



What's Growing

Hensall Co-op Member Newsletter



Dear Hensall Co-op Members,

As the CEO, I am delighted to reach out to you today to express my deepest appreciation for your continued support of **your** Hensall Co-op. Your trust, loyalty, and commitment to Hensall continues to be core pillars in driving our success as an all Canadian, totally independent farmer owned co-operative. We are grateful to have such exceptional members like you.

First and foremost, I want to acknowledge and thank you for your support of our Farm Services division this past spring. As one of the fundamental business divisions of our cooperative, the spring season is crucial in our mission to provide the highest quality agronomy and farm related products and services to our members. Your support of Hensall Co-op in the multiple farm business segments that we offer (Farm Services, Energy (Fuels and Lubricants), Animal Nutrition, Commercial Grain, Food Products (IP and Dry Beans) Value Added Contracts, and Member Investments) has allowed us to better support your service needs and help to optimize efficiencies during your peak seasons (spring planting and fall harvest), continue to create value added opportunities that enhance the bottom line of your farm business, and maximize the sustainability of your farming operations.

We take a lot of pride in having played a part in your spring planting endeavours, providing you with innovative agronomic solutions, cutting-edge technologies, and agronomy advice. Your active engagement, feedback, and trust in our business have allowed us to tailor our offerings to meet your specific needs, ensuring that you have access to the best resources available in the industry. By working together, we have demonstrated the power of collaboration and cooperation in driving agricultural success at the farm level, which is the foundational base to a farmer owned co-operative.

As we move forward to wheat and fall harvest season, I am filled with optimism and excitement for the future. Your continued support and active participation will be critical in driving **your** cooperative's growth, innovation, and success. Together, we will navigate new challenges, seize opportunities, and make a lasting impact on the agricultural industry and

the communities we serve and all live in. None of our achievements would be possible without the exceptional efforts and dedication of our employees. I want to express my appreciation for their hard work and unwavering commitment to serving our members. Their tireless efforts across all our business divisions ensure that we can deliver the highest quality products and services to you, our valued members.

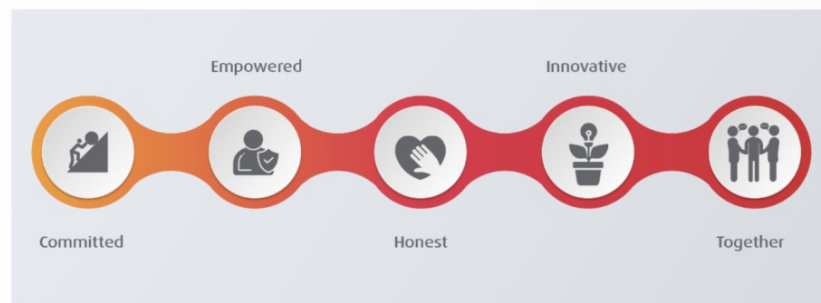
Thank you once again for your support. Your patronage of all Hensall Co-op's business divisions is instrumental in our collective growth and impact. Your trust in our products and services has allowed us to strategically expand our offerings, diversify our business, and remain a trusted strategic partner on your farms. As a partner in your business, I am always open and available to listen and discuss our member's thoughts, concerns, and new opportunities to gain more of your business.

Hensall Co-op's goal is to continue to work hard to earn your business every day and make you proud to be a Hensall Co-op member.



Brad Chandler, CEO

Our Values mean everything to us:



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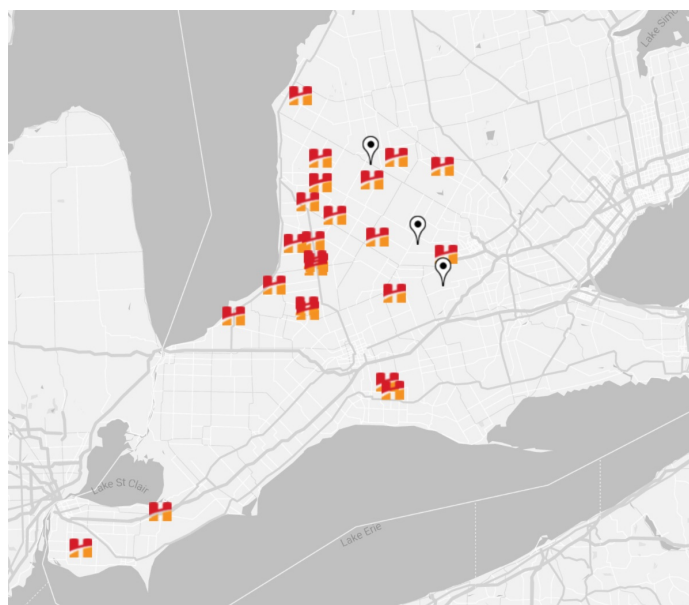
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Who We Are

