



# WOLDGRAIN

## CONVEYOR

Summer 2019

### Storage and drying charges held for yet another year!!



Chairman Fred Myers commented, "Despite the severe shortfall in our drying income this year, the Board has decided to hold all charges at their current level."

**Having checked back through the records the £11/t charge was first introduced 7 years ago in 2012.**

In addition, drying charges, which are at an all-time low, are also being held for the third successive year.

As members will appreciate, holding these charges

has been achieved against a backdrop of ever increasing costs."

In addition, we continue to invest heavily in improving all aspects of the plant. Indeed the next thing on our agenda is that we hope to have natural gas installed for the dryers in time for next year's harvest. - And these improvements are at **no extra cost** to members. It's all in the £11!!

And if that is not enough, we hope that after this year's harvest, we can return more surpluses to members as well."

**Wishing everyone a very good  
& *SAFE* harvest.**



Department  
for Environment  
Food & Rural Affairs



This project is supported by the Rural Development Programme for England, for which Defra is the Managing Authority, part financed by The European Agricultural Fund for Rural Development: Europe investing in rural areas.

Visit by Brown & Co 5.7.2019. 30 employees from Brown & Co visited the Woldgrain Store and had a presentation from John, followed by a walk, with a bit more talk from Andrew, Tom and Dan. More pics from the day later on in the Conveyor.

[www.woldgrainstorage.co.uk](http://www.woldgrainstorage.co.uk)

adding value in the food chain

# Health & Safety



It is never easy trying to get people excited about health & safety. It's a cultural thing, a mindset that is open rather than closed. And I'm pleased to say from our board right through the business everyone has got a great attitude and mindset towards health & safety. A no blame culture is a very important starting point; and, again led by the board we have that. So everyone can feel free to participate knowing they are not being judged as an individual. It's about learning together.

## SO, WHY DOES ALL THIS STUFF MATTER?

**BECAUSE** in July 2016 one of Camgrain's employees Edward Orlopp was killed by a moving grain lorry. Camgrain is the largest grain store co-operative based in Cambridge.

Three years later Camgrain was found guilty, in Peterborough Crown Court, of breaching section 2 of the Health and Safety at Work Act. Camgrain was on the receiving end of a £180k fine, plus £20k costs verdict.

For the full story follow HSE link.

As a direct result of the outcome of this case where the HSE said that Camgrain **had not provided measures to prevent employees walking into areas where large vehicles are moving.** We have had our H&S advisors visit site to see where we

can better segregate people and vehicles. We will make a number of traffic segregation improvements before harvest.

Frontier pride themselves on being industry leaders on health & safety. They work very hard at it on of the plants and businesses they are involved with.

**We must all ask ourselves - could this happen to my business.**

**With the busy harvest period just about to start. Are we really confident that we've done all we could to avoid any accidents? No corners cut? All hazards identified and risks reduced?**

In October we will hold our health screening day. This is something we started 6 years ago and is held bi-annually by a company who specialize in health screening. It is a great way for everyone to see how they compared with the previous tests. Any deterioration or potential for long term harm can be discussed with advice on how to prevent further escalation of any symptoms. Tests include, blood pressure, hearing, lung function, eyesight and skin.

**When did you last have a checkup?** When did your employees last have a checkup? Remember, as an employer, **you are responsible** for not only keeping your employees safe but also healthy.



# Health & Safety - Farm Safety Week 2019

Since NFYFC launched its farm safety training module in 2017 there has been 2,644 YFC members who have been on the course and are now more aware of the dangers on a farm. While this number represents just over 10% of NFYFC's membership – **we know we can do better than this.**

Our aim is for all YFC members to be aware of the dangers and for all clubs to deliver NFYFC's Farm Safety Curve module that was developed with The Farm Safety Foundation.

For **Farm Safety Week 2019 (15-19 July)**, we're calling out to the YFCs who haven't run this training and to encourage you to please pledge your Club's and County's support to committing to put NFYFC's Farm Safety Curve training module on your Club Programmes for 2019-20.

