

What's Growing

Hensall Co-op Member Newsletter



The summer weather is upon us, and we've had a brief moment to embrace the season between finishing spring planting and moving directly into the wheat harvest. Knowing how busy and hectic this time of year can be on the farm, I wanted to take a moment to connect with our members.

Your farm business success is our priority, and we are dedicated to supporting you every step of the way. I wanted to take this opportunity to thank you for choosing Hensall Co-op and trusting us with your business this spring season. Our goal is to earn your business every day and to grow our business offerings in alignment with the successful strategy of your business. Please consider Hensall Co-op business offerings for all areas of your farm.

At the core of our mission lies a simple yet powerful commitment: founded by farmers, we exist to meet the product and service needs of our farm members. We offer a comprehensive range of products and services designed to foster and expand your farm business. This includes value-added food contracts (IP soys and dry beans), agronomy services (fertilizers, agricultural chemicals, and seeds), energy solutions (fuel, propane, lubricants), commercial grains (corn, soys and wheat) and animal nutrition.

Your success drives our success, and we are committed to providing the support and resources necessary for your business to flourish. Your feedback as customers is invaluable in tailoring our offerings to meet your specific needs. I encourage you to engage with your Hensall Co-op sales representative or business general manager to ensure we fully understand your business requirements, allowing us to deliver exceptional service and create value for all our members.

Hensall Co-op remains steadfast in our commitment to strategic growth that best serves our farm members and advances Canadian agriculture.

As some members have completed their wheat harvest and others are beginning, I urge all members to prioritize safety on your farms and during everyday tasks. Your well-being, as well as that of those assisting with the

wheat harvest, is paramount. Please take necessary precautions to prevent accidents and injuries. Together, let's ensure a safe and successful harvest season for everyone.

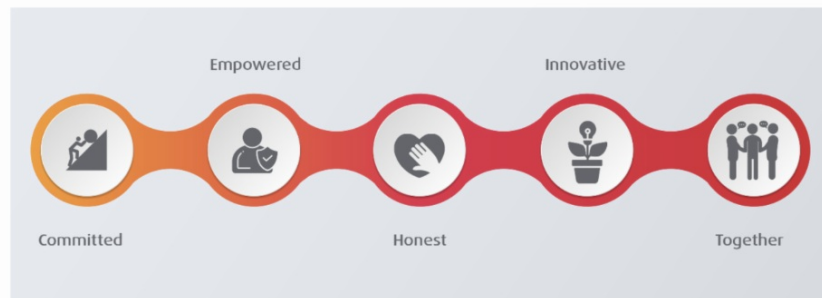
Thank you for your business and support of your Hensall Co-op!

Proud to be Farmer Owned



Brad Chandler, CEO

Our Values mean everything to us:



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Message from Member Services

We extend our heartfelt gratitude to all our valued members for placing your trust in us. Your continued support is truly appreciated as we strive to exceed your expectations and deliver exceptional service.

We offer an educational seminar called **SEED** (Success, Enrichment and Economic Development). This series provides the information you need to succeed in your farming operations by strengthening your bottom line and growing your asset base. **The next SEED seminar will be held on Thursday, August 8, 2024, from 12:00pm to 1:00pm EST**

[Register Here](#)

Hensall Co-op will continue to integrate new offerings and services to continue meeting the needs of our members.

High Interest Savings Account

Did you know we have a high interest savings account, formally known as a 'Demand' account? This account is similar to a savings account at other financial institutions where funds can be deposited and withdrawn at any time. To learn more, click [here](#).

Electronic Funds Transfer (EFT) / Direct Deposit

EFTs allow us to transfer payments to your bank account electronically. By opting for direct deposit, you can ensure secure and prompt payment delivery as the money will automatically be deposited into your bank account.

EFT means you will no longer have to wait for a cheque to arrive in the mail or be concerned that you might not deposit the money.

This electronic approach saves you time that can be spent growing your business. If you are interested in learning more, please reach out with any questions!

