

# What's Growing

Hensall Co-op Member Newsletter



As 2023 comes to an end, I look back on the year we have had. Together we faced unusual weather patterns combined with various market, industry, and economic challenges and through it all our members supplied their co-operative with unwavering support. Your commitment is the reason that we can continue to create and add value to you and your business every single day.

Firstly, our Annual General Meeting (AGM) was a success, fostering open dialogue and collaborative decision-making among our stakeholders. The event showcased our collective business achievements and set a positive tone for the future of our organization. If you could not virtually attend the AGM, I encourage you to watch the recording on the Hensall Co-op CIS (Customer Information System) to learn about our 2023 achievements.

This has been a year of great successes as Hensall Co-op has continued to achieve profitable financial growth with another record-breaking revenue of \$1.125 billion. Maintaining our commitment to our members and innovation, Hensall Co-op successfully acquired Gentec Inc., a dry bean seed and research enterprise located in Idaho, USA, and Minn-Dak Growers Ltd., a pioneer in processing and marketing specialty crops (mustard, buckwheat, and safflower) from the Upper Great Plains region of the USA. Expanding into these new commodity categories will provide more value-added opportunities for our members. These acquisitions also underscore Hensall Co-op's ongoing commitment to the continued prosperity of its long-term partnerships with its members, farm businesses, and end-use customers.

I would like to express my heartfelt gratitude for your unwavering support. Your commitment of support to your co-operative have been instrumental in it's success, and we are truly grateful for each member. Your support certainly fuels our motivation to earn your business every day while we continue to strive for excellence but it also allows Hensall Co-op to give back to our members, employees, and the communities we live. Together, we form a community that not only shares common goals, but also, a strong commitment to keep our rural communities strong and well served. We are extremely proud to be an independent, Canadian farmer

owned co-operative that is succeeding both locally and globally in today's competitive marketplace.

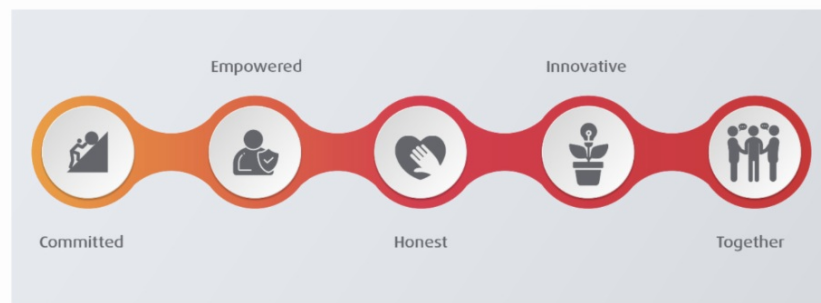
Amidst expressing our gratitude for your invaluable support, we also want to prioritize your well-being as the winter season approaches. Please remember take extra precautions and time to think about safety while working on the farm and around machinery. Ensure that you dress warmly and appropriately for the colder temperatures and be mindful of any potential hazards like icy sidewalks and slippery roads. Your safety is a priority, so please exercise caution and look out for one another. Let's make this winter a season of warmth and well-being.

I would also like to wish you and your loved ones a joyful and restful holiday season filled with warmth, laughter, and good company. May you return in the New Year rejuvenated and ready for new challenges. Thank you for your outstanding contributions, and here's to a happy and prosperous 2024!



Brad Chandler, CEO

**Our Values mean everything to us:**



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## 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 provide you with even more reasons to smile. Here are a few important reminders:

**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).

**Account Monitoring:** Members are encouraged to review their account balances as of any given date by logging into the [Customer Information System \(CIS\)](#). Additionally, users have the option to grant account access to their accountants for seamless monitoring at any time.

As the holiday season approaches, we invite you to explore the benefits of member discount perks when considering thoughtful Christmas gift ideas. We wish you and your loved ones a joyous holiday season filled with love, laughter, and cherished moments. Thank you for entrusting us with your business.



