

Dear Wheat Producer:

The 2019/20 winter wheat crop planted acres were essentially unchanged across Ontario, estimated at 880,000. 89% of acres are estimated to be SRW, 7% HRW, and 4% SWW wheat. However, late planted beans in the spring of 2018 followed by a cool and wet fall led to overall late planted wheat in what was less than ideal muddy conditions. Some growers with edible or early maturing beans were able to plant in September but as much as 80% of acres were planted in late October. This situation followed by a difficult freeze/thaw winter led to highest percentage of winter kill in Ontario in many years, estimated at 33%. Heavy clay soils were hit the hardest, with winterkill estimates at for example 80% in Essex, 50% Lambton, 40% Chatham/Kent. No county was completely spared, with most others ranging from 15% to 25%.

Trendline yields are expected on most of the September planted wheat, and well below trend is expected for the remaining late October planted. Early crop production estimates for Ontario are 581,000 harvested acres with 2mt (73.5 bpa) /acre average yields (10% below trend) resulting in just over a 1,100,000mt crop. With at least 1,000,000mt local southwest Ontario flour milling and feed demand for winter wheat, exports will be a multi year low.

As of late June/19, after a very cool and wet spring in Ontario and well below normal heat units, the harvest start date was expected a full 2 weeks behind average, although hot/dry conditions starting the first week of July sped up crop development bringing current estimates to 10 days behind average. Disease and fusarium pressure currently appear low.

The 2018/19 winter wheat crop was both overall very high yielding at an average of 83.6 bu/acre, and very high quality with high test weight, protein, and almost non-existent vomitoxin. Higher vomitoxin levels in 2018/19 corn and the very strong milling quality led to strong demand for Ontario wheat all year into feed and milling channels, leading to what will be a very tight carryout.

The Hensall Co-op would like to thank you for your business, and wishes you a safe harvest 2019. We encourage you to contact any member of the Grain Marketing Team anytime to discuss markets and develop strategies to help maximize market returns for both you and your operation.

HENSALL CO-OP STORAGE PROGRAM

There will be 15 days free from date of delivery with storage starting on day 16 per ticket.

Storage accrues at \$0.10 per mt per day.

Storage and Drying charges will be invoiced quarterly (September, December, March, June).

Final basis cash out date is May 31st, 2020 for in-store wheat.

Hensall Co-op does not charge an inward elevation on incoming crops.

The GFO license fee for wheat is \$0.81/mt for 2019.
SWW | SRW | HRW Grade #3 discount will be \$10.00/mt.
HRS Grade #3 discount will be \$25.00/mt.

Wheat is based on an Identity Preserved (IP) class system. Please provide complete details of the class of wheat when delivering to Hensall Co-op to ensure the necessary class and quality characteristics meet the milling industry specifications.

Electronic Grain Tickets

Receive your ticket directly by e-mail upon leaving the scales at any Hensall Co-op elevator location. Deliveries made to Hensall Co-op Feed Mills are excluded.

This ticket will not be replacing the paper copy, but is simply an additional option. Ticket Information will include:

- Ownership (monitor split loads)
- Weights
- Grades

To sign on to this program, call Sarah Shapton at 519.262.3511 ext. 312 to provide your current e-mail address, or e-mail her at sshapton@hdc.on.ca requesting this option be added to your account.

HENSALL CO-OP GRAIN DELIVERY NOTIFICATION
For Customer - Your Name
Ticket - H/111111
Delivered to - HENSALL GRAIN
Gross MT - ##.###
Tare MT - ##.###
Unloaded - ##.###
Commodity - listed here
Dockage - 0.0
Grading Factors
MO 13.3
SCREEN 95.8
COLOUR 2.5

Find us on Twitter: 



@HDCAgronomy



@HDCEnergy



@HDCFeed



@HDCGrain

Find detailed information at www.hensallco-op.ca under the 'Grain Marketing' tab.

POISON WARNING!

It is unlawful to deliver grain that has been treated or infected with any poisonous substance or compound to mills or elevators. Persons so charged will be prosecuted to the full extent of the law and held liable for any expense or loss incurred in the removal and disposition of grains so contaminated.

Grading Discounts/MT

	SRW	SWW	HRW	HRS
Grade #2	\$0.00	\$0.00	\$0.00	\$0.00
Grade #3	-\$10.00	-\$10.00	-\$10.00	-\$25.00
Fusarium	TBD by market conditions at time of harvest			
Feed	TBD by market conditions at time of harvest			
Sample	on a case by case basis			

Protein Premiums/Discounts (for Grade #2 only)

Hard Red Winter		Hard Red Spring	
Protein	Discount/MT	Protein	Discount/MT
<9.9	-\$15.00	<11.5	0
10.0 - 10.9	\$0.00	11.6 - 11.9	0
11.0 - 11.9	\$8.00	12.0 - 12.4	\$10.00
12.0 +	\$15.00	12.5 +	\$18.00

*Protein and/or Grade Premiums Discounts subject to change without notice.

RECEIVING LOCATIONS FOR 2018 WHEAT

Ailsa Craig	519.232.4449
Aylmer	519.773.5169
Bright (Stone Ridge).....	519.580.0385
Brussels.....	519.887.9933
Clinton.....	519.482.3438
Drayton.....	519.501.0137
Exeter.....	519.235.1150
Forest.....	519.786.5424
Gads Hill (James Gerber)	519.656.2015
Greenway.....	519.238.8701
Hensall Facility.....	519.262.3002
Kurtzville.....	519.291.2220
Lakeside.....	519.349.2243
Londesborough.....	519.523.4470
Mitchell.....	519.393.6010
Seaforth.....	519.522.1000
Swinton Park.....	519.923.9900
Westfield.....	519.523.4221
Wroxeter (Drudge Elevators)	519.335.6352

STORAGE

- NO Inward Elevation charge.
- 15 days free storage from date of delivery with storage starting on day 16 per ticket.
- Storage accrues at \$0.10 per mt/day.
- Storage and drying invoiced quarterly in September, December, March and June.
- Final basis cash out date - May 3, 2020.

DRYING AND SHRINK

- Dry standard is 14.0%
- Shrink only up to 14.5%
- Drying charges start at 14.6%
- Cleaning charges of \$4.00/mt start at 1.1% dockage.

MISCELLANEOUS

- Grade Discounts are subject to change.
- Protein Discounts and Premiums are subject to change without notice. Storage charges are subject to change.
- All Grade Parameters are per CGC standards.
- All dockage is deducted to 0.
- GFO fees are deducted at time of Sale.
- Basis Advance 60%
- Basis Roll Fee \$0.03/bu.
- All on-farm loads received are subject to the weights and grades of final terminal/end user destination, including discounts and premiums.

If you have any further questions, please feel free to contact Hensall Co-op at 1.800.265.5190.
We will gladly explain all the options available to you.