



SPUD smart

2019 BUYER'S GUIDE





Fluid solutions proven for high-quality and high-yield.

CanGrow formulations offer growers a custom advantage to address their specific needs and optimize yields. Our proven and comprehensive program for potato crops provides a complete nutrient program that promotes crops that are not only high yielding, but of superior quality. Using CanGrow formulations like **Super Sta-Dry**, **PowerStart** and **PivotPower**, growers optimize yields in premium storage potatoes for both the table and chip markets.

Contact the CanGrow potato specialist in your area and realize the advantage of higher marketable yields through improved quality, quantity, and storability with our easy-to-implement 5-step process.

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vision@cangrow.com

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Custom Solutions. Proven Results.

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SPUDsmart

2019 Buyers Guide

The magazine of the Canadian potato industry.

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LISTINGS BY CATEGORY

EASY TO USE BUYER'S GUIDE:

Welcome to our Spud Smart 2019 Buyer's Guide directory. On the following pages, you'll find information that will help you in your purchasing requirements in the year ahead. From pages 2 to 24, the directory lists categories of products and services along with various companies that can provide them to you. All listings in the Spud Smart 2019 Buyer's Guide have been supplied by the companies. Reference herein to any specific commercial products, process or service by trade name, trademark, manufacturer or otherwise does not constitute or imply its endorsement, recommendation or favouring by Spud Smart.

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Belchim Crop Protection Canada develops, registers, and markets protection, nutritional and management products for agricultural crops across Canada. We work closely with end users and supply partners to evaluate market needs, and to provide cost-effective products that offer superior performance. Belchim Canada offers a wide selection of products for potato producers that include protection against disease and insects, as well as seed piece treatment and soil conditioning.

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Maximize your yield with ALPINE® — your trusted supplier of high-quality liquid fertilizer, sound fertility programs and reliable application equipment for more than 40 years.

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Techmark is celebrating over 30 years in the potato industry! We have been designing, installing and servicing potato storage ventilation across North America for over 30 years. Techmark offers complete ventilation control systems that incorporate the newest technologies and energy saving designs to manage your storage system. We offer fan systems, humidity, sensors, heating and refrigeration, laboratory services for sugar and process quality, and more. Techmark is a committed member of the Canadian potato industry and we look forward to serving the industry for the next 30 years.

VOLM COMPANIES INC.

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Volm Companies Inc. has been providing the potato industry with the latest-generation packaging equipment, materials and supplies for more than 60 years. We are a major national and international manufacturer and supplier of potato packaging. Multiple manufacturing and distribution facilities, along with our large trucking fleet, ensure you have the packaging you need when you're ready to use it.

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A leading manufacturer of automated, open-mouth bag packaging and closing systems and equipment, American-Newlong is also a distributor of Fuji Ace robotic palletizers. American-Newlong equipment performs reliably in grain, feed, fertilizer, food and other industries. The Indiana headquarters offers full parts and service support for all products, with multiple dealers and distributors. "Turn key" systems and custom design systems available for specific applications. One of North America's largest and oldest distributors for Fuji robotic palletizers, American-Newlong offers three models featuring palletizing capacities from 600 to 1600 cycles per hour. Fuji robots are available as UL approved.

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MD Packaging Inc. is one of Canada's oldest and largest full service distributors of automation and inspection solutions in food and agriculture. Primary packaging solutions include bagging, linear and combination scales, and sack filling. Secondary packaging solutions include case packing, case erecting and sealing, palletizing, material handling, and conveyors. MD Packaging is an industry leader in product inspection with metal detection, checkweighing, bulk weighing, X-ray systems, grading and sorting.

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ONE PASS. ONE TOOL. MULTIPLE DEPTHS. **LOOK TO LEMKEN**



Look to LEMKEN's Karat 9 for the flexibility of primary tillage, seedbed preparation, deep mixing and ripping in one machine. It is a tillage tool that can replace several different pieces of equipment. LEMKEN's quick change system makes switching tools faster than ever, so you can choose the best tools for your depth and conditions. And integrated leveling discs leave a smooth, even finish.

