



**United Oilseeds**  
THE LEADING BREAK CROP SPECIALIST



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# GROWING BREAK CROPS

AUTUMN 2021 EDITION / PRICE £4.50 (NON-MEMBERS)






## Independent Farmer-Owned Co-operative

- £12m net worth
- £1.16m annual profit to year end June 2020
- £320,000 profit share payment to trading members (£4.91m shared with members over the last 14 years – worth an average extra £1.40 per tonne for all your break crops traded)
- Increasing market share of UK and export break crop markets
- Largest and most consistently successful OSR marketing pools in the UK
- Fast-growing share of small seed market through Hubbards Seeds
- 200,000 mt of break crop storage capacity throughout the UK
- 4,500 farmer members



 BASIS points are available for this publication – the details can be found within this booklet. Growers who wish to claim the points should email [cpd@basis-reg.co.uk](mailto:cpd@basis-reg.co.uk) with the reference number as well as their membership number, postcode and date of birth.

## In this issue

- 3 Welcome from the Chairman and Managing Director
- 4 Join the Ryevolution!
- 5 Gross Margins
- 6 Market Update
- 7 Pool Marketing
- 8 Battling the Beetle
- 9 A&M Turney – Farming & Grain Management
- 10 The Value of Vigour
- 12 Aurelia and Acacia take the Top Spot
- 13 Aurelia and Annika
- 14 2021 – Autumn Seed Portfolio
- 18 Stewardship on your Arable Farm
- 19 Trees and Hedging from Hubbards Seeds
- 20 United Oilseeds – the Financial Benefits
- 21 Ian Pugh, Senior Area Manager, Retires
- 22 Your United Oilseeds Contacts

### CEREALS EXHIBITION 30 JUNE – 1 JULY 2021 BOOTHBY GRAFFOE, LINCS

United Oilseeds is supporting British farmers and farming by exhibiting at Cereals again this year.

Please come and see us on stand 412A and meet the whole team.

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## Welcome from the Chairman

Welcome to the autumn edition of Growing Break Crops. United Oilseeds is one of Britain's most successful farmer co-operatives and I thought it would be worth highlighting our continuing strength and financial security. Your farmer-owned co-operative was founded in Hampshire in 1966, and since then has achieved 55 years of success and grown to become a nationwide organisation and key player in the UK market.

Despite the pandemic and the effects of significant pest attack to crops in 2019, United Oilseeds made a profit of £1.16 million on a turnover of £142.5 million for the last financial year (2019-20) and increased its net worth to £12 million. I am delighted that we were able to make a profit share payment to members of £320,000, bringing the total amount of profit share payments made to members over the last 14 years to £4.91 million.

The 2021 harvest crop looks good and we anticipate an increase in OSR plantings this autumn. Thank you for your support and we look forward to a brand new and successful season for all our members and customers.



Troy Stuart  
Chairman

## Managing Director's View

### £450.00 / Tonne for OSR for Harvest Movement

Over £450 per tonne for your oilseed rape! At the time of writing, this is the price growers could achieve for their harvest 2021 crop, based on the contract price and additional quality bonuses.

OSR is not only the most valuable break crop farmers can grow, it is also the most valuable combinable crop to grow, after first feed wheat.

The significant increase in market prices for oilseed rape is largely the result of supply and demand dynamics. Whilst the current UK OSR crop is looking good, the actual harvestable crop area is lower than in 2020, due to lower planting levels last autumn.

### OSR in Huge Demand

The annual UK home market demand for OSR is approximately 1.9 million tonnes. In 2020, the UK harvest produced just over one million tonnes and this year's harvest will likely produce only a slightly higher tonnage. That is an enormous shortfall and one that will almost certainly continue in 2023.

This supply versus demand dynamic is bullish for the UK market and helps to explain the recent huge rise in oilseed rape market prices we have seen.

### High Gross Margins

Whilst the market price is high, so are the gross margins that growers can achieve with oilseed rape. Growers can attain a gross margin of over £1,049 per hectare with winter oilseed rape for harvest 2022, November movement, which makes it by far the most profitable break crop for UK farmers.

## An Excellent Opportunity and Improved Varieties

There is a superb opportunity for growers to drill OSR and take advantage of the buoyant home market demand and higher prices to maximise returns on their crop. There are excellent OSR varieties available to help growers, which feature "stacked traits" such as rapid development, pod shatter resistance, RLM7 Phoma resistance and resistance to Light Leaf Spot and Turnip Yellow Virus (TuYV).



Chris Baldwin  
Managing Director

## Establishment Assurance Schemes

There are also varieties available that come with Risk Share Assurance, helping provide peace of mind with a potential rebate on your seed cost, if your crop fails to establish.

