

WHAT'S GROWING

YOUR HENSALL CO-OP MEMBERS' MAGAZINE

VOL. 3, ISSUE 2
SUMMER 2021

TOGETHER

Calling for
Board Nominations

COMMUNITY

Our Strong Communities
Initiative Winners

BUSINESS

Hensall Global Expands

INVESTMENTS

Invest with us
at attractive rates

EMPLOYMENT

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2021 Dry Bean Markets



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Calling for Board of Director Nominations

**HELP
US**



keep the 'Canadian' in Canadian Agriculture

Do you know a candidate who you believe will represent the members of Hensall Co-operative well as a Director on our Board? **We encourage you to nominate them today.** For full details and the nomination form, contact Terry VanderWal (t.walagri@gmail.com), Sebastian Kraft (skraft@hurontel.on.ca) or any member of the Board.



ESSENTIAL AGRICULTURE

Welcome to the Summer 2021 edition of What's Growing! I hope everyone is enjoying their summer and the easing of the COVID restrictions.

It is hard to believe we are seeing another fiscal year wind down. We are fortunate to have the support of our members and continue to be encouraged by the level of investments that you have chosen to direct to us.

This is also the time of the year when our Board begins to accept nominations for new members. Our Co-op continues to grow and thrive and we will continue to do so with your support. We are looking for passionate individuals operating within diverse agricultural businesses who can bring us new ideas and insights to our Board. If you have an interest in joining the Board, please contact Terry VanderWal (t.walagri@gmail.com), Sebastian Kraft (skraft@hurontel.on.ca) or any member of the Board.

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If you would like to receive this magazine electronically, send your email address to satwell@hdc.on.ca and ask to be added to the mailing list or simply subscribe to "What's Growing" on our website link "[subscribe to our newsletters](#)".

COVID RESTRICTIONS STILL IN EFFECT.
CLICK HERE FOR MORE INFORMATION

Message from the CEO



In every challenge comes a greater opportunity.

As we see what is hopefully, easing of the COVID pandemic in Canada, we find ourselves in Agriculture faced with unprecedented challenges. Challenges from weather to market volatility to shortages in supply and disrupted supply chains driven primarily by transportation and supply chain challenges.

As I discussed in a previous issue, we accelerated many of our initiatives in response to the challenges of COVID-19. These challenges brought us opportunity. In response to the current market, we will continue to focus on creating opportunity and driving our business and our members' businesses forward.

With respect to supply issues for incoming and outgoing products across our industry, conditions will remain tight across all major transportation modes. This will particularly affect international ocean routes for the rest of 2021 and into the future. Getting food products to global markets is critical to our business and membership success. With that as a backdrop, we were excited to announce this month Hensall Global has acquired a majority interest in Overseas Container Forwarding Inc. (OCF) and a minority interest in Overseas Container Logistics Ltd. (OCL) with offices in Vancouver and Seattle. More details can be found [here](#). By aligning with a similar-minded organization, we will create synergies and improve our capabilities for gaining global market access for our members' value added food products and commodities. At the same time, we will see continued growth in Hensall Global - a business that has provided solid financial contribution to our entire Co-op.

We expect to see other opportunities amid the supply chain challenges. Across agriculture, businesses will continue to manage costs; but increasingly, they will be looking to manage risks during volatility. The concept of what a good service provider partner looks like will be more and more influenced by their ability to help manage risks. Our co-operative business

HENSALL CO-OP

roots have always been based on improving our business and creating value for our membership – this is derived from our core values – this you can count on.

I also encourage you to focus on your health and wellbeing during these volatile times. In this issue we have included an article from the Do More Agriculture foundation on some small things you can do to help

you through these stressful times.

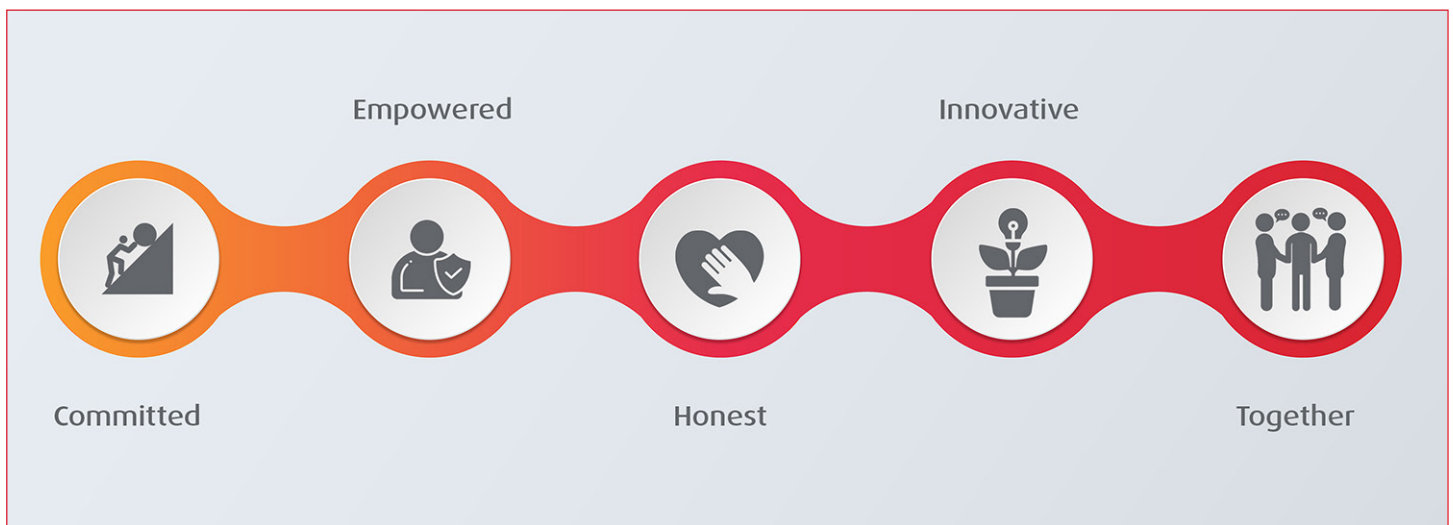
It is hard to believe we are closing in on the completion of another fiscal year. We thank you for your continued support of our Co-operative. We look forward to reporting to you in November with our financial updates. We will continue to monitor the public health guidelines and regulations to determine how we will hold our annual meeting. Regardless of the

