



Friday 3rd of July 2015 saw the official opening of the new offices and plant facilities at Woldgrain by **HRH The Duke of Gloucester KG GCVO**.

See further pictures of the day inside!



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.

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Chairman's Message

Fred Myers



This is my first message as chairman of Woldgrain storage and as such my first duty must be to thank James for all his hard work as my predecessor; a very eventful three years they were too! Under James and Richard's stewardship, the store has increased fourfold to its current capacity of just under 90,000 tonnes and that's not to mention all the improved infrastructure.

I know we all believe that we now have a store that's fit for the future.

Instead of a smallish store that was in need of major repairs and investment, we now have a store of a very economical size and in very good condition. This is shown by the charges Woldgrain makes to its members, this year they will be down to £11 which includes the transport into the store. More importantly this figure includes an amount to keep the store up to date so that in another twenty years we won't find that we need another huge investment.

A massive "**thank you**" to our staff, all of whom have worked extremely hard over the last year. Conditions are never easy and this was compounded by all the construction going on. Moving everything to the new laboratory as well as all the new computer system was also a major challenge, this I trust will be rewarded in the future by much better working conditions for the staff.

And a special "**thank you**" to John Burnett, with his help all three

phases have come in on time and in budget, a rare feat these days. I haven't even mentioned all the hard work he does on a day to day basis. I suspect not many of the members know just how much John puts into Woldgrain and the stress that he is sometimes under.

It would be remiss of me not to mention Lindsay at this point. I'm sorry that we had to let her go as she always had the best interests of the store at heart. We all hope she finds things to do that she enjoys and finds rewarding. I would like to thank her for all her past service.

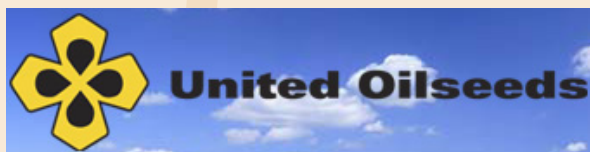
This year will be the first intake where we have four marketing partners, this will bring about its own challenges. There are disadvantages to this but again it also gives our members more choice where to market their grain. Again I must thank all our marketing partners. **Openfield** and **United Oilseeds** have been long standing members, Openfield also instrumental in the first stages of the expansion. Then **Humber Grain** and **Frontier**, without their support stage three would never have happened.

Lastly I should like to mention our opening of the new facilities by the Duke of Gloucester, we were very grateful that he wanted to come and do this and I hope we both impressed him and that he found it interesting.

Again a big "**thank you**" to our staff, in particular **Amanda** and **Nikki** for doing much of the organisation. Also again to **John** not only for the work he put in but also for his presentation and showing the Duke around.

I felt a complete fraud, reaping some of the glory when in reality it was my predecessors who have done all the hard work.

So for this harvest, good combining and may all your crops be four tonnes plus at £170: I wish!!!



HOLL opportunity for harvest 2016 with United Oilseeds

United Oilseeds are pleased to be working in conjunction with Woldgrain on the storage and marketing of HOLL oilseed rape for harvest 2016. High Oleic Low Linolenic oilseed rape commands a premium because of its superior oil profile making it more suitable for frying and food processing. Contracts are available on the basis of premiums payable over the conventional oilseed rape price on either a free market or pool marketing basis. Growers are offered a combination of 2 varieties, 70% V316OL which is top of the AHDB recommended list, and 30% V292OL which has successfully been grown in Germany. **Please contact Lucy Jackson on 07500 017355 or James Arnold on 07770 797154 for further details.**

Visit by HRH The Duke of Gloucester KG GVCO to Woldgrain Storage Ltd

3rd July 2015

"Be careful what you wish for" is an oft used phrase. We had hoped for good weather but would never have imagined it could be too good.

We had been planning the visit by the Duke for well over two months and needless to say our biggest fear was we would have a wet and windy day. However, as we all know, last week turned out to be one the hottest on record. As the organiser one therefore goes from planning for rain to managing heat inside a large marquee. Fortunately, we were able to get some aircon units at the last minute which kept the temperature just bearable for The Duke's arrival and the subsequent afternoon tea.