## Guaranteed Premiums

It is worth noting that you can obtain guaranteed premiums with buyback contracts from United Oilseeds on specialist OSR varieties for the HEAR and HOLL markets.

## Pools Marketing

If you don't want to rely on fixed price marketing, United Oilseeds has three crop marketing pools which will help combat volatility in the market (see page 7).

The potential financial rewards from growing oilseed rape are clear. And with improved varieties, specialist markets and the proven pool marketing and fixed price solutions available from United Oilseeds, our members and customers have a real opportunity to benefit from including OSR in their rotations again.

# Join the Ryevolution!

Hybrid Rye is increasingly becoming an attractive break crop for farmers to grow, with rising demand from pig finishing units now evident.



By David Whyte  
Commodity Trader,  
United Oilseeds

represents an excellent market opportunity for United Oilseeds members and customers.\*

## Oats Update for 2021/22

The two largest English processors of oats are both increasing their production capability with a view to being able to up production by 20% to 35% by 2023/25. There is no doubt that oats are an excellent food source with a particular appeal to vegans, vegetarians and people with a gluten intolerance. While these increases are very exciting and should be good for the UK farmer, an air of caution was sounded to avoid over production. There are very limited contracts based around wheat futures and excessive production may limit the profitability of the crop.

The other increase in the market is in oat milk. Global oat milk demand is forecast to rise at an annual rate of 15% from 2021 to 2027. This will directly drive raw oat and oat product use rapidly higher, globally.

Because oat crops have a smaller environmental impact than dairy, almonds and soy, oat milk is also a more sustainable option. Oat milk has hit the mainstream coffee-shop scene with Starbucks now carrying oat milk nationwide and incorporating it into its menu.

While Almond milk continues to dominate the plant-based milk segment with a 63% market share, oat milk has passed soy milk to reach the number 2 spot. We welcome this, but would try and encourage growers to keep a well-balanced rotation, which includes Oats and also OSR, Pulses and Linseed.

**For details of United Oilseeds Hybrid Rye Buy back contracts, please contact your local Area Managers, (see page 22) or call us on 01380 729200.**

Many believe this is a positive development as the agricultural and financial benefits rye offers has, to some extent, been overlooked in favour of other types of grain.

Rye is regarded as a highly sustainable and low input grain. It is tolerant of drought and can be grown on poorer soils where there may be a nutrient deficit or PH imbalance. This is partly due to its deep root system which takes up water for the plant during hot months.

In good soil conditions, Rye can achieve yields in excess of 10t/ha. It also has good winter hardiness and can be cultivated on dry and light soils. Nitrogen requirements are low (around 100 kg/ha N compared to 2nd wheat) and Rye has a low disease risk, typically requiring 1-2 fungicides for brown rust control.

For pig units, rye offers a range of advantages. It provides benefits for gestation, farrowing and lactation, as well as boosting gut health and improving behaviour by increasing satiety levels and reducing competition for feed.

Growing requirements include free draining, acidic or sandy soils of moderate fertility, and 650 mm or less annual rainfall.

In addition to a growing demand from pig herds, Rye is also in demand from distillers and millers and

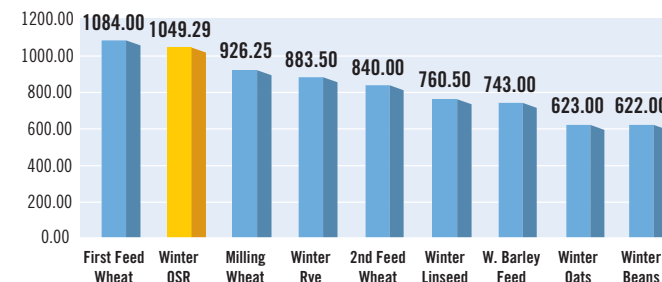


\* Technical information supplied by KWS.

# OSR – £1,049.29 Gross Margin per Hectare & £429.50 per Tonne with Quality Bonuses

OSR growers can make an estimated gross margin of £1,049.29 per hectare with their “00” winter OSR for Harvest 2022. This is more than any other break crop and more than every other combinable crop aside from first feed wheat.

Estimated Gross Margins/Ha (£s) 2022 (November)



Estimated Gross Margins Harvest 2022 (November)

Output	First Feed Wheat	Winter OSR	Milling Wheat	Winter Rye	Second Feed Wheat	Winter Linseed	Winter Barley Feed	Winter Oats	Winter Beans
Value/tonne £s	170	429.50	175	149	170	405	155	150	210
Yield/Ha	9.2	3.5	8.35	8.5	8.1	2.5	7.4	6.3	4.3
Gross Income £s	1564	1503.29	1461.25	1266.50	1377	1012.50	1147	945	903
<b>Less Variable Costs</b>									
Seed £s	63	65	69	106	110	95	77	67	100
Fertiliser £s	167	155	202	140	155	77	132	118	49
Sprays £s	250	234	264	137	272	80	195	137	132
Total Variables £s	480	454	535	383	537	252	404	322	281
<b>Gross Margin/Ha £s</b>	<b>1084</b>	<b>1049.29</b>	<b>926.25</b>	<b>883.50</b>	<b>840</b>	<b>760.50</b>	<b>743</b>	<b>623</b>	<b>622</b>

With demand for OSR likely to remain high and market prices buoyant, rapeseed growers could achieve over £429 per tonne for their crop, with quality bonuses included.

