

# Ag Shield Manufacturing

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**Address:** 170 Highway 83 N.  
P.O. Box 9  
Benito, MAN  
R0L 0C0

**Phone:** 204-539-2000  
**Fax:** 204-539-2130

**Export Contact:** Mr. Gary McCrea, President

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## Marketing Profile

Founded in 1975, Ag Shield Manufacturing is the leader in solving the worldwide problems of pesticide spray drift. The company provides a range of shielded spraying equipment ranging from lawn size to 100 foot field sprayers, as well as specialized equipment for custom applications and liquid fertilizer applications. As the longest established company in the business, Ag Shield is recognized by leading operators across the Great Plains of North America as the preferred pesticide application equipment manufacturer. Patented Spray Shield technology and advanced wheel suspension systems are helping the company to effectively meet the needs of specific users. Ag Shield custom design capabilities are enhanced by a CAD system to tailor the product to the job. The simple and rugged design has greatly reduced customers' need for after sales service to an absolute minimum. With the growing trend toward conservation tillage in Canada and the United States, spraying has become a critical operation in modern agriculture. Larger intensive farms and custom applicators have found Ag Shield products indispensable to their operations.

Customers in Canada are serviced through an expanding dealer network. Since 1983 a series of manufacturer's representatives have been setting up a similar marketing structure in the U.S.

Some exploratory marketing has been done in Europe and Australia and initial sales in these territories have been handled directly from head office. It is planned to use distributors or joint ventures as these markets develop. Also, Ag Shield is able to communicate in German, French, and most Eastern European languages.

## Products/Services Available for Export:

Sprayers and Attachments