Fred Myers the Woldgrain Chairman welcomed over 100 guests including, the Mayor and Mayoress of Gainsborough - Councillor Matthew Boles and Miss Katie Metcalf. The Chairman of Lincolnshire County Council- Councillor William Webb and his wife Jane. The Vice Chair of West Lindsey Council - Councillor Roger Patterson and his wife Nicola. The Leader of West Lindsey Council - Councillor Jeff Summers. The Chief Executive of West Lindsey District Council - Mrs. Manjeet Gill.

The Vice Lord-Lieutenant, Graham Rowles Nicholson greeted the Duke on his arrival at 2.30pm at Hemswell and introduced him to the civil dignitaries and the Woldgrain Board.

Obviously well briefed, but also as a seasoned and consummate professional the Duke was immediately at ease and

chatted with those in the lineup, just as though he was meeting old friend again.

After he had spent quite a bit of time talking to the Defra/RPA representatives, the contractors and the architect Ken Allen, the Duke was invited to watch a presentation by John Burnett the Managing Director of Woldgrain.



The Powerpoint presentation took the Duke through the history of Woldgrain from its inception in 1976 and detailed the events which led to the grants being won in 2009 and 2013, and the subsequent 5-6 years of expansion of the plant; taking it from 20,000 tonnes to nearly 90,000 tonnes of storage. Highlighting the importance of the improvements in the plant infrastructure, John Burnett said the facility was now fit for the 21st century and room for further expansion had been considered in the design. The presentation featured a video of the plant which had been filmed from a drone only 10 days earlier.

Following the presentation, The

Duke was invited to take a tour of the plant facilities. Starting with the laboratory, where he met Dan Murphy and Amanda Brook who gave a demonstration of logging a grain lorry into the computer system, followed by the process of sampling a lorry and how quickly and accurately modern grain testing machines work.

Next stop on the tour was the plant control room where he met Garry Jones and Paul Steer. The Duke watched a demonstration of a lorry being filled with grain and another lorry tipping grain at the same time. The last leg of the tour took the Duke in to one of the large silos. Clapping his hands he listened for the echo and pronounced, *"not quite St Pauls, but impressive nonetheless"*.

Finally the Duke was escorted back to the marquee where he chatted with many of the guests and Woldgrain members.

Fred Myers invited The Duke to officially unveil a plaque and declare the new plant open.

The Duke then presented a **long service award to Michael Anyan** who has been a member, Director and until this year Company Secretary since 1980. This was a very proud moment for Michael, his wife Clare, daughter Victoria and son Charles.

Having taken some light refreshments, Fred presented the Duke with a gift to remember his visit by and was escorted to his car, where the civil dignitaries were assembled to say farewell.

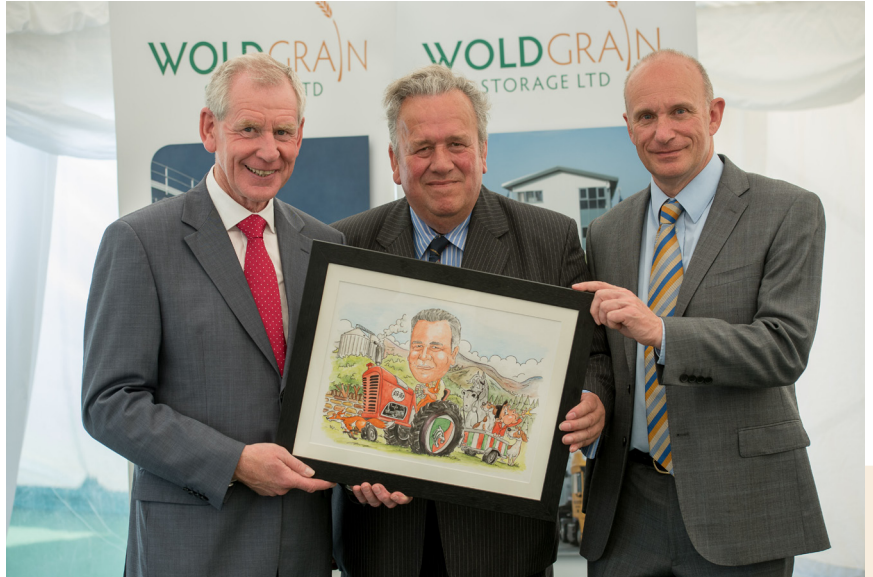
The guests stayed to take afternoon tea which was immaculately served and presented by the staff of The Hemswell Court Hotel.

