



**Dry Bean  
Seed Guide  
2024**





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## A Message from the CEO

The Hensall Co-op 2024 Dry Bean Seed Guide will introduce, educate, and explain our seeds options so that together, we can find the best fit for your 2024 planting season. Our dedicated staff provide guidance from the seed selection process through to harvest. Hensall Co-op's year-round, full-service approach is ongoing and customized to fulfill your growing needs.

Strategic growth and the generation of value are fundamental principles ingrained in every aspect of Hensall Co-op's business, especially when it comes to providing you with a wide variety of seed options. We are proud to have acquired Gentec Inc., allowing Hensall Co-op to offer more top-quality dry bean seeds and grow our value-added product portfolio. Quality, food safety, and traceability are key components in our dry bean seed program.

At Hensall Co-op, we understand the importance of providing value to our members, growers, and global end-use customers. We are a co-op built by farmers, for farmers, and we are proud to be farmer owned.

Thank you for trusting us with your business. We look forward to another year of earning your business and adding value to your farming operations.

Brad Chandler,  
CEO - Hensall Co-op



# Variety Highlights

## White (Navy) Bean



### Indi ADM

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Upright vine plant type
- Early maturity
- Erect plant architecture

RM 90 Days

### Armada ADM

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Upright plant architecture
- High pod set
- Great yield for maturity rating

RM 92 Days

### Apex TVS

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Upright variety with short vine
- High pod set
- Mid-maturity

RM 95 Days

### Argosy Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Common Bacterial Blight Resistance
- Upright bush, with short vine
- Excellent yield potential
- Suitable for narrow/wide rows

RM 96 Days

### Shock Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Common Bacterial Blight Resistance
- Excellent yield potential
- Large seed size

RM 90 Days

### T9905 TVS

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Upright plant architecture
- Higher pod set than Medalist

RM 93 Days

### Steam Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Excellent yield potential
- Very upright for easy harvest

RM 95 Days

### Rogue Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Full season maturity
- Common Bacterial Blight Resistance
- Anthracnose resistance
- Suitable for wide rows

RM 97 Days

### Blast Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Anthracnose resistance
- Excellent yield potential
- Very upright

RM 92 Days

### Nautica Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Excellent for clipping
- Best-in-class white mold tolerance
- Finishes quickly
- Smaller seed size

RM 95 Days

### Etna Numerous

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Early season variety
- Very large seed size
- Short bush type
- Some resistance to BCMV and Anthracnose

RM 91 Days

### Navabi TVS

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Mid season variety
- Large seed size
- Resistance to BCMV and Anthracnose
- Larger, more upright plant type

RM 94 Days

## Cranberry Beans - Packaging



## Light Red Kidney Beans - Canning

### Pink Panther Numerous

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Early to mid season variety
- Tall bush type
- Resistant to BCMV and some strains of Anthracnose

RM 91 Days

### Red Dawn Numerous

|             |   |
|-------------|---|
| Great Lakes | ✗ |
| Western     | ✓ |

- Ultra-early variety
- Mature approximately 7 days earlier than Pink Panther
- Ideal for late planting or early planting for early harvest
- Larger, more upright plant type

RM 84 Days

## Black Beans - Package and Canning

### Eclipse Numerous

|             |   |
|-------------|---|
| Great Lakes | ✗ |
| Western     | ✓ |

- Early season variety
- Early colouring to keep black as black
- Upright plant architecture suitable for direct harvest

RM 91 Days

### Black Tails Numerous

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Early to mid season variety
- Upright plant architecture suitable for direct harvest
- Ability to move north without fear of losing colour

RM 93 Days

## Dark Red Kidney Beans - Canning

### Red Hawk Numerous

|             |   |
|-------------|---|
| Great Lakes | ✗ |
| Western     | ✓ |

- Early season variety
- Excellent canning quality
- A few days earlier than Dynasty and smaller seed size

RM 94 Days

### Gallantry Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Mid-season variety
- Bush type; large leaves on top
- Excellent yield potential
- A day earlier than Dynasty and smaller seed size

RM 94 Days

### Zorro Numerous

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Mid to full season variety
- Some CBB tolerance
- Upright type short vine
- Resistant to BCMV
- High yield

RM 96 Days

### Black Beard Numerous

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Mid to full season variety
- 1 day longer than Zorro (on average)
- Upright plant type; variety holds colour for canning
- Larger, more upright plant type
- Very high yielding

RM 97 Days

### Dynasty Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Mid to late season variety
- Excellent yield; industry standard for yield in North America
- Canadian Seed of the Year in 2022

