

THE AGMAG

Chatham-Kent's Agriculture and Outdoor Living Magazine Winter 2020 - Issue 11

Roots
CAPITAL MANAGEMENT INC.



Meet The Team

AgriRoots Capital Management Inc. ...PG. 3

The Lally Auto Group

Victory Ford, Chatham Chrysler, Lally Chevrolet ...PG. 21

FREE!

Contents



12



18



6



8



21



14

6

Chatham-Kent Now Has Available Natural Gas Capacity For Sale
Enbridge

8

Harvest Report on Growing Rice in Southwestern Ontario
Ontario Fangzheng Agriculture Enterprise Inc.

10

Continuing to Support Our Thriving Agriculture Sector
Economic Development Services

12

Creating Investment Opportunities for Local Investors and Beyond!
AgriRoots

14

Maizex Seeds Growing With Chatham-Kent
Maizex Seeds

16

What Do Farmers Do in the Winter Months?
Anthony Wilson

18

Investing in the Needs of the Rural Chatham-Kent Community
Kit Moore

18

Classic Minestrone Soup Recipe

19

The Cannabis Story Born and Raised 7 Farms Down ...
7 Farms Down

20

What is Mushroom Mulch? What are the Benefits?
D'Hondt Custom Application Service Inc.

21

The Lally Auto Group
Victory Ford | Chatham Chrysler | Lally Chevrolet



Greener Fields



- Custom Corn Interseeding Mixtures
- Alfalfa, Grass & Cover Crop Seed
- Eco-Till Radish
- Single Cut & Double Cut Clover Available
- Custom Seeding Application with G.P.S. & Herd Seeders

Call Justin Weaver
Delivery Available

QS
Quality Seeds

12708 McLarty Line, RR3 Ridgetown, ON N0P 2C0
www.qualityseeds.ca

Phone: 519.674.0497 | Cell: 519.401.8940

Welcome to the 11th issue of The AgMag!

NEW issue, NEW year, NEW decade!! And...as we enter into this new phase, it's a great opportunity to look ahead at what our goals for this next era might be. With today's services and technologies constantly improving it's exciting to think of what opportunities lie ahead. It is once again that time to "plan" our fields thus getting ready to "plant" our fields, with confidence that Mother Nature will support us once again by playing her part in a bountiful 2020 harvest.

Our cover shot features "AgriRoots Capital Management Inc., which has been created to build and manage a suite of investment opportunities in the agriculture space. The founders of AgriRoots have a strong track record in Alternative Lending in the Agriculture sector, and will bring this unique skill set to bear in creating a leading agriculture focused investment firm."

Once again, with this issue we hope that when you turn the pages you are reminded of all the services available to us, and you learn something new! A BIG THANKS goes out to all of our advertisers, our contributing writers, and to you, our readers, for making this issue possible.

Until next time... have a safe, happy, healthy, and prosperous 2020!

Sincerely,

Our Abstract Marketing Team

Andrew Thiel, President
Mark Requena, VP / Web Developer
Jeremy Giles, Web Developer
Nancy Schlereth, Sales Manager
Lisa Persyn, Sr. Graphic Designer
Sydney Postma, Graphic Designer
Karen Gore, Renee Tulloch
(In-House Content Writers)



A

abstract

MARKETING

WEBSITES | DESIGN | PRINTING & SIGNAGE

Reproduction of editorial content, graphic materials, advertisements in whole or in part is prohibited without permission.

Opinions expressed in the AG Mag magazine are the personal opinions of the original authors, and do not necessarily reflect the views of Abstract Marketing.

Interested in advertising in our publications?

Please contact us
at **519.397.4444** or
info@abstractmarketing.ca

About the Cover



Meet the Team!

AgriRoots Capital Management Inc. has successfully assembled a dynamic team of industry leaders with extensive backgrounds in fund management, brokerage, agricultural finance, capital generation, and customer service to deliver on its vision of positioning themselves as the provider of capital solutions/alternative lenders to Canada's agricultural sector.

This article was submitted by:
AgriRoots Capital Management Inc.

Cover Photography by: Lisa Persyn

Cover shot includes: Matthew Alexander, Jean Laprise, Robb Nelson, Shawn Bustin

www.agriroots.ca



Robb Nelson, BBA
Chief Executive Officer



Shawn Bustin, BCOMM
President



Jean Laprise
Director



Matthew Alexander, MBA, BACC
Operations Manager / Investor Relations



Tom Sabourin, CA
Director

Putting people first since 1892

HOWARD MUTUAL INSURANCE COMPANY



**GROWING TO MEET THE CHANGING
NEEDS OF TODAY'S FARMER**

RIDGETOWN | BLENHEIM

1.866.931.2809

howardmutual.com



At Howard Mutual...

**We Have Been Protecting Our Local Farmers
Since 1892**

We are continually growing and developing to meet the needs of today's farmer. Whether it is at your kitchen table, the tailgate of your truck, or in your barn, you can count on us to give you the personalized service and industry expertise to ensure your farm is adequately protected.

We pride ourselves for maintaining the traditional values of our founding farmers while providing the service of a modern mutual insurance company. Call us or drop into one of our offices today for a free assessment of your insurance coverage needs and a no obligation quote.

Experience The Howard Mutual Difference



RIDGETOWN | BLENHEIM

1.866.931.2809

howardmutual.com

Personalized Wealth Management RBC Dominion Securities

At Karen Ewald Wealth Management, our clients have very personalized wealth management needs and we strive to understand what matters most to you and your family.

We are located in Chatham, Ontario and have all the resources of one of the world's strongest financial institutions, Royal Bank of Canada.

Having over 20 years of experience, Karen's personal approach, along with her active pursuit of professional development, ensures she is able to meet all of her clients' financial requirements.

In addition to being able to handle your wealth management needs such as RRSPs, TFSAs and investment portfolios, Karen's team also offers specialized commodity trading accounts to deal with your grain futures and the Canadian dollar.

Much of our work is focused on the agriculture community and business owners.

So whatever your wealth management needs, Karen and her team would be pleased to help you. Feel free to contact Karen directly at: **karen.ewald@rbc.com** or **519.352.1582**.