John Burnett for the Lincolnshire Life



HRH The Duke of Gloucester
KG GVC0









From
Lieutenant Colonel Alastair Todd
Private Secretary to
TRH The Duke and Duchess of Gloucester



KENSINGTON PALACE
LONDON W8 4PU

7th July, 2015

Dear Mr Burnett

His Royal Highness The Duke of Gloucester has asked me to thank you most sincerely for your hospitality and organisation in arranging his visit to Woldgrain Storage Ltd on Friday 3rd July, 2015.

His Royal Highness thoroughly enjoyed meeting all the delightful staff during his visit and was most impressed with the new plant.

The Duke of Gloucester would wish to pass on his thanks and appreciation to all those involved for such an enjoyable visit and, in particular, he would like to thank Fred Myers for his assistance. He would also wish to thank you for the kind and thoughtful gift of the caricature.

His Royal Highness would like me to convey his very warmest regards to you and everyone at Woldgrain Storage Limited and he wishes the very best of luck for the future to you all.

Yours sincerely

Alastair Todd

John Burnett, Esq.



“and the Long Service Award....goes to”....

Michael Anyan

A 6th Generation Farmer at his family farm in Springthorpe

ticket, have had the same seats and attended most of the home matches.

Michael also finds time to not only fund a shooting syndicate on the farm, but keenly supports the Burton Hunt and visits Cumbria yearly to go fell hunting.

Somehow or other despite all his agricultural activities, Michael still found time to be an active member of the Woldmarsh Producers Board and was honoured by being their Chairman.



The Anyan family - and below a surprise visit from his daughter Victoria and his wife Clare and son Charles who came to see him get his award from the Duke!

A few facts you might not know about Michael. After studying at St Peters School York, Michael attended Shuttleworth College Bedfordshire then returned to the family farm at Springthorpe. Michael continued farming here and in the mid 1970s took over the running of the farm following his father's death.

In 1980 Michael became one of the original members of the newly formed Woldgrain Storage, a 10000 tonne members owned co-operative grain store. Since that time Michael became a director in the early 1980s and then Company Secretary. A role Michael has carried out with the upmost diligence from until 2014.

Alongside his farming and Woldgrain commitments Michael has many hobbies and interests. He is a keen supporter of Leicester Tigers Rugby Club. Though this was not always the case, originally he support Harlequins Rugby Club. But one fateful Christmas, 1992, he took his daughter Victoria to watch a Leicester Tigers game, by the autumn of 1993 Victoria had converted the whole family from Harlequins to Leicester Tigers. From this point onwards they have held a whole family season

Michael's involvement and support of all things Agricultural and rural has recently seen him made a Freeman of the City of London and also a Liveryman of the Worshipful Company of Farmers.

Throughout all of Michael's involvement with Woldgrain Storage, he has always been a great supporter of all staff wanting them to have the best working conditions whilst ensuring a productive environment.

Michael has overseen every expansion from the original 15000t of storage to the present 86000t. Michael continues to be a very active and valued member of our Board at Woldgrain Storage.



• Store charges

Woldgrain continues to benefit from increasing economies of scale and as a consequence, the store charges for **2015 have been reduced to £11/mt.** This charge will again be split into 3 parts. The attached sheets describe the details of these charges.

***Store Charges = DOWN this year!
£11.00 (inc transport)!***

For 2015, the table of drying charges has been altered to bring the charges more in line with the specifications of our marketing partners and their customers.