RM 96 Days

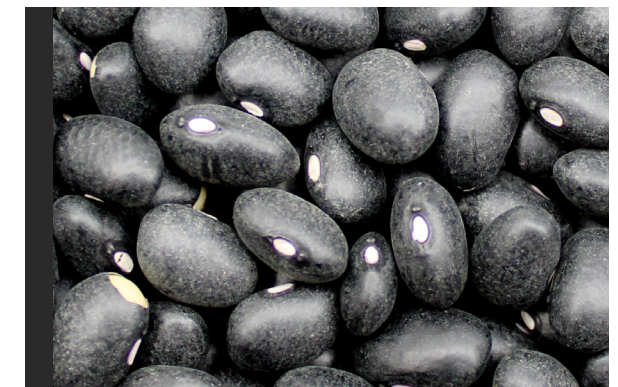


### Umбра Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Mid to full season variety
- 1 day longer than Zorro on average
- Upright plant type; variety holds colour for canning
- Very high yielding

RM 97 Days





## White Kidney Beans - Canning

### Yeti Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Full season variety
- Tall bush type
- High yielding variety

RM 99 Days

### GTS 401 Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Full season variety
- Traditional kidney bean shape
- Typically smaller seed than Yeti

RM 99 Days

## Pinto Beans - Package and Canning

### Windbreaker TVS

|             |   |
|-------------|---|
| Great Lakes | ✗ |
| Western     | ✓ |

- Regular darkening
- Early season variety
- Upright variety
- Large seeded

RM 90 Days

### SVS6139GR TVS

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Regular darkening
- Early season variety
- Upright variety, better lodging scores

RM 90 Days

## Otebo Beans - Paste and Canning



### Hime Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Mid to full season variety
- Determinate bush-type plant
- Can be direct harvest but best to pull

RM 96 Days

### Monterrey ADM

|             |   |
|-------------|---|
| Great Lakes | ✗ |
| Western     | ✓ |

- Regular darkening
- Early season variety
- Upright variety
- Intermediate resistance to BCMV

RM 90 Days

### Cowboy ADM

|             |   |
|-------------|---|
| Great Lakes | ✗ |
| Western     | ✓ |

- Regular darkening
- Early season variety
- Semi-upright variety
- Intermediate resistance to BCMV

RM 88 Days

## Small Red Beans - Canning

### Viper Numerous

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✓ |

- Early to mid season variety
- Resistant to lodging
- Semi-upright type short vine
- Resistant to BCMV and rust

RM 94 Days



### Vibrant ADM

|             |   |
|-------------|---|
| Great Lakes | ✗ |
| Western     | ✓ |

- Slow darkening
- Early season variety
- Upright variety, suitable for direct harvest
- High yield potential

RM 89 Days

### Gleam ADM

|             |   |
|-------------|---|
| Great Lakes | ✗ |
| Western     | ✓ |

- Slow darkening
- Mid season variety
- Longer maturity and shorter plant than Vibrant

RM 91 Days

## Azuki Beans - Paste

### Erimo Gentec

|             |   |
|-------------|---|
| Great Lakes | ✓ |
| Western     | ✗ |

- Full season
- Upright variety - for direct harvest
- Well adapted to all regions
- Avoid heavy clay soils

RM 110 Days

### Bronco TVS

|             |   |
|-------------|---|
| Great Lakes | ✗ |
| Western     | ✓ |

- Slow darkening
- Early season variety

RM 89 Days



# Bean Variety Profile

For plot information visit [www.gobeans.ca](http://www.gobeans.ca)