We look forward to working with you!

Karen Ewald, CIM FCSI

Vice President & Associate Portfolio Manager

www.karenewald.com



RBC Dominion Securities Inc.



Proud to support the agriculture community

**Karen Ewald Wealth Management
of RBC Dominion Securities**

Karen Ewald, CIM, FCSI
Vice President and Associate
Portfolio Manager
www.karenewald.com



**Wealth Management
Dominion Securities**

RBC Dominion Securities Inc.* and Royal Bank of Canada are separate corporate entities which are affiliated.
*Member-Canadian Investor Protection Fund. RBC Dominion Securities Inc. is a member company of RBC
Wealth Management, a business segment of Royal Bank of Canada. © / ™ Trademark(s) of Royal Bank of
Canada. Used under licence. © 2019 RBC Dominion Securities Inc. All rights reserved. 19_90637_NRH_006

Petro-Canada Lubricants

Waddick Fuels is your one stop source for Petro-Canada Lubricant Inc. products in Southwestern Ontario. With a manufacturing facility in Southern Ontario, Petro-Canada Lubricants Inc. is consistently working with OEMs to develop the next generation lubricants for the agricultural and fleet industry. Also being located in Southern Ontario, Petro-Canada Lubricants Inc. R&D team have the ability to trial the new products right here in the Ontario market before production. By performing these trials here in Ontario the R&D team knows what conditions our customers are constantly facing. We are also pleased to ensure that all of our customers have the benefit of knowing that all Petro-Canada Lubricants Inc. products come with the "No-Nonsense Lubricants Warranty." Along with the Petro-Canada Lubricants Inc. products, we are able to supply our customers with all lubricant equipment from a few suppliers so that we can offer a complete package.

By having offices in Chatham, Essex, Bothwell, and Petrolia we are able to make sure all of our customers are getting the best service available. Over the years Waddick Fuels was able to partner with a few premium suppliers and is dedicated to supply our customers with Fuel, Lubricants, DEF, Antifreeze, Washer Fluid, Fuel Conditioner, and all appropriate equipment for these products.

Please visit us at www.waddickfuels.com to learn more about the products / equipment that we offer to our customers. You can also contact one of our sales representatives listed below to discuss your needs further. We are also an exhibitor at the Chatham-Kent Farm Show; therefore if you are attending come and see what we have to offer.

Maurizio Rizzo
- Essex -

519.776.5248 x 1201
c: 519.965.6195

Evan Merritt
- Chatham -

519.354.0110 x 1108
c: 519.401.6086

Bruce McFarland
- Bothwell/Petrolia -

519.695.2121 x 1302
519.882.2420 x 1401
c: 519.401.0666



**24
HOUR
EMERGENCY
SERVICE**



CHATHAM • ESSEX • BOTHWELL • PETROLIA



www.waddickfuels.com



PEBBLES
GRAVEL & TOPSOIL INC.



Asphalt & Concrete Recycling

519.352.ROCK (7625)

**DELIVERY
AVAILABLE**

**Products available for all
your outdoor projects:**

(OPEN TO CONTRACTORS & TO THE PUBLIC)

SAND | GRAVEL | TOPSOIL | FLAGSTONE
LANDSCAPING STONE | UPM COLD MIX | MULCH
AND MORE...

**FREE TO DROP: ASPHALT AND CONCRETE FOR RECYCLING
& COMPOSTABLE YARD WASTE (NO BRANCHES)**

***4 DIFFERENT SIZES OF TRUCKS NOW AVAILABLE**

www.pebblesgravel.com

955 RICHMOND STREET | CHATHAM, ON

Find us on





Official opening of the Chatham-Kent Rural Pipeline Expansion Project at the new Kent Bridge Road Station at the end of the 13 km Base Line Section – in attendance (L to R): Rick Nichols, MPP Chatham-Kent Leamington; Bill Walker, Associate Minister of Energy; Charles Devries, Cedarline Greenhouse (a large customer serviced from the project); Cynthia Hansen, president of Enbridge Gas; Monte McNaughton, Minister of Labour; Darrin Canniff, Chatham-Kent Mayor, and Greg Devries, Cedarline Greenhouse.

Chatham-Kent Now Has Available Natural Gas Capacity For Sale

Unlocking over \$260 million of economic development potential in Chatham-Kent and surrounding area

For the last several years, Chatham-Kent greenhouse expansion has been constrained due to lack of economical energy resources, but Enbridge Gas is proud to share that Chatham-Kent is now open for business.

On November 29, 2019 Enbridge Gas announced that the Chatham-Kent Rural Pipeline Expansion Project is now in-service. The \$19.1M project ensures the reliable delivery of natural gas, meeting the growing agricultural, commercial, and industrial market demand in Chatham-Kent and surrounding areas, including in the fast-growing greenhouse market. This project was supported by the Natural Gas Expansion Program along with an economic contribution of \$500,000 from the Municipality of Chatham-Kent.

The project invested in much-needed natural gas infrastructure to unlock natural gas capacity equivalent to the needs of up to 350 acres of new modern greenhouse development in Chatham-Kent and surrounding areas. All potential customers now have access to this new capacity and Chatham-Kent is now well positioned to economically serve large volume businesses.



Official opening of the project, Associate Min. of Energy Bill Walker speaking at the new Kent Bridge Road station.

“We have available natural gas capacity for sale, targeting businesses that require 200 m³/h of gas or more”,

said Wayne Passmore, Economic Development Specialist, Enbridge Gas.

New transmission station on Base Line, near Kent Bridge Road.



“While we expect the primary incremental demands to come from new greenhouse construction, any business needing more gas can take advantage of this new capacity.”

The project saw construction of a new 500 metre, 12-inch diameter pipe near Dover Centre (Bear Line section), and a new 13 km, 8-inch pipeline built from our existing Panhandle Natural Gas Transmission System at our Simpson Road Station (west of Tupperville), and proceeding south to Base Line Road and then east along Base Line Road to the end point near the intersection of Base Line Road and Kent Bridge Road, east of Dresden (Base Line section).

Enbridge Gas looks forward to working with new and existing customers looking to grow their businesses and get connected to gas.

