

Storage and drying charges held for yet another year!!

Woldgrain Chairman, **Fred Myers**, said that the Board had taken the decision to hold harvest charges to members, for the third successive year, despite significant increases in fuel and staff costs coming through the supply chain.

Fred added the decision to hold charges was in line with the Board's stated aim of always putting the members concerns first. **"These are difficult and uncertain times for all farmers and it is important that Woldgrain does everything it can to support its members."** Fred also commented that we continue to invest heavily in the plant and the people - and at no extra cost to our members.

We have just employed **Joshua Speck** who is our first apprentice. When Josh completes his apprenticeship in 3 or 4 years' time, he will take over from **Bill** as our plant electrician. Also, as you already know **Nigel Simpson** is joining us as part of our harvest team, where he will co-ordinate all our

harvest transport.

In addition, following on the back of investment of the colour sorter last year; we have just finished further improvements to the plant infrastructure adding another out loading spout and more conveyors on top of the largest silos. **This brings investment in the plant to well over £800k in the past 3 years and again it must be stressed, at no additional cost to members.**

Wishing everyone a very good harvest.

Raring to go!

Left to right: **Hannah, Alice and Ella**, lab harvest students.



Contents

- Chairman's Message
- Store Improvement & Development
- Views from Dan Murphy
- Amanda Brooks
- Woldgrain Operations 2019
- United Oil Seeds
- News from Frontier
- Openfield & Chris Spratt leaving
- Chris Spratt - by Michael Anyan
- Jane Hiles - Lincoln Agricultural Society

Welcome to Nigel & Joshua



Nigel

Nigel comes to us after spending 8 years as a Fleet Manager for Openfield/DHL (as part of a 40 year career in the bulk haulage industry), where he was responsible for, amongst other things, the harvest logistics at Lingrain Storage.

Nigel is now your point of contact when arranging harvest haulage and he is available to discuss your individual requirements.

We would like to Welcome both Nigel and Josh - our new electrical apprentice, to the Woldgrain team.

Please contact Nigel on **07415 797505**
or email -
nigel.simpson@woldgrainstorage.co.uk



Joshua

Store Improvements & Developments



The Board have continued to make important investment decisions to ensure the store and plant is kept in tip top condition.

Over the last 3 years we have added:

- Two 1500 tonne silos.
- Colour sorter installed.
- 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 completed in 2018:

- New out loading elevator.
- New feed conveyors to G & H rows.
- New oilseed admix testing machine.

Nearly £1.0m of improvements, at NO additional cost to members.

The new out loader



Report from Dan...

Summer has finally arrived after what seemed like an endless Winter, which brought us extremes of wet and cold. These extremes of wet, cold and now dry resulted in unhelpful drilling and growing conditions, especially for Spring crops. It now looks likely that Winter barley and oilseed could well be fit to combine earlier than in previous years.

Outloading is continuing at pace and empty silos have been cleaned and sprayed ready for the new crop. For the 2018 harvest we are storing 3 Spring barleys, which will be split high and low nitrogen. We will again segregate the hard and soft group 4 wheats to capture any additional premium over feed. Our lab staff are only able to grade wheat as hard or soft where the grower has written a named variety on the passport. We continue to work closely with our marketing partners to new sources of added value.

I am delighted to welcome Nigel Simpson to the Woldgrain team, who will be taking charge

of the haulage into store. His many years of experience are bound to be a great asset to our harvest operations. I would be very grateful if members would ring him directly when arranging their harvest haulage.



Dan Murphy

Following consultation with our marketing partners, listed below are the Winter varieties we will be storing for the 2019 harvest.

Please do not hesitate to contact the store if you have any questions.

Wheat

Gp 1 Milling:

Skyfall
Crusoe
Illustrious
Mulika
Lennox
Siskin

Group 2:

Group 3 & 4 Soft:

Group 4 Hard:

Group 4 Feed:

Any
Any
Any

Barley

Malting:

Feed:

Oilseed Rape:

Craft

Any

'00' and
HOLL





Writing this on a glorious warm sunny day, with not a cloud in the sky. The 'Beast from the East' and the endless wet Spring all behind us as we enter into a busy period of outloading & harvest.

