop Protection










We have a diverse portfolio of leading-edge insecticide, herbicide, fungicide and fumigant technologies for customers around the globe. We link real customer needs with innovative, technology-based solutions.

Crop Solutions

We offer crop protection products that give growers the tools they need to improve productivity and profitability, to help keep fields free of weeds, insects and diseases.



Leading portfolio of products and services...

Seeds & Digital Solutions		Crop Protection Solutions	
 Alfalfa	 Soybeans	<ul style="list-style-type: none"> • Cereal and Canola Herbicides • Corn and Soybean Herbicides • Fungicides • Insecticides • Pasture and Land Management • Seed-Applied Technologies • Horticulture Crop Protection • Industrial Vegetation Management • Nitrogen Management 	
 Canola	 Sunflowers		
 Cereals	 Wheat		
 Corn	 Digital Ag		
 Silage inoculants			

Vegetation Management

Forestry areas, utility rights-of-way, railroads and roadways must be kept free of weeds and brush that can disrupt electrical power transmission and transportation. Our herbicide range offers a cost-effective solution and helps maintain the surrounding environment.

Range & Pasture

On range and pastureland, our extensive portfolio of herbicides help livestock producers control poisonous, noxious, invasive and other hard-to-control weeds and brush.

Pest Management

Our innovative solutions control insect pests that cause billions of dollars in structural damage each year to homes, commercial buildings and historical structures around the world.

Turf & Ornamental

We offer solutions to help keep turfgrass and ornamental plants thriving for golf courses, lawns, landscapes, greenhouses, and nurseries.

Seeds

Our seeds and traits research is committed to increasing yields for growers worldwide by improving genetics and stress tolerance, and helping to ensure effective weed and insect control. New investment in research, in combination with strategic collaborations and acquisitions, is resulting in more productive and resilient crops.

Seed Varieties

Our seed varieties address a broad spectrum of crops, including corn, soybeans, cotton, oilseeds and forage. Through our affiliates in North America, Latin America, Europe, Australia and India, many of our varieties have reached elite status through cultivation on at least a half-million hectares annually.

Plant Improvement

Our high-quality germplasm has been the basis for innovations in conventional breeding and plant biotechnology. Pest and disease management traits enhance the yield potential of seeds and allow growers to improve efficiency, while reducing the impact of farming on the environment through such practices as conservation tillage. Our innovations also enhance the production of meat and dairy through feed and forage.

Healthy Oils

Our investment in canola and sunflower seed is an ongoing commitment to human health and wellness. The resulting Omega-9 Healthy Oils have replaced more than 1.5 billion pounds of trans and saturated fats from the North American food supply since 2005.

AGnVET Supplier Partners



Elanco attendee profile



Nathan Surawski

Regional Sales Manager - Elanco Australasia

Nathan has been employed by Elanco for almost 9 years. Nathan has held his Sales Manager role for 3 years, initially as Southern Region and more recently, Southern Qld, NSW and South Australia, managing a sales team heavily focused on Elanco's leading sheep and cattle brands - CLiK™ Zolvix™ Compudose™ and Acatak™. Nathan is also the AGnVet Key Account Manager. Prior to his current role, he was Key Account Manager for Corporate Feedlots, Feed mills and Pastoral Companies, where he was responsible for managing the large pastoral and integrated feedlot and cattle customers in Australia. He began his tenure at Elanco as a Territory Manager servicing Elanco's feedlot business in Queensland selling Elanco's range of growth enhancers, feed additives and veterinary medicines.

Prior to joining Elanco, Nathan held Sales and Management positions with Ridley Agriproducts in Qld & NSW, Feed Mill Manager for Teys Bros at their Condamine Feedlot and spent time working for the Qld DPI as a stock inspector. Nathan holds a Bachelor of Animal Science from University of Qld and Post Grad Certificate in Ag – Feedlot Management. Nathan has vast experience in animal agriculture primarily beef and sheep production, nutrition and feed milling. Growing up on his family beef and dairy farm in SE Qld and working on properties has allowed him to gain hands on experience. Nathan resides in Toowoomba Qld, is married to Sonya, and has three children, Ruby, Darcy and Henry.