| Variety     | Brand or Source | Market Class | Region      | Relative Maturity | Seed Size (seed/lb) | Pull or Cut with Bean Combine | Direct Harvest | Harvestability <sup>1</sup> |
|-------------|-----------------|--------------|-------------|-------------------|---------------------|-------------------------------|----------------|-----------------------------|
| Bolt        | Gentec          | White/Navy   | Manitoba    | 88                | 1800                | No                            | Yes            | 1.8                         |
| Indi        | ADM             | White/Navy   | All         | 90                | 2200                | No                            | Yes            | 1.5                         |
| Shock       | Gentec          | White/Navy   | All         | 90                | 1850                | No                            | Yes            | 2.2                         |
| Blizzard    | TVS             | White/Navy   | All         | 93                | 2000                | No                            | Yes            | 1.8                         |
| Blast       | Gentec          | White/Navy   | All         | 92                | 2100                | No                            | Yes            | 1.9                         |
| Armada      | ADM             | White/Navy   | All         | 92                | 1850                | No                            | Yes            | 1.8                         |
| T9905       | TVS             | White/Navy   | All         | 95                | 1900                | Yes                           | Yes            | 2.3                         |
| Lighthouse  | Bolton          | White/Navy   | Ontario     | 96                | 2100                | No                            | Yes            | 2                           |
| Argosy      | Gentec          | White/Navy   | All         | 96                | 1900                | Yes                           | Yes            | 2.3                         |
| Steam       | Gentec          | White/Navy   | Great Lakes | 95                | 2000                | No                            | Yes            | 2                           |
| Nautica     | Gentec          | White/Navy   | Great Lakes | 95                | 2200                | No                            | Yes            | 2                           |
| Rogue       | Gentec          | White/Navy   | Great Lakes | 97                | 2100                | Yes                           | Yes            | 3.4                         |
| Rexeter     | Gentec          | White/Navy   | Great Lakes | 98                | 2100                | Yes                           | Yes            | 2.7                         |
| Eclipse     | Numerous        | Black        | All         | 91                | 2000                | No                            | Yes            | 2.2                         |
| Zorro       | Numerous        | Black        | Great Lakes | 96                | 2000                | No                            | Yes            | 1.9                         |
| Black Tails | Numerous        | Black        | All         | 93                | 2100                | No                            | Yes            | 1.9                         |
| Black Beard | Numerous        | Black        | Great Lakes | 97                | 2000                | No                            | Yes            | 1.6                         |
| Umbra       | Gentec          | Black        | Great Lakes | 97                | 2000                | No                            | Yes            | 1.9                         |
| Etna        | Numerous        | Cranberry    | All         | 91                | 800                 | Yes                           | With Care      | 4.1                         |
| Navabi      | TVS             | Cranberry    | All         | 94                | 750                 | Yes                           | With Care      | 3.9                         |

<sup>1</sup> A variety's harvestability is based on a scale of 1-5, where 1 = upright plant type, standing erect with good bottom pod height and 5 = more prostrate plant type or plants that are not erect, with poor bottom pod height

<sup>2</sup> R = Resistant, MR = Moderately Resistant, MS = Moderately Susceptible, S = Susceptible, NA = Not Available

<sup>3</sup> Anthracose ratings, the predominant race found in Ontario is Race 73

<sup>4</sup> White mold ratings (1 to 5) where 1 = no mold and 5 = very susceptible and large losses

<sup>5</sup> PBR - Plant Breeders Rights - certain restrictions apply. See [www.pbrfacts.ca](http://www.pbrfacts.ca) for more details

<sup>6</sup> Patent - Patent restricted varieties require signed variety agreements with supplier

| Plant Structure | Plant Type    | Flower Colour | Disease Reactions <sup>2</sup> |    |                          |   |   | Common Bacterial Blight | White Mould <sup>4</sup> | PBR / PPVP <sup>5</sup> | Patent Protection <sup>6</sup> |
|-----------------|---------------|---------------|--------------------------------|----|--------------------------|---|---|-------------------------|--------------------------|-------------------------|--------------------------------|
|                 |               |               | Bean Common Mosaic Virus       |    | Anthracnose <sup>3</sup> |   |   |                         |                          |                         |                                |
|                 |               |               | Race                           |    | Race                     |   |   |                         |                          |                         |                                |
| 1               | 15            | 17            | 23                             | 73 |                          |   |   |                         |                          |                         |                                |
| Short Vine      | Indeterminate | White         | R                              | R  | S                        | S | R | S                       | 1.8                      | No                      | No                             |
| Short Vine      | Indeterminate | White         | R                              | S  | S                        | S | S | S                       | 1.5                      | Yes                     | No                             |
| Long Vine       | Indeterminate | White         | R                              | R  | S                        | S | S | R                       | 2.2                      | No                      | No                             |
| Long Vine       | Indeterminate | White         | -                              | -  | -                        | - | S | S                       | 1.8                      | Yes                     | No                             |
| Long Vine       | Indeterminate | White         | R                              | R  | S                        | S | R | S                       | 1.9                      | Yes                     | No                             |
| Short Vine      | Indeterminate | White         | -                              | -  | -                        | - | S | S                       | 1.8                      | Yes                     | No                             |
| Long Vine       | Indeterminate | White         | R                              | R  | R                        | R | S | S                       | 2.3                      | No                      | No                             |
| Short Vine      | Indeterminate | White         | R                              | R  | -                        | R | S | R                       | 2                        | No                      | No                             |
| Long Vine       | Indeterminate | White         | R                              | R  | S                        | S | S | R                       | 2.3                      | No                      | No                             |
| Short Vine      | Indeterminate | White         | R                              | R  | S                        | S | S | S                       | 2                        | Yes                     | No                             |
| Short Vine      | Indeterminate | White         | R                              | R  | S                        | S | S | S                       | 2                        | No                      | No                             |
| Long Vine       | Indeterminate | White         | R                              | R  | -                        | - | R | R                       | 3.4                      | No                      | No                             |
| Long Vine       | Indeterminate | White         | R                              | S  | S                        | S | S | R                       | 2.7                      | No                      | No                             |
| Long Vine       | Indeterminate | Purple        | R                              | R  | R                        | R | S | -                       | 2                        | Yes                     | -                              |
| Short Vine      | Indeterminate | Purple        | R                              | R  | R                        | R | S | MR                      | 2                        | Yes                     | No                             |
| Short Vine      | Indeterminate | Purple        | R                              | R  | -                        | - | - | S                       | 2                        | Yes                     | -                              |
| Short Vine      | Indeterminate | Purple        | R                              | -  | -                        | - | - | S                       | 3                        | Yes                     | -                              |
| Short Vine      | Indeterminate | Purple        | R                              | R  | S                        | S | S | S                       | 2                        | Yes                     | No                             |
| No Vine         | Determinate   | Pink          | R                              | R  | S                        | S | S | S                       | 4                        | No                      | No                             |
| No Vine         | Determinate   | Pink          | R                              | R  | -                        | - | R | S                       | 4                        | No                      | No                             |



