

Can you believe it, **MORE good news!**



Chairman Fred Myers opened the AGM on an upbeat note announcing a rebate of £2/tonne for all members. He also pointed out that this was whilst at the same time increasing reserves by a further **£115k**.

This brings the cumulative reserves to over **£1.1m**. He added that the 3 year average rebate is now **£2.28/t**.

Commenting on the 2017 harvest, Fred said that it had been a difficult harvest for everyone, mainly as a result of the weather. He also conceded that, for a variety of reasons, the store had found it particularly difficult to maintain the high turnaround times, Members and hauliers had become accustomed to.

Fred also drew Members' attention to the annual charge having remained at **£11/tonne for 3 years**, despite rising employment and general inflationary costs coming through to the business, over that period. The effective cost to members, after rebates was **£8.72** of which **£5.80** is haulage costs, leaving just **£2.92** to run the store. Notwithstanding this, the board was committed to achieving their target of getting the annual charge down to **£9/t**, before any rebates.

Fred also reminded members that drying charges had been substantially reduced and capped, which was of great benefit to members, not only financially, but also, by being able to continue to combine and capture quality in a wet harvest.

And finally, Fred finished with further good news by confirming that **further improvements would be made to the store in 2018**. This was in addition to the investments made this year on the colour sorter and the refurbishment of the original 1980 silos.

In summary over the last 3 years members have benefited from:

- Annual charge held at **£11/t**
- Rebates of **£2.28/t**
- Drying charges reduced and capped
- Members funds increased to **£1.12m**
- **£1.0m** spent on plant improvements

*A very merry
Christmas and a happy
and prosperous New
Year to all our Members*



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Department
for Environment
Food & Rural Affairs



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Harvest collection times

Over the past 2-3 years we have taken great pride in our fast truck turnaround times and grain collection times from members. Typically, we have been able to move lorries through the whole process, in weighbridge, to out weighbridge, in **under 25 minutes**. And Members grain being collected on average in **36 hours**.

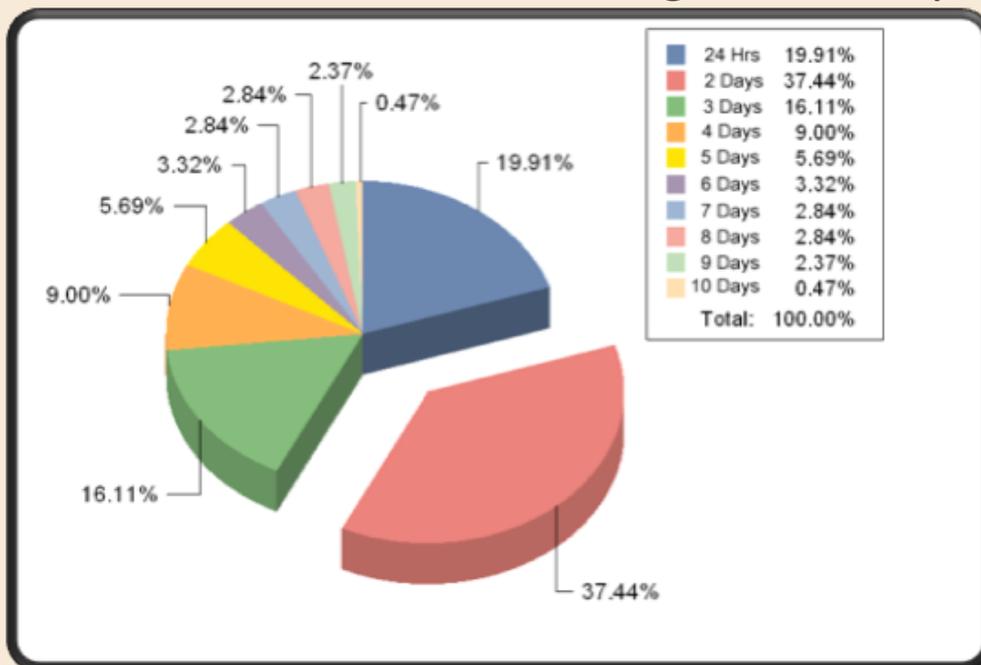
This harvest these times have gone out to **48 minutes and 72 hours respectively**. This is something which is of great concern to everyone at Woldgrain, as it goes to the very heart of what we are about and trying to achieve.