Elanco ANZ corporate overview

At Elanco, we empower our partners in the business of animal health to enrich lives. We understand the powerful role healthy animals play in making life better.

As pets increasingly become important parts of our families, so too does the need to help them live longer, healthier, higher quality lives. As the global population grows, so too will the need to meet the demand for safe, affordable food for all.

Since our start at Eli Lilly and Company in 1954, Elanco has been working to empower our customers—from veterinarians to food producers to all those concerned with animal health—to address these global challenges, and advance a vision of food and companionship enriching life.

Elanco is committed to investing in product research and development, constantly looking for new innovation to enhance animal health. In Australia, Elanco has a research station and regularly conducts field trials in Australia and New Zealand to develop products suitable for our local environment.





Bayer attendee profile



Jon Bennett

Commercial Sales Representative, Bayer CropScience

Jon has worked for Bayer for 4 years based in Dubbo, NSW and services broadacre customers across the central west. Jon went to university in Iowa, USA studying agri-business and agronomy and came back to Australia in 1995. Since then he's worked for both crop protection companies and rural resellers in Griffith and Dubbo.

He's married and has three children.

Jon enjoys motorbike and quad bike riding, but spends most of his time either cleaning them or repairing them.

Bayer: throughout the world

The Bayer Group is a global enterprise with companies in almost every country. The map below shows some of the principal sites.



Asia-Pacific: Important future market

With its tremendous growth potential, this economic region is one of the most important markets of the future. In 2015 Bayer generated €10.3 billion in sales here with 28,800 employees.

Europe is Bayer's "Home Market"

In 2015 Bayer achieved sales of approximately €16 billion in the European market. Numerous major production facilities and 55,900 employees (of whom 36,700 are based in Germany) give the company a strong presence in this region.

North America: Opening up new markets from coast to coast

In North America (United States and Canada), Bayer is represented in all strategic business areas. In 2015 Bayer's 16,000 employees in this region generated sales of approximately €12.7 billion.

Latin America/ Africa/ Middle East: From Buenos Aires via Cape Town to Tehran

Bayer has been present in Latin America for more than 110 years. In 2015 the company's 16,100 employees in the Latin America / Africa / Middle East region generated approximately €7.4 billion in sales.

Crop Science

The aim is to be able to produce enough food, feed, fiber and renewable raw materials for a growing world population on the limited land available. This is one goal of the Crop Science Division, which has businesses in crop protection, seeds and non-agricultural applications.

Crop Protection and Seeds

Crop protection products should act selectively in the smallest possible amounts and then quickly decompose into neutral substances. Modern insecticides control insect pests while sparing pollinators and other beneficial insects. Herbicides selectively suppress weeds without harming the crop. And many fungicides serve to make plants more resistant to microscopic pathogens. In their search for new active ingredients, our researchers are increasingly guided by nature's strategies. Bayer is adding a growing number of biological crop protection products to its extensive range alongside sophisticated chemicals.

Our seeds are adapted to local soil and climatic conditions and give high yields. When breeding new varieties, we also take into account consumer requirements, such as the flavor of vegetables. Whether their work focuses on rice, vegetables, cotton or oilseed rape / canola, our research centers worldwide always have the same goals: to protect harvests from diseases, insect pests and encroaching weeds and to improve plant health, thus increasing yields and improving crop quality. We have expanded our research activities to include two new core crops – wheat and soybeans. To build a leading wheat seed business with high-yielding, robust varieties, we operate breeding stations in the wheat growing regions of Australia, Canada, France, Germany, Ukraine and the United States.

Fight against Tropical & Subtropical Diseases

Crop Science supports public health and adherence to hygiene standards through its modern range of pest control products. One focus here is on the control of insects that transmit tropical or subtropical diseases such as malaria, dengue fever and Chagas disease.

