



Commercial Grain Marketing Overview

S – Success

E – Enrichment

E – Economic

D – Development

March 11 , 2021



Commercial Grains

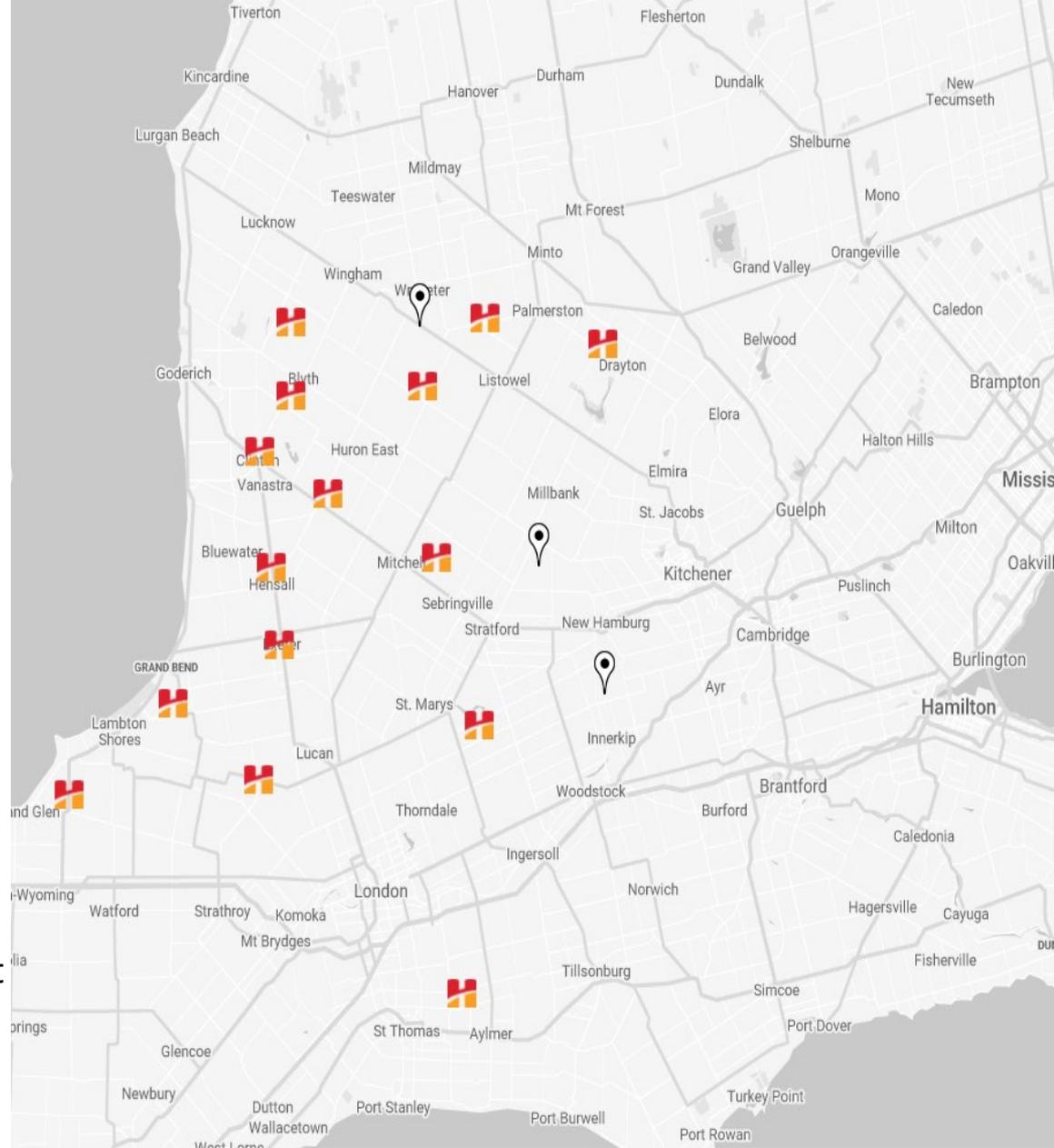
We are a full-service commodity marketing team. As a farmer-owned co-operative, we are passionate about providing today's producer with the opportunity to market their crops in a way best suited for their farming operation. Whether we buy commodities delivered to one of our elevators, off-farm, or direct to end user. These options offer a way to diversify a marketing plan to help maximize return for individual producers under the current market conditions. Hensall Co-op also offers value added contracts for commodities such as our IP Soybean program.



