



# 2025 FALL AGRO ADVISOR



# 04 GROW

04: IS YOUR FARM GROWN WITH PURPOSE?

06: FLEXIBILITY IN PRE-HARVEST  
WEED CONTROL

08: BREAKING YIELD BARRIERS  
WITH MICRONUTRIENTS

10: BUILDING THE NEXT GENERATION

# 12 FEED

12: CO-OP PET FOOD FOR YOUR  
TRUSTED COMPANION



# FALL 20

# 14 BUILD

14: MADE TO LAST, PRICED TO SELL

15: PROTECT YOUR OPERATIONS  
WITH A STEEL WORK SHOP

# 16 FUEL

16: FUEL ON DEMAND

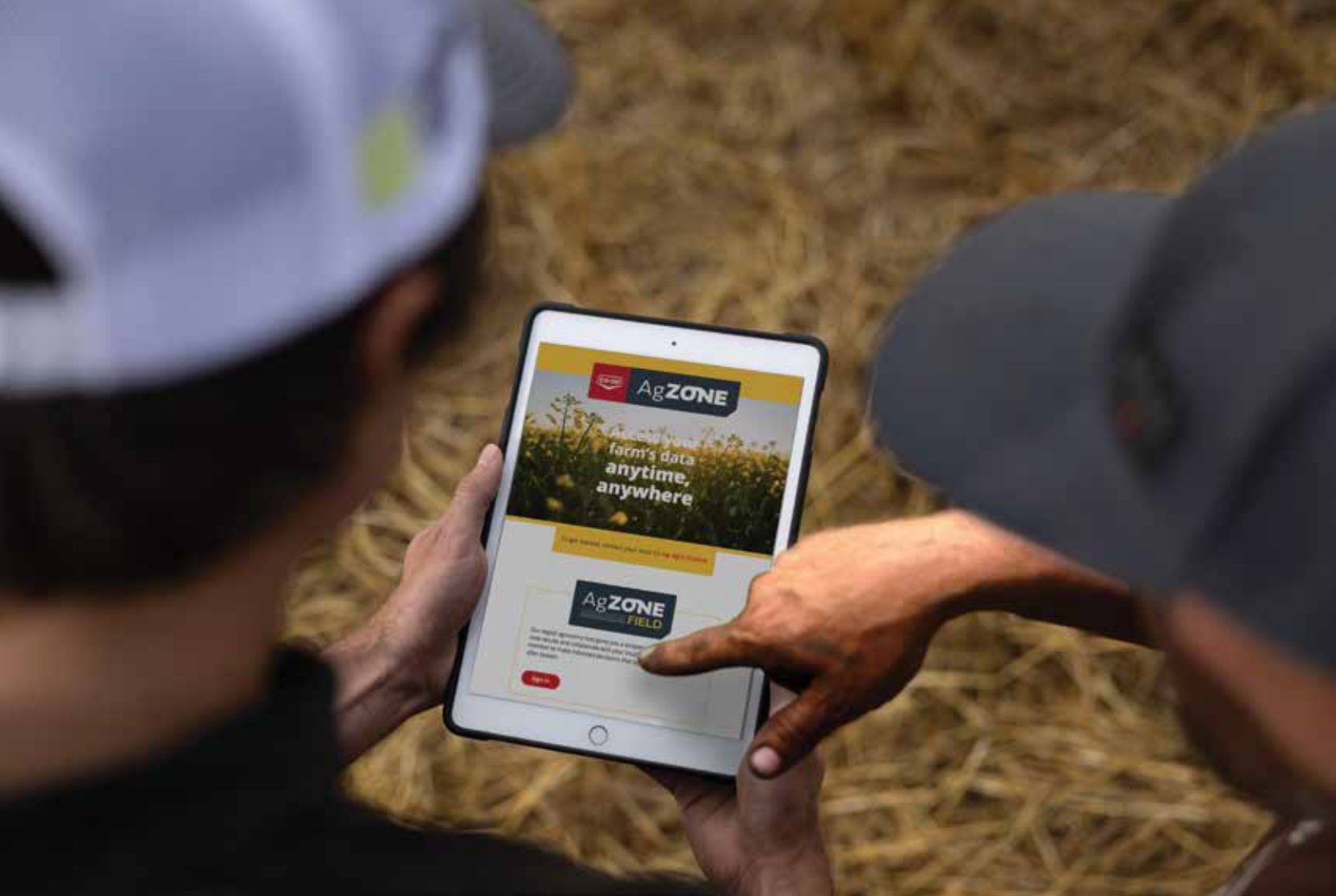
18: SAVE TIME AND MONEY WITH  
BULK LUBRICANTS

# 20 FARM TO FORK

20: FROM COOP TO CO-OP

# 25

CO-OP® DESIGN, CO-OP®, GROWN WITH PURPOSE®, VECTOR®, AGZONE®, D-MO® AND CO-OP GOLD® REGISTERED TRADEMARKS OF FEDERATED CO-OPERATIVES LIMITED AGZONE FIELD™, HOT AQ™ AND FORTIFY™ TRADEMARKS OF FEDERATED CO-OPERATIVES LIMITED BOLSTER® REGISTERED TRADEMARK OF INTERPROVINCIAL COOPERATIVE LIMITED (IPCO) ALL OTHERS ARE TRADEMARKS OF THEIR RESPECTIVE COMPANIES.



# IS YOUR FARM GROWN WITH PURPOSE?

## A new tool from Co-op helps farmers capitalize on many farm practices

The CO-OP® Grow Team's farm-focused tool GROWN WITH PURPOSE® (GWP) is designed to take a years-long look into the future of your farm business, not just the year ahead.

