

# What's Growing

Hensall Co-op Member Newsletter



Spring is always a very busy and exciting time of the year for everyone associated with agriculture. At Hensall Co-op, all divisions of our business continue to operate as usual; combined with the surge of demand for spring fertilizer, seed for crop planting, and fuel for farm machinery to meet all our member and customer's farming needs. We are committed

to working hard to earn your business and providing you with the best possible service. To achieve a high level of service for our customers means we need to have a high level of communication with each of you so that we are aware of your needs and level of service required. Please take the time to communicate with your Hensall Co-op sales or service representative to discuss your operations expectations on service. We appreciate your business and are always exploring opportunities to expand our business offering on your farm. If there are parts of your business that we currently are not servicing, we would ask that you give us an opportunity to grow our business footprint with you. Thank you for trusting Hensall Co-op with all your farm operation needs as we are not able to successfully grow without your ongoing support.

As spring is a time for new beginnings, we are initiating some exciting community-based initiatives. Hensall Co-op strives to support and help grow our rural communities where our members and employees live. As such, we are introducing another year of our Strong Communities Initiative where we provide a \$10,000 grant to a not-for-profit organization that operates in one of our business rural communities. Additionally, our Bright Futures scholarship opened March 31<sup>st</sup> (an email announcing the program and application details was sent to you earlier this month). There will be one-time scholarships of \$2,500 for first-time post-secondary students enrolled in agricultural education or education that will continue to support and advance our rural communities.

I would like to offer a quick reminder to encourage everyone to please use caution and pay extra attention in the coming months, as farm equipment will become a more common occurrence on our roads and in your own fields. You and your family's safety and wellbeing are the highest priority. Take the extra time to work safely and come home to your family.

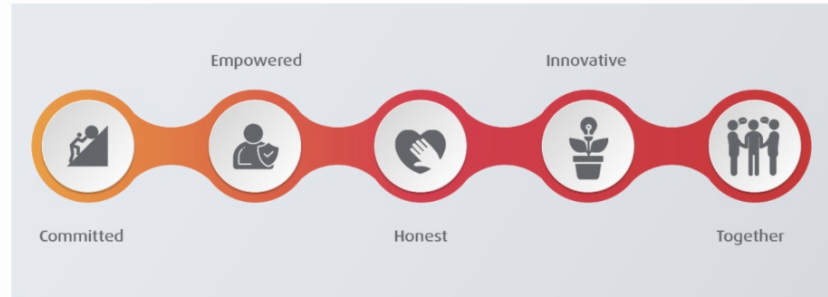
Thank you for supporting your "Farmer Owned Co-op" and trusting us with your business.

I look forward to seeing all that we accomplish together in 2023.



Brad Chandler, CEO

**Our Values mean everything to us:**



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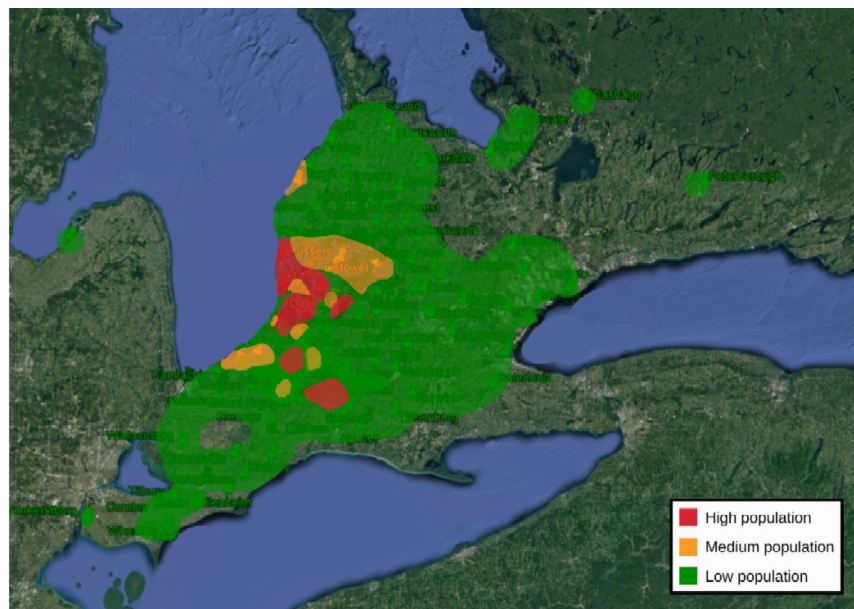
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## Who We Are

### Member Locations

Hensall Co-op sincerely appreciates all of our members. There are individuals and businesses located across Southwestern Ontario and into Manitoba that rely on Hensall Co-op for their farming and investment needs.

This is why we have multiple locations, including satellite receiving locations, across the areas where our members operate. We are proud to have such a varied member base and encourage you to reach out to your locations with any questions for this upcoming planting season.