# Bean Variety Profile

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| Variety      | Brand or Source | Market Class     | Region      | Relative Maturity | Seed Size (seed/lb) | Pull or Cut with Bean Combine | Direct Harvest | Harvestability <sup>1</sup> |
|--------------|-----------------|------------------|-------------|-------------------|---------------------|-------------------------------|----------------|-----------------------------|
| Dynasty      | Gentec          | Dark Red Kidney  | All         | 96                | 800                 | Yes                           | No             | 4                           |
| Gallantry    | Gentec          | Dark Red Kidney  | All         | 95                | 850                 | Yes                           | No             | 4                           |
| Red Hawk     | Numerous        | Dark Red Kidney  | Manitoba    | 94                | 950                 | Yes                           | No             | 4                           |
| Red Dawn     | Numerous        | Light Red Kidney | Manitoba    | 91                | 800                 | Yes                           | No             | 4.2                         |
| Pink Panther | Numerous        | Light Red Kidney | All         | 85                | 800                 | Yes                           | No             | 4                           |
| GTS 401      | Gentec          | White Kidney     | All         | 99                | 900                 | Yes                           | No             | 4                           |
| Yeti         | Gentec          | White Kidney     | All         | 99                | 950                 | Yes                           | No             | 4                           |
| Hime         | Gentec          | Otebo            | All         | 96                | 1700                | Yes                           | With Care      | 4.5                         |
| Viper        | Numerous        | Small Red        | Great Lakes | 94                | 1300                | No                            | Yes            | 2.4                         |
| Erimo        | Gentec          | Azuki            | Great Lakes | 108               | 4000                | No                            | Yes            | 1.5                         |
| Windbreaker  | TVS             | Pinto            | Manitoba    | 90                | 1300                | Yes                           | Yes            | 4.2                         |
| SVS6139GR    | TVS             | Pinto            | All         | 90                | 1600                | Yes                           | Yes            | 2.5                         |
| Monterrey    | ADM             | Pinto            | All         | 91                | 1500                | Yes                           | Yes            | 2.8                         |
| Cowboy       | ADM             | Pinto            | All         | 88                | 1500                | Yes                           | Yes            | 2.9                         |
| Vibrant      | ADM             | SD Pinto         | All         | 89                | 1700                | Yes                           | Yes            | 3                           |
| Gleam        | ADM             | SD Pinto         | All         | 91                | 1650                | Yes                           | Yes            | 2.7                         |
| Bronco       | TVS             | SD Pinto         | All         | 89                | 1700                | Yes                           | Yes            | 3.2                         |

<sup>1</sup> A variety's harvestability is based on a scale of 1-5, where 1 = upright plant type, standing erect with good bottom pod height and 5 = more prostrate plant type or plants that are not erect, with poor bottom pod height

<sup>2</sup> R = Resistant, MR = Moderately Resistant, MS = Moderately Susceptible, S = Susceptible, NA = Not Available

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<sup>4</sup> White mold ratings (1 to 5) where 1 = no mold and 5 = very susceptible and large losses