Sign up today by filling out the form below:

[Sign Up Here](#)



Mikayla Armstrong

Member & Customer Service Associate

marmstrong@hdc.on.ca

Direct Line: 519.262.3511 ext 357

Sylvie Atwell

Member Services and Credit Manager

satwell@hdc.on.ca

Direct Line: 519.262.3511 ext 262

Direct Deposit Enrolment Contest!!

Switch to direct deposit between May 1st and July 22nd 2024, for your chance to win. One lucky member will win 4 tickets to any upcoming Budweiser Garden Concert of their choice or 4 Blue Jay tickets.

To learn how to sign up, click the link below:

[Details Here](#)

Field Marketer Interns

Our Field Marketer Intern program is in full swing! This program allows college and university students the ability to gain hands-on experience in a number of different roles within the agriculture sector. The interns also play a critical role in Hensall Co-op - contributing at multiple locations and serving as our eyes and ears in the fields.



2024 Field Marketer Interns:

Anna Fear - Drayton, ON
Sierra Gillies - Exeter, ON (EDW)
Anelise Marques de Sousa - Hensall, ON
Avery Hallahan - Mitchell, ON
Abby Pepper - Tilbury, ON
Mackenzie McQuiggan - Ailsa Craig, ON
Nicole McBride - Greenway, ON

Animal Nutrition Intern

Rachel Gras

Hello, my name is Rachel Gras, and I am this year's Hensall Co-op Animal Nutrition Intern.

Here is a little bit about me and my role at Hensall Co-op: I am currently entering my third year at the University of Guelph, studying food and agriculture business with a minor in agriculture. I grew up on a pig farm just north of Seaforth, and have worked in the dairy industry for over five years now. Another fun fact about me is that this is my second summer at Hensall Co-op. Last year, I worked out of the Mitchell location as the Field Marketer Intern.



So far, I have really enjoyed my position at the Co-op, as I get to experience various aspects of animal nutrition. I have worked with both the poultry and ruminant teams, and will soon be working with the swine team. I typically spend two days a week with the poultry team, doing tasks such as vaccinating, weighing, and taking blood samples from different customers' barns. I have also performed flock health checks and attended poultry feed sales meetings with the poultry team.

During my first two weeks with the dairy team, I trained with the Shur-Gain interns in St. Mary's to learn how to conduct a forage focus and crop monitoring project. I will be working on these projects this summer alongside the Shur-Gain interns. For the forage focus project, I visited customers' farms and performed tasks such as Shaker boxes, bunk density, and taking faecal samples. This data will be compiled into a research project with the Shur-Gain interns.

For crop monitoring, I visit the same farms every two weeks to monitor and take samples of different producers' fields (typically hay fields). I then write reports to send back to producers on how their fields have been changing. With the Dairy team, I have also shadowed Jessie Nyland, David Coates, and Holly Holyoake, and attended special events such as a Grober meeting, where we toured the Grober milk replacer plant, worked with the Lallemand team from Kansas and Alberta, and participated in understanding dairy rations meeting put on by Shur-Gain.

Overall, I have enjoyed my time at the Hensall Co-op and cannot wait to see what else I will experience this summer!



Pictured: Rachel showcasing her 4-H Lamb at the Seaforth Fall Fair



Pictured: Rachel was crowned Huron County Queen of the Furrow (2023)

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.

Take advantage of this unique opportunity to enhance your financial future and make a positive impact on our industry and communities.

For more information on opening an investment account or becoming a member, please contact:



Mikayla Armstrong
Member & Customer Service Associate
marmstrong@hdc.on.ca
1.800.265.5190 ext 357

[More Information](#)

Hensall Co-op Investment Rates*	
Term	Interest Rate
High Interest Savings Account	4.50%
3 Month	4.65%
6 Month	4.75%
9 Month	4.85%
1 Year	5.00%
18 Month	5.05%
2 Year	5.10%
3 Year	5.40%
4 Year	5.50%
5 Year	5.60%
6 Year	5.75%
7 Year	5.95%
8 Year	6.10%
9 Year	6.25%
10 Year	6.50%

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

Giving Back to the Community

South Huron Hospital Foundation

Hensall Co-op is proud to have received the Outstanding Community Leader award from the South Huron Hospital Foundation for ongoing donations.