This year we are joined by **Nigel Simpson** as haulage coordinator, who will be arranging all intake into store. **Josh** is the newest fulltime employee. He joins as an apprentice electrician/ storekeeper and for harvest will work nights with **Paul**.

Garry and **Bill** outside in the store will have **Louie & Jake**, who this year are job sharing on the dayshift. It will be Louie's third season with us. The first year he worked in the lab, then last year on nights. Jake has worked previously two seasons on the nightshift.

Returning to join **Dan** and I in the lab we have **Alice, Hannah & Joe**. Our new starter for 2018 is **Rhiannon**.

Wishing everyone a smooth harvest!

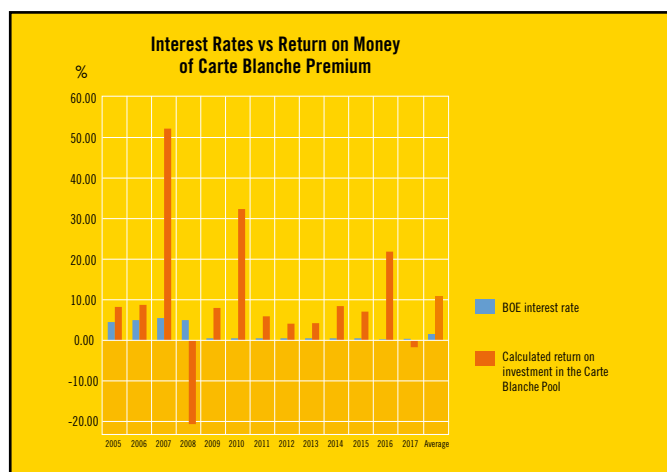
Best wishes
Amanda.





Continued Success of Carte Blanche Pool

This season we have not seen the pick-up in rapeseed values that we would see in previous years. Our harvest pool performed well at **£304.00** ex farm and long pool values for October to March will achieve over **£315.00** ex farm. However, rapeseed sales after November have proved particularly difficult. At the time of writing the Carte Blanche pool will likely turn out at less than the harvest pool.



In spite of this, the **Carte Blanche Pool has a proven track record of showing an enhanced return over other marketing methods.** Below you can see we have calculated the return over the

last 12 years as a comparison between the Bank of England interest rates and the return generated over a 10-month period on the extra money achieved by being in the Carte Blanche Pool as opposed to the harvest pool

United Oilseeds' own in-house trading team, which has worked together for 10 years, has built an unrivalled track record of success over this period and manages the largest OSR tonnage under pool marketing in the UK.

There are three pools and movement periods to suit all member's individual requirements:

Harvest Pool

Movement July to September. Generally moved within 5 days of customers' request.

Long Pool

Movement October to March in a month to suit a grower's storage and cash flow.

Carte Blanche Pool

Movement at buyer's call, but generally between April and June. The Carte Blanche Pool also attracts a £4.00/tonne extra premium.

