

THEY TALK ABOUT IT THROUGH A TESTIMONY



The early shipment program has become an essential part of their agricultural operation



CULTURES LE MAY
Saint-Édouard-de-Lotbinière, Québec

**BENEFITS
BEYOND
DISCOUNTS \$**



THE TESTIMONIAL OF MARIUS CLOUTIER FROM CULTURES LE MAY INC.:
THE SUCCESS OF SYNAGRI'S EARLY
FERTILIZER DELIVERY PROGRAM IN BULK BAGS

TO RECEIVE YOUR SYNAGRI FERTILIZER FROM NOVEMBER AND BEFORE MARCH 15, BEFORE THE NEXT SEASON, IS AN EXCELLENT DECISION... WHY?





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In an exclusive interview, Marius Cloutier, owner of the agricultural company Cultures Le May INC. located in Saint-Édouard-de-la-Lotbinière (Qc), shares his experience with Synagri's early fertilizer shipment program. This initiative, designed to provide farmers with the fertilizers they need earlier in the season, has generated significant interest among many producers so far. Marius Cloutier, who has been practicing large-scale farming for nearly eight years, reveals the ins and outs of his successful involvement in this innovative program.

A WELL-ESTABLISHED AGRICULTURAL FARM

Marius Cloutier primarily grows soybeans, corn, and wheat, and the results are consistently satisfying. This strong track record was a key factor in the decision to participate in Synagri's program.

ORDER DATES AND ANTICIPATION

For Marius Cloutier, who has been using this program for three years now, one of the essential aspects of the early shipment program is order planning. Marius Cloutier explains that orders were placed in December for the first two years. However, he points out that last year, he placed an earlier order in November to benefit from a more substantial discount. This flexibility in order dates is a major advantage of the program.

DISCOUNT, A SIGNIFICANT BENEFIT

Marius Cloutier reveals that in the first year of participation, their decision was influenced by uncertainties related to the war in Ukraine. The discount offered by Synagri also played a crucial role in their choice. However, Marius Cloutier emphasizes another notable advantage: the opportunity to have fertilizer available earlier and not having to call and wait for fertilizers in the spring when it's time to sow. This flexibility in using fertilizers at the right time has proven valuable for his business.

PRODUCT STORAGE AND FERTILIZER QUALITY

The logistics of delivery are also a key element of the program. Marius Cloutier explains that the products are delivered directly to their site by transport, eliminating the need to pick them up themselves. Furthermore, his company has a well-equipped and dry warehouse for safely storing the bulk fertilizer bags. Since these fertilizers are produced in the winter, there is no moisture, and when it's time to use them, the quality is always there.

ANTICIPATING NEEDS WITH SYNAGRI'S HELP AND TRUST IN THEIR REPRESENTATIVE

A crucial aspect of participating in Synagri's program is anticipating the quantities needed. Marius Cloutier reveals that thanks to their past experience, they have a good idea of their needs. However, Michel Roy, their Synagri representative with whom they have been collaborating for at least thirty years, provides valuable assistance in refining these estimates. They always rely on the recommendations of the PAEF. Next year's crop plans are already established in advance, soil analyses are already in, making it quite easy to predict quantity needs.

CONTINUITY AND FINANCIAL BENEFITS

Marius Cloutier confirms that they plan to continue participating in Synagri's early shipment program. Financially, he points out that it has allowed them to save money, especially since they already had the infrastructure in place to avoid additional investments. There are always savings to be made, but in his case, the return on investment was clear from the first year, he emphasizes. This profitability is one of the factors that motivate them to continue their commitment.

RECOMMENDATIONS TO OTHER FARMERS

In conclusion, Marius Cloutier is open to recommending Synagri's early shipment program to other farmers. However, he emphasizes that the availability of adequate infrastructure, such as a warehouse or storage space, is essential. The size of the company can also influence the decision to participate.



BENEFITS BEYOND DISCOUNTS \$