format, we will provide all Hensall Co-op members the opportunity to engage in our annual meeting. Your input and direction are critical to our continued success.

I wish you and your families all the best for a safe and successful harvest.



Brad Chandler, CEO



We grow **BUSINESS**



Hensall Global Expands

Hensall Global Logistics Inc. (Hensall Global), a wholly owned subsidiary of Hensall District Co-operative, Incorporated (Hensall Co-op) is pleased to announce it has acquired a majority interest in Overseas Container Forwarding Inc. (OCF) and a minority interest in Overseas Container Logistics Ltd. (OCL). With operations in Vancouver and Seattle, WA, OCF has core competencies in import and export full and less than container load ocean freight. OCL, with operations in Vancouver, Calgary and Winnipeg has core competencies in export full container load ocean freight, air freight and surface transportation within North America.

"These acquisitions will provide immediate growth and will also be a catalyst in further expanding the Hensall Global business" said Brad Chandler, CEO of Hensall Co-op. He continued "The strengths and agency networks of both OCF and OCL complement those of Hensall Global and their locations in Western North America will provide us with more service options for our customers. Hensall Global is key to our success in delivering value to our global customers and this acquisition will serve to strengthen our service offering while growing a successful segment of our business."

With this acquisition, Hensall Global's ocean container shipping volumes will increase significantly and Hensall Global will also obtain full U.S. Federal Maritime Commission licensing, allowing it to expand business with U.S. based customers. OCF and OCL have a strong position in the import of containers into Canada, temperature-controlled cargo and air freight. By leveraging these strengths, Hensall Global has more opportunity to further increase revenues in those markets.

"We are very pleased to have completed this transaction and look forward to working with the teams at OCF and OCL" said Brad Borland, President of Hensall Global. "Both OCF and OCL have a tradition of providing personalized, high levels of customer service, which aligns extremely well with the Hensall Global business model."

OCF and OCL will continue to operate under their current trading names.

How COVID-19 Has Changed the Way We Do Business with Our International Customers

by Jason McNaughton & Ben Hodgins

Since its conception, Hensall Co-op's Food Products Division has served customers across the globe and over time this has grown to include over 40 countries worldwide. In order to build this business and maintain the relationships key to its success, the Food Products Team spends a significant amount of time welcoming customers to Hensall or traveling to meet them in their respective markets.

Well, at least we used to, prior to March 2020 when COVID-19 changed the world as we know it and forced us to adapt the way we do business. Almost overnight, travel plans were cancelled and incoming visitors were banned.

Our Food Products Marketers who combined spend over 200 days of the year on the road and countless

more welcoming customers to our facilities, and touring them around the countryside, were grounded and sent to work remotely to meet social distancing requirements.

The foundation of the Food Products Team is built on strong long-term relationships with our customers, the majority of whom are overseas. An important element in building these relationships is having in-person meetings to build trust and respect with buyers and their respective companies. With the entire world reeling from the COVID-19 pandemic and many countries facing similar restrictions to Canada, customers were quick to understand why in-person visits would no longer be possible.

People have stopped traveling, however this does not mean the world has stopped turning. People still need to eat and we are thankful



Japanese customer visiting with soybean grower before COVID occurred

to work in an industry that is stable through even the most challenging of times. As a raw material supplier to major food manufactures, Hensall Co-op continues to provide high-quality products and service that have earned us their business.

Many parts of the world may have been in lockdown, but we needed to evolve to the current business climate and find new ways to get the job done.

Working remotely, Food Products Marketers have had to adapt and find new ways to stay in touch with and engage our customers to continue to solidify our bonds. At times it has been a challenge to get buyers interested in pre-plant contracting programs or to discuss their longer-term needs.

< Meeting with Soymilk producers in Vietnam before COVID emerged





Touring Customers through the soybean storage system prior to COVID

Without the face-to-face contact to which they are accustomed and with many dealing with “other” challenges within their supply chain, additional effort has been required to keep them engaged.

Emails and phone calls have always been a part of everyday communication with buyers, but they do not provide that personal touch of in-person meetings. They also do not allow you to read body language and facial expressions which can be vital clues when dealing with customers for whom English is a second language.

