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The Cutter's Edge



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Canadian and U.S.
Convention Summaries

Dealer Profile: Brandt
Agricultural Products

Custom Harvester Profile:
Kris and Rhonda Mayerle

From the Harvesters' Seat:
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Colin Sands, Abernethy, SK

From the President's Desk

President: Shawn Thacker Phone: 406-750-2183

Welcome once again to the pages of The Cutter's Edge...our 15th issue. We hope that you find the information we provide in this magazine useful and/or enjoyable to read. I always like to read our Harvester Profiles and particularly enjoyed reading about an ACCHI former President and his wife – Kris and Rhonda Mayerle – who are featured in this issue. Kris is a personal friend of mine and I was glad to read up on his early days as a custom harvester.

It is important for us as an organization to find ways to thank our sponsors and advertisers, and giving them some space in our magazine is one way to do it. We are happy to feature Brandt Agricultural Products in this edition. They have been a huge supporter in many ways...at our annual convention, in magazine advertising and in website advertising. We also have an article on the Libra Cart created by Agrimatics. This company also gave a presentation at our convention last year and have a great product.

As always, we have a summary of our Canadian convention and our attendance at the USCHI convention. Both these conventions provide opportunities to meet other custom harvesters and both provide sessions that both inform and entertain.

Also be sure to read the scholarship information. You may have a relative that qualifies.

We've had a long winter and a particularly cool, 'wintery' spring so far. Let's hope the weather turns around for us soon, so that we can all count on good crops later this year. Have a great harvest everyone.

From the ACCHI Office

Office Manager: Lynn Prevost Phone: 306-322-8200 or 306-322-7901

Hello from rural Saskatchewan. It is early April and we still have snow. We will definitely have enough moisture in the ground for spring seeding...maybe too much.

Since the convention, the office has been somewhat quiet. However, since the new year, we have been dealing with the camper inspection issue. This affects those of us who travel into the United States. It seems that the government office that once provided attestation letters has decided that they are not going to do this anymore, leaving us to scramble and look for other avenues. Shawn has been working hard on behalf of the Association to get this looked after. It is sometimes very frustrating not knowing where to turn next. For those of us from Saskatchewan, it has not been an easy task. I am hopeful that in the near future this problem will be resolved.

I want to thank everyone who came to our Annual Convention and Meeting in Lethbridge in December 2017. It is you our members, and our wonderful sponsors, that keep our Association so viable. We always welcome inquiries from potential members and look forward to growing our Membership.

Our 2018 Annual Convention and Meeting will be our Machinery Trade Show in Saskatoon. We have room for more sponsorship and exhibit space. I have already been looking into speakers for this event; if you have any suggestions, please pass them along. At this time, I suggest that you start getting your rooms booked. It is easier to cancel your registration if something comes up than to not get your room at our rate. The host hotel for this year is the Saskatoon Inn.

At this time, I also want to let you know that Katherine Doyle and I have a profile in the new book *Farmwives 2* by Billi Miller. If you are interested in a signed copy of this book, not only by the author but Katherine and me, let us know.

The office cell number is 306-322-8200. If you cannot reach me on that line please call 306-322-7901.

Finally, I would be remiss if I didn't mention the horrific bus crash that occurred on April 6, 2018 near Tisdale Saskatchewan. Like so many, I have a personal connection to the Humboldt Broncos. The assistant coach who drove just behind the bus is one my neighbours. My son once served on their Board and my nephew played for them a few years ago. I know that many other ACCHI members knew people affected by this tragedy. As an organization, we are deeply saddened and offer our thoughts and prayers.

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ACCHI Convention And Annual Business Meeting

Article written by: Lynn Prevost, Photos by BVD Photography

ACCHI held its annual convention in Lethbridge, Alberta from November 28 – December 1, 2017. As always, the first evening kicked off with registration, and everyone enjoyed reconnecting and meeting new members. This is always a great evening to catch up on what has happened during the year.

The following day, we had a full schedule of speakers. Our sponsors went over what they had to offer our members. Each of our sponsors has a unique offering to each of our members and do their best to find what the customer is looking for. We are a unique association in the sense that we are fortunate to have qualified people direct from the factory from our sponsorship businesses that attend each of our conventions. These people gladly share their knowledge of equipment with us and take the time to speak to our members on a one-to-one basis.

This year, we also had a new group of presenters called AgInform Professionals. This group of professionals spoke to us about many different areas of our business:

- How New Tax Changes Impact Your Farm, Land Rental, Insurance and Estate Plan
- Building & Equipment Asset Insurance Risk Management
- Farm Safety: New Legislation; Same Values
- Production Cost Insurance; A Strategic Income Stabilization Tool.