- Traction enhancement system reducing both, slippage and fuel consumption
- Optional heavy rollers prevent moisture loss and erosion
- Contour-Track ensures consistent working depth

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**Contact your regional LEMKEN representative today
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The Gellert Company was founded by Nathan H. Gellert in 1964, and continues today as the industry leader in climate solutions. We have re-branded, and on our all-new Gellert.com website, you'll find additional control options for seed growers and specialty segmented design for varieties growers. Processors enjoy multiple levels of visibility with storage reporting and more! We now have multiple control panel designs including the Multi-Plenum Panel for tight control rooms and a Small Bin Controller for niche and specialized storage needs. With a network of dealers across the United States and Canada, and global presence in China, United Kingdom, Mexico, Germany, New Zealand, and Poland—we are climate control solutions.

TOLSMa USA LLC

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tolsmagrisnich.com



Tolsma-Grisnich is a true specialist in intelligent storage technology, and the company is renowned for automating and optimizing the processing of agricultural products. The combination of technology and storage advice results in the highest possible storage efficiency for customers. The company's strength lies in its broad expertise and experience.

CONVEYORS

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Specializing in grading, sizing interior detection, color, custom design, packing shed layouts and carton filling.

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Ezratek, formerly known as Packing & Palletizing Company (PPC), builds its own custom designed automatic solutions; including, palletizers, automatic tag placers and big bag fillers for both the potato and grain industries and beyond. Ezratek also provides complete custom grading lines for the potato and onion industry, as well as automated palletizing systems for potato, onion, grass and grain industries and seed cleaners. While minimizing your labor cost, and maximizing your labor force, Ezratek helps you streamline your processes and get your bags out the door. Ezratek is your automation solutions provider.

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General Metal is an innovative producer of specialized equipment in the agricultural, industrial and commercial fields. By listening to you and using progressive technology, General Metal is constantly improving and growing to address your present and future needs. Our Bau-Man potato handling line of equipment has been developed by local potato growers who were requesting modifications and changes to their existing potato equipment. This grew into requests for custom manufactured equipment to meet the specific needs of growers' farms' handling requirements, leading the way to producing quality handling and transportation equipment to meet the high-quality standards of today's potato growers. Our commitment is to utilize our fully-equipped plant, together with qualified staff, to help you complete your business goals.

GREENTRONICS LTD.

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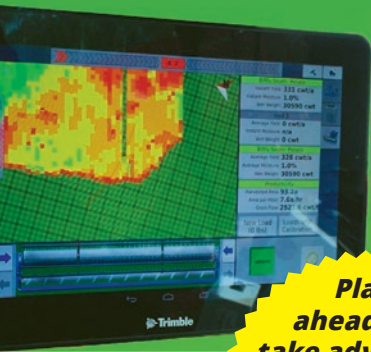
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Since 1994, Greentronics designs and manufactures practical and reliable electronic control and data collecting products for everyday use on agricultural equipment. In the root crop industry, our bestselling products are the Conveyor Scale and Yield Monitor systems. The Conveyor Scale offers great convenience and improves efficiency on the farm by reducing needless traffic between truck scale and loading points. The Yield Monitor collects yield data and provides a report card to the grower. Recently, Greentronics completed field trials of their all-new RiteTrace Track & Trace System, designed to provide a complete field-to-storage traceability solution offering growers detailed bin maps linking precise locations for each load back to locations in the field. Greentronics also provides systems to automatically control boom height on harvesters, conveyors and sprayers.

Don't Miss a Single Potato



Plan ahead and take advantage of our early order discounts. Call us for details

With these products:

Complete automated load-to-storage bin traceability & efficiency reporting solution. Generates linked Bin and Field maps with many reports.