Overnight we were introduced to MS Teams, Zoom and other video conference platforms. Video calls that had previously been limited to calls home to family when traveling overseas became the new normal. Business trips that previously involved 1 or 2 weeks on the road with several meetings per day were replaced with week after week of early morning or late-nights at a desk video conferencing around the world. While lacking the same intimate touch as in-person meetings, video calls have helped us to maintain a more personal connection to our buyers. We have also seen a significant increase in the use of texting apps such as WhatsApp. While quick and efficient for allowing buyers to communicate, this does mean marketers are spending more time



Soymilk makers touring Harrow Research Centre pre-COVID



Meeting with Azuki & Soybean customers in Japan prior to 2020

than ever on their cell phones in addition to video calls. For the time being, these tools have replaced both our outgoing and incoming visits but not without some advantages. Because of the accessibility of video calls, we have been able to have face-to-face conversations with buyers as frequently as desired. For some of them this may mean weekly or monthly, while for others, this may be limited to a few times per year.

Under the current normal, more time has been spent talking about non-business matters with buyers by email, on the phone or during video meetings. Topics such as local politics, sports, hobbies and one's family would normally be discussed

HENSALL CO-OP

after a meeting during lunch or dinner with customers. However, having these conversations more frequently helps to maintain the personal relationships between the marketing staff and buyers.

The loss of trade shows and industry events has also had an impact on the way we do business. These events were good opportunities to gain insight into the overall marketplace, to learn what was happening in alternative growing regions, gain insight on supply/demand and hear about new and emerging trends. Without in-person meetings and industry events the amount of information that gets shared on these subjects is limited. While some of this information is shared during our video calls and other communication with buyers

and competitors the volume and depth of information shared is not the same as when meeting in person. While video conferencing has proven to be an effective communication tool that will likely continue to be utilized frequently after we get through this pandemic, it does not mean an end to in-person customer visits. The time marketing staff spend meeting face-to-face with these customers is invaluable for understanding their business and the challenges they face. Overseas visits are an essential component of our customer relations and provide us with the information required to adjust our production and adapt our business to changing trends and demands in the various markets we serve. In turn this helps us to develop the

long-term strategy and direction of our food products business.

Our Food Products Marketers are eager for the world to re-open and to resume visits and our customers are eager to visit us again to see our crops in the field. When that happens though, some changes from the past 16 months will remain. Customer tours through out processing plants will be no more. For food safety and competitive reasons, these will be replaced by virtual tours. Other changes are likely to occur but as always, our Food Products Team will evolve and adapt to the changing conditions; assuring Hensall Co-op can maintain its place as a world leading supplier of dry beans and non-GMO soybeans to major food manufacturers around the world.

Zoom meeting in 2021



We grow **OPPORTUNITY**

2021 Crop Dry Bean Markets

by Chris Cronin

Despite big dry bean crops in 2020, markets are generally tight. We had what most in the trade would consider a big year in terms of non-traditional demand.

'Perfect storm' of market factors boosted demand for 2020 crop:

- Argentina had a relatively small crop May/June 2020 (planted before covid)
- Hurricanes impacted regional crops in Central and South America
- China stepped into the market for Canadian and American beans
- Mexico had a drought impact their main crop cycle
- Traditional markets went into second and third lockdowns

We were staring down a big crop at 2020 harvest. Dealers were watching the crop come in, concerned where we were going to store all the beans. So we were happy to put sales on as buyers came to the market. Then around late December everyone looked up and started to worry they weren't going to have enough beans in 2021 due to rising prices for competitive crops. Don't get me wrong—inventories are generally higher than where they were a year ago—it's just that we went from being worried about where we were going to sell the beans to realizing we may not get the acres needed for the next crop.

Factors affecting 2021 crop dry bean values:

COVID

Covid boosted demand for dry beans everywhere. In Europe, North America, Australia and New Zealand, demand for beans has been strongest during periods of lock-down. Generally speaking, spikes in retail demand more than offset shutdowns in food-service channels. Central and South America have also shown strong demand for Canadian and American beans and this is partly explained by weather impacts to regional crops; however, covid has also been a factor.



We are starting to get a picture of post-covid demand in a few of our markets. It is still early; however, we are seeing retail demand pull back in countries whose economies are reopening and uncertainty how food-service demand will respond. This translates to inventories in silos versus on shelves. Possible scenario: If



slower demand takes roughly one month's usage out of the market, inventories build and there is reduced demand pressure for new crop. I reiterate it is still very early and it is difficult to predict the demand impact because the pandemic isn't over and some bean importing countries will reopen their economies earlier than others.

NEW CROP PRODUCTION

With respect to acreage, in most classes there are concerns the acres won't meet demand. Even though contract values were up from last year, they were not as attractive as soybeans, corn and other crops. Adding to the squeeze, competitive crop prices remained strong through spring planting and this could further limit 2021 dry bean acres. Because Statistics Canada estimates are less than reliable the market will be looking to the USDA for hints.

The June 30th USDA Acreage report will give dry bean acreage estimates for each state which is does not go into enough detail for the trade. The June dry bean acreage estimates are not always accurate so I do not see much weight attached to this report.

The trade is looking forward to the August 12th Crop Production report where the USDA will publish their first official breakdown by state and market class. We want to know the acreage split between pinto, black and navy beans in North Dakota. We will be interested to see initial kidney bean acreage estimates. The August report will hold some weight for the trade.

