

## Customer Spotlight: Agriculture

### Farmers Edge Laboratories

Winnipeg, Manitoba Canada • farmersedge.ca



#### Company Profile:

Farmers Edge is a high-volume agricultural laboratory that tests soil, plant tissue and livestock manure for nutrients and provides their customers with expertise to optimize placement of crop inputs such as fertilizer and crop protection products. Growers leverage the information obtained from various soil and plant analyses to develop land and farm management solutions that will maximize productivity.

Farmers Edge Laboratories is dedicated to providing the most efficient, accurate and timely analysis services for soil, manure and plant tissues in the industry. They provide a suite of services that are supported by their state-of-the-art testing laboratory which provides quick, accurate, and consistent results to their customers.

These services include:

#### *Field Scouting:*

Being able to choose the right scouting solution allows Farmers Edge customers to optimally manage a farm. Highly trained Certified Crop Advisors provide quality, accuracy and economic advice to their customers' cropping requirements. They specialize in agronomics, and packages are available for full season scouting or individual scouting visits such as weeds/herbicide, disease/fungicide, and insect/insecticide.

#### *Crop Planning:*

Through a network of team members, Farmers Edge agronomists assist clients in developing cropping plans. Considering agronomics and economics, and analyzing detailed crop budgets, histories, up-to-date variety information and market outlooks, agronomists can provide tailored cropping plans.

#### *Fertility Planning:*

Farmers Edge specializes in soil fertility and help clients maximize their fertilizer dollars by recommending the right products and amounts to maximize yields. They also provide soil sampling services ranging from simple geo-referenced composite tests to more detailed zone and grid testing.

#### *Composite Soil Testing:*

Farmers Edge has a full fleet of soil testing trucks and a full service soil analysis lab to provide start-to-finish soil test results for any field in western Canada.

#### **Their Challenge:**

Farmers Edge needed a turnkey Laboratory Information Management System (LIMS) that could be quickly implemented. Their situation was unique in the need for a LIMS which would support the consulting division for their new laboratory. The system would not only need to facilitate login, sample tracking, result entry, viewing sample status, QA/QC, but also facilitate electronic data transfer for interfacing laboratory instruments as well as quoting and invoicing functions. Their timeline for equipping the laboratory with a fully-functioning LIMS was six months, and high volumes were anticipated immediately.

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**Our Solution: Sample Master® Pro**

After interviewing a variety of vendors, the Farmers Edge management team chose Sample Master® Pro from Accelerated Technology Laboratories (ATL), a software development firm with nearly two decades of laboratory automation expertise. This decision was based on ATL's expertise in the agriculture market, their ISO certification, and the software's configurability.

Sample Master® Pro is open and extendable by the customer, but its real strength lies in the ability to create and modify reports with just a few clicks of the mouse.

Sample Master® Pro has provided the flexibility and scalability that Farmers Edge needed to ensure timely implementation; it met or exceeded all their expectations of a commercial LIMS product.

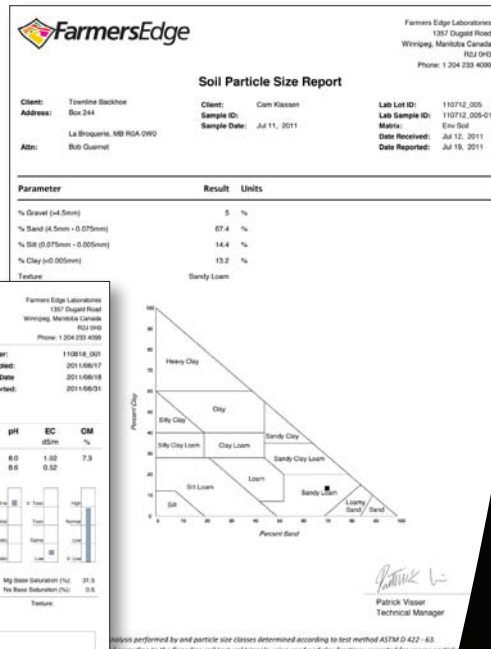
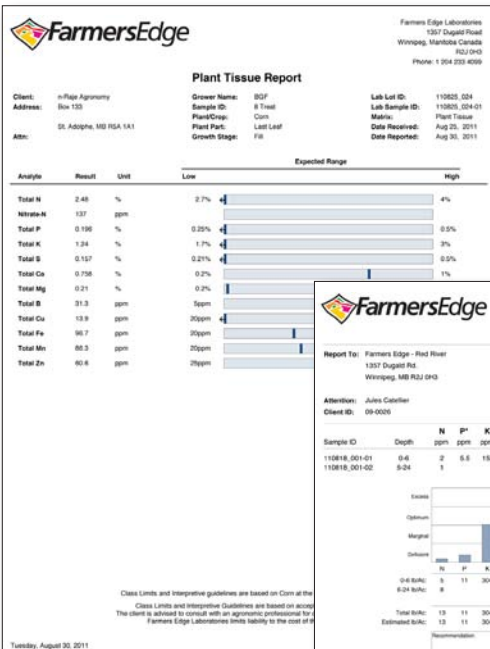
ATL and Farmers Edge worked together to dramatically improve the laboratory workflow, and in turn, the laboratory has realized monumental time savings in clerical, report review and report delivery overhead.

Instrument interfacing — two Thermo ICPs, balances, five SKALAR flow chemical systems, a custom-built pH/EC instrument, and a FOSS Kjeltec — also played an integral role in the project's overall success by eliminating transcription errors and improving reporting accuracy and speed.

Sample Master® Pro has successfully allowed Farmers Edge to grow sample volumes from 22,000 in 2009, to 30,000 in 2010, and up to 48,000 in 2011, as well as expand their testing capabilities, maximize productivity and efficiency, and rapidly provide their customers with the highest quality data available and user-friendly reports. Below are a few examples of the reports Farmers Edge uses to share results with clients:

“ATL and Sample Master® Pro provide my lab with intuitive tools for production, while offering a scalable LIMS solution backed by a terrific support system... Our lab's Information Services solutions could only have been realized with the aid of ATL's great products and knowledgeable support team... Sample Master® Pro has given us a solid foundation for our daily laboratory operations and allowed us to expand functionality to suit our needs.”

Patrick Visser, Technical Manager  
Farmers Edge Laboratories



Accelerated Technology Laboratories, Inc. provides data solutions for Fortune 500 companies and to a variety of industries including water & wastewater, analytical, energy, environmental, food & beverage, chemical, government, public health, industrial hygiene, biotechnology, forensics, clinical testing and manufacturing. Founded in 1994, ATL launched the first commercially-available Windows-based Laboratory Information Management System (LIMS). Today, our products are running in over 450 laboratories around the world with over 45,500 users, and supported by a steadfast commitment to excellence in product quality, support and training. ATL is one of few independent LIMS firms that is ISO 9001:2008 certified. © Accelerated Technology Laboratories, Inc. All rights reserved.