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The Cutter's Edge



In This Issue

PIPE AG Software: Built by a Farmer for a Farmer

10 Farm Safety Elements for a Safe & Healthy Farm

The Doyle Family: Dreamin' in Green

Covid & Protecting Against the Tax Grab



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President's Message

Every issue of The Cutter's Edge is chock full of feature articles related to the harvest industry. This issue's harvester profile is on Ryan and Kathryn Doyle and their 6 incredible children. The Doyles have been loving harvest life for 18 years.

Our dealer profile on PIPE AG focuses on software built by a farmer for the farmer. Roark Thompson installs an iPad with the PIPE AG software on every grain cart, combine and semi truck. A sensor is tied into each machine reporting to its iPad and all the machines are synced. Every operator has live data about how full each combine is, when the next truck will be back or the weight on the grain cart plus much, much more.

The last two issues of the magazine covered the importance of a safety program and an employee handbook. This finale to the series discusses the plan for a safe and healthy farm.

Another current issue refers to Covid and the future of taxation. TSG Insurance tells us how to protect against the tax-grab.

Our AGM was virtual on December 4, 2020. There was a vote that the executive remain the same. Thanks to our board for your continued commitment. We announced the scholarship winners which you will read in the pages ahead. Lastly look for details to book your room for the next ACCHI Convention from December 2-5, 2021.

I hope you enjoy this issue of our magazine. Wishing all custom harvesters a great season. Here's hoping you all encounter good weather and great crops.

From the ACCHI Office

I hope that everyone has persevered the year of the unknown. The weather is beautiful at the farm today. The snow is melting although we still have lots to go. For some areas of the southern prairies seeding will be underway early April.

The majority were able to get crop in bin in a timely fashion last fall due to the cooperative weather. The ACCHI office did not receive as many calls as other years when panic sets in.

The winter months have been very quiet at the office. I am sure a lot of this is due to the Covid-19 pandemic.

The current restrictions caused us to cancel the in-person 2020 Annual Convention. We hosted a Zoom business meeting and I wish to thank everyone who took the time to join us. It is the participation of the membership that helps keep the Canadian Custom Harvesters Association running, along with the sponsorship we received!

We have initiated plans for our 2021 Annual Meeting and Convention to be held in Saskatoon, Saskatchewan from December 2-5. The host hotel for our event will be the Saskatoon Inn and Conference Centre. There is a block of rooms set aside so please book before the November 16, 2021 deadline. You can book online at:

<https://www.saskatooninn.com/rooms-and-suites.php>

This is our trade show year therefore there will be representatives from our sponsors on hand to have a one-on-one chat with you regarding any questions you may have regarding equipment, insurance, etc.

Our harvesters who head south will have started their paperwork for the process required to get across the line. Many of our Canadian harvesters have social media pages on Facebook, Twitter and Instagram so others may follow their fascinating travels.

Throughout the pages of this magazine you will find many current, industry related articles for your reading pleasure. We are very grateful to all of our contributors as well as our advertisers. We are also very pleased with our publisher Tammy, in Manitoba, who does a wonderful, professional job of each issue of The Cutter's Edge. If you have any article ideas or would like to advertise contact Tammy at 204-377-4384.

If you have a topic that you are interested in learning more about at the Convention, please let me know and I will work at finding speakers that can provide us with information.

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In Loving Memory...



Dave Kirby 1954-2020

David Kirby of Rouleau, SK passed away on Thursday, June 11, 2020 surrounded by his family. Dave was a long standing member of the Canadian Custom Harvesters. He lived a full life and was the kind of man who made his imprint on everyone he met. Your harvest family will always remember your years of contributions and your warm smile. Much love to the Kirby family.



Hector Cote 1940-2020

Hector Cote of Daysland, AB passed away peacefully on November 20, 2020, at the age of 80. In 1977, Hector and his brother-in-law started a custom harvesting business which would become his favorite career for the next 35 years. He enjoyed travelling to the USA with his wife Donna and a crew, often with his children, in-laws, or grandchildren joining them. All the harvest friends you made over the years will miss your visits and smile. Our deepest condolences to Donna Cote.



