

# The Bio-Ag News!

Winter 2020/2021 Edition



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## From The President

Greetings!

As we head into winter weather, I think it's important to highlight something Murray has focused on in the past – investing in your animals' health now so that they can cope with the added environmental stress of cold and damp conditions. To get through the next couple months with fewer health issues, it's vital to ensure that your animals are getting not only the basic [vitamins and minerals](#) they need, but that you are also providing them with additional supplements that will assist in strengthening the body. Products such as [Nutri-Pak](#), [Bovine specific Seaweed](#), [Bio-Lac](#) and Bio-Charge provide benefits through different mechanisms in the body, plus provide different options for application. Please reach out to [your dealer](#) or [Bio-Ag Head Office](#) to find out more.

We are saddened to note that Kate Loghrin, our HACCP / Regulatory Compliance Officer is moving on to new adventures. We're sad to see her go, but we're happy to have our own Travis Poole transition into the role.

It's also the time of year to recognize milestones amongst our staff and dealers. Dealer Jeff Campbell from the Princeton area is celebrating 20 years of service this year – thank you Jeff! I also want to recognize all Bio-Ag staff for their efforts and tireless work ethic. You are greatly appreciated!

Please read on for additional updates and an exciting new loyalty program at Bio-Ag.

Stay healthy and happy.

~Parry Bast , President





## Entering the time of reflection

# Measuring what matters to us and others

As the harvest comes to a close, the light is duller and shorter, and the fields enter dormancy, I find it is a fitting time for reflection. For me it's a time to review what the past year has given us, and ask what can be brought forward to the coming year. This particular year is feeling less familiar. Quite honestly, I don't feel equipped to report on the complexities and ramifications of what the 2020 experience has been. I feel gratitude for the health and safety of my family and friends. I feel compassion for the many folks that are experiencing more challenges and losses because of the pandemic. Since I have been social distancing, I feel more isolated from my clients, and the soil, crops and livestock they are tending. I like to look at these challenges for opportunities, even though there is an undercurrent of uncertainty in what the new year will bring. One thing is for certain, we are likely to continue to experience change and shifts in perspectives.

There is one shift that brings me a new spark for the work that I am focused on. There is a shift for renewed attention and interest in agriculture and the potential difference agriculture can make, if we take an approach different from our current path. I have previously stated that my mission is to help create an agricultural system that balances productivity and profitability, with regeneration. I think we are making progress. Respectfully, some folks are in a precarious situation where economic survival is the dominant thought. I don't intend to discount how challenging farming is and how important profits are to supporting the families that operate them. However, sometimes helpful messages come from seemingly unrelated places. I have come across many business and organization advisors that state we, collectively are entering a time when at least a third of the population is looking for meaning and purpose in their work and what they choose to purchase. Imagine for a moment as we reflect on our farming operations, if we pinpoint "Where we are at" without harsh judgment, and imagine ourselves in our future "Where we are going", would our annual ledgers and reports include a more complex picture of what matters to us? Would the measures that matter change the trajectory or parameters included in our decision making? Would these measures connect farmers to what matters to all of us collectively?

Those are big questions that I'm inviting conversations about, with you and among your peers.

## Entering The Time of Reflection Continued...

The two prominent goals of most farmers I meet are profitability and care of the land. There are many tools and accepted norms to measure and report on profits. We tend to have greater challenge identifying measures of land stewardship and connecting them with short and long term decision making and farm strategies. Let's explore a few examples that I am curious about applying to farming.

Stewardship and care of the land are central goals for productivity. Does this care include functional carbon, nutrient, biodiversity and water cycles that support all life forms as well as humans. On most farms there is some remnant of the former grassland, wetland or forest that existed before land was clear and tilled for farming. The remnants provide us with some context as a benchmark. What measurement is on the ledgers of farms regarding stewardship goals? Can we go beyond reducing unintended consequences of farm activity to restoring function? What context are we comparing the measurement against?