We acknowledge the importance of supporting rural hospitals as they provide essential services and bolster the health and well-being of the communities.

At the 2024 gala, the South Huron Hospital Foundation raised an outstanding amount of \$585,000!



Bright Futures
Open for applications!



BRIGHT FUTURES SCHOLARSHIP

APPLY TODAY

\$2,500 for post-secondary students
interested in advancing rural communities

Hensall Co-op is pleased to share that applications are open for our 2024 Bright Futures Scholarship. The purpose of the scholarship is to provide post-secondary scholarships to students who have shown a career interest in agriculture or a field or trade that will advance rural communities and economies.

Application Deadline: August 1, 2024.

[Application
Details](#)

Wingham High School - Agriculture, Specialist High Skills Major (SHSM)

We recently hosted a tour at our Hensall location for Grade 11 and 12 students from Wingham High School who are currently enrolled in their Specialist High Skills Major (SHSM) program. The SHSM is a specialized program that allows students to earn credits towards their Ontario Secondary School Diploma while focusing their learning on a specific economic sector.

This program provides an excellent educational and developmental opportunity for participants.



South Huron High School - Huron Manufacturing Association (HMA) Bus Tours

Hensall Co-op is proud to have taken part in another year of Huron Manufacturing Bus Tours. These tours create an opportunity for local high school students from Huron and Perth County to see and experience different career opportunities available in their local communities.



Propane Tank Loan - Submarine

Before we disposed of one of our propane tanks, which is destined to be turned into scrap metal, we loaned it to Len Jewit. Ingeniously, he transformed it into a submarine to advertise Vacation Bible School at a church in Goderich, ON.



Our team is delighted to support local organizations and create opportunities for scrap materials to be reused and repurposed.

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 2,983 lbs. These beans will stay local and will be distributed through the Huron County Food Bank Distribution Centre.

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

From the Huron County Food Bank Distribution Centre:

The donated beans are first divided by variety, and then packaged into separate plastic bags (portioned for families). We then place several of these bags, ensuring to provide a mix of different bean varieties, into our plastic transfer totes. The beans are then added as an option on the inventory product list that we offer to the 13 food banks and 25 agencies we distribute to. Everyone who specifically requests the beans gets the number of totes they ask for. Each food bank and agency knows the needs of their clientele, ensuring the beans go to where they will be used and appreciated.

Thank you Hensall Co-op for helping eliminate hunger in our surrounding communities in Huron and Perth!



Pictured: Skid of donated beans being loaded on the Huron County Food Bank Distribution Centre truck

To learn more about the Huron County Food Bank Distribution Centre, use the link below to visit their website:

[Learn More](#)

Where In the World

Where Our People Go: Plant Forward Conference

Plant Forward is the premier plant-based food and ingredient conference for decision-makers in the global plant protein sector. It was held on April 16-18th in Toronto. As an industry leader, Hensall Co-op's General Manager of Food Products & Strategic Business Development, Brad Grabham, was a panellist.



Brad shared his insights and expertise to help educate and assist in the acceleration of innovation and adoption of plant-based foods to support the global food system shift.

Where Our People Go: Poultry Health Management School

Loral Gingerich, Poultry Feed Sales & Service Representative, recently attended Purdue University for their Poultry Health Management School (PHMS). PHMS teaches modern practices in poultry production and how they can be applied on the farm. Farm owners, production managers and avian health professionals can learn about poultry housing and management from experts at Purdue University and across the country.

Our company highly values ongoing learning, recognizing it as essential for personal and professional growth. We actively encourage employees to take courses and continuously develop their skills to stay ahead in their careers.



Where Our People Go: OABA Leadership Program

Congratulations to Sarah Long, Field Marketer, on completing the OABA Leadership program. The focus of the program is to provide participants with presentations covering personal development, issues impacting the agri-food sector today and broader developments that will impact the agri-food sector in the future and build peer networks within the sector.

Sarah also represents Hensall on the Crops Input committee.



