

What's Growing

Hensall Co-op Member Newsletter



As we embrace the emergence of our spring season, I want to take a moment to express my gratitude to all our members for your support of Hensall Co-op throughout the past year. The business you conduct and the loyalty you offer Hensall Co-op on your farm operations is the driving forces behind our success, and for that, I extend my sincere thanks to each one of you.

At Hensall Co-op, our commitment to supporting Canadian agriculture, as well as the rural communities we serve, is at the core of everything we do. We understand the vital role that agriculture plays in our nation's economy and the importance of nurturing the rural communities where we conduct business and where our members call home.

Hensall Co-op continues to work hard to be the trusted partner in your farm businesses and is committed to growing alongside you. We are continuously investing in strategic assets, equipment, and people to ensure that we can provide you with the products, services and knowledge you require for your business to thrive. We know that your success is our success, and we are here to support you every step of the way.

If there are specific services or products that you require on your farm, please don't hesitate to reach out to us. As members, your feedback is invaluable in helping us tailor our offerings to meet your business needs. I encourage you to communicate with your Hensall representative across all our businesses to ensure that we are fully aware of your requirements, thus allowing us to reach our goal of delivering exceptional service to all our members.

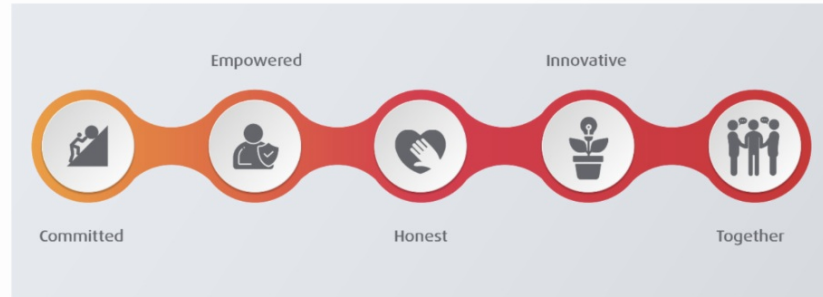
As we embark on #Plant24 together, safety in our business and on your farm remains our top priority. Please take the time to think about safety whether working around farm equipment in your fields, navigating farm equipment on our rural roadways or watching for children around our farmyards, it's essential to take the time to prioritize safety at every turn. Let's work together to ensure the well-being of ourselves, our families, and

those around us.

Thank you once again for your continued partnership and trust in Hensall Co-op. Together, we will continue to grow, innovate, and succeed.

Brad Chandler, CEO

Our Values mean everything to us:



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Who We Are

Message from Member Services

We extend our heartfelt gratitude to each of you for entrusting us with your

business. As we embark on the journey of 2024, we are delighted to share that the year is off to a great start, and we owe this success to your unwavering support. At Hensall Co-op, we are committed to delivering unparalleled service, and we appreciate the confidence you have placed in us.

Looking ahead, we are eager to collaborate with each member individually, tailoring our services to meet your unique needs. Our dedicated team is ready to work closely with you to ensure that your experience with us remains exceptional. Here are a few important reminders:

SEED: We invite you to attend our next SEED (Success, Enrichment, Economic Development) Seminar scheduled for June 6, 2024. This seminar will delve into topics such as Interest Rates and Market Update, Wheat Markets, and a Local Author.

Member Discounts: To experience the exclusive benefits associated with Hensall Co-op membership, please contact us to obtain your membership card.

Customer Information System (CIS): Streamline your financial management by checking your account balance, monitoring transactions, and effortlessly sharing information with your accountant through our advanced CIS.

Interest Rates: Stay informed about our current interest rates; do not miss the opportunity to explore our competitive offerings.

Your continued support is deeply appreciated, and we are grateful for the trust you place in us. Thank you for being part of our community, and we remain committed to providing you with excellent service and support throughout another planting season.



