

Welcome to

HRH The Duke of Gloucester KG GCVO

3rd July 2015



Adding value in the food chain

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WHO ARE WE?

- Farmer owned central grain store co-operative
- Formed in 1976 from Woldmarsh – stores 1980
- Run by farmers FOR farmers
- Originally 15,000t, now 85,000t
- Originally 30 members, now 80
- And furthest away – Malton North Yorkshire (65 miles)



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WHAT DO WE OFFER?

- Alternative to on farm storage:
 - Low cost storage from £90/t depending on tax relief
 - Typical on farm cost - £150/t
 - Low annual charge @ £11/t including transport
 - Low cost drying
- Long Term Storage:
 - End of May / June
 - High segregation levels, typically 15+
 - All grades of Wheat Barley, Oats, Beans & Oilseeds



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Added Value:

- Members pool grain for their mutual benefit
- Market carry typically - £10-15/t
- Upgrade
 - Blending & Segregation
 - Cleaning
 - No Rejections or claims
 - £3-4/t



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Added Value:

- 2012; 25,000t Wheat upgraded from avg. 65 bushel to +72
- £330k premium captured by Woldgrain on behalf of Members
- £220k returned to Members



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HOW DOES IT WORK?

- All loads weighed, tested & graded on intake against members accounts
- Intake into store:
 - Cleaned
 - Dried
 - Blended on requirement
 - Vented and temperature controlled long term storage
- Member can optimise selling potential



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RURAL ECONOMY GRANT SCHEME

- Administered by Defra / RPA
- Established to provide grants to enable a significant 'game changing & transformational performance' in farming in rural England
- £3.4m grant since 2009
- 35% of capital spend



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STARTING POINT

- 2008 – nearly 30 year old plant & stores
 - showing its age
 - Breakdowns - requiring expensive on-going maintenance
 - Inefficiencies – speed of lorry turnaround and grain movement
 - In need of large capital injection
- Not fit for the 21st Century.



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Old offices and
laboratory



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The old
Laboratory



The Stores and
workshop!



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2008 the original
store



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Project Valiant
Phases 1 & 2
£1.4m grant –
total capital
spend £4m



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Project Valiant
Phase 3
Grant of £2m
capital spend
£5.0m



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NEW offices and
laboratory



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NEW Offices -
conference
facility



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NEW Laboratory



WOLDGRAIN
STORAGE LTD

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The NEW Lab



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The NEW Stores!



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Expansion Highlights...

- Intake Capacity 5,220t over 12hrs
- 20 mins lorry turnaround
- 3 grain dryers – 300t/hr
- 3 pre-cleaners & 1 fine cleaner

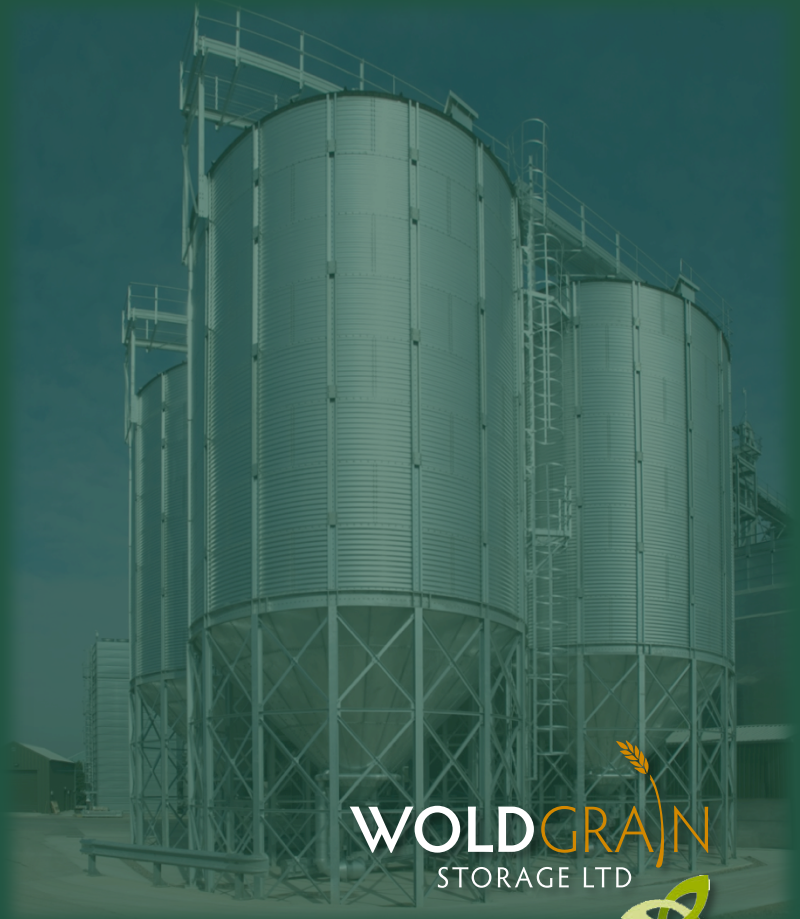


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Expansion Highlights...

- Materials handling 100t/hr
- 65,000t of storage silos
- Office and laboratory
- All operations now using modern computerisation incl. bar coding



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The FINANCIALS!

	2009	2015
Turnover	635k	1,413k
Nett Worth (Members funds)	230k	805k
Asset Value	1.7m	11.0m (130/t)



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The FUTURE?

- Grow Storage Capacity to fully utilise the infrastructure
- Flat Store
- Colour sorter
- Source available grants



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And FINALLY...

A VERY BIG 'Thank you' to

- Mike Stubbs & Julie Robinson & all at the RPA/Defra team
- West Lindsey District Council
- HSBC Bank – Matthew Lowe
- Openfield – John Stables
- Frontier Agriculture – Mark Aitchison & Simon Christensen



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The Contractors

- Jessops Construction Ltd – Richard & Paul
- Clugston Construction Ltd – Rod Fry
- Game Engineering – Justin & Gary
- Lark Technology – Mike & Nicky
- Bentall Rowlands – Kevin Groome
- Key Electrical – Bill & John
- Oliversoft – Phil Smith
- Worldbake – Peter Hedges
- CAD Associates – Ken Allen
- Lincsafe – Samatha Stevens
- Veldeman – Duncan Pidd

...And all our other suppliers!



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And Last but not least...

A VERY BIG 'Thank you' to

- Our Members
- Richard Milligan-Manby – past Chairman



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A VERY BIG 'Thank you' to

- James Barton – outgoing Chairman



And Last but not least...

A VERY BIG 'Thank you' to the Woldgrain Team

- Gary, Paul, Dan, Amanda & Nikki



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