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## Message from Member Services

Welcome to the spring edition of What's Growing. Hensall Co-op is off to a great start in 2023 and we appreciate the support of our customers and members; you are the reason we can continue making strides in the agricultural industry.

Our Member Services team would like to remind members that we offer the opportunity to invest in your Co-op through various programs. This includes our new 9-Month Term Investment which was announced earlier this month (see "We Grow Your Investments" below for more details). If you have any questions related to membership, interest, or patronage, feel free to contact us at 1-800-265-5190 and select Option #2. Staff are available throughout the week to provide assistance and guidance to help grow your investments. Rates can also be viewed on our [website](#).

As of now, we have completed one SEED seminar this year, and we look forward to the next one. SEED is an acronym for 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. We will be sending invitations to these virtual events by email.

We wish you all a safe and efficient planting season and hope the weather cooperates.

**Sylvie Atwell**

Member Services and Credit Manager

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**Mikayla Armstrong**

Member & Customer Service Associate

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Direct Line: 519-262-3511 ext 357

**High School Co-op Student**

Nicole McBride, who attends South Huron District High School (Exeter, ON), is currently completing a co-op placement with our finance, customer service, and membership team. Nicole has been with us since mid-February, and we have thoroughly enjoyed her time with us and being able to show her the

various aspects of the agricultural industry. Hensall Co-op takes on co-op students to help grow the education of agriculture and help build up the next generation of farmers and members.

## Giving Back to the Community

**Strong Communities Initiative**

**Now open for applications!**

Do you know a not-for-profit community-based initiative you think would benefit from a \$10,000 grant from Hensall Co-op? We are introducing another year of our Strong Communities

Initiative and are calling for applications for our

2023 program. The Strong Communities Initiative supports projects that help to protect and build the strength of rural communities.



Please share the application details with any organization that could benefit from the Hensall Co-op Strong Communities Initiative.

**Application  
Details**



**HENSALL CO-OP  
BRIGHT FUTURES  
SCHOLARSHIP**

## Bright Futures Scholarship Now open for applications!

Hensall Co-op is pleased to announce that applications are now 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 first-year post secondary students who are children or grandchildren of individuals who, as of March 1<sup>st</sup> 2023:

- Were a member of Hensall Co-op
- Were an employee of Hensall Co-op
- Had a controlling interest in an entity that was a member

If you know a student who is entering their first-year post-secondary this fall, and is interested in advancing rural communities and economies, please encourage them to apply!

### Application Details



## Coldest Night of the Year

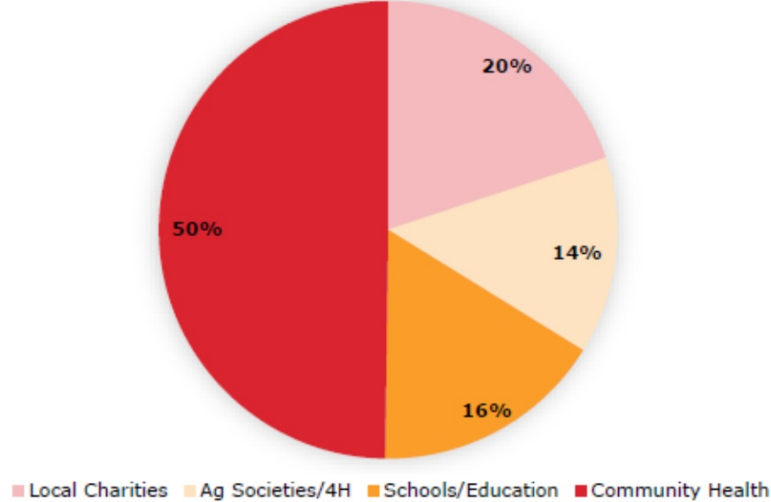
Hensall Co-op was a silver sponsor at the Exeter Coldest Night of the Year, which was held February 25<sup>th</sup>. This family-friendly walk of 126 walkers (making up 20 teams) aims to raise money for local charities which serve

people in our communities that are experiencing hurt, hunger, and homelessness. Organized by Perth-Huron United Way, the \$41,000 raised from the walk went towards the South Huron Connection Centre in Exeter. This is a welcoming organization that offers basic needs such as light meals, a shower, washroom, and laundry facilities for those in need.

## 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:





## Sensory Bin

Hensall Co-op recently donated beans to fill the sensory bin at Parkhill Pinetree Preschool, located in Parkhill, Ontario.

The beans allow the children to dump, scoop, and dig, during inside play. Sensory play benefits children in many ways, including developing fine motor skills and can act as a calming activity.