**Mikayla Armstrong**

*Member & Customer Service Associate*

**Sylvie Atwell**

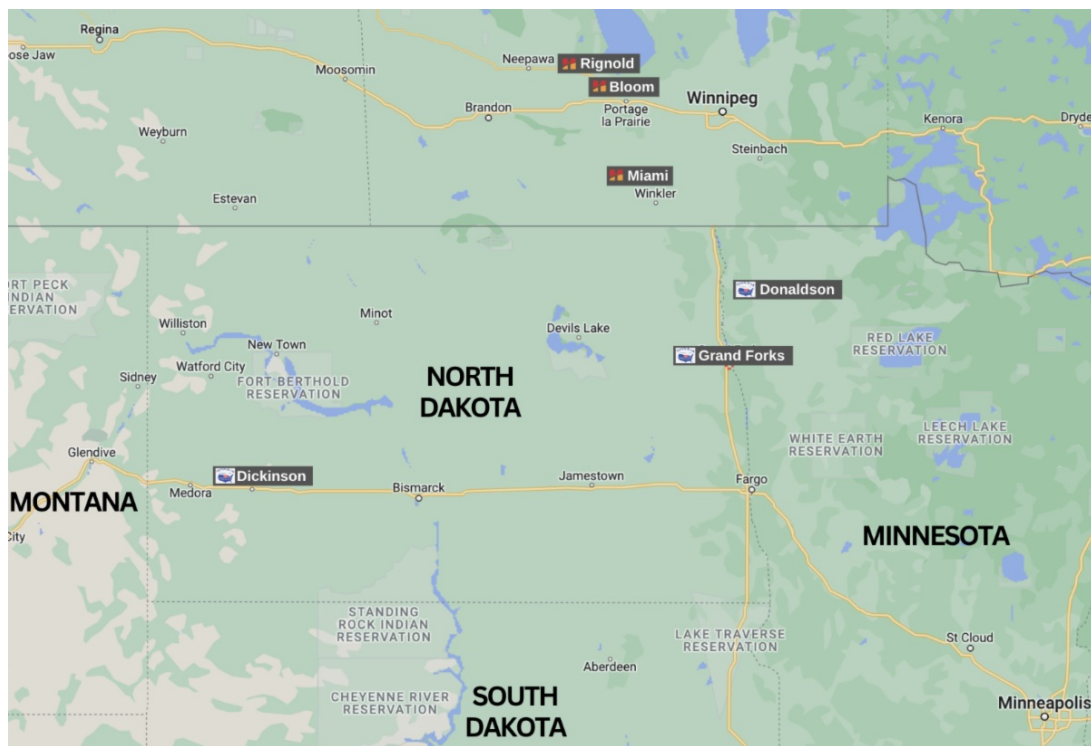
*Member Services and Credit Manager*

## Minn-Dak Growers Acquisition

Here We Grow Again!

Hensall Co-op is pleased to announce the acquisition of Minn-Dak Growers Ltd. (Minn-Dak), a processor and supplier of specialty crop food ingredients located in Grand Forks, North Dakota.

For more than 55 years, Minn-Dak has been processing and marketing specialty crops grown in the Upper Great Plains—the region comprising Montana, North Dakota, South Dakota, Nebraska, Iowa, and Minnesota—and beyond. It has well-built, efficient facilities with available capacity and warehousing capabilities in Grand Forks, ND; Donaldson, MN; and Dickinson, ND, which supply buckwheat and mustard ingredients to the food industry worldwide.



*Pictured: Minn-Dak locations in Grand Forks, ND; Donaldson, MN; and Dickinson, ND and existing Hensall Co-op locations in Manitoba.*

As a processor and supplier of specialty crop food ingredients, our similar business models will allow us to not only continue to support our partners in the food industry, but do so more efficiently as we work together. Minn-Dak's research-based programs, designed to expand into other markets with custom products, aligns well with the research and work we have been doing at Hensall Foods Inc. (HFI).

This acquisition aligns with our strategy to grow our food and food



ingredients business. Expanding into new commodity categories will provide more value-added opportunities for our members.

## Read Press Release



### Field Marketer - Hensall Location

Hensall Co-op is thrilled to introduce Madeline Colville to the team. Madeline will be working as a Field Marketer out of our Hensall location.

A little about Madeline:

"I was born and raised in Woodville, ON and I like to spend my free time skiing, boating, hiking or anything else outdoors. My favourite sports teams are the Toronto Maple Leafs and the Colorado Avalanche.