Mikayla Armstrong

Member & Customer Service Associate

marmstrong@hdc.on.ca

Direct Line: 519-262-3511 ext 357

Sylvie Atwell

Member Services and Credit Manager

satwell@hdc.on.ca

Direct Line: 519-262-3511 ext 262

Paul Dougherty - Santa Claus

Paul Dougherty, the Energy Sales Manager at Hensall Co-op, embodied the spirit of Santa Claus during the bustling holiday season. His itinerary included visits to various places, including the Exeter Villa Long Term Care Home, as highlighted in the CTV article referenced below.

With more than 35 years of experience donning the red suit, Paul holds steadfast to his principle of never charging for his Santa services. Nevertheless, some individuals still choose to give money, presents, or toys. Thanks to these generous gestures, Paul and his wife have been able to donate over \$40,000 to the Make-A-Wish Foundation and various other charitable organizations over the years.



*Pictured: Santa Claus
(Paul Dougherty)*

[Watch CTV Interview](#)

Interns - Coming soon to a Crop Retail location near you!



Be on the lookout for our 2024 Field Marketer Interns. We look forward to these interns joining our team, as they play an integral role at our locations and act as our eyes and ears in the field.

Anna Fear - Drayton, ON
Sierra Gillies - Exeter, ON (EDW)
Anelise Marques de Sousa - Hensall, ON
Avery Hallahan - Mitchell, ON
Abby Pepper - Tilbury, ON

Stay tuned for an update on their summer experience in upcoming newsletters.

High School Co-op Student

Emma Willert



My name is Emma Willert, and I am completing a high school co-op placement here at Hensall Co-op. I am grateful for the opportunity to be working with Rebecca Hubbard (Marketing & Communications Manager) and Lacey Vander Burgt (Executive Co-ordinator).

Currently, I am a grade 12 student attending St. Anne's Catholic Secondary High School (Clinton, Ontario). In the fall I will pursue a Bachelor of Business Administration (BBA) at the Goodman School of Business program at Brock University. The first 2 years include general business courses and I plan to specialize in Sales and Marketing in the final 2 years.

Through my co-op placement here, I've learned how to make my ads more captivating and have worked on administration tasks. I believe completing my placement here at Hensall Co-op will be very beneficial to me, as I am getting a better understanding of the working environment in the business world. I enjoy staying active and some of my favourite sports are hockey, soccer and ball hockey. I have played sports all my life, so working as a team comes naturally to me. I am thrilled to start my journey here at Hensall Co-op and learn about the agricultural industry.

Giving Back to the Community

Bean Donation: Huron County Food Bank Distribution Centre

Hensall Co-op continues to support those who need assistance - with rising inflation and food costs, we understand that many communities face food insecurity. Recently, we donated two skids of beans which weighed a total of 1,386 lbs. These beans will stay local and will be distributed through the Huron County Food Bank Distribution Centre.

We are thankful for our amazing staff and members who have made it possible for this donation to occur. Together we grow communities.

From the Huron County Food Bank Distribution Centre:

"The Huron County Food Bank Distribution Centre focuses on providing nutritious foods to our food bank and aid agency clients in Huron County, the Mobile Food Bank that has clients in 6 rural Huron County villages, as well as aid agencies in Stratford, St. Mary's and Mitchell in Perth County. We are grateful for the donation of beans from Hensall Co-op. This will be a great source of nutritious food and an alternative protein for those who are struggling with food insecurity in our communities. Thank you so much!"



Pictured: Skid of donated beans being loaded on the Huron County Food Bank Distribution Centre truck

To learn more about the Huron County Food Bank Distribution Centre, use the link below to visit their website:

[Learn More](#)

Strong Communities Initiative

Now open for applications!

Do you know of a not-for-profit community-based initiative that would benefit from a \$10,000 donation from Hensall Co-op? We are pleased to announce that our Strong Communities Initiative, which supports our **rural communities**, is back for another year and encourage applications for the 2024 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 deadline: May 31, 2024.

