

Dear Wheat Producer,

The Ontario 2023/24 winter wheat crop area is up 30% to 1,100,000+ planted acres this year. Ideal planting conditions last fall and strong wheat prices at the time helped bring wheat acreage back to the top end of the historical range. Ratios by class are virtually unchanged with 91.9% of acres SRW, 5.4% HRW, and 2.6% SWW.

Although the 2022/23 crop year did have a less than normal acreage, yields were record high with a provincial average of 96.5 bpa. The quality of the crop was fantastic with almost 100% grade 2 or better. Physical demand was strong into all of the milling, export, and feed channels, leading to stronger than average basis levels.

CME wheat futures continue to remain in a long-term downtrend off the all-time high of \$14.2525 in March/22 when Russia invaded Ukraine. As of the time of writing in early July futures prices are well off these highs as markets are trading in the mid \$6/bu area. Commodity markets in general are facing macroeconomic headwinds as central banks continue to tighten monetary conditions by increasing interest rates in an attempt to cool inflationary pressures.

Hensall Co-op would like to thank you for your business and wishes you a safe and prosperous harvest 2023. 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:

 @HDCAgronomy

 @HDCGrain

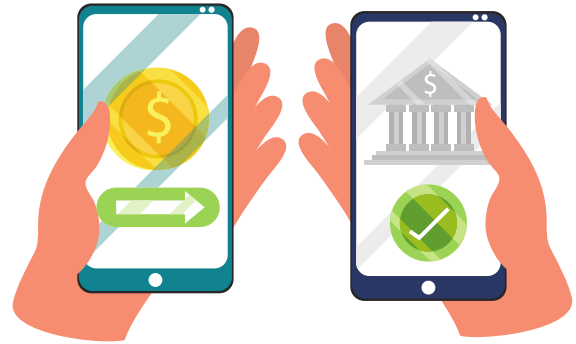
 @HDCFeed

 @HDCWest

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 email her at [sshapton@hdc.on.ca](mailto:sshapton@hdc.on.ca) requesting this option be added to your account.

### Electronic Grain Ticket

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

```
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
```

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

**ZERO TOLERANCE FOR TREATED SEED IN GRAIN**

**WARNING**

Ensure all equipment used for treated seed is thoroughly cleaned and inspected before using it for grain

**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	-\$15.00	-\$15.00	-\$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

Hard Red Winter		Hard Red Spring	
% Protein	Discount/MT	% Protein	Discount/MT
<9.9%	-\$15.00	<11.5%	-\$25.00
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 Premiums apply to Grade #2 only, delivered elevator at harvest only.

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

## Receiving Locations for 2023 Wheat

Ailsa Craig .....	519.232.4449
Aylmer .....	519.773.5169
Bright (Stone Ridge) .....	519.580.0885
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 on wheat.
- 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.
- Wheat storage end date – May 31, 2024. Stored balances over 20mt will transfer to a basis contract valued at the posted board price.

## Drying and Shrink

- Dry standard is 14.0%.
- Shrink only up to 14.5%.
- 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.
- No dockage allowance.
- GFO fees are deducted at time of sale.
- Basis Advance 60%.
- Basis Roll Fee \$0.03/bu.
- All off-farm loads are subject to the weights and grades of final terminal/end user destination, including discounts.

## 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.



## Customer Information System (CIS)



Access all of your Hensall Co-op business information in one place.

### The CIS offers customers access to:

- All Hensall Co-op business invoices
- Purchase history
- Grain shipments
- Contracts

### Additional features now available:

- Ability to download individual invoices for printing
- Displays what prepayments were for and what charges the prepayment was put towards
- Ability to see all open and invoiced seed orders
- Purchase history, including:
  - What was purchased
  - What invoice it was purchased on
  - The ability to download this information
- Provide accountant with all necessary information

### Access CIS Here:



<https://members.hdc.on.ca/login>

Click 'Register Now' to create an account

Questions:  
[cissupport@hdc.on.ca](mailto:cissupport@hdc.on.ca)