## Where Our Products Go: RW Garcia



### RW Garcia

RW Garcia, located in Scott's Valley, California, began as a tortilla chip company that sold chips to retailers out of the family van; and they grew the business as a family. RW Garcia

purchases their black beans from Hensall Co-op which goes into their Black Bean & Garlic tortilla chips, as well as crackers. The cracker flavours include Lentil with Turmeric, Sweet Potato, Everything, Kale, and Sweet Beet. These crackers are organic and gluten free. Hensall Co-op is proud to work with brands like RW Garcia that aim to provide healthy and sustainable products.

## Business Development

### Customer Information System (CIS)

Access all of your Hensall Co-op business information in one place with the Customer Information System (CIS). The CIS

- Hensall Co-op business invoices
- Purchase history
- Grain shipments
- Contracts

offers customers a convenient way to access and download:

**Access the  
CIS**



## SEED Seminars

Our member information seminars called SEED (**Success, Enrichment and Economic Development**) are available to view on our website. This series provides the information you need to succeed in your farming operations by strengthening your bottom line and growing your asset base.



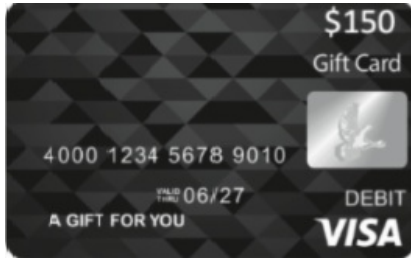
Our last session hosted on March 16<sup>th</sup>, 2023 was focused on Changing Values. Guest speakers Hillary Kerkvliet (FCC), Chris Corbett (Telus), and Sarah Shapton (Hensall Co-op) provided members with up to date and relevant information allowing for several key take-aways.

Join the conversation - attendance at the most recent **SEED** Seminars have exceeded over 100 members!

Past seminar topics include: Navigating Inflation and the Economy, Money Matters, Why Are Agriculture Prices so Volatile, and Farm Succession Planning. Invitations for the next SEED Seminar, being held June 15<sup>th</sup>, 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.

## We Grow Your Investments

As an investment Co-op, we offer our members the opportunity to invest in our Co-op through various programs. This includes our new **9-Month** Term Investment which was announced earlier this month.

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	4.00%
9 Month	4.50% (NEW TERM)
1 Year	4.75%
2 Year	4.90%
3 Year	5.00%
4 Year	5.15%
5 Year	5.30%
7 Year	5.50%
10 Year	6.00%

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

[Learn More](#)

## Spring Lubricant Sale





# Spring Lube SPECIAL

MARCH 1 - MAY 31, 2023

Product	Size	Price
W P HD 15W-40	Bulk	\$3.75 L
W P HD 15W-40	208L Drum	\$899.99
W P HD 15W-40	18.9L Pail	\$88.49
Shell Rotella T4 15W-40	Bulk	\$4.14 L
Shell Rotella T4 15W-40	208L Drum	\$1049.89
Shell Rotella T4 15W-40	18.9L Pail	\$94.49
WP Universal Tractor Trans Hydraulic Fluid	Bulk	\$3.79 L
WP Universal Tractor Trans Hydraulic Fluid	208L Drum	\$905.93
WP Universal Tractor Trans Hydraulic Fluid	18.9L Pail	\$86.86
Shell Spirax S4 TXM	Bulk	\$3.98 L
Shell Spirax S4 TXM	208L Drum	\$1002.02
Shell Spirax S4 TXM	18.9L Pail	\$96.49
WP Aw 32 Hydraulic Fluid	Bulk	\$3.18L
WP Aw 32 Hydraulic Fluid	208L Drum	\$736.99
WP Aw 32 Hydraulic Fluid	18.9L Pail	\$73.29
Rotella ELC N.F 50- 50 Antifreeze	6 x3.78L	\$63.75 case

**TO ORDER:  
CONTACT THE ENERGY  
DEPARTMENT**

**1.800.265.5190 ext 291**



## Agronomy Alerts

The Hensall Co-op Crop Services department provides a twice weekly Agronomy Alert email, which contains important updates and information during the planting, growing, and harvesting seasons. Upcoming topics include: Early planting of Corn and Soybeans, Starter Fertilizer, and Pre-plant Burndown.

Not receiving these emails? Click 'Update Profile' at the bottom of this email, follow the on screen directions, and select 'ON Ag Alerts' from the option list.

Controlling Problem Weeds:

Crop Input Financing Options



**ON Agronomy Alert**  
 April 14, 2023

**ALERT:** Controlling Problem Weeds: Nightshade & Pokeweed

**CROP:** Food Grade Beans

**TIMING:** All Season

Read Ag Alert



**ON Agronomy Alert**  
 April 19, 2023

**ALERT:** Crop Input Financing Options

**CROP:** All crops

**TIMING:** Now

Read Ag Alert

## Agricorp Crop Insurance

Attention Growers: it's time to update your insured crops with Agricorp Crop Insurance. The deadline is **May 10<sup>th</sup>, 2023**. Growing a new market class of dry beans (Otebo, Azuki, or White Beans)? Contact Agricorp before the deadline if you want coverage.