HOLL & HEAR Opportunities

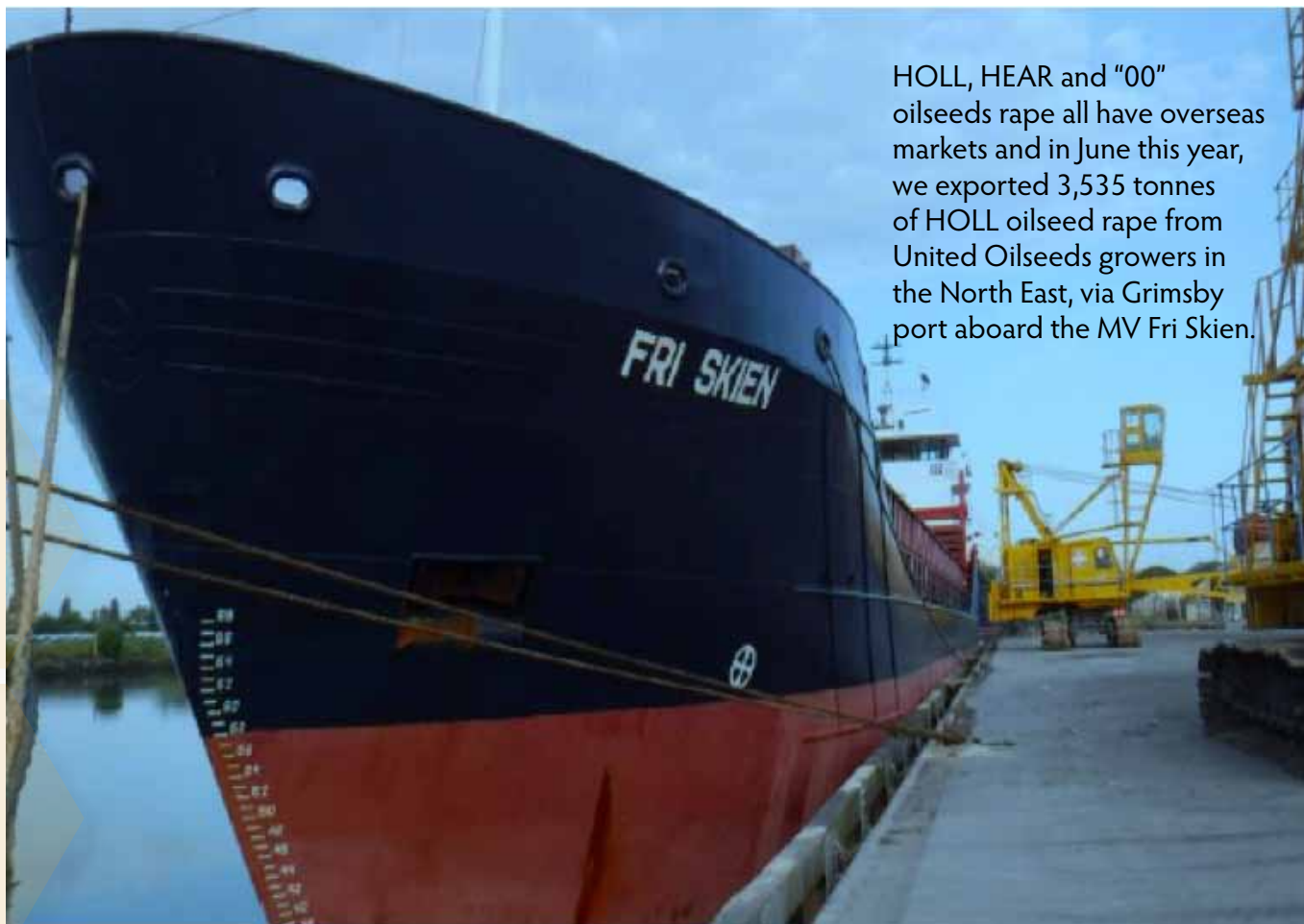
United Oilseeds is also pleased to announce continued success in achieving premiums for HOLL and HEAR contracts. We have built up some excellent relationships with both ADM and European crushers to supply High Oleic Low Linolenic (HOLL) rapeseed with premiums in excess of £15/tonne for both harvest and later movement. We have also moved 3 cargoes of High Erucic acid rapeseed (HEAR) this season at prices up to £375

per tonne, bonuses included. Both our HOLL and HEAR programmes are showing the benefits of

having long term trading relationships with our customers which have resulted in profitable returns for our members.

HOLL POOLS

- Harvest, Long and Carte Blanche Pool available
- Added premium for HOLL over and above 00 varieties
- Market outlets for domestic and export use covering the whole of the UK
- Storage solutions throughout the UK



HOLL, HEAR and "00" oilseeds rape all have overseas markets and in June this year, we exported 3,535 tonnes of HOLL oilseed rape from United Oilseeds growers in the North East, via Grimsby port aboard the MV Fri Skien.

