

The Cutter's Edge



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ACCHI Convention
in Saskatoon Dec. 2-5

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Michel's Industries

Harvester Profile:
Klatt Harvesting

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ACCHI Employee Handbook

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President's Message

At time of writing, it is mid-August and my crew and I are custom harvesting in Montana. Prior to heading out here, I was a little apprehensive about how the Covid-19 pandemic would affect our run this year. I contacted the U.S. border to ensure we were deemed essential and could cross. I called my own Member of Parliament to get clarification from the Canadian government's perspective. We managed to get into the U.S. without any issues and began our work. Our crew is an all-Canadian group this year, as international workers were not allowed to travel. Normally, about 25% of our workers come from foreign countries. Work is pretty much business as usual, but I've had to place restrictions on what my workers do with their leisure time. We are close to the mountains here is Montana, with lots of beautiful things to see and fun things to do. I am discouraging my guys from heading into town and/or going to places where there may be large crowds. There are some hotspots in Montana, and I just cannot risk any of my crew coming down with the virus. If numbers increase and the virus is not under control, our day-to-day work can be affected. Going forward, if it is ever decided (as it has been in Australia recently) that custom harvesting is not an essential service, this pandemic can devastate our industry. Let's hope the latter does not ever happen.

By the time this magazine reaches your doorstep, much of our harvest runs will be nearing completion. It is then time to look forward to our upcoming annual convention, to be held in Saskatoon once again in December 2020. In the meantime, I hope you enjoy this issue of our magazine. We are happy to feature Klatt Harvesting as our Harvester Profile and Michel's Industries as our Dealer Profile. Also, don't miss Part 2 of 3 articles on Farm Safety; this article outlines what you could include in an Employee Handbook.

Office Manager: Lynn Prevost
306-322-8200 or 306-322-7901
Email: lprevost@xplor.net.ca

From the ACCHI Office

I write this report from our home away from home in North Dakota. This year's harvest has been another one to go down in history. Due to the Covid-19 pandemic, we are all faced with challenges of a different kind. Since custom harvesters are considered essential workers, those of us who work south of the line were able to go harvesting. There were many issues that we all faced that are of the norm in any other year: haying the wheat for cattle, crop loss due to too much rain last fall and no rain this spring. Wheat acres are also down in many areas. Then there was the issue of government challenges regarding paperwork. In spite of these issues, we pooled together and helped each other out. That is one of the amazing things about our association... we work together in time of crisis.

Change is taking place in many avenues and it is up to each one of us individually to adapt to that change. For some, it is harder than others. Whatever the situation, we must rely on a Higher Power I feel.

I have had a few calls from farmers who are once again being pro-active in the fact that they will need harvest help this fall. When the time comes, there will more than likely be last minute calls of panic. It all depends on the weather ahead. To all who need a hand at harvest, give us a call at 306-322-8200 or 306-322-7901 and our office will do its utmost to help you get that crop in the bin.

If you are a harvester who is looking to be part of a great group who are here to help our fellow harvesters out, then we are the Association you want to be part of. There are many perks to being a member: one-on-one with factory reps at our convention, access to support from fellow members and more.

We have our facility booked for our upcoming convention in December. Once again, the Saskatoon Inn and the CNH Training Centre will be where our events will take place. If you are interested in attending, please feel free to call the Office. The dates are December 3 & 4, which will be full days of information. You can book your hotel room by calling the Saskatoon Inn at (306)-242-1440. Room rates are \$139.00 per night. Also please phone our office to register.

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



ACCHI Convention

Join us for the ACCHI Convention and Business Meeting.
Visit acchi.com for registration forms
or for tradeshow reservation forms.

- WHEN** Wednesday, December 2nd to Saturday, December 5th, 2020
- WHERE** Saskatoon Inn and Conference Centre
2002 Airport Drive, Saskatoon, Saskatchewan
- WHAT** Be prepared for a busy agenda complete with informative presentations, business meetings, a machinery trade show, amazing food, entertainment and an auction.
- HOW** Register with Lynn at the ACCHI office at 306-322-8200 or 306-322-7901. For Hotel reservations, call (306)-242-1440. Mention you are with ACCHI to get the block room rate.
- WHY** Find out what's new and exciting in the custom harvesting industry. See the latest products, discuss the most current issues and network with other people in the same field as you.