From discussions with a cross section of the membership, the general view is that it was a difficult harvest for everyone and not everything can go smoothly all of the time. However, moving from the norm of 24 hour collections to 72 hours did cause some confusion. However, having said that once the Members had adjusted to these times things went quite well. As can be seen from the pie chart below - 73% of Members grain was collected within 3 days from request.

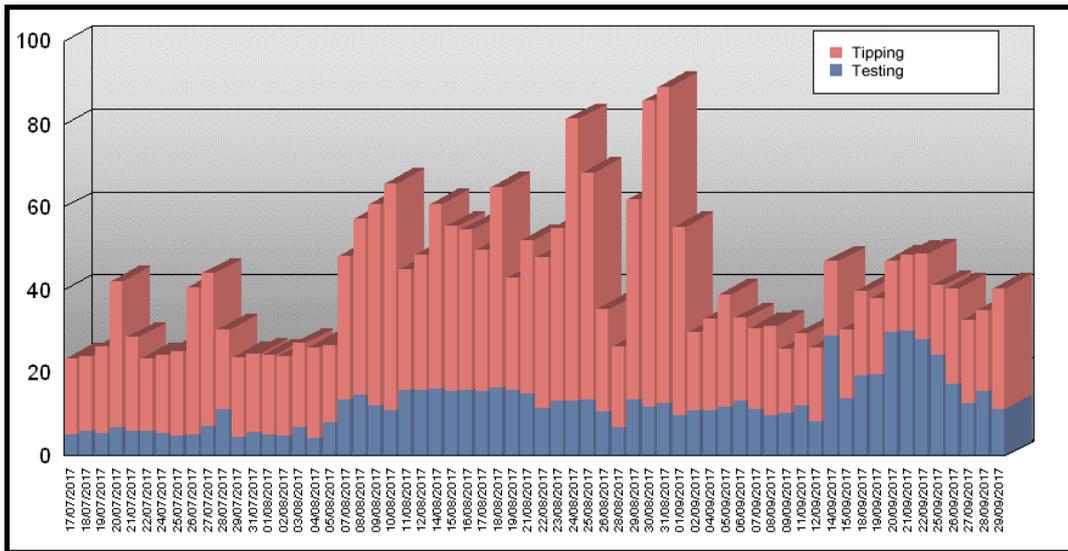
Following a meeting with our Hauliers to discuss harvest, many good ideas emerged. The consensus was that most of the difficulties were during the very busy 15 day period in August where we suffered what Fred Myers our Chairman called **"Our perfect storm"** Which included:

- too many segregations - for example 10 wheat and 9 malting barley
- Very wet malting barley taking an eternity to dry.
- Uncertainty over number of hauliers.
- There was a concertina effect with crops all being ready together.
- An additional problem this harvest was the introduction of late out-loading of over 33,000 tonnes of old crop during July, August and September.

Waiting time in days



Average
Daily
Intake
in minutes
11:25 - Testing
36:45 - Tipping
= 48:10 On Site



Once we have evaluated all of the harvest information and ideas We will let Members know In good time for next harvest what improvements we intend to make to speed up collection times.



One feature we are looking at introducing is a **Woldgrain App** for smart phones and tablets. This could make it much easier to log on to the Members' areas and aid communications generally, especially when people are very busy at harvest. We think Members could also use the App to book grain collection times, thus avoiding lengthy and numerous phone calls.

Harvest



The harvest team for 2017 saw Lydia return for another season. This year she took on the role of haulage planning with Dan. Louie relocated outside to the store to work nights with Paul, Jake also back for a second season on nights completed the night shift team. Will joined Gary & Bill on days in the store. The laboratory team comprised of Dan, Alice, Hannah, Poppy, Joe & myself.