Bernice Hennig 1940-2021

Our Association lost a special lady this year. Bernice Hennig, from Stony Plain, AB passed away March, 2021. You were always sure to see Bernice at our conventions with her loving husband Roland of 59 years and their son Perry. Every year Bernice donated her beautiful handmade toques to the auction; toques that are lovingly scattered across Canada in the homes of harvest friends. Rest In Peace wonderful lady. You will never be forgotten. Our prayers are with the Hennigs.

NCAE Annual Meeting

Article written by: Jenny Bashutski

The February, 2021 National Council of Agriculture Employees was held virtually. Although I missed visiting DC, it was nice to enjoy it from the comfort of my home. The president of NCAE Michael Marsh and his right hand man, Niguel, did an excellent job. There wasn't any news in the way of changes to the H-2A application process, which is a good thing. They announced there would be some minor changes to the FLAG system. DOL said that the addition of the FLAG system last year has been a game changer for them and for us, as applicants. I sure do appreciate it!

Brian Pasternak of DOL stated that he felt the biggest missed opportunity for them and for the applicants, especially custom harvesters and sheep herders, was that the government withdrew the final rule that they'd been working on for the past 3 years. It is not completely thrown out, but under review at this time. This final rule would've helped modernize and streamline the process and special procedures that help get a labor force to move in an itinerant way. That said, everything this year looks to be going forward as it has in the past.

The AEWR and meal and subsistence for 2021 have been published since the meeting was held. NCAE is still working on a freeze for the AEWR as it seems to be increasing at a much higher rate for farm laborers than in any other industry.

One other thing that I found interesting was that 2020 was a record breaking year for H-2A applications and at the time of the meeting, they had already seen a 29% increase in applications compared to 2020 for the first quarter. The certification rate was still holding at around 96% and has been there for many years. This shows that the higher amount of applications hasn't affected approval rates. Notice of Deficiency rates for the first quarter of 2021 was 27%, down a little bit from 39% in 2020. NOD rates are a big deal because they indicate if cases are getting certified on time. Completion rate of applications was above 70% compared to in the 60% range for 2020. This means applications coming in with all the proper documentation are up and this also helps get cases certified on time.

There will be a pilot program for Covid-19 testing in Mexico before H-2A workers enter the US. This will be voluntary for those who choose to participate. Also, essential workers in the US, including those on H-2A visas, will be eligible for the Covid-19 vaccination upon arrival, shall they want it. I will note that currently anyone entering the US via air travel must supply a negative test within 3 days of their departure day regardless of their citizenship. This pilot program is for those entering by land from Mexico.

I wish everyone a safe and prosperous harvest season and a smooth paperwork process!

2020 Scholarship Winners

At the online annual convention last December, two scholarships were awarded to two recipients for 2020. Baylie White was awarded the Debbie Hepworth Memorial Scholarship. Hunter Gallagher was awarded the Cliff Petersen Memorial Scholarship.

Two scholarships in the amount of \$1500 each are available to family members of ACCHI members. Applications can be sent in any time. Please email the completed application to bashutskiharvesting@live.com The deadline is October 31, 2021.

Applications are available online at acchi.com on the Scholarship page. Scroll to the bottom of the page and click to download the Scholarship Form.

Winners will be announced at the ACCHI Annual Convention in December. Winners must be in attendance or have someone in attendance to accept.

"Thank you for awarding me one of the scholarships. I always enjoyed going to the convention when I was younger and I am very grateful. These funds will help me a lot when I start attending NDSU to major in Horticulture in fall, 2021." - Thanks again, Hunter



PIPE AG

Software built by a farmer for the farmer.

Article written by: Tammy Gigolyk, Sundown Graphics



Roark grew up on the 2,000 acre Thompson family farm in Ohio. He always knew he wanted to farm and when he turned 18, Roark along with his brother partnered with their dad. Over the next 12 years they expanded to 12,000 acres. As the farm grew in size Roark saw a need to manage and setup technology.

Although farming was always Roark's main focus he had an exceptional passion and deep understanding of technology. At the age of 14, Roark was given a Nextel phone to fix. The young teen took it apart and easily repaired the problem and was rewarded with \$50 for 15 minutes work. How computers worked and unfamiliar pieces of technology just naturally made sense to Roark.