Hensall Co-op Locations

Hensall Co-op has grown to 30 locations between Ontario and Manitoba, with an additional 4 satellite locations. We now have locations in Bloom, Rignold, Miami, and satellite receiving in Carman, Manitoba. We strive to provide services where our Customers and Members are located to ensure convenience. We are proud to serve our varied locations and thank you for your support as we continue to grow our co-op.



Hensall Co-op Locations

Message from Member Services

As we reach the midpoint of the year, Hensall Co-op is preparing for wheat harvest season. With this, our top priority is providing exceptional assistance to our valued Customers and Members. At Hensall Co-op, we are proud to offer an extensive range of services and opportunities to enhance our Customer's and Member's experiences. For instance, we offer several investment options, each with varying interest rates based on the length of term. We strongly urge you to explore these investment options and consider investing in agriculture.

In addition to investing with us, becoming a member of Hensall Co-op presents a multitude of benefits, such as being part of a Canadian-owned co-op that supports the agricultural community, receiving patronage dividends, voting at our Annual General Meeting, and enjoying discounts at various businesses. We also offer SEED Seminars and the chance to connect with like-minded individuals.

Ensuring our members receive prompt payment is of utmost importance to us. With this, we offer direct deposit as a method of payment. This allows Hensall Co-op to deposit funds directly into your account instead of mailing a cheque. To set up direct deposit, please complete the following form and provide a void cheque or direct deposit form (which can be obtained from your bank or online banking account). This can be dropped off at any Hensall Co-op location or mailed to our Hensall, Ontario location.

Direct Deposit Form

Another way to make your life (and your accountants life) easier is by implementing our Customer Information System (CIS). This is the primary platform used to keep track of all our Customer's and Member's account information. Our latest CIS update allows users to access their Hensall Co-op business invoices, purchase history, grain shipments, contracts, and investment balances (demand, special, and Patronage). This platform enables us to better support you all year round, so we encourage you to register if you haven't already. Additional information about the CIS can be found in the Business Development section below.



Sylvie Atwell

Member Services and Credit Manager

Mikayla Armstrong

Member & Customer Service Associate

Meet Sarah Kiar



When did you first become interested in agriculture?

Growing up on a small beef farm in Eastern Ontario, I grew a passion for agriculture and began working in the industry as soon as I was able to. I have an Associate Diploma in Agriculture and a Bachelor of Applied Science in Agribusiness.

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

Shortly after receiving my Diploma in May 2021, I began working for Hensall as a Field Marketer Intern. After my first summer working for Hensall, I returned to post-secondary to

continue my education. I returned to Hensall Co-op to complete my internship for the final year of my degree. I worked in agronomy procurement which led to the transition into my current role as a Field Marketer out of the Drayton Location.

What do you do in your spare time?

When I am not at Hensall, I typically spend my time working around our farm where we have a cow calf and meat goat operation. I also spend time going on cool hikes and I have also recently started cycling.

How is this job different from the ones you've had in the past?

Hensall Co-op continues to offer me opportunities to gain new skills and build my knowledge. I have had the chance to learn from my colleagues and Hensall has allowed me to seek opportunities to further my education.

What are you looking forward to the most at Hensall Co-op?

I continue to look forward to learning new things and sharing them with my customers, colleagues, and friends (even when they don't want to hear about it!) I am always excited to take on a new task and meet new customers in the area.

What's the best part of your job?

The best part about my job is the customers that I get to build connections with and the great people that I get to work with.

What has been challenging about this job?

Some of the challenges that I have faced starting out in a new career is my ability to become more assertive and build my confidence while maintaining a professional front.

What is the most important thing you've learned in your new job?