Their presentations were on point and they had lots of good advice for all of us.

ACCHI gave a Lifetime Membership to the one and only Mike Barnett from John Deere Harvest Works. Since Mike has retired from John Deere, ACCHI wanted to recognize Mike and let him know how much of an asset he was to our association. Over the years, he helped many a Canadian harvester on a U.S. run, and also helped many of our members on a personal level. While we miss working with Mike, we do have total faith that Darren Jacobs will do his best at filling Mike's shoes.

Our ACCHI business meeting was informative and many ideas were brought to the table. We take this opportunity to thank all members who attend these meetings, as together we get things accomplished and keep moving forward.

We once again had our famous Heather Pederson instruct the women in a crafting class where decorative pillows were made. We are fortunate to have her talent among us.

Of course, we are not all business. For our entertainment, we had a different twist this year, with a fun game of Family Feud. Many people took part and fun was had by all.

The ACCHI Annual Auction brought many new items and new people bidding. We continued with our usual fundraising activities: a bag auction, a silent auction and a live auction. The live auction featured a drone donated by Ken Schindle from TSG, who, incidentally, had won the same item in our Scholarship Draw the prior year. Other items included some Mike Barnett Final Tour memorabilia, some collectible toys and a barbeque made by the Case IH guys. There is never a dull moment during or after the auction. This year was no different...at some point we were witness to a leg wrestling contest. As always, we are most thankful for the group from Ritchie Bros Auctioneers, who provide us with some amazing auctioneers and, most importantly, who keep things fun.

If you have never experienced an ACCHI convention, clear your calendar for December 5 - 8, 2018. We will be in Saskatoon at the Saskatoon Inn and the CNH Training Centre. Check our website later this year for more details.



Emma Slingerland with her award



Amber Thibault awarded by Jenny Bashutski

2017 Scholarship Winners

We were pleased to hand out both of our scholarships to the recipients in person this year, as both were able to attend our Annual Meeting and Convention in Lethbridge this past December.

The winner of the **Debbie Hepworth Memorial Scholarship** was **Emma Slingerland**. Emma's father Case Slingerland is a member of our Association.

The winner of the **Cliff Petersen Memorial Scholarship** was **Amber Thibault**. Amber's parents Mark & Yvonne Thibault are also members of our Association.

Each year, the Association of Canadian Custom Harvesters Inc. awards two \$1,500.00 scholarships to family members of our Full Members. Any Full Member that has a Son, Daughter, Brother, Sister, Niece, Nephew, Grandson or Granddaughter can apply on the recipient's behalf. Application forms are available by calling to our office or Lynn at 306-322-7901.



USCHI Convention

Article written by: Lynn Prevost Photos by 3-Deerphotos

The USCHI held their annual Convention from January 25- 27, 2018. ACCHI had a great presence at this event: Shawn and Dallas Thacker, Mike and Brittany VanDriesten, Jerry and Lynn Prevost, Mike Schneyder and Shawn Gallagher (although he is from Ashley, ND now, we still count him as ours)

We all attended the 24th of January to get in on a pre-convention presentation on the H2A program. This session was informative and I think we all went away from this meeting with a bit more knowledge about this important topic.

Throughout the conference, we attended combine clinics, as well as sessions related to succession planning, trends in used machinery, and finding leadership and motivation in challenging times.

As always, the USCHI have a very large trade show with something for everyone in attendance.

The USCHI had a change in Executive. Jim Diebert is now President and JC Schemperis Vice President.

ACCHI donated a Registration and Hotel room stay for their Auction. We look forward to Scherer Inc. joining us in December 2018 at our Saskatoon Convention. We extend an open invitation for any members of the USCHI to attend our Annual Convention in December 2018. Please call on of the Executive for further information

I personally enjoy attending the USCHI convention to meet up with the many friends that we have made in this industry over the years. These wonderful people have become like extended family to many of us.

We wish to extend our deepest sympathy to Beckley Harvesting on the passing of Jake Beckley. It is always sad to lose a member of our respective memberships; this was even more difficult as it happened during the convention.





LIBRA CART BY AGRIMATICS

A Productive Tool that Saves You Time & Money

Article written by: Terry Samborski, Write it Right

“We purchased the Libra Cart from Agrimatics while at the Crop Production Show two years ago. I would recommend everyone who does custom work to use this product. I am able to keep track of every field for our clients and then email them the results from each field. You know how many loads went off the field and how much each truck load took. For our own farm we are able to keep track of what came off the field and what is sold. Absolutely a wonderful product. The service is amazing too. Last year when start up took place in Kansas I had some trouble called them and within an hour they called me back and walked me through the problem.”