HEAR Pools

- Harvest, Long and Carte Blanche Pools available
- Added premium for HEAR over and above 00 varieties
- Market outlets for export use covering the whole of the UK
- Storage and drying solutions throughout the UK

Join Us

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 ad mixture content.
- **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/areamanagers



News from Frontier

In the last edition of the Woldgrain newsletter in January 2018, I wrote that wheat prices have been better and more stable than the previous two years; this was largely due to a domestically driven market due to a relatively small harvest in 2017, despite high global stocks of wheat, keeping a lid on prices.

Wheat values for the coming harvest are now £30/t higher than harvest values were in January. That's a 20% increase in value over a 6 month period. Domestically, we will be in a similar situation to the 2017 harvest, a small exportable surplus (if at all!), and demand will be strong into domestic consumer destinations.

Globally, the market is in a different place to 12 months ago, this year, production problems in the US, Russia, the Black Sea, will lead to a fall in global wheat production for the first time in 5 years.

Where will the top be?

In Lincolnshire, 2018 values will remain supported, due to good local demand. But if the UK becomes a net importer of wheat due to a small harvest, then prices will be capped at a level that imports come in to the east coast. Today (at time of writing) the price to bring imported wheat into the UK is very close, only £2/t away from mathematically happening.

Quality wheat premiums will be a moving feast through harvest, until we have a clear picture on the

size and quality of the milling wheat crop. But with an ever increasing area of milling wheat varieties being grown, a premium of £15+ over new crop feed wheat is good value today.

First reports of winter barley harvest are coming in from the south and east coast, where lack of late season moisture has clearly impacted yield. On paper, there will be a surplus of barley in 2018, but that will be mainly due to the large spring barley crop grown. As with wheat, feed barley prices remain strong, and at a small discount to wheat. The opportunity for Woldgrain members today is the 'carry' in the feed barley market, where the April 2019 price is £15/t higher than the harvest 2018 price – a good opportunity to lock in a higher value, that more than covers the cost of storage.

On behalf of Frontier, we wish you a successful 2018 harvest, and thank you for your continued support at Woldgrain.

For all grain marketing enquiries please speak to me directly on the numbers or email below.

Andrew Hill

National Origination Manager | Frontier Agriculture Ltd. | Witham St Hughs, Lincoln, LN6 9TN
Tel: 01522 860240





Top tips to minimise erucic acid levels in oilseed rape

With early thoughts of autumn drilling already taking shape, James Pickwell, an agronomist with Frontier Agriculture shares advice on managing erucic acid in oilseed rape.

The cause or causes of elevated erucic acid levels in oilseed rape remain unclear and raised levels can lead to costly penalties. However, there are steps you can take to protect your investment:

Be mindful of seed quality

- As we approach harvest, now is an ideal time to start thinking about next year's crop.
- It is not thought that elevated levels of erucic acid are linked to specific varieties.
- For farm saved seed you should look at getting the crop sampled and tested. This can be carried out using the gas chromatography method. Also known as 'wet chemistry', this process is considered to be far more robust than the so-called 'rapid test'.
- All certified oilseed rape seed – supported by a new voluntary code of practice – is tested using the gas chromatography method to ensure that erucic acid levels will be well below the required 2% limit.

Avoid cross contamination

- Ensure trailers are clean, especially at harvest and if you use external hauliers or have any High Erucic Acid Rape (HEAR) varieties on the farm.
- Keep some seed samples back from each load that leaves the farm, as well as from each variety and field. This can help to support any re-tests.
- Be mindful of any historic locations where HEAR crops have been grown, and of potential cross contamination from neighbouring HEAR crops. While this isn't necessarily an issue in the first year, it can become a problem in subsequent generations if farm saving.

Good stubble hygiene post-harvest

- Volunteer rapeseed can remain viable within the seed bed for 15-20 years so it's important to take necessary steps to prevent its contribution to erucic acid levels.
- Studies have shown that fresh oilseed rape seeds have no primary dormancy, instead developing it over the first month after shedding.
- Water stress and darkness are two of the key drivers behind the initiation of secondary dormancy, so fresh seed buried into dry soil has the greatest potential to become dormant.