Business Development

Our SEED (**S**uccess, **E**nrichment and **E**conomic **D**evelopment) seminars are here to provide you with valuable information for growing your business and providing updates on factors affecting the agricultural industry.

Our next SEED seminar will be hosted on **Thursday, August 8, 2024, from 12:00pm to 1:00pm EST**. Guest speakers include:

AI (Artificial Intelligence) on the Farm

Brendon Milleker, *FCC*

Weather Update

Adam Skinner, *Instant Weather*

CIS (Customer Information System)

Sarah Shapton & Mikayla Armstrong, *Hensall Co-op*

Past seminar topics include: Weather Patterns, Land Values, Economy & Grain Market Update, Life at Hensall Co-op, The Total Energy Package, Changing Values and Navigating Inflation & the Economy.

[Register Here](#)

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
- Meghan Scott, Hensall Co-op

Topic: Fungicide Strategies for White Mould Control

[Edible Bean School Videos](#)

Energy Department Promotion



JULY LUBE SPECIAL

July 1 - 31, 2024

WP AW 32 \$65.49 / Pail
WP AW 46 \$65.49 / Pail
WP AW 68 \$65.49 / Pail



TO ORDER, CALL OR TEXT:

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

Order and pickup available at the following Hensall locations:
Hensall, Kurtzville, Drayton, Ripley and Ailsa Craig
Ask about on site delivery for larger orders.

Government Farm Programs and Funding

Ontario Celebrates Farmers During Local Food Week

The week is an opportunity to celebrate and promote Ontario farmers while also recognizing the important role of food processors [**continue reading**](#)

Investing to Grow Agriculture and Food Exports

The governments of Canada and Ontario are investing over \$7 million in approved projects through the Grow Ontario Market [**continuing reading**](#)

Governments Investing in Seed Facility to Support Economic Growth

The governments of Canada and Ontario are investing up to \$330,000 through the Sustainable Canadian Agricultural [**continue reading**](#)

Contests

Photo Contest

Hensall Co-op is happy to share that our 5th Annual Photo Contest is open for submissions. We encourage customers, members, and employees to enter!



Hensall CO-OP

Photo Contest

Prizes:

- **First Place:** Custom Hensall Co-op TailGaterz Cooler (70 Quart with wheels, \$620 value)
- **Runner Up:** \$150 for each category

Categories:

- Farm Life
- Fun on the Farm
- Farm Innovation
- Friends and Faces on the Farm
- We Grow Together
- Hensall Co-op on the Move

Deadline: September 30, 2024

Photo Credit: Logan Drudge
2023 Photo Contest Category Winner

[Full Details](#)

Follow Us on Facebook!

Keep up to date with Hensall Co-op on our Facebook page as our followers receive access to exclusive contests throughout the year! So far in 2024 we've given out 4 tickets to each of the following events:

- Brooks & Dunn - 4 tickets
- Blue Jays - 4 tickets
- Onion Skins and Peach Fuzz:
The Farmerettes - 4 tickets



Follow us to stay up-to-date on all future contests and for your chance to win:

[Facebook Page](#)

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

As summer temperatures rise, we must be aware of the impact heat stress can have on our health and safety. Heat stress occurs when the body cannot cool itself enough to maintain a healthy temperature, leading to a range of heat-related illnesses that can affect anyone, regardless of age or fitness level. In our workplace, where physical activity and outdoor work happen daily, understanding heat stress is essential for ensuring everyone's well-being.

Heat stress can lead to several heat-related conditions, from mild heat rashes and cramps to more severe heat exhaustion and heat stroke. Heat stroke is particularly dangerous and can be fatal if not treated promptly. High temperatures can impair cognitive functions, making concentrating difficult and increasing the risk of accidents. Heat stress can reduce productivity, increase the likelihood of errors, and exacerbate fatigue. Prevention is the best strategy for combating heat stress.