[Application Details](#)

4-H Career Club Tour

The 4-H Career Club offers youth valuable exposure to diverse career opportunities within the agricultural industry and visited Hensall Co-op on March 11th. This tour was particularly enlightening, offering invaluable insights into the intricate connections among different roles within the sector.

Engaging discussions with Jessica Boughen (*Human Resources*) and Chris Van Loo (*Operations*) illuminated essential interview techniques and resume standards, equipping attendees with practical knowledge for their entry into the workforce. This program serves as an excellent educational and developmental opportunity for participants. The club will continue to visit different agricultural businesses across Huron County throughout its duration.



*Pictured: Far Left - Holly Holyoake (Hensall Co-op)
Middle - 4-H Career Group
Far Right - Sarah Shapton (Hensall Co-op)*

Where In the World

Where Our Products Go: Branston Baked Beans

Did you know: white beans (white pea beans) are commonly referred to as 'Navy Beans' because of their role during war? In the 19th century, the American Navy began dispensing white beans as a regular ration to sailors on warships, which is how the 'Navy' part of the name originated. Navy beans have nutritional value, are affordable, and can be stored for long periods of time, making them an ideal staple.



Canada has conditions that allow for us to grow Navy beans and they are one of the most popular edible bean crops grown in Ontario. These beans are common in soups, salads, and baked bean recipes, and have been grown in Ontario since the early 1900s.

Hensall Co-op sells Navy beans to companies like Branston who turn our product into 'Branston Baked Beans' which are a common staple in many households, especially in the United Kingdom. These beans are prepared with a rich, thick, tomatoey sauce instead of being made with sugar, which is more common in North America. It is not uncommon to see English children taking smaller packages of these baked beans with them to school and eating them during lunch.

Where Our People Go: Chile Dairy Nutrition Advisor (DNA) Education Trip

"Hola"

The Dairy Nutrition Advisor (DNA) graduates from Shur Gain (Trouw) embarked on an educational trip to explore dairy farms in Chile. Along with its diverse microclimates, geographical adversities, and logistical challenges, Chile provided an opportunity for the DNA grads to conduct collaborative Opportunity Analysis on the dairies.

During the trip, we visited a range of dairies, from 300 to 5200 head, including the largest DeLaval Robotic herd equipped with 88 robots. Notably, a significant economic difference observed was that Chilean dairies are paid based on kilograms of protein, unlike Canada's focus on butterfat, and there is no quota system in place.

In addition to visiting dairies, the group also toured the Skretting Fish feed mill, a part of Trouw Nutrition, situated along the Pacific Ocean west of Puerto Montt, Chile.

Beyond professional engagements, the cultural immersion in Chile was great. Indulging in the flavours of Chilean seafood and beef, and exploring the renowned microclimate wine region near Santiago along the coast, provided a memorable experience. The bustling port of Valparaiso, though logistically distant from both the southern and northern regions of Chile, made a lasting impression.

With the majority of Chile's population residing in the Santiago area, home to approximately 10 million people, the trip offered valuable insights into both the agricultural and cultural landscapes of the country. Thank you to Hensall Co-op and Shur Gain for the opportunity of a lifetime.

"Gran experiencia"

Holly Holyoake – Ruminant Specialist – DNA Grad 2004 (Shur Gain)



Pictured: Chile DNA grads in front of shredlage pile



Pictured: Pasture dairy 300 cow



Pictured: largest robot herd in the world - 88 robots for 5200 cows

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

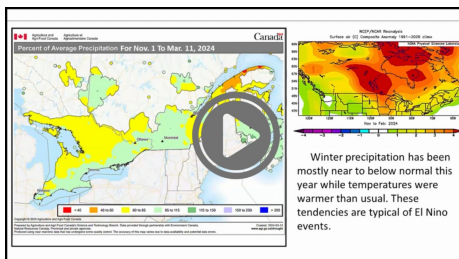
1.800.265.5190 ext 357

Hensall Co-op Investment Rates*	
Term	Interest Rate
High Interest Savings Account	4.50%
3 Month	4.65%
6 Month	4.75%
9 Month	5.00%
1 Year	5.15%
2 Year	5.30%
3 Year	5.50%
4 Year	5.75%
5 Year	6.10%
6 Year	6.20%
7 Year	6.30%
8 Year	6.50%
9 Year	6.60%
10 Year	6.75%