I have learned to become proactive in self-guidance and taking the initiative to problem solve and use my resources before reaching out for assistance.

Where do you see yourself in 5 years?

My future ambitions would be to work towards becoming a manager within the agronomy and operations fields. I have always exhibited characteristics of leadership and would like to lead a successful team in the future.

What advice can you give to people just starting out in the agriculture industry?

For those that are just starting out in this industry I would say go for it. Keep on doing what you love and if you have no background in agriculture, just apply and start somewhere. Agriculture is a growing industry and will never go away.

High School Co-op Students



Nicole McBride, who attends South Huron District High School (Exeter, ON), has recently finished completing a co-op placement with our finance, customer service, and membership team. Thank you for your outstanding contributions as a co-op student and we wish you all the best with your future education path. Hensall Co-op regularly accepts co-op placements to help grow the education of agriculture, which helps to build the next generation of farmers and members.

Pictured: Nickey Cornelis and Nicole McBride

Riley Hodgson, who also attends South Huron District High School (Exeter, ON), has recently finished completing a co-op placement with our yard operations team at our Hensall location. Some of the tasks that Riley helped us with during his placement were driving trucks, unloading customers, and sanitation. Thank you, Riley, for joining us these last few months. We appreciate your hard work and hope you developed skills to help grow your career.

Summer Interns

Hensall Co-op strives to give back to our local communities and create opportunities for the next generation. We currently have several interns working in the following positions: Field Marketing Intern, Seed Distribution Intern, and Custom Application Intern. Tasks include operational duties, meeting Quality Assurance standards, agronomic and customer service. These positions allow the individuals to learn more about the agricultural industry and develop skills that will have a lasting impact as they continue to grow in their careers.



Pictured: intern training session



Pictured: interns scouting dry bean emergence in an Azuki bean field

Giving Back to the Community

Bean Donation for Ukraine

Hensall Co-op continues to support those who need assistance, and we understand that many communities face food insecurity. With everything continuing to happen in Ukraine, we chose to donate three skids of Beans, with a weight of 2,468 lbs, to help in the best way we know how. These beans will stay local to the Ukrainian population and will be used in soup kitchens and food banks in the greater community areas. We are thankful for our amazing staff and Members that have allowed this donation to take place. Together we grow communities.



Pictured: Gord & Ruth Park, Kevin Bromley & Al Elliot

Palmerston Hospital Gala

Hensall Co-op continues to take part in giving back to our local communities. We recently donated a 2023 CreekBank ATV30 cart to the Palmerston Hospital Gala auction. We are very pleased to announce the cart went for \$3,900 and the money will be allocated based on the needs of the Palmerston Hospital.



Huron Manufacturing Bus Tour

Hensall Co-op is proud to have taken part in the Huron Manufacturing Bus Tour on May 4, 2023. These tours create an opportunity for local high school students from Huron and Perth County to see and experience different career opportunities that are available.



[Watch Video](#)

Bright Futures Scholarship

Now open for applications!



HENSALL CO-OP BRIGHT FUTURES SCHOLARSHIP

Hensall Co-op is pleased to announce that applications are still open for our 2023 Bright Futures Scholarship. The purpose of the scholarship is to provide post-secondary assistance 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.

Up to three one-time 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, 2023
- Were an employee of Hensall Co-op as of March 1, 2023
- Had a controlling interest in an entity that was a member as of March 1, 2023