## Grown With Purpose changes the game

In operation since 2019, GWP initially focused on 4R nutrient stewardship and responsible on-farm fertilizer application. Since then, it has expanded and evolved to include more than 1 million participating acres and a shift towards complete farm management.

This includes an in-depth review of inputs, safety protocols and overall farm planning to enhance holistic farm sustainability.

Co-op's Agronomic Market Development Manager, Lane Christiansen, said GWP is a true look at sustainability on-farm from top to bottom.

"When I say sustainability, we're not just talking about the environment, but you're looking at the economics, the social sustainability and the health and safety of the farm," he said. "It's allowing a Co-op Grow Team member to understand that farm and to help guide the farmers and their decision-making for the future."



Overall, he said farmers are excited about the program, especially since GWP serves as the conduit for farmers to explain their sustainable farm operations. The good news is that farmers are already a step ahead, largely because they were already doing many of the things now required of them.

"It's important for ag to tell their story, especially in today's political landscape," he said. "I feel like Grown With Purpose is a good spot for farmers to be able to tell their story."

### How it works

One of GWP's key features is the Farm Portfolio Assessment. It allows a farmer to meet with a Co-op Grow Team member and input all their relevant data for their farm—everything from crop management information to economics as well as HR and safety policies—and have that in a centralized place where it can be treated as a living document, able to be reviewed and updated as the farm business evolves. It also allows farmers to connect with their Co-op Grow Team members and carve out a medium- to long-term plan for their farm's future. According to Christiansen, it's a powerful tool. He said usually the next one to two years of crop planning is talked about, but there is merit to discussing longer-term overall farm planning.

"This tool allows you to talk with somebody who has your best interests in mind, understands your goals and is now working with you to achieve those goals—whether you want to get into ag tech, expand your farm or improve your soil health. We've got everything you need to be successful on your farm and/or ranch."

### AgZone FIELD integration

The tool itself is soon going to be integrated into Co-op's AGZONE FIELD™ digital agronomy program, as well. Co-op's Senior Digital Solutions Specialist, Laura Cross, is looking forward to seeing GWP merge with AgZone FIELD, a digital agronomy tool designed to help farmers make data-driven decisions. AgZone FIELD centralizes all relevant crop information, from field maps and soil data to NDVI imagery and yield reports.

The simplicity of having everything in a single location will make every farm that much more efficient.

"It's in one centralized place," she said. "Agronomists don't have to pull data from 10 different spots and kind of try and make heads and tails of it. It's just all right there. It's helpful for the grower in this sense that the agronomist knows everything about their fields and their farm."

Christiansen believes Canadian farmers can be seen on the international stage as the standard for complete farm management thanks to a quantifiable program like GWP.

"We could be leaders in that area when you look across Canada, but also across the world, of what it means to be true leaders in sustainable agricultural practices."

AgZONE  
FIELD™

## DATA-DRIVEN DECISIONS START HERE

**Co-op AgZone FIELD, a full-service digital agronomy tool, provides an easier way to:**

- Consolidate data from different sources and evaluate results
- Make informed real-time decisions that optimize yields
- Collaborate with your local Co-op Grow Team member





## FLEXIBILITY IN PRE-HARVEST WEED CONTROL

Pre-harvest herbicide applications help maximize harvest windows while improving crop quality and eliminating problem weeds. Ensuring a product's mode of action matches the time of application is critical, but sometimes, whether due to logistical challenges or adverse environmental conditions, the timing of pre-harvest herbicide applications can vary significantly.

According to Tristan Huber, Grow Team Advisor with Co-op, flexibility in herbicide options is key to giving growers opportunities for earlier, middle and late application periods. Now, with a new forthcoming product, HOT AQ™, Co-op has options for all three.

### Why apply pre-harvest herbicides?

Weeds at harvest can reduce harvest efficiency and

compromise crop quality due to contamination and dockage. Pre-harvest applications help manage these risks and promote a more uniform crop dry-down for timely and efficient harvest. Having fewer living weeds late in the year also suppresses weed seed banks and reduces the chance that harvest equipment will become plugged while in operation.

Huber said it's important to know what the goal of pre-harvest application is – whether it's for weed control or crop dry-down – because pre-harvest glyphosate and desiccating applications are different in how they behave.

"Two big reasons for pre-harvest application are controlling weeds so you don't get viable seeds into that seed bank, and no green material for harvest," said Huber.

"Timing is important. If you wait too long, you may not get your money's worth on the application since the crop is maturing on its own, and weeds have already set seeds. If your application is too early, you might have some grain quality impacts with green or shrunken seeds that weren't fully matured. If you execute a good in-crop herbicide application, and time pre-harvest glyphosate applications right, you can usually tell what fields have been sprayed properly the next spring – they just seem that much cleaner."

### What to use when

Historically, Co-op has offered two products for pre-harvest desiccation: VECTOR®, a systemic glyphosate formulation that has a wider application window than Diquat, and BOLSTER® II, a more rapid-acting Diquat dry-down product for later applications.

“Vector can have the most flexibility when it comes to pre-harvest application timing. It should always be applied to actively growing weeds. If they’re already drying down and the seed is set, it may not do what you need it to do. Any temperatures above eight to 10 degrees Celsius for more than two hours in a day is enough for it to work,” said Huber.

“Bolster II is best used when the field is 90 per cent ready to go – when you have brown seeds and rattling pods. If you go with Bolster II too soon, you risk locking in some green with your seeds.”

Huber added that Bolster II is also best applied under overcast skies or later in the evening because it’s susceptible to photodegradation.

By contrast, Co-op’s new private brand crop protection product HOT AQ features a combination of both systemic and contact activity, designed for crops that have reached 70 to 80 per cent maturity.