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

[Learn More](#)

**SUCCESS ENRICHMENT
ECONOMIC DEVELOPMENT**



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 March 21st, 2024 was focused on Weather Patterns, a Global Economy Update, and Land Values. Guest speakers included:

Drew Lerner, *World Weather Inc.*
Weather Patterns

Justin Shepherd, FCC
Global Economy Update

Ryan Parker, Valco
Land Values

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

Watch Past SEED Seminars

Edible Bean School



Hensall Co-op's Edible Bean School 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 increase management strategies.



Most Recent Video:

Speakers:

- Bernard Tobin, RealAgriculture
- Paul Cornwell, Hensall Co-op

Topic: Breeding Varieties for Growers and End Users

Edible Bean School Videos

Fertilizer Promotion

This spring - don't forget about your other field - your lawn!

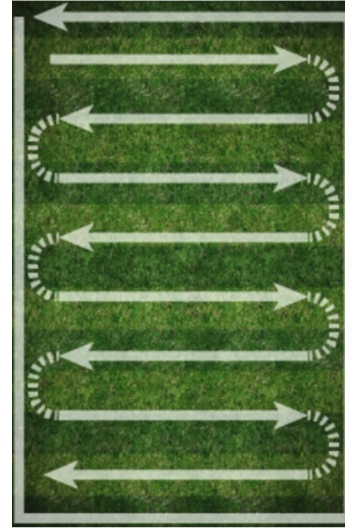
Application Rates

- A general recommendation is that a 25kg bag should cover 12,500 square feet of lawn at a medium application rate. Roughly speaking this is 4.4lbs/1000 square feet of lawn.

Proper Spread Pattern

- To the right is a typical spread pattern to follow

when spreading lawn fertilizer. Poor application may result in too much or too little fertilizer being applied.



[Details Here](#)

Poultry Feed Sale



**Hensall
CO-OP**

Bagged Poultry Feed SALE
March 4, 2024 - September 13, 2024

Feed is only available at select locations

\$1.00 off per bag

Feed	Code
Homestead Poultry Starter Amp	13799332
Homestead Poultry Grower/Finisher	13713782
17% Texture Lay Ration	13148122
17% Flax Lay Ration	12150982
Homestead Lay Ration	13713772

Contact your local Hensall Co-op Feed Dealer:

Ailsa Craig **Kurtzville** **Londesborough** **Ripley** **Zurich**
519.232.4449 519.291.2220 519.523.9606 519.395.5955 519.236.7155

 Hensallco-op.ca/Animal-Nutrition

 @HDCFeed

Energy Department Promotion

Spring Lubricant Sale

February 5 - April 30, 2024

Product	Size
Shell Rotella T4 15W-40	Bulk
	208L Drum
	18.9L Pail
WP Synthetic Blend 15W-40	Bulk
	208L Drum
	18.9L Pail
Spirax S4 TXM	Bulk
	208L Drum
	18.9L Pail
WP Tractor Trans Hydraulic Oil	Bulk
	208L Drum
	18.9L Pail
Shell Spirax S4 AX 80W-90	60.6Kg Keg
	18.9L Pail
Gadus S3 V2200 2 Grease (12 x 400G)	10 Pack

