



IN THIS ISSUE

- Client Spotlight: KIEF CANNABIS COMPANY
- Meet the NEW ADDITIONS to the A&L Cannabis Labs Team
- LAB UPDATES: New Test Packages, HLVD Updates, and more
- Upcoming Industry Events – FREE Virtual Packaging Forum
- A&L Cannabis Labs Contact & Team Map



AGRONOMIC SUPPORT SETS CROP UP FOR SUCCESS

“You guys changed the course of my business and I'm so thankful.”



During a visit at KIEF Cannabis Company in Manitoba, representatives from A&L were able to assist in the correction of an issue that could have resulted in significant yield losses and reduced quality.

The plants were being grown in Coco Peat – a common substrate. Staff from the lab were able to identify signs of sodium toxicity and suggested the substrate as a potential source. To confirm suspicions, samples of the substrate were collected and brought back to A&L Canada Labs for an S8C organic soil analysis.

The results showed elevated levels of sodium that would have resulted in yellowed, wilting leaves – the same symptoms seen on plants at KIEF. To avoid further damage, a recommendation was made to flush the root ball and transplant into fresh soil. Here's what Jesse Denton, founder of KIEF Cannabis Company, had to say:

“About two weeks after potting they re-gained colour, started to shoot fresh white roots and looked like a completely different plant.”



Since that visit, the team at KIEF have been sending regular plant tissue samples to the lab and enrolled in A&L's Plant Monitoring Program (PMP). Maintaining a regular PMP testing interval will allow them to track nutrient levels throughout the grow and adjust inputs when necessary.

**Experiencing symptoms of stress in your own crop?
Contact A&L today and discover what we can do to help.**

BUSINESS NEWS**THE A&L CANNABIS LABS TEAM IS GROWING**

We are pleased to welcome two new members to the A&L Cannabis Labs team! Clients across Ontario can expect introductions over the coming weeks and months as they get to know their territories.

Tanya Franklin

**Business Development Representative
Southwestern Ontario**



Tanya is transitioning from the Deveron side of our team where she worked as an Account Executive. She brings a decade of experience as an agronomist with a focus on specialty crops including cannabis. Her passion for agriculture stems from early years growing up on a farm in Elgin County. Tanya holds a Bachelor of Business Economics from Brock University where she majored in Finance – graduating with honours. She will be based in Aylmer, ON.

Hillary Field

**Business Development Representative
Northern & Central Ontario**



Hillary joins us from another segment of the cannabis industry. She brings two years of management experience from the cannabis retail space in midtown Toronto. As well, she spent time working as a Territory Manager for a licensed producer. Hillary graduated from Mohawk College. Her knowledge of all sides of the industry will be an asset not only to our clients, but also to our team. Hillary will be working out of Toronto, ON.

LAB UPDATES

A&L NOW ACCEPTING ROOT TISSUE FOR DISEASE DIAGNOSTICS

Detection of Hop Latent Viroid (HLVd) may be improved by the addition of root tissue in disease diagnostic samples.



Early studies have suggested that HLVd may be more easily detected in root tissue of affected plants as opposed to leaves. As such, A&L will now be accepting samples of root tissue for HLVd testing. Additional information will be shared as it becomes available.

It is recommended that samples submitted for HLVd testing include either root tissue, leaves from older growth, or both. In instances where root tissue is not available, you are encouraged to collect 5-10 leaves of old growth from the plant.

The sample should be put in a Ziploc bag and shipped with the filled submission form (Chain of Custody) to A&L by overnight express mail.

LAB UPDATES

NEW TEST PACKAGES

A&L Canada Labs is now offering the following services for the cannabis industry.



ANALYSIS	CODE	AMOUNT	TAT
12 Heavy Metals - ICP-MS - Cd, As, Pb, Hg, Ni, Zn, Sb, Cr, Co, Cu, Mo, Se; the existing EPZMM package only tests the 4 regulated heavy metals (As, Cd, Pb, Hg)	HM12MM	5 g	3 day
Water Activity (Aw) - recommended for all dried cannabis to accompany Moisture/LOD; recommended for edibles/food	AWMM	2 g	3 day
Ochratoxin A - previously only available as part of a package with aflatoxins	O01OCRAT	2 g	5 day
Caffeine - caffeine levels for infused beverages, chocolates, etc.	O01CAFNE	3 g	3 day
Weight Variation for capsules	WVMM	10-30 capsules	1 day



New pricing is in effect for these and other Agdia products.

AmplifyRP XRT for HLVD

Real-time isothermal amplification kit for use with a fluorometer

Comes with 48 reactions

\$903.50 CAD

Amplifire® Isothermal Fluorometer

Portable fluorometer

\$12,805.00 CAD



Check out the full flyer [here](#) for product specifications.

Agdia has been a leading provider of plant pathogen diagnostics since 1981. A&L Canada Laboratories is the exclusive distributor of Agdia products in Canada. A full range of Agdia products for in-field diagnostics is available online through the A&L Canada website at: <https://www.alcanada.com/content/products/agdia-store>

UPCOMING INDUSTRY EVENTS

Keep up with the cannabis industry by attending these events in 2022 & 2023!



Lift Conference & Expo

January 12 - 14, 2023 – Vancouver, British Columbia
<https://liftexpo.ca/lift-co-expo-vancouver-2023/>



CannaTech @ Pacific Agriculture Show

January 26 - 28, 2023 – Abbotsford, BC
<https://www.agricultureshow.net/cannatech/>

CONTACT INFORMATION

A&L CANNABIS LABS

For cannabis or hemp related questions, please email: clientcarecannabis@alcanada.com

A&L Canada Laboratories Office

2136 Jetstream Road,
 London, Ontario N5V 3P5
 Tel: 519-457-2575 · Toll Free: 1-855-837-8347
 Main website: www.alcanada.com

Julie Mollard Manager Client Services
 Email: jmollard@alcanada.com
 Tel. 519-457-2575 ext. 223

Rebecca Aves Cannabis Customer Service Lead
 Email: reception@alcanada.com
 Tel: 519-457-2575 ext. 240



Quick URL

www.alcannabislabs.com

A&L CANNABIS LABS REPRESENTATIVES ACROSS CANADA

SOUTH SASK + MANITOBA
 Jill Debenham
jdebenham@alcanada.com

QUEBEC
 Katherine Murray
kmurray@alcanada.com

MARITIMES
 Holland Cahill
hcahill@alcanada.com

SOUTH BC + CENTRAL ALBERTA
 Ken Galloway
kgalloway@alcanada.com

SOUTH ALBERTA + NORTH CENTRAL SASK
 Noah Bertholet
nbertholet@alcanada.com

NORTH + CENTRAL ONTARIO
 Hillary Field
hfield@alcanada.com

SOUTHWESTERN ONTARIO
 Tanya Franklin
tfranklin@alcanada.com