I graduated from the University of Guelph in 2023 with a Bachelor of Science in Agriculture, majoring in honours agriculture. I have spent the last three summers working at BASF, first summer my role was an RCD associate in Belmont, Ontario and then the last two summers I was the Technical Service associate in Lethbridge, Alberta (covering the Lethbridge to Swift Current territory)."

### Field Marketer - Aylmer Location

Hensall Co-op is thrilled to introduce Josh Schat to the team. Josh will be working as a Field Marketer out of our Aylmer location.

A little about Josh:

"I was raised near Mt. Elgin on a vegetable and cash crop farm. I graduated with a Bachelor's degree in Crop Science from the University of Guelph. I have previously worked at Bayer CropScience Tavistock Market Development Farm as a technician. On weekends and during off hours I enjoy reading, target shooting, and working on various projects at home."



## Giving Back to the Community

### Propane Donation

Hensall Co-op continues to support our rural communities and the emergency services required in the areas we serve. Recently, propane was donated to the Municipality of Bluewater and was used for training exercises for Brucefield, Lucan, and other surrounding fire departments within the area.



*Pictured: Photos from the Brucefield and Lucan Fire Department training*

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## Parkhill Store Land Donation

Hensall Co-op is delighted to share that the Parkhill Fire and Paramedic Station is now opened. In 2020, Hensall Co-op donated the property that was once our Parkhill store, which was located across from the old fire station. The property now holds the new Parkhill Fire and Paramedic Station. This location serves as an excellent spot to meet the community's needs. Our dedication to strengthening rural communities is evident in this initiative, representing an innovative approach to enhancing community well-being.



*Pictured: Parkhill Store (2019)*



*Pictured: Parkhill store during tear down phase*



*Pictured: Donation Signboard*



*Pictured: Ribbon cutting at opening ceremony*

[Read More](#)

## Gateway Centre of Excellence in Rural Health



As previously announced, the Gateway Centre of Excellence in Rural Health (Goderich, ON) received a \$10,000 grant to support Mental Health First Aid (MHFA)

training through our Strong Communities Initiative. MHFA equips individuals with the knowledge, skills, and resources necessary to promote a better understanding of mental health. This training will empower community members to effectively respond to mental health crises, fostering a healthier and more supportive environment for all.

Article from Gateway's Autumn Newsletter:

### **HENSALL CO-OP DONATES TO MENTAL HEALTH FIRST AID**

Gateway CERH is excited to announce that we have received support from Hensall Co-op for our project, Mental Health First Aid. The primary goal of Mental Health First Aid is providing training for individuals and organizations. It will equip them with the knowledge, skills and resources to understand and respond to mental health crises.



To learn more about the Mental Health First Aid project, visit their website:



## Where Our People Go: Anuga Global Food Fair

### Anuga Global Food Fair

Anuga is a global food fair, held in Cologne, Germany. This 5-day event takes place every 2 years and is the world's largest trade fair for food and beverages. This year, there were approximately 140,000 visitors from 200 countries and 7,900 exhibitors. The show draws suppliers/buyers from all over the world and allows us to showcase what we sell. Many of our existing buyers attend from Japan, Australia, New Zealand, the United Kingdom, and most significantly Europe, which are all key markets for Hensall Co-op, with continued opportunities for growth. This show gives us a chance to sit down face-to-face to discuss markets and continue to build our relationships. It also provides us exposure to new buyers and gives us the opportunity to meet with and discuss markets with other competitive origins and growing regions, such as Argentina, USA, Ukraine, China, etc.

We meet buyers from the canning and packaging industry, as well as manufacturers of various food and beverage products of both food-grade soybean and edible dry beans. We meet with brokers as well, who are working in numerous global regions. Overall, this show provides us with the opportunity to display our products and facilities on a world platform. It provides Hensall Co-op the chance to do business with our existing customer base, along with new potential customers.



*Pictured: Marion Hunt and Jason McNaughton, Hensall Co-op*

### What does Anuga stand for?

Anuga is an acronym, which in German stands for: Allgemeine Nahrungs- und Genussmittel-Ausstellung. This translates to: General Food and Beverage Exhibition.



