

What's Growing

Hensall Co-op Member Newsletter



Season's Greetings from the CEO

As the holiday season approaches and we reflect on the year behind us, I want to take this opportunity to thank each of you—our valued members—for your trust and unwavering support of Hensall Co-op.

This fall season was nothing short of exceptional. Our entire team demonstrated remarkable resilience and determination, delivering outstanding service across all business divisions for our members and customers. Now, as the winter months settle in—and with the first week of December bringing a deep blanket of snow to many of our location areas—all our business divisions are gearing up for winter sales, processing, production, and maintenance initiatives while preparing for another productive spring season.

At Hensall Co-op, our success is built on the strength of our membership and the dedication of our employees. This year, we were proud to distribute Christmas bonuses to our team members and host holiday celebrations across our divisions, reflecting our appreciation for their hard work. These initiatives were made possible by the financial health of the Co-op—an achievement driven by the continued support and loyalty of our members.

As we celebrate the season, we also recognize the vital role you play in our success. Your trust in Hensall Co-op fuels everything we do, and we are deeply grateful for the opportunity to serve your needs. On behalf of all our employees, thank you for choosing Hensall Co-op and for being an integral part of our shared journey.

As we enjoy the holiday season, I encourage you to take time to relax, celebrate, and enjoy moments with your loved ones. On behalf of the Board of Directors, the Executive Team, and all our employees, we wish you and your families a joyful, safe, and festive holiday season, and a Happy New Year.

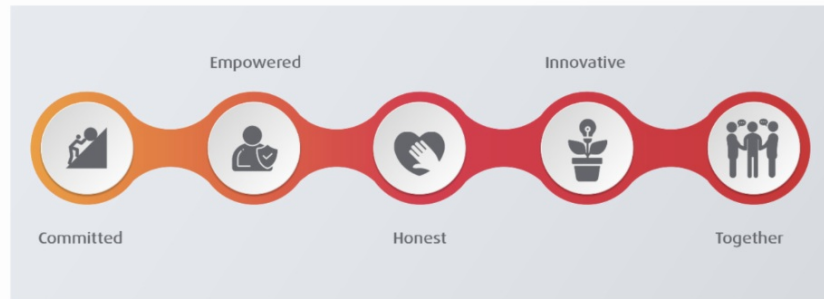
Together, we are building a brighter future for Hensall Co-op and the communities we proudly serve.

Warm regards,



Brad Chandler, CEO
Proud to be Farmer Owned

Our Values mean everything to us:



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The 80/20 Principle

Health
80% eating
20% exercising

Wealth
80% habits
20% math

Talking
80% listening
20% speaking

Learning
80% understanding
20% reading

Achieving
80% doing
20% dreaming

Happiness
80% purpose
20% fun

Relationships
80% giving
20% receiving

Improving
80% persistence
20% ideas

"Prioritize the **80%** and the rest will fall into place."

Who We Are

Message from Member Services

The Membership team at Hensall Co-op extends its sincere gratitude for your unwavering support, which has served as the cornerstone of our success. We genuinely appreciate the opportunity to serve you. As we approach the New Year, we eagerly anticipate the chance to enhance your experience and want to share a few important reminders:

Direct Deposit (EFT): The Canada Post mail strike highlighted the importance of electronic banking options. If you haven't yet set up EFT for your Hensall Co-op account(s), please use one of the following methods to provide the necessary information:

**Online Direct Deposit
Form**

**Paper Direct Deposit
Form**

**DON'T MISS
A PAYMENT!**

Use **direct deposit**
to receive your
payments and:



GET PAID FASTER



KEEP YOUR MONEY SECURE



REMAIN
ENVIRONMENTALLY FRIENDLY



SAVE TIME



Investment Renewal Period: Ensure the accuracy of your direct deposit information as we approach the renewal period for investments. Timely processing is crucial for ongoing outgoing payments.

Tax Season Preparation: Collecting Social Insurance Numbers (SIN) or Taxpayer IDs is essential, especially in anticipation of the upcoming tax season in February. Failure to include this information on tax forms may result in a \$100 charge from the Canada Revenue Agency (CRA).