LYNN PREVOST
LIBRA CART CUSTOMER

“Libra Cart is going to be an essential tool for all harvesters to supply data to our customers, and in speaking to those that have used this product and their experiences, I would recommend it.

SHAWN THACKER
ACCHI PRESIDENT



As custom harvesters, you all know how busy things get once the work has started. Long, arduous days and evenings, moving from one farm to another and in some cases, one province or state to another. Collecting and analyzing your data and productivity, as important as this is, can be time consuming. Have you considered purchasing a product that will do this type of work for you?

Libra Cart, created by Agrimatics based out of Saskatoon, Saskatchewan, is a tablet and smartphone-based grain cart weighing and data management solution that tracks and records your harvest data and provides you with real-time inventory information. The Libra Cart hardware connects directly to existing scales and mounts onto your grain cart. The hardware talks wirelessly with a mobile device in the cab through Bluetooth and is battery-powered, so no cables are needed across the hitch, simplifying installation and hitch management.

Here's how it works: Libra Cart automatically detects each and every unload from the cart. The date, time and weight are saved into the app and it also tracks the field, truck and bin/destination from each unload. Others with a mobile device within range can view and individually tare the live weights on the cart, which is extremely useful if you want to accurately calibrate the yield monitor in the combine. The harvest data can be exported through email and opened up with standard spreadsheet software or automatically backed up to their optional cloud service, Agrimatics Aero.

Founders of Agrimatics, Ian Meier and Michael Lockerbie, are technology experts and have developed many products for the agriculture, telecommunications, and military sectors. The development of the iPhone lead them to find a way to blend the simple, user-friendly experience of smartphones/apps with real-world industrial applications. This solution for farmers and customer harvesters is brilliant.

Since the launch of Libra Cart in 2013, Agrimatics has received lots of positive feedback, such as “[Libra Cart] is an awesome, affordable product. Simplified the cart guy's job” and “Libra Cart is hands down one of the best pieces of gear I have bought.” It has been highly recommended amongst farmers and has been touted as user-friendly, affordable, and indeed a problem solver.

Jasmine Brodziak, Marketing Coordinator for Agrimatics responds “It always makes us really happy to hear how Libra Cart is making a difference on our customers' farms. It doesn't matter who is operating the grain cart or what level of technology background they have, our system takes the uncertainty and stress out of the data collection process and provides reliable, accessible harvest data every time.”

If you would like to learn more or find a dealer near you, visit their website at www.agrimatics.com

“It has changed my farm!”

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BRANDT AGRICULTURAL PRODUCTS

Working with ACCHI in Many Ways

Article written by: Terry Samborski, Write it Right

For many years, Brandt Agricultural Products has enjoyed a great relationship with the Association of Canadian Custom Harvesters and its members. They provide our members with top quality products to help in our work as custom harvesters. They support us via corporate sponsorship at our annual conventions, and through magazine and website advertising. But there is another way in which Brandt and ACCHI work together that may not be as well known; the company involves ACCHI members in the product development process, actively seeking their input as a component of their research and development efforts. This ground-level work, whereby custom harvesters test Brandt products before they are launched, is a win-win situation for both Brandt and ACCHI.

"This is a very important relationship for us," says Sheldon Gerspacher, Canadian and International Sales Manager at Brandt. "No one understands the pressures and realities of harvest like actual operators and ACCHI members have been instrumental in providing real-world insights for product development here at Brandt."

For custom harvesters, it is satisfying to have their voice heard about what is needed in this industry. Times are changing, technology is always advancing and new methods and processes need to be developed with the end user in mind. Brandt's inclusion of their customers in the development process is a progressive and positive step in future products.

In order to better serve their loyal customer base, Brandt has opened two new plants since 2017. In March 2017, Brandt Group of Companies acquired a 210,000 square foot complex in Saskatoon, Saskatchewan that will build agricultural products as an important component of its overall output. In December 2017, Brandt announced an expansion into Bloomington, Illinois; the first manufacturing facility Brandt has opened in the United States. The state-of-the-art 200,000 square foot facility will serve as a manufacturing plant for agricultural equipment, particularly the production of agricultural equipment for American corn and soybean markets in the U.S. The facility is fully equipped with latest tooling, including a modern powder-coat paint line.

These two significant investments in bricks and mortar will help to serve their ever-expanding customer base. The demand for grain carts alone has grown exponentially and the Saskatoon plant will be a perfect venue to build these units.

Brandt has been providing products for over 80 years to many sectors (construction, forestry and mining to name a few) including agriculture. The company has built a strong reputation for delivering quality custom-manufactured products and they pride themselves on surpassing customer expectations for product and service delivery. Brandt continues to work with and sponsor ACCHI and its members to better their equipment. We are lucky to have them as a stakeholder in our industry.