Anuga Logo

## Business Development

### 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.

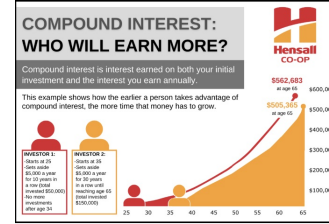
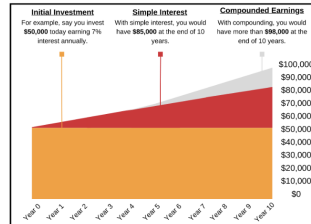
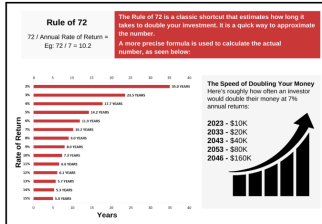
To discuss opening an investment account, contact Mikayla Armstrong:

[marmstrong@hdc.on.ca](mailto:marmstrong@hdc.on.ca)

1.800.265.5190 x 357.

Hensall Co-op Investment Rates*	
Term	Interest Rate
Demand	4.25%
3 Month	4.50%
6 Month	4.75%
9 Month	5.00%
1 Year	5.60%
2 Year	5.75%
3 Year	5.90%
4 Year	6.05%
5 Year	6.25%
7 Year	6.50%
10 Year	7.00%

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



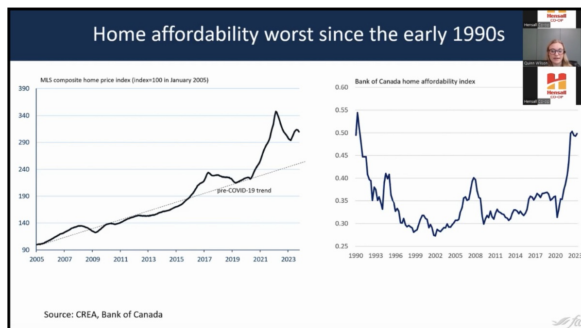
**Double Your Money**  
Learn about the Rule of 72

**Compound Interest**  
Learn about compound interest

**Investing Early**  
Learn how investing early pays off

[Learn More](#)

**SUCCESS ENRICHMENT  
ECONOMIC DEVELOPMENT**



## SEED Seminars

Our SEED (**Success, Enrichment and Economic Development**) 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 November 23<sup>rd</sup>, 2023 was focused on providing an Economy and Grain Market Update. Guest speakers included:

Quinn Wilson, FCC  
**Economy Update**



## Grain Market Update

Amir Naveed, *Hensall Foods*

## Hensall Foods (HFI) Overview

**Past seminar topics include:** Life at Hensall Co-op, The Total Energy Package, Changing Values and Navigating Inflation & the Economy.

**Watch Past SEED Seminars**

## Energy Department Promotions



November 1 - December 31, 2023

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**Truck Load Sale**



**W.P. Diesel Exhaust Fluid**  
\$16.95 / 9.46L Jug  
**Save Money**

To order, contact:  
Paul Dougherty 519-262-3511 ext 291 or  
Brad Coates 519-262-3511 ext 367

\* while quantities last \*  
\*\* \$25.00 delivery charge if ordering less than 15 jugs \*\*

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**Fall AntiFreeze Sale**



**Shell Rotella ELC NF  
50/50 Antifreeze**  
\$57.95 / Case

To order, contact:  
Paul Dougherty 519-262-3511 ext 291 or  
Brad Coates 519-262-3511 ext 367

\*\$25.00 delivery charge if ordering less than 10 cases\*



**Diesel Engine Oil Special**

November 13 - December 31, 2023

**WP HD Synthetic Blend 15W-40**  
208L Drum / \$899.99

**WP HD Synthetic Blend 15W-40**  
18.9L Pail / \$85.99

\*\*\*Available for pick up in Hensall, Kurtzville or Ailsa Craig\*\*\*

\*\*Additional charge for delivery\*\*

\*While quantities last\*

To order, contact our sales department:  
Brad Coates: 1.800.265.5190 ext 367  
Kim Wideman: 1.800.265.5190 ext 255  
Paul Dougherty: 1.800.265.5190 ext 291



**To order, contact our sales department:**

Brad Coates: 1.800.265.5190 ext 367

Kim Wideman: 1.800.265.5190 ext 255

Paul Dougherty: 1.800.265.5190 ext 291

## Poultry Producer Meeting

All poultry producers are invited to attend. Please RSVP to Alex Cadman by email at [acadman@hdc.on.ca](mailto:acadman@hdc.on.ca).