PIPE AG initiated with the need to solve their own problems on the farm. How the business started is an amusing story about a visit Roark had with his local techy equipment dealer. Roark enquired, "why don't all of these screens and technology talk to each other across all brands and across all types of equipment and sync automatically". His tech laughed and told him that if he thought it was that simple he should just build it. They both laughed and walked away but Roark thought, "OK I

will!". The challenging idea of PIPE AG was born right then and there. A competitively priced technology that could sync across all brands of equipment, give you all the actual information needed and be extremely easy to use.

To get started, the PIPE AG app runs on an iPad that is installed on every grain cart, combine, and semi truck. A sensor is tied into each machine reporting to it's specific iPad. Every machine has a satellite imagery of where you are, and where everyone else is ALL LIVE along with their specific values. So if you're running the grain cart, you can see how full each combine is within 1% or when the next truck will be back. If I'm in the combine I can see the weight that is on the grain cart. But also every load that is been dumped, who did it and when, and the moisture. This real-time information is all automatic without any input from the operators. We give this



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tool to everyone in the operation. If every employee has a tool to help them make better or more educated decisions in-field, then the operation as a whole starts to gain efficiency.

PIPE AG tries to solve problems for all custom harvesters. We give address-less driving directions to equipment, dumps and fields so new employees can clearly tell where they need to be or how to get there. We show field lines so noone cuts where they are not supposed to. Instantly create compaction maps for controlled traffic during harvest in all of your fields that all carts can instantly see. The app automatically track all IFTA and there is a ticket page for drivers to enter their tickets. No more calling on the phone or radio to the last truck "what was your moisture?" The second that you are done cutting the field and the last load is in, you know exactly how many pounds came off that field, and the bushels they hauled, miles, and the moisture.

Bray-dan Harvesting is a Canadian custom harvester that signed up for a PIPE AG demo last year. Roark recalls getting to the job and realizing that the local John Deere dealer had accidentally

- wired the scales on the cart incorrectly.
- It was late afternoon on a Saturday and he worked tirelessly along with 4 mechanics at the dealership to tear everything apart and start over. The team completed the install just before midnight. The next morning, Roark had the cart working and calibrated just before the rain. Braydan Harvesting was impressed by the great customer service, "Roark is dependable and went above and beyond to get us setup. PIPE AG is an affordable option and we are ecstatic to be running a more efficient, productive harvest operation."
- PIPE AG integrates with anyone who wants to. Roark believes that no one company can solve all the problems and vast needs in agriculture. They work with partners like Agrimatics who are trying to innovate new and amazing solutions for agriculture. They recently started to talk with Elmers Manufacturing and John Deere Operations Center to integrate their solutions as well. The more ag tech companies work together, the better solutions and overall experience for the harvester.

To learn more about PIPE AG visit their website www.pipeag.com or feel free to contact Roark Thompson at 855-747-3240.



10 FARM SAFETY ELEMENTS

A Plan for a Safe and Healthy Farm

Part 3 in a 3-part Farm Safety series

Article written by: Terry Samborski, Write it Right

Photos by: L. Petersen Farms, Brown Acres Custom Harvesting & Richter & Son Towing Inc.



The last two issues of *The Cutter's Edge* featured articles on the importance of implementing a safety program and described a typical employee handbook to help you establish it. In this final part of the series, we will examine the elements of a plan for a safe and healthy farm.

1 Demonstrate commitment to keeping your operations healthy and safe.

By creating an employee handbook, implementing safety policies and procedures, and committing to these rules, you will demonstrate to your employees that safety comes first. Work site should be maintained in a clean and orderly condition. This exemplifies a positive degree of pride in workmanship while assisting in the reduction of hazards and incidents.

2 Involve your team.

As an employer, your responsibility is to inform your workers of any health and safety hazards at a job site, keep equipment in safe working order and properly label and store dangerous chemicals. Your employees also have

3 Train workers and supervisors.

It is your responsibility as employer to train your employees. Ensure that you go over the Employee Handbook in detail with new staff and go over the general rules periodically with all workers. They should be aware of potential dangers in the workplace and follow all health and safety procedures. There are special conditions unique to every workplace. These can have to do with terrain, trees, water holes and gullies on the farm. Ensure that these potential dangers are pointed out to all staff, especially new workers. The more training your staff has, the better the chance of avoiding incidents.