To enable WGS to update the members contact detail please could email addresses, contact phone numbers be sent to amanda.brook@woldgrainstorage.co.uk

As the festive season is fast approaching I would like to wish you all a happy, healthy & prosperous new year.

Best Wishes

Amanda Brook
Operations Admin



Harvest Overview

Harvest intake began on the 17th July with Winter feed barley. During the first week of intake over 6,500mt of Winter barley and oilseed were delivered to the store.

July was extremely busy with outloads, as 22,700mt of 2016 crop was moved out during July. The busiest day of vehicle movements was the 26th July, with 78 outloads and 38 loads of intake. These late outloads from June to September cover a critical period in the end users' annual cycle of demand and generate extra income for the store as a consequence.

After the first week of intake, the weather broke. However, a combination of our large geographical operating area and the capped drying charges meant that intake continued through the wet weather.

Increased intake moistures and a total of 19 storage segregations resulted in tipping delays at the store, with extra vehicles added to the harvest fleet to ensure prompt

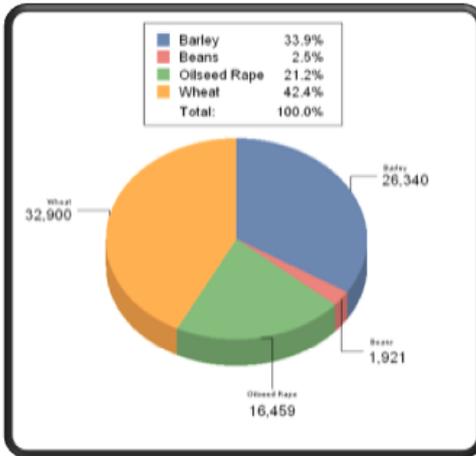
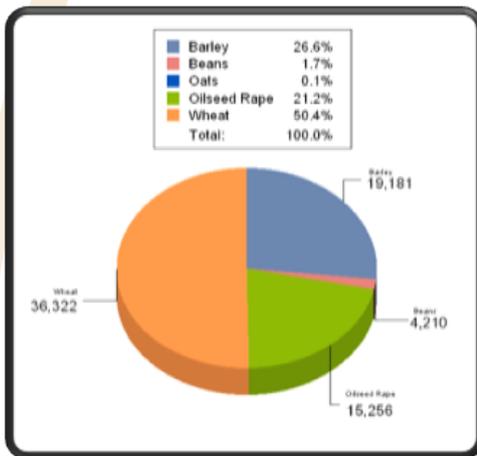
collections from members. Despite delays at the store, 73% of collections from members were completed within 72 hours.

For harvest 2017 there were three Spring barley varieties, plus Venture. Planet and Propino were split into three grades based on their nitrogen, which itself caused delays in the store. In a year when malting varieties up and down the country were of a dubious quality, segregating our intake at harvest will potentially bring significant benefit later in the year.

Feed wheats were again segregated wherever possible, as named hard and soft varieties command a premium. This adding of value is only possible where growers record the named variety on the grain passport at harvest.

The total harvest intake was 79,000mt, with OSR and barley tonnages increasing on 2106, at the expense of wheat.

2016 Harvest Tonnages 2017



For harvest 2018, we are planning to store the following malting varieties:

- Propino
- Planet
- Laureate
- Venture

Harvest Quality

Wheat		Barley	
1	Gp1 Milling		Propino High
2	Warburtons Milling		Propino Low
3	Edgar & Lennox		Planet High
4	Mulika		Planet Low
5	Gp2 Milling		Irina
6	Low Grade Milling		Venture
7	Group 3 Soft		
8	Group 3&4 Soft		
9	Group 4 Hard		
10	Feed Wheat		

14 Main Classes with results in 19 storage segregations in total, with 10 segregations for wheat, 6 for barley, 2 for oilseed and 1 for beans. This is up from 15 segregations in 2016.