If you are interested, please contact your account manager or the customer attachment centre via our website at **www.uniongas.com/getconnected**

This article (and photos) was written and submitted by:

Wayne Passmore, P.Eng

Specialist, Economic Development

Enbridge Gas Inc.

enbridgegas.com



New pipeline laid out along Base Line prior to installation.

About Enbridge Gas Inc.

Enbridge Gas Inc. was formed on Jan. 1, 2019 from the amalgamation of Union Gas Limited and Enbridge Gas Distribution. Enbridge Gas is Canada's largest natural gas storage, transmission, and distribution company based in Ontario with a more than 170-year history of providing safe and reliable service to customers. The distribution business serves about 3.7 million customers, heating over 75 per cent of Ontario homes. The storage and transmission business offers a variety of storage and transportation services to customers at the Dawn Hub, the largest integrated underground storage facility in Canada and one of the largest in North America. Owned by Enbridge Inc., a Canadian-based leader in energy transportation and distribution.





Harvest Report on Growing Rice in Southwestern Ontario From Chatham-Kent Field Experiment 2019

Ontario Fangzheng Agriculture Enterprise Inc.

Ontario Fangzheng Agriculture Enterprise Inc. (OFAE), the first Canadian commercial rice grower, has harvested the rice at the end of September. From the cold, soggy spring to the hot, humid summer, the difficulties from Mother Nature did not stop the growth of the rice.

A yield of 153 bushels per acre (45 lb. per bushel) was calculated based on the grain being harvested and the harvesting loss.

There were no herbicides applied into the rice paddy but the water offering inhibition of weeds.

For 2020, OFAE is going to expand the rice production into a commercial scale with a minimum 70 acres in the Chatham-Kent area.

The company is looking forward to reaching an optimum yield of 180 bushels per acre by using more advanced machines. The University of Guelph, Ridgetown Campus professor John Zandstra will continuously be monitoring the production progress, environment effects, and academic data collections. OFAE would like to have more local growers to involve in rice production and will offer support to help growers switch to this new crop.

After the harvesting of 2020, OFAE will be able to explain the costs and revenue of growing rice in Southwestern Ontario.

Rice straw is a better animal feed than the wheat, which can also create some extra income for the rice growers.

Rice as a new crop does not compete with the land use of other cash crops. A heavy clay or clay are acceptable, and it is not necessary to have tiles. As a part of the community, OFAE will take on the responsibilities to enhancing economic development of other related business and creating more job opportunities.

This article was submitted by:

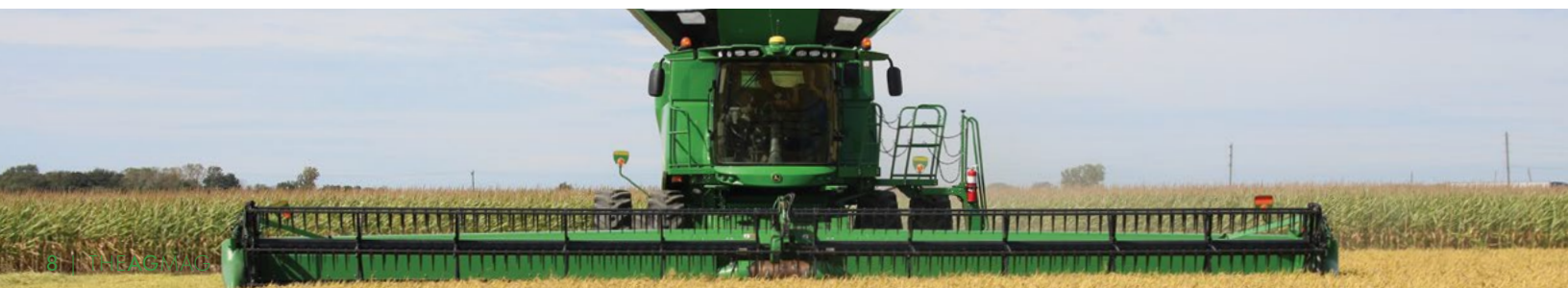
Wendy Zhang

Project and Farm Manager,

Ontario Fangzheng Agriculture Enterprises Inc.

Photos submitted by:

Nancy Schlereth.





Every operation is unique.

Your advice should be too.

Whether you're looking to expand your operation, pass it to the next generation or you're focused on managing risks, we're here to help you succeed.



Brandon Betts | 519.354.0043
brandon.betts@rbc.com
Senior Agriculture Account Manager



Eric Prelaz | 519.354.0044
eric.prelaz@rbc.com
Agriculture Account Manager



Visit rbc.com/agriculture

®/™ Trademark(s) of Royal Bank of Canada. RBC and Royal Bank are registered trademarks of Royal Bank of Canada.

How a Business Plan Can Set You Up For Success

Chart Your Future with RBC

A business plan can be required in order to obtain financing for major farm investments. Some might see it as something to send your banker, then forget about.

"Getting your loan approved is the least of it. Your farm business plan can help clarify direction and mobilize owners, family, and stakeholders around goals and strategy."

- Ryan Riese, RBC's National Director, Agriculture Strategy

Ryan Riese sees it differently. He believes the biggest beneficiaries of farm business planning are the people who own and run the operation.

In some ways, the planning process is as important as the plan itself. To Riese, a plan should be based on straight-forward discussions among stakeholders about the farm business's current position, goals, opportunities, risks, and much more.

"There can be a tendency to avoid these conversations, because – let's face it – the planning process can touch on sensitive issues," says Riese. "But there's so much to be gained. Without this kind of discussion, you'd be missing out on some great value for your business."

What's your next move? We're ready to help.

rbc.com/chartyourcourse

Dover Duds

Dressing Families Since ... 1998!

When it comes to outdoor workwear, Dover Duds really is your workwear specialist. When you enter the country store at 26662 Bear Line Road, Dover Centre, the first thing you'll see is a great selection of men's work clothes, work shoes, and boots. But looking around, you will quickly realize that not only does Dover Duds dress our men, but also our ladies and our children (from size 3 months and up).

For the families that work hard and play hard, Dover Duds has just the right attire for you. They simply have the finest in outdoor clothing, boots, and shoes.