- **Oilseed Rape drier than 9.0% will no longer incur a drying charge.**
- **Cereals (with the exception of Malting Barley) drier than 15% will also no longer incur a drying charge.**
- **Malting Barley will incur a drying charge when its moisture exceeds 14.5%.**

To make the drying charges fairer and more transparent for 2015, moisture will be measured and charged in increments of 0.1%.

• Harvest instructions

As in the past, members are asked to notify the store before crops are harvested in order to enable us to plan our haulage coordination. For example, it is useful for us to know when members have dessicated their Oilseed Rape.

Members with grain to collect will be allocated haulage once they have notified the store. As always it is Woldgrain's intention to collect members' grain as promptly as is practically possible.

• Logistics software & barcoding

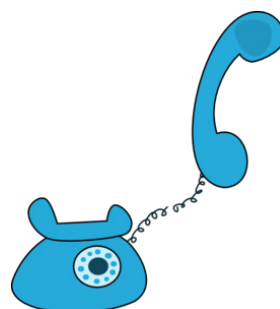
Haulage for the 2015 intake will be coordinated using modern logistics planning software, which will match grain ready for collection with available haulage resources. The software will then notify drivers of their next collection using a text message, which will state the member's collection address, postcode and contact telephone number.

Lorries delivering into Woldgrain will use a swipe card system to weigh-in. The swipe card has a barcode which will carry the details particular to each load. These details will then import into our weighbridge system without the need for time consuming typing. The computer on the weighbridge will then generate an intake ticket with a different barcode which will be unique to that individual load. This barcode on the intake ticket is then used by the driver to weigh-out using a barcode scanner. This system removes the need for the out-going weighbridge to be manned throughout the harvest period.

• Contact numbers

Intake haulage for the 2015 harvest will be coordinated from Hemswell by Dan Murphy, who has worked at Woldgrain since January 2010. Members can contact him by 'phoning the store on

**01427 668741 or
07710 936 325.**



• Process flow



News from our Frontier!



Heading into harvest, Andrew Hill, Frontier's grain origination team leader takes a look at the market and the potential opportunities for Woldgrain members.

As we get ready for our first harvest as a marketing partner and member of Woldgrain storage, Lincolnshire crops are looking well with some winter barley already harvested and good yields and bushel weights are being recorded. ***I'd like to thank you for your commitment and ongoing co-operation in choosing Frontier as one of your marketing partners.*** We all have a very busy period ahead of us and we have been working hard to ensure that the new intake and lab facilities will run as smoothly and efficiently as ever to provide you with excellent service at harvest.

Additionally, as the store capacity increases to **85,000t**, we will be arranging haulage for our **20,000t**, to ensure that there is no impact on the availability of lorries for other members. Should you have excess grain that requires swift movement off farm at harvest, please give me a call and I'll be more than happy to discuss solutions with you.

With sterling at an 8 year high against the euro, the UK's ability to connect on grain exports remains a challenge. However, with a large carryover of grain stocks from the

2014 harvest, the UK will have to be competitive at some point this season to clear the excess; particularly if the 2015 harvest is a bumper crop too. As a result, certainly until Christmas, the market will be very volatile, so it is important to take advantage of higher price opportunities when they arise.

However, the lack of exports does not mean lack of available grain destinations; domestic demand is strong. With Vivergo, (the bioethanol plant at Hull), the starch plant in Manchester, and ABN mills in the North of the country, there is a large appetite for locally produced grain.

I often talk about **'market carry'**. This is the difference in price between the spot month and forward months. Currently the market carry is strong, which presents an excellent opportunity for members to lock in to higher prices for **April/May 2016** at up to **£12/t better than harvest 2015**.

With the ongoing uncertainty in the grain markets it is vital to continue to carefully manage price risk. There are good contracts available that aid cash-flow and protect members from a falling market. As always, please speak to me if you are interested in these contracts or would like to discuss your specific needs.

Frontier Agriculture Ltd.