As you can see from the table and charts above and right, these calculations are based on a fairly conservative base price for OSR of £385 per tonne.

Domestic demand for OSR is likely to outstrip supply well into 2020 and beyond, so there is an excellent financial opportunity for growers to include OSR in their rotation this autumn and grow for the Home Market.

## Grower's OSR Crop

(Assuming £385 / t base price)

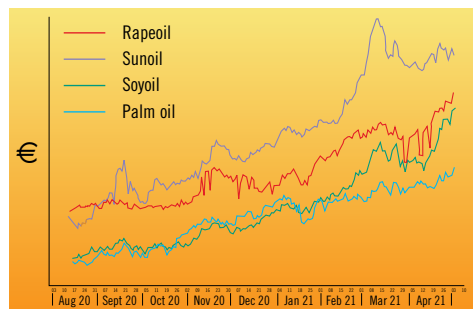
<b>Oil Content 45.5%</b>	Oil Content Bonus at 1.5% of contract price for every one per cent above 40% = <b>8.25% bonus</b>	£31.76
<b>Moisture 7.29%</b>	Moisture bonus at 1% of the contract price for each one per cent below 9% = <b>1.71% bonus</b>	£6.58
<b>Admixture 0.40%</b>	Admixture bonus at 1% of purchase price for every one per cent below 2% = <b>1.60% bonus</b>	£6.16
	Total Bonus	£44.50
<b>Contract Price</b>		£385
	<b>TOTAL PER TONNE</b>	<b>£429.50</b>

# Bullish Fundamentals are Keeping Rapeseed Prices High

Prices have risen spectacularly since last year despite the coronavirus pandemic potentially reducing demand.

The main driver of increasing world oilseeds prices has been the rise in vegetable oil prices, with sunflower oil, rape oil, soy oil and palm oil showing increases over the last year. Some of the reasons for the price rises include lower harvests on rapeseed and sunflowers, whilst the palm harvest has been affected by a shortage of labour in Indonesia and Malaysia. Also, biofuel mandates on biodiesel are still steady throughout the world, meaning that this demand is relatively inelastic and the price rises that have occurred are doing little to stifle consumption.

## Vegetable Oil Comparison



Highlights the premium of rapeoil to other vegetable oils, although a shortage of sunoil now makes it a premium over rapeoil.

Supply issues on rapeseed stem from an exceptionally low EU rapeseed harvest for 2020. This has necessitated large imports from Ukraine, Canada and Australia. Fortunately yields in Australia were good for the latest harvest which have helped the supply into Europe. This has been necessary due to the reduction of imports from Canada. Canadian stocks are now very tight and prices are at a large premium to EU harvest supplies. European demand for harvest rapeseed will be robust with the possibility of Ukrainian rapeseed being exported to Pakistan, Mexico or even Canada.



By Owen Cligg  
Trading Manager,  
United Oilseeds

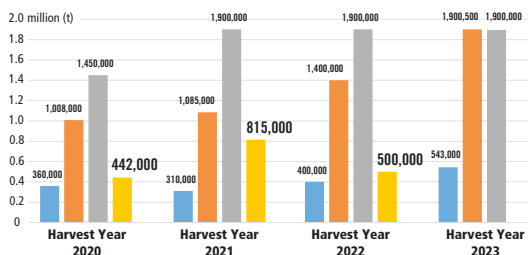
## Rapeseed – International Trade Flows



The Ukrainian OSR crop size was down and all headed to Europe. Canada's OSR coming to EU was at least 1 million tonnes but now uncompetitive. Most Australian OSR will come to Europe and their crop is 1 million tonnes up on last season.

Looking closer to home the supply demand picture for rapeseed within the UK will also be very tight for the coming harvest. The main crushing plant at Erith is now up and running after its fire last June and could possibly crush 1.0 million tonnes for the coming season. However, this will necessitate large quantities of imports as the total UK demand of 1.9 million tonnes can only be partially filled by an estimated home production of around 1.0 million tonnes.

## OSR Demand in UK 2021–23



The OSR market has an annual home demand of 1.9 million tonnes, but nowhere near enough supply. The shortfall will continue until at least 2023.