Dan Murphy

Store Development

Since the completion of our last grant funded expansion in 2015 the Board have continued to make important improvements in the store to ensure the plant is not only kept in tip top condition but also, continues to expand to meet demand from our Members and the market generally.

For example:

- Two 1500 tonne silos added in 2016
- Colour sorter installed in 2017.
- The 16 silos built in 1980 have been extensively refurbished, including, roof tops painted; bottom perimeter waterproofed; personnel doors added and new sweeps installed.

- 2 New hagberg testing machine installed in the laboratory.
- 2 new Dickey Johns'.
- SCADA software upgrades.

And planned for 2018:

- New out loading point to speed up harvest out-loading.
- New feed conveyors to G & H rows to speed up wet bin transfers.

The total cost of these investments, represents over £1.0m of operational improvements, **at no additional cost to Members.**



WOW! Another award for Woldgrain...



Fred Myers - Chairman and John Burnett - MD receiving the award on behalf of all at Woldgrain.

We were delighted to be the recipients of the **'2017 Food & Farming Excellence Award'** at the Lincolnshire Business Awards in October 2017.

Woldgrain Storage Ltd won the Food and Farming Excellence Award because of their impressive growth.

The storage firm said it was fantastic to be recognised.

John Burnett said: *"We're overwhelmed, we didn't think we were going to get this at all. We wouldn't have been able to do it without our fantastic team around us."*

The judges of the award, sponsored by Lincolnshire Media, said: *"Despite their size they operate in a manner that is as efficient and environmentally-friendly as possible."*



Following a relatively small 2017 wheat harvest and the luxury of a weak sterling, prices have been better and more stable than the past two years. Whilst wheat exports have been non-existent, domestic demand has been healthy and has kept feed wheat around £140/t.

News of the Vivergo shutdown in December, as a result of market conditions and legislative uncertainty, shocked the market initially but actually had little effect on local feed wheat prices. **At full production the plant on Humberside uses 800,000 tonnes of feed wheat per annum to produce bio-ethanol and animal feed by-product,** meaning the long-term closure will have an adverse affect on Lincolnshire wheat prices as supply versus demand becomes imbalanced. To clear the surplus, the UK will need to become export competitive which could lead to lower prices in eastern England. However, while demand remains strong to domestic outlets such as ABF mills and Manchester Trafford, prices should remain stable.

New crop feed wheat prices range between £135 and £145 ex-farm today. Considering the uncertainty ahead, with Brexit and fundamental growing conditions here and abroad, these current values are worth some consideration if you have yet to start marketing your 2018 crop in the ground.

The pattern of smaller wheat crops and bigger barley crops continued in 2017 and looks set to do the same in 2018, with the AHDB expecting a 3% increase of spring barley plantings. The feed and malting barley market is aided by strong export demand into Spain and central Europe. Domestically however, barley has to remain at a large discount to wheat to be included in the feed rations for the livestock sector. Malting premiums are strong at £30-35 per tonne over feed, as some areas of the UK struggle with high nitrogen specifications at harvest.

If you wish to discuss the grain markets or your marketing requirements, please do not hesitate to get in touch.

Andrew Hill
Grain Origination Team Leader
(Tel) 01522 860240



Wanted, soft wheats to your central store.

The success of our agreement to supply Ranks Gainsborough Maltings with soft wheat continues. Last season Openfield supplied circa 50% of their requirement through Woldgrain with the rest being delivered straight from farm. **Due to ongoing quality demands and intake criteria we are now pleased that wheat deliveries for the 2017/ 2018 season are being sourced entirely through Openfield members from Woldgrain storage.** This means the store now provides deliveries of group 3 & 4 soft wheats into the mill every working day throughout the year. Woldgrain have worked closely with Openfield to ensure that Ranks quality criteria is consistently met, and it is great testament to all involved that a consumer is prepared to commit to such an undertaking highlighting the level of confidence they have in both Openfield and Woldgrain and their farmer members to supply the goods.