Details here: <https://www.agricorp.com/>





**Update Your Crop Insurance**



**Deadline: May 10, 2023**

## Poultry Feed Sale



**Animal Nutrition**

### BAGGED POULTRY FEED SALE



From March 6 to  
September 15, 2023

\*Feeds only available at select locations

Homestead Poultry Starter Plain	13463652
Homestead Poultry Starter Amp	13799332

Homestead Poultry Grower/Finisher	13713782
17% Textured Lay Ration	13148122
17% Flax Lay Ration	13150982
Homestead Lay Ration	13713772

**Full  
Details**

## Grower and Dairy Meetings

Hensall Co-op hosted multiple Grower meetings in Tilbury, Harrow, Alymer, Hensall, Londesborough, and Brussels. As well as a Dairy meeting in Seaforth. We covered multiple topics ranging from IP & Dry Bean Updates to Improving Fertilizer Efficiency.

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



Harrow Grower Meeting



Dairy Meeting

## Careers at Hensall Co-op



Hensall Co-op offers employment opportunities across our locations to individuals coming from various industries. This includes non-agriculture backgrounds. Do you know someone that would be a good fit?

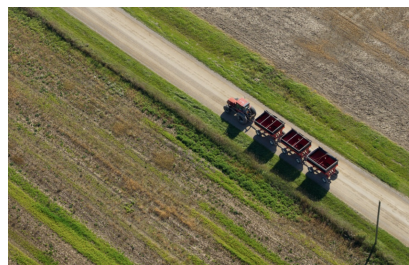
Share the link below and encourage them to apply.

## Safety at Hensall Co-op

### Planting Safety

This planting season, take the time to put safety first on roadways and on your farm:

- Be alert and take breaks when needed
- Fasten your seatbelt!
- Use lights, signals, and an escort vehicle when needed
- Ensure hazard signs are clean and clear
- Check that safety guards are intact and operational
- Share your plan for the day and know the 911 number of the field you are working at in case of emergency
- Do your part in sharing the road



### First Aid Course

Hensall Co-op held first aid courses on January 20<sup>th</sup> as well as March 10<sup>th</sup>. These courses are open to **all** employees and help to ensure our employees have the resources and knowledge they need to put safety first.

### Driver Safety Course

Pictured is the first session of our Annual Driver Team Safety Meeting, held on April 1<sup>st</sup>. An additional session was held April 21<sup>st</sup> to ensure all employees on the Driver Team had the opportunity to attend this meeting. The Driver Safety Meeting is designed to ensure that our fleet of drivers understand any updated legislation or requirement changes. This year's focus was electronic driver logs and their benefits. These meetings ensure that our drivers continue providing you with the best possible service, while integrating safety requirements.



## 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 including: El-Cheesy Southwest Taco



Chicken, Not Your Nan's Shepherd's Pie, and Who you Calling Shrimp Garlic Alfredo. The in-pack steam cooking locks in nutrients and flavours allowing for a healthy meal without artificial preservatives, flavours, or colours.

### Where to find The Screaming Chef

The Screaming Chef is now available at Walmart Ontario, Metro, and Hansen's Your Independent Grocer in Exeter. Additionally, meals can be found in several independent stores in London/Toronto, Little Short Stop stores in Kitchener/Waterloo, and several colleges and universities.



**Find Locations Near  
You**

Follow The Screaming Chef on Facebook and Instagram:



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## Seaforth TerraGator

Hensall Co-op has added a TerraGator Air Max Precision to our fleet in Seaforth. This TerraGator can precisely spray herbicide while at the same time applying dry fertilizer.



The wet/dry combination greatly improves efficiencies with a one-pass application and ensures there is a uniform distribution of product.

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## Quonset Floor Repair - Bloom, Manitoba Location

Pictured below is the completed floor repair in the quonset at our Bloom, Manitoba location. The project included sealing, insulating, and pouring new concrete in this building that measures an astounding 70ft x 240ft. Since the quonset is used for storage, the floor repair was vital to ensure moisture was not wicking through the floor and onto the pallets.





## 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.



Save on Royal Ontario  
Museum Tickets



Corporate Membership  
Program Discount



Save Up To 20% on  
Your Next Stay

[View All  
Discounts](#)

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

## Stay Up to Date

Looking to stay up to date with what's happening around Hensall Co-op?  
Make sure you follow us on Twitter and LinkedIn!



# Photo Contest

Get those cameras ready!  
Our 2023 photo contest will open soon with  
fun and exciting categories.

## Getting Ready for the Day

Photo submitted by the  
team in Drayton,  
Ontario.



Hensall Co-op | 1 Davidson Dr, Box 219, Hensall, N0M 1X0 Canada

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