If you're looking for Carhartt, Helly Hansen, Red Wing Shoes, or Irish Setter Boots, you'll find all these brand names under their roof...all quality names you can trust!

If Dover Duds doesn't have what you're looking for, they will certainly help to find it for you. They ship product Canada-wide and stand behind the products they sell.

www.doverduds.com | 519.355.1201

Dover Duds

Your Work Wear Specialist

MEN | WOMEN | CHILDREN

CLOTHING | BOOTS | SHOES

Tue - Fri: 10am - 5:30pm | Sat: 10am - 2pm | Closed: Sun & Mon
26662 Bear Line Road, Dover Centre | 519.355.1201

doverduds.com

THE MUNICIPALITY OF CHATHAM-KENT'S ECONOMIC DEVELOPMENT SERVICES

Continues to Support Its Thriving Agriculture Sector

With Kim Cooper's retirement in August 2019, a common question within the agriculture world continues to be,

"Who is Kim's replacement?"

While it is extremely difficult to replace such an important and knowledgeable part of our team, the answer to that question is simple: **Rosemarie Montgomery**, **Spencer Pray**, and **Anthony Wilson**.

In 2019, Chatham-Kent Economic Development Services began a new strategy called, Boots on the Street. The Boots on the Street approach is about providing the best customer service and putting local business needs first by assigning an Economic Development Officer to specific wards. They will focus on all sectors in Chatham-Kent, including all matters related to Agriculture. The Economic Development Officers are working directly with local businesses to check in and discuss their opportunities, challenges, and plans for the future.

Economic Development Services invites you to contact us, by reaching out to the Economic Development Officer responsible for your ward.



**Rosemarie
Montgomery**

Economic Development Officer for Wards
1 & 2 – Blenheim, Tilbury, Wheatley, and
surrounding areas.

rosemariem@chatham-kent.ca

519.350.1674

Spencer Pray

Economic Development Officer for Wards 3, 4, & 5 – Wallaceburg, Dresden, Thamesville, Ridgeway, Pain Court, Bothwell, and surrounding areas.

spencerp@chatham-kent.ca

519.350.1075



*This article (and photos) was submitted by:
Municipality of Chatham-Kent,
Economic Development Services*

519.351.7700

ckeds@chatham-kent.ca

investck.ca



Anthony Wilson

Economic Development Officer for
Ward 6 – City of Chatham

anthonyw@chatham-kent.ca

519.350.6963

LUNDY
Insurance
INC

Farm • Home • Auto • Business

336 St.Clair St. | Chatham, ON N7L 3K1

519.352.6720

www.lundyinsuranceinc.com

Lundy Insurance Inc.

Since 1991

This family business has been serving the farm and agri- business of Chatham-Kent for the past 29 years. They understand the insurance needs of their clients, as all of their staff were born and raised on farms and still live in the rural community.



Farming is the economic background of Chatham-Kent and it is their goal to make sure the risks that their clients face are managed in a cost effective manner.

“Farm insurance is our specialty! We look forward to serving the needs of the future agri-business managers for years to come.”

- The Lundy Family

Contact Jim, Jane, Brenda, Dan, or Sarah
for a no obligation quote

519.352.6720 • jim@lundyinsuranceinc.com



AgriRoots

Providing investment opportunities and supporting growth in the agricultural business economy, locally and beyond!

About AgriRoots

Agricultural farmland has proven to be a very stable and secure asset to grow wealth over the long term. Demand for food production and other agricultural products is expected to increase materially over the next two decades.

Estimates project global population to reach 9.6 billion by 2050 and we expect that the appreciation and demand for agricultural assets to track that growth.

To meet the nutritional needs of a growing global population, further expansion in food production will require investments in technology and other innovations to meet this demand, giving way to unique investment opportunities in agricultural markets and the commercial businesses supporting the agricultural economy. These inflationary pressures will support future increases in the value of agricultural assets, including land. This outlook will provide attractive opportunities for investors that, until very recently, have been very limited for most investors. AgriRoots Capital Management Inc. provides investors with the opportunity to participate in this growth of our agricultural economy with a very attractive risk/reward profile.

AgriRoots Capital Management Inc. has been created to build and manage a suite of investment opportunities in the agriculture space. The founders of AgriRoots have a strong track record in the Alternative Lending, Investment & Agriculture industries and have brought these unique skill sets together in creating a leading agriculture-focused investment firm.

Where We Began

AgriRoots Capital Management Inc. was created out of the FamilyLending.ca business model. Over the past 17 years, FamilyLending has experienced increasing demand for private capital in the agricultural sector. This demand for agricultural lending occurs when borrowers are unable to meet the mainstream financial services' underwriting requirements. These borrowers often have ample surplus collateral in land and buildings that helps minimize the risk of capital loss. Based on our experience and some due diligence, we've been able to better understand their current liquidity issues and ability to position their agricultural operations to "bank criteria eligible." Beyond this need for private capital, we believe there is an investor market wanting a higher yield, and a brokerage-business able to identify the opportunities and connect the parties. These conditions created what we believed was a unique opportunity, and FamilyLending was realized. The company began to assemble teams of private capital investors and match them with agricultural lending opportunities that would not meet the typical mainstream financial model.

As a result, over the past five years, numerous private agricultural and commercial mortgages have been funded. On average, these mortgages have tended to mature every two years as the borrowers return to mainstream capital markets. AgriRoots Capital Management Inc. was created to focus on these opportunities and establish itself as the industry leader in Canadian non-bank agricultural lending.



Over time, AgriRoots plans to roll out additional agricultural-focused investment products and opportunities, allowing investors to participate in what has been a stable and growing asset class.

All of these factors, along with our unique experience and skill set, have led to this exciting opportunity with AgriRoots Capital Management Inc.

The initial product launched, in July 2019, was our AgriRoots Diversified Lending Fund LP, which is a Limited Partnership established to provide secured mortgage financing focused in the agricultural space, primarily in Ontario. This is a market we know very well. In January 2020, we are launching an additional product which will allow investors to utilize Registered Retirement and Savings Plans, including RRSPs, RIFs, and TFSAs to invest in the agricultural sector. Future plans for AgriRoots include additional credit and equity type agricultural investment opportunities to be offered to all types of investors.