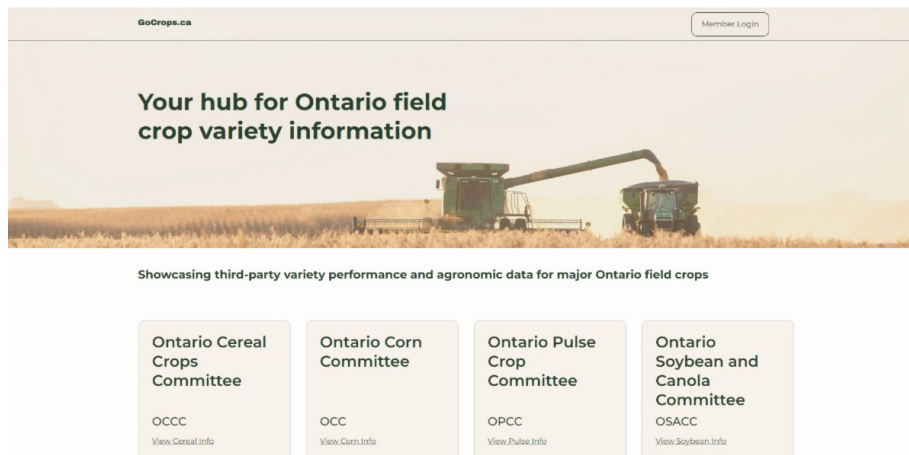
To order, contact our sales department:



Brad Coates: 1.800.265.5190 ext 367
 Kim Wideman: 1.800.265.5190 ext 255
 Paul Dougherty: 1.800.265.5190 ext 291



GoCrops Website Launch

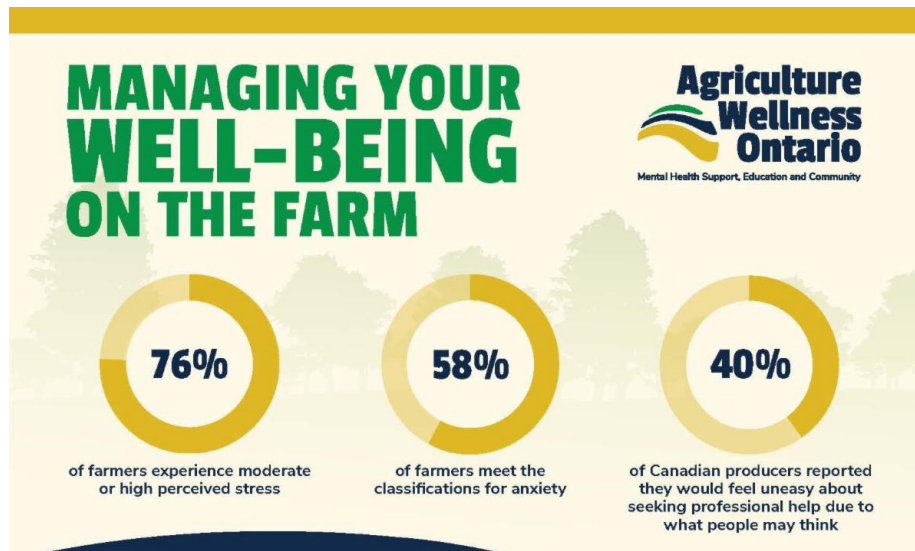


The Ontario Corn Committee (OCC), the Ontario Cereal Crops Committee (OCCC), the Ontario Pulse Crop Committee (OPCC), and the Ontario Soybean and Canola Committee (OSACC) today launch a new website: **GoCrops.ca**. The new site brings together four previous websites, www.gocorn.net, www.gocereals.ca, www.gobeans.ca, and www.gosoy.ca under one cohesive banner.

[Details Here](#)

Managing Wellness

40% of Canadian producers reported they would feel uneasy about seeking professional help due to what people may think. Your well-being matters and it's important to look after your basic needs.