"Custom harvesters are an indispensable contributor to the success of the Canadian ag industry," adds Gerspacher. "Brandt is fully committed to helping these professionals lead the field, in every sense!"

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Brandt

KRIS & RHONDA MAYERLE

Finding Good People is the Key

Article written by: Terry Samborski, Write it Right



In the spring of 1994, Kris Mayerle was fresh out of university and he and a colleague decided to give custom harvesting a try. Both had been farmers prior to that and wanted to diversify. Custom harvesting seemed the right fit.

Together, they sought a bank loan to buy the equipment they would need, and by June of that year, headed south to Oklahoma with a crew of four and two semi-trailers pulling harvesting equipment and grain carts, along with two trucks hauling a few campers. Kris' wife Rhonda joined the crew as well to cook for the crew and helped in many other ways to get the start-up going.

- Kris and his partner originally lined up clientele by driving down to Oklahoma and back in a week in early June of that year. They had a few leads from other custom harvesters, but also found new clients by visiting farms and equipment dealers along the route back to Saskatchewan. That first year, they ended up custom harvesting in Oklahoma, Kansas, South Dakota, Montana and then back in Canada in southern Saskatchewan. That was the start of a successful run for Kris' custom harvesting business.
- The following year, another partner joined the group, and the following year, Kris' original partner decided to call it quits. Kris and Rhonda bought him out and brought extra equipment into the mix, thereby expanding operations. At their peak, they had up to fourteen employees and six major pieces of machinery. They expanded to Colorado, Nebraska and

- South Dakota, in addition to Oklahoma, Kansas and Montana harvesting small grain wheat in the summer and corn and soybeans in the fall.
- Kris' custom harvesting business continued until 2014, when a decision was made to stop going into the US. Still, the Mayerle's spent twenty-one summers custom harvesting in the US. They were lucky to have many good people working for them, met some nice people who became their clients for many years and had a great time over the years. There were a few years where they even returned to the US after the fall harvest in Saskatchewan to continue harvesting up until December. Busy times.
- One year that triggers fond memories is 2001, when in August of that year, Kris and Rhonda's adopted daughter Janelle was born in Saskatchewan. They had started a harvest run in May, but both flew back home in June to meet their daughter's birth parents. Then it was back to work until their little girl was born. At that point, they left the work in

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the hands of their capable crew, and returned home to meet their daughter and begin a new journey...parenthood. Six years later, in 2007, Rhonda gave birth to another daughter, Rebecca, and at that point, the Mayerles made the decision to stop travelling in the US. The business, now lead by their long time employee and foreman, David Olson, continued to send crews to the USA until 2014. Kris and Rhonda continued to farm and custom harvest in their home province.

Kris became a member of ACCHI right from the outset. He knew of the organization when he first started in custom harvesting, and he knew that getting involved was important for a whole bunch of reasons. There are many issues that arise when transplanting your business to the US and it is important to keep up to date on current laws and processes. It is also good to have other people to talk to who can relate to your line of work. Kris became Vice President of ACCHI from 2000 to 2002 and President for five years from 2002 to 2007.

- In 2008, Kris and Rhonda were the recipients of Canada's Outstanding Young Farmers Award. They were nominated as Saskatchewan's representative by two neighbours and went on to win the national award. Part of the reason for their win, among the fact that they were both farmers and custom harvesters, was their involvement in pedigreed seed business, a 3rd generation business started by Kris' grandfather.
- Kris also credits his father's help in maintaining the family farm while he custom harvested for 21 years. The Mayerle farm is large – 21,000 acres – and between that and the seed business, Kris and Rhonda keep busy staying closer to home. They continue to custom harvest on a limited basis in southern Saskatchewan.
- When asked what made his career so successful, Kris reiterated and stressed the importance of surrounding yourself with good people. Looking back, he certainly sees it as the key to his success.

*“Surrounding yourself
with good people
is the KEY
to making a custom
harvest business work”*



Cooking for a Crew

Rhubarb Torte

Crust: Blend together and press into a 9x13" pan and bake for 10 minutes at 350° F

1 cup butter
2 cups flour
2 tbsp sugar

Middle: Mix the following and pour onto baked crust. Bake for 45 minutes at 350°F

5 cups rhubarb chopped
2 cups sugar
1 cup cream
6 egg yolks
4 tbsp flour
1/4 tsp salt
juice & rind of 1 orange

Topping: Beat egg whites until soft peak stage. Add sugar 2 tbsp at a time. Add vanilla. Spread meringue on rhubarb mixture and top with coconut. Bake until light brown.

6 egg whites
12 tbsp sugar
2 tsp vanilla
coconut (optional)

Recipe submitted by Tammy Gigolyk, Editor of The Cutter's Edge



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