Where We Will Grow

Our lending portfolio is predominately composed of mortgage investments in the agricultural sector supplemented with residential and commercial mortgages within defined concentration limits. We believe that the local market demand for capital in the agricultural industry reflects what is required across Canada, making this platform very attractive and scalable. That need for capital matches up well with the increasing need for stable investment opportunities from investors looking for yielding products that are uncorrelated to other asset classes.

Canada has more than 193,000 farms with fixed assets valued at over \$468 billion, plus equipment valued at over \$50 billion. The agricultural sector employs hundreds of thousands of people in Canada, according to data available from the 2016 Canadian Census.

Based on our experience, we estimate that at any given time a minimum of 10% of the agricultural borrowing market that currently is financed by the banks is under pressure from their institutions. This 10% segment represents not clients in the middle or final stages of business failure/foreclosure, but rather operators that require access to funds for a one to three year period with financing terms that simply do not fit within the banks' policies. Based on recent census numbers, that 10% estimate would



equate to a Canadian market size of 19,200 farms with a land/assets value of over \$50 billion. At AgriRoots, we use the relationships from our brokerage beginnings as well as our current agricultural clients to connect with these customers and create investment opportunities for investors.



*This article (and photos) was submitted by:
AgriRoots Capital Management Inc.*

Discover our interim capital and investment portfolio solutions.

Head Office – Chatham
136 St. Clair Street, Chatham, ON N7L 3J3
Phone: 519.351.5650
Fax: 866.405.3889

Toronto Office
401 Bay Street, Suite 1653, Toronto, ON M5H 2Y4
Phone: 647.417.0600

www.agriroots.ca





Left to Right - Blake Ashton (Controllor), Stephen Denys (Brand Director), Brian Toll (Blenheim Location Supervisor), Dave Baute (President)

Maizex Seeds Growing with Chatham-Kent

Maizex Seeds

Maizex Seeds is growing its business across Canada with seed grown here in Chatham-Kent. The seed corn and seed soybean company founded by Dave and Brenda Baute 35 years ago entered into a joint venture with Sollio Agriculture in 2018. With the formation of the joint venture under Maizex Seeds, which combined the seed corn and seed soybean businesses of both companies, Maizex has invested in its production footprint to meet its expanding business across the country.

In seed corn, Maizex purchased the former Dow (Hyland) seed corn plant in 2019. In addition to providing processing capacity, the investment allowed the company to complement its home in the Jeannette's Creek area with a production region stretching from south of Chatham to Blenheim. This area features experienced seed growers and ideal soils for seed corn production. The company is processing seed corn at both the Jeanette's Creek and Blenheim facilities this winter following an overall exceptional seed corn crop in 2019.

The company is marketing seed corn under the Maizex brand across Canada and seed soybeans under the Elite brand.

"Both brands reflect our heritage as a company," says Stephen Denys, Brand Director with Maizex Seeds.

"We are a farmer owned company focused on the needs of Canadian farmers across the country and very proud to say our seed corn production is focused in our home community of Chatham-Kent."

He says the company is growing due to excellent product performance in grain, silage, and grazing corn together with herbicide tolerant and conventional identity preserved soybean varieties. Product performance is combined with strong agronomy support through the Maizex field team and dedicated dealer network across the country. "We are investing heavily in pre-commercial product testing to select and match products to match the needs we see in different regions of the country. Canada is really a collection of different markets by maturity and end use needs."

"Our team works closely with our dealers and customers to best match products field by field to increase the performance potential."

*This article (and photo) was submitted by:
Maizex Seeds Inc.*

Your Field. Your Farm. Our Country.

877-682-1720 www.maizex.com



Ask your dealer about these yield leaders:

MZ 4049SMX (CHU 2975) MZ 4368SMX (CHU 3100)
MZ 4577SMX (CHU 3150) MZ 4623SMX (CHU 3200)

MOBILE RUST CONTROL



**ARE YOUR VEHICLES
PROTECTED?
Protect your
investment now!**



**CALL
519-401-8940**

www.profleetcare.com



SOUILLIERE
CONCRETE SYSTEMS
We Raise Sunken Concrete

Celebrating 22 years!

SLABJACKING | CRACK INJECTION | WATERPROOFING
WALL REINFORCING | FOUNDATION REPAIRS

519.360.9657 | soulliereconcrete.com
soulliereconcretesystems@on.aibn.com



*“What good is the warmth of
summer without the cold of
winter to give it sweetness.”*

- John Steinbeck

Looking After Your Shop & Home Heating Needs For Over 35 Years! Total Comfort Heating & Cooling Ltd.

We are continually growing & upgrading our knowledge in the new technology for heating your shop with either Natural Gas or Propane. The energy efficient R10 Styro floor panels are one of the highest performing insulation panels available today. They line your shop floor, giving you a vapour barrier, and position the radiant piping so it is perfectly encased in concrete. This allows for proper heat distribution of the radiant tubing and more efficient energy transfer. In-floor heat sensors can be installed to control different zones to control heat wherever needed. The boilers of today can give you 93-95% efficiency for great fuel savings.

Economical Radiant Tube Heaters are another great option providing significant energy cost & carbon footprint reduction of up to 50%. Whisper Jet technology makes these heaters extremely quiet, easy access for maintenance & installation, highest uniform heat distribution.

For your home we can install Armstrong & Ruud furnaces with efficiency ratings of 95-97%. Also for your home, we can install Central Air Conditioners, Condensing Boilers, Water Heaters, as well as On-Demand Water Heaters and Air Exchangers. For your enjoyment and comfort, we can also install Continental and Kingsmen Fireplaces and Outdoor Fire-pits.

For all your Home and Farm Heating and Cooling needs, give us a call and we would be happy to provide you with a quote!