4 Assign responsibilities.

Part of your employees' job description should include procedures related to safety. Whether they are responsible

responsibilities. They are expected to work safely and encourage others to do so as well. They should inform a supervisor if there is anything going on that could affect work safety and ask for training if they need it. Employees have the right to refuse dangerous work and are expected to report unsafe work practices.

5 Regularly inspect your farm, equipment and procedures.

Maintenance is key in any workplace. Implement annual reviews and have an inspection checklist to ensure proper reviews. Work with your team to determine responsibilities and frequency of inspections.

6 Identify and control hazards.

Identify the most dangerous part of your operation. Be diligent in reviewing the hazard and coming up with a formal hazard assessment for this particular task. Train your team to review the assessment checklist before a task and when work processes or conditions change.

7 Control chemical hazards and biohazards

Workplace Hazardous Materials Information Systems (WHMIS) training is a must for every employee.

8 Prepare for Emergencies

Working alone or in confined spaces can add an element of compromised safety and procedures should be developed in both those cases to ensure safety protocol.

9 Investigate accidents and near-misses.

Your organization can learn from any accidents or near misses. Workers involved can point out what the dangers were and how mishaps can be avoided. Be strict about filling in a detailed incident report for your files and future reference.

10 Continually improve your plan.

Complete an annual review to make sure you are following and improving your health and safety program. Implement a joint worksite health and safety committee for 20 or more workers at a work site. Have a health and safety representative if you have 5-19 workers at a worksite

If the above elements are implemented, it is safe to say that your workplace will be well prepared for any incident or accident that may occur. Stay safe.



THE DOYLE FAMILY

Dreamin' in Green

Article written by: Brigitte Kelly, Sundown Graphics



On September 5th 1998, two young kids with full hearts and big harvest dreams said "I do". Kathryn and Ryan, both from farming families, knew exactly the life they wanted. They knew they'd spend their forever in agriculture.



Ryan worked at the local John Deere dealership in Lethbridge as an agricultural mechanic for 10 years before purchasing the family's first combine. It was thrilling and terrifying all at once. The Doyle's had to start off with only one machine and no trucks. They could only combine for farmers who could support them with their truck at first. As Kathryn and Ryan reminisce, they remembered how much influence the experienced custom harvesters had on their start-up. "We could always call and ask questions and they were all so willing to help!"

They value those lessons to this day. Many mistakes were made while knowledge and expertise set in. They slowly grew their business to 5 machines with supporting equipment; focusing mainly on small grains, oil seeds and pulse crops. They have now spent the last 18 years perfecting their business and loving harvest life.

Deciding on a life built around agriculture isn't just choosing a career, it's choosing a lifestyle. Kathryn and Ryan have six incredible kids who are all important members of a working team. They each have a role to play and their own big farm jobs to do.

Liam, the oldest, is 19 and has run equipment since he was 8 years old. Liam purchased an old '95 when he was only 11. He planted and harvested his own small crop each year. Last year he proudly bought his first machine to run with his father.

Kierstyn (16) and Grace (13) love harvest too; helping in the field and preparing meals for the family. They do laundry, go for groceries and help with the youngest three boys. Kathryn described her girls as "beyond their years wise and helpful".

Kaleb (9) has just started to run combine this year. He loves being out in the field and spending time with the guys. Kathryn says he is a natural like his older brother.

Lincoln (7) and Steele (6) bounce back and forth from the field to where their mom and sisters are. The fields are busy and with so much going on wise, safe decisions are a priority.

When asked to elaborate on her role, Kathryn responded easily... "I run for parts, food, kids, men, laundry, cleaning, and all the things that revolve around this amazing life we live!"

Although the Doyles wouldn't trade the rewards of harvest life for anything there are some stressful, tough days. To create a balance Kathryn doesn't only run for her family farm, she runs for her mental and physical health too. She runs to pray and think while she trains for half or full marathons.

Raising a harvest family takes a strong, structured, masterful human. Kathryn runs the homestead like a well oiled machine, knowing that she must take care of herself to care for all of the others.