Royal Visit Preparation

My involvement and claim to fame regarding the Royal visit was to write the invitations, also to keep track of the replies. Edward with his IT skills produced a spreadsheet that proved to be vital for recording every guests RSVP that included the details required by the police for security purposes. Once the marquee went up and the week progressed everything started taking shape. I enjoyed brief chats with Shaun from Hemswell Court who was responsible for all the refreshments as I have a keen interest in baking and food preparation.

Friday July 3rd dawned. The good old British weather played its part with glorious weather too. The marquee looked absolutely lovely with all the chinaware completing the traditional afternoon tea setting.

Guests started to arrive and from my vantage point of the lab window I saw the members and other guests arrive. Tipped off by Edward on the radio, I unlocked the allocated Royal restroom with my trusty 2p coin!

The Duke came into the laboratory and Dan and I were introduced to him, the Duke asked lots of questions. His tour then moved on to the control room to Garry and Paul. Chatting to different people that had been involved in the major expansion project was all very interesting. Also meeting people that I'd spoken to on the phone but have never met face to face.

Also seeing Michael Anyan presented with his caricature by HRH Duke of Gloucester for his long service as Director, Company Secretary and Woldgrain Member. Having his wife, son and daughter present was a special moment too and all in all a memorable day.

Many thanks for the lovely bouquet of flowers that were a total surprise to me.

Amanda Brook

The Day as I saw it...

Over time I have either organised or been involved in a number of different events and functions, though never a Royal Visit.

This was a completely new experience as regards events planning. This was a special event right from the moment it was confirmed that HRH Duke of Gloucester was going to officially open our new plant and offices. News of our Royal guest changed how we would plan such an event. There were numerous protocols to follow. Things that I would never have considered including: not using the royal crest without permission, all wording on invitations, plaques and such like had to be approved, how to address HRH. Liaising with the police over the guest list, the fact that we have both a fireworks factory and firing range at Hemswell. It could have been very interesting if there had been unexplained explosions or gun fire during the Duke of Gloucester visit!

Andrea Brown from the Lord Lieutenants office, her team and the Police were brilliant, giving John, myself and the whole Woldgrain team all the help and guidance we needed, making the official stuff very easy.

Personally all the effort was worth it to see everyone enjoying the day, including how interested HRH Duke of Gloucester was, the excellent afternoon tea and presentation to Michael Anyan.

Nikki Smith



A 'HUGE' 'Thank you from Woldgrain goes to Shaun Lees and his lovely team from Hemswell Court Hotel for the excellent refreshments during the day!



The importance of having a “cooperative” marketing partner.

Once members grain is delivered, sampled, tested, dried and stored the Woldgrain member can rest assured on his quality and safely market those tonnes with Openfield throughout the season.

But, as always, it’s a bigger picture. Openfield traders work closely with John Burnett and the team on the ‘**added value**’ side of the business. This starts pre harvest as a store plan is drawn up in advance on receipt of members store intentions.

This enables the team to make an initial plan of fitting the square pegs into the round holes (Bins). Of course, the small matter of harvest sometimes means segregation changes need to be made throughout harvest intake as consumers adjust specifications due to the nature of the season. The objective being to present a product to market that fulfils Openfield consumers requirements. At the same time maximising returns and generating income for the member and the store through product enhancement.

Woldgrain members have the opportunity to store their grain until the end of May if required, but over the last few seasons, working in hand with a few Openfield high profile consumers, Woldgrain

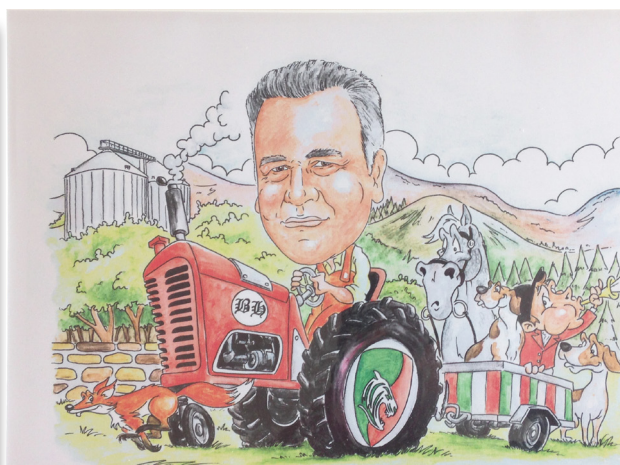
has gained valuable income from holding certain commodities in dedicated bins for a longer period to cover requirements through to new crop. Again, revenue generated by Openfield from this exercise goes back to Woldgrain members in the form of an end of season stores reconciliation.