**Serving Chatham-Kent and
surrounding area since 1985.**

**See firsthand why Total Comfort is the first
choice in Chatham-Kent when it comes to
heating and cooling!**

Professional Customer Service

Trained Certified Technicians

Leading Brand Manufactured Products

**Total Comfort Heating & Cooling Ltd.
63 Marsh Street, Ridgetown, ON N0P 2C0**

519.674.0270
totalcom@mnsi.net

“After my good friend and mentor, Kim Cooper, decided to officially retire last year, I decided that I would be part of a team that continues with his farming articles. I will forever be thankful for our friendship, and in awe of the wisdom he shared.”



What Does the Winter Hold for our Chatham-Kent Farmers?

As I drove through the gorgeous countryside of Ridgetown, Ontario, the other day, I could not help but wonder what our farmers do over the winter months when their fields are covered in a blanket of ice and snow. So, I asked a close family friend, who just happens to be a farmer. His answer was simple; there are no vacations. And, just because it is cold, wet, and dark outside these days, farmers are by no means sitting idle.

My good friend went on to say that

“Farming is 24 hours a day, 365 days a year, whether you can see it or not. Unfortunately, the winter season is not a time of year where farmers park the tractor and put up their feet to enjoy some much needed rest and relaxation. In fact, winter can be just as busy as the growing season. The orchards and livestock still need to be cared for, tractors, combines, cultivators, planters, and all other equipment gets serviced, repaired, and updated, and many farmers use any extra time to focus on educational opportunities.”

In addition to upkeep on the equipment and regular caring for livestock, some farmers continue to plant and grow in the winter months. This sparked another question, what grows in the winter?

Most winter vegetable plants are fully hardy and will cope well with cold winter weather. Some of these vegetables include:

Onions: Autumn planting onion sets are easy to grow and will virtually look after themselves over winter. Onions have a long growing season and will not be ready for harvesting until next summer.

Garlic: Growing garlic could not be easier and there are many varieties to choose from for autumn planting. Like onions, they have a long growing season and will not be ready to harvest until next summer, but it is well worth the wait!

Spring Onions: Winter hardy varieties of spring onion make a tasty accompaniment to winter salads. They are a fairly quick

growing crop and early autumn sowings should be ready to harvest by early spring. Spring onion “White Lisbon” is a popular and reliable winter hardy variety. Not to mention that they smell amazing!

Perpetual Spinach: Perpetual spinach makes an excellent “cut and come again” crop that will produce huge yields of tasty leaves.

Broad Beans: Autumn sown broad beans can be harvested in spring up to a month earlier than spring sown plants. Broad bean “Aqua Dulce Claudia” is one of the best for autumn sowings, being particularly quick to establish. Once the plants are well grown you can even use the plant tips - they are delicious wilted with a little butter.

Peas: Enjoy an early crop of peas next spring. Autumn sowings of rounded varieties such as Pea “Kelvedon Wonder” and Pea “Meteor” are particularly hardy and will give you a head start next season.

Asparagus: Although asparagus beds take several years to establish, each asparagus crown can produce up to 25 spears per year and will continue cropping for 25 years.

In addition to all of these tasty veggies, do not forget that 21% of Canada’s greenhouse population resides in Chatham-Kent. In those greenhouses, everything from carrots to Pak Choi are grown.

I’ll finish by saying that the farm may not be the beehive of activity in the winter that it will be in just a few months, but the time spent in the winter months is far from wasted. And, I know that I will never mistakenly ask a farmer, “Hey, what are you doing during your time off this winter?”

Until next time,

Anthony

This article was written and submitted by:

Anthony Wilson
Municipality of Chatham-Kent,
Economic Development Officer
anthonyw@chatham-kent.ca



www.wegrowfortheworld.com



ontario mutuals™
We're in this together

KENT & ESSEX
MUTUAL INSURANCE

www.kemutual.com / 1-800-265-5206

@kemutual / Find us on  / 

HOME • AUTO • FARM • COMMERCIAL

DOWLER KARN

PROPANE • FUELS • LUBRICANTS

**Lubricant Sale
ON NOW!**

Sale ends April 30, 2020





Mobil | Mobil Delvac | Mobil Grease

www.dowlerkarn.com

RICK NICHOLLS, MPP
CHATHAM-KENT-LEAMINGTON




111 Heritage Drive, Suite 100
Chatham, ON N7M 5W7
519.351.0510

115 Erie St. N., Unit B
Leamington, ON N8H 3A3
519.326.3367

rick.nichollsc@pc.ola.org
www.RickNichollsMPP.ca

O/A **KERR WOOD & MALLORY**
BARRISTERS & SOLICITORS

Mallory
LAW
PROFESSIONAL CORPORATION

- FARM TENDERS
- LAND SEVERANCES
- FARM SUCCESSION & ESTATE PLANNING
- AGRICULTURAL MORTGAGES

Jason P. Mallory
H.B.A., J.D.



15 George St., Blenheim, ON N0P 1A0
519.676.5465 | info@mallorylaw.ca
www.mallorylaw.ca

Special Wills May Help With Probate Taxes

Did you know that Jason can prepare special Wills that might help you **reduce or eliminate probate taxes** on your farm land, farm corporation, equipment, and machinery?

Jason is the Owner of MALLORY LAW office & he has been serving clients in the Agricultural community for **more than a decade**.

Jason is the recipient of the Margaret E. Rintoul **Award in Estate Planning!**



Investing in the Needs of the Rural Chatham-Kent Community

FarmGate Advisors Inc

FarmGate Advisors Inc. is proud to announce that it has assumed responsibility for the bookkeeping and tax practice built by Mrs. Nancy Knight and Mr. Keith Careen at 639 North Street in Dresden, Ontario. With Mrs. Knight transitioning into full retirement, Kit Moore, CPA, CA is proud to work with the team of farm and business tax preparers you've come to trust. Kit is locally born and raised in Chatham-Kent and is enthused to continue the farm, personal, and business tax services in Dresden. When he's not keeping up with the dizzying pace of tax legislation changes, he is spending time with his family of six.

The accounting and tax industry is undergoing considerable change at a time when the farming community wants to know that its advisors have remained current on services such as farm succession, tax, bookkeeping, and farm grants. We are investing in the needs of the rural Chatham-Kent community and Kit would like to speak with you if you have farm-specific accounting and tax needs. FarmGate Advisors Inc. is also eager to serve the needs of farming and business corporations through its affiliation with BluePrint CPAs in Chatham.