Invest with Hensall Co-op

Why Invest in Hensall Co-op?

Attractive Rates and No Banking Fees:

Enjoy competitive returns on your investment without the burden of additional fees.

Support Canadian Agriculture:

Your investment contributes to the growth and sustainability of agriculture across Canada.

Strengthen Rural Communities:

By investing in Hensall Co-op, you help bolster the vitality and prosperity of our rural areas.

Your investment helps advance vital agricultural services, including grain processing facilities, and innovations that drive farm-level success in our communities. Witness the growth and investments shaping the future of Hensall Co-op. Be part of a forward-thinking, expanding business dedicated to delivering value to farmers at every level.

For more information on opening a High Interest Savings Account, making an investment, or becoming a member, please contact:



Sylvie Atwell

Member Services and Credit Manager

Direct Line: 519.262.3511 ext. 262

Email: satwell@hdc.on.ca

Hensall Co-op Investment Rates*	
Term	Interest Rate
High Interest Savings Account	4.00%
3 Month	4.05%
6 Month	4.10%
9 Month	4.15%
1 Year	4.20%
18 Month	4.30%
2 Year	4.40%
3 Year	4.60%
4 Year	4.70%
5 Year	4.90%
6 Year	5.00%
7 Year	5.10%
8 Year	5.20%
9 Year	5.30%
10 Year	5.50%

*Current interest rates as of today's date.
Subject to change without notice.

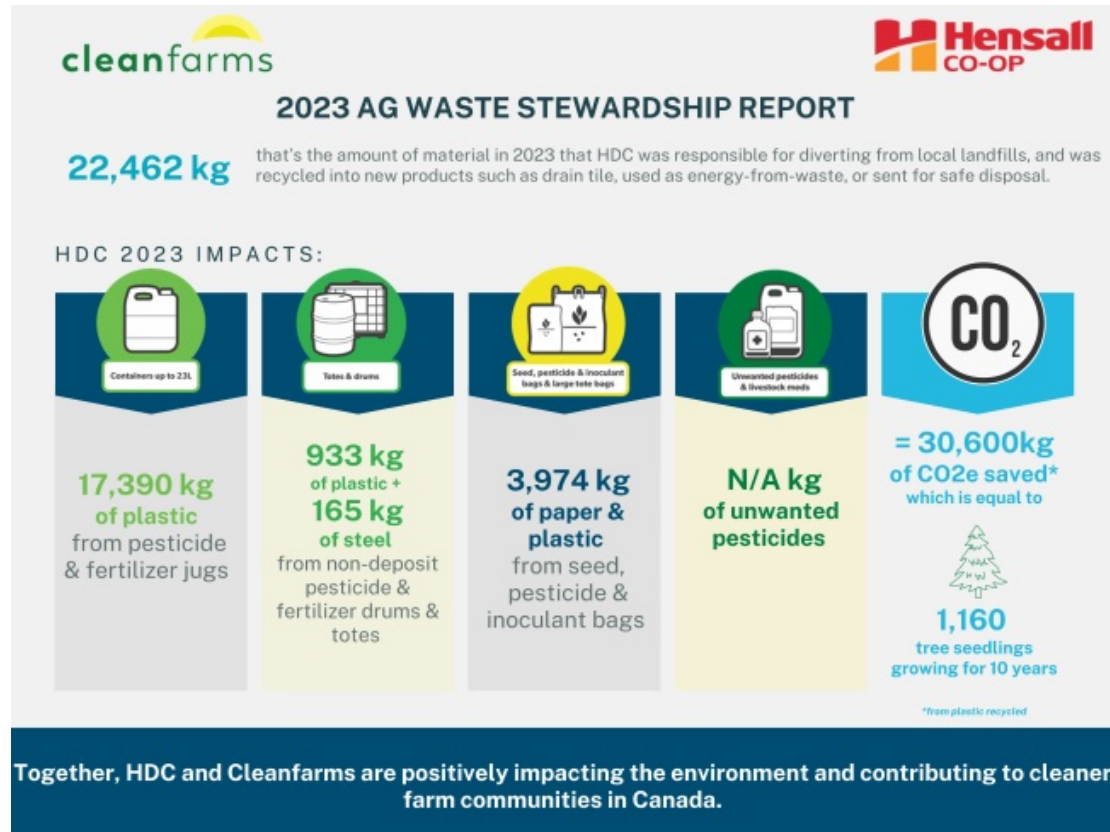
Giving Back to the Community

Cleanfarms 2023 Report

Cleanfarms is a non-profit organization dedicated to environmental

stewardship. Hensall Co-op is proud to be a core member, working together to promote a healthy environment and a sustainable future.