# Pool Marketing

This season forward sales have always looked uninspiring when prices have risen as steeply as they have. However, we are still pleased with our harvest 2021 pool result which represents a £10.00/tonne improvement on the previous harvest before we had seen the main market rally. Long Pool and Carte Blanche prices have also performed well being able to take advantage of the market rally.

Looking forward to this season, our close relationship with the crushers means we can take advantage of higher prices early in the season and also maintain physical movement to ensure the timely movement of crop that growers require. Also, our large network of over 50 stores will allow us to move rapeseed quickly and efficiently at harvest. This will be particularly important for this harvest as the export market will be uncompetitive.



Phil Sangwell

## Choice of Pool Movement Period

There are three pools and movement periods to suit all members' 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.

## HOLL Pools

- Harvest, Long & Carte Blanche Pools available
- Added premium for HOLL over and above 00 varieties
- Market outlets for domestic and export use covering the whole of the UK
- Storage solutions throughout the UK

## HEAR Pools

- Harvest, Long & Carte Blanche Pools available
- Added premium for HEAR over and above 00 varieties
- Market outlets for export use covering the whole of the UK
- Storage and drying solutions throughout the UK

# Battling the Beetle

**The fight against cabbage stem flea beetle (CSFB) continues for another year, as does the effort to find ways to control the pest. The season began positively with many growers seeing much less damage from the adults in the autumn. This cause for hope meant that the high larval loads seen in many crops over the winter and spring was all the more demoralising. Nevertheless, overall crop performance is better this year than last, with growers in March/April 2021 reporting that 89% of crops will be taken to harvest compared to 61% in 2020 (data from Bayer's National Cabbage Stem Flea Beetle Management Study, run in conjunction with ADAS and NIAB).**



**Dr Sacha White, Senior Research Entomologist Soils, Agriculture and Water ADAS**

A new three-year AHDB and industry funded (including United Oilseeds) project commenced in summer 2020. "Reducing the impact of CSFB on OSR in the UK" (led by ADAS and Harper Adams University) aims to improve understanding of the pest's biology and investigate alternative management methods, and messages are emerging already. Foremost, drill date and the conditions at or around drilling are critical to determining whether crops avoid CSFB or are able to mitigate against the damage caused by the pest. The key to this is that the CSFB migration tends not to begin in earnest until end August/start September, before peaking in mid-September (although migration can shift slightly geographically and annually). This means that crops drilled before mid-August are likely to be well established and at a stage that can tolerate significant amounts of adult CSFB feeding damage by the time migration peaks. These crops have the lowest chance of being wiped out by adult CSFB. However, early drilled crops tend to have the highest larval loads in the autumn and spring. This is because CSFB tend to arrive earlier in these crops and the total number that arrive is generally higher. This also means that egg laying and development usually occurs in warmer conditions than in later drilled crops. As a result, more eggs are laid, they develop more quickly and more survive than in later drilled crops.

Crops drilled from mid-September onwards suffer the lowest larval pressure and, because they can emerge after the peak of adult migration has passed, can also

experience fairly low adult feeding pressure. Crops drilled between mid-August and mid-September are at greatest risk from adult CSFB, especially those drilled from end August to early September. This is because these crops are at vulnerable growth stages when CSFB migration peaks. The main caveat to the drill date question is that the presence of soil moisture or the imminent arrival of rain is key. Crops drilled early into dry seedbeds followed by little rain will be at high risk from adult CSFB because they will emerge slowly and unevenly.

There are a range of other management options (e.g. trap crops, stubble management, organic amendments) that have been investigated to varying degrees.

I suspect that the benefits of each will vary with drill date. For example, an early drilled crop is likely to be in a strong position to survive adult CSFB damage so management options should focus on mitigating against larval damage. This might include selecting a variety with good spring vigour (to grow away from larval feeding), using a low seed rate (as bigger plants in the spring are likely better able to tolerate larvae) and defoliation (though this should be timed carefully). Other management options may better suit later drilled crops. For example, approaches that reduce adult feeding damage by deterring or drawing away adult CSFB or make it difficult for them to find the crop (such as leaving volunteer OSR as a trap crop or leaving

long stubble) may protect crops that are at vulnerable stages during peak CSFB migration. For crops drilled in the second half of September, choosing a variety suited to the conditions is critical. Project work will investigate management options in trials to identify those approaches that provide reliable control, how to optimise them and how they can be combined with other management options.