The end of season reconciliation between Woldgrain and Openfield shows the net effect of quality enhancement and extra added value income generated. This is an important revenue source, generated through Openfield, for Woldgrain store members. It then becomes part of the store income and monies distributed at the discretion of the board. See below for the income generated over the last 5 Seasons and paid back to the store. Openfield continue to identify new opportunities for members directly, and the store, by adding value through the reconciliation process.

2010	£25,000
2011	£91,000
2012	£88,000
2013	£241,000
2014	£98,000

The importance of having a “cooperative” marketing partner.

Openfield - working with farmers for farmers
Chris Spratt - Farm Service Manager - Openfield



Caricatures by artist Patric Latham were presented to Michael Anyan (left) for long service to Woldgrain, and HRH the Duke of Gloucester KG GCVO (right) to commemorate the day.

Getting the best out of the crop...*The NEW Market Development Group*

One of the main purposes of the **Market Development Group** is to look at ways of developing the profile of our store to achieve the best possible return for member's crops. To this end we have been busy meeting our marketing partners to discuss arrangements that financially reflect the superior facility that we now have and, importantly, how this is rewarded by the way we can present produce to the market.

One indication of how the improved profile of Woldgrain is being received within the food industry is that a number of millers and maltsters from across the country have approached us to discuss ways we further work with them to help supply their needs. Talks are ongoing with them.

If any member feels that they would like to be involved with the group in any area they can offer expertise please feel free to contact myself or John Burnett. A list of names that could be called upon for particular meetings would be very useful. In terms of time, the commitment would not be huge but might be reflected in a significant improvement to a sectors return. **Tom Marsden**



Dear Member,

In order for us to continue to improve the services we provide to our members, we would be very grateful if you could take a few brief moments to share your future cropping plans with us.

Specifically, we would like to know how many members are considering growing HOLL varieties of oilseed rape for harvest 2016 and beyond. If there is sufficient demand, capacity will be made available at Woldgrain to store members' HOLL oilseed rape.

HOLL varieties yield a healthier oil for use in food processing and cooking and consequently carry a premium over conventional oilseed rape varieties, which is in the region of £20-40 per tonne.

Please note HOLL varieties will be pre-tested on farm before movement as per the instructions from

your marketing agent. This process may take several days. HOLL varieties **MUST** be stored separately from conventional oilseed rape while on farm. Members delivering conventional oilseed rape as HOLL would be liable for any downgrading of HOLL stocks at Woldgrain.

1. Are you growing HOLL for the 2016 harvest?
2. If you are, how much? (acres/hectares/tonnes)
3. Would you be interested in delivering HOLL to Woldgrain?
 - a. For 2016 harvest
 - b. For 2017 harvest

We would also welcome any other comments members may have relating to the growing or storage of HOLL varieties.

Dan Murphy

NOTICE BOARD

Appointments
CROPTec
Developing Profitable & Sustainable Farming
Proudly supported by **MAF**
**November 24th and 25th
2015, East of England
Showground.**
www.croptecshow.com



Diary Date:

frontier

Spring Visit to
**Vivergo November
2015** – date to be
confirmed nearer the time
depending on drilling and
weather etc.

Openfield™



WOLDGRAIN
AGM - 3rd Dec 2015
12 Noon @ Hemswell

Members meetings

These will be arranged to be held in **March**, dates to be confirmed. Invitations will be sent so that members are in small groups. If you are unable to attend on the chosen date there will be an alternative offered

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

forwarded to

john.burnett@woldgrainstorage.co.uk