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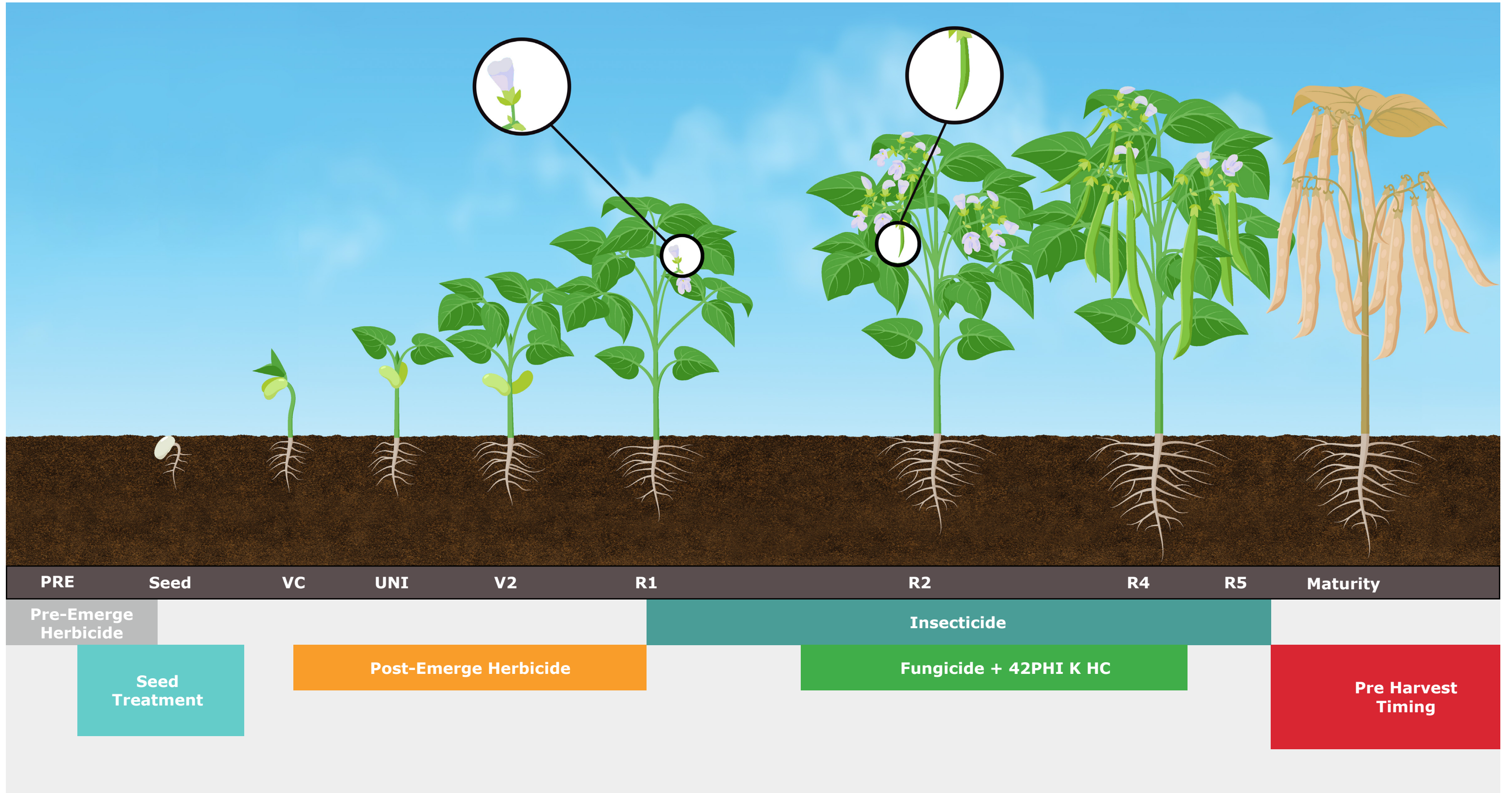
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| Plant Structure | Plant Type    | Flower Colour | Disease Reactions <sup>2</sup> |    |                          |   |   | Common Bacterial Blight | White Mould <sup>4</sup> | PBR / PPVP <sup>5</sup> | Patent Protection <sup>6</sup> |
|-----------------|---------------|---------------|--------------------------------|----|--------------------------|---|---|-------------------------|--------------------------|-------------------------|--------------------------------|
|                 |               |               | Bean Common Mosaic Virus       |    | Anthracnose <sup>3</sup> |   |   |                         |                          |                         |                                |
|                 |               |               | Race                           |    | Race                     |   |   |                         |                          |                         |                                |
| 1               | 15            | 17            | 23                             | 73 |                          |   |   |                         |                          |                         |                                |
| No Vine         | Determinate   | Pink          | R                              | S  | R                        | S | R | S                       | 4                        | No                      | No                             |
| No Vine         | Determinate   | White         | R                              | R  | -                        | - | R | S                       | 3                        | No                      | No                             |
| No Vine         | Determinate   | White         | R                              | R  | R                        | S | R | S                       | 3                        | Yes                     | No                             |
| No Vine         | Determinate   | Pink          | R                              | R  | -                        | - | R | -                       | 3                        | Yes                     | -                              |
| No Vine         | Determinate   | Pink          | R                              | R  | R                        | S | R | -                       | 3                        | No                      | No                             |
| No Vine         | Determinate   | White         | R                              | R  | S                        | S | S | S                       | 3                        | No                      | No                             |
| No Vine         | Determinate   | White         | R                              | R  | -                        | - | S | S                       | 3                        | No                      | No                             |
| No Vine         | Determinate   | White         | S                              | S  | S                        | - | R | S                       | 4                        | No                      | No                             |
| Short Vine      | Indeterminate | Pink          | R                              | R  | -                        | - | - | S                       | 2                        | Yes                     | No                             |
| No Vine         | Determinate   | Yellow        | -                              | -  | -                        | - | - | S                       | 2                        | No                      | No                             |
| Short Vine      | Indeterminate | White         | R                              | R  | -                        | - | - | S                       | 4                        | No                      | No                             |
| Long Vine       | Indeterminate | White         | R                              | R  | -                        | - | - | S                       | 3                        | Yes                     | -                              |
| Long Vine       | Indeterminate | White         | R                              | R  | -                        | - | - | S                       | 4                        | Yes                     | Yes                            |
| Short Vine      | Indeterminate | White         | R                              | R  | -                        | - | - | S                       | 3                        | Yes                     | Yes                            |
| Long Vine       | Indeterminate | White         | R                              | R  | -                        | - | - | S                       | 3                        | Yes                     | Yes                            |
| Short Vine      | Indeterminate | White         | -                              | -  | -                        | - | - | MS                      | 3                        | Yes                     | Yes                            |
| Long Vine       | Indeterminate | White         | -                              | -  | -                        | - | - | MS                      | 4                        | Yes                     | -                              |