# Poultry Producer Meeting



Wednesday, January 10, 2024



9:00 AM - 3:00 PM  
12:00 PM Lunch



Clinton Libro Hall  
239 Bill Fleming Dr, Clinton, ON

## Speakers:

1. Arbourdale | Water, Bill Ireland
2. Hensall Co-op | Membership/Patronage, Mikayla Armstrong
3. Cargill | Gut Health, Early Culling, Dr. Channele Taylor
4. Provimi | Ventilation, Erin Ehringer
5. Production Poultry | Health Update, Dr. Jess Walkey
6. Hensall Co-op | Grain Market Overview

**RSVP By:**  
December 15, 2023



**Alex Cadman**  
[acadman@hdc.on.ca](mailto:acadman@hdc.on.ca)

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## Finding Fairness in Farm Transition

Hensall Co-op was a proud sponsor at the recent 'Finding Fairness in Farm Transition' workshop, which was held on November 16<sup>th</sup>, in Goderich, Ontario. While farm succession is a tough topic, it is vital component of multi-generational farm operations. Through this workshop, attendees received tips and pointers for successfully working through the 'undiscussable.'

Mikayla Armstrong, (Member & Customer Service Associate, Hensall Co-op) spoke at the workshop and helped to provide a better understanding to attendees of what Hensall Co-op can offer our members. Being a part of this event also allowed us to connect with customers and members face-to-face

while understanding the importance of succession planning.

There will be a follow-up farm transition planning webinar with Elaine Froese in February 2024. Stay tuned for more details!



*Pictured: Mikayla Armstrong speaking about Hensall Co-op at the workshop*



## Informational Articles



### Ontario Modernizing Agri-Food Research

The Ontario government is updating legislation to strengthen the agriculture and food industry through research [continue reading](#)



### Governments Strengthening Agriculture and Food Sector in Northern Ontario

The governments of Canada and Ontario are investing up to \$1.65 million over five years to support research [continue reading](#)



### Governments Driving Innovation in Food Production

The governments of Canada and Ontario are investing up to \$25 million, through the Sustainable Canadian Agricultural Partnership [continue reading](#)

## Contests

### Hensall Hat Contest



We want to know - which member wore their Hensall Co-op hat the farthest?

Show your Hensall pride and submit a photo taken in 2023-2024 of you wearing a Hensall Co-op toque or hat, along with the location information, for a chance to win! The winner

will be announced in our next What's Growing newsletter.

One lucky winner will receive a **\$250 cash prize**.

Submission deadline: March 15<sup>th</sup>, 2024

**Submit  
Photo**

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## Corporate Hensall Co-op Facebook Page



With over 675 people following our corporate Facebook page we are getting closer to our **\$1,000 cash prize** draw! Once our page reaches 1000 followers, one lucky person will win a **\$1,000 cash prize**. Individuals who are following the Hensall Co-op Facebook page at the draw date will be entered for a chance to win. Winner will be contacted directly through Facebook. Good luck!

**Facebook  
Page**

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## 2023 Photo Contest Winners

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

We thank all participants and hope you participate in our next photo contest. Remember, we welcome photos that were taken year round, so keep those cameras snapping!

### **First Place:**

\$500 Yeti Package and photo used on the **cover of Annual Report**

**Trixie Usselman**



*Farming Views – Harvest at Twilight*



Category Winner:  
Hardest Worker  
on the Farm

**Tory Struyf**  
*Grandpa*



Category Winner:  
Farming Views

**Stacy Bastiaansen**  
*Perseverance*



Category Winner:  
Farmers Best Friend

**Logan Drudge**  
*Untitled*

## Co-op Week

We celebrated Co-op week (October 17 - 20th) by giving away Hensall Co-op cookies and invited our members, customers, and employees to share photos of themselves enjoying the sweet treat on one of our social media channels to win a Yeti cooler. Congratulations to our winners!

Thank you to all our members, customers, and employees who came together as one big cooperative community and celebrated the spirit of unity and appreciation.







*Pictured: Scott Eagleson*



*Pictured: Holly De Way*



## Careers at Hensall Co-op



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

**All Job  
Openings**

### Field Marketer - Summer Intern

As we prepare for the upcoming planting season, we are looking for

Hensall Co-op has various opportunities which allow you to grow your career. We are looking for individuals willing to take on new challenges, think creatively and embrace change.

