



Your Soil is Unique!



Every farm is unique – and that’s especially true of the soil beneath your feet. There may be differences in slope, drainage, till, weed spectrum, pathogens and of course, soil fertility including micronutrients. Even though your acres are unique, however, there are certain trends in soil fertility that can be broken out by region. Based on its analysis of thousands of soil and plant tissue samples, A&L Laboratories has noted some differences in soil fertility our clients should be aware of. This data may help you to determine how likely it is that your fields have a specific nutrient deficiency that you can remedy. Here are a few examples from 2018 Plant Tissue Samples submitted across multiple crops where key macro and micro nutrient deficiencies were identified.

		Nitrogen	Phosphorus	Potassium	Sulphur	Boron
Western Canada	% of Tissue Samples Deficient and Low	13%	20%	22%	14%	60%
	Average Measurement	4.99%	0.44%	4.07%	0.58%	19 ppm
Eastern Canada	% of Tissue Samples Deficient and Low	32%	25%	33%	26%	52%
	Average Measurement	3.86%	0.42%	3.80%	0.40%	24 ppm
Maritimes	% of Tissue Samples Deficient and Low	8%	48%	14%	56%	84%
	Average Measurement	4.18%	0.28%	9.49%	0.21%	24 ppm

Although these trends may be indicative of your area, the fertility of your soil is based on cropping history and other factors unique to your operation. To gain a precise understanding of your soil’s fertility profile, why not take advantage of A&L’s plant tissue testing services. There’s still time to address nutrient deficiencies with foliar application so that your crop can realize its full genetic potential.

To learn more about in-season plant tissue analysis for your 2019 crop, click <https://www.alcanada.com/content/solutions/plant-analysis>

Maximize Your Crop’s Profit Potential With A&L’s Plant Monitoring Program

For some growers, once spring fieldwork is complete and the seed is in the ground, there’s nothing left to do but hope for the best. With the crop diagnostic services available at A&L Canada’s labs, however, you still have plenty of opportunity to increase yield and improve crop quality using Plant Tissue Analysis, part of A&L’s Plant Monitoring Program (PMP).

Of course, you can analyze some of the crop’s health in-field. Do the plants look healthy or stressed? Has there been enough moisture to feed the crop? Are the roots spreading as they should? Are they under attack by insect pests or disease? While in-field observation can give you a general impression of the crop, only tissue sampling can provide specific, accurate data that you can act upon with in-season foliar application.





With PMP, A&L can help you identify your crop's nutrient status as it affects crop quality, yield – and ultimately, return on investment. It's simple to take advantage of this innovative service. Enroll in PMP and select the fields and crops you want to monitor. Note that there is no cost to enroll in the program – fees only apply to the actual tissue testing. Each field will be assigned an ID so that you can track the crop's progress. It pays to test throughout the growing season as nutrient supply and availability may vary as the crop progresses. In most cases, A&L can provide results the day after your tissue sample has been received. With online reporting, you can be ready for a foliar nutrient application within the same week you provide the sample.

A&L recommends that you begin PMP early in the growing season when it's critical to get your crop off to the best possible start. To learn more about how the PMP works, click <https://www.alcanada.com/content/references/pdf-content?pid=Plant%20Monitoring%20Program>

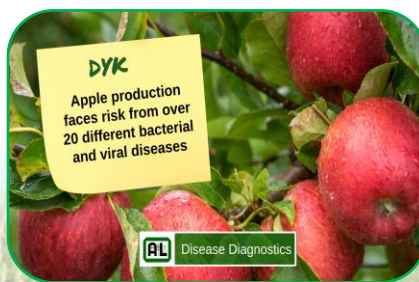
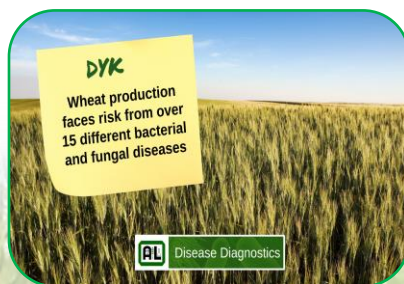
Make sure your crop has all the nutrients it needs to thrive – with accurate, next-day reports on crop fertility from A&L's Plant Monitoring Program.

Check for Up To 400 Pathogens With A&L's Disease Diagnostics

Left undetected, crop disease can severely limit yield and quality in your most valuable crops. These crop challenges can be especially acute following wet springs, as much of North America has experienced so far in 2019. As a state-of-the-art diagnostic lab, A&L Canada can screen for a wide variety of crop disease issues such as bacteria, fungi, viruses and phytoplasmas, including greenhouse and turfgrass as well as field crops. With PhD pathologists on staff, our expert A&L team uses molecular technologies to produce accurate diagnoses within 3-5 days.

To get started on A&L Disease Diagnostics, click <https://www.pdd.alcanada.com/>

A&L Canada is also a retailer for Agdia Immunogen® Pathogen Tests, which can enable you to test for certain crop diseases in-field. These strips can identify up to 50 pathogens, depending on the crop. To find out more about Agdia Immunogen Pathogen Tests or to order, click <https://www.alcanada.com/content/products/agdia-store>





A&L Canada Values Your Privacy



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Save Time, Pay Online



E-commerce and online payment now represent a huge share of today's global marketplace. Those who buy goods and services online appreciate the convenience, time-saving and the assurance provided by merchants. Online payment systems such as VISA Verify provide an additional level of security for customers.

A&L Canada Labs offers online payment to its customers, regardless of your location. Many A&L customers have already switched from phoning in their credit card to paying online. Accessing online payment is fast and simple. Here's how it works:

- From the alcanada.com home page, click on Payment on the top navigation bar.
- Enter your client ID or create one if you have not already done so.
- From your client dashboard, select one or more invoices to pay in part or in full. Keep in mind that you will have the opportunity to preview your payment before it processes.
- For your first online payment, you will need to enter your name as it appears on the card, credit card number, expiry date and security code (those three numbers on the back of your card). Payments can be made by VISA (protected by VISA Verify) or MasterCard (protected by ID Check).
- Once you complete your transaction, you will receive an email to confirm your payment and another email that serves as an invoice.

For future transactions, you will only need to provide your credit card security code. Everything else will be still be on file in our secure system. Over time, you can also review your payment history to ensure your records match with A&L's.

Pay online once and it will soon become second nature. With secure online payment to A&L Canada, you can free up valuable time to focus on the rest of your business.

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