2020 ACCHI Scholarships

Every year the Association of Canadian Custom Harvesters hands out two \$1,500.00 scholarships to qualifying individuals. These scholarships are given to recipients who have a relative that is a full-status member of our Association and who is continuing his or her education at a post-secondary institution. We ask that the recipients attend the ACCHI Convention the day of the presentation to accept their award.

The application is available by calling Lynn at the office at 306-322-8200 or 306-322-7901. The scholarship form can also be downloaded at www.acchi.com. Completed applications must be received on or before October 31, 2020.

The scholarship application is then forwarded to the scholarship committee. The applicants' names are not divulged to the judging committee. They are chosen on many different aspects. Good luck to all applicants!



MICHEL'S INDUSTRIES

Crop Catcher Prevents Grain Loss

Article written by: Terry Samborski, Write it Right



Michel's Industries is a family-owned business based in St. Gregor, Saskatchewan. The company manufactures many items relating to agricultural, trucking and commercial sectors. Their products include many different tarp systems for different applications, augers, trailer conveyers, chute openers and roll up doors. They also produce combine accessories, and one of their more successful items, which is likely to be of interest to custom harvesters, is the Crop Catcher II.

- The Crop Catcher II is a header attachment for all models of combines, and works equally well on John Deere, Case IH, New Holland and Agco agricultural equipment. It is designed to eliminate seed loss; it is estimated that a 1/4 bushel per acre can be saved using this piece of machinery.
- Polycarbonate sheets are used to build the crop catcher, making it strong and resilient to any impact it may receive. This minimizes the risk of breakage, even when subjected to violent blows by heavy objects. As well, quality is not compromised after prolonged outdoor exposure.
- A unique hard surface coating is added to the polycarbonate sheets, making the attachments scratch, UV and chemical resistant. Scratches are inevitable when there is frequent contact, but the "Margard" coating lessens these scratches significantly. Sunlight and UV rays can often cause yellowing, but again, the coating protects the sheet from this. The coating also prevents any cleaning fluids, paints and adhesives from damaging the attachment.
- In addition to saving their clients money by preventing crop loss, the Crop Catcher II also helps to keep the feeder house clean and keep dust off the front



Patent Numbers: CDN 2,761,240 US 8997445B2



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window. The upright position allows dust to slide off and keep itself clean. These features make this attachment a "must have" product for your operation.

Michel's has obtained both Canadian and U.S. patents on this product. The product can be customized for each client because of the following features:

- Adjustable brackets are installed on each unit to allow for positions to suit end user requirements. All pick-up belts remain visible once the attachment is installed.
- There are 39 inch extender kits available to shield the full length of any header auger.

Michel's Industries takes pride in the fact that, since 1969, when the company was founded, they have built a stellar reputation of well-made products. They are equally proud to

- have come up with innovative new products over the years. They strive to continually look for improvements moving forward as the market demands.

Michel's Industries likes to treat its employees like an extended part of their family, and as such, has had many longstanding employees over the years. They also endeavor to keep a clean and safe workplace and follow all necessary procedures to ensure this.

- If you are tired of seeing your valuable canola, peas, soy beans, barley or wheat being smashed and thrown over the back of the pick-up by the retractable fingers on the auger, then it is time to consider the Crop Catcher II. Michel's can provide you with testimonials from many farmers who have purchased this product and are happy with the end result.

"Are you tired of seeing your valuable canola, peas, soy beans, barley or wheat being smashed and thrown over the back of the pick-up?"