“Our new product HOT AQ covers crops that are a little more variable. It’s also not based on glyphosate, which makes it an especially good option for growers growing Roundup-Ready canola. It will still actively help dry down those varieties.”

### Pre-harvest intervals

Huber also pointed to the importance of considering pre-harvest intervals when using pre-harvest herbicides – that is, the minimum amount of time that must pass between the last application of a pesticide and harvest to ensure pesticide residues on the crop are reduced to levels safe for consumption. Co-op’s new product HOT AQ features a middle-of-the-road pre-harvest interval of three days for most crops, compared to seven days for Vector and 12 to 24 hours for Bolster II. At application, HOT AQ should be applied with at least 10 gallons (38 litres) of water. Bolster II, by contrast, requires 20 gallons (76 litres) of water per acre.

“That’s for ground sprayers, of course. By airplane, you need as much water as possible.”

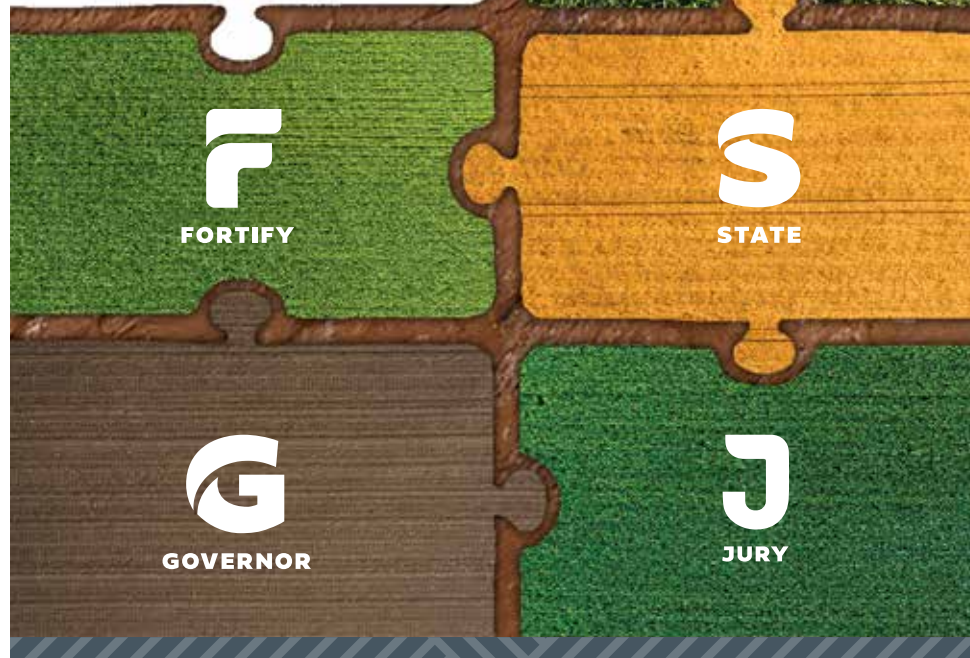
Speak to your local Co-op Grow Team member for expert advice and the best recommendation for your field.



**Tristan Huber,**  
Grow Team Advisor



## FIND YOUR MISSING PIECE



Feel like you’re missing a piece of your crop protection plan? From herbicides to surfactants, and everything in between, Co-op’s selection of private brand products is here to help you find what you’re missing.



Delivers targeted grassy weed control for wheat and barley.



Provides superior control of hard-to-manage weeds for cereals.



Enhances crop health, protects yield potential and improves stress tolerance in cereals.



Provides extended control of kochia and other broadleaf weeds.



Delivers powerful control of broad-spectrum weeds, including superior kochia control.

For more information on Co-op brand crop protection products, see your local Co-op Grow Team member, or visit [agro.crs/more/products](http://agro.crs/more/products) today.



# BREAKING YIELD BARRIERS WITH MICRONUTRIENTS

Traditional dry fertilizer formulations bring challenges with micronutrient distribution, crop accessibility and handling. YaraVita PROCOTE fertilizer treatment, now available at Co-op, addresses these challenges with a more uniform, liquid-applied micronutrient coating.

## The micronutrient challenge

Dry fertilizer blends can feature significant variations in micronutrient levels between granules. This

translates to inconsistent field coverage and less uniform crop development. Excessive dust can also cause handling issues, while long-term storage can result in moisture damage and reduced ease of flow at application.

YaraVita PROCOTE is a dealer-applied proprietary micronutrient fertilizer coating designed to more evenly and efficiently distribute micronutrients across fertilizer granules, and subsequently, in the field. Product formulations – which include Boron,

Copper, Manganese and Zinc, as well as Boron-Copper-Manganese-Zinc and Boron-Manganese-Zinc blends – aid in the development of crop root systems early in the growing season and better water access capability.

Data from the company's test trials indicate crops treated with YaraVita PROCOTE fertilizer consistently show higher water use compared to foliar micronutrient applications – a benefit at any time, but particularly important in adverse environmental conditions. Its liquid-applied coating also drastically reduces dust, and as a result, the volume of micronutrients lost during handling and transportation.

## Five-to-one investment returns

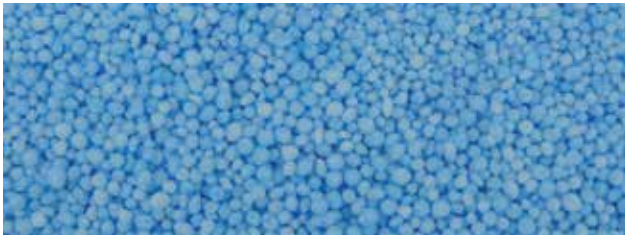
For Tony Hoess, Winnipeg-based fertilizer merchant with Federated Co-operatives Limited (FCL), the uniform fertility of each YaraVita PROCOTE granule is a unique feature contributing to above-standard crop nutrition. It also conveniently fits within existing grower fertilizer programs.

