

Dear Wheat Producer:

In Ontario planted acres for the 2022/23 winter wheat crop are down 30% from 1,025,000 last year to 719,000 acres this year. This sharp reduction was due to poor planting conditions and a late soybean harvest due to a rainfall packed fall. Ratios by class are virtually unchanged with 91.1% of acres SRW, 6.6% HRW, and 2.3% SWW.

The 2021/22 crop year provided ongoing challenges due to COVID-19, significant portions of the SRW and SWW crops did not meet milling specifications due to low falling number, unprecedented supply chain disruptions, and incredible price volatility peaking with Russia's invasion of Ukraine. CME wheat futures rallied from a low of \$4.7825 in June/20 to an all-time high of \$14.2525 in March/22. All-time is a long-time! As of the time of writing in early July prices are well off these highs as markets are switching their focus from pricing in hottest inflation in a generation to pricing in the increasing risk of a recession.

Hensall Co-op would like to thank you for your business and wish you a safe harvest 2022. We encourage you to contact any member of the Grain Marketing Team to discuss markets and develop strategies to help maximize market returns for you and your operation.

Find us on Twitter: 



Find detailed information at [www.hensallco-op.ca](http://www.hensallco-op.ca) under the 'Grain Marketing' tab.

## Electronic Funds Transfer

Get paid faster and save a trip to the bank!



To sign on to this program, call Sarah Shapton at 519.262.3511 ext. 312 to provide your current banking details, or e-mail her at [sshapton@hdc.on.ca](mailto:sshapton@hdc.on.ca) requesting this option be added to your account.

## Electronic Grain Tickets

Receive your ticket directly by e-mail upon leaving the scales at any Hensall Co-op elevator location. Deliveries made to Hensall Co-op Feed Mills are excluded.

This ticket will not be replacing the paper copy, but is simply an additional option.

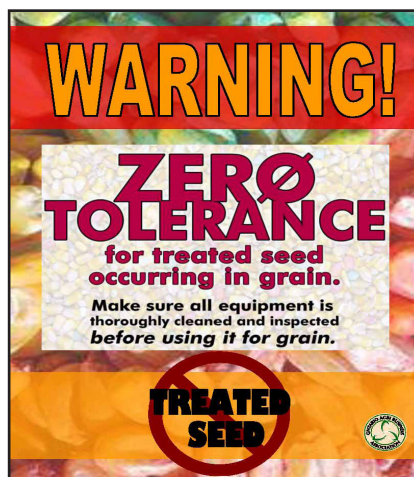
Ticket Information will include:

- Ownership (monitor split loads)
- Weights
- Grades

To sign on to this program, call Sarah Shapton at 519.262.3511 ext. 312 to provide your current e-mail address, or e-mail her at [sshapton@hdc.on.ca](mailto:sshapton@hdc.on.ca) requesting this option be added to your account.

HENSALL CO-OP GRAIN DELIVERY NOTIFICATION  
For Customer - Your Name  
Ticket - H/111111  
Delivered to - HENSALL GRAIN  
Gross MT - ##.###  
Tare MT - ##.###  
Unloaded - ##.###  
Commodity - listed here  
Dockage - 0.0  
Grading Factors  
MO 13.3  
SCREEN 95.8  
COLOUR 2.5

Ticket information can also be found on the new [Customer Information System](#)



## POISON WARNING!

It is unlawful to deliver grain that has been treated or infected with any poisonous substance or compound to mills or elevators. Persons so charged will be prosecuted to the full extent of the law and held liable for any expense or loss incurred in the removal and disposition of grains so contaminated.

## Grading Discounts/MT

	SRW	SWW	HRW	HRS
Grade #2	\$0.00	\$0.00	\$0.00	\$0.00
Grade #3	-\$10.00	-\$10.00	-\$10.00	-\$25.00
Fusarium	TBD by market conditions at time of harvest			
Feed	TBD by market conditions at time of harvest			
Sample	on a case by case basis			

## Protein Premiums/Discounts

(for Grade #2 delivered elevator at harvest only)

Hard Red Winter		Hard Red Spring	
%Protein	Discount/MT	%Protein	Discount/MT
<9.9%	-\$15.00	<11.5%	\$0.00
10.0 - 10.9%	\$0.00	11.6 - 11.9%	\$0.00
11.0 - 11.9%	\$8.00	12.0 - 12.4%	\$10.00
12.0%+	\$15.00	12.5%+	\$18.00

\*Protein and/or Grade Premiums Discounts subject to change without notice.

## RECEIVING LOCATIONS FOR 2022 WHEAT

Ailsa Craig .....	519.232.4449
Aylmer .....	519.773.5169
Bright (Stone Ridge) .....	519.580.0385
Brussels .....	519.887.9933
Clinton .....	519.482.3438
Drayton .....	519.638.2707
Exeter .....	519.235.1150
Forest .....	519.786.5424
Gads Hill (James Gerber) .....	519.656.2015
Greenway .....	519.238.8701
Hensall .....	519.262.3002
Kurtzville .....	519.291.2220
Lakeside .....	519.349.2243
Londesborough .....	519.523.4470
Mitchell .....	519.393.6010
Seaforth .....	519.522.1000
Westfield .....	519.523.4221
Wroxeter (Drudge Elevators).....	519.335.6352

## STORAGE

- NO Inward Elevation charge.
- 15 days free storage from date of delivery with storage starting on day 16 per ticket.
- Storage accrues at \$0.10 per mt/day.
- Storage and drying invoiced quarterly in September, December, March and June.
- Final basis cash out date - May 31

## DRYING AND SHRINK

- Dry standard is 14.0%
- Shrink only up to 14.5%
- Shrink and drying charges start at 14.6%
- Cleaning charges of \$4.00/mt start at 1.1% dockage

## MISCELLANEOUS

- Grade Discounts are subject to change.
- Protein Discounts and Premiums are subject to change without notice. Storage charges are subject to change.
- All Grade Parameters are per CGC standards.
- All dockage is deducted to 0.
- GFO fees are deducted at time of Sale.
- Basis Advance 60%.
- Basis Roll Fee \$0.03/bu.
- All off-farm direct loads are subject to the weights and grades of final terminal/end user destination, including discounts and premiums.

## The Canadian Grain Commission Declaration of Eligibility for Delivery of Grain

must be signed prior to delivery.

If you have any further questions, please feel free to contact Hensall Co-op at 1.800.265.5190.  
We will gladly explain all the options available to you.