As part of this initiative, our locations serve as collection sites, helping to divert materials from landfills. These materials are either recycled into new products or safely disposed of. See the impact of our efforts below:



[Read Full Report](#)

Bean Donation



Hensall Co-op continues to support those who need assistance - with rising inflation and food costs, we understand that many communities face food insecurity. Recently, we donated three skids of beans which weighed a total of 1,847 lbs. These beans will stay local and will be distributed through the Huron County Food Bank Distribution Centre.

We are thankful to our amazing staff and members who have made this donation possible. Together we grow communities.

To learn more about the Huron County Distribution Centre, and how they help individuals in our rural communities who are facing food insecurities, visit their website at the below link:

[Huron County Distribution](#)



Christmas Parades

With the help of the Huron Haflingers, and Hensall Co-op locations, we participated in several parades including: Ailsa Craig, Arthur, Clinton, Drayton, Exeter, Forest, Seaforth, and Zurich.



When the Moorefield Optimist float was having difficulties (and it became apparent it wouldn't be able to participate in the parade) the Drayton team didn't hesitate to lend a helping hand. The joint efforts with them ensured the children could still be involved. Thanks for embodying the spirit of Christmas!



Where in the World

Where Our People Go: Soy Canada

Soy Canada is the national association that unites all groups driving the Canadian soybean industry, from farm to marketplace. Through a collaborative, team-based approach, they support the entire value chain,

helping it progress with speed and purpose.

Recently, Soy Canada travelled to Ottawa, ON, for a meeting with MP John Barlow, Conservative Shadow Minister for Agri-food, and Lawrence MacAulay, Canada's Minister of Agriculture and Agri-Food.

Hensall Co-op's Food Products Manager, Jason McNaughton, serves as a board member with Soy Canada, representing food-grade soybean exporters and currently serving as Chair.

We're proud to have employees who actively contribute to the agriculture sector beyond their work at Hensall Co-op.



Pictured: Board of Directors, Soy Canada

Where Our Products Go: Great Lakes Greenhouse

We're excited to share a new development in sustainable energy for a Leamington-area greenhouse operation! Our team is implementing a versatile power generation system that can utilize both natural gas and propane, allowing greater flexibility and efficiency.

Installation of the state-of-the-art setup includes a process called "flaring" which is safely burning off vapours before putting the system into operation — which is comparable in size to one of our propane tankers — to ensure smooth, reliable operation. This investment will support ongoing production and our commitment to greener practices in large-scale agriculture.



Pictured: The flaring process required prior to the system becoming operational

International Visitors

In our Food Product division, it is very common for prospective and current end-use customers to visit our locations. This allows them to see the crop quality and conditions. Additionally, these visits typically include facility and field tours.



Since June, 2024, we've had visitors from the following countries:

- Canada, Italy, Japan, Spain, Taiwan, UK, and USA

Business Development

Grower Pesticide Safety Courses

Hensall Co-op is proud to host OPEP Grower Pesticide Safety Courses at various locations:

Details:

1. January 30, 2025 (**Refresh and Write**) - Hensall - 9:00 AM
2. January 30, 2025 (**Refresh and Write**) - Hensall - 1:00 PM
3. February 1, 2025 (**Exam**) - Tilbury - 9:00 AM
4. February 1, 2025 (**Exam**) - Tilbury - 1:00 PM
5. February 8, 2025 (**Course**) - Harrow - 8:45 AM
6. February 8, 2025 (**Exam**) - Harrow - 11:00 AM
7. February 18, 2025 (**Exam**) - Ailsa Craig - 9:00 AM
8. February 26, 2025 (**Refresh and Write**) - Moorefield - 9:00 AM

Additional courses may be added throughout the year.