"You don't need a lot of micronutrients per acre. By coating each granule and applying it directly to the soil, crops can consistently locate and absorb these essential nutrients," said Hoess. According to the manufacturer, the increased uptake efficiency provided by more evenly distributed nutrients means micronutrients are "only needed in grams per acre."

"In Manitoba, we have good yield potential, and we're not limited that much by poor soils. We have the potential to grow more. Every farmer needs to know their potential, and what the limitations are," said Hoess.

"The point is maximizing yield and profitability. If you're growing wheat at 60 bushels an acre, your blends are probably pretty good. At 90 bushels, you're probably maximizing that standard N-P-K rate. That's where PROCOTE comes in. It's just continuing to break those yield barriers."

Hoess' experience indicates YaraVita PROCOTE generally results in two to five additional bushels for the cost of one in wheat – a return on investment between two- and five-to-one. Data from the manufacturer shows similar investment returns with canola and corn.



## Building fertility

Critically, Hoess stressed pushing the top yield boundary in any crop or soil condition means actively maintaining micronutrient levels.

"You're feeding your crop. You don't wait until you're short of phosphate to apply more. You want to maintain those levels," he said, adding the different YaraVita PROCOTE formulations help growers address the unique micronutrient needs of each field.

"If you wait for a shortage, you've already lost a lot of yield. It's the same with micronutrients."

Applying YaraVita PROCOTE to dry fertilizer does require special equipment. With the service available at all three Co-op terminals – Brandon, Manitoba; Hanley, Saskatchewan; and Grassy Lake, Alberta – as well as local Co-op fertilizer plants, interested growers are encouraged to make inquiries with their local Co-op Agro Centre.



# NEED FERTILIZER?

Co-op fertilizer terminals in Hanley, Sask.; Brandon, Man.; and Grassy Lake, Alta. are distributing a complete suite of granular fertilizer products throughout Western Canada. A steady flow of traffic in and out of the facilities will keep Co-op Agro Centres supplied with the fertilizer producers need.

These fertilizer terminals are fully equipped with liquid impregnation systems, ready to apply any micronutrients or stabilizers your crop may need.

To place an order or co-ordinate pickup, contact your local Co-op.

## CO-OP FERTILIZER TERMINALS

- **World-Class Facilities**  
Built for speed, safety and scale.
- **Service When You Need It**  
Timely support during your busiest season.
- **High-Quality Products**  
Trusted nutrition for strong, healthy crops.



# BUILDING THE NEXT GENERATION

When Kiana Sajtos was close to high school graduation in 2015, she had a clear idea of what she was going to do: Become an accountant, just like her mom. That led her to enrol in the University of Manitoba's agribusiness program. However, at her mom's behest, she looked into the Co-op Excellence in Ag (EIA) program.

Sajtos signed up and got her first summer posting in 2016 at her local Co-op, Prairie Roots in Marquette, Man. It didn't take long to shift her thoughts away from accounting.

"After that first summer, I was so excited to be an agronomist," she said.

Buoyed by the amazing experience she had in 2016, Sajtos continued with Co-op. In 2017, she was posted to Pembina Co-op in Notre Dame de Lourdes.

The summer after that was spent at Federated Co-operatives Limited's Home Office in Saskatoon, Sask., where she was a Crop Supply Summer Student and had her eyes opened to the management and corporate side of the business, which she loved.

"That was awesome," she said. "Just getting to see the wholesale side of the business, as well."

Upon university graduation, she worked nearly two years at Pembina Co-op in Swan Lake, Man., before permanently relocating to Roblin, Man., where she is the Senior Agronomist & Agro Manager in Training at Parkway Co-op.

## Gaining experience in the field

Seeing so many different Co-op sites throughout Manitoba has given Sajtos a bigger appreciation for what farmers face on a seasonal basis.

"The great thing about moving locations was just the different challenges each location faces," she said.

Sajtos saw first-hand how Red River Valley farmers contend with waterlogged clay soil and learned how management strategies change for sandier soils at Notre Dame. "Even the same weeds look different based on soil profiles, so it was very beneficial to have those experiences."

## Giving students a chance to grow

The EIA program was established in 2013 and has seen more than 100 young people participate. It provides scholarships between \$2,000 to \$4,000 annually and up to \$16,000 towards the completion of an applicable undergraduate degree. Students participate in paid internships across the prairies and work with a Co-op retail team to learn the ins and outs of the agro business.

Sajtos is grateful to have gone through EIA and considers herself a proud alumnus. The program "accelerated" her career, and she learned the power of networking. Her Pembina Co-op stint in 2019 was made possible through the connections she made as an intern.

She encourages any young person curious about a career in agriculture to investigate the EIA. The no-pressure program simply gives a broader understanding of the ag industry and can set you up for success in the future.

"Take every opportunity that comes to you because you don't know where it's going to lead," Sajtos said. "Sometimes it can be scary to move away from home, and it was for me, but it was the best thing I could do for myself. Get these experiences and see where life takes you."

### Guiding the next generation

Sajtos is excited to be part of the program now as a mentor. Last summer, she worked with a student and will do the same this year.

"I'm just so happy to continue to be part of the program and put time into these students, as there were some pretty awesome mentors who invested time into me throughout my program journey," she said. "I feel quite fortunate that now, I get to be a mentor to the new students."

Overall, Sajtos sees programs like EIA as beneficial to all of agriculture, and vital to maintaining the culture of agriculture as populations dwindle in rural areas.