The Crop Science strategy is built on four key elements:

- enhancing the Crop Protection portfolio by developing more integrated solutions for major crops
- increasing customer centricity along the entire value chain
- leading the way in innovation in chemical and biological crop protection, seeds and the further development of digital farming
- expanding our seed footprint – especially for soybeans and wheat – through further acquisitions, in-licensing agreements and partnerships

Our goal at Animal Health is to strengthen our leadership position in the companion animals market and achieve profitable growth in the livestock market. We aim to achieve this by expanding our research and development activities and through selective in-licensing and acquisitions.

Find out more about Crop Science in Australia at www.crop.bayer.com.au

Find all information on Crop Science at Bayer globally at www.cropscience.bayer.com

AGnVET Supplier Partners



Incitec Pivot Fertilisers attendee profile



Justin Turvey

General Manager Northern Region, Incitec Pivot Fertilisers

Justin is the General Manager for the northern region of Incitec Pivot's sales team. This area includes NSW, QLD and the NT covering all markets across this region with 7 regional business managers reporting through to him. Justin has been working with Incitec Pivot for 10 years and was appointed the general manager role a little over a year ago. Having worked in the sales team for those 10 years Justin has a very good knowledge of the markets Incitec Pivot operate in as well as our customer base. Having worked in northern NSW for 5 years as an agronomist after finishing university Justin also has a strong background in broadacre and cotton agronomy.

Incitec Pivot Fertilisers

Through its Incitec Pivot Fertiliser (IPF) business, IPL is Australia's largest integrated fertiliser manufacturer and distributor. With a portfolio of recognised and trusted brands, IPF is Eastern Australia's largest supplier of locally manufactured and imported fertilisers, in addition to trading bulk fertiliser on international markets.

Every year, IPF supplies essential plant nutrients in granular, gas and liquid form to Australian farmers in the grain, cotton, pasture, dairy, sugar and horticultural industries.

IPF is fully accredited with Fertiliser Australia's national training and accreditation program, Fertcare®, a joint initiative of the Australian Fertiliser Services Association (AFSA) and Fertilizer Australia. The Fertcare Organisation logo signifies that a business has Fertcare trained all their staff and use Accu-Spread certified contract application equipment (if appropriate).

IPF also owns the NATA and ASPAC accredited soil, plant and water testing laboratory, Nutrient Advantage®.

Canpotex

- Canpotex is the key supplier of Muriate of Potash to Incitec Pivot Fertilisers
- Canpotex is the largest supplier of Muriate of Potash globally having the majority of their operations in Canada

- The volume exported from Canada is estimated to be around 100,000 tonnes annually imported by Incitec Pivot Fertilisers
- Incitec Pivot have been purchasing Muriate of Potash (MOP) from Canpotex since the 1970's
- Load out from Portland Oregon as well as Vancouver
- Largest market for MOP is the dairy pasture market followed closely by sugar cane and bananas
- MOP analysis is 50% Potassium
- Usually MOP is blended with other ingredients depending on the required analysis to suit farm requirements
- Recent soil test data is indicating a slight decline in Potassium levels across areas from southern QLD through to Southern NSW
- MOP is available in bulk and all pack sizes from all the Incitec Pivot distribution centres
- MOP is also known as Potassium chloride or KCl
- MOP is made from Potassium rock crystal sources mined from deep (1km) underground mines that bring up old seabed deposits which are rich in Potassium. The rock is then crushed and cleaned before being re-granulated into suitably sized granules for agricultural purposes.

The future is in your hands.

Nutrient Advantage gives you the precise information and the confidence you need to get the best results from your high value crop. It delivers:

- Quality tissue and soil testing from an accredited laboratory
- Credible results
- Time-efficient nutrient recommendations

Once you are armed with the information, Incitec Pivot's range of products can help to deliver your ideal result.