You can download pledges below to use on social media during the week. If you have already received the training, there are some social media assets that you can use to join in during the week too and spread the positive message that you have done the course and are staying safe!

## **Pledges for YFCs and County Federations to use on social media:**

**Facebook** pledge card

**Twitter** pledge card

**Instagram** pledge card

## **Graphics for individual YFC members to use on social media:**

Facebook graphic - I'm farm safety aware

Twitter graphic - I'm farm safety aware

Instagram graphic - I'm farm safety aware



Farm Safety Week is an initiative lead by the Farm Safety Foundation and supported by the Farm Safety Partnerships, the Health & Safety Executive, Health & Safety Executive for Northern Ireland and the Health & Safety Authority, Ireland.

Farm Safety Week 2019 will deliver stories of resilience, inspiration and clear messages to drive action and inspire farmers to look after their physical and mental wellbeing and reduce the number of life-changing and life-ending accidents on our farms.

## **What you can do to help**

Show your support for Farm Safety Week by sharing the 'pledge cards' on social media, on your website and in your newsletters. Let the world know that your YFC is committed to farm safety. Please tag @yellowwelliesuk and NFYFC in any posts you make about Farm Safety Week and use the hashtag #FarmSafetyWeek.

Look out for more materials that Yellow Wellies will be promoting throughout the week. Use these and other available material to help us show that the next generation of farmers is taking safety seriously.

The Farm Safety Foundation will have tips, blogs and invaluable advice guides that it will be sharing throughout the week. Follow Yellow Wellies on Twitter @yellowwelliesUK and Like and Retweet their content throughout the week using the hashtag #FarmSafetyWeek.

**Young Farmers Website**  
(click here)







## Screenings Losses

For the 2019 harvest we have reduced screenings losses, bringing them in line with growers' contracts. For example, if a grower's malting barley contract allows up to 4% screenings, the store will only deduct a screenings loss against loads which test in excess of 4%, deducting down to 4%.

To protect the store against being short of stock at the end of the crop year, the handling loss to members has been increased slightly to 1.25% across all crops.



TRACEABLE, SAFE  
&  
FARMED WITH CARE

## New Farm Assurance Rules

The Red Tractor scheme now requires all trailers moving grain off the farm to be clearly marked with the grower's assurance number, as well as a unique trailer ID. **We will be unable to accept deliveries by tractor and trailer which do not comply with these new regulations.**

Marketing to merchants is on a load by load basis, using the weighbridge weights and analysis generated on intake.

It is vital that members communicate with the store when a sale has been made to a merchant, otherwise the correct stock will not be transferred in the appropriate month. Balancing Woldgrain members' stock each month, with four merchants, continues to take considerable time and admin effort.

Members' annual charges include storage until the 31st May. This enables the marketing partners to empty the store before harvest, giving enough time for the storekeepers to complete maintenance and any preventative fumigations.

**We therefore require members to complete their transfers to merchants by 31st May at the latest.**





## OSR – The Most Profitable Break Crop for Farmers

Oilseed rape market prices are currently over £300 per tonne, before additional premiums and quality bonuses. Despite some of the negativity

in the media regarding rapeseed, the table below shows that OSR is still the most profitable break crop to grow on your farm and that, with a £25.00 guaranteed minimum premium, HOLL OSR buy-back contracts offer even higher rapeseed gross margins.

