



# Wanstead Farmers 2023 Grower Meeting

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Floyd Howard & Megan McGrail

# Local Wheat Analysis

- Old crop supply
  - 95 Yield/Acre Average (89 Yield/Acre 10- Year Insured Weighted Average)
  - “Initial results from our annual wheat harvest survey indicate very good overall quality, with over 99 per cent of samples grading at a No. 2 or above” -GFO
- Big acres for harvest 2023
  - Ontario winter wheat **seeded area** (not insured or harvested acres) = 1.344 million acres in 2023 (+44.5% YOY, 930,300 acres planted in 2021). If accurate, it would top the previous high of 1.275 million acres that were planted in the fall of 2007 for harvest in 2008.
  - National winter wheat seeded area for harvest in 2023 is forecast by StatsCan at 1.774 million, up almost 32% from 2022.
- Futures depreciation, basis appreciation... usually. Old crop wheat basis levels have been lagging due to seasonality. In the short term, the only avenue for selling wheat is into the feed market. Export programs out of Sarnia will be strong come the opening of navigation in April/May. As we head into the next few months, we expect to see basis firm up.
- Subsidized harvest trucking
- Drying holidays & Remaining Competitive
- Harvest bid same for elevator and off farm
- Declaration of Eligibility when Delivering Grain- Needs to be Signed Every Year
- 4<sup>th</sup> Annual Wheat Tour



Location	2021	2022	2023	3 Year Avg.	YOY Change
Ontario Seeded Acres	1,080,000	930,300	<b>1,344,000</b>	1,118,100	145%
Ontario Insured Wheat Acres	1,022,340	552,328	<b>873,743</b>	816,137	158%
Lambton Insured Wheat Acres	69,600	52,550	<b>91,813</b>	71,321	175%



# SWWT & HRWT

- Currently running programs for both of these wheat classes, but there is a threshold we need to hit to continue to segregate.
- SWWT typically has a \$1 Premium over SRWT (right now we are above that)
- HRWT typically has a \$1 Premium over SRWT, with the potential for a \$10/mt (0.27 cents/bu) premium for protein levels
- Reach out for more information on either of these commodities for the 2023/2024 season!

# Soybeans

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- Old crop
  - Quality
  - Export Demand
  - Domestic Crusher Demand
- New Crop
  - Forecast Acreage
  - Projected Export Demand
  - Crusher bids/Margins
  - IP Soybean Program



Location	2021	2022	Yield/Acre	10- Year Weighted Average Yield Acre
Ontario Insured Soybean Acres	1,885,205	2,230,370	48bu/Ac	53bu/Ac
Lambton Insured Soybean Acres	181,666	230,311	46bu/Ac	51bu/Ac

# Corn

- Old Crop
  - 2022 Corn Quality
  - Local Ethanol Utilization
  - Spring Export Shipping (Sarnia/Hamilton)
- New Crop
  - Forecast Acreage
  - Demand

Location	2022	Yield/Acre	10- Year Weighted Average Yield Acre
Ontario Insured Corn Acres	1,752,813	184bu/ac	179bu/ac
Lambton Insured Corn Acres	103,171	178bu/ac	191bu/ac

# Contract Management

- You will see this change on your future contracts
- For those that provide email, we will email contract confirmations, otherwise we will mail them out.
- Contracts are for a grade 2



The buyers and sellers referenced on this contract acknowledge that they are authorized to enter into a binding agreement. Any errors or omissions must be confirmed in writing within 24 hours of receipt of contract, or contract is duly noted as accepted.