[View More Courses](#)

ATS-W Winter Booking Program for 2025

Hensall Co-op is pleased to launch our **ATS-W Winter Booking Program** for 2025! Secure your **Ammonium Thiosulfate (11-0-0-24S)** today and unlock exclusive benefits designed to set your crops up for a successful season.

[Full Details](#)

Edible Bean School



Hensall Co-op's Edible Bean School is a series of educational videos about growing edible beans in Ontario, Manitoba and the rest of Canada. Focusing on everything from "why grow edible beans" to "selling to global markets", this series will encourage new ideas and increase management strategies.



Most Recent Video:

Speakers:

- Bernard Tobin, RealAgriculture
- Wade Bickell, Hensall Co-op

Topic: evolution of kidney beans and how two new varieties have helped fuel yield expectations.

[Edible Bean School Videos](#)

Energy Department Promotion

JANUARY OIL SALE

Shell Spirax S6 AXRME 75W-90

➤ **Sale Price:** \$182.37 / Pail
Regular Price: \$188.87 / Pail

➤ **Sale Price:** \$574.02 / Keg
Regular Price: \$609.02 / Keg

Shell Spirax S4 AX 80W-90

➤ **Sale Price:** Pails \$120.91 / Pail
Regular Price: \$127.41 / Pail

➤ **Sale Price:** \$355.84 / Keg
Regular Price: \$390.84 / Keg



Order and pickup available at the following Hensall locations:
Hensall, Kurtzville, Drayton, Ripley, Tilbury and Ailsa Craig.

Ask about on site delivery for larger orders.

To order, call or text:

Brad Coates:	519.891.1117	Paul Dougherty:	226.921.0328
Kim Wideman:	519.955.0113	Nathan Marshall:	226.559.5173

Government Farm Programs and Funding

Ontario 

**Ontario Investing in Cutting Edge Research
Projects to Strengthen Agri-Food Sector**

The Ontario government is investing \$1.28 million in seven research projects to help farmers increase their long-term productivity and competitiveness. **Continue Reading**

Ontario 

**Governments Investing to Improve Ontario
Farmland**

The governments of Canada and Ontario have awarded over \$12.2 million in support to 213 projects designed to help farmers make their agricultural lands more healthy and resilient. [Continue Reading](#)



Governments Strengthening Ontario's Food Supply System

The governments of Canada and Ontario are investing up to \$7.5 million to support 365 projects that will help the province's farmers, food processors, and essential farm-supporting agribusinesses protect their operations against pests and diseases while enhancing operational resilience and strengthening public trust in our food supply system. [Continue Reading](#)

Funding for Sustainable Initiatives



At Hensall Co-op, we're dedicated to keeping you informed about cost-sharing opportunities and grants that make sustainable farming achievable and affordable.

These programs are designed to help you address key challenges. Whether it is ensuring a reduction in nutrient runoff into the water table, cover crops, nitrogen reduction programs etc., our goal is to ensure you have the opportunity to apply.

[Find Out More](#)

Contests

The Screaming Chef Taste Test

Open to all Hensall Co-op Employees and Members



TASTE TEST CONTEST

Your Chance
TO WIN THE
SCREAMING
CHEF MEALS



How to Enter:

1. Purchase a 'The Screaming Chef' meal of your choice
2. Submit a review (text with photo, or a video with audio) of your Screaming Chef meal to marketing@hdc.on.ca
3. All submissions will be entered into a draw – 4 winners will receive 2 cases of The Screaming Chef meals

**Submit Your
Entry**

Note: By entering the contest, regardless of being selected as a winner, you consent to photos and/or videos being used in upcoming The Screaming Chef promotions. One submission per person.

Photo Contest Winners

Thank you to everyone who entered our fifth annual Hensall Co-op Photo Contest. Our judges were impressed with the quality and the variety of submissions that we received.