We are working diligently to make the ownership transition seamless on our clients, and our team, and we look forward to re-connecting with you during this tax filing season.

If you'd like to arrange a meeting with Kit, please contact our office at 519.683.1633

The Company will continue to serve the personal tax needs of rural Chatham-Kent through its Mainstreet Tax division.

- Farm Bookkeeping
- Farm Tax
- Farm Programs
- Farm Succession



Classic Minestrone Soup

INGREDIENTS

- 4 tbsp. extra-virgin olive oil, divided
- 1 medium yellow onion, chopped
- 2 medium carrots, peeled and chopped
- 2 medium ribs celery, chopped
- ¼ cup tomato paste
- 2 cups chopped seasonal vegetables (potatoes, yellow squash, zucchini, butternut squash, green beans, or peas all work)
- 4 cloves garlic, pressed or minced
- ½ tsp. dried oregano
- ½ tsp. dried thyme
- 1 large can (28 ounces) diced tomatoes, with their liquid
- 4 cups (32 ounces) vegetable broth
- 2 cups water
- 1 tsp. fine sea salt
- 2 bay leaves
- 1 cup whole grain orecchiette, elbow, or small shell pasta
- 1 can (15 ounces) Great Northern beans or cannellini beans, rinsed and drained, or 1 ½ cups cooked beans
- 2 cups baby spinach, chopped kale, or chopped collard greens
- 2 tsp. lemon juice
- Pinch of red pepper flakes
- Freshly ground black pepper
- Freshly grated Parmesan cheese, for garnishing

INSTRUCTIONS

1. Warm 3 tbsp. of olive oil in a large stockpot over medium heat. Once the oil is shimmering, add the chopped onion, carrot, celery, tomato paste, and a pinch of salt. Cook, stirring often, until the vegetables have softened and onions are turning translucent.
2. Add the seasonal vegetables, garlic, oregano, and thyme. Cook until fragrant while stirring frequently (2 minutes).
3. Pour in the diced tomatoes and their juices, broth, and water. Add the salt, bay leaves, and red pepper flakes. Season generously with freshly ground black pepper.
4. Raise heat to medium-high and bring to a boil, then partially cover the pot with the lid, leaving about a 1" gap for steam to escape. Reduce heat as necessary to maintain a gentle simmer.
5. Cook for 15 minutes, then remove the lid and add the pasta, beans, and greens. Simmer uncovered for 20 minutes, or until the pasta is cooked al dente and the greens are tender.
6. Remove the pot from the heat. Remove the bay leaves. Stir in the lemon juice and remaining 1 tbsp of olive oil. Season with more salt and pepper to taste. Garnish bowls of soup with grated Parmesan.



*This article was written
and submitted by:*
Kit Moore, CPA, CA
FarmGate Advisors Inc.

519.683.1633





Grandpa Albert Guttridge (left) standing on top of wagon.

The Cannabis Story Born and Raised 7 Farms Down...

7 Farms Down

Located south of Merlin, Ontario, off Highway # 7, and seven farms down from their mutli-generational family farm, brothers Jason & Bill Guttridge, along with their cousin Jay Glasier, have teamed together to become one of Chatham-Kent's first outdoor growers of organic cannabis.

With generations of agricultural expertise on their team and years of experience growing outdoor cannabis, 7 Farms Down will apply proven agricultural practices to produce high quality outdoor, organic, and hand crafted cannabis for the extraction market. They have also put together a highly qualified team of business veterans, governance experts, and agricultural specialists.

Great-Grandpa Nelson Guttridge (standing) while his son, Grandpa Albert Guttridge is doing the headstand.



Although their vision began last year, their story as deep rooted 6th generation family farmers is what defines their values of community, people, and agriculture. This, however, only scratches the surface of their vision and mission for 7 Farms Down as their focus is genuinely on the plant and soil health. High quality cannabis has been grown outdoors for centuries and it's no secret that as a biological plant it originated as a natural

outdoor weed, flourishing in many regions around the globe. Chatham-Kent offers one of the most prime agricultural areas to produce a high quality crop.

While other growing methods of indoor and greenhouse will continue to supply a portion of the market, the fact that almost half of the US market is supplied from outdoor growers suggests outdoor is the future of the Canadian Market.

Taking all things into account, 7 Farms Down appears to be just another cannabis company. However as cannabis becomes a commodity, its demand for low cost, high quality flowers will only increase with rising edibles, topicals, and extract consumables. Similar to growing corn for ethanol extraction, outdoor grown cannabis will follow similar market forces and organic cannabis - free from herbicides and pesticides - will provide a low cost source for cannabinoids such as CBD and THC.

It is on this distinction that their team prides themselves as farmers and cannabis producers. We love cannabis and we love farming. If you live green, love green, and grow green, you too are 7 Farms Down - **Welcome to the family farm.**



This article (and photos) was written and submitted by:

Jason Guttridge

CEO 7 Farms Down

jason@7farmsdown.ca

1.519.350.2507

7farmsdown.ca



What is Mushroom Mulch? What Are The Benefits?

D'Hondt Custom Application Service Inc.

Mushroom mulch – a traditional product working in unison with today's technology.

Firstly – what is Mushroom Mulch? It is a product in which mushrooms grow. It is made from wheat straw, peat moss, poultry manure, and beet lime. There are no “man-made” fertilizers or chemicals from our supplier. Other producers of mushrooms may use different ingredients to make the substrate.

Most of the wheat straw is from the counties of Essex, Lambton, and Chatham-Kent. The peat moss is predominantly from Ontario and the poultry manure is mostly obtained from the Niagara area. Beet lime is from the sugar beets grown in Chatham-Kent and Lambton which are processed near Port Huron. Beet lime helps balance the PH in the growing bed material.

There is a consistent nutrient level of NPK 18-14-16 along with 5 lbs. magnesium/ton, 15lbs. sulphur/ton and 70lbs. cal. lime/ton. The natural micro-organisms in the mulch help release valuable nutrients that are tied to the soils so the crop can absorb them much easier. And, the organic matter in the mushroom mulch helps retain moisture in the dry summer months.