KLATT HARVESTING

Family Business Continues to Thrive in 2020

Article written by: Terry Samborski, Write it Right



Klatt Harvesting began in 1997 when brothers Ken and Mark took two 2188 combines to Fort Benton, Montana. Both had done custom cutting in Canada, but this was their first venture out to the USA. Things didn't exactly go smoothly. They weren't able to obtain working visas right away, so the farmers had to drive the combines for the first week. Just to be sure, their father Glen went down to see how his boys were doing.

In 1998, Ken and Mark teamed up with Mel and Alan Karl to form Klatt and Karl Harvesting. That year, they took four 2388 combines to Wellington, Kansas. This business venture went on for ten years. By then, Ken's five boys – Blake, Blair, Matthew, Patrick and MacKenzie – and Mark's two boys – Braden and Carson – were old enough to get in on the action. The brothers continued to head out early and as soon as school was out, the young boys flew out to meet the crew. When the boys were old enough, they would do the full run.

In the early years, the company hired mostly local employees. Recently, however, they have had crew members come from Australia, New Zealand and Great Britain. They also have a number of workers from Ontario and other eastern provinces. Though they started small with only two combines, there were years where they ran as many as ten at a time. Headers used to be 36 feet wide, but are now 45 feet. Horsepower has also gone up significantly, from 275 to 480. Combines these days also feature auto steer automation making the task a bit easier than in the earlier years.

Over the years, the Klatt Harvesting crew went to Kansas, Colorado, Nebraska, Oklahoma, New Mexico, Texas, Montana in the US, and Alberta and Saskatchewan in Canada. Based in Alberta, the crew now only harvests in Alberta and Montana. Their main crop is winter wheat, but over the years they have also cut durum, canola, mustard, lentil and peas.

For over twenty years Ken and Mark's partnership saw successful harvest crews make the run. Now Ken and his five sons continue to keep it a family run business. In 2016, Klatt Harvesting's long-time employee Willy Hofer took over as Crew-Boss and Foreman. This shift in responsibility reduced the workload for Ken and Mark for a couple of years.

Klatt Harvesting continues to cut mainly for the same farmers each year. Some have been clients for over twenty years. They have made many friends along the way. They have also worked with other Canadian crews, particularly Thacker Harvesting, and have found this collaboration to be a good experience for them and their crews.

As we all know, the year 2020 will be one to remember for the entire world. For Klatt Harvesting, the emergence of the Covid-19 pandemic has made some things difficult for their industry. Employees from overseas were not able to be part of the team, so that brought upon them a problem with hiring workers. Because harvesting is an essential service, they were allowed to cross the border and luckily, they've been able to continue working with their regular clients. Though the US has a much higher number of virus cases than in Canada, Montana's numbers are relatively low. They have implemented extra rules and precautions with their workers, but mostly, life on the Klatt Harvesting harvest is not much different than other years.

If you would like more information on Klatt Harvesting, see their website at <http://klattfarms.synthasite.com/> or check them out on www.facebook.com/Klattfarms. You can also contact them by telephone at 403-647-7741.



FARM SAFETY:

Deciphering the ACCHI Employee Handbook: What You Need to Know

Part 2 in a 3-part Farm Safety series

Article written by: Terry Samborski, Write it Right

Photos by: Van Driesten Harvesting Ltd., L. Petersen Farms & Thacker Harvesting Ltd.



In the May 2020 issue of The Cutter's Edge, we featured an article that emphasized the importance of farm safety and why it is essential to implement a safety program in today's world. Accidents are inevitable, but with proper training, preventative measures and business leadership, these can be minimized.



F&S Safety Buzz has created a farm safety manual and employee handbook, and presented this information to ACCHI members at their annual convention last December. This article aims to cover the major points of the handbook and what you need to know when it comes to farm safety.

The Employee Handbook is meant to be distributed to each of your employees and signed by them after it has been read. The preface of the handbook is a commitment by the employer (also signed by them) to protect employees, contractors and the public as best as possible. It states that employees at all levels are responsible and accountable for the company's health and safety, and that active participation by everyone is necessary for health and safety excellence. Management is expected to set an example and provide leadership, and employees are expected to follow all rules, safe work policies and procedures, and cooperate with the employer in working towards improved health and safety at work. The goal of having this safety policy in place is to have a healthy and injury-free workplace.