Under normal demand conditions the market will not need as many acres as last year. While the expectation is for acres to be down 20 – 30%, I have also been in the industry long enough to know we need to leave room for surprises. If competitive crop prices fall out of bed (possible) and it turns out North Dakota growers planted more acres than expected this year (say pinto acres are down only 10%), harvest prices will be lower than

contract values. The market is not set up this way today; however, we need to acknowledge we are dealing in a specialty crop whose total acreage is a drop in the bucket compared to the major crops.

On the yield side it is still too early to talk about dry bean yields with any real accuracy. Sure, there are drought conditions in north central North Dakota but today we also have a number of areas with the potential for above average yields. We won't have a good guess at the acreage numbers until August and I wouldn't focus too much on yields before then.

GLOBAL COMPETITION

Canadian and American growers must remember we compete in a global marketplace. Our quality is good and we struggle to compete in low grade markets due to our high cost of production.

To recap our main competition:

- Argentina's harvest is just wrapping up and they are reporting a bigger crop than last year. This will relieve demand pressure across most classes.
- China have had less of a presence in export markets in recent years and last year they were a buyer of white beans. Seems their current focus is expanding corn and soybean production.
- Ethiopia have competed with Canadian and American white beans longer than most growers realize.
- Ukraine have emerged as a competitor in recent years. Their proximity to Europe makes them a threat.

These lower cost origins are learning the quality and traceability requirements of higher value markets and buyers have shown a propensity to switch to these origins when prices are high. Which brings me to my next point...

IN SUMMARY

Dry bean markets generally increase production in response to high prices; however, for the 2021 crop there are questions around the possible supply response given competition from other crops. Spring contracting was down across most classes so—unless we are surprised by acres produced outside contracts—prices should hold up fairly well through the fall. The possible pullback in demand as economies emerge from COVID may translate to certain buyers having more forward cover than thought. It is hard to picture there being “too many” beans around at harvest; however, we need to keep in mind it is still very early and dry bean markets have many moving parts.



10 tips for delivering the highest-yielding with the best quality beans

by Wade Bickell

- 1 It all starts with field selection. Good natural drainage or systematically tilled land is best for all crops, but especially for edible beans.
- 2 Make the best seed bed possible. Regardless of your tillage system it comes down to making the best possible seed bed for the beans to emerge easily.
- 3 Use good quality seed. If it's large-seeded beans like cranberry or kidney, use western grown seed. These seeds are grown in an arid climate under strict management protocols. For small seed beans like white and black, use certified seed grown from western foundation seed. These are less prone to seed-born diseases that can affect your yield potential and quality.
- 4 Planting day is so important. Don't rush if rain is forecast. As tempting as it is to be finished, planting ahead of a big rain is seldom successful. It's always better to plant after a rain and see the beans emerge within 7 days.
- 5 Weed control needs to be a systematic approach. Keeping your fields clean throughout your rotation is critical to a clean, edible bean field. Having a two-pass program is also needed to have a clean field. A good soil applied along with a post-emergent application. Start looking at your field 10 days after planting. Getting weed escapes when they are small is the only way to get them under control.
- 6 Insect control may also be needed. There are two types of insect damage. One is the piercing and sucking insects like Lygus bugs or Stink Bugs. The second are chewing insects like the European Corn borer or Western Bean Cutworm. Both types of insects cause quality issues and increase the pick in your beans.
- 7 Controlling diseases in dry beans is another factor to consider. By far the most destructive disease we can manage is white mold. The only way to control white mold is to apply a preventative fungicide application. Applying the fungicide at the right time is critical to successfully reducing the impact of the disease.
- 8 Desiccation is the next step where we can manage quality in the production of dry beans. Timing is critical. Too early and you will create more pick and reduce yield.
- 9 Harvest timing. It can take up to 2 weeks for desiccations to work. Waiting for the pods and stems to dry down will improve harvest efficiency and bean quality.
- 10 Monitor the beans going in the bin and in the truck as you harvest. Check for tagging and cracked seed coats. Field conditions can change quickly as the harvest day progresses.

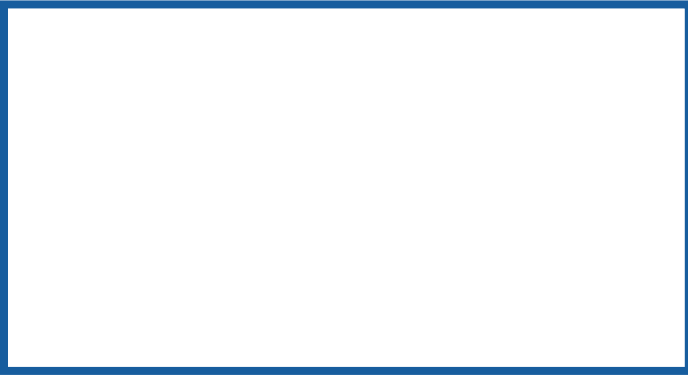
The management of dry beans is critical to growing a great crop. Please contact your field marketer for more specific details on any of these 10 tips.

We grow **OPPORTUNITY**

Have you been tuning into our Forage Friday updates on Twitter?