We're looking for sites this summer to host trials and monitor CSFB activity so if you're interested in getting involved then please contact me at: [sacha.white@adas.co.uk](mailto:sacha.white@adas.co.uk)

**Project Funders are: AHDB, Bayer, BASF, Cotton Farm Consultancy, DSV, Elsoms, Frontier, Innovative Farmers, KWS, Limagrain, Syngenta, Tuckwells, United Oilseeds, Yara.**

## A&M Turney Limited

**GRAIN STORAGE AND PROCESSING SOLUTIONS FOR FARMERS MERCHANTS AND END USERS**

**A&M Turney Ltd is a family owned farming and grain management business, based near Stratford upon Avon in Warwickshire. They also store Oats, OSR and Beans. They are located just 3 miles off the A46 and 5 miles from the M40 / M42 Junction 16.**

The business is managed and operated day to day by Robin Turney and his seven-strong farm, grain lab and stores operatives, all of whom are focused on the needs of the company's customers.

Their site at Pools Barn Farm is conveniently located to service local farms as well as national merchants, taking grain straight off farm at harvest or later in the year as stores are emptied or as drying and cleaning is required. Their aim is to provide farmers, merchants and end users with flexible, efficient and competitive grain storage and processing solutions, so that they can achieve the best return possible for their grain. They store all crop types including cereals, pulses and oilseeds.

### The Grain Lab

Turney's have a fully equipped grain lab, which is TASC accredited by KIWA. The weighbridge and stores are managed using the store reconciliation software "Black Cat", which captures data from the weighbridge and the testing instruments to report on every load coming in and going out, so they know exactly what weight and quality is arriving at and leaving the store on every load.

The Laboratory Manager provides customers with daily stock and quality reports during harvest intake as well as monthly stock returns, so their customers know exactly what stock they have and what quality it is. He pre-selects the crop and quality parameters for each

of the 10 separate stores, to ensure that different grades of grain can be kept separate.

### Grain Processing

Once the Lab Manager has approved the load to tip and selected which store to allocate the load to, the Store Manager then takes control of the load. 6 of the 10 stores are filled via 2 large intake pits, which each can hold 100 tonnes of grain, allowing 3 bulkers to tip back to back, with no waiting.

Pits, cleaners and all handling kit are covered and entirely weather proof, which makes for seamless crop handling and the ability to keep stock clean and dry whatever the weather.

### Storage

A&M Turney have 10 separate TASC accredited flat stores, with over 30,000 tonne capacity. 26,000 tonnes of their capacity is less than six years old and the company has made significant investment in new state of the art buildings since 2014.



# The Value of Vigour



How important is vigour when selecting an oilseed rape variety and how is it measured?

Liam Wilkinson, Technical Arable Officer with breeders Limagrain UK, discusses the approach that Limagrain takes to measure vigour and how this value can be used by growers to optimize establishment in their oilseed rape crops.

Industry wide there is much debate about the value of vigour in oilseed rape varieties – reflecting the challenges the crop faces from autumn drought, weeds, adult Cabbage Stem Flea Beetle (CSFB) as well as the threat from spring CSFB larvae.

If a plant can get up and out of the ground and grow away quickly in the autumn producing biomass, it has a much better chance of survival. It's a similar story in the spring – when faced with high CSFB larval burdens, the plant needs to 'wake-up' and grow away as quickly as possible.

A well established plant with a good sized canopy that's not too large, and has good roots will over-winter better. A well established closed canopy can also have a substantial effect on weed competition, and should not be underestimated. A long tap root is essential for a plant to access the resources to get going again in the spring.

But how does a grower select a "vigorous" variety when there is no standardised measurement for either autumn or spring vigour?

UK growers now have a choice of an excellent range of both hybrid and conventional varieties that offer 'autumn and spring vigour' which help to mitigate many of these establishment challenges, continues Mr Wilkinson.

But with no standardised measurement for vigour, it's a claim that anyone can make based on a very subjective basis.

Pressure from breeders and growers is pushing the AHDB to recognise the urgent need to address this issue. Whilst the AHDB carries out early vigour scores which are recorded on the one year harvest results, it is not a value that is carried over onto the Recommended List (RL).

The basis of this scoring is on a sliding scale of 1-9, where 1 is a very weak variety and 9 representing the most vigorous variety on a field by field basis.

Clearly this is open to a large amount of interpretation and variation between varieties, fields and locations!

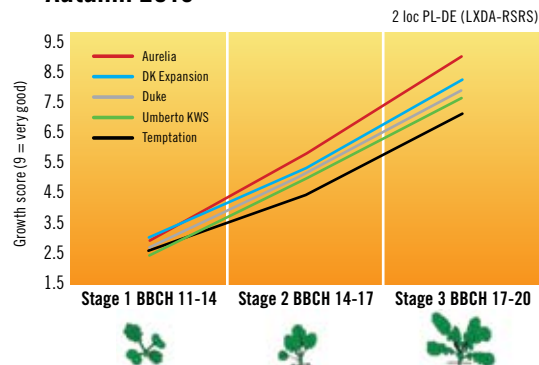
In the absence of official vigour scores on the RL, there are various methodologies that have been adopted to measure vigour across the industry. Remember however, no-one knows a variety as well as the breeder.