Automatic control of planting depth. Achieves uniform emergence in varying soil conditions and with changing planter weight. Reduces the need for operator input.



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Sixty years ago, from humble beginnings to Blackfoot, Idaho, SPUDNIK has grown to more than 300 highly-skilled, motivated and dedicated men and women providing equipment and solutions around the world to plant, harvest, store and transport potatoes.

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GOW Group Inc. has been manufacturing potato equipment for more than 40 years, having earned the reputation of producing quality and reliable equipment. Innovating to bring the best to fields and operations to help our customers succeed. GOW Group Inc. line of equipment includes bulk boxes, self-unloading trailers, pilers, telescopic conveyors, conveyors, cultivators, fertilizer boxes, dirt king - dirt eliminator, sizers, inspection tables and custom equipment. We can design and build equipment to meet your needs. We are your one-stop shop.

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With our two locations in Carberry and Portage La Prairie, Man., we are the leaders for providing all your potato production and irrigation equipment needs. We handle equipment from Lockwood, Harriston-Mayo, Double L., Milestone Equipment, BAU-MAN, Amazone, Struik and Norwest. Our line of irrigation equipment includes Zimmatic pivots, Cadman hose reels and pumps, and Nelson irrigation products, sales and services.

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Specializing in grading, sizing interior detection, color, custom design, packing shed layouts and carton filling.

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Solutions-driven organization providing value to construction projects through pre-construction, in-house design, general contracting and self-perform steel and thermal. Hansen-Rice Inc. incorporates the use of a highly trained team of architects, engineers, designers, estimators and project managers during the design-build process to create a system that is unique in the food processing and distribution construction industry. The knowledge and efficiencies gained through our vast design-build experience provides our clients with quality facilities while saving them time and money throughout the process.

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Antigo, WI 54409
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F: 715-627-4871
✉ mverwiebe@volmcompanies.com
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Volm Companies Inc. has been providing the potato industry with the latest-generation packaging equipment, materials and supplies for more than 60 years. We are a major national and international manufacturer and supplier of potato packaging. Multiple manufacturing and distribution facilities, along with our large trucking fleet, ensure you have the packaging you need when you're ready to use it.

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GREENTRONICS LTD.

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75 Arthur St. N.
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F: 519-669-2880
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Since 1994, Greentronics designs and manufactures practical and reliable electronic control and data collecting products for everyday use on agricultural equipment. In the root crop industry, our bestselling products are the Conveyor Scale and Yield Monitor systems. The Conveyor Scale offers great convenience and improves efficiency on the farm by reducing needless traffic between truck scale and loading points. The Yield Monitor collects yield data and provides a report card to the grower. Recently, Greentronics completed field trials of their all-new RiteTrace Track & Trace System, designed to provide a complete field-to-storage traceability solution offering growers detailed bin maps linking precise locations for each load back to locations in the field. Greentronics also provides systems to automatically control boom height on harvesters, conveyors and sprayers.

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Tolsma-Grisnich is a true specialist in intelligent storage technology, and the company is renowned for automating and optimizing the processing of agricultural products. The combination of technology and storage advice results in the highest possible storage efficiency for customers. The company's strength lies in its broad expertise and experience.

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✉ sales@lockwoodmfg.com
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Lockwood proudly builds a wide range of potato planters, windrowers, harvesters and handling equipment.

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Contact: Fokko Buurma

PO Box 610
Carberry, MB R0K 0H0
T: 204-834-2515

✉ fokko.midplns@mymts.net
midplainsimplements.ca



With our two locations in Carberry and Portage La Prairie, Man., we are the leaders for providing all your potato production and irrigation equipment needs. We handle equipment from Lockwood, Harriston-Mayo, Double L., Milestone Equipment, BAU-MAN, Amazone, Struik and Norwest. Our line of irrigation equipment includes Zimmatic pivots, Cadman hose reels and pumps, and Nelson irrigation products, sales and services.