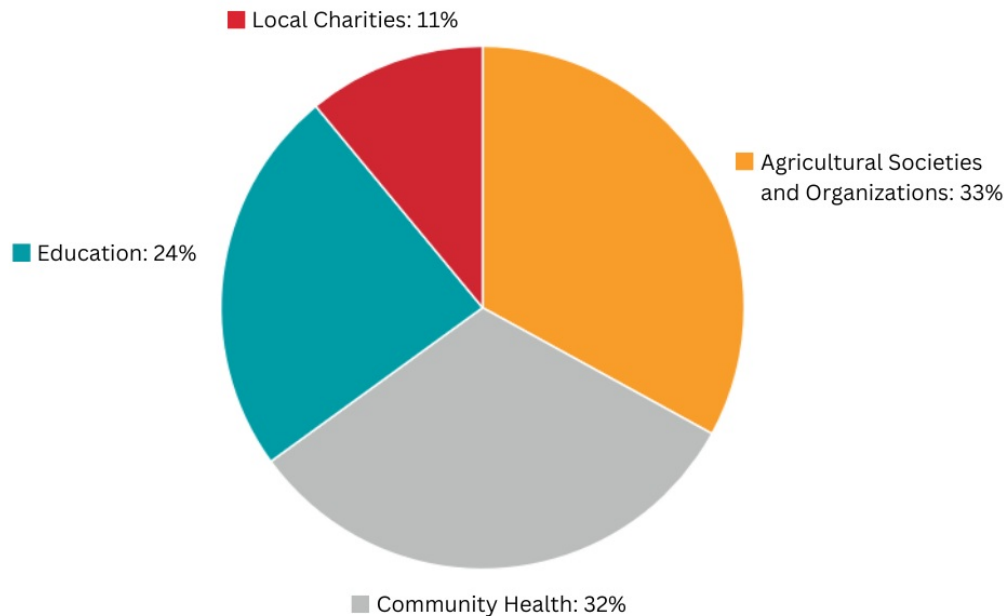
Application Deadline: August 1st, 2023

[Application Details](#)

Sponsorship Recipients

Hensall Co-op is proud to give back to our local communities. Since the

beginning of 2023, our sponsorship breakdown is as follows:



Where Our Products Go: Soy Products in Japan



Soy Products in Japan

Hensall Co-op exports beans globally, which undergo processing to create an array of end-use products. Japan is a significant purchaser of Azuki, Otebo, and Soy beans from Hensall Co-op. These beans are utilized in various products, such as soy milk, tofu, sushi, tea, Oreos, soy sauce, miso soup, and KitKat chocolate bars. Our raw soybeans are processed to extract soy lecithin, which enhances the consistency of products like chocolate bars and improves shelf stability. At Hensall Co-op, we take pride in supplying premium quality, food grade beans that offer essential nutrients worldwide.

Business Development



CIS Investment Feature

Online record keeping makes life easier for you, and your accountant!

Hensall Co-op is excited to introduce the new **Investment** feature to our **Customer Information System (CIS)**. This is the main platform where all account information is stored and viewed. With a quicker load time, and easier login process, the CIS offers customers access to all their Hensall Co-op business invoices, purchase history, grain shipments, contracts, and investments.

The Investment feature includes:

- Ability to see current investment value (demand and special investments)
- Ability to see patronage and mandatory transactions and balances as of a certain date
- Ability to see business summary for specific years

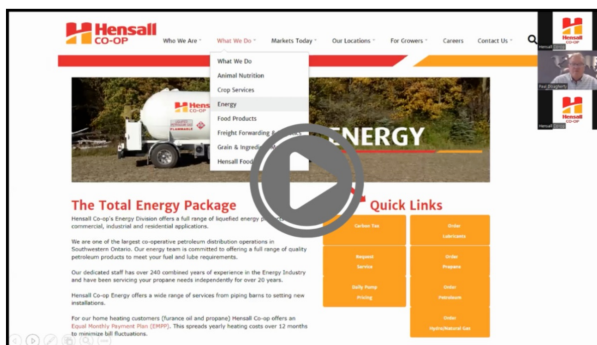


[View Full Details](#)

**SUCCESS ENRICHMENT
ECONOMIC DEVELOPMENT**



SEED



SEED Seminars

Our SEED (**Success, Enrichment and Economic Development**) virtual seminars are here to provide you with valuable information for growing your business and providing updates on factors affecting the

agricultural industry.

Our last session hosted virtually on June 15th, 2023 was focused on the Total Energy Package. Guest speakers included Michael Reginelli, Advance Trading Inc. (ATI) and Paul Dougherty, Hensall Co-op.

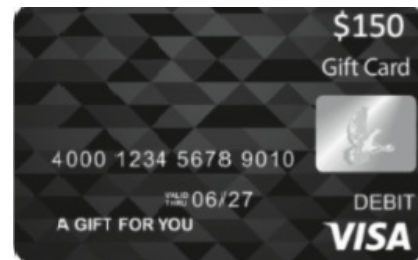
Past seminar topics include: Changing Values and Navigating Inflation & the Economy.