The mushroom mulch is used for all types of crops such as corn, tomatoes, ginseng, strawberries, asparagus, tobacco, peppers, vineyards, and hemp. Different rates of the product are used which is dependent upon the soil type, soil analysis, and type of crop being grown.

The substrate, from our supplier, meets the requirements for certified organic farming.

There are healthy soil programs in Ontario to promote the use of amendments. Funding from the provincial government helps cover some of the costs (i.e. substrate, rentals).

In 2002, we started our family owned business and custom applied fertilizers for the farming community. Later in 2006, we ventured into new technology of variable rate spreading via satellite which applied the recommended fertilizer in specific areas of the field at the prescribed rate. By doing so, this was an asset to farmers to lower costs of their fertilizer and increase their crop yield. We looked into alternative ideas to synthetic fertilizers and came across the mushroom mulch. We started with a few local farmers and their crop yields produced instant results. After which, we began steadily promoting the product, and word quickly spread in the farming community, and the interest and demand for mushroom mulch grew.

The benefits of the mushroom mulch increased their yield, reduced fertilizer costs, and helped make their soil healthier for future crops.

Most farmers use the product for problem areas on their farm, however some cover all their acreage with mushroom mulch on a rotational basis.

With the two applications working together, new variable rate and the old traditional style of spreading mushroom mulch, gives outstanding benefits for farmers and promotes a healthy soil for future generations.



D'HOND
CUSTOM APPLICATION
SERVICE INC.

*This article was written and submitted by:
Wayne D'Hondt – Muikirk, Ontario
For further information please contact Wayne at:*

519.355.8328

The Lally Auto Group

The Lally Auto Group has the right incentives matched with one of the largest truck & SUV inventories in Canada. We have highly trained staff to not only help with truck selection but also servicing your current truck so you are back on the road faster.

Our mission is to have fun and create long lasting relationships with customers and employees, while getting people on the road, and keeping them on the road. During our long history of selling and servicing vehicles in southwestern Ontario, we have always looked to provide the absolute best customer service experience possible, and we have been recognized by manufacturers and customers with high scores and top grades in this area. We also have endeavored to make each of our Dealerships leaders in vehicle sales and market share no matter how small our hometowns are. We've found out that people will drive a little bit further for a better deal, a better place to work, and a better service experience.

OUR VISION: We look to become the “go to” place for the agricultural community across Chatham-Kent, Windsor-Essex, and all of southwestern Ontario to:

- Purchase their new and used vehicles.
- Receive the best service on their vehicles.
- Purchase high quality auto parts.

We are happy to serve the Tilbury, Leamington, and Chatham regions, and are proud that we routinely serve people from across southwestern Ontario, and our neighbouring towns of Lakeshore, Dresden, Kingsville, Pain Court, and Windsor. Our dedicated sales staff and top-trained technicians are here to make your auto shopping experience fun and easy.

This article (and photos) was submitted by:
Steve Desjardins
General Manager,
Victory Ford Lincoln





VICTORY FORD in Chatham has been dealing with the local farmers for years and currently offers OFA members exclusive pricing on Ford's whole lineup. This exclusive savings to OFA members can be combined with all current incentives that are on from Ford Motor Company. Victory Ford was also awarded the Roush franchise which provides us access to limited production F-150's and F-250's from the world renowned Roush Performance factory in Plymouth Michigan.

Steve Desjardins, General Manager
Victory Ford Lincoln
301 Richmond St, Chatham, ON
519.436.1430
victoryford.ca



RAM TRUCKLAND IS YOUR OFA HEADQUARTERS FOR RAM TRUCKS AND BACK TO BACK WINNER OF
MOTOR TREND TRUCK OF THE YEAR AWARD.



LALLY CHEVROLET is where Southwestern Ontario farmers turn to when they need a Chevy truck to get the job done. OFA members who are in the market for a new Chevrolet now have the option of purchasing a brand new 2020 model. Let Lally Chev help by assisting you with your vehicle purchase for 2020, take advantage of the incentive program for Ontario Farmers, and save thousands under the program! Members can take advantage of deep discounts on the purchase of select new Chevys. Exclusive savings and preferred pricing continues on most models, while supplies last; including increased fleet discounts on select new 2020 full size pick-up trucks. Whether you need a Silverado Light Duty, Heavy Duty, or maybe an SUV, we have a huge inventory for all your vehicle needs.

Erin Revenberg, General Manager
Lally Chevrolet Ltd.
Tilbury Auto Mall
85 Mill St W, Tilbury, ON
519.682.2424
lallychev.com

INTRODUCING THE ALL NEW 2020 CHEVROLET SILVERADO 1500 LT



CHATHAM CHRYSLER is the leading retailer of Chrysler, Dodge, Jeep, and Ram vehicles in the Chatham-Kent and Southwestern Ontario area. We offer a large selection of new vehicles as well as a broad selection of used vehicles that are priced competitively. Chatham Chrysler proudly serves customers from London, Ridgetown, Thamesville, Chatham, Tilbury, Essex, Windsor, and more!

You hear the cliché that "our people make the difference," but at Chatham Chrysler, it's the truth. It starts with a group of outstanding technicians who perform professional repair and maintenance. Parts and service personnel are always there for you to keep you on the road. Our sales team is made up of some of the most experienced and knowledgeable salespeople in the industry. Add in our fantastic group of managers and support staff and you have a team that is all working towards one goal; to make sure that we provide complete satisfaction and exceptional service to as many customers as we can.



Mike Hogue, General Manager
Chatham Chrysler
351 Richmond St, Chatham, ON
877.241.7361
chathamchrysler.com



There's SNOW reason to wait...

"Plant" all of your marketing needs in Abstract Marketing to "reap" great results!



Let us design your website, farm signage, vehicle wraps, promotional items, and so much more!



AM

abstract

M A R K E T I N G
WEBSITES | DESIGN | PRINTING

216 King St. W., Upper | Chatham, ON N7M 1E5
519.397.4444 | info@abstractmarketing.ca

12 YEARS IN BUSINESS



abstractmarketing.ca