The handbook starts with a general guideline of employee responsibilities and general rules. These rules and responsibilities can be customized depending on the type of business, but generally the points include commonly understood directives to protect the health and safety of everyone on a work site. Following company operating standards and codes of practice are at the top of the list, as well as following safe work practices and instructions from their supervisor.

Many mishaps occur using vehicles, machinery and other equipment. It is imperative that employees be properly trained on any piece of machinery they use. Employers must provide proper training and employees should insist upon it. Employees should also be cognisant of the quality of the equipment they work with and report any defects to their employer. Defective equipment can not only endanger the health and safety of personnel, it can also downgrade the efficiency of operations. An employee has the right to refuse to perform work when unsafe conditions exist.

General rules cover additional common sense information, such as not being under the influence of alcohol or illegal drugs on company premises or job sites. Employers should have a First Aid kit readily available and employees should be aware that this exists and where to find it. The rules also state that any unsafe acts and conditions, including "near miss" incidents should be reported to the appropriate supervisor promptly.

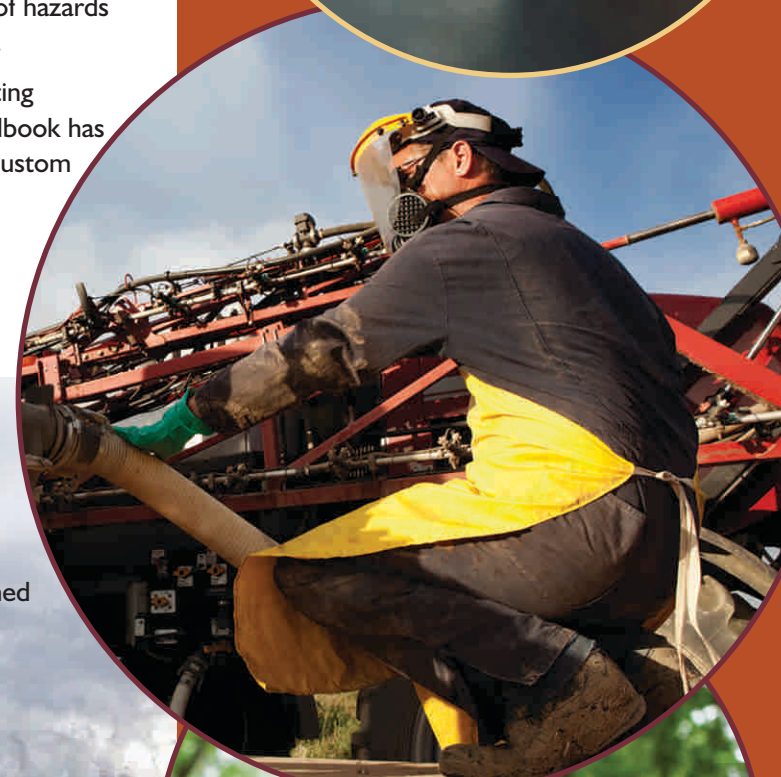
The handbook then goes into detail about various policies and restrictions, including restrictions on working alone and housekeeping recommendations. It also identifies some of the hazards that could be encountered on a farm and that being aware of all of these hazards will assist in maintaining a safe work environment.

There is a section on a Workplace Hazardous Materials Information System (WHMIS) that outlines the responsibilities of the employer, supervisors and employees when it comes to personal protective equipment (PPE), eye and face protection, foot and body protection, and noise exposure. Proper use of PPE is especially important when working with chemicals and types of hazards are identified by Hazard Symbols, which are shown in the handbook.

