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at  
A&L Canada  
Laboratories, Inc.**

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## Happy Holidays and Happy New Year. Holiday hours

December 24-26 2007 Closed

December 27-28 2007 Office Closed/ Receiving at dock 8-3:30 pm

December 31 2007 Closed

Januray 1 2008 Closed

## A&L Canada Laboratories and Spectrum Technologies

### Spectrum Measurement Technology

In response to past inquiries, we are excited to announce that A&L Canada is now distributing affordable, leading-edge measurement information technology. Manufactured by Spectrum Technologies Inc., the products we are offering are focused on four primary groups:



1. Weather and Environmental Monitoring - including Weather Stations, Data Loggers and Software
2. Nutrient Management Tools - including Chlorophyll and Cardy Meters
3. Integrated Pest Management Tools - Disease and Insect Forecast Models and Degree Day Recorders
4. Soil Moisture and Quality Measurement - Soil Moisture Probes, Compaction Meters and Soil Moisture Data Loggers

We are currently featuring Spectrum's Sprayer Station. This unit allows you to measure air temperature, humidity, dew point, wind chill, barometric pressure and wind speed and direction. While on the go, the station uses its internal compass and GPS to compute true wind speed and direction.

Established in 1987, Spectrum products are available in over 60 countries. Call us today for more information!





## New additional laboratories services to be offered in 2008

### A&L Continues to Advance Their Soil and Plant Health Testing Services Utilizing "PCR"

Our soil and plant health division at A&L has undergone a number of advances and significant growth since it was created a few years ago with the expansion of our lab and services. The most significant technological advance in our industry and at our facility has been the introduction of DNA characterization using "PCR" technology to detect soil and plant health organisms. The main reason PCR is a natural for this soil and plant health application is that it can rapidly detect very minute amounts and identify with precision the presence of these harmful organisms. As you well know rapid detection of disease causing organisms is crucial to minimize and avoid economic crop damage. More importantly as well as new disease causing organisms move in and begin to infest our crops, its just as crucial to ensure they are screened for, to avoid contamination and reduce the risk of these moving into clean areas. PCR technology has all these capabilities of early detection with the highest degree of precision, rapid reporting, and reliable results.

So what really is this PCR detection tool? In its simplicity PCR is short for "*polymerase chain reaction*". So now you can understand why it is commonly referred to just PCR. The PCR technology basically magnifies the DNA genetic component of the organism in question. Since these DNA components are unique to every living organism, the identification and matching of these is very precise.

The use of PCR at A&L has multiple biological applications, but being principally an agricultural service company at this time we will be using it primarily in our soil and plant division to detect and screen samples for the disease causing organisms that affect our agricultural clients most. There are many different harmful plant and soil diseases we can screen for, but due to the urgency and most need, we will be screening for both fusarium on seed, and club root in canola to mention a few.

Lastly, we would like to introduce at this time our newest member of our soil and plant health team Dr. Bertrand Tankoud Sandjong, a graduate specialist in the field of PCR. Bertrand as our PCR specialist will be managing the testing needs, and requirements of the PCR. As we develop more biological uses of PCR we will offer them to our clients.



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## Feed Analysis

Due to the continued growth of our feed testing business, we have expanded and enhanced our feed analysis services. This is made possible by the up-grade and addition of new generation NIR equipment. This state-of-the-art equipment will enable superior precision, repeatability, and accurate analysis of feedstuffs while maintaining the rapid, reliable, turn-around time you have come to expect from us.

Over the next few weeks you will be receiving information from us detailing these enhanced packages and services. We are excited about this commitment and investment and look forward to sharing the opportunities these services will present to your business.

## An addition to our environmental Department

Zerom is fluent in both English & Italian languages. He has worked as a senior GC/MS Analytical chemist with PSC/Maxxam Analytical Services & Environment Canada and he has accumulated over 8 years experience in the analytical laboratory setting, both governmental and private. Zerom is proficient in the set-up, maintenance and troubleshooting of a wide variety of analytical instruments. He provides quality analysis of organic compounds using GC and HPLC. He is currently helping to expand the organic section through method development of pesticides and organic compounds in order to meet company market trends.



## Upcoming Workshops in 2008

A number of you have already made inquiries regarding Agronomy Training and the scheduling of seminars for the coming months. March 12, 18 and 20 2008 have been selected as training dates and notice will be forwarded to you early in the New Year advising of location and course content. We are delighted by the continued interest and value you place on our seminars and look forward to delivering to you the information and the tools you need to serve your business and your clientele. Set these dates aside and we will be in touch.

## Potato School 2008

The 2008 Potato School will be held on February 26 & 27 at the Guelph Holiday Inn off of Stone Road. This years school will be held over two days in order to offer a fuller program as well as offer more time to meet with company representatives and our host program of presenters. This years program will include the latest innovations and technologies.

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## Potato Nutrition Seminar 2008

February 26, 27, 2008. GUELPH

Holiday Inn Guelph Ontario

(519)-836-0231 or 1-800-465-4329 for room reservations

The A&L Potato Seminar 2004 will provide participants with an understanding balanced soil fertility, physiology of the potato and nutritional properties for both yield and quality, seed performance, weed management. This program is designed to meet the needs of growers, consultants, scouts and those that need in-depth information about proper potato nutrition and quality.

### Schedule:

#### February 26, 2008

11:00-1:00 Registration

1:00-5:00 Program

#### February 27, 2008

8:30-12:00 Program

12:00-1:00 Lunch (included)

1:00-4:30 Program

### Registration Fee:

-\$95.00 per person (GST included)

-Registration is limited to the first 100.

-Includes A&L Reference Material

-payable by Cheque or Visa

**For more information please call**

**A&L at: 1-519-457-2575**

**Fax 519-457-2664.**

### Program Content:

Just a few topics covered by the seminar include:

- Plant Nutrition: Symptoms Physiology
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- Complete pro-active system for managing potatoes through the season
- The Role of Calcium Nutrition in Tuber quality – Dr. Jiwan Palta University of Wisconsin
- Weed Management and Disease –
- Potato Scab Management update
- IPM for Potatoes - Dr. Eugenia Banks

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### Registration Form: Potato School February 26,27 2008. GUELPH

Name: \_\_\_\_\_

Company Name:(if applicable) \_\_\_\_\_

Address: \_\_\_\_\_

Postal Code \_\_\_\_\_

Phone Number: \_\_\_\_\_

Number Attending (\$95/person): \_\_\_\_\_

Payment: Visa ( ) Cheque ( ) \_\_\_\_\_

Visa number \_\_\_\_\_ Exp.date \_\_\_\_\_

Name on Visa card (please print) \_\_\_\_\_

Total Registration Fee: \_\_\_\_\_

Please return this registration form and registration fee by mail or fax to reserve space:

**C/O: A&L Labs, 2136 Jetstream Road London, ON N5V 3P5 fax 519-457-2664**

**Don't forget to book your room directly with the Holiday Inn Guelph.**

**(519)-836-0231 or 1-800-465-4329**