We pull varieties apart and really understand the genetics behind the growth habits of particular varieties in the autumn and spring – what we call the growth kinetics of the plant – which are genetically set.

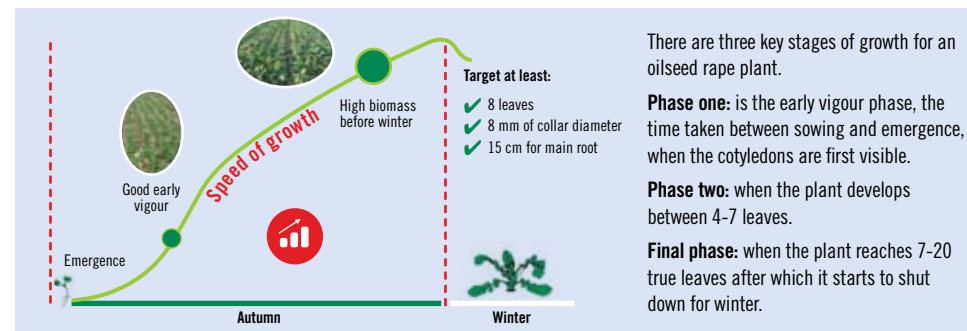
Every variety is different; some varieties can be very fast to establish but may slow down later in the autumn whereas others take a bit longer to establish but once their roots are down, they keep growing later into the autumn, and all of this relates to the 'vigour' of the crop.

Limagrain has invested much time and resource into generating 'absolute vigour scores' that can be understood and used by growers.

## Kinetic Growth Comparison Autumn 2019



This is based on the speed of growth, or the rate of a plant's ability to build biomass over a period of time – so the rate of change of Green Area Index (GAI) over time.



The key starting point is to recognise that vigour is not a point in time measurement, it is a reflection of the plant's dynamic growth through the autumn and reflects the speed of growth and ability of the plant to accumulate biomass.

By measuring biomass at each of these stages it provides set of standardised values which we term autumn dynamic growth, that give a much more accurate set of values allowing for varieties to be easily compared.

Spring vigour is tied into daylight changes and how early the plant flowers, or comes out of dormancy, so is more straight forward to measure.

Understanding how a particular variety develops at these three stages, and being able to create vigour values related to these, means that as breeders we are very well informed to provide advice on where a variety should be drilled.

When plotted on a graph, it is easy to see the differences in autumn dynamic growth between varieties. (See Kinetic Growth graph opposite).

Varieties such as Aurelia can be drilled earlier as they establish and put on biomass well in the autumn which means that they get up and away quickly, but then they tend to sit in the winter, so their canopies do not get too big.

Location can influence how vigour rankings are used, for example further north it might be more useful to choose a variety that gets going in the autumn, then sits and waits a bit longer in the spring for conditions to become more favourable, such as once the threat from frosts has passed.

Limagrain has put together an overview of all its key oilseed rape varieties with autumn and spring vigour value based on this approach.



Harald Hoyer

# Aurelia and Acacia Take Top Spot



Top performing conventional and hybrid varieties become the most popular choice for farmers in 2020.

Fresh on the back of an unprecedented showing in the 2020/21 recommended list, both Acacia and Aurelia have become firm favorites of farmers across the country.

“It’s certainly an exciting time for the Limagrain OSR breeding programme as this is the first time that any breeder has achieved this leading position with this many varieties. It is a reflection of our focus on breeding high yielding, trait-loaded varieties aimed specifically for the UK farmer,” points out Vasilis Gegas, Limagrain’s OSR European Portfolio Manager.

Acacia is the highest gross output conventional variety for the east/west and north regions, with a gross output of 107% and 104%, respectively.

“The variety is very vigorous in both the autumn and spring, combined with good disease resistance and short and stiff straw”.

“Acacia is suited to the main OSR drilling window but is also useful in a late sown slot.”

“Aurelia is another of Limagrain’s fully loaded hybrids, setting a new benchmark for hybrid performance in the UK.”

Not only does Aurelia offer an extremely high gross output, and the Limagrain full complement of traits such as TuYV resistance, pod shatter resistance and RLM7 against stem canker, it also offers the highest

combined rating for agronomic merit of any variety on the AHDB recommended list.

Market data compiled by United Oilseeds indicates that Aurelia and Acacia have become the UK’s number 1 hybrid and conventional varieties, respectively. “I’m delighted that farmers have realised what Acacia and Aurelia have to offer and so many have chosen to grow them this year. I’ve already heard many good stories of how they are performing on farm, which is what matters the most. It was especially heartening to hear positive harvest reports in 2020 after such a challenging year for the crop,” says Dr Gegas.