Each Friday we bring new insight into how you can improve forage management on your farming operation. Follow our Animal Nutrition team on twitter for insight every Friday.

Here is an example of what you will see:



Click on image above or visit
twitter.com/HDCFeed/status/1403381518832111616

Monitoring bird health is a key to service success

To ensure we are on track with our broiler customers, we regularly team up with our partners (l to r) Dr. Joanne (JVS), Ernest (Zoetis), Dr. Jess (JVS) and Justin (Hensall Co-op) to conduct an overall flock health check. Understanding health challenges and making adjustments to nutrition is a critical component of our Animal Nutrition service offering.



Take Your Best Shot

Don't forget our second annual photo contest is open! It's FREE to enter so be sure to start snapping as the crops are growing and being harvested.

Grand Prize - Yeti Package and your image as the cover of the 2021 Hensall Co-op Annual Report.

Runner-up Best Image: \$350 Yeti Package

First prize in each category: \$100

Second prize in each category: \$50

Third prize in each category: \$25

Full details [here](#).

**Contest closes
Sept. 30/21**

Did you know?

Hensall Co-op adds Fuel Right to our conventional diesel, which will enhance the performance of your equipment and vehicles.

Click on the image to the right or visit
<https://twitter.com/i/status/1405487889505566720>



Why should you use quality hydraulic fluid made specifically for your tractor? Performance and insurance. Contact us to get the right hydraulic fluid for your tractors.

Contact our Energy Department to order your hydraulic fluids.

Click on the image to the left or visit
<https://twitter.com/i/status/1402958734217728001>



We grow **EMPLOYMENT**

Meet Dan Fugard, Regional Energy Manager

**Tell us about yourself,
and how you
came to join the
Hensall Co-op
family**

I was born in St. Thomas and now live in Stratford. I have been married to Patty for 36 years. We have two children, Brittany and Zachary and five grandchildren. I like spending time with our family and cruising to car shows with our old car. Golf and curling are two past-times that unfortunately with my schedule I do not get enjoy as much as I would like.

Jerry Groot and I had done some business in my former roles, leading to me joining Hensall Co-op this past January.

**When did you first
become interested in
the energy industry?**

I began my career in 1985 as a fuel delivery driver with T.G Hammond Ltd. From there fuel and service got into my blood, and the rest, as they say, is history.

**Can you describe
your career path with
Hensall Co-op?**

As I have just recently joined the Hensall Co-op family, this part of my career path is just beginning. I am looking forward to learning how the Co-op works, thus improving my ability to do the job asked of me every day.

**What do you enjoy
most about your job?
What would you
change about your
job if you could?**

I enjoy working with people and enjoy the challenges of my role in the Energy Department.

I believe I can manage my time to be more effective as I do not like being overwhelmed and missing deadlines or commitments.

HENSALL CO-OP

How do you keep up-to-date with the advances in this industry?

I read industry publications and material for new information. Collaborating, communicating and learning with others in the industry including suppliers also help to keep me up to date with advances in technology and products.

How has COVID impacted how you work with your customers?

How we communicate with customers has changed. I believe we are more considerate and open with our communications. With less face-to-face time we are texting and emailing more, as well as speaking with customers on the phone more than we did.

How do you add value to your customers' experience with Hensall Co-op?

We do what we say we will to the best of our ability for every customer. The Energy Department team works each day to build up our reliability, on which all customers can depend.

Tell us about your funniest travel story.

In 1987 in Puerto Plata Dominican, my wife and I rode three (yes - with the driver) on a Kawasaki 100 around the area.

What did you want to be when you grew up?

A business manager and also a business owner, I am living my dream job here at Hensall Co-op.



Dan's Preferences

Truck or Car:

Truck

Tea or Coffee:

Coffee

Beer or Wine:

Beer

Rock or Country:

Country

Burger or Salad:

Burger

Dog or Cat:

Dog

Country or City:

Country

Online or Print:

Print

We grow **EMPLOYMENT**

Reta Byvelds, General Manager, Animal Nutrition was featured in a Canada-wide news piece recently, highlighting her work with her therapy dogs.

By [Jackie Dunham](#), CTVNews.ca Writer

Whether they're dressed up as Winnie the Pooh characters, long-haired yaks, or simply wearing tutus, Reta Byvelds' three dogs are bringing smiles to the faces of residents waiting out the pandemic in a southwest Ontario long-term care home. The two older dogs – nine-year-old Devo and eight-year-old Seamus – are trained therapy dogs with the St. John Ambulance branch in Stratford, Ont.

For the past few years, Byvelds has brought the dogs to the Spruce Lodge long-term care facility and Cedarcroft Place retirement home for regular visits with the residents and staff. Because they're certified to work with children, the dogs have made occasional visits to the local library as well.



All that changed, however, in March 2020 when COVID-19 began to spread in long-term care homes throughout the province. Because she wasn't allowed inside the buildings anymore, Byvelds said she and the dogs would stand outside so the residents could see them through the windows.

"At that time it was more of me trying to make sure that they were safe and wanting to see them than anything else," Byvelds recalled during a telephone interview with CTVNews.ca.

Because the Cedarcroft Place retirement home didn't have an area where Byvelds and the dogs could visit through the windows, she said they have only been able to do the window visits at the Spruce Lodge long-term care facility.

