

COMPANY NEWSLETTER



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**Disease diagnostics
for under \$30**

MEET THE NEW A&L CANADA LABS!

We are pleased to officially announce the completion of a 9,535 square foot expansion to our main facility in London, Ontario.

Construction crews have been hard at work to ensure its completion ahead of this year's fall soil sampling season. As part of this project, we have made several operational improvements:

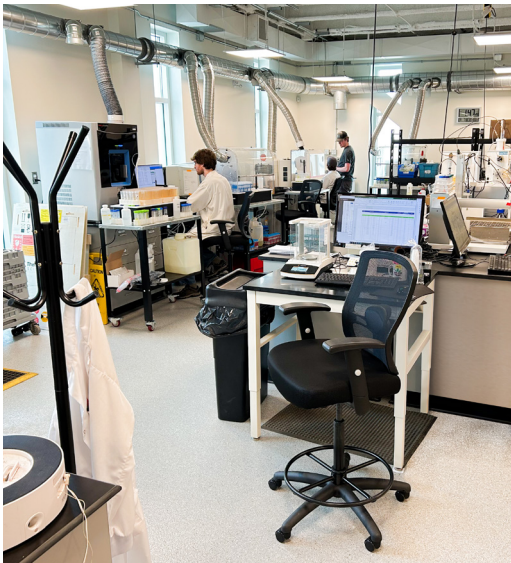
- *Added lab space*
- *Increased daily sample capacity*
- *Extended operating hours*
- *New lab equipment*

Continue reading for details and a look inside...

ADDED LAB SPACE

The addition brings 3,825 square feet of new lab space.

Parts of the original lab have also been renovated to increase the efficiency of sample flow throughout the facility. This includes a redesign of both the receiving and sample preparation areas to accommodate a new conveyor system.



INCREASED DAILY SAMPLE CAPACITY

As a result of the expansion, the lab will be able to accommodate a significantly higher number of soil samples per day:

- Up to 7,000 test results (an increase of 75%)
- Dryer space for 9,500 samples (up from 5,500)

Creating additional dryer space was a proactive step taken to not only reduce bottlenecks during the initial processing of samples, but to facilitate future lab expansions.

Extended operating hours

To take full advantage of the expansion, A&L has introduced a split shift to extend the operational hours of lab equipment. This reduction in downtime contributes to the increase in our daily soil sample capacity.

NEW LAB HOURS:

6:00am to 10:00pm,
Monday to Friday
(previously 6:00am to 3:00pm)

OFFICE HOURS:

8:00am to 5:00pm
Monday to Friday
(no change)