Invitations for the next SEED Seminar, being held September 21st, will be emailed to you in the coming weeks.

[Watch Past SEED Seminars](#)

**We want to say
THANK YOU for attending!**

Everyone who attends a SEED webinar has the chance to win! 2 lucky attendees will each win a \$150 Visa Debit Card.



**With wheat harvest
fast approaching
we're ready to receive
your grain**

**Call your local
Hensall Co-op Location or
1-800-265-5190 ext 3**



Energy Department Promotion

Hensall Co-op has buying power with our suppliers which allows us to offer promotions to our customers and members. For details on the Shell Spirax S6 Axrme 75W-90 (pail and kegs) please contact the energy department.



July Special

Shell Spirax S6 Axrme 75W-90

**18.9L Pail
60.0kg Keg**

**Contact Paul Dougherty for special pricing
519-262-3511 ext. 291**

We Grow Your Investments

As an investment Co-op, we offer our members the opportunity to invest in our Co-op through various programs.

Attractive rates are just one reason to invest. By investing in Hensall Co-op, you

are investing in agriculture in Canada and our rural communities.



Hensall Co-op Special Member Term/Demand Investment Rates*	
Term	Interest Rate
Demand	4.25%
9 Month	4.75%
1 Year	5.25%
2 Year	5.30%
3 Year	5.40%
4 Year	5.65%
5 Year	5.75%
7 Year	5.95%
10 Year	6.25%

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

[Learn More](#)

Grower and Dairy Meetings


As we monitor the fields during this growing season, we are actively planning grower meetings and plot days for the late summer. This includes planned meetings in Drayton, Hensall, Mitchell, and Tilbury/Harrow. Details and invitations to these meetings will be provided throughout the summer.



Silage and Haylage Forage Quality and Cover Crops Seminar

Date: July 25
Time: 10:30-2:30 pm
Speakers: Tony Hall, Lallemand
Farm: John, Isaac & Michelle Klaver
Location: 74282 London Rd, Kippen, ON, N0M 2E0

Date: July 26
Time: 10:30-2:30 pm
Speaker: Tony Hall, Lallemand
Farm: Frank and Karen Gerretsen
Location: 6330 Line 86, Listowel, ON, N4W 3G6





Tony Hall was born in rural Lincolnshire England. Following a BSc in Biochemistry, he obtained his Master of Science in Animal Nutrition from Aberdeen University in Scotland. He is also a long time Member of the Royal Society of Biology and Dairy Member of American Registry of Professional Animal Scientists.

After 18 years working with UK dairy farm systems Tony moved to the USA in 1997 and is based in Canastota, Central New York.

Tony has 40 years of international experience in providing practical technical support in nutrition, forage and feed management to modern dairy cow businesses in over 20 countries, across all continents (Europe & Scandinavia, Asia, Australia & New Zealand, North & South America)

His specific emphasis has been on forage composition, and fermentation quality, rumen health, enabling TMR's, dry and transition cows, milk component yield and farm profitability. He is one of the Dairy Technical Services team with Lallemand Animal Nutrition North America.



Demos at the Bunk for Forage Quality: density probe, kernel processing, and shaker boxes for hands on learning! **Cover Crops:** Utilizing acres for cow feed!

Catered Lunch Provided | RSVP Dairy Team by July 20, 2023
Holly Holyoake: 519.777.5738 | Jessie Nyland: 226.963.1636 | David Coates: 226.927.4709



Pictured: Henry Vander Burgt (President - Hensall Co-op Board of Director) on a facility tour and grower meeting at our Manitoba location.

Silage & Haylage Forage Quality and Cover Crops Seminar: July 25th & 26th

Keep an eye on upcoming meetings and events by clicking [here](#).

Edible Bean School

The Edible Bean School by RealAgriculture 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 increased management strategies.



Watch the last video, which focused on **Controlling Post-Emergent Weeds**, here:

Edible Bean School

Informational Articles:



Ontario Launches Peak Perks and Expands Energy-Efficiency Programs

New and enhanced programs will help families and businesses save money and support provincial grid [**continue reading**](#)



Governments Investing in Agricultural Leadership Development

Canada and Ontario investing up to \$2.325 million in 4-H Ontario [**continue reading**](#)



5 Tips to stay ahead of the supply chain issues

The supply chain issues that hampered the agricultural sector in the early 2020s provided many takeaway lessons that farmers can leverage to protect themselves from potential challenges in future [**continue reading**](#)

Contests

2023 Photo Contest

Hensall Co-op is happy to announce that our 4th annual Photo Contest is still open for submissions. We encourage everyone to enter!