Clearfield technology

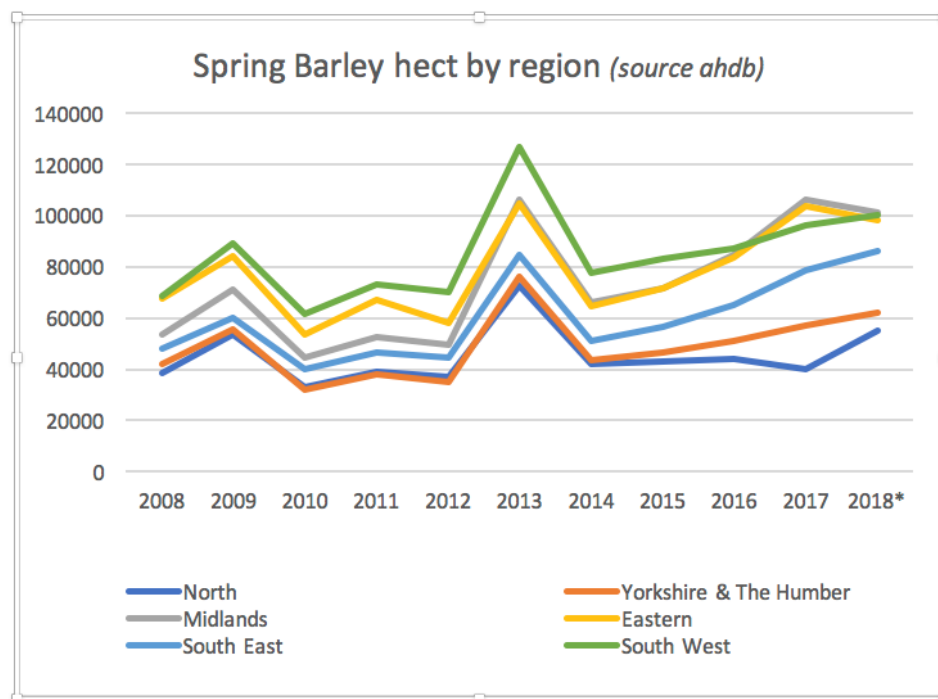
- Although not a complete guarantee, Clearfield technology can significantly help to reduce the risk of contamination from volunteer and weed sources, as well as in historic locations of HEAR crops.
- High populations of volunteer oilseed rape in a field may result in some instances. For example, when drilling 40-45 seeds per square metre, 80-90 seeds can germinate. Clearfield technology can help to combat non-Clearfield volunteers.
- Similarly, in fields where there are weed species known to have elevated levels of erucic acid (such as charlock, wild radish, wild mustard and hedge mustard), Clearfield is certainly worth considering.

Safeguarding your oilseed rape is in the best interests of both your farm and your bottom line. Although it can be costly to establish, the crop is great for black-grass management because non-resistant chemistry can be used and it still remains one of the most profitable break crops. With this in mind, it's crucial that steps are taken to minimise any risk to your investment.

Increased export opportunities this season?

Openfield™

Although we head toward the 2018/19 marketing year with an increased UK area of spring barley (+7% according to Defra /AHDB early bird survey) the increased spring barley regions are the north and west regions of the country.....the malting barley consumption areas of East Anglia / Midlands are reported to have fallen by around 5%. (See chart below)



Another significant factor to be aware of is that a proportion of the increased barley area in these north and western regions will be grown for the feed markets, it has not been grown for the malting market.

Further afield the largest exporter of spring malting barley in Europe, Scandinavia, has suffered extremes of weather since early May; this region, along with other areas of northern Europe, is forecasting yield losses of 20-25% throughout many spring barley crops, values have appreciated accordingly.

Denmark and Sweden are still expecting to produce a malting barley surplus but no more than circa 800,000t, this is well down from the 1.2-1.3 mmt surplus produced last crop year (17/18) and which is needed for the deficit regions of Germany and Benelux countries each year.

So, for marketing season 2018/19 we are in an excellent logistical position to take advantage of this export opportunity into mainland Europe, by utilising Woldgrain Storage along with our port facility at Boston and the port of New Holland; this market is of course in addition to the domestic malting facilities in Lincolnshire, Yorkshire the Midlands and East Anglia into which your barley is marketed generally.



