



There's a better  
future in store

WEALD GRANARY LTD

## VISIT TO ALLIED GRAIN

The directors recently visited our biggest customer, Allied Grain's mill at Tilbury. It turns out our grain ends up in Kingsmill and Allison's brands of bread and also appears in McDonald's buns and Gingsters pies! They are looking for consistent supplies of consistent quality wheat and excellent delivery performance – all things we can achieve as a co-operative with our own haulage. Useful discussions took place about how both sides could work better together.

The overall impressions of the site that stood out were how clean it was and how surprisingly complicated the milling process is.

In addition to the current variety mainstays of Solstice and Cordiale, they also like Gallant and Kingdom. They feel the former could be the future for them and are looking for more.

Further forward they are under pressure to reduce the carbon footprint of their flour and would love to purchase wheat of guaranteed lower C input. The question is, how do we manage it? Apparently the main driver of wheat's C footprint is nitrogen fertiliser – currently a fairly important input in milling wheat production!

## COST OF BUYING STORAGE SPACE INCREASING

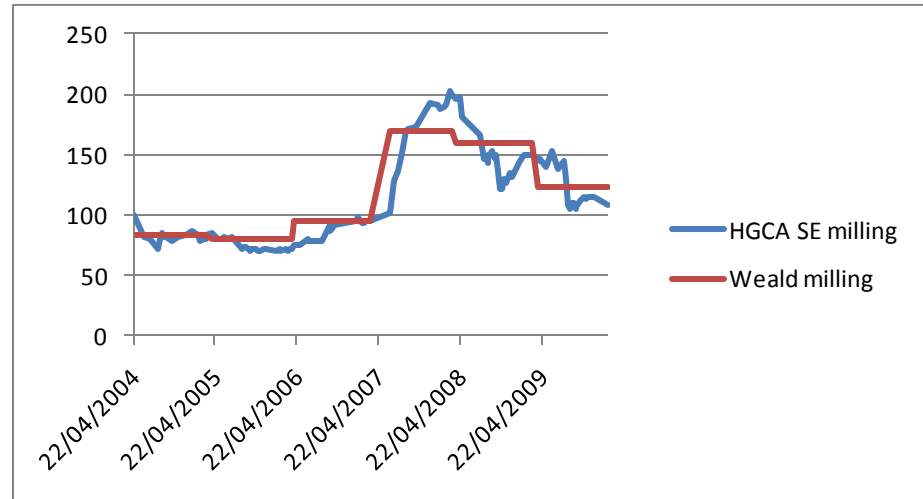
As of the 1<sup>st</sup> of January 2011 the cost of buying one tonne of storage space entitlement will be £115. This is because we are sold up and the new expansion we would like to build next year will cost at least £115 per tonne. This is due to grant help disappearing and is only possible as we planned ahead and put in the necessary infrastructure when grants were available; the £115 cost is just for silos. However, for existing members we are aiming to keep the amount of the initial payment the same. It also means the value of the space you already own is increasing. The expansion is not just for the sake of new members – it will bring increased income at similar running costs thus enabling charges to be kept under control and the store to be kept in good nick.

# Weald Granary

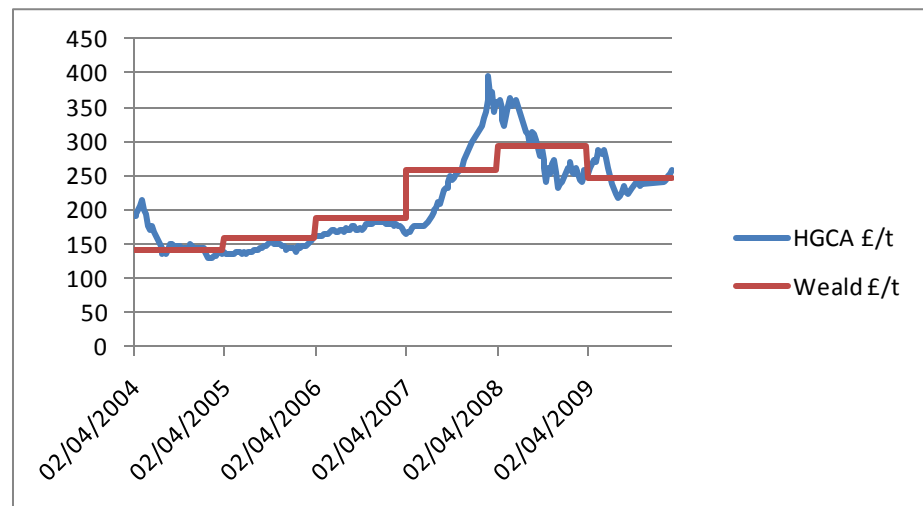
Newsletter: December 2010

## WEALD POOL PERFORMANCE HISTORY

History shows that Weald Granary pools are a valuable way of coping with market volatility:



£/t paid for full spec group 1 vs. HGCA spot price for South East



£/t paid for osr, adjusted delivered to Erith, vs. HGCA delivered (not inc. oils)

## COMMITMENT FORMS

Please complete and return the enclosed form by the end of January.

It will benefit the price you get by ensuring no pool is under or oversold due to lack of information. Some points to ponder:

### HOLL OSR

Although no premium is available at present all HOLL osr will be stored separately and we will endeavour to obtain a premium if at all possible. There is no need to sign separate contracts at this stage but please do specify HOLL rape on the commitment forms and also on the members' release notes that go with the lorries.

### LINSEED

Please contact the Granary as soon as possible if you intend to commit linseed so we can decide how best to market this pool.

### SPRING BARLEY

If ordering seed now the market's preferred varieties in our area are Tipple and Quench.