With this success in mind we would ask Woldgrain members to, wherever possible to place their group 3&4 soft wheats into Hemswell store, this results in processing income for the store, more efficient usage of bin space and the opportunity for a better return as regards premiumisation for members. And of course, supplying local grains to local mills keeps the road miles travelled to a minimum.

Spring barley varietal choices for Woldgrain

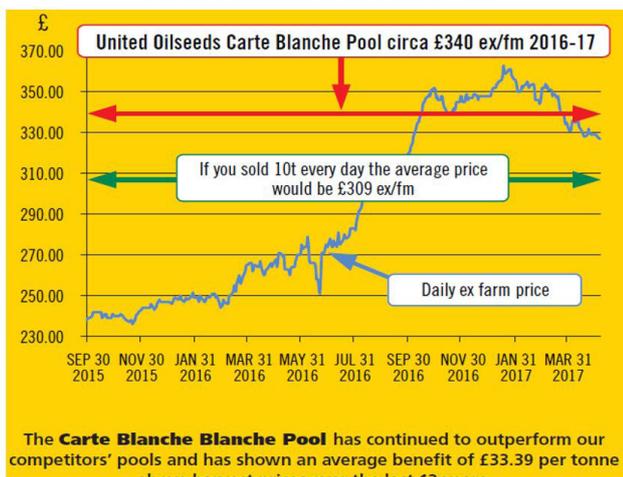
In order to maximise bin space, optimise varietal and quality segregations and offer more opportunity for upgrading, it is clear the store can only reasonably accept a limited number of the 22 spring barleys currently on the AHDB list. Of the more popular varieties, Irina is proving more inconsistent in its performance agronomically and from an end use prospective not as readily saleable as other varieties.

Laureate is now on the IDB list listed for both distilling and brewing use and although it will prove popular with distillers on a max 1.6n specification it is yet to be widely acceptable to all maltsters for brewing on a max 1.85n basis. Of course, this far away from harvest the situation may change, however taking all the above into account the preferred spring varieties for 2018 cropping are Planet and Propino and it would be deemed advantageous from a store viewpoint if those two varieties were preferred from a member's selection. The 2017 season has seen good prices paid for malting barley and in my opinion Woldgrain proved invaluable to members as heaps were variable to say the least, taking the strain on sampling and segregation on a load by load basis on intake. This should be seen as a great recommendation for encouraging new members. If you wish to discuss any aspect of grain marketing, seed supply or the points above please contact **Chris Spratt on 01427 809801 or 07825 019290**

You Have Carte Blanche to Beat the Market!

- £367 per tonne including bonuses

Continued Success of United Oilseeds Carte Blanche Pool 2016-17



United Oilseeds' Carte Blanche Pool has once again proved to be the most successful rapeseed marketing pool in the country, giving its members a £340.01 base price per tonne before bonuses. With bonuses for oil, moisture and admixture included, the average price for members of the **Carte Blanche Pool 2016/17 was £367.32 per tonne**, far higher than the results of any of our competitors' pools.

United Oilseeds' own in-house trading team, which has worked together for 10 years, has a built an unrivalled track record of success over this period and now manages the largest OSR tonnage under pool marketing in the UK. The planted area of oilseed rape in 2017 has increased for the first time in six years (by over 7%) and, with new varieties offering improved yields and performance characteristics, many growers are recognizing the significant profit potential of oilseed rape when coupled to an effective marketing route such as the Carte Blanche Pool.

It's very easy to join the United Oilseeds Co-operative and costs just £15 for lifetime membership. Member benefits include:

- **Profit share** (over the last 11 years United Oilseeds has paid a total of £3.85m in profits redistribution to trading members)
- **Produce of Area Contracts** that completely remove any penalties for over or under production and give you peace of mind
- **No surcharges** for Cap Loads
- **Independent testing of all OSR** going into store at Harvest for oil, moisture and admixture content.