# Growth Chart





# Planting Guidelines

| Azuki Beans | Row Width | Final Stand Plants per Acre | Seeds per Foot of Row | Pounds per Acre |
|-------------|-----------|-----------------------------|-----------------------|-----------------|
|             | 30 Inches | 80 to 90,000                | 4.6 to 5.2            | 20 to 24        |
|             | 20 Inches | 80 to 90,000                | 3.1 to 3.4            | 20 to 24        |

| Otebo Beans | Row Width | Final Stand Plants per Acre | Seeds per Foot of Row | Pounds per Acre |
|-------------|-----------|-----------------------------|-----------------------|-----------------|
|             | 30 Inches | 65 to 75,000                | 3.7 to 4.3            | 45 to 48        |
|             | 20 Inches | 65 to 75,000                | 2.5 to 2.9            | 45 to 48        |

| Large Seeded Edible Beans | Row Width | Final Stand Plants per Acre | Seeds per Foot of Row | Pounds per Acre |
|---------------------------|-----------|-----------------------------|-----------------------|-----------------|
|                           | 30 Inches | 60 to 70,000                | 3.4 to 4.0            | 70 to 75        |
|                           | 20 Inches | 70 to 80,000                | 2.7 to 3.1            | 80 to 90        |

| White (Navy) and Black Beans | Row Width | Final Stand Plants per Acre | Seeds per Foot of Row | Pounds per Acre |
|------------------------------|-----------|-----------------------------|-----------------------|-----------------|
|                              | 30 Inches | 90 to 110,000               | 5.2 to 6.3            | 45 to 55        |
|                              | 20 Inches | 110 to 130,000              | 4.2 to 5.0            | 55 to 65        |
|                              | 15 Inches | 130 to 150,000              | 3.7 to 4.3            | 60 to 70        |