Photo Contest



Prizes:

- **First Place:** \$500 Yeti package (1 prize available)
- **Runner Up:** \$150 cash for each category (3 prizes available)

Categories:

- Farmer's Best Friend
- Hardest Worker
- Farming Views



Deadline: September 30, 2023

[Details](#)

Enter to Win a Cooler Bag and Yeti

Get ready for summer - and stay cool while you're at it! Enter for your chance to win a Hensall Co-op cooler bag and Yeti Chug water bottle.



To be entered, simply click the link below:

[Click here to Enter](#)

There's no forms to fill out or information to submit.
It's as easy as clicking the link above.

[Careers at Hensall Co-op](#)



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

**All Job
Openings**

Safety at Hensall Co-op

Caught in the Act

In the industrial sector, where powerful machinery and equipment are operated, safety measures play a pivotal role in safeguarding the well-being of employees. One such critical safety procedure is Lock Out Tag Out (LOTO). LOTO is a systematic method of controlling hazardous energy sources during maintenance, repair, or servicing operations.

The primary objective of LOTO is to protect workers from hazardous energy sources, such as electrical, mechanical, hydraulic, or pneumatic energy, which could cause severe injuries or fatalities if released unexpectedly. By effectively implementing LOTO protocols, employees can isolate energy sources and render them inoperable, minimizing the risk of accidents during maintenance activities.

Caught in the act of LOTO is Mitchell Kirzinger from our Harrow location, who was found effectively implementing LOTO procedures before accessing the retractable spout on the tower to re-wind the cables on the pulley. All employees must understand the importance of LOTO, actively participate in its implementation, and contribute to fostering a safety-conscious culture.

Together, we can ensure a safer and healthier workplace for all.



Mitchell Kirzinger
Harrow



Farm Vehicles and Road Safety

With wheat harvest quickly approaching, we strongly encourage you to be aware of slow-moving equipment on the roads and vehicles trying to pass. Have patience, be aware of wide turns, and stay on high

alert. Let's ensure that everyone gets home safely.

[Watch CTV Report](#)

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.

New Recipes Coming Soon:

- Little Spicy, Little Ricey Spicy Chicken and Rice
- Mama Says Mangia Pasta Bolognese



Pictured: Mama Says Mangia
Pasta Bolognese

**Find Locations Near
You**

Follow The Screaming Chef on Facebook and Instagram:



“ I just wanted to write you and say these are delicious. We don't have a lot of choices in our work cafeteria and I tried one today and am very impressed! I'm not a huge fan of microwave meals but this exceeded expectation and will be suggesting they carry more of a selection.

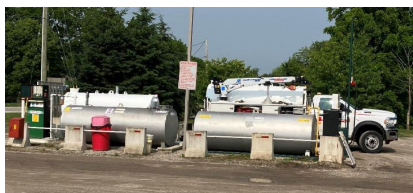
-Kelly R.



Ailsa Craig CardLock

We have recently updated the fuel tanks at our Ailsa Craig CardLock location to ensure we exceed safety regulations and to create a better experience for our customers and members.

Before:



After:



Benefits of Being a Hensall Co-op Member

As a member, you already know about the benefits of belonging to your Co-op, but did you know there are additional benefits? We regularly receive special offers from brand name suppliers exclusively for our members. We are pleased to share these offers from select local and national companies.



Invitation to Columbia
Employee Store



Corporate Membership
Program Discount



Save Up To 20% on
Your Next Stay

**View All
Discounts**

Manitoba Members: view offers specifically for your area [here](#).

Field Signs

Field signs are starting to pop up in Manitoba and Ontario!



Foxwarren, Manitoba



Hensall, Ontario



Oakville, Manitoba

Stay In Touch

Want to stay up to date about what's happening at Hensall Co-op? Follow us on Twitter and LinkedIn!



Next What's Growing

Look out for our next What's Growing member newsletter, which will be sent out at the end of September 2023. The newsletter will include:

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





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