Average Quality Premiums Paid to Carte Blanche Pool Members Harvest 2016 – Movement Feb, March, April, May June 2017

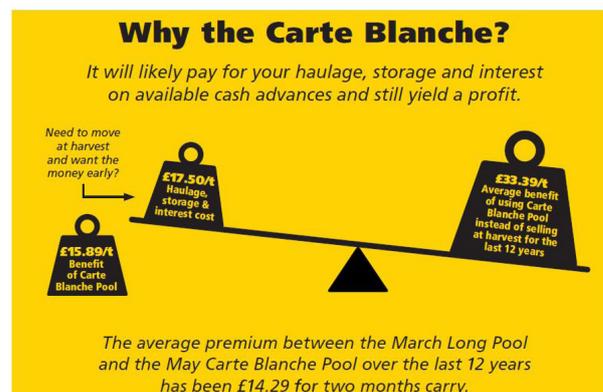
Carte Blanche Pool Base Price £340.01

	Analysis (%)	Bonus Value (£/tonne)
Oil	43.88	£19.79
Moisture	7.76	£4.22
Admixture	1.03	£3.30
TOTAL BONUS		£27.31
Base Pool Price		£340.01
Total Pool Price Including bonuses		£367.32

- **Key supply agreements** with UK crushers and key export markets
- **Buy-back contracts** for HOLL & HEAR OSR, linseed, oats, pulses.
- **Independent advice and choice**

United Oilseeds is a completely independent, national co-operative that is owned by its 4,500 individual members and its Board is made up of farmer members. With a net worth of over £9m and a rock solid financial base, we welcome new members and aim to provide everyone with value and services that help improve their own businesses' profitability. **Call us on 01380 729 200 for more details or contact your local United Oilseeds Area Manager: www.unitedoilseeds.co.uk/araemangers**

Carte Blanche Pool Success



News from the archives



Grain Market Amalgamation is announced

The significance of this event back in 1993 was what ultimately led to the formation of 'Openfield'. Some years after the amalgamation of Woldgrain and Lingrain, they joined

forces with Group Cereal Services to form Centaur Grain.

In 2008 Centaur Grain amalgamated with Grain Farmers to form

Openfield.

16.6.93.

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Business

Grain market amalgamation is announced

TWO leading grain co-operatives — which together market 10% of Lincolnshire's grain — last night announced their amalgamation.

Lingrain, of The Docks, Boston, and Woldgrain, based in Henswell, near Gainsborough — whose combined membership totals 290 farmers, will now trade under the name Lingrain.

None of the 27 staff employed by the two groups will lose their jobs, and the Henswell store and laboratory will continue to serve farmers in the north of the county.

Since February 1991 the two groups have jointly marketed their members' grain, which totals more than 300,000 tonnes per year, making them the largest farmers marketing group in the county.

Lingrain managing director Richard Willows said: "The amalgamation formalises our marketing arrangement and makes us one cohesive group.

"Together we'll be able to grow faster than we could do individually.

"For the last two years, both groups have expanded at a rate of 5% to 10% a year — we now recruit farmers from

Consumer spending falls back

CONSUMER spending fell back last month as bad weather hit summer clothes sales. Figures released by the Central Statistical Office showed the high street retail sales volume for May was down 0.2% on the previous month.

However, it is still 2.3% higher than May in 1992.

The average weekly value of retail sales in May was £2,729 million.

The fall is blamed on the poor May weather.

Meanwhile the public sector borrowing requirement for last month was £5 billion, compared with £3.1 bn in May 1992.

by Janet Banks

Yorkshire as well as Lincolnshire.

"I wouldn't rule out the possibility of taking on extra marketing staff in the future if the trend continues."

Mr Willows said that the amalgamation — announced at an extraordinary general meeting in Spalding last night — would contain costs and allow the group to handle greater tonnage.

Since 1983 Lingrain has exported 2 million tonnes of grain, mostly through the port of Boston.

Two years ago it started operating an 18,000 tonne grain store in the deep water port of Immingham.