Farewell to **Chris Spratt** - happy retirement!



Openfield.

Many of you will know that this will be my last newsletter for Openfield and Woldgrain as I am to retire after harvest this season.

My career in the grain trade began back in 1984 when I was employed as transport coordinator by **Allied Grain at Branston**. For those that can remember 1984 was a fruitful harvest with Norman wheat and Igri and Panda barley yielding exceptionally well, which put added pressure onto the haulage market which was already at a premium due to the onset of the miners' strike. Having survived four years of transport my then managing director Colin Miller decided that I should spread my wings and venture onto the road as a farm trader. Armed with nothing more than a second-hand Ford Orion, yellow pages, map and sample spear at the ready I ventured out onto the Lincolnshire Wolds south of Market Rasen in the summer of 1988. These were enjoyable days; every farm was an opportunity to meet new people and learn more about farming on the way. We shouldn't forget this was pre-internet days, so discovery of the area was by communication with either existing contacts, the postman or the person behind the counter at the village shop. I have to say that after sitting in the transport hot desk, farm trading was unbelievably refreshing and interesting and luckily for me hard work and perseverance paid dividends and from scratch I managed to build a very good clientele over the next five years. The Orion with a radio had now turned into a Vauxhall Cavalier with a mobile phone, no need to stop at a phone box to ring purchases in, the wonders of the modern World!

1993 brought promotion and a move onto the trading desk as a milling and biscuit wheat trader and an old television with a flickering futures screen sat in the corner! 1993 doesn't seem that long ago yet as we know technology has advanced beyond belief over that time as most of you reading this can press a couple of buttons on your mobile phone and get a live futures feed. It's these changes that have altered a farm trader's work load considerably, no longer having to make note of what time a particular account would come in for breakfast, lunch and evening meals, 24/7 access for all.

After trading wheat for 13 years I joined **Centaur** in 2006, working from the Woldgrain office at Hemswell again enjoying farm trading and with a young family slightly more flexibility with holidays that farm trading brings. Centaur then became Openfield in 2008 and very enjoyable years. The impact on changes in technology have slowed marginally, each season has brought its own challenges and no doubt 2018 harvest will be interesting to say the least. I believe the ethos of both Openfield and Woldgrain is absolutely correct for the UK grower and I have been happy to have played a very small part over the last 12 years. I am sure there will be a roller-coaster of a ride ahead over the next few years, so hang on tight.

Kit Dickinson will continue to operate from Woldgrain at Hemswell and take responsibility for the majority, but not all of my accounts. Telephone 01427 809800; Mobile 07720 418989.

Many thanks for your support over the years.

Chris Spratt - Michael Anyan



An all round good egg...



When John asked me to write an appreciation of Chris Spratt to mark his upcoming retirement from Openfield I reflected on the very many people I have encountered and worked with during the 52 years since I came home to farm on leaving college.

The list of people is enormously long but I can say in all honesty that no one has come higher in my estimations than Chris who I have had the great privilege and pleasure of knowing since he joined Centaur in 2006. Always smiling when we meet and happy to be deflected from talking cereal prices until we have chewed over the successes (or failures) of the England and Leicester Tigers rugby teams. Then when down to business his attention to detail and knowledge of the grain market and his keenness to help are very valuable. He is a true professional and quite obviously loves his job and is almost one of the family.

I am very sorry that Chris is leaving us but he has ambitions to spend more time with his family and follow his love of gardening at home and for others and dealing in antiques which he has done for many years and finds fun and rewarding.

No slippers and daytime TV for Chris! But perhaps the odd pint!

I wish him well in the future and thank him on behalf of Woldgrain Storage Ltd and my farm and family. We shall miss him.

John made a mistake in asking me to write this appreciation. He ought to have asked Jim Beeden, M.D. of Flagleaf Farming Ltd. The following words are Jim's and

his closing remarks are well put and true.