"It's been a very positive thing for our whole industry of training young people and kind of fostering that growth and development for young people," she said.



**Kiana Sajtos,**  
Senior Agronomist & Agro Manager in Training,  
Parkway Co-op Agro Centre



# EXCELLENCE IN AG PROGRAM



Up to \$16,000  
in Scholarships



Paid  
Internships



Career  
Opportunities



Co-op's Excellence in Ag Program can help you achieve your personal career goals and objectives. This scholarship package not only helps finance your education, but also allows you to gain experience and build a professional career in the agricultural industry.

Scan the QR code to learn more about the EIA program.

ALL APPLICATIONS MUST BE RECEIVED BY OCTOBER 31  
OF THE CURRENT CALENDAR YEAR.



# CO-OP PET FOOD FOR YOUR TRUSTED COMPANION

Dogs and cats bring a lot of value to working farms, so it makes sense that we should return the favour. Co-op Pet Food is one of the key ways to do so.

Co-op Pet Food is manufactured in Western Canada by Taplow Feeds, a leading pet food manufacturer with 35 years' experience creating premium dog and cat food formulas. As an award-winning manufacturer, their formulas not only use high-quality ingredients, but their research and development team ensures

each batch and bag meets the nutritional needs of your pet. A nutrient-rich formula means less bulk and fewer trips to the local veterinarian.

"When sourcing our brand of pet food, we wanted to ensure that it checked all the boxes for what a high-quality pet food product should be," explained Kevin Liu, FCL Home and Building Solutions B2C Manager. "I'm proud to say that we've accomplished that goal with Co-op Pet Food."

The veterinarian-formulated pet food is a nutritionally dense product that reduces the average amount of food required daily, while still providing the required nutritional and satiety benefits. Farm dogs are on the move all day and need a high-protein diet for muscle and endurance, while cats that live outdoors need dense nutrition to maintain weight and health through cold nights. Available at Co-op Agro Centres and Home Centres, pet owners can take comfort in knowing they're giving their dog or cat a high-quality product from a team that keeps their health top of mind. "A healthy pet is a happy pet," Liu said.

Co-op Pet Food comes in four options: Cat Food Complete Formula (15 kg and 7.5 kg), Dog Food Complete Formula (15 kg) and Dog Food High Protein Formula (15 kg).

## Key benefits

### Wild-caught and unique-quality fish

- Fish-based options that feature a combination of wild-caught herring, anchovies and sardines.
- A commitment to using the entire fish, excluding the roe, sets Co-op Pet Food apart from many other fish-based diets.
- A higher meat-to-bone ratio.
- Herring, anchovies and sardines, being low on the food chain have minimal levels of mercury and heavy metals. These species feed on plankton, which is rich in omega fatty acids and low in toxins.

### Humanely raised chicken

- Chickens humanely raised in North America and suitable for human consumption before entering the pet channel.

### Careful sourcing

- Macro and micro ingredients, such as potatoes, legumes, grains, vitamins and minerals, are predominantly sourced from Canada, the United States and Europe.
- Taurine is sourced from Japan.

Co-op Pet Food has been developed driven by key factors that pet owners consider when choosing the right products for their animals.

- Nutritional value – Food that meets pets' dietary needs based on age, breed and health conditions.
- Ingredient quality – Real meat, whole grains and natural ingredients while avoiding fillers, artificial additives and by-products.
- Veterinarian recommendations – Following expert advice, especially for pets with special dietary needs.
- Taste – Great flavour the pet enjoys and will eat consistently.

The next time you're looking for a great value, high-quality food for your trusted farm companions, stop by your local Co-op Home or Agro Centre.



Kevin Liu,  
B2C Manager  
FCL Home and Building Solutions

# NUTRITION FOR HEALTHY, THRIVING ANIMALS

## CO-OP® COMPLETE FORMULA CAT & DOG FOOD

### Fuelling Hardworking Farm Pets

Give your barn cats and farm dogs the nutrition they need to keep up with the demands of rural life.

- Veterinarian-formulated for optimal health and performance
- Designed for active, hardworking animals who need stamina and strength



Cat food - 6044440

Dog food - 6046106



## MADE TO LAST, PRICED TO SELL

### Livestock panels and gates - built right the first time

Co-op continues to be a leader in carrying innovative products for livestock producers. Its RangeEase and FarmFlex panel and gate lines carry on that tradition of rugged products designed for the toughest conditions. Whether you have cows, sheep or goats, Co-op's products deliver what you need 365 days of the year. They are available at all Co-op locations, including Interlake Co-op at Eriksdale, Man., where demand has been steady.

### The specs

The lineups boast panels ranging from 10 to 16 feet and gates that go from just four feet up to 16 in two-foot increments. Similarly, walk-through gates come in a 10-foot option with a four-foot gate and a 12-foot gate with a four-foot walk-through. Co-op also carries give wire mesh gates for producers. These options give producers the confidence they need in their livestock handling and containment systems.

These high-quality gates and panels are made from 17.5-gauge steel, one of the highest commercially available options at the best available pricing on the market.

The lightweight construction also features 1 5/8-inch tubing, which is larger than competitors'. Customers have noticed that their livestock respond well to the products as the tubing is more visible, which cuts down on stock incidents, brushing up against or being stuck in between the panels and gates.

### Shorter pins, less downtime

A key feature is shorter, yet stronger, insert pins. At just 12 inches long, these pins are considerably shorter than other options and previous models, which are usually more than three feet long. The shorter length allows producers to pull pins and move gates much more easily and efficiently than before.