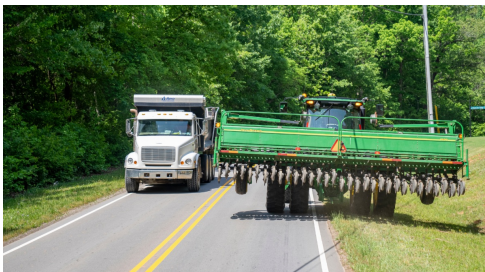
Kelly Lynn Charest is Caught in the Act, taking some time on a hot day to cool off and drinking water to keep hydrated. Understanding and preventing heat stress is not just a seasonal concern but an ongoing priority for workplace safety. By staying

informed, recognizing the signs, and taking preventive measures, we can ensure a healthier work environment for everyone.



Helpful tips to stay safe:

- **Hydration:** Drink plenty of water throughout the day. Avoid caffeinated beverages, as they can dehydrate you.
- **Rest Breaks:** Plan your day according to the temperature. Don't plan the heaviest tasks for when they are the hottest, if possible. Use air-conditioned rooms to cool down during breaks.
- **Appropriate Clothing:** Wear lightweight and loose-fitting clothing (when appropriate) to help your body stay cool.
- **Monitor Yourself and Others:** Keep an eye on your symptoms and watch out for your coworkers. Ask for help when feeling unwell.



Summer Road Safety

As summer sets in, it's crucial to prioritize safety on our roads. With the increased presence of farm equipment, be patient and share the road respectfully. Always stay alert and drive

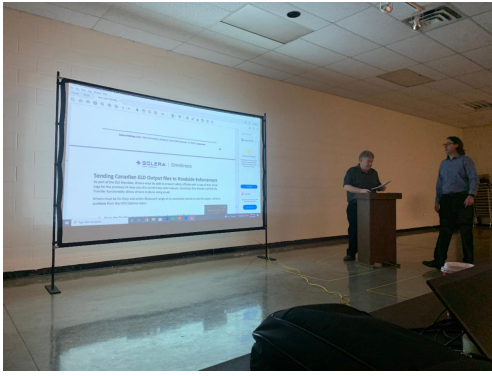
cautiously.

Additionally, with children out of school and playing outside, be extra vigilant in residential areas, near roads, and in your own yards. By staying aware and considerate, we can all contribute to a safer summer for everyone.

Truck Driver Meeting

Our Annual Driver Meeting was held on Saturday, April 6th. All AZ & DZ Truck Drivers from Feed, Energy and Hensall Co-op locations were encouraged to attend.

In this meeting, drivers were updated on the trends that are affecting truck safety and new requirements for drivers. Additional training on a variety of topics was also provided.



What's New at Hensall Co-op

Plot Days

We are gearing up for plot days! Keep an eye out for your invitation later in the summer. Information will also be posted on our website and social media accounts.



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.

The Screaming Chef is available in the deli section of:

- Walmart (Canada)
- Metro (Ontario)
- Hansen's Your Independent Grocer (Exeter)
- Circle K (Ontario and Western Provinces)
- Several independent stores in London (Ontario)
- Several colleges and universities (Ontario)
- North West Company Food Stores (Northern Canada)



We've added new Hensall Co-op signs to The Screaming Chef display at Hansen's in Exeter



Take a look behind the scenes and learn how we're turning locally grown beans into fresh ready meals available for purchase in our rural communities and across the country!

**Watch CTV
Interview**



Plant-Based Foods of Canada

Hensall Co-op is now a proud member of Plant-Based Foods of Canada (PBFC), working together in the plant protein sector. PBFC acts as a collective voice for the producers of plant-based products. They use their voice to advocate for a modernized regulatory environment that will allow members to market their products effectively and to make them accessible to all consumers. The combined expertise of PBFC's members will foster the development of up-to-date regulations promoting innovation within the plant protein industry and bring awareness to issues shaping the sector.



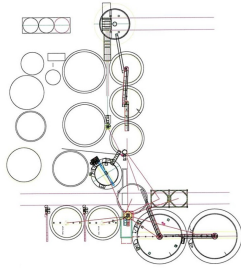
Drayton Expansion

The expansion will enable Drayton to accommodate and separate an increased quantity of IP beans while meeting the demands of our commercial grains.