Another passion of Kathryn's is the group HarvestHer created by Tracy Zeorian, a dear friend of hers. HarvestHER is a place where the women of harvest can tell their story to educate others about harvest - from a women's point of view. And it has turned into so much more! "It is a place of community, friendship and a sisterhood of women who love this life."

What's more Canadian than John Deere tractors and a well worn pair of hockey skates? Ryan has always loved hockey and has played junior A, junior B and triple A midget hockey, usually in the role of goaltender. He continues to play for the beer league in Fort Macleod.

Ryan is handy at anything mechanical; spending his winters doing ag mechanics and trucking.

His loving wife describes Ryan as a patient, kind and amazing dad who always puts his family first. He is the kind of man who treats his crew like family. The rewards of his hard work are apparent in all that he does. "His hands are full of kids, tools, dirt, wheat, and equipment... and his heart, his heart is overflowing."

This happy, loving family adore what they do and doing it together. Although time, education, growth, new loves and fresh dreams will eventually challenge the structure of this team; their bond will surely give them the strength to grow and persevere.



"Our children are our greatest blessing."

CLOSED
COVID-19

Covid, the Future of Taxation and How to Protect Against the Tax-Grab

Article written by: David Brittain, TSG Insurance

This last year with Covid-19 may be best described in the words of a favorite cartoon character, Charlie Brown, who often said "Good grief!"

Covid has decimated sectors of our economy and there will be more closures and downsizing through 2021 and beyond; bailouts and financial subsidies will continue, the cost of health care to fight the viruses will spiral forward, in addition to the fact that our oil and gas revenues have been badly hurt. How the heck are we going to pay for all this debt?

New taxes and increases to existing taxes should be expected, which poses the question "How can we as tax-payers protect ourselves?"

I expect we all know that a life insurance policy can provide financial security to a family after the loss of an income earner. The same insurance can also be used to support the terms of a partnership agreement, to cover loans and mortgages, and to

- equalize an estate. Did you know that some policy designs allow extra deposits into the policy and all the cash values grow completely tax-sheltered? You can later access those dollars tax-free.
- **Permanent life policies are the only investment that provide protection against the tax grab.**
- In most cases, when we compare the results of investing the same amount of dollars into non-registered investments versus a permanent life insurance policy, the insurance creates more cash and larger estate values. Another benefit is that a life insurance policy is creditor protected. Permanent life insurance policies are powerful financial vehicles that deserve a serious look.
- For more information, feel free to contact David Brittain at 403-952-6533 (cell) or email him at dbrittain@tsginsurance.com.



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Cooking for a Crew

Philly Cheese Steak Sloppy Joes

Submitted by Jen Bashutski
Website credit: dinnerthendessert.com

Ingredients:

- 1 pound lean ground beef
- 2 tablespoons butter
- 1 small yellow onion diced
- 1 small green bell pepper diced
- 8 ounces brown mushrooms minced
- 2 tablespoons ketchup
- 1 tablespoon worcestershire sauce
- 1/2 teaspoon salt
- 1/2 teaspoon pepper
- 1 tablespoon cornstarch
- 1 cup beef broth
- 8 ounces provolone cheese slices chopped
- 6 brioche hamburger buns

- Add the ground beef to a skillet and brown until a deep brown crust appears before breaking the beef apart.
- Stir the ground beef and brown until a deep crust appears on about 50 or so percent of the beef.
- Remove the beef and add the butter and the onions and bell peppers and mushrooms.
- Let brown for 1-2 minutes before stirring, then let brown for another 1-2 minutes before stirring again.
- Add the beef back into the pan.
- In a small cup mix the beef broth and cornstarch together
- Add the ketchup, Worcestershire sauce, salt, black pepper, beef broth/cornstarch mixture into the pan.
- Cook until the mixture is only slightly liquidy for 3-5 minutes.
- Turn off the heat, add in the provolone cheese.
- Served on toasted brioche buns.

Jenny's Tips: You can make this in the morning and keep it warm in the crockpot until supper time and leftovers are good wrapped in a tortilla for lunches. I don't toast the buns when I'm taking it to the field, but have when eating supper at camp, it's extra work, but oh so good! I also use any kind of buns I can get, doesn't have to be brioche. I serve this with chips, coleslaw, macaroni or potato salad, anything goes! It's a quick, easy meal!