"That's the golden ticket right there," said Ty Erlendson, Interlake Co-op's Hardware Supervisor,

of the shorter, newly redesigned pins. "They are nice, easy-to-use pins. If you need to move the panel quickly, just lift that small pin. You just push up and take it away."

### Quality that's easy to see

"They are a super nice panel and very easy to work with," says Interlake Co-op branch manager Tori Goodman. "Producers like them because they're easy to connect, they're light and come with bigger tubings."

The saddle-welded joints are built to last and come standard with reinforced rails for added durability and longevity. The all-new products are finished with a powder coat, not traditional paint, to safeguard against chipping and peeling, greatly extending the product's lifetime. The integrated hook-ups ensure fast, easy set-up in the field, no matter the conditions.

"More and more people are asking about them," says Goodman. "It's not a surprise, though. They are well-priced, really well made, and are super easy to work with."

To learn more about these products, contact your local Co-op Home Centre or Agro Centre.



**FARM SHOP**  
30' x 72'

# PROTECT YOUR OPERATIONS WITH A STEEL FARM SHOP

If you're in the market for an upgraded steel farm shop while supporting Canadian, look no further than your local Co-op Home Centre.

Steel roofing and siding provide strength and protection from the elements that Western Canadian farmers require. More than just a dependable material, modern steel comes in a variety of colours, textures and profiles that can be customized to any new or existing structure.

Located on Co-op Agro's webpage is our extensive listing of Farm Building Plans. One of the most sought-after builds is Co-op's 30' x 72' Farm Shop. Its features include an economic post-frame construction, a 30' x 24' insulated shop area with 10' x 10' overhead door, and a 30' x 48' uninsulated storage area with 10' x 10' overhead door and direct access to the shop.

The 30' x 72' Farm Shop provides for versatility in its design and can accommodate a variety of interior layouts to suit your needs. It has an insulated space that works for Western Canada's seasonal fluctuations – cooler in the summer and warmer in the winter. Its

post-frame construction method also helps save on materials and labour costs.

Once you've selected this or any other building plan from Co-op Agro, you can request a quote right on our website, and a Co-op expert will promptly respond. Alternatively, you can reach out directly to your local Co-op Home and Agro Centre to schedule a consultation. Based on final building drawings and selected finishes, Co-op will provide a detailed estimate of all materials and associated costs for your build. Your local Co-op Home and Agro Centre can then order, schedule and deliver materials to you or your contractor.

As a proud Western Canadian company, Co-op's steel materials are sourced through Westman Steel – one of Canada's largest manufacturers of metal roofing and siding products, serving the agricultural, residential and light commercial sectors. Production facilities are operated in Airdrie, Alta.; Brandon, Man.; Cambridge, Ont.; Langley, B.C. and Swift Current, Sask. Each facility is equipped with advanced manufacturing

tools to meet the growing demand for metal products. Supporting local and partnering with other Canadian businesses is a key part of Co-op's business model, helping to boost industry right here in our own backyard.

Sourcing your steel farm build through Co-op isn't just good for your local community and Canada as a whole, you're also accessing a network of building and renovation expertise. Our knowledge and experience will give you confidence that the job will be done right and your shop will last for many years to come. Furthermore, Co-op has all the building materials you'll need to finish the job – from lumber and concrete to siding, roofing and doors. By sourcing materials from Co-op, you'll save time, energy and money.

For more information, please visit [agro.crs](http://agro.crs) or contact your local Co-op Home and Agro Centre today.



**FARM SHOP**  
130' x 200' x 22'



# FUEL ON DEMAND

Co-op's fuel purchasing app is the way to go for busy farm managers.

When you need fuel, you need fuel – it's that simple. We've made the ordering process easier than ever. Through the free Co-op app, customers can simply punch in their fuel needs, sit back and wait for the delivery to roll into the yard, all with just a few taps.

Via the Co-op app, customers can order bulk fuel, lubricants or propane directly to their farm through participating local Co-ops. Designed for a seamless user experience, this convenient app saves busy farm managers time and energy.

## How it works

Open the Co-op app and navigate to the Bulk Fuel Orders tab on the Shop page. Fill out your location information, and select fuel type, grade and desired quantity. You can also add oil and lubricants to your

fuel order. Once all the required information is filled out, tap submit. You will receive a confirmation email with all the details of your order. You may also receive a phone call from your local Co-op to schedule a delivery date. Most fuel is delivered within 48 hours.

To enable Co-op to deliver your order, your municipality must allow delivery units on roads leading to your site, and your yard and fuel tanks must be easily accessible. You can add in delivery notes and notes about your farmyard to prepare our delivery drivers in advance of the drop-off.

When the fuel is delivered, the farm business owner or another manager must be present to receive it. A member of our Co-op Fuel Team will provide a proof of delivery slip to ensure it's the correct order and the volume is charged to the appropriate account. Once confirmed, our driver will fill the on-farm fuel tank and drive away. That's it.

If you are interested in a fuel tank upgrade, speak with one of our friendly Fuel Team members and learn about the advantages of the modern storage tanks we have available.

## Direct drop orders

For larger orders, typically over 25,000 litres, customers may be eligible to work directly with the Co-op Refinery Complex in Regina, Sask., through Co-op's direct-drop delivery program.

Customers with orders in larger quantities can potentially receive further discounts on their fuel purchases. To qualify, the customer's local Co-op must be a participating dealer, and their yard site and fuel tanks must be easily accessible for the Co-op delivery driver.

Consult with your local Co-op Fuel Team member for information on minimum tank size and minimum drop requirements.

## Program requirements

There are several important requirements a customer must satisfy to ensure they can participate in Co-op's Direct Drop Delivery program.