[Details Here](#)



Governments Investing up to \$8 Million in Ontario's Dairy Processing Sector

The governments of Canada and Ontario are investing up to \$8 million, through the [continue reading](#)



Growing Ontario's Agriculture and Food Export Markets

The governments of Canada and Ontario are investing an additional \$6 million in the Grow Ontario Market Initiative to [continue reading](#)



Ontario Introducing Measures to Help Improve Access to Veterinary Services

The governments of Canada and Ontario are investing an additional \$6 million in the Grow Ontario Market Initiative to [continue reading](#)

Contests

Corporate Hensall Co-op Facebook Page



\$1,000 WINNER

Anthony N. from Lucknow, ON

Thank you to everyone who participated in our Facebook draw! Hensall Co-op has now surpassed 1,000 followers, and we are happy to announce Anthony N. from Lucknow, ON, as the recipient of our \$1,000 cash prize.

Remember to connect with us on Facebook and be part of the Hensall Co-op family. Like our page, turn on notifications, and stay engaged with us! We're here to listen, learn, and grow together.

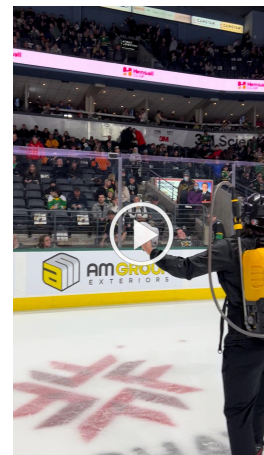
[Facebook Page](#)

London Knights - Farmers Night

Hensall Co-op is proud to be Farmer Owned and was a proud sponsor of the London Knights 'Farmers Night' hockey game held March 8th. We also donated t-shirts for the t-shirt toss - were you lucky enough to snag one?!



Pictured: Hensall Co-op logo on the Jumbotron and 360 Power Ring display



Watch: T-Shirt toss featuring Hensall Co-op t-shirts



Farmers Night March 8, 2024

Sponsored by Hensall Co-op

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.

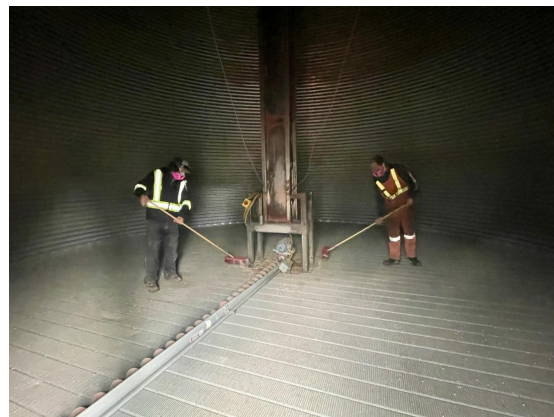
[All Job Openings](#)

Safety at Hensall Co-op

Caught in the Act

At Hensall Co-op, wearing personal protective equipment (PPE) is not just a recommendation but a necessity. In this session, we find Addison Jones and Ethan Klazinga (Hensall location) wearing all the required equipment to do their job, including their bump caps, high-

visibility clothing, work boots, and respirators. These are just a few examples of the crucial gear that safeguards workers against injury and illness. Addison and Ethan are demonstrating their commitment to our safety program. Hensall Co-op provides proper training on selecting, using, and maintaining PPE to ensure its effectiveness.



Ultimately, prioritizing PPE prevents accidents and injuries and fosters a culture of safety and responsibility.



Spring Safety

As spring arrives, it's important to be extra cautious on the roads due to the changing weather, and the increased presence of traffic and farm equipment. Keeping a safe distance from slower-moving vehicles and being patient can

help prevent accidents. Remember to stay alert for signs indicating farm activity and follow all traffic laws, including passing only when it's safe to do so. By being aware and respectful of the farm equipment on the roads and in our yards, we can all help ensure a safer experience for everyone.

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.

Fresh from the production line are four new soup offerings from The Screaming Chef. Using the same process as our other meals, these soups feature the same in-pack steam cooking which locks in nutrients and flavour. This includes a beef and bean option that utilizes beans grown right here in Huron County!