SPUDNIK EQUIPMENT COMPANY LLC

Contact: Corey Steidley

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Sixty years ago, from humble beginnings to Blackfoot, Idaho, SPUDNIK has grown to more than 300 highly-skilled, motivated and dedicated men and women providing equipment and solutions around the world to plant, harvest, store and transport potatoes.

LIVE BOTTOM BOXES

GENERAL METAL FABRICATIONS

Contact: Gerald Bauman

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Winkler, MB R6W 4A9
T: 866-325-9374

✉ gerald@generalmetal.ca
generalmetal.ca



General Metal is an innovative producer of specialized equipment in the agricultural, industrial and commercial fields. By listening to you and using progressive technology, General Metal is constantly improving and growing to address your present and future needs. Our Bau-Man potato handling line of equipment has been developed by local potato growers who were requesting modifications and changes to their existing potato equipment. This grew into requests for custom manufactured equipment to meet the specific needs of growers' farms' handling requirements, leading the way to producing quality handling and transportation equipment to meet the high-quality standards of today's potato growers. Our commitment is to utilize our fully-equipped plant, together with qualified staff, to help you complete your business goals.

GOW GROUP INC.

Contact: Marco Gagnon

783 Portage Rd.
Grand Falls, NB E3Z 1M5
T: 506-473-3133
F: 506-473-6434

✉ marco@gow.ca
gow.ca



GOW Group Inc. has been manufacturing potato equipment for more than 40 years, having earned the reputation of producing quality and reliable equipment. Innovating to bring the best to fields and operations to help our customers succeed. GOW Group Inc. line of equipment includes bulk boxes, self-unloading trailers, pilers, telescopic conveyors, conveyors, cultivators, fertilizer boxes, dirt king - dirt eliminator, sizers, inspection tables and custom equipment. We can design and build equipment to meet your needs. We are your one-stop shop.

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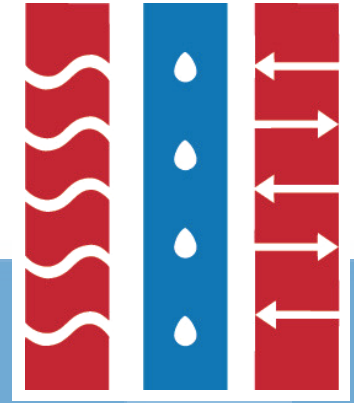
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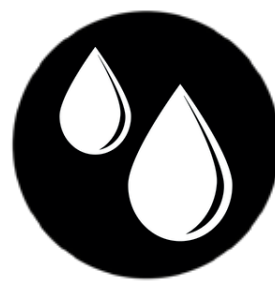
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✉ newlong@american-newlong.com

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A leading manufacturer of automated, open-mouth bag packaging and closing systems and equipment, American-Newlong is also a distributor of Fuji Ace robotic palletizers. American-Newlong equipment performs reliably in grain, feed, fertilizer, food and other industries. The Indiana headquarters offers full parts and service support for all products, with multiple dealers and distributors. "Turn key" systems and custom design systems available for specific applications. One of North America's largest and oldest distributors for Fuji robotic palletizers, American-Newlong offers three models featuring palletizing capacities from 600 to 1600 cycles per hour. Fuji robots are available as UL approved.

EZRATEK

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Ezratek, formerly known as Packing & Palletizing Company (PPC), builds its own custom designed automatic solutions; including, palletizers, automatic tag placers and big bag fillers for both the potato and grain industries and beyond. Ezratek also provides complete custom grading lines for the potato and onion industry, as well as automated palletizing systems for potato, onion, grass and grain industries and seed cleaners. While minimizing your labor cost, and maximizing your labor force, Ezratek helps you streamline your processes and get your bags out the door. Ezratek is your automation solutions provider.