## Fuel tank requirements

- Tanks should be equipped with two- or three-inch camlock couplers (three-inch couplers preferred)
- Venting lines must be at least two inches to handle off-loading at 840 L/min.
- Tanks must be levelled and properly grounded
- Must have one ball valve before a one-way check valve on the offloading side and ideally another at the fill port connection
- Must be bottom-loading
- In Manitoba, customers must have a valid fuel permit on tanks exceeding 5,000 litres of storage

## Farmyard site requirements

- Four-season accessibility with sufficient room for the delivery driver to manoeuvre in the yard without having to reverse is necessary.
- Fuel tanks should be easy to access. Delivery units are equipped with only 20 feet of hose, so anything further from road access may not be able to be filled.
- Customers must have RM/County approval for the size and gross vehicle weight of the delivery unit.

Download the free Co-op app through the App Store or Google Play.

Direct-drop delivery program and product availability varies by local Co-op. Speak with your Fuel Team member for details.



# FUEL UP FOR HARVEST

**WITH CO-OP DIESEL**

**GET DELIVERY NOW. PAY LATER.**

**Don't leave your harvest to chance. Ensure your equipment is fuelled with CO-OP® High Performance Diesel.**

Take advantage of the Fall Early Delivery Program at participating Co-op locations and have high-quality fuel available when you need it the most. Order your fuel from Co-op now. Don't pay until September 30.

For more details, contact your local Fuel Team member today.

**FUEL • LUBRICANTS • PROPANE** [www.agro.crs](http://www.agro.crs)



## SAVE TIME AND MONEY WITH BULK LUBRICANTS

Co-op's Bulk Lubricant Delivery Program provides customers with a more affordable and secure supply of oil, hydraulic fluid and other products critical to their machinery. For Kyle Gilson, Bulk Lubricant Manager at Valleyview Co-op, the program is also a means of better understanding and responding to grower needs.

In operation at Valleyview Co-op since 2018, the Bulk Delivery Program covers a wide range of lubricants, including standard and synthetic engine oils, hydraulic fluids and transmission fluids. Maintaining on-farm inventory of these products is particularly critical at seeding and harvest, said Gilson, when ruptured hydraulic lines and other in-field surprises can delay operations.

"If a hydraulic line goes, it can easily result in 110 litres or more of lost product on average. In harvest or seeding, for example, having to stop what you're doing to go to the store for more hydraulic fluid and to repair the line, versus having enough waiting in your shop ready to go, makes a huge difference," said Gilson.

"It can mean the difference between getting rolling again that day or not. That matters in a short harvest period."

Growers participating in the Bulk Delivery Program can receive products in 1,000-litre totes or 205-litre barrels. Top-mount tote kits equipped with 35- to 50-foot dispenser reels and mobile barrel pumps are also available to ensure convenient dispensing.

"Growers have told me they're tired of using the heavy pails and drums. We try to provide the flexibility, knowing they have the product they need but they don't necessarily have to carry around a 20-litre pail," said Gilson. "Farmers love using the oil dispensing equipment with pumping systems because you can just stick the nozzle into the combine. You don't have to lift a pail and risk spillage."

Larger quantities are also available to growers with on-farm storage capacity. Gilson said storage systems, such as vertically stacked tank systems and other customizable design options, have proven popular because they save space and match the exact needs of individual farms while helping them access better per-litre costs.

"For every business, profit and margins are vital to overall success. When customers choose to switch to bulk lubricants, it gives them the peace of mind of knowing that they are saving on packaging costs and getting the best deal," said Gilson, adding that many of his customers consider bulk storage an important business development investment. Financing options



to help reduce the burden of investment for bulk storage systems may also be available through local associations – speak to your local Co-op to learn what’s available in your location.

“Even on pre-packaged lubricants, we’re working with members to purchase larger volume amounts to get a better rate than you would purchasing individual bottles, jugs and pails,” said Gilson.

Going above and beyond is part of Co-op’s commitment to helping Western Canadian producers grow their businesses. Count on your Co-op team to help keep your operation running smoothly.

“Part of what we’re doing with the bulk delivery program is building those business-to-business relationships. Growers have million-dollar equipment that has to run properly, and we’re building trust. We don’t want the sales, we want the relationship.”

## PRODUCTS FEATURED IN THE BULK LUBRICANT DELIVERY PROGRAM INCLUDE:

### D-MO® (Diesel Motor Oil):

- 15W-40
- 10W-30
- SYNTHETIC BLEND 10W-30
- SYNTHETIC 5W-40

### T-HF (Trans-Hydraulic™) Fluid:

#### HYDRAULIC Oil:

- ISO 22
- ISO 32

### ELITE (Gasoline Engine Oil):

- Conventional 5W-20
- Conventional 5W-30
- PERFORMANCE SYNTHETIC 0W-20
- PERFORMANCE SYNTHETIC 5W-20
- PERFORMANCE SYNTHETIC 5W-30

### ATF (Automatic Transmission Fluid):

- DEX III/MERCON

# POWER YOUR HARVEST

WITH CO-OP

BE READY FOR THIS YEAR’S HARVEST AND SAVE UP TO \$500 WITH CO-OP® PREMIUM LUBRICANTS!



High-quality lubricant products that protect your equipment help you start harvest in the best possible shape. Co-op Lubricant Advisory System (CLAS) makes it easy to choose the correct lubricant based on the make and model of your equipment.