### Estimated Gross Margins Harvest 2019 (Nov)

	First Feed Wheat	Milling Wheat	HOLL OSR	Winter OSR	Second Feed Wheat	Winter Barley Feed	Winter Oats	Winter Beans	Winter Linseed
<b>Output</b>									
Value/tonne £s	148.00	163.00	335.00	335.00	148.00	138.00	143.00	188.00	340.00
HOLL Premium £s			25.00						
Yield/Ha	9.00	8.25	3.50	3.50	8.00	7.40	6.30	3.80	2.00
Gross Income £s	1332.00	1344.75	1260.00	1172.50	1184.00	1021.20	900.90	714.40	680.00
<b>Less Variable Costs</b>									
Seed £s	58.00	65.00	82.50	55.00	103.00	73.00	64.00	81.00	95.00
Fertiliser £s	186.00	225.00	173.00	173.00	171.00	147.00	132.00	47.00	87.00
Sprays £s	246.00	260.00	230.00	230.00	267.00	192.00	135.00	126.00	77.00
Total Variables £s	490.00	550.00	485.50	458.00	541.00	412.00	331.00	254.00	259.00
<b>Gross Margin/Ha £s</b>	<b>842.00</b>	<b>794.75</b>	<b>774.50</b>	<b>714.50</b>	<b>643.00</b>	<b>609.20</b>	<b>569.90</b>	<b>460.40</b>	<b>421.00</b>

## HOLL Contract Opportunities with £25.00/t Guaranteed Minimum Premiums

United Oilseeds is currently offering HOLL contracts with a £25.00/t Guaranteed Minimum Premium (or £20 per tonne for harvest movement). This premium is in addition to quality bonuses for admixture, moisture and oil content. (A guaranteed minimum £25.00 per tonne premium is worth an extra £87.50 per hectare alone, before the addition of quality bonuses – assuming an average yield of 3.5 tonnes per hectare).

As a cooperative, United Oilseeds is continually working to further the interests of its members and therefore all HOLL contracts come with **Free**

**Seed Replacement Assurance** to ease any grower concerns regarding crop establishment.

In just a few years, United Oilseeds has developed a 50% market share of the 14,000-hectare HOLL market. The co-operative expects the area planted with HOLL rapeseed to rise to 75,000 hectares in the next five years. United Oilseeds has also developed a profitable export market for the crop.

Cultivation requirements and crop maintenance for HOLL OSR are very similar to normal "00" oilseed rape, though volunteer control is particularly important. If grown adjacent to "00" rape, it is good practice to maintain a distinct field margin between the two. It should also be stored and delivered separately to other rapeseed types.

HOLL oilseed rape has a High Oleic Low Linolenic

fatty acid profile and is a speciality oil for food industry processors, from which there is growing demand. It has a low level of saturated fat and is rich in Vitamin E. It is ideal for frying purposes and is preferred over palm oil because of its sustainable and health attributes.

United Oilseeds buy-back contracts are available with V316OL, the high performance HOLL OSR variety.

The key features and benefits of V316OL include:

- **High gross output with Low Linolenic acid and High Oleic acid content**
- **Good autumn vigour, medium early flowering and mid maturity**
- **Good all round disease resistance**
- **Top 4 AHDB RL variety for four consecutive years**