MD PACKAGING

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MD Packaging Inc. is one of Canada's oldest and largest full service distributors of automation and inspection solutions in food and agriculture. Primary packaging solutions include bagging, linear and combination scales, and sack filling. Secondary packaging solutions include case packing, case erecting and sealing, palletizing, material handling, and conveyors. MD Packaging is an industry leader in product inspection with metal detection, checkweighing, bulk weighing, X-ray systems, grading and sorting.

THE GELLERT COMPANY

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gellert.com



The Gellert Company was founded by Nathan H. Gellert in 1964, and continues today as the industry leader in climate solutions. We have re-branded, and on our all-new Gellert.com website, you'll find additional control options for seed growers and specialty segmented design for varieties growers. Processors enjoy multiple levels of visibility with storage reporting and more! We now have multiple control panel designs including the Multi-Plenum Panel for tight control rooms and a Small Bin Controller for niche and specialized storage needs. With a network of dealers across the United States and Canada, and global presence in China, United Kingdom, Mexico, Germany, New Zealand, and Poland—we are climate control solutions.

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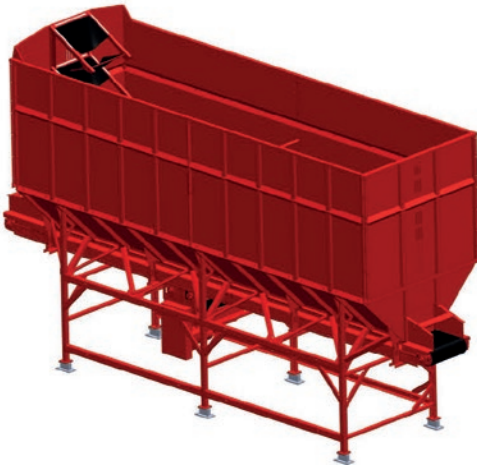
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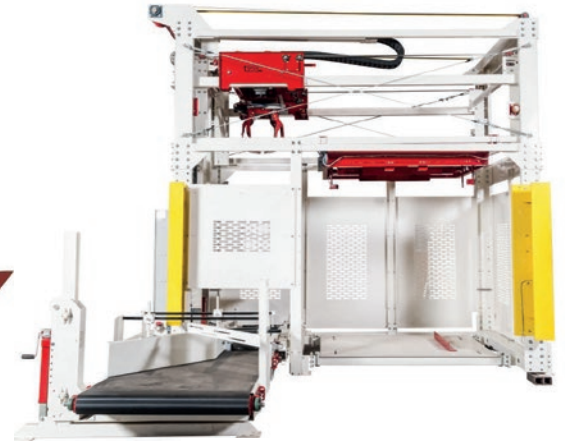
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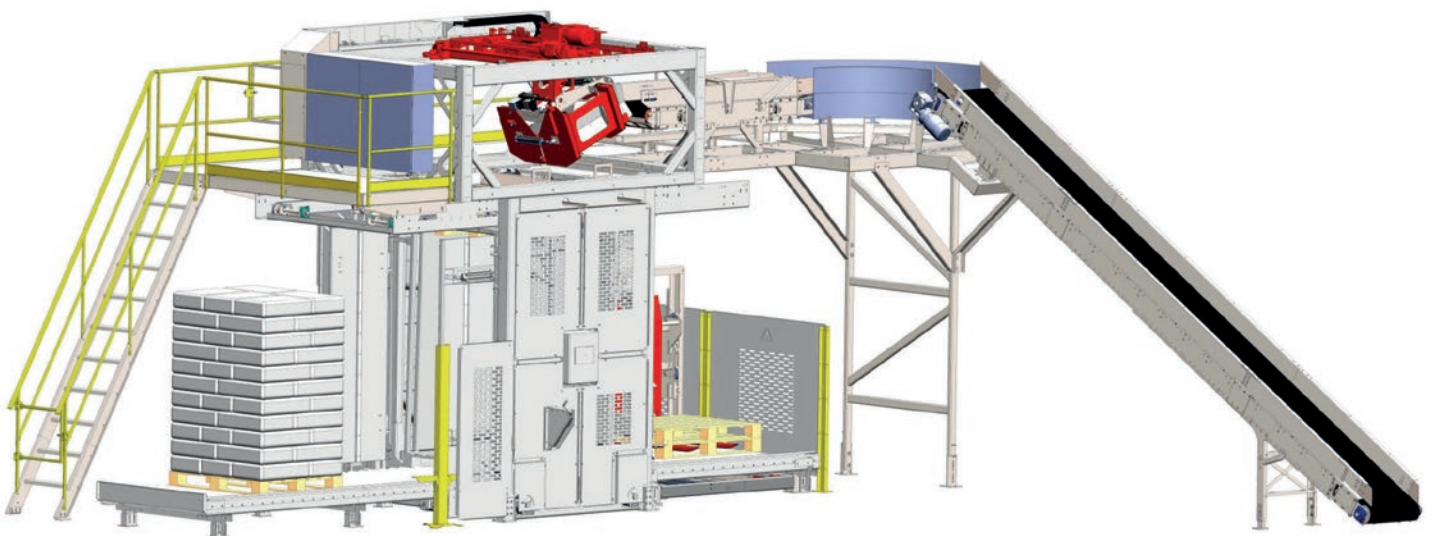