2024 Photo Contest Submissions

[View All
Entries](#)



Pictured is Tarlyn Cronin who was selected as the winner of the 2024 Photo Contest. Her photo "New Age Crop Tour" was also used as the cover of our 2024 Annual Report.

Pumpkin Carving Contest Winners

Thank you to everyone who entered our Hensall Co-op Pumpkin Carving Contest! The winners each received a prize package worth \$50.



Entered by:
Loral Gingerich



Entered by:
Hensall Co-op
Energy Department



Entered by:
Cedar Villa

Careers at Hensall Co-op



Hensall Co-op offers employment opportunities across our locations. Do you know someone who would be a good fit? Please share the link below and encourage them to apply.

[All Job Openings](#)

Safety at Hensall Co-op

Caught in the Act

Winter can be a magical season, but its cold temperatures and unpredictable weather challenge staying comfortable and healthy. As employees, we spend a significant portion of our day commuting, working, or transitioning between indoor and outdoor environments. Dressing appropriately for winter weather is not just about comfort—it's essential for health and overall well-being.

Being prepared for unexpected situations is another reason why dressing appropriately is essential. A longer-than-expected commute or sudden weather delays are far less stressful when adequately dressed for the conditions. Investing in reliable winter clothing is a practical way to ensure you're ready for whatever the season throws your way.

When dressing for winter, layering is key. Start with a moisture-wicking base layer to keep sweat off your skin, followed by an insulating middle layer from materials like fleece or wool to trap heat. Top it off with a waterproof and wind-resistant outer layer to protect against the elements. Pay special attention to your extremities by wearing hats, gloves, and scarves as heat escapes quickly from your head and hands. Insulated boots paired with thick, moisture-resistant socks are essential to keep your feet warm and dry.

For those who commute,



Pictured: Jason Smith

checking the weather daily is an easy way to ensure you're prepared for the day ahead. Packing extra layers can be helpful, especially if your day involves moving between warm and cold environments. Reflective gear or bright clothing is especially useful for those who walk or bike during the darker hours of winter mornings and evenings.

Caught in the act is Jason Smith, Bloom MB, who was prepared for this last burst of weather. Winter brings many challenges, let's be like Jason and be ready for them!



Winter Road Safety

As the winter season sets in, it's important to prioritize safety both at work and at home. Slippery surfaces, icy roads, and colder temperatures can create hazards, so remember to wear appropriate footwear for traction and dress warmly in layers. Take extra care when driving by allowing more time to reach your destination and keeping an emergency kit in your vehicle. At work, ensure pathways are clear of ice and snow, and report any hazards immediately. Let's work together to make this winter safe and enjoyable for everyone!

What's New at Hensall Co-op



The Screaming Chef

The Screaming Chef is a refrigerated, ready-to-eat, meal line that offers delicious options with cheeky names and fun packaging.

The in-pack steam cooking locks in nutrients and flavours allowing for a healthy meal without artificial preservatives, flavours, or colours. This cooking method also removes the oxygen from the package and creates full pasteurization allowing The Screaming Chef meals to stay in the refrigerator for up to 90 days.

NEW!

The Screaming Chef meals can now be found in



Hensall Global - Exeter Expansion

The Hensall Global Truck and Trailer Repair Centre in Exeter, Ontario, has recently completed a significant expansion and upgrade. This project added a 12,000 sq. ft. extension to the existing facility and introduced several essential pieces of equipment, enabling us to maintain our commitment to providing unparalleled service to our valued customers.



12,000 square foot expansion with service pit

- Service pit is 110' long.
- Plumbed with a lube system to supply oil, grease and air. Includes waste oil evacuation.
- Forced fresh air to the service pit for added safety for the technicians.
- Three full drive through bays and extra room for tool and equipment storage.





Rotary Flex Max Column Hoist

- Allows us to lift a 75,000 lbs vehicle.
- Perfect for underbody inspections.
- Creates significant efficiency gains when the technicians can work on their feet instead of a creeper.
- Columns are mobile and can be set up anywhere in the shop.



