

## Critical Farm Data Management

By Canarm AgSystems

**We increasingly depend on automated systems in our barns but we must ensure proper maintenance for success.**

It's 8 p.m. on a Friday night when the phone rings and I see a customer's name on the caller ID.

Part of my job is providing 24-7 technical support for swine feeding systems. To do this work, I must be able to remotely access customers' systems.

I can help with such run-of-the mill support calls as small log jams in logic function, diagnosing a bad sensor or even figuring out that the system won't work because, oops, it's out of feed. I receive plenty of calls for more in-depth challenges, too.



Article appeared in  
December, 2018  
issue of Better Pork

For example, one Saturday night, about an hour after a lightning storm rolled through, my phone rang. A local customer had trouble getting his system running again after a power outage. He asked if I could remotely log onto his system and provide some assistance.

[READ FULL ARTICLE](#)

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YouTube



### What our Customers are saying about our UNITY Control...

**Paul Hagey**  
Whitefeather  
Farms

"On our broiler operation, we also use the Unity controllers. They are an affordable option, compared to the Nano which is a little pricier, but they are both very capable. The Unity is still a very modular design but it still offers the same features as the Nano, just on a more compact controller that is a little more affordable for a smaller operation. Both controllers offer a feature that I love which is static pressure compensation, which allows the controllers to adapt to the environment, depending on cable stretching or the fan shutting down and not working, the controller will automatically adjust the ventilation accordingly to allow the inlet to maintain the static pressure that you preset."



**UNIVERSITY  
of GUELPH**

Dairy Products Manager, Bill Krul and several members of our Engineering crew reviewing progress with the University of Guelph at Beef Research Centre under construction at the Elora Research Station.

# Featured Products

## NEW GREENCHOICE GROW BULB

**B-LED26GR4016W-D**

**greenchoice**  
CANARM LTD.

Canarm introduces a new Grow Bulb to our line of LED AG Products. This bulb gives you a balanced full spectrum light which enhances vegetation budding and flowering in plants. It emits spectrum wavelengths between the desired 450nm blue and 660nm red required for photosynthetic response. By using LED technology, we drop the power consumption by 75-85% compared to similar incandescent grow bulbs on the market. Plus – the cool operation will not scorch your plants!

“Peg Ready” retail packaging for easy display on your store shelves. Pair this with the HLC-A heat lamp fixture with the handy clamp and you can get a head start on all of your indoor spring planting!



SUITABLE FOR  
DAMP  
LOCATIONS



DIMMABLE



LIFE HOURS  
15,000



## FARROWING FLOORING

*Name to be announced soon!*

- Strong structural stability to handle the weight of sows through all stages of development
- Non-corrosive and flame retardant material
- Rugged yet gentle on sow's skin
- Water heated option keeps piglets warm
- Easy to install and clean
- 15 year warranty



## BEAM MOUNT FREESTALL

Canarm's Beam Mount Freestalls use a beam on strategically spaced footers to use less concrete and save you money.

- Fully adjustable width and height
- Less concrete required



**NEW**



# Who You Gonna Call??

**OK, if you have ghosts, call Ghostbusters. For all other Agricultural Inquiries, call Canarm AgSystems.**

To serve you better, we have put together a quick reference of exactly who you need to contact to get the answers you need right away!

For price inquiries, stock checks, order updates, product information queries and all other customer service related questions, contact our **Customer Service Team**



**Richard Nauta**  
Customer Service Rep  
Tel: (519) 848-1141  
Fax: (519) 848-3948  
[rnauta@canarm.ca](mailto:rnauta@canarm.ca)



**Cynthia Wick**  
Customer Service Rep  
Tel: (519) 848-1146  
Fax: (519) 848-3948  
[cwick@canarm.ca](mailto:cwick@canarm.ca)



**Jen McDonald**  
Customer Service Rep  
Tel: (519) 848-1161  
Fax: (519) 848-3948  
[jmcdonald@canarm.ca](mailto:jmcdonald@canarm.ca)

Need information or updates on RMA's and credits?  
Contact **Product Warranty / RMA**



**Cynthia Wick**  
Product Warranty/RMA  
Tel: (519) 848-1146  
Fax: (519) 848-3948  
[cwick@canarm.ca](mailto:cwick@canarm.ca)



**Shirley McEwen**  
Product Warranty/RMA  
Tel: (519) 848-1145  
Fax: (519) 848-3948  
[smcewen@canarm.ca](mailto:smcewen@canarm.ca)

For specific product and sales inquiries, please contact the **Sales/Territory Manager** that represents your location and product area of interest.