Both continue to win accolades in the YEN (Yield Enhancement Network) awards with Acacia claiming Gold for the highest yield of oilseed rape in 2020, as well as the highest yield potential category producing a staggering 69% of its potential, a full 8% clear of the second placed entry. Aurelia scooped two out of the three Establishment Beauty Contest awards on offer last autumn, winning in both the early and late drilled slots.

“Acacia and Aurelia still have top positions on the 2021/22 recommended list, this combined with their now tried and trusted performance on farm mean we expect them to retain their top spot for the season to come and to continue to deliver for farmers in future years,” concludes Dr Gegas.



# Britain’s Top Selling OSR Variety



Hybrid variety Aurelia, bred by Limagrain, is Britain’s top selling oilseed rape variety, accounting for a massive 11.25 % market share of all types of certified OSR seed grown in the UK.

This market dominance has seen Aurelia become the first-choice OSR variety with good reason, as it offers growers a superb trait-loaded package with high gross output and has very swiftly proved itself on farm.

Offering excellent autumn and spring vigour, Aurelia grows away from potential pest attack quickly and establishes fast to give potentially higher yields.

A fully trait-loaded variety, it features a solid disease package for all regions, providing pod shatter resistance, gene specific RLM7 resistance to Stem Canker and also resistance to Turnip Yellow Virus (TuYV).

UK recommended, Aurelia is a robust hybrid variety with twin “8” ratings for lodging and stem stiffness, which are highly valuable traits for oilseed rape when grown in the type of weather conditions we have experienced over the last year.

Aurelia is an outstanding, high performance hybrid variety that has recorded some huge yields for farmers all over the country and is available from United Oilseeds with deferred payment until 14th December 2021.

## GROSS OUTPUT

UK %	107
East / West %	107
North %	106

Oil content %	45.3
Plant height (cm)	155

AHDB UK Recommended



## AGRONOMIC PROFILE

Earliness of flowering	6.8
Earliness of maturity	5.3
Stem stiffness	7.8
Resistance to lodging	7.8
Autumn vigour*	8.5
Spring vigour*	7.5
Stem Canker	7.2
Light Leaf Spot	7.4

Data from the AHDB Oilseed Rape Recommended List 2021/22. On the 1-9 scales, high figures indicate that a variety shows the character to a high degree (e.g. high resistance). Agronomic features marked with \* are breeders perspective.

# Annika – Conventional Candidate for Early Drilling



Annika is the new AHDB Candidate variety from Limagrain. A conventional variety, it is especially suited to the early drilling slot and has a strong disease resistance profile.

Particularly noteworthy is Annika’s genetic resistance to Turnip Yellow Virus (TuYV). This protects against the symptoms of TuYV, which is a virus transmitted by aphids and can cause up to 30 % drop in yield and a 3 % loss in oil content.

Annika is a shorter plant and has a double “9” rating for lodging resistance and stem stiffness. These qualities make it ideal for standing up to the unsettled and blustery weather we have been experiencing in the UK.

**LG oilseed rape TuYV resistance trait fee:** This will be collected alongside the Farm Saved Seed royalty. But as an introductory offer, the trait fee for certified seed purchased in 2021 & applicable to Farm Saved Seed sown in 2022 will be set at £0 (Zero).

## GROSS OUTPUT

UK %	106
East / West %	109
North %	102

Oil Content %	45.3
Plant Height (cm)	138



## AGRONOMIC PROFILE

Earliness of flowering	4
Earliness of maturity	5
Stem stiffness	9
Resistance to lodging	9
Autumn vigour*	5
Spring vigour*	6
Stem Canker	6
Light Leaf Spot	7

Data from the AHDB Oilseed Rape harvest trials 2021. On the 1-9 scales, high figures indicate that a variety shows the character to a high degree (e.g. high resistance). Agronomic features marked with \* are breeders perspective.

## ACACIA Conventional

Acacia is the top conventional variety on the AHDB Recommended List 2021/22 with excellent performance across all areas of the UK.

- Highest yielding UK recommended conventional variety on the 2021/22 list
- High autumn & spring vigour
- High oil content 45.7
- Anastasia cross
- Excellent agronomic package
- Robust plant type, stiff straw and high resistance to lodging
- Solid disease resistance

Data sources: AHDB Recommended List, Winter Oilseed Rape 2021/22.  
Agronomic features marked with \* are breeders perspective.



### VARIETY CHARACTERISTICS

Variety type	Conventional		
	UK	E/W	N
Recommendation	UK		
Gross output %	107	107	104
Seed yield %	106	107	104
Shortness of stem	7		
Lodging	8		
Stem stiffness	9		
Flowering	6		
Maturity	5		
Oil content %	45.7		
Light Leaf Spot	6		
Stem Canker	5		
Autumn vigour*	6		
Spring vigour*	6		

## DK EXSTAR Hybrid

The best combination of characters for early August drilling as well as the main sowing slot.