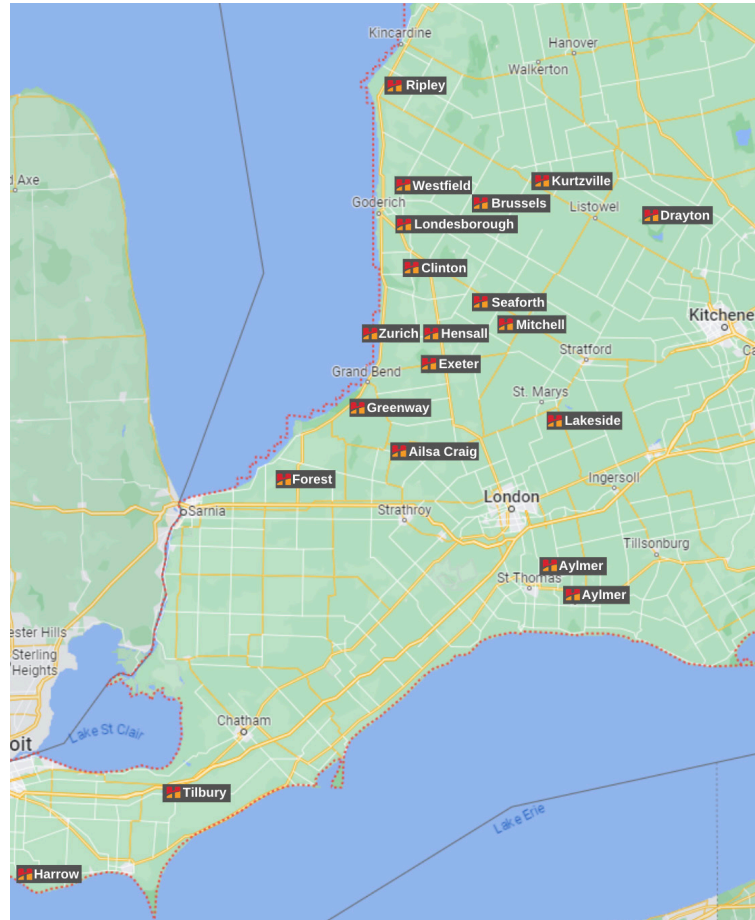
# Cost of Production

|  | Corn            | RR Soybeans     | IP Soybeans \$5.50 Premium | White Beans     | Dark Red Kidney | Black Beans     | Azuki Beans     |
|--|-----------------|-----------------|----------------------------|-----------------|-----------------|-----------------|-----------------|
| Seed   | \$129.34        | \$84.90         | \$50.00                    | \$101.25        | \$196.20        | \$132.50        | \$120.50        |
| Fertilizer   | \$212.54        | \$78.46         | \$78.46                    | \$131.14        | \$139.22        | \$131.14        | \$109.84        |
| Pesticides   | \$45.41         | \$44.98         | \$96.84                    | \$147.90        | \$147.90        | \$147.90        | \$138.39        |
| <b>Total Inputs</b>  | <b>\$387.29</b> | <b>\$208.34</b> | <b>\$225.30</b>            | <b>\$380.29</b> | <b>\$483.32</b> | <b>\$411.54</b> | <b>\$368.73</b> |
| Tillage (Spring & Fall)  | \$78.00         | \$0.00          | \$0.00                     | \$78.00         | \$78.00         | \$78.00         | \$78.00         |
| Planting   | \$31.20         | \$31.20         | \$31.20                    | \$31.20         | \$31.20         | \$31.20         | \$31.20         |
| Spraying/Fertilizing   | \$30.00         | \$30.00         | \$30.00                    | \$60.00         | \$60.00         | \$60.00         | \$60.00         |
| Harvesting/Trucking  | \$119.33        | \$77.31         | \$75.68                    | \$83.43         | \$166.89        | \$83.43         | \$86.16         |
| <b>Total Equipment</b>   | <b>\$258.53</b> | <b>\$138.51</b> | <b>\$136.88</b>            | <b>\$252.63</b> | <b>\$336.09</b> | <b>\$252.63</b> | <b>\$255.36</b> |
| Drying   | \$113.54        | \$2.48          | \$2.72                     | \$9.59          | \$16.27         | \$17.08         | \$8.73          |
| Production Insurance   | \$20.31         | \$13.94         | \$13.94                    | \$27.11         | \$23.48         | \$24.42         | \$70.99         |
| Marketing Fees   | \$1.96          | \$2.03          | \$1.84                     | \$6.48          | \$6.17          | \$6.48          | \$4.63          |
| <b>Total All Cost / Acre</b>   | <b>\$781.63</b> | <b>\$365.30</b> | <b>\$380.68</b>            | <b>\$676.10</b> | <b>\$865.33</b> | <b>\$712.15</b> | <b>\$708.44</b> |
| Yield per Acre<br>Unit (bushel or cwt)   | 200<br>bu       | 60<br>bu        | 55<br>bu                   | 28<br>cwt       | 25<br>cwt       | 28<br>cwt       | 18<br>cwt       |
| Price per Unit<br>(Speak to your Hensall Co-op Sales Representative for updated information) | \$              | \$              | \$                         | \$              | \$              | \$              | \$              |
| <b>Total Gross / Acre</b>  | \$              | \$              | \$                         | \$              | \$              | \$              | \$              |
| <b>Return / Acre</b><br>(without land rent)  | \$              | \$              | \$                         | \$              | \$              | \$              | \$              |
|  | Corn            | RR Soybeans     | IP Soybeans                | White Bean      | Dark Red        | Black           | Azuki           |