Many years ago when both Chris Spratt and Simon Briscoe were working from the Woldgrain office we were at a point where we were needing to discuss either commitment or marketing options and it was thought it would make a change to have a lunch meeting, presumably so as they could woo me into committing more grain or something similar. Thinking I was perhaps becoming an important member to them I thought that would be very nice and was happy to accept. A meeting for the following Monday was duly arranged and the venue was confirmed. Making sure I had got out of my scruffs in time and looking semi respectable I headed off looking forward to being treated to a nice lunch. On arrival at the first pub of choice we soon discovered that it was not open on a Monday so we set off to find another option. On arrival at the second pub, that was open we were then informed that they did not serve food on a Monday. Yet again we turned around and headed off to find a third option. We found our third option only to be told that they again did not do food on a Monday. Now feeling rather hungry and realising we were unlikely to be able to get lunch on a Monday the decision was made to lower the expectations and we sat at the table with our Prawn Cocktail crisps and Orange juice whilst we carried out our high powered business. Matters were only made worse when we learnt that the pub did not take card payments and neither Chris nor Simon had any cash on them. So my business lunch on behalf of Openfield turned out to be drinks and crisps on behalf of myself to Openfield. A matter I have not let either Chris or Simon forget since.

Other points re Chris

He has always been very good at open farm Sunday.

He always kept us informed ahead of the game and tried to be proactive

He has always acted in the interest of the farmer

He has a full knowledge of the whole industry from haulage to trading

He is an all round good egg.

Michael Anyan.

From little acorns....to a **mighty business...**



Jane with the red arrows pilots at this years Lincolnshire Show.

I was recently part of a group of 40 FeRN members who visited Woldgrain. Dan Murphy showed us round the very impressive facilities that are now available to Woldgrain members.

My father **Dick Pridgeon** was a founder Director of Woldgrain; so to me the visit was a very personal reminder of his involvement in this and many other aspects of Lincolnshire agriculture. Starting out as a very small tenanted farmer with 120 acres at age 16, and been told by his teacher "you'll never make anything boy...you're only fit to follow the plough"; he spent his life, as many do proving that teacher wrong!!!

As a small farmer he believed strongly in the power of co-operation; and as a founder member of Woldmarsh built his own business on the back of using the benefits of belonging to a member based Cooperative Farming business. He seized the opportunity to establish with others Woldgrain in 1980.

I am sure he would be amazingly proud of what those that followed him into Woldmarsh and Woldgrain have achieved....from those small acorns that he and his fellow members planted ...have grown 2 mighty businesses that service farmers across Lincolnshire and beyond into Yorkshire and the East Midlands.

Unlike my father I did not 'follow the plough' until much later in my career; and only then with the benefit of family and advisors who know how to farm! However, since returning to Lincolnshire and becoming Chairman of the Lincolnshire Agricultural Society; I too understand the value of cooperatives in the farming community. The Agricultural Society is also a Member organisation; it is a Charity and

massively relies on the enormous amount of time and support those members give.

If you cross reference the list of 'people who get stuck in' to support our Charity, with the Woldgrain list of members...you will find the same family names. People who work hard; who are open to new ideas; and are focussed on building their own businesses whilst at the same time supporting the organisations that support them! Long may this continue...its what makes Lincolnshire a special place to live and work!

The FeRN group is a rural network, open to all, that meets monthly to visit rural enterprises; and enjoy a good supper afterwards! Although independent, its members are great supporters of the Agricultural Society. Most members mentor a school for our Schools Challenge project. Some help with Countryside Lincs; Farmhouse Breakfast Week and other projects that teach children about the importance of healthy eating; where their food comes from and increasingly encourages them to consider careers in the agricultural industry. Both Lincolnshire Agricultural Society and FeRN are open to new members...contact me or Judith Marsden at JMarsden@lincolnshireshowground.co.uk.

So we come full circle and it was great to visit the newly expanded grain storage and marketing facility at Hemswell. What a massive 'oak tree' Woldgrain has grown into with roots across 3 counties and a canopy that supplies over 80,000 tonnes of grain every year into the food chain.

Congratulations!

Jane Hiles

Chairman, Lincolnshire Agricultural Society

janepridgeon@btinternet.com