In return, you will be provided with diversified opportunities to prosper and learn even more within the agri-rural community. For more information about any of the positions below, please contact Meghan Scott - Field Marketer: [msscott@hdc.on.ca](mailto:msscott@hdc.on.ca) or call 226-973-4170.

#### Check our Summer Intern Opportunities for 2024:

##### Field Marketer Intern:

Provide seasonal support at one of Hensall Co-op's Crop Retail locations.

##### Learn:

- Operational duties during planting & harvest season
- Servicing sales of crop inputs and food grade contracts in accordance with Quality Assurance standards
- Field scouting techniques
- Agronomic and customer service skills

##### Seed Distribution & Field Marketer Intern:

Assist with the distribution of seed from Hensall Co-op's Exeter Distribution Warehouse.

##### Learn:

- Seed distribution & logistics
- Servicing sales of crop inputs and food grade contracts in accordance with Quality Assurance standards
- Field scouting techniques
- Agronomic and customer service skills

##### Custom Application & Field Marketer Intern:

Work with Hensall Co-op's Custom Application Team to support Crop Retail Sales.

##### Learn:

- Safe operation of fertilizer and crop protection equipment
- Extensive record keeping of applications, field conditions, daily trip and safety inspections
- Agronomic and customer service skills
- Precision Agriculture technologies

Hensall Co-op is an employer of choice in the agri-rural business community. As a diversified, farmer-owned Ontario Agricultural Co-operative established in 1932, we are one of the largest independent agricultural co-operatives in Ontario with almost 6,000 members and 625 employees.



recruits for our 2024 Field Marketer - Summer Intern program. This opportunity gives hands on experience and allows the selected individuals to grow their career while learning from a team of dedicated Field Marketers.

If you know any college or university aged students looking for summer work, please share this opportunity with them.

[Learn More](#)

## Safety at Hensall Co-op

### Caught in the Act Confined Space Entry Procedures

This time around, we find Bill Windsor, who has 62 years of experience working safely at our Ailsa Craig location. The importance of confined space entry procedures cannot be overstated. Confined spaces present unique challenges and hazards that demand a meticulous and well-defined approach to ensure the safety and well-being of workers. Bill can be seen evaluating the situation before entry. He has his calibrated four-gas monitor to check the air, a confined space entry permit to put on the door, and planning to ensure what he is about to do is safe.



Confined spaces pose inherent risks, such as poor air quality, limited ventilation, and potential exposure to hazardous substances. We want to ensure all employees have the proper training, equipment, and adherence to established protocols that significantly reduce the likelihood of accidents or injuries.

Mr. Windsor is providing a great example of the importance of confined space entry procedures. Our robust confined space safety program includes prioritizing worker safety, complying with legal regulations, conducting thorough risk assessments, preparing for emergencies, and fostering a culture of continuous improvement. By acting like Bill, these procedures

safeguard our workers and contribute to a safer and more responsible working environment.

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## Winter Safety

With the winter weather fast approaching, please be cautious of slippery surfaces and practice safe handling of chemicals and equipment in adverse conditions. Regularly check weather forecasts and plan tasks accordingly. Ensure to drive safely during this winter season - give yourself extra time, exercise caution, and adapt to the challenging or changing road conditions to ensure a safe journey for yourself and others.

Your well-being is paramount, so stay warm, stay vigilant, and stay safe during the winter months. Together, let's navigate the winter season safely and efficiently.

## 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.

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

Watch the video to see a sneak peek of The Screaming Chef's newest meal 'Now That's Saucy Butter Chicken,' coming off the production line at the Hensall Foods plant.



Now That's Saucy Butter Chicken





*Pictured: the Hensall Foods Inc. (HFI)  
team that's behind The Screaming Chef*

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
- Several colleges and universities (Ontario)
- North West Company Food Stores (Northern Canada)

**Find Locations Near  
You**



## Hensall, ON Aerial Tour

In the summer of 2023, new aerial photos and videos were captured of our Hensall, ON location. While we know that many of our members operate near the Hensall location, we also realize some members may not have had a chance to visit this site (or see the operation from a birds-eye-view!). This is an excellent opportunity to take an aerial tour of our Hensall, ON location.



**Watch  
Video**

## Benefits of Membership

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.