## **Acacia & Aurelia - Top AHDB Candidate OSR Varieties for Drilling this Autumn - Exclusive to United Oilseeds**

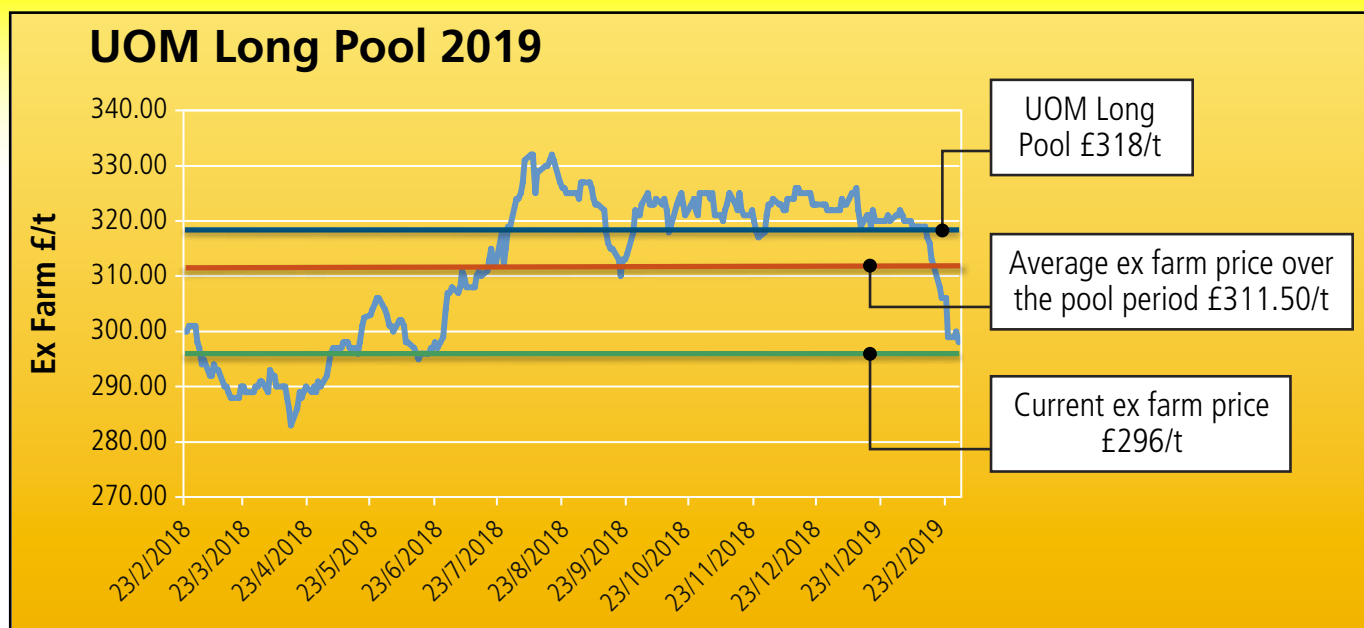
United Oilseeds has exclusive access to both Acacia and Aurelia, two new Limagrain varieties on the AHDB Candidate List 2019-20 that are likely to establish themselves as the benchmark for OSR performance in the UK. Both offer growers outstanding agronomic features and benefits. Acacia is the top overall variety on the Candidate List and is a conventional. An Anastasia cross, it offers the highest gross output (109%) on the list, is very vigorous in spring and autumn, has a robust disease resistance package and a very high oil content of 45.7%. Oil bonuses and premiums are increasingly important and oil content genetics are very stable, providing a way of safeguarding your income. Acacia also has double "8" ratings for lodging resistance and stem stiffness, meaning it will be strong and durable and stand well to the reel at harvest.

Aurelia is the trait-loaded No.1 hybrid variety on the AHDB Candidate List. It offers a high gross output of 107%, a high oil content of 45.1%, plus "8" and "7" ratings for lodging resistance and stem stiffness respectively. Most significantly, it comes fully loaded with key traits that are essential to successful rapeseed cultivation, including: TuYV resistance, very strong pod shatter resistance and the RLM7 gene for stem canker protection. Aurelia has the highest agronomic rating (41) of any variety.



# United Oilseeds Pool Marketing

Following on excellent result of the Harvest 2018 Pool of £302/tonne, the United Oilseeds Long Pool has also performed well in the October to March period returning £315 to £318 per tonne.



The drop in prices from December onwards, as crushers switched into cheaper US soya supplies due to China/US trade issues, has made sales later on in the season more problematical. United Oilseeds close relationship with the UK's crushers has meant it has been able to take advantage of higher prices early in the season and also maintain physical movement later to ensure the timely movement of crop that growers require. Also, its large network of over 50 stores allows it to move rapeseed quickly and efficiently at harvest. This will be particularly important this coming harvest, as the export market will likely be uncompetitive.

## Crop Marketing Pools to Suit You

United Oilseeds has the largest tonnages of OSR under pool management in the UK. It has three pools and movement periods to suit all grower's individual requirements:

### Harvest Pool

Movement July to September. Generally moved within 5 days of customer's 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 additional premium.