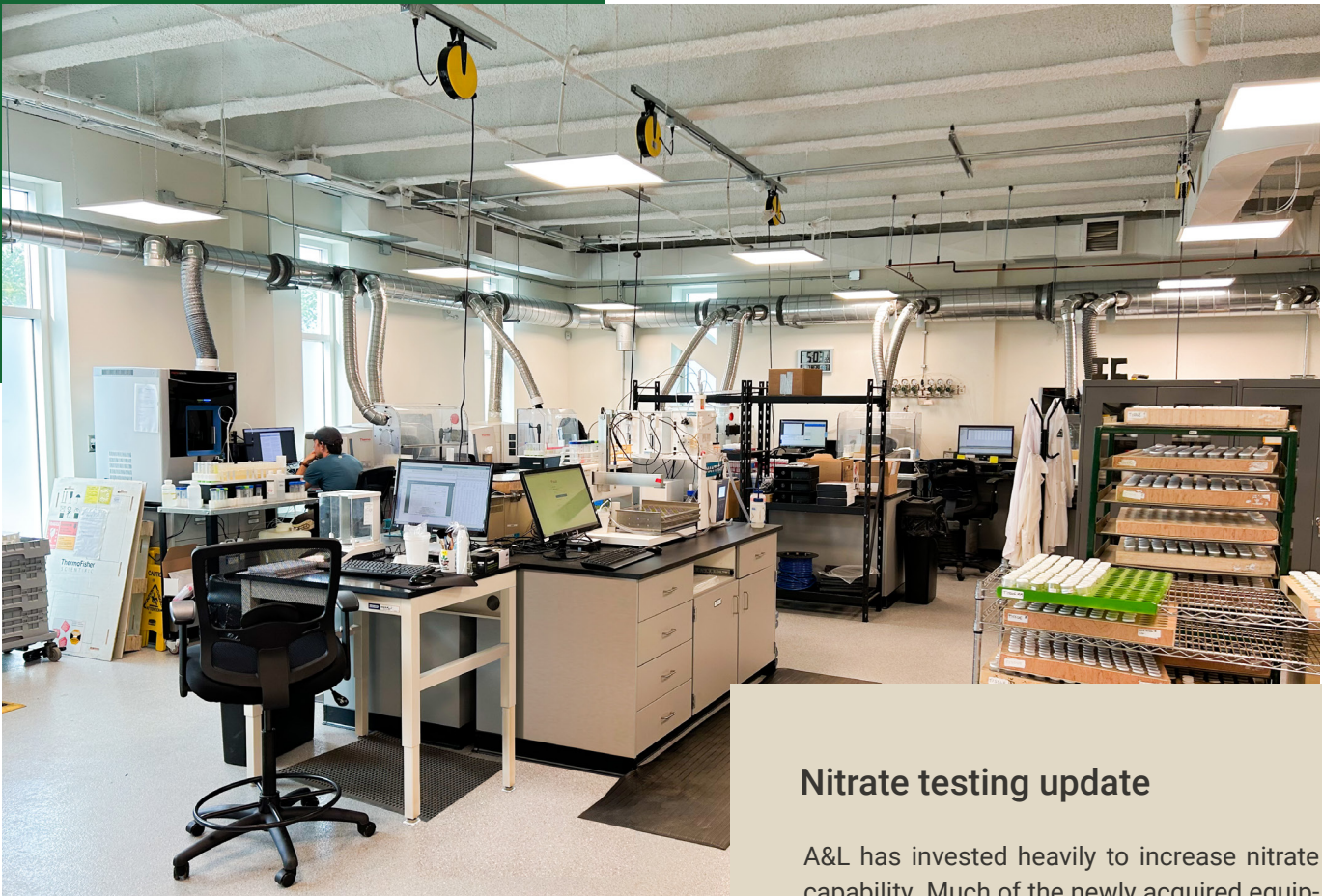
The number of samples dropped off to the lab on a daily basis can fluctuate throughout the season. The team at A&L is prepared to work additional Saturday shifts if the need should arise.



SAMPLE DROP-OFF

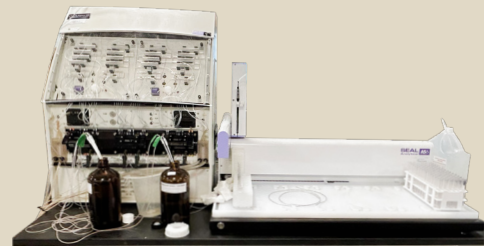
Outside of office hours, samples and submission paperwork can be left in the shed on the south side of the main building.

Reminder: Cannabis samples are NOT to be left in this shed and must be dropped off during office hours.



Nitrate testing update

A&L has invested heavily to increase nitrate capability. Much of the newly acquired equipment is specific to this particular analysis.



1 of 2 QuAAtro39 High Performance Micro Analyzers

NEW LAB EQUIPMENT

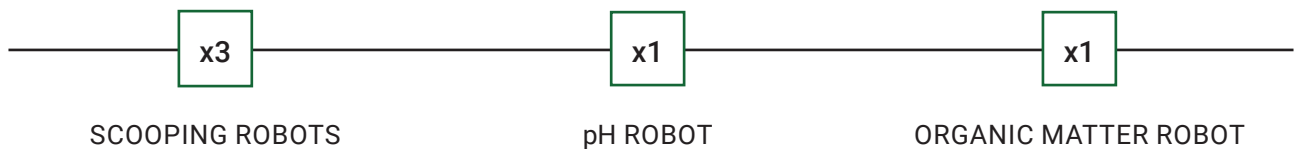
The added space has allowed for the introduction of several new pieces of equipment, including 5 robots.

The primary functions of the robots are:

1. *To increase the efficiency of sample flow through the facility, and;*
2. *To maximize the accuracy and consistency of lab results.*

These robots are also intended to replace various manual processes, which will allow a number of staff members to be utilized elsewhere. For example, the 3 scooping robots need only be supervised by 1-2 staff members as opposed to the 6-7 previously required to complete the same task.

More importantly, A&L has invested in a long list of backup equipment and replacement parts. Preparations like these will significantly reduce the risk of operational interruptions during peak season when demands on lab equipment are extremely high.