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Since 2007, STC has been building "Diamond Class" commodity trailers and bulk beds. Our products are built in Idaho and made from 304 stainless steel and the finest craftsmanship. Available in 42' double axle, 50' triple axle and 53' quad axle. Our bulk beds are available in 20', 22' and 24' in stainless steel as well as carbon steel. STC products are made to last—and we back it up with our three-year warranty.

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SORTERS

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Insort develops and manufactures highly innovative technologies for the classification and sorting of food. Our development of chemical imaging technology opens new and unimagined possibilities for food safety and quality control in food processing. We supply food safety, sorting and monitoring equipment throughout the food processing industries. Our customers range from small, privately owned businesses to large global corporations. The unique inspection systems we developed are tailored for products like potatoes, nuts/dried fruits, frozen fruits and vegetables.

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Tolsma-Grismich is a true specialist in intelligent storage technology, and the company is renowned for automating and optimizing the processing of agricultural products. The combination of technology and storage advice results in the highest possible storage efficiency for customers. The company's strength lies in its broad expertise and experience.

VOLM COMPANIES INC.

Contact: Marsha Verwiebe
1804 Edison St.
Antigo, WI 54409
T: 800-253-4737
F: 715-627-4871
✉ mverwiebe@volmcompanies.com
volmcompanies.com



Volm Companies Inc. has been providing the potato industry with the latest-generation packaging equipment, materials and supplies for more than 60 years. We are a major national and international manufacturer and supplier of potato packaging. Multiple manufacturing and distribution facilities, along with our large trucking fleet, ensure you have the packaging you need when you're ready to use it.

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GREENTRONICS LTD.

Contact: Bill Menkveld
75 Arthur St. N.
Elmira, ON N3B2A1
T: 519-669-4698
F: 519-669-2880
✉ bill@greentronics.com
greentronics.com



Since 1994, Greentronics designs and manufactures practical and reliable electronic control and data collecting products for everyday use on agricultural equipment. In the root crop industry, our bestselling products are the Conveyor Scale and Yield Monitor systems. The Conveyor Scale offers great convenience and improves efficiency on the farm by reducing needless traffic between truck scale and loading points. The Yield Monitor collects yield data and provides a report card to the grower. Recently, Greentronics completed field trials of their all-new RiteTrace Track & Trace System, designed to provide a complete field-to-storage traceability solution offering growers detailed bin maps linking precise locations for each load back to locations in the field. Greentronics also provides systems to automatically control boom height on harvesters, conveyors and sprayers.