An interesting concept I came across recently is ecological accounting. The example I saw included a report on changes to the carrying capacity of a grazing operation. As the grazing plan improved, the carrying capacity increased, resulting in a higher return on the land base and increased profits. This double ledger, financial and ecological accounting, demonstrates a win-win scenario and may be an avenue for attracting social capital financing, even if the value is not yet tangible to conventional financiers or investors.

Food aggregators like General Mills have captured data that demonstrates that people are buying food products based on values of safe, abundant food that is good for them as well as the planet. This is a more complex playing field for connecting to values that have meaning for both farmers and their customer base. Are farmers and customers prepared to connect and create the collaborative genius that will incorporate those values in a different agricultural and food system?

As we enter this time of reflection, I hope this gives you some fodder for contemplation.

Have a safe harvest and an abundance of health and joy.

~Ruth Knight



# Upcoming Product Specials

See calendar for details

## January

**NutriPAK**  
for dairy

Whey-based extracts, supports heats and conception, reduced cull rates

## February

**Equine Extravaganza!**

Ocean Equine

Eberglo Horse

Equine Ecstasy

## March

**black<sup>leaf</sup>earth**

Its unique composition is the key to its success as a premium, environmentally-safe soil amendment



## Dates To Remember

Dec 07: Pre-Christmas Delivery Order Deadline.  
Due to the heavy volumes before the holidays, please order in advance

Dec 24 & 31: Bio-Ag Closes at Noon

Dec 25: Bio-Ag Closed for Christmas

Dec 28: Bio-Ag Closed for Boxing Day

Jan 01: Bio-Ag Closed for New Years Day

Jan 20: CANCELLED: Bio-Ag Education Seminar

Feb 15: Bio-Ag Closed for Family Day

Apr 02: Bio-Ag Closed for Good Friday

Apr 05: Bio-Ag Open (Easter Monday)

## 2021 January Seminar

Due to current restrictions of indoor gathering numbers, and the need to confirm hall rental, speakers and caterers several months in advance, we have had to make a decision in July.

We regret to inform you that our 2021 Seminar is cancelled.

Referring to Provincial and Regional forecasts, indoor gatherings will continue to be greatly restricted for many months to come.

We hope to offer some alternative educational options in 2021



# Bio-Ag Consultants & Distributors Inc.

*Working with nature...Naturally!*



November 2020

## Accounts Receivables Announcement

To our valued Retail clients:

We trust this finds you and your family well and adapting to on-going changes. Bio-Ag feels very privileged to have so many long-standing, positive relationships with our clients.

As a tangible way to show our gratitude, we are very happy to announce the Bio-Ag Loyalty Program.

*Please note this Loyalty program will replace the 3% discount offer effective Dec 31, 2020.*

Our goal is to offer a simplified and improved opportunity for thanking our clients for their continued patronage.

Effective January 01, 2021 the following program will be available to Retail clients meeting the following criteria:

- \*Credits are based on the Annual gross dollar value of paid Invoices [each calendar year Jan 01- Dec 31]
- \*Client account must be current [no aged balance owing]
- \*All forms of payment will qualify for our Loyalty program
- \*Qualifying threshold is \$1000.00

Payment value tier	Annual credit earned
\$1000-\$4999	\$35.00
\$5000-\$9999	\$75.00
\$10,000-\$19,999	\$125.00
\$20,000-\$39,999	\$225.00
\$40,000-\$59,999	\$400.00
\$60,000-\$79,999	\$600.00
\$80,000 +	\$800.00

- \*Credits will be calculated and applied by the 15<sup>th</sup> of January following each program's fiscal year-end
- \*Credits on account will automatically be applied to future invoices as the invoices are generated
- \*Credits will be redeemed for purchases of Bio-Ag products ~No cash value
- \*Credits expire 12 months from date of activation

Every purchase you make will accumulate towards your credit. Keeping your account current ensures you qualify. Keep earning dollars towards your future purchases.