Investing in automation

With the additional square footage in the lab, A&L was able to introduce a conveyor system to the sample login area. Not only will this help the overall flow of samples through the lab, it will also facilitate a new barcoding process. Improvements made to our Smart Submit mobile app will allow for further development of this process.



SMART SUBMIT

Scan the QR code below to download our Smart Submit mobile app! Compatible with Apple & Android devices.



- *Generate submissions for soil, plant, and feed*
- *Submit sample information electronically*
- *Access disease diagnostic services for under \$30 **

* Experiencing disease pressure in the field or greenhouse? Use the app to upload your photos for visual inspection. Charges will only be applied to your account if the team at A&L is able to make a positive identification. Contact us for more information.



Welcome back Ken!

We are excited to announce the return of Ken Galloway to the A&L team. Mr. Galloway is a graduate of the University of Tasmania with a bachelor's degree in Agricultural Science. Ken brings great experience from past roles with multinational companies in the seed, farm supply, and horticultural production industries. From his home base in Kelowna, Ken will service the lower mainland of BC as well as central Alberta.

Need a hand sampling this year?

A&L has recently brought field collection services in-house to provide a seamless experience to clients. The collections team is rapidly expanding to ensure these services are widely available across Canada.

SOIL COLLECTION:

Bulk, zone, or site specific (grid) sampling options are available

OTHER SERVICES:

- Plant tissue sampling
- Satellite & drone imagery
- SoilOptix

To arrange for field collection this fall, talk to your retailer or local A&L representative. Time slots are limited - act quickly!



BILLING NOTICE

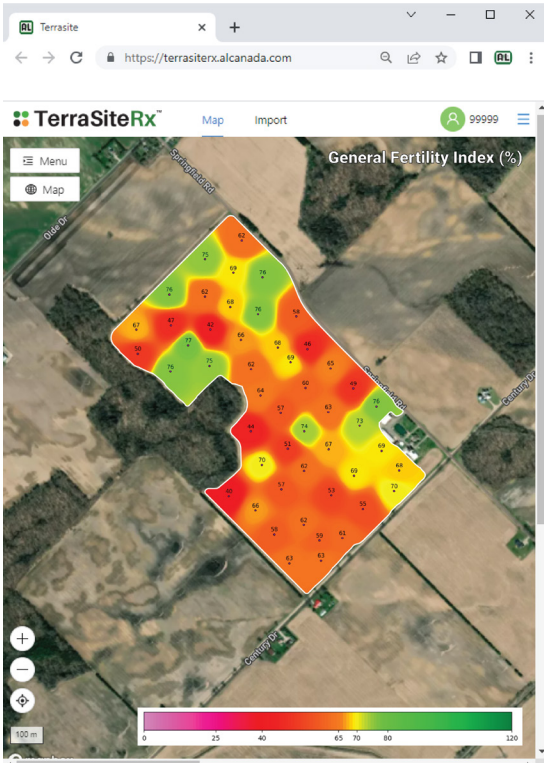
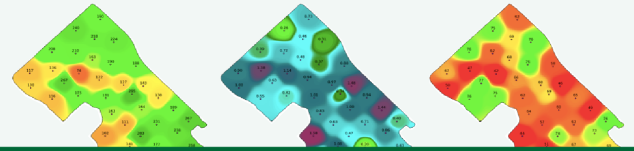
Invoices for field collection services will now come directly from A&L Canada Laboratories Inc. If you have any questions or concerns, please reach out to the A&L finance department:

financesupport@alcanada.com



Contact us for a FREE trial!

MULTI-LAYER FARM DATA FOR ENHANCED DECISION MAKING

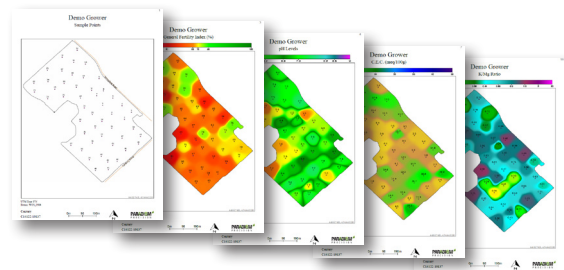


REQUEST YOUR FREE TRIAL

TerraSiteRX™ is free until the end of 2023!

Clients who order site-specific soil collections through A&L will receive complimentary, no obligation access to our web-based platform. Contact us to schedule a demo today.

info@terrasiterx.com



Using GPS technology and site-specific soil data, TerraSiteRX™ produces maps to help visually analyze data and compare results to observations made in the field. A standard set of soil maps includes 30 layers.