Our Locations

Receiving Grains

-  Hensall
-  Ailsa Craig
-  Aylmer
-  Brussels
-  Clinton
-  Drayton
-  Exeter
-  Forest
-  Greenway
-  Kurtzville
-  Lakeside
-  Londesborough
-  Mitchell
-  Seaforth



Satellite Receiving Locations:
 Stoneridge Custom Farming Ltd - Bright
 Bacon Crest Elevators – Gads Hill
 Drudge Elevators - Wroxeter



Markets Today:

Our website

<https://hensallco-op.ca/Cash-Bids.htm>

Cash Bids section is updated throughout trading hours (10 min. delay).

Market Closes at 2:15pm.

- Current Cash price per bu or mt
- Monitor Daily Market Movement
- Monitor Basis Levels
- Charts

Twice a day posting of relevant market comments using the following Platforms.

- Email
- Text
- Follow us on Twitter  @HDCGrain



Subscribe to our Newsletters

| Cash Bids | Futures | News | Headline News | Weather | | |
|---|------------|---------------|---------------|----------------|-------|--------------------------|
| Hensall Co-op Cash Bids | | | | | | |
| Location: <input type="text" value="Ontario"/> | | | | | | |
| #2 Yellow Corn Soybeans Soft Red Wheat Soft White Wheat Hard Red Wheat Hard Red Spring Wheat Barley Show All Commodities | | | | | | |
| #2 YELLOW CORN | | | | | | |
| Delivery | Cash Price | Futures Month | Futures Price | Futures Change | Basis | Converted Price (Tonnes) |
| 2020 Crop | 6.87 | @C1H | 541'6 | -1'2 | 1.45 | 270.36 |
| 2021 Crop | 5.37 | @C1Z | 446'6 | -0'2 | 0.90 | 211.31 |
| 2022 Crop | 4.92 | @C2Z | 411'4 | 0'2 | 0.80 | 193.49 |
| SOYBEANS | | | | | | |
| Delivery | Cash Price | Futures Month | Futures Price | Futures Change | Basis | Converted Price (Tonnes) |
| 2020 Crop | 16.99 | @S1H | 1363'6 | 9'0 | 3.35 | 624.17 |
| 2021 Crop | 14.27 | @S1X | 1151'4 | 1'0 | 2.75 | 524.14 |
| 2022 Crop | 12.54 | @S2X | 1028'6 | 1'6 | 2.25 | 460.67 |
| SOFT RED WHEAT | | | | | | |
| Delivery | Cash Price | Futures Month | Futures Price | Futures Change | Basis | Converted Price (Tonnes) |
| 2020 Crop | 7.76 | @W1H | 636'2 | -8'4 | 1.40 | 285.22 |
| 2021 Crop | 7.34 | @W1N | 624'2 | -5'6 | 1.10 | 269.79 |
| 2022 Crop | 7.05 | @W2N | 605'0 | -3'4 | 1.00 | 259.04 |
| SOFT WHITE WHEAT | | | | | | |
| Delivery | Cash Price | Futures Month | Futures Price | Futures Change | Basis | Converted Price (Tonnes) |
| 2020 Crop | 7.76 | @W1H | 636'2 | -8'4 | 1.40 | 285.22 |
| 2021 Crop | 7.54 | @W1N | 624'2 | -5'6 | 1.30 | 277.13 |
| 2022 Crop | 7.25 | @W2N | 605'0 | -3'4 | 1.20 | 266.39 |
| HARD RED WHEAT | | | | | | |
| Delivery | Cash Price | Futures Month | Futures Price | Futures Change | Basis | Converted Price (Tonnes) |
| 2020 Crop | 7.81 | @W1H | 636'2 | -8'4 | 1.45 | 287.05 |
| 2021 Crop | 7.59 | @W1N | 624'2 | -5'6 | 1.35 | 278.97 |
| 2022 Crop | 7.25 | @W2N | 605'0 | -3'4 | 1.20 | 266.39 |

Direct Deposit for your Grain Settlement

What is needed to set up this option on your account?

- A valid e-mail address
- A void Cheque to the account you would like funds to be deposit to.

Will I still receive a settlement statement?