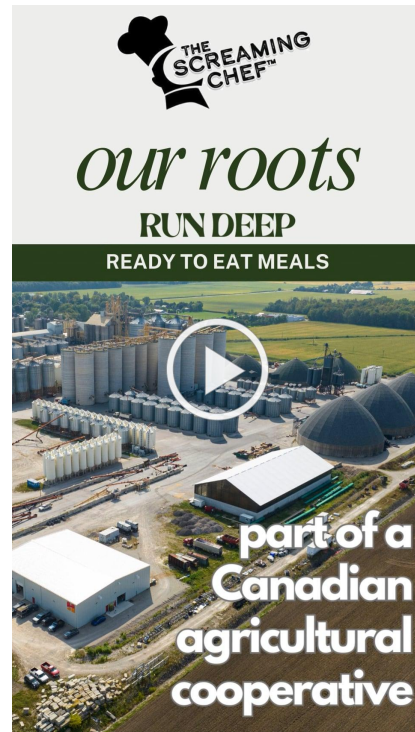


Pictured Soups:

*Good as Gold Butternut Squash, That's the Good Stuff Chicken Noodle,
Whole Lotta Hearty Beef and Bean, Mom's Favourite Broccoli & Cheddar*

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



Find Locations Near You

Don't forget to follow The Screaming Chef on Facebook, Instagram and LinkedIn to stay up-to-date on all new products!



New Propane Truck

As a component of our asset management strategy, we are pleased to introduce a new propane delivery truck to our energy department. This addition to our fleet is warmly welcomed and will play a vital role in fulfilling the requirements of our clients.



Hensall, ON - Aerial Photo

In mid-December 2023, **Papple Aviation** captured an aerial shot showcasing the unique features of our Hensall, ON location. Thank you for sharing this photo!



BOD Nominations

Looking to make an impact in agriculture? We're seeking dedicated individuals to join our Board of Directors and help shape the future of a Farmer Owned Co-op.



Join our Board
of Directors

Be part of something more

[Details Here](#)

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.

Ontario Benefits

Manitoba Benefits

Columbia Sportswear Company

Columbia Sportswear Company is giving Hensall Co-op staff the opportunity to visit their employee store.

Valid Dates: March 28th - April 21st, 2024.



EXCLUSIVE INVITATION TO THE COLUMBIA EMPLOYEE STORE FOR: Hensall District Co-Operative Inc. (Employees & Members)

ITEMS ARE MARKED WITH EMPLOYEE STORE PRICING

VALID DATES

03/28/2024 - 04/21/2024

VALID FOR YOU + 4 GUESTS

WHAT TO BRING

THIS INVITATION
PHOTO I.D.

PROOF OF AFFILIATION

business card | membership card |
company email signature | pay stub |
original email | other form of affiliation

LOCATION & HOURS

1-1425 Max Brose Dr
London ON, N6N 0A2

MON-FRI: 10A - 8P
SAT: 9:30A - 6P; SUN: 10A - 5P
MAR 29 (Good Friday): CLOSED
MAR 31 (Easter Sunday): CLOSED

YEAR-ROUND ACCESS

MILITARY PERSONNEL & FIRST RESPONDERS: EVERY DAY
SENIORS (65+): FIRST TUESDAY OF EACH MONTH

Questions? Please email: londonemployeestore@columbia.com

Columbia encourages customers to bring a reusable shopping bag



While Supplies Last. Valid for you and up to 4 guests for multiple visits during your invite period. Columbia reserves the right to modify or cancel this offer at any time. Please present this original invitation to the receptionist for entry and again at checkout. This invitation is non-transferable. You must be present during shopping. 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 other offer or discount. Valid from dates listed above. ©2023 Columbia Brands USA, LLC.

**Full
Details**

Next What's Growing

Look out for our next What's Growing member newsletter, which will be sent in June 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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Sent by marketing@hensallco-op.com