Overhead Lube System with Bulk Oil Storage Room

- 15W40 and 10W30 engine oil dispensed in any bay of the shop.
- Transmission oil and differential oil dispensed in the service pit.
- Bulk grease dispensed in any bay of the shop.
- Waste oil evacuation from the pit.
- Entire lube system tracking software for inventory tracking and ease of dispensing.



Commercial Truck Tire and Alignment Service Capabilities

- Hunter heavy duty commercial tire changer.
- Hunter HD Elite commercial tire balancer with road force technology.
- Hunter Heavy Truck Alignment System with road compensation.
- Enables us to meet all tire and alignment requirements in the heavy truck industry.
- Minimizes fatigue for the technicians without the need to flip or roll a tire.



Hydraulic Hose making

- Capability to make up to 2" hose.
- Extensive hose and fitting inventory.



Hensall Co-op Business Investments and Expansions

Our business investments and expansion activities over the last several months have seen several smaller type projects on the go, but there are highlights to share:

- Completed: added 1,800 metric tons of storage at Brussels location
- Completed: added 7,500 metric tons of storage at Drayton location
- Completed: added 6,000 sq.ft. Chemical Warehouse at Tilbury location
- Completed: Installed our first 2 AI (Artificial Intelligence) capable Colour sorters (results are yet to be seen)
- Completed: Added the 'H' logo sign to our Clinton location, which is illuminated at night.
- Completed: purchased new auger tractor trailer delivery unit (\$600,000) to add to our Animal Nutrition fleet.

- In Progress: project at Bloom, MB location for an approx. 5,000 metric tons of storage
- In Progress: project to complete our "GM" building in Hensall to transition it to become our Seed Distribution Center in order to re-allocate our space and storage at "EDW" in Exeter
- In Progress: new Roller Mill (\$600,000) allowing mash feed capabilities at our Clinton mill location, which is expected to be completed before Spring 2025.

All of these projects allow us more flexibility in storage, production and movement along with better customer service



Pictured: auger tractor trailer delivery unit

E-Bikes - Successful Trial

Hensall Co-op is always seeking innovative ways to integrate technology into our operations and empower our employees to boost productivity while minimizing our environmental footprint. Recently, we conducted a successful trial by supplying an e-bike for our Field Marketers to use during field scouting. This initiative proved effective, leading to the purchase of two e-bikes. These additions enhance efficiency and reduce fuel consumption by replacing larger vehicles while scouting.



Columbia Sportswear Company

Columbia Sportswear Company is giving Hensall Co-op employees the opportunity to visit their employee store, which includes time during their Boxing Week sale.

Valid Dates: December 26th - January 19th, 2025.

Boxing week Sale runs December 26th to January 5th

BOXING WEEK

10% OFF YOUR ENTIRE PURCHASE
40% OFF SELECT STYLES
DISCOUNTS IN ADDITION TO EMPLOYEE STORE PRICING



EXCLUSIVE INVITATION TO THE COLUMBIA EMPLOYEE STORE FOR:
Hensall District Co-Operative Inc. (Employees & Members)

ITEMS ARE MARKED WITH EMPLOYEE STORE PRICING

VALID DATES

12/26/2024 - 01/19/2025
Boxing Week Sale 12/26 - 1/5

VALID FOR YOU + 4 GUESTS

WHAT TO BRING

THIS INVITATION
PHOTO I.D.
PROOF OF AFFILIATION

*business card / membership card /
company email signature / pay stub /
original email / other form of affiliation*

LOCATION & HOURS

1-1425 Max Brose Dr
London, CA
N6N 0A2

MON-FRI: 9A - 9P
SAT: 9:30A - 7P; SUN: 10A - 6P
12/24 Christmas Eve: 9:30a - 2p
12/25 Christmas: CLOSED
12/31 New Years Eve: 9:30am - 2:00pm
01/01 New Years Day: CLOSED

YEAR-ROUND ACCESS

MILITARY PERSONNEL & FIRST RESPONDERS: EVERY DAY
SENIORS (65+): FIRST TUESDAY OF EACH MONTH

Questions? Please email: londonemployeestore@columbia.com

Columbia encourages customers to bring a reusable shopping bag



500003396

While Supplies Last. Valid for you and up to 4 guests for multiple visits during your invite period. Columbia reserves the right to modify or cancel this offer at any time. Please present this original invitation to the receptionist for entry and again at checkout. This invitation is non-transferable. You must be present during shopping. The products purchased are intended solely for the buyer's own personal use, including gifts to others. Resale of products is strictly prohibited. Columbia Sportswear limits the number of items purchased to no more than 30 of the same style. For team and company purchases, please speak to a member of our store management team. Offer may not be combined with any other offer or discount. Valid from dates listed above. ©2024 Columbia Brands USA, LLC.