On April 12, 2020, which was Easter Sunday, Byvelds said she decided on a whim to put a hat that resembled a flower and another one with bunny ears affixed to it on Devo and Seamus for their weekly visit. The reaction? "A mixture of people really enjoying it and to be brutally honest, some thought I was crazy," she said with a laugh.



That was the day Byvelds came up with the idea to dress her dogs in costumes on a weekly basis. It also happened to be the day her third dog, Pieter, was born. And it wasn't long before he, too, was dressed up in silly costumes for the amusement of the seniors and staff at the home. Since then, Byvelds and her dogs have never missed a week to greet the residents through the windows – usually on Sundays – for a total of 56 weeks.

The dogs have been dressed as superheroes, dragons, characters from The Wizard

HENSALL CO-OP



of Oz, and even as the late The Tragically Hip frontman Gord Downie. Perhaps the most popular costume was when Byvelds dressed them up as Elvis. "One of the PSWs (Personal Support Workers) in one of the dining rooms started singing an Elvis song and some of the residents joined in, which just sort of warmed my heart. It was a fun one. Got a lot of 'Hound Dog' jabs as you can imagine," she said in reference to the popular Elvis hit.

The worst costume, according to Byvelds, was when she dressed the dogs up as corn on the cob. "They were heavy. They kept sort of sliding off and then there were pieces of yellow foam golf balls cut in half, and they were flying all over. It was a bit of a disaster," she said. Thankfully, the dogs are good sports about it, Byvelds said.

"One of the things about Whippets is they have to wear a coat in the wintertime so they're somewhat used to having something on, so I think that's a part of why they can tolerate it," she said. "But they really are very special."



Byvelds said she makes most of the costumes and she has even learned to sew as a result of her new hobby. Impressively, she has never had to repeat a costume in the 56 weeks she's been doing it. However, Byvelds said she expects she'll stop dressing up her dogs when they're allowed to go back inside to visit the residents.



As much as the dogs in costume have brought joy to the residents and staff of the home during a difficult year, Byvelds said the undertaking has helped her too. "I had some really dark times because for anybody who has spent a lot of time volunteering in long-term care, it was a really, really tough time for us," she said. "I lost some people who were dear to me... but at least being able to see some smiles... I think it really has helped."

The rest of her community seems to think so too. Byvelds has become something of a local celebrity these days with people approaching her to ask if she's the woman who dresses up her dogs. "It's become something where people really realize that anybody trying to do anything just to put a smile on people's faces is really welcomed," she said.

The full CTV News article is available [here](#).

UPDATE: As of publication, the team has completed 69 consecutive weekly costume window visits.



WHAT'S GROWING MAGAZINE

Every year Hensall Co-op puts a call out for students to fill our intern positions. These enterprising young people assist our Field Marketers in day-to-day activities, from scouting fields to preparing and attending customer presentations. We are pleased to introduce you to this year's Interns:

Sarah Kiar

Greenway location.

University of Guelph Ridgetown - Associate Diploma in Agriculture
Fall 2021, Old's College - BASc in Agri-business.

I have processed delivery orders, helped plant the Hensall Demo plots, scouted multiple field crops, graded wheat and put up field signs. I have learned about dry bean production from product application to plant production. What really surprised me was the support the company provides to all the interns with weekly meetings about topics that are relevant to what we as interns would be doing or seeing in the field each week.



Addison Ross

Aylmer Location

University of Guelph - Management Economics and Finance (co-op)

I come from a non-Ag background. One thing that surprised me since starting is the amount of chemistry and science involved at every stage. It truly is fascinating and has opened my eyes to how much actually goes into farming in the modern era and where it will go in the future.



Claudia DeJong

Drayton Location

Nipissing University - Bachelor of Education

I have been employed in the agriculture industry since 2015 during the spring and summer seasons as a crop agronomist/field marketer intern.

I have recently learned how to grade wheat which put things into a full circle perspective; I now have seen the complete cycle from the seed in the ground and the various growth stages to the excitement of harvest time at the elevator.



We grow **EMPLOYMENT**



Dana Bryden

Ailsa Craig Location

I work as an Intern in Ailsa Craig during the summer and work at the Hensall and Exeter locations for the rest of the year.

I have learned a lot about diseases and insects that can affect various crops. The most surprising thing I have discovered is how many kilometers I can put on these feet in a week with all of the field scouting.

Reece Ramer
Mitchell Location

University of Guelph – Management Economics and Finance

Coming from a non-ag program at Guelph everything here was very new to me. The first part of this co-op I was a part of the distribution of seed and then moving onto field scouting. My supervisors have taught me about different weeds, diseases and deficiencies throughout the fields. Not having a background in agriculture really opened my eyes to everything that goes into growing different crops. Overall, my experience at Hensall Co-op has not disappointed and I've enjoyed every day here.



DeeAndra Skinner

Seaforth Location

University of Guelph - Bachelor of Science in Agriculture

Working as a Hensall Co-Op Intern, I have gained valuable experiences and skills that I can transfer to my future career in Ag. In this position, I have learned about agronomy from many different angles by scouting fields, connecting with growers and attending informative presentations. One aspect that has surprised me is the innovation used in creating the advanced technology that make scouting accurate and organized.