Thank you for your continued commitment to *Working with Nature~Naturally.*

Best Regards,  
FAZAL ALI  
Controller

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Working with nature...naturally!  
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1.800.363.5278  
519-656-2460  
[orders@bio-ag.com](mailto:orders@bio-ag.com)

# Product Updates



**Equine Ecstasy** will be discontinued in 2021. When our current inventory is depleted, a long history with this product will come to an end.

Alternatives include:

## **Ocean Feed Equine Dried Seaweed Meal 3 kg or 13.6 kg**

Recommended for all horse breeds, ages & workloads. A unique formulation of 8 seaweed varieties, chosen specifically for equine nutritional needs. Ocean Equine Dried Seaweed meal provides all the benefits of seaweed while keeping iodine levels low. Promotes healthy gut microflora, digestive action & intestinal health. Supports & maintains a healthy immune system, muscle & joint health as well as recovery after training or exercise.



## **Eberglo for Horses 946 ml**

A liquid Vitamin & Mineral Supplement for horses. It is a mix of lactobacillus fermentation product, natural plant extracts, premium minerals and water-soluble vitamins, which help your horse to look and feel its best. Eberglo Equine is a reliable source of vital nutrients.

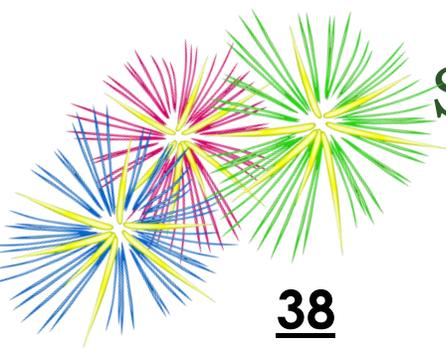


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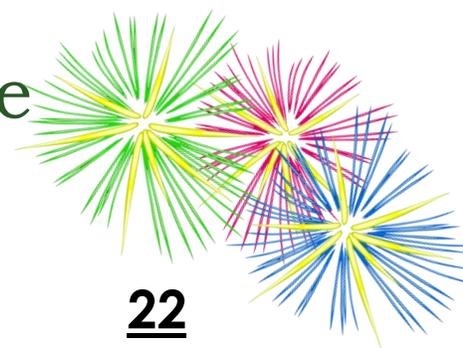
## **PCAI Bio-Lac**

We would like to announce the reintroduction of PCAI Bio-Lac Liquid and Dry. With this reintroduction we have made the decision to discontinue conventional Bio-Lac Liquid. We are still offering conventional Bio-Lac Dry. See below for full Bio-Lac offerings

<b>Bio-Lac Liquid</b>	<b>Size</b>	<b>Bio-Lac Dry</b>	<b>Size</b>
Conventional	Discontinued	Conventional	1kg, 4kg, 25kg
PCAI	1L, 4L, 20L	PCAI	1kg, 4kg, 25kg



# Staff Years of Service



**38**

Murray & Florence Bast

**27**

Mary Lou Shantz

**22**

Betty Ann Glauser

**19**

Parry Bast  
Dana McGregor  
Jared Wagler

**18**

Thevika Sebastian

**17**

Lindsay Bast  
Keith Snyder

**14**

Bonnie Roth

**13**

Ken Eidt

**7**

Kathrine Stoeckli

**6**

Rosemary Erb  
Travis Poole  
Don Vanderborgh

**3**

Nicole Kuyten

**2**

Dan Gingrich  
Colby Switzer  
Shelby Wagler

**1**

Faz Ali  
Katherine Henke  
Jaydan McGregor

## New to the Team

Ralph Cressman  
Alex Wagler  
Melissa Winkler  
Riley Benko

# Recipe Of The Season

## Braised Leeks with Parmesan

### Ingredients

3 to 4 leeks  
2T butter  
1/4 parmesan

### Directions

Cut in half lengthwise and cross wise  
Place in skillet and cover with water  
dot with butter and simmer till tender  
Uncover and boil until liquid reduced Cool and  
refrigerate for at least 4 hours  
Reheat - spoon liquid over top and sprinkle with  
cheese  
Broil 3 - 5 minuets



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