# About Hensall Co-op



- Animal Nutrition**
- Agronomy**
- Energy**
- Food Products**
- Grain Marketing**
- Logistics**

Hensall Co-op is committed to providing the agronomic products and services that our customers demand to serve and improve their farming operations. Hensall Co-op offers crop inputs at several locations throughout Southern Ontario and Manitoba, and are focused on providing quality products and services. Our Field Marketers work with Food Producers to find solutions to the challenges and issues Food Producers face on a daily basis.

**Agronomic Services Offered by Hensall Co-op:**

- Liquid and dry fertilizer, application & delivery
- Certified seed for all major field crops
- Fertilizer spreaders and liquid applicators
- Professional application of crop protection products
- Precision ag management services (UAV, soil sampling, FieldTrace®, planting and spraying with variable rate prescriptions, etc.)
- Enhanced premiums for food grade crops
- Bulk seed delivery
- Soil sampling
- Customized recommendations
- Ag Alert emails
- Investments

**Ontario Locations**

|  |                                |                                |                                      |                                 |                                |                                  |
|--|--------------------------------|--------------------------------|--------------------------------------|---------------------------------|--------------------------------|----------------------------------|
| <b>Ailsa Craig</b><br>519.232.4449               | <b>Clinton</b><br>519.482.3438 | <b>Forest</b><br>519.786.5424  | <b>Kurtzville</b><br>519.291.2220    | <b>Mitchell</b><br>519.393.6010 | <b>Tilbury</b><br>519.682.1481 |                                  |
| <b>Hensall</b><br>1.800.265.5190<br>519.262.3002 | <b>Aylmer</b><br>519.773.2125  | <b>Drayton</b><br>519.638.2707 | <b>Greenway</b><br>519.238.8701      | <b>Lakeside</b><br>519.349.2243 | <b>Ripley</b><br>519.395.5955  | <b>Westfield</b><br>519.523.4221 |
| <b>Brussels</b><br>519.887.9933                  | <b>Exeter</b><br>519.235.1150  | <b>Harrow</b><br>519.738.2271  | <b>Londesborough</b><br>519.523.4470 | <b>Seaforth</b><br>519.522.1000 | <b>Zurich</b><br>519.236.7155  |                                  |

**Manitoba Locations**

|                              |                              |                                |
|------------------------------|------------------------------|--------------------------------|
| <b>Bloom</b><br>204.252.2418 | <b>Miami</b><br>204.435.2227 | <b>Rignold</b><br>204.274.2223 |
|------------------------------|------------------------------|--------------------------------|

**Western Satellite Receiving Locations:**

- Linear Grain, Carman, MB
- Brummelhuis Seeds, Vauxhall, AB
- Northern Tier, Thompson, ND (USA)

**Proud to be Farmer Owned**

[hensallco-op.ca/Crop-Services](https://hensallco-op.ca/Crop-Services)

# Edible Dry Beans

Hensall Co-op is a major supplier of Edible Dry Beans to customers worldwide. Together with our Food Producers, we have developed a reputation for supplying top quality beans with very extensive sustainability and traceability using our FieldTrace® program.

At Hensall Co-op, we pride ourselves on considering both economic and agronomic recommendations. Our Grain Marketing and Agronomy staff are readily available to help Food Producers and End-Users achieve their maximum production and profit potential.

Hensall Co-op also offers Food Producers food grade contracts in a number of edible dry bean varieties. We are committed to being an industry leader in providing our customers with quality beans to meet required specifications. Quality is our #1 priority and our Quality Assurance Department works diligently with our Field Marketers and Food Producers to ensure quality is maintained from seed to market. Our staff perform continuous system improvements, attain required certifications and constantly upgrade qualifications to exceed the challenges of new developments and food safety requirements.

Hensall Co-op recognizes the importance of maintaining a controlled food monitoring system to ensure regulatory requirements are met and understood. Hensall Co-op is focused on maintaining numerous quality and traceability certifications and programs:

- HACCP (Hazard Analysis Critical Control Points)
- CIPRS (Certified Identity Preserved Recognition System)
- Safe Quality Food Certification

We offer edible dry beans to buyers on a global scale, remaining committed to being a reliable supplier to our current customers as well as developing new relationships. Your food-grade crops are in meals served to families around the world and we thank you for working with us to provide a consistent, safe, and traceable food product year after year.







 **Hensall**  
CO-OP