If you would like any further information regarding HOLL contracts, OSR seed varieties or pool marketing, please contact the **United Oilseeds Co-operative** on **01380 729 200**.







## As **harvest** fast approaches...

As harvest fast approaches, the prospects for the UK grain harvest are considerably better than the previous 2 seasons. DEFRA estimate a wheat crop of 15million tonnes + (an increase of 10% year on year), and a barley crop of 7 million tonnes + (the largest crop in 4 years). A common feature of big crops is lower prices, and early signs in Europe would suggest this is the case in 2019. However, recent weather events in the United States have hampered their corn and wheat crops and will go some way to redress the balance of a much larger EU wheat crop.

At time of writing feed wheat values in Woldgrain range between £140 - £152 per tonne, and feed barley between £120 - £130 per tonne, with milling wheat and malting barley premiums up to £20/t depending on month of pricing. These values are above the 5 year average, even considering the high prices of 2018 harvest, where EU crop yields suffered greatly.

Other factors will constantly provide challenges and opportunities for grain marketing throughout the season; Brexit is still to be delivered, the US / China Trade conflict continues, sterling continues

to devalue versus the euro and US dollar. Making good selling decisions is as important as producing good crops, and storing them effectively at Woldgrain for your farming business.

We can help you manage the selling decisions by giving you access to up to date prices for your grain at Woldgrain store, you can do so through the new grain marketing tool MyCropMarketing, part of Frontier's comprehensive farm management platform. For more information click the link or contact me through my details below.

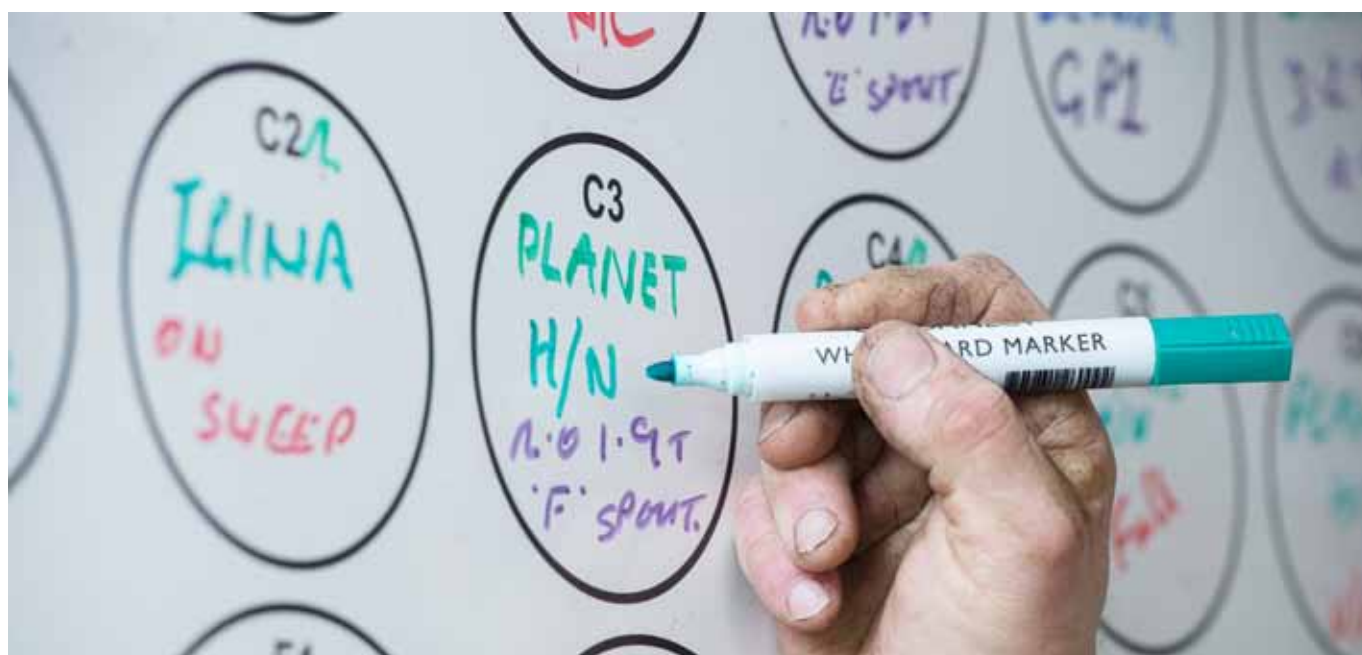
<https://www.frontierag.co.uk/grain-marketing/mycropmarketing>