Lingrain provides its members with a marketing and storage service, in return for approximately 1% of their profits at the end of the year.



16.6.93.

Lingrain and Woldgrain amalgamate

In June 1991, Lincolnshire's largest grain groups signed a joint marketing agreement.

Now, this June, after a two year 'engagement' the marriage has taken place.

The new company now markets over 300,000 tonnes of grain per annum on behalf of its 290 members. This figure represents 10% of the grain grown in Lincolnshire. Membership now extends well into Yorkshire, this growth will represent an even greater turnover of grains, pulses and oil seeds for the company in the future.

So what does this amalgamated marketing group have to offer the farmer? It is structured and managed to present the farmer a complete marketing package with security, removing the stresses associated with haggling over prices and quality. It produces consistently above average prices, cash flow management and employs a skilled marketing team backed up by infrastructure and facilities to allow them to do their job to the maximum benefit of the member.

The joint strengths now within the one company put Lingrain in a strong

pressures of consumer orientated trading, not only within the UK but throughout Europe. To facilitate the bulk movement of cereals the company operates out of two of the United Kingdom's busiest grain ports, Boston and Immingham where the company has a total capacity of 70 thousand tonnes for grain storage. Lingrain provides the shortest link between its members and the premier users. Lingrain has built up a substantial reputation for reliability and quality which attracts the premium business and puts the company member in a

his company than he previously held as an individual.

Lingrain also offers its members the security of insurance against bad debts and a selection of payment options, including advance payment. This allows the member to plan his cash flow and allows his grain to be traded for proper marketing reasons — and not sold to raise cash as is often the case for farmers marketing produce as an individual.

HINDLE PO

newsround . . . newsround . . . newsround . . .

Lingrain and Woldgrain amalgamate . . .

AFTER a two year 'engagement' in the form of a joint marketing agreement, Lingrain and Woldgrain announced their amalgamation on June 14.

The new company now markets 300,000 tonnes of grain a year for its 290 members — 10 per cent of the grain grown in Lincolnshire.

The amalgamation, says Richard Willows, managing director, is structured and managed to present the farmer with a complete marketing package including security which removes the stresses associated with haggling over prices and quality.

"It produces consistently above average prices, cash flow management and employs a skilled marketing team.

"The joint strengths now within one company put Lingrain in a strong position to respond to the pressures of consumer orientated trading not only within the United Kingdom but throughout Europe.

To facilitate bulk movement of cereals the company operates out of two of the UK's busiest grain ports, Boston and Immingham and has a total grain storage capacity of 70,088 tonnes.

Lingrain provides the shortest link between its members and premier users

and has built up a substantial reputation for reliability and quality. This attracts premium business and puts company members in a stronger position than previously held as individuals, says Richard.

The company also offers members the security of insurance against bad debts and a selection of payments options, including advance payments.

This allows members to plan cash flow and allow grain to be traded for proper marketing reasons and not sold to raise cash as is often the case for farmers marketing as individuals.

For more details contact Lingrain Ltd on Boston (0205) 353355.



Peter Shepherd (left) Chairman of Lingrain shakes on the amalgamation with Phillip Gibbons (right) Chairman of Woldgrain.



Thanks again to Michael Anyan for finding these treasures for the Newsletter! If you have any contributions for the next issue please forward onto John Burnett at the store.

NOTICE BOARD

Open Farm Sunday

Sutton Estates
Stainton
Le Vale
10th June 2018



Diary Date:

Lincolnshire Show 2018

June 20
to
June 21, 2018

Cereals Event

Duxford Cambs
13th & 14th
June 2018

WOLDGRAIN

Moisture Meter Clinic

Samples available throughout June 2018

frontier

Openfield



WGS Call to up-date

Could all Members please let me know if they have new **contact details**.

Phone numbers, twitter etc...

amanda.brook@woldgrainstorage.co.uk

To help with communication please make sure that we have your e-mail address

forwarded to

john.burnett@woldgrainstorage.co.uk