Expansion Includes:

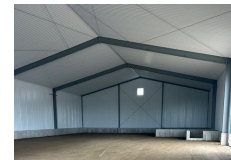
- 2 concrete silos

- Silos are 46' x 120'
- Each has a 150,000 bu holding capacity
- New and faster receiving pit
 - Will unload at 16,000 bu/hr
- Total receiving speed will double to 30,000 bu/hr



Tilbury Expansion

We are constructing the Seed & Crop Protection warehouse at the Tilbury location to accommodate the growth in the Essex, Chatham-Kent, and Lambton County areas. The diverse agricultural demands, spanning over 40 different crops such as vegetables, IP soybeans, and edible beans, necessitate a wide range of products. Our warehouse will stock seeds, fertilizers, crop protection products, and foliar fertilizers, ensuring that we can meet our customers' needs promptly. The facility will be heated and equipped with numerous bulk tanks, enhancing the value we provide to our customers.



Columbia Sportswear Company

Columbia Sportswear Company is giving Hensall Co-op members the opportunity to visit their employee store.

Valid Dates: June 28th - July 21st, 2024.



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

ITEMS ARE MARKED WITH EMPLOYEE STORE PRICING

VALID DATES

06/28/2024 - 07/21/2024

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: 10A - 8P

SAT: 9:30A - 6P

SUN: 10A - 5P

***Closed 7/1 for Canada Day**

YEAR-ROUND ACCESS

MILITARY PERSONNEL & FIRST RESPONDERS: EVERY DAY

SENIORS (65+): FIRST TUESDAY OF EACH MONTH

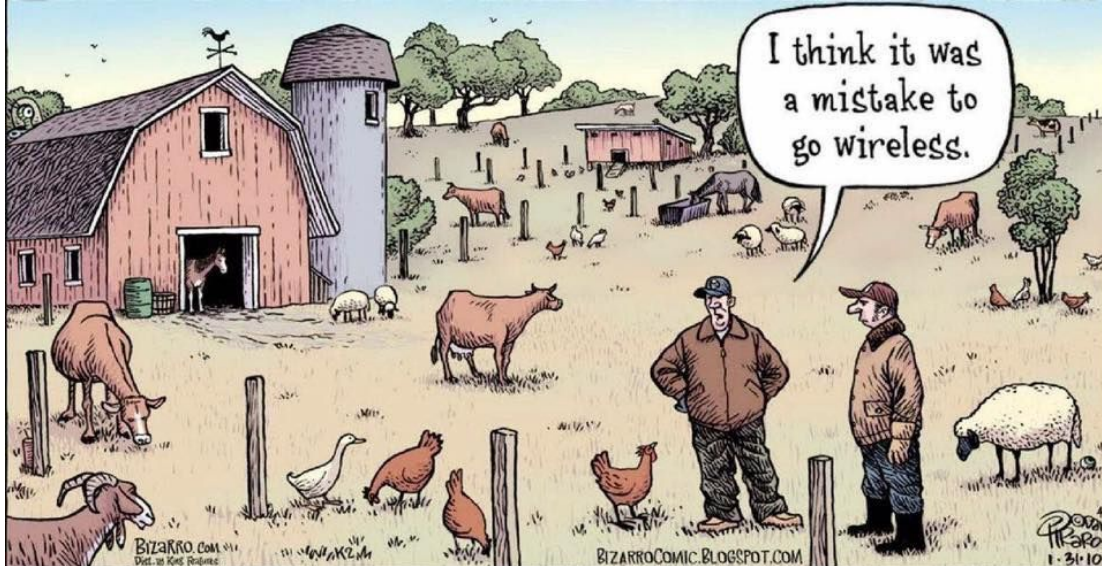
Questions? Please email: londonemployeestore@columbia.com

Columbia encourages customers to bring a reusable shopping bag



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 10 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. © 2023 Columbia Brands USA, LLC.

**Full
Details**



Next What's Growing

Look out for our next What's Growing member newsletter, which will be sent in September 2024. The newsletter will include:

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



Hensall Co-op | 1 Davidson Dr | Hensall, ON N0M 1X0 CA

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