Finally, I wish you all a safe and prosperous 2019 harvest. The team at Woldgrain will be working hard to make it as efficient as possible for you.

Regards,

**Andrew Hill**

National Origination Manager | Frontier Agriculture Ltd. | Tel: 01522 860240  
[www.frontierag.co.uk](http://www.frontierag.co.uk)







## Regional Health & Safety Committee

Woldgrain is now part of Frontier's Regional Health & Safety committee, which meets quarterly to discuss operational issues affecting Frontier sites and other sites they use. We recently hosted the July meeting, which involves in-depth discussion of health & safety statistics, incidents and near misses, followed by an observational walk round the host site.

One focal point of the discussion was working in confined spaces when entering continuous flow driers, for routine cleaning and maintenance. Frontier recently held a training session at their Kings Lynn site, which included a simulated rescue scenario (from a silo and from within a drier) with the help of Norfolk Fire & Rescue. This training session has helped to produce written risk assessments and method statements, which can then be used by stores such as Woldgrain.

Woldgrain's participation within the committee has given us a broad but valuable insight into the wider workings of haulage and merchanting, giving Woldgrain the opportunity to learn from the experiences of other sites.



# Openfield™

Seed, fertiliser, grain, storage. +   



British grain for British food and drink.



Now that the Lincolnshire Show is over for another year our attentions turn to the up and coming harvest which is only a few weeks away for some crops. We have now had ample rain in Lincolnshire to see most crops through to harvest which came at the right time after a very dry period, sunshine and warmth will aid grain fill on cereal crops which is an encouraging sign for yield and quality.

Warburtons continues to be a successful contract managed between Openfield and Woldgrain. Last year the colour sorter maintained high quality samples ensuring all the grain is the highest quality possible, before going into store.

Our excellent relationship between Openfield and Woldgrain continues giving strong demand for Group 3 & 4 soft wheats in Woldgrain to fulfil the **AB Mauri** contract at Gainsborough. We have had another successful year delivering a regular supply to our local mill. As I have mentioned before when completing your intention form for the forthcoming harvest please bear in mind Group 3 & 4

softs for your space at Woldgrain.

Woldgrain will continue to store high and low nitrogen barley this season, still giving clear visibility on a load by load basis of tonnage and quality, which as before will help with marketing options. Export options are still uncertain at this stage due to the ongoing Brexit negotiations, but being able to store high quality crops in Woldgrain will benefit everyone until these decisions are made and the right market comes available.

As we enter a new crop year the outlook for yield and quality is looking good for cereal crops. We have seen some high prices already for the 19-crop marketing season and weather events around the world continue to cause concern, so it is worth keeping an eye on prices going forward. If you wish to discuss any part of grain marketing, please contact **Kit Dickinson** on **01427 809800** or **07720 418989**.











## Woldgrain goes international!!

Each year we have more and more visits to the store. Although most are local farmers or agri-businesses, we regularly have delegations which come through the Department for Trade and Industry (Dti). These have included Botswana, Ukraine, Bangladesh, Iraq and South Africa.

Recently we hosted Flagleaf Farming and more recently 30 visitors from Brown & Co. Philip Dunn, who heads up the agri commercial part of the business from their Brigg office, was tasked with organizing their annual staff day out.

They had staff come from as far afield as Oxford, Cambridge and Norfolk. On arrival we treated them to some breakfast, divided them into 2 groups for ease of logistics in moving around the plant. In addition to guided tours of the plant, we ran back to back power point presentations explaining how Woldgrain works and how we add value for our members.