- Natural higher output successor to Exalte/Extrovert
- Vigorous establishment and rapid autumn development
- Pod shatter resistance and RLM7 double Phoma resistance
- Twin 8 scores for LLS & Stem Canker
- Excellent lodging resistance and stem stiffness
- Establishment Scheme available

Data source: AHDB Recommended List, Candidate Varieties 2018/19.

### VARIETY CHARACTERISTICS


Gross output %	105
Oil content %	45.3
Vigorous establishment	YES
Autumn development	RAPID
Earliness at regrowth	MID
Earliness at flowering	6
Earliness at maturity	6
Plant height	6
Lodging resistance	9
Stem Stiffness	8
Pod shatter resistance	YES
Phoma resistance	8
Light Leaf Spot	8

## BARBADOS Conventional

The early driller that looks after itself, Barbados has a strong following throughout the UK and has consistently delivered good results on farm.

- Recommended for the North
- Early drilling variety
- Stiff straw with strong establishment
- Good Verticillium Stem Stripe tolerance
- Very good disease resistance portfolio
- Strong agronomic package
- High resistance to lodging and good stem stiffness at maturity
- Relatively late maturing

Data sources: AHDB Recommended List, Winter Oilseed Rape 2021/22.  
\* KWS Internal scoring (out of 5) for Verticillium Stem Stripe tolerance.



### VARIETY CHARACTERISTICS


Variety type	Conventional		
	UK	E/W	N
Recommendation	North		
Gross output %	97	96	101
Seed yield %	97	97	101
Shortness of stem	6		
Lodging	8		
Stem stiffness	8		
Flowering	6		
Maturity	4		
Oil content %	45		
Light Leaf Spot	7		
Stem Canker	7		
Verticillium Stem Stripe tolerance	★★★★★		

## CONSTRUCTOR CL Hybrid

Hybrid variety with tolerance to Clearfield® herbicides, with the added security of TuYV and pod shatter resistance.

- UK candidate variety 21/22
- TuYV resistance, pod shatter resistance
- Mid to early maturity
- Step forward in yield potential within the Clearfield sector
- Resistance to lodging and stem stiffness both score 9's

Data source: AHDB Candidate 2021/22.  
Agronomic features marked with \* are breeders perspective.



### VARIETY CHARACTERISTICS


Autumn vigour*	8
Spring vigour*	7
Flowering	5
Maturity	7
Lodging	9
Stem stiffness	9
Light Leaf Spot	5
Stem Canker	5

## Duplo Hybrid

DUPLO is one of DSV's flagship triple-layer varieties, combining top yields and high oil with three important traits from DSV. Just added to the AHDB Candidate List, DUPLO has been fast tracked to the UK market due to its exceptional vigour.

- AHDB E/W Candidate variety
- 1.8M seed pack (20% extra seed)
- Exceptional autumn and spring vigour, produces a big root early
- TuYV resistance, RLM7+ Phoma resistance and pod shatter resistance
- High resistance to lodging and stem stiffness
- Improved N-efficiency
- Stable high yields in dry locations

Data source: AHDB Candidate List 2021/22.



### VARIETY CHARACTERISTICS


Gross output %	109
Seed yield %	107
Oil content %	46.8
Lodging	8
Stem stiffness	8
Flowering	5
Maturity	6
Light Leaf Spot	5
Stem Canker	9

## MATRIX CL Hybrid

As the first Quad Layered PNN Variety from DSV, MATRIX CL marks a huge step forward in breeding innovation being the first variety to stack four complex traits together without compromising yield.

- UK candidate variety 21/22
- TuYV protection, pod shatter resistance, RLM7+ resistance to Stem Canker, Quad trait stacked variety
- Verticillium Wilt tolerance
- Very strong resistance to lodging and high stem stiffness
- Oil content 46%

Data source: AHDB Candidate List Trials 2021/22 and DSV.



### VARIETY CHARACTERISTICS

	UK	E/W	N
Gross output %	103	108	96
Oil content %	46		
Flowering	5		
Maturity	6		
Lodging	9		
Stem stiffness	8		
Light Leaf Spot	5		
Stem Canker	9		



## DK IMPRINT CL Hybrid



The next step forward in Clearfield. Recommended for the whole UK topping the 2019 NIAB TAG Clearfield performance trials.

- New Clearfield variety with UK recommendation
- Vigorous establishment
- Rapid autumn development
- Pod shatter resistance
- Excellent Stem Canker resistance and good LLS resistance
- Oil content 43.8%
- Establishment Scheme available

Data source: AHDB Recommended List 4 year