Prepare for the busy season during the Co-op Harvest Oil Sale. From July 17 until September 17, 2025, you can save up to \$500 when you purchase the following Co-op Premium Lubricants:

- D-MO® (Diesel Motor Oil) 15W-40
- D-MO® (Diesel Motor Oil) 10W-30
- T-HF (TRANS-HYDRAULIC Fluid)

\*Product must be purchased during the Harvest Oil Sale. May not be combined with any other promotional offers. Minimum purchase: 40 litres and/or a combo of litres and kilograms. Environmental charges extra (where applicable). Coupon valid on listed products/pack sizes only from July 17 – September 17, 2025. See in-store for details.

FUEL • LUBRICANTS • PROPANE

[www.agro.crs](http://www.agro.crs)



# FARM TO FORK

## FROM COOP TO CO-OP

A relationship that spans two decades is something to be celebrated. When it's a full circle, farm-to-fork relationship that benefits a locally owned business, a second-generation farm and many customers throughout B.C., it's a homegrown story to be shared.

Nestled in the heart of the Fraser Valley is Country Golden Yolks, an egg farm run by Jeff and Joleen Bisschop. Started by Joleen's parents in 1989, the Bisschops took over more than 20 years ago with the goal of producing the highest quality eggs for their consumers.

## Feed, fuel and producing local food

It's also been over 20 years since they became members of Otter Co-op, which has been supplying them with fuel to power their business and high-quality feed to help keep their chickens healthy, happy and productive. Working together for so long has enabled Co-op to understand their business and meet their unique needs.

"We've been able to tailor our services to support them as best we can," said Vafa Alizadeh, AVP of Ag Solutions at Otter Co-op. "In return, they've been very loyal partners for both our Feed and Petroleum divisions. We look to continue that relationship for years to come."

The Bisschops aren't only customers of Otter Co-op – they are also suppliers. Their Country Golden Yolks free-range eggs can be found in Otter Co-op Food Stores. Free-range eggs are produced by chickens that can roam freely within the barn and have access to the outdoors to feed on ground cover during the day and have a warm, safe place to roost at night.

Along with providing a cage-free environment for their hens – feed, water, lights, air – to ensure the comfort and health of the birds. "We make sure that the animals are happy; they've got their feed and they're comfortable," Jeff said. "If we don't have a comfortable hen, we don't get eggs."

## Birds of a feather

Both the Bisschops and Otter Co-op see the value of working with and supporting local businesses. "Working with local producers helps us bolster the local economy and agriculture within our trading area," said Alizadeh. "It also helps us offer fresher and higher-quality products and gives our customers the opportunity to support hyper-local and Western Canadian businesses as they seek to keep their dollars close to home."

Jeff and Joleen agree. "When you buy from local farmers, processors, businesses, et cetera, you're supporting a sustainable B.C. economy. Think globally, act locally," Joleen said. "We appreciate Otter Co-op and the work they do to help us supply the public with healthy and nutritious eggs."



From left to right: Colin Terpstra, Corney Luteyn, Joleen Bisschop, Lauryn Bisschop, Braden Bisschop. Front: Jaxon Bisschop.

## Empty nesters

Jeff and Joleen's four kids may have flown the coop and have their own homes, but they're all still involved with Country Golden Yolks. Their son manages the farms and his wife and the Bisschop's eldest daughter pick eggs. Their younger daughters help with paperwork and marketing and their

sons-in-law help wherever needed. The Bisschops also have a young grandson who loves the chickens and helping Grandpa and Grandma in the barns.

Helping out with the farm business is obviously something the whole family finds joy and pride in. As Jeff said, "Egg farming is a 365-day-a-year job, but we are fortunate enough to be able to work with our family through all of this. It's just an awesome lifestyle."

## Always local

The next time you grab a carton of Country Golden Yolks eggs at an Otter Co-op Food Store, you'll know where they came from. And if you aren't close to Otter Co-op, you can be confident that the CO-OP GOLD® Eggs you are buying in your local Co-op Food Store are sourced from a local farmer in Western Canada.



To read more uniquely farm-to-fork stories, scan here.



## Trusted Advisors

With expertise in soil science, plant nutrition and crop production, the Co-op Grow Team can provide crop input recommendations tailored to your farm, so you can make informed decisions from the beginning of seeding to harvest and beyond.



## Data-Driven Decisions

With Co-op AgZone, Grow Team members have access to a dynamic suite of digital solutions. AgZone® FIELD collects critical data such as crop plans, planting and yield records, remote imagery, soil data and more. It's a comprehensive agronomy tool designed to simplify your decision-making.



## Customized Crop Solutions

Co-op Grow Team members work closely with farmers like you to customize crop plans and optimize output. By setting benchmarks, defining goals and guiding on all aspects of field management, the Grow Team partners with growers to improve production, profitability and soil health.



## Extensive Private Brand Portfolio

Controlling weeds, disease pressure and harmful insects is a complicated business. Grow Team members have access to an extensive portfolio of Co-op private brand crop protection and biostimulant products, expertly designed to help growers optimize yields, without the premium price tag.



**HERE FOR  
YOUR FARM.**

**HERE FOR  
YOUR FAMILY.**



## Helping Communities Grow

Co-op's strength lies in its connection to Western Canadian farming communities. We understand the importance of supporting our neighbours, offering trusted advice and personalized services to our ag customers. Building strong connections is essential to keeping communities vibrant and sustainable.



## Keeping Profits Close To Home

Co-op is made of people from your community – your friends and neighbours – and we work hard to make things better right at home. Our profits stay in the communities where we operate. Whether that's through creating good jobs, giving back to local organizations, or providing returns to Co-op members like you, it's all part of what makes Co-op a different kind of business.

**\$1.2B**  
BACK TO MEMBERS  
IN THE PRAIRIES

SINCE 2020

**\$1.1B**  
INVESTED IN THE  
PRAIRIES

SINCE 2020

**Providing trusted advice.  
Building communities. Sharing profits.**