[Download Flyer](#)

As a member, you already know about the benefits of belonging to your Co-op, but did you know there are additional benefits?

From time to time we receive special offers from brand name suppliers exclusively for our members. The special pricing can be as much as 50% off retail pricing. Use the links below to access Member Perks for Ontario and Manitoba locations.

[Member Perks -
Ontario](#)

[Member Perks -
Manitoba](#)

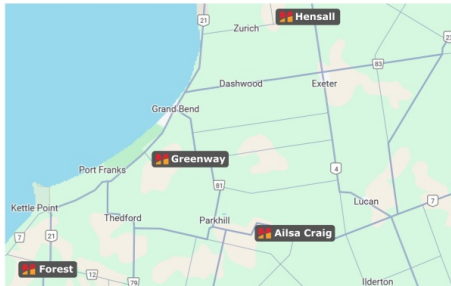
Location Changes: Forest and Exeter

On December 3rd we announced changes to our Hensall Co-op Forest (7888 Rawlings Road, Forest) and Exeter (39869 Kirkton Road, Exeter) locations.

After careful consideration and as part of our long-term strategy to enhance service efficiencies, we have made the decision to discontinue both Farm Services and Commercial Grains operations at the Forest location, as well as Commercial Grains operations at the Exeter location.



Forest Co-op Alternative Receiving Locations



Ailsa Craig Location
519.232.4449
(26831 New Ontario Road,
Ailsa Craig, ON)
From Forest Co-op: 43.4 km



Hensall Location
519.262.3511
(1 Davidson Drive,
Hensall, ON)
From Forest Co-op: 62.1 km



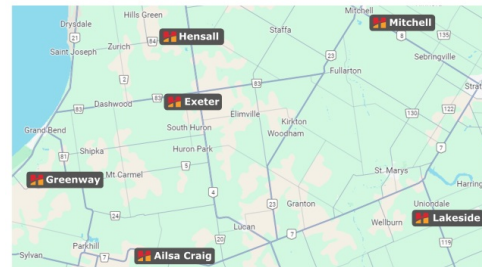
Greenway Location
519.238.8701
(1237 Greenway Road,
Parkhill, ON)
From Forest Co-op: 32.0 km



Scan QR Codes for
Google Maps Directions



Exeter Co-op Alternative Receiving Locations



Ailsa Craig Location
519.232.4449
(26831 New Ontario Road,
Ailsa Craig, ON)
From Exeter Co-op: 29.9 km



Lakeside Location
519.349.2243
(276555 Zorra Twp. Line 27,
Lakeside, ON)
From Exeter Co-op: 50.7 km



Greenway Location
519.238.8701
(1237 Greenway Road,
Parkhill, ON)
From Exeter Co-op: 28.0 km



Mitchell Location
519.393.6010
(5334 Line 36 Perth East,
Stratford, ON)
From Exeter Co-op: 40.9 km



Hensall Location
519.262.3511
(1 Davidson Drive,
Hensall, ON)
From Exeter Co-op: 15.7 km



Scan QR Codes for
Google Maps Directions

**View Full
Details**



You might be a farmer if ...

You refer to each field by the name of the person who owned it a generation ago.

Next What's Growing

Look out for our next What's Growing member newsletter, which will be sent in March 2025.

The newsletter will include:

- Upcoming contest details
- Hensall Co-op location feature
- Staff interview
- New projects happening at Hensall Co-op



Photo Submission

Do you have a picture you would like featured in a future What's Growing?
We are always looking for pictures from our members that should be shared.

[Submit Photos](#)