Two and half hours later they were on their way to Bomber Command for the second leg of their tour. Then finishing with a visit to Beeswax Estate at Nocton.

John

Many thanks to you and your team for your kind hospitality today - it was much appreciated and enjoyed by all.. A great tour and informative presentation. Please forward any promotional literature / contact details - which I will gladly circulate to all the team Looking forward to a good harvest!!

Kind Regards

**Philip Dunn**, BSc (Hons) BIAC  
Partner - Head of Agri-Business Consultancy





## In a nutshell...

- Woldgrain formed in **1976** as a marketing department of Woldmarsh
  - Silos built in **1980** with a lab and weighbridge (to protect from Merchants)
  - Site was formerly **RAF Hemswell** through WW2 and the Cold War
  - Current membership is **87**, with a storage capacity of **90,000mt** (at 76kg/hl)
  - Largest farmer member owns **14,500mt**, smallest **40mt**
  - Storage spread over **58 silos** on one site at Hemswell
  - Each member has **equal voting rights**, one vote per member.
  - Board of directors drawn from the membership, includes 2 merchants
- 
- Members crop is marketed through four marketing partners
  - Lab is double-equipped to do intake and outloading at the same time
  - Every load in & out is sampled & tested
  - **24hr operation through harvest** (tipping 7am-7pm, drying 7pm-7am)
  - Largest day of intake **130 loads**, through **3 pits**
  - Three driers, currently running on **Kerosene** (total drying capacity 250tph)
  - Every silo is ventilated to control temperatures in Autumn/Winter
  - Temperature monitoring is computerised
  - Busiest day of outloading **75 loads**
  - Outloading from 7 spouts at once, **19-24 mins per load.**
  - Crop movement throughout the store is computerised (runs at night)
  - **6 FTE staff, plus 6 more for the harvest period**





## Your first point of contact!



Timely reminder, with Harvest upon us Nigel Simpson is your first point of first point of contact to arrange your harvest transport. **Tel: 07415 797505.**

Summer is upon us, after a very dry Winter and Spring and the weather is now paying its debts. Crops look well on the whole, with moisture arriving at the right time for Spring barley coming into ear. Oilseed rape is very much a mixed bag, suffering in places due to pressures from flea beetles and pigeons.

Outloading is continuing at pace and empty silos have been cleaned and sprayed ready for the new crop. For the 2019 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 explore new sources of added value.

**Nigel Simpson** returns to take the haulage reins and is looking forward to working with his dedicated team of local hauliers. During the organised chaos of harvest, it is a much more efficient use of Nigel's time if members contact him by text, rather than by phonecall.

For harvest 2019, we have started to use the **what3words.com** system, which divides the map into 3m x 3m squares, each identifiable by a unique combination of three words. This enables vehicles (including emergency services) to find a very specific location, such as an individual field corner or road-end, which may not be found easily when trying to use a postcode. Where members have an outlying loading location, such as a beet pad or isolated shed, Nigel would appreciate being given the what3words code. See **www.what3words.com** for more details.