- Yes, settlement will be emailed.
- Funds are delivered in a secure, fast and efficient manner.

(4 business days)

- No need to wait for snail mail.



HENSALL CO-OP
1 DAVIDSON DRIVE PO BOX 219
HENSALL ON N0M 1R0 CANADA
PHONE: (519) 262-3002
FAX: (519) 262-2317

To streamline our accounting processes and ensure our producers are paid in a timely and efficient manner. We are now offering **Direct Deposit for Grain Settlements**. Hensall Co-op is now introducing direct deposit as a new form of payment for your grain settlements. To set this up all we need from you is a void cheque and the following contact and banking information:

Bank Institution Number: _____

Transit Number: _____

Account Number: _____

Full legal name on the account: _____

Contacts name: _____

E-mail address for Payment information: _____

Please contact your IT department or Internet Service Provider (ISP) to ensure the following email address donotreply@hdc.on.ca is a member of your trusted domain. This will ensure emails concerning EFT payment details will not be considered spam or junk mail by your email server or ISP.

Going forward, should your banking information and/or contact information change please advise us as soon as possible.

What does this mean to you? Direct Deposit means no hold on funds deposited to your account. No longer will you have to wait for the cheque to arrive to deposit and get access to your money. Please allow 4 business days for deposit directly into your bank account.

We respect and adhere to the privacy laws in Canada.

If you have any questions, please feel free to contact Sarah Shapton Ext. 312 or by email at sshapton@hdc.on.ca.

Please attach a Voided Cheque.

Sarah Shapton
Grain Marketing/Producer Services
Direct Line: 519-262-3511 ext 312
Cell: 226-268-1292
Toll Free: 1-800-265-5190
Hensall Co-op | www.hensallco-op.ca

www.hensallco-op.ca



Electronic Grain Tickets

Sample of generated e-mail ticket:

HENSALL CO-OP GRAIN DELIVERY NOTIFICATION

For Customer – 111111 (Your name here)

Ticket – HZ111111

Delivered to - HENSALL GRAIN (or applicable Hensall Co-op location)

Gross MT - 64.020

Tare MT - 18.820

Unloaded - 45.200

Commodity – Insert commodity being delivered

Dockage - 0.0

Grading Factors

MO 13.3

SCREEN 95.8

COLOUR 2.5

CSC 11.0

GRADE 2.0

GMO 0.0

PURITY 100.0

FM 0.0

Upon weigh out through a Hensall Co-op receiving location, you will receive an update email with your load (ticket) information.

- **Great for having a back-up of tickets, as paper sometime goes missing.**
- **Great tool for those who share crop. Keep track of split loads.**
- **Any concerns, questions or spilt errors may be addressed right away.**

Marketing Tools

- **Marketing is a tough job. It's always a trade-off between what the market offers and what you need or want. It's all about managing your risk.**
- **Gain Knowledge on the diverse marketing tools available to market your commodity. There are more options than just cashing to the market and or storing at harvest. Call your local Hensall Co-op Grain Marketer to discuss options that fit your operation.**
 - **Forward Contracts**
 - **Basis Contracts**
 - **Deferred Payment**
 - **Extend time horizons. Sell by flat pricing carries for those with on farm storage.**
 - **Hensall Co-op, IP Soybeans program. Add a premium to your product!**
- **Involve your spouse, business partner etc. 2 or 3 heads are better than one.**
- **Know your cost of production. This helps to know where to start selling for a profit. Write down a plan on paper. Allow for some flexibility.**
- **Devote a few minutes each day to keep up with the markets. Daily news headlines more and more are behind the moves of the day.**
 - Check out <http://www.hdc.on.ca/grain-marketing.html> link to monitor prices.
 - Off Farm Bid sheet, published on Friday after the close, sent in e-mail format.
 - Daily market updates available via e-mail, text message, and posted to Twitter.
- **Sell incrementally. Example break each crop into 5 chunks.**
 - **This takes away the pressure of trying to hit "the High"**
- **Use/Place open orders to capture values when they present themselves.**
 - **If markets happen to go on a run while your on vacation or unable to monitor daily prices.**
 - **Prices might only "hit" very briefly, helps to maximize the sometimes short opportunity to forward book at the price wanted.**

Corn Market Update



Soybean Market Update





Thank-you

We grow ...

Business
Community
Employment
Opportunity
Together