STORAGE

NODACO BUILDING SOLUTIONS INC.

Contact: Mike Berard
Box 137
Notre Dame de Lourdes, MB R0G 1M0
T: 204-723-0455
✉ mikeb@nodaco.com
nodaco.com



Founded in 2010, Nodaco has been focused on general contracting farm and commercial projects. Over 75 years combined construction experience from foundation to finishing. Post frame, wood stud, pre-engineered steel buildings.

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Contact: Patrick Morris
15400 S. US 27
Lansing, MI 48906
T: 517-322-0250
✉ techmark@techmark-inc.com
techmark-inc.com



Techmark is celebrating over 30 years in the potato industry! We have been designing, installing and servicing potato storage ventilation across North America for over 30 years. Techmark offers complete ventilation control systems that incorporate the newest technologies and energy saving designs to manage your storage system. We offer fan systems, humidity, sensors, heating and refrigeration, laboratory services for sugar and process quality, and more. Techmark is a committed member of the Canadian potato industry and we look forward to serving the industry for the next 30 years.

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Contact: Rachel Hanchey
3193 Kimberly Road
Twin Falls, ID 83301
T: 888-GELLERT
✉ rachel@gellert.com
gellert.com



The Gellert Company was founded by Nathan H. Gellert in 1964, and continues today as the industry leader in climate solutions. We have re-branded, and on our all-new Gellert.com website, you'll find additional control options for seed growers and specialty segmented design for varieties growers. Processors enjoy multiple levels of visibility with storage reporting and more! We now have multiple control panel designs including the Multi-Plenum Panel for tight control rooms and a Small Bin Controller for niche and specialized storage needs. With a network of dealers across the United States and Canada, and global presence in China, United Kingdom, Mexico, Germany, New Zealand, and Poland—we are climate control solutions.

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5650 Avenue Trudeau
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T: 800-488-0115
✉ canada@lemken.com
lemken.ca



German-engineered LEMKEN products are the highest quality tillage and seeding implements manufactured for farmers in Canada and more than 50 other countries. Established more than 230 years ago, LEMKEN is a seventh-generation, family-owned company with a clear focus on innovation and quality. Based in Alpen, Germany, LEMKEN has more than 1,200 dedicated employees worldwide. LEMKEN has a Canadian subsidiary and distributes LEMKEN tillage equipment with selected dealers across the country. LEMKEN provides farmers around the world with innovative, one-pass tillage equipment that meets their strategic tillage needs and provides them with sound agronomic benefits and increased efficiency.

SPUDNIK EQUIPMENT COMPANY LLC

Contact: Corey Steidley
584 West 100 North
Blackfoot, ID 83221
T: 208-785-0480
F: 208-785-1497
✉ corey.steidley@spudnik.com
spudnik.com



Sixty years ago, from humble beginnings to Blackfoot, Idaho, SPUDNIK has grown to more than 300 highly-skilled, motivated and dedicated men and women providing equipment and solutions around the world to plant, harvest, store and transport potatoes.

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TRINITY TRAILER MFG.

Contact: Jason Manning
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Boise, ID 83716
T: 208-336-3666
F: 208-336-3741
✉ jmanning@trinitytrailer.com
trinitytrailer.com



USED EQUIPMENT

SPUDNIK EQUIPMENT COMPANY LLC

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Contact: Erwin Zandstra
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Boise, ID 83705
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Lockwood proudly builds a wide range of potato planters, windrowers, harvesters and handling equipment.

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YIELD MONITORING

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CPM WOLVERINE PROCTOR LLC

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WATER TREATMENT

THE GELLERT COMPANY

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EDMONTON POTATO GROWERS

Contact: Darcy Olson

12220 - 170 St.