Other Grain  
Marketing  
Risk  
Management  
Strategies  
Offered by  
Wanstead

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### Merchants Plus

- Let StoneX Professionals market your grain for you

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### OTC Products

- Customize a product with a floor, ceiling, double-up, etc. (See next slide for example)

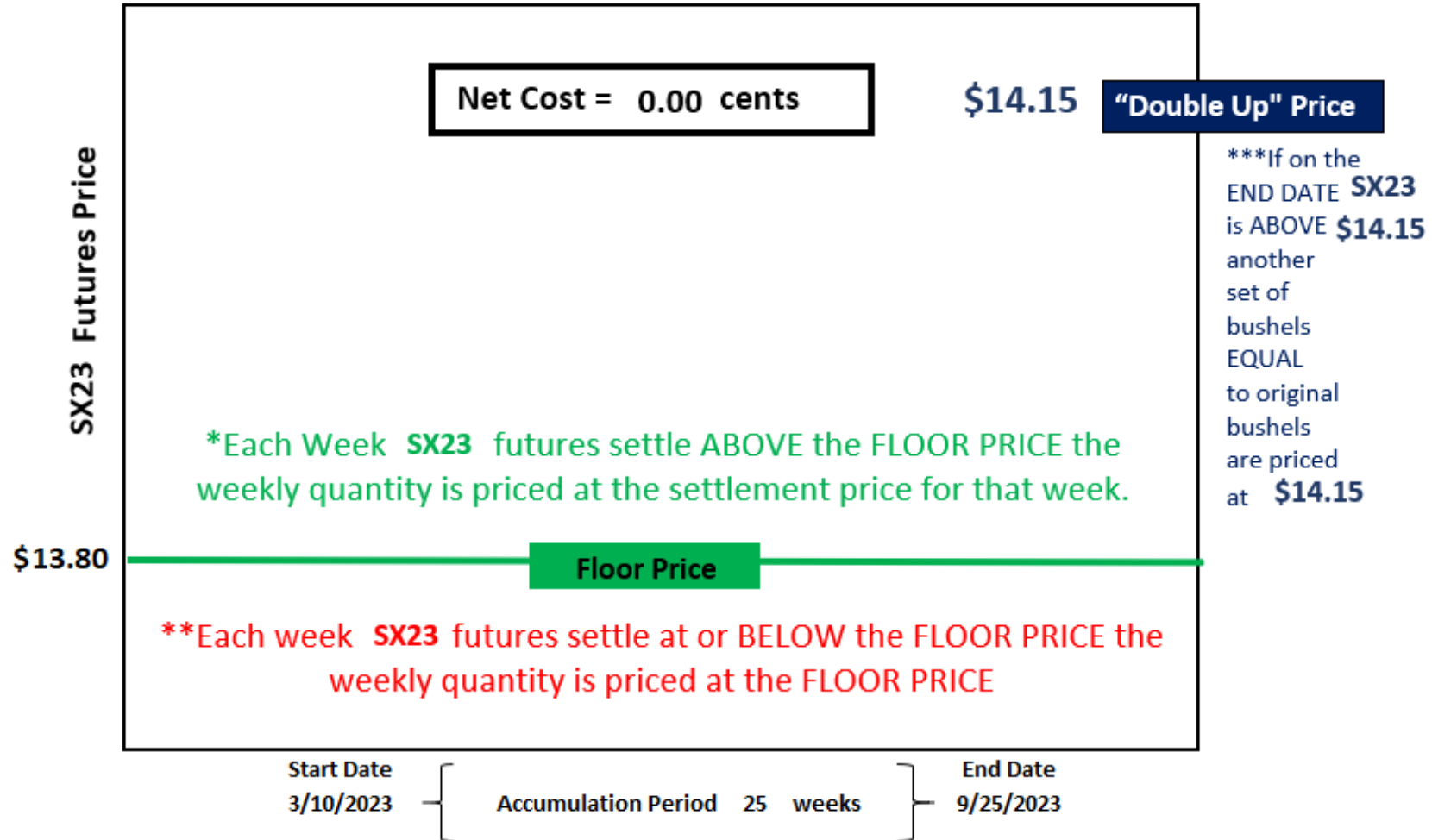
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### GPOs

- Place target price orders

# SX23 Producer Flex Floor + Bullet Call

3/6/2023





Please call Floyd or Megan with any Questions!

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Wanstead:  
519-845-3301

Alvinston:  
519-898-2861