Last but not least, there is a section that details an emergency reporting process, which includes an emergency response flowchart. The handbook has specific examples of safe work practices. These are very specific to custom harvest work and include procedures for the following tasks:

- Combine cleaning and Inspection
- Combine operations
- Hay and forage operations
- Loading
- Moving
- Tractor and grain cart operations
- Truck and trailer operations
- Unloading

If you are interested in having a handbook customized for your operation, contact Amy Zuk from F&S Safety Buzz. She can be reached at 403-526-8400. You can also check their website: fssafetybuzz.ca



Financial Planning Ideas For Your Custom Harvesting Company

Article written by: David Brittain, TSG Insurance

In this article we will explore three planning ideas:

The first strategy is an idea that reduces the erosion caused by taxation on your non-registered investments, and if you need life insurance this strategy should be considered. A Whole Life policy allows you to redirect money that now goes to an alternate like GIC's or mutual funds, into the Whole Life policy. WL insurance is creditor protected, has predictable tax-sheltered growth, gives you tax-sheltered access to your money and has a death benefit. This is an extremely important tool and deserves a look.

Idea #2 is a plan to liberate and extract retained earnings from your company in a tax-advantaged manner. This strategy provides one of three important benefits:

- With good health, as you approach retirement, you can extract dollars from your company in a tax-advantaged manner.
- If you do experience a serious illness, the plan pays a tax-free lump-sum.
- If you die, it pays a death benefit.

- The chassis of this plan is a critical illness policy whereby your company pays the premium for the illness benefit and you personally pay the balance for a 'Return of Premium on Surrender' rider. In the future, with good health, the policy can be surrendered and the total of all premiums paid are returned to you tax-free, giving you money from the corp in a favorable manner.
- Idea #3 Unanimous Shareholder Agreements map out the guidelines to be followed in the event of a death or serious disability of one of the shareholders. The primary risk to consider is the protection of your investment in the company if you die, by providing sufficient cash for the surviving partner to buy back the shares now owned by your spouse. Life and critical illness insurance is used to create that cash.
- For more information, feel free to contact David Brittain at 403-952-6533 (cell) or email him at dbrittain@tsginsurance.com.

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Cooking for a Crew

Hawaiian Chicken Kebabs

Submitted by Jen Bashutski

Marinade:

1/3 cup ketchup
1/3 cup packed dark brown sugar
1/3 cup low-sodium soy sauce
1/4 cup canned pineapple juice
4 Tbsp olive oil, divided
1 1/2 Tbsp rice vinegar
4 garlic cloves, minced (4 tsp)
1 Tbsp minced ginger
1/2 tsp sesame oil
Salt and freshly ground black pepper

Kebabs:

1 3/4 lb boneless, skinless chicken breast, chopped into 1 1/4-inch cubes
3 cups (heaping) fresh cubed pineapple
1 1/2 large green peppers diced into 1 1/4-inch pieces
1 large red onion diced into 1 1/4-inch pieces

In a mixing bowl whisk together marinade ingredients. Stir in 3/4 tsp pepper and season with salt if desired.

Place chicken in a gallon size resealable bag. Reserve 1/2 cup of the marinade in refrigerator then pour remaining marinade over chicken. Seal bag and refrigerate 1 hour (meanwhile soak 10 wooden skewer sticks in water for 1 hour).

Preheat a grill over medium heat to 400°F (200°C). Meanwhile, drizzle remaining 2 Tbsp olive oil over red onion, bell pepper and pineapple and toss. Season red onion and bell pepper with salt and pepper, then thread red onion, bell pepper, pineapple and chicken onto skewers until all of the chicken has been used.

Brush grill grates with olive oil then place skewers on grill. Grill 5 minutes then brush along tops with 1/4 cup of remaining marinade. Rotate to opposite side and brush remaining 1/4 cup of marinade on opposite side.

Allow to grill about 4 minutes longer, or until chicken registers 165°F (75°C) in center on an instant read thermometer. Serve warm.

Jenny's Tips: I mix and marinate in a big foil pan as the recipe states (I used canned pineapple chunks and the juice from them). Then when I'm ready to cook it, I just throw it all on the barbecue as you see in the picture. Mine has a grating on it that doesn't allow bigger pieces to fall in and the fire is under a metal plate, so it works well and is SO much easier than threading many skewers for the crew. I serve it with rice and they love it!



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