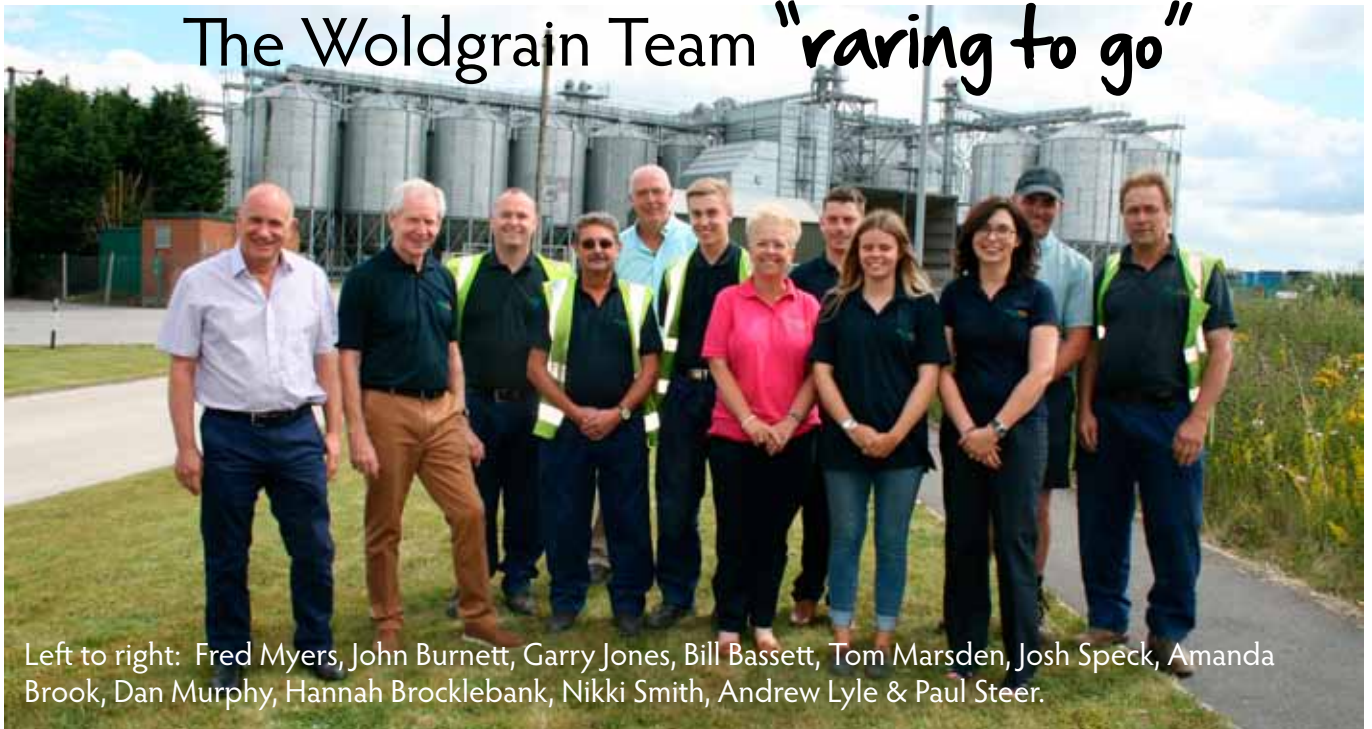
Each year, a number of members make use of merchant's space at Woldgrain. We would be very grateful if members use the unique FX, BK or CL numbers on the passports for these loads, which will help to avoid delays on the weighbridge.

## Your support network...



Gary, Hannah, Dan, John & Nikki, see next page for more team talk!

# The Woldgrain Team "raring to go"



Left to right: Fred Myers, John Burnett, Garry Jones, Bill Bassett, Tom Marsden, Josh Speck, Amanda Brook, Dan Murphy, Hannah Brocklebank, Nikki Smith, Andrew Lyle & Paul Steer.



Where has this year gone, July already!

Outloading continues steadily ready for harvest 2019. Two new harvest staff join the team this year. Alice Hanton & Frasier Cooke.

Alice Brant, Hannah & Rhiannon return to the lab team with Dan & myself. Working outside in the yard with Garry & Bill will be Louis again. Joe also joins them having previously worked in the lab. Paul & Josh man the nightshift for the harvest period & Nigel once again takes charge of haulage.

Best wishes  
Amanda.







**'Thank you'** for being a part of the 2019 Lincolnshire Show!

**Woldgrain have sponsored the Members car park for the past 3 years.**

Your sponsorship is much appreciated and I hope you enjoyed your two days as much as we did!

Your comments and suggestions are very important to us so please email any feedback to

[smundy@lincolnsareshowground.co.uk](mailto:smundy@lincolnsareshowground.co.uk)

Many thanks and best wishes,

Sally