Edmonton, AB T5V 1L7

T: 800-362-9791

F: 780-447-1899

✉ darcy@epg.ab.ca

epg.ab.ca



Edmonton Potato Growers (1971) Ltd. is a highly respected organization with many fourth- and fifth-generation members. But it was only a few pioneering individuals who had the vision and drive to create an enterprise that has served the Alberta potato industry for more than 50 years! EPG continues to strive for innovative new ways to support the industry: for today, tomorrow and into the future. Our mission; "To be the most trusted provider of quality, innovative potato solutions."

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T: 780-435-3122

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Parkland specializes in private varieties, as well as offering a full range of open market fresh, chipping, and processing seed potatoes. Contact us today for a full listing of our seed availability.

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We specialize in mainstream yellow and red varieties as well as novel specialties such as fingerlings, creamers, and purples. Our northern location makes our early generation seed potatoes clean and vigorous.

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Edmonton, AB T5V 1L7
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F: 780-447-1899
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SEED POTATO GROWERS ASSOCIATION OF MANITOBA

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POTATOES NEW BRUNSWICK

Contact: Matt Hemphill
PO Box 7878, Stn. Main
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Grand Falls, NB E3Z 3E8
T: 506-473-3036
F: 506-473-4647
✉ gfpotato@potatoesnb.com
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New Brunswick, one of Canada's Atlantic provinces, is blessed with the perfect climate and topography for growing potatoes. In fact, the climate in New Brunswick is so potato friendly, it actually enhances the flavour. Over the years, dedicated growers, professional marketers and a well-organized industry association have built the New Brunswick potato industry into a worldwide success.

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Contact: Desseri Ackerman
PO Box 386
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T: 306-867-2078
✉ sspga@sasktel.net
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Saskatchewan Seed Potato Growers Association is the voice of Saskatchewan's seed potato industry and supports members with research, market development and industry-related information. SSPGA members produce high-quality, disease-free, early generation seed potatoes with Northern Vigor – a unique characteristic resulting from Saskatchewan's cool nights, long sunny days, and cold winters. Northern Vigor seed thrives and outperforms locally-sourced seed.

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Parkland specializes in private varieties, as well as offering a full range of open market fresh, chipping, and processing seed potatoes. Contact us today for a full listing of our seed availability.

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F: 208-465-0272
✉ mrice@hansen-rice.com
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Techmark is celebrating over 30 years in the potato industry! We have been designing, installing and servicing potato storage ventilation across North America for over 30 years. Techmark offers complete ventilation control systems that incorporate the newest technologies and energy saving designs to manage your storage system. We offer fan systems, humidity, sensors, heating and refrigeration, laboratory services for sugar and process quality, and more. Techmark is a committed member of the Canadian potato industry and we look forward to serving the industry for the next 30 years.

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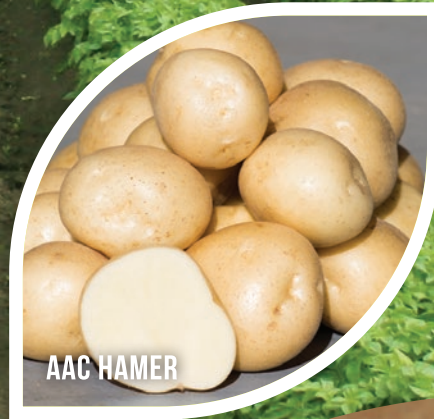
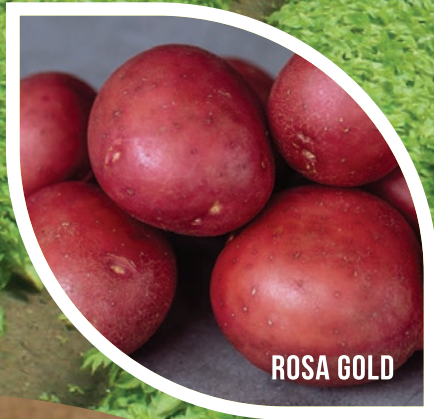
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