**Paul Fallis**  
Agricultural Sales Mgr  
**Area: International**  
**Products: All**  
Tel: (519) 848-1156  
Cell: (519) 321-9859  
[pfallis@canarm.ca](mailto:pfallis@canarm.ca)



**Bill Krul**  
Dairy Products/Territory Mgr  
**Area: BC - ON**  
**Products: Dairy**  
Cell: (519) 820-3733  
Fax: (519) 369-5712  
[billkrul@hotmail.com](mailto:billkrul@hotmail.com)



**Mark Stam**  
Swine Territory Mgr  
**Area: BC - ON**  
**Products: Swine**  
Cell: (519) 400-2472  
[mstam@canarm.ca](mailto:mstam@canarm.ca)

For shipping related inquiries, including coordinating pick-up dates and requesting freight quotes, please contact our **Shipping Manager**



**Jason Jepson**  
Shipping Manager  
Tel: (519) 848-1155  
[jjepson@canarm.ca](mailto:jjepson@canarm.ca)



**Nicholas Wilson**  
Poultry Territory Mgr  
**Area: BC - ON**  
**Products: Poultry**  
Cell: (226) 972-0975  
[nwilson@canarm.ca](mailto:nwilson@canarm.ca)



**Louise LeClerc**  
Quebec Territory Mgr  
**Area: QC**  
**Products: All**  
Tel: (418) 446-5473  
[lleclerc@canarm.ca](mailto:lleclerc@canarm.ca)



**Chris Roelofs**  
Lighting Products/Territory Mgr  
**Area: NL, NB, NS, PE**  
**Products: All**  
Tel: (519) 848-1157  
Cell: (519) 831-7028  
[croelofs@canarm.ca](mailto:croelofs@canarm.ca)



**Paul Sandroni**  
Eastern US Territory Mgr  
**Area: Eastern US**  
**Products: Dairy & Poultry**  
Cell: (315) 729-5047  
[sandroni.paul@gmail.com](mailto:sandroni.paul@gmail.com)



**Becky Saunders**  
Midwestern US Territory Mgr  
**Area: Western US**  
**Products: Dairy & Poultry**  
Tel: (519) 848-1143  
Fax: (519) 848-3948  
[bsaunders@canarm.ca](mailto:bsaunders@canarm.ca)

# Canarm AgSystems adds NEMA 4X to their line of LED Agricultural Lighting Fixtures

Canarm AgSystems line of LED fixtures was originally developed for the AG industry with IP65 and IP66 ratings to ensure they could stand up to the environments they are being used in. They are very durable and sealed well enough to withstand pressure washing. That IP rating has recently been ignored by a few Canadian Electrical Inspectors in favour of a different rating; NEMA4X. The difference between IP66 and NEMA4X is only in one small phrase in their description. Nema spells out "resistance to corrosive materials" while IP only talks about how well sealed the fixture is.

Our fixtures have always been resistant to corrosion – we just happened to use a different test standard originally that did not really look at that aspect of the fixture. As codes change, we have to change as well to remain current in the ever-changing world of LED lighting. So we have submitted all of our fixtures for this added NEMA4X test, testing is underway and we will have the final

certifications in February 2019. This way we can continue to promote our line of quality LED Lighting products without any fear of on farm inspectors not accepting the product.

Make sure you send us a copy of any barn plans that you are working on in 2019 so that we can do up a free lighting design, layout and quote! Ensure you are getting ag rated lights by choosing an agricultural expert like Canarm AgSystems.



## 2019 AG Catalogue Updates

Our 2019 updates to our dairy, swine, poultry and master catalogues are complete. You should have received hard copies of updated **pages** by now. If you haven't, please contact your sales manager and let them know.



## Organizational Announcement

*Good bye and Good Luck!*

Effective, February 8th, **Brianne Witzel** will no longer be part of the Canarm team. Brianne has decided to move on and we wish her all the best in her future endeavours.

For Customer Service inquiries, please see page 3 of this newsletter for a complete list of contacts.

## Upcoming Tradeshows & Events

### Minnesota Pork Congress - Booth #145

February 5-6 - Minneapolis

### World Ag Expo - Booth 6303-04

February 12-14 - Tulare, California

### South Western Pork Conference

February 21 - Ridgetown Ontario

### New York Farm Show - Booth #CP106

February 21-23 - Syracuse, NY

### Southwestern Ontario Dairy Symposium

February 21 - Woodstock, Ontario

### Western Poultry Industry Conference

February 25

### BC Poultry Industry Conference

February 27 - March 1

### Farm Mechanization Show - A107

March 7-9 - Moncton, New Brunswick

### Ottawa Valley Farm Show - Booth #2005

March 12-14 - Ottawa, Ontario

### AQINAC Dairy

March 20 - Quebec

### WPS Farm Show - Booth #B4579

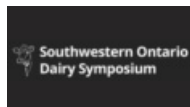
March 26-28 - Greenbay, Wisconsin

### Central Plains Dairy Expo - Arena #458

March 27-28 - Sioux Falls, S.D.

### London Swine Conference

March 26-27 - London, Ontario



For more information on all of our quality products please visit [www.canarm.com](http://www.canarm.com) or email [agsales@canarm.ca](mailto:agsales@canarm.ca)



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