WHAT'S GROWING MAGAZINE



Real Agriculture's Edible Bean School is sponsored by Hensall Co-op. Our Field Marketers, including Meghan Scott, above, take lead roles in each episode. See them [here](#).

Storage expansion at our Miami, MB location is growing from the ground up!



We grow **INVESTMENTS**

Special Member Investments

We continually monitor our interest rates by comparing them to other investments including but not limited to those offered by banks and other co-operatives.

We continue to offer a premium over the rates of our finance industry competitors.

Questions or interested in making an investment? You can contact us by calling [1.800.265.5190](tel:18002655190) and selecting option #2 or email us at memberservices@hdc.on.ca

These are our current rates:

Hensall Co-op Special Member Term/Demand Investment Rates [*]	
Term (Years)	Interest Rate
Demand	1.50%
2	2.00%
3	2.50%
4	3.25%
5	4.00%
7	4.75%
10	5.25%

^{*}Rates effective June 15, 2021 and are subject to change without notice.

Drayton team moves into new their new office building



We grow **COMMUNITY**

ANNOUNCING THE WINNERS OF OUR STRONG COMMUNITIES INITIATIVE



The Strong Communities Initiative was launched in 2021 to support projects that boost the resilience of rural communities. Projects were open to registered charities and were judged by Hensall Co-op on specific criteria that measured the impact on the local community and the sustainability of the project.

Speaking about the initiative, Brad Chandler, CEO of Hensall Co-op, stated "We are passionate about protecting our local communities which is why we direct the bulk of our sponsorship investment to supporting rural healthcare and healthy living initiatives, agricultural societies and the education of rural youth. The Strong Communities Initiative grew out of our commitment to the communities we serve. We were extremely pleased with the quality of the submissions we received although it made selecting a winner very difficult for our team."

Two projects were selected as winners in the inaugural year of the initiative. The winners will receive \$10,000 towards their projects. Both projects support wellness and family activities. The selections committee considered this to be vitally important as we rebound from the COVID restrictions. *Applications for the 2022 Strong Communities Initiative will be available in April 2022.*



The Miami Parks Board in Miami, Manitoba will receive \$10,000 to build a pavilion in their camping park. The pavilion will be available free of charge to all members of the community for a variety of events, including a weekly summer concert series and other small band performances, as an outdoor classroom for the local school, as a drama stage and as a venue for summer recreation program participants. The pavilion will also be available for community events, community group meetings, and dedications. Heather Imrie, Chairperson of the Miami Parks Board stated "The members of the Miami Parks Board were thrilled to have been chosen for Hensall Co-op's generous grant. We are very excited about the opportunity to offer this versatile community facility in our park space and we look forward to the many events we will host in our new pavilion for years to come. Many members of our community will find new ways to enjoy our park. Many thanks to Hensall Co-op for your investment back into our community."



The Optimist Club of Moorefield in Moorefield, Ontario will receive \$10,000 towards their project to build a roof over their outdoor rink and recreation pad. The roof structure will reduce the amount of snow, freezing rain and sunshine that impacts the skating surface to increase the amount of time the ice is available to the community. In the spring, summer and fall months the roof structure will allow for more outdoor events to be enjoyed by members of the community. Jeremy Culling, Vice President of the Optimist Club stated "This generous grant has put our campaign into overdrive, and we look forward to continuing our fundraising so that we can begin construction. Our Optimist Rink has been a place for our families to gather and our youth to meet with friends. It has been a place where many of our youth have learned to skate for the first time and has assisted in helping our youth build valuable social skills and confidence in many of the things they do. An improved structure will have an even stronger impact on our community."

Application Deadline Extended to August 15

The purpose of the Hensall Co-op Bright Futures Scholarship (the Scholarship) is to provide post-secondary scholarships to students who are entering their first year of post-secondary education and have shown a career interest in agriculture or a field or trade that will advance rural communities and economies. Three Scholarships of \$2,500 each will be awarded to students who are children or grandchildren of individuals who were a member of Hensall Co-op as of March 1 of the year of application, individuals who had a controlling interest in an entity that was a member as of that date or an employee as of the date of application.

Up to three \$2,500 scholarships are available. Awards are for one year only for students entering their first year of post-secondary education. All scholarships will be paid directly to the recipients.

Applicants must have been accepted and have the intention to become full-time students attending an accredited post-secondary institution in Canada for the first time (College or University). Applicants must be majoring in agriculture or in a field or trade that will advance rural communities and economies.

Applicants must be children or grandchildren of an individual who was a member of Hensall Co-op as of March 1, 2021, had a controlling interest in an entity that was a member as of March 1, 2021 or was/is and employee as of the day of application.

To be considered for a Scholarship, applicants must complete an application and return it to Hensall Co-op (marketing@hdc.on.ca) by August 15th.

The application form is available on our website [here](#).



**HENSALL CO-OP
BRIGHT FUTURES
SCHOLARSHIP**

WHAT'S GROWING MAGAZINE

> Ailsa Craig staff recently celebrated Bill Windsor's 60th year of service working at this location. Bill started his career in Ailsa Craig on April 6, 1961. Bill is always the first to lend a helping hand and is a valuable member of the Ailsa Craig team. Congratulations Bill and thank you for all you do!

The Ailsa Craig location became a part of Hensall Co-op in 1991.



< The next generation of the Brand family compares his sprayer to the real thing.