**View All  
Offers**

Receive  
25% - 40% off

Save Up To 25% on  
1 Night Stay

Corporate Savings  
Program



**Details**

**Details**

**Details**

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**Manitoba Members:** we have special offers that are specifically valid for your area. View Manitoba offers **here**.

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## **Columbia Sportswear Company**

Columbia Sportswear Company is giving Hensall Co-op members the opportunity to attend their Boxing Day Sale at their employee store. Discounts are in addition to the employee store pricing.

**Valid Dates:** December 26<sup>th</sup> - January 7<sup>th</sup>, 2024.

# BOXING WEEK

**YOUR TICKET TO SHOP  
UP TO 30% OFF SELECT STYLES  
10% OFF EVERYTHING ELSE**

**DISCOUNTS IN ADDITION TO EMPLOYEE STORE PRICING**

**BOXING DAY SALE DEC 26 - JAN 7**

## FRIENDS AND FAMILY PASS

### COLUMBIA SPORTSWEAR COMPANY EMPLOYEE STORE

Our Employee Stores are always stocked with current season products from our entire Family of Brands Columbia, Mountain Hardwear, SOREL and prAna

#### VALID DATES

12/26/23 – 1/7/24  
Valid for you + 4 guests

#### WHAT TO BRING

This invitation  
and Photo ID

#### LOCATION

1425 Max Brose Drive  
London, ON, N6N 0A2

#### HOURS

Mon - Fri: 9am - 9pm  
Saturday: 9:30am - 7pm  
Sunday: 10am - 6pm  
New Years Eve:  
9:30am - 2pm  
New Years Day: CLOSED  
\*check online for latest  
Holiday Hours



Valid for a single visit to the Employee Store. Limit one pass/visit per day. Must surrender pass at time of entry to store. Columbia reserves the right to modify or cancel this pass at any time. Sale or bartering of pass strictly prohibited. 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 offer or discount.

**Full  
Details**

## Annual General Meeting (AGM)

Following the harvest season, our Annual General Meeting (AGM) was held virtually on Wednesday, November 29<sup>th</sup>. Hensall Co-operative proudly announced our outstanding financial performance for the 2022-2023 fiscal year, surpassing a significant milestone of \$1.125 billion in revenue. Our business resilience, strategic initiatives, and commitment to excellence have propelled our growth in the face of challenging economic conditions.











Our success is a collective achievement, and we are thrilled to share this milestone with our members and employees. Surpassing the \$1.125 billion in revenue milestone is a testament to the hard work and dedication of our entire team and the unwavering support of our members.

In the fiscal year ending July 31, 2023, there was a 21% year-over-year surge in revenues, reaching a substantial \$1.125 billion across the diverse business portfolio. Initially established as a buying group, Hensall Co-op has transformed into an agricultural industry leader, with operations in 25 locations throughout Ontario and Manitoba, with business offices in Burlington, Vancouver, and Seattle. Hensall Co-op contracts with farmers in rural communities in Ontario, Quebec, Manitoba, Saskatchewan, Alberta, Minnesota, North Dakota, South Dakota, Idaho, New York, and Michigan.

Members can find a copy of the Annual Report and recording of AGM on the Customer Information System (CIS). The Ontario Farmer included an article about Hensall Co-op's accomplishments in their December 5<sup>th</sup> publication.

[Read Article from Ontario Farmer](#)

#### Hensall Co-op Board of Directors 2023 - 2024:

	<b>Henry Vander Burgt</b> President Dashwood, Ontario	
	<b>Aise Van Beets</b> Vice President Bayfield, Ontario	
		<b>Rob Cornelis</b> Secretary Ailsa Craig, Ontario
		
		<b>Terry VanderWal</b> Past President Denfield, Ontario
	<b>Carol Leeming</b> Director Seaforth, Ontario	
		<b>Dianne Brekelmans</b> Director Thamesford, Ontario
		
		<b>Sebastian Kraft</b> Director Dungannon, Ontario
	<b>Marlene Munn</b> Director Hensall, Ontario	
		<b>Ed Van Miltenburg</b> Director Seaforth, Ontario
		
		<b>Jason Wagg</b> Director Formosa, Ontario

## Next What's Growing

Look out for our next What's Growing member newsletter, which will be sent in March 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, N0M 1X0 Canada

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