> We were excited to see the sign is now up for the new Parkhill Fire Station & Middlesex-London Paramedic Service and look forward to watching the project move forward.





REPRINTED FROM THE DO MORE AGRICULTURE FOUNDATION (<https://www.domore.ag/>)

By Lesley Kelly, Farmer and Co-Founder of the Do More Agriculture Foundation

Life is full of ups and downs, as so is farming. It's one of the only certainties that we have in life. We won't feel great all the time and things won't go smoothly or as anticipated during the farming season, but there are real, simple and effective things we can do to improve the state of our mental health. Taking care of ourselves and our mental health can be challenging during the busy seasons, but that doesn't mean our self care practices need to come to an end. Just like how the seasons of farming change, so can our self care practices and rituals. For example, what we do in the winter may look different than what we do for ourselves in the summer. Sometimes, what worked during one period of time may not apply now, or we may need a multitude of different practices to help get through a hard time.

Taking time to appreciate the pleasures life brings, however small, can promote satisfaction during the busy and long seasons and even when things don't turn out how you hoped.

Here are 7 little things that you can do in the busy seasons that can make a big difference to your

7 Little Things That Can Make a Huge Difference to Your Mental Health

mental health:

Take a walk - Walking is a low-key way to help relieve stress and promote positive emotions through sunlight and fresh air. You can take a walk around the tractor if you are in the field, or down the lane way if you only have a few minutes.

Splurge on yourself - The busy seasons can be long so small splurges on yourself can make a world of difference. Farmer Kim Keller (@kimkkeller) shares she enjoys a fancy coffee and bubbly water in the tractor. For Merle Massie (@merlemassie) it's work gloves and listening to a good audio book.

Reconnect with nature - It's no surprise farmers enjoy working outdoors, but that connection goes far deeper. For many farmers, nature and the outdoors their mental health. Kara Oosterhuis (@KaraOosterhuis) enjoys listening to birds chirp as the sun comes up in the morning. She adds, "It's a good reminder that no matter what, the world keeps turning." Brayden Lewis (@BraydenJLewis), Beef Technician at Lakeland College agrees. "When things get extremely busy, I have to remind myself to stop and enjoy the little things like the sun going down over a pasture full of mamma cows!"

Call someone you care about - In this age of digital connection, text messages often beat out old-fashioned telephone calls as the preferred method of communication. Text messages certainly are quicker and more convenient. Hearing the voice of a

TALK MORE ASK MORE LISTEN MORE

loved one or friend is a small pleasure many people tend to overlook. Setting aside 10 or 15 minutes in your day to call someone you care about, whether in the tractor, barn or office can bring a lot of joy. It'll probably brighten their day, too.

Problems feel smaller when you share them - A problem shared is a problem halved, so the old saying goes. And it's true. Talking to someone when you've got something on your mind can make a big difference to how you feel. You can also write down how you feel, as this may help make the words clearer in your mind. The act of writing itself can be a therapeutic release and allows you to find ways to deal with them, and you can do this in a notebook or on your phone. Karla Fehr (@kj_fehr) agrees and journaling is beneficial to her: "Taking a minute to list/journal something that I'm thankful for."

Do things with others as there's strength in numbers - Whatever you do, you don't have to do it alone. Whether you're going for a walk, riding in the cab of a tractor, fixing equipment, in the garden or a bit of DIY, everything is better if you share it with someone else. We are social animals and we thrive when we're in company with others, even the smallest problem can seem magnified if we feel on our own. People love to help, and you'll find that surrounding yourself with other people will help you be more confident and better able to cope with life's challenges.

Take a break - In the busy season, it may be hard to take an extended break or feel you can. Although taking short breaks throughout the working day may not have as obvious an impact as taking a holiday, research has found significant benefits. Studies have found that breaks can reduce or prevent stress, help to maintain performance throughout the day and reduce the need for a long recovery at the end of the day. "I like to stop and take just five minutes with everything shut off and enjoy the sunset," says Quick Dick McDick, farmer and social media personality (@QuickDickMcDick)

Ultimately, any little things in everyday life you can find to help soothe your mind will work wonders for your mental health. Sometimes, the little things can make a big difference to how we feel and how we cope through life and farming's ups and downs.

If you are looking for more information on resources and support, visit <https://www.domore.ag/>.

The Do More Agriculture Foundation champions for the mental wellbeing of all Canadian producers and is changing the culture of Agriculture to one where all producers are encouraged, supported and empowered to take care of their mental wellbeing. The Foundation is not intended to be a substitute for professional medical advice, diagnosis, or treatment. If you are in crisis, please visit your local emergency department or call 911.

An excellent publication that helps tell the story of Canadian Farming

In the world of social media and the misinformation that comes with it, many of us find ourselves defending our industry against misconceptions.

Enter "The Real Dirt on Farming". This publication addresses common questions and misconceptions about Canadian food and farming, as well as other subjects that the general public has shown an interest in.

We thank Farm & Food Care for publishing this booklet.

You can read it here:

<https://www.realdirtontfarming.ca/flipbooks/english-2020/mobile/index.html>

The Real dirt on Farming

We want your
feedback!

Contact us at marketing@hdc.on.ca to tell us
how we are doing serving
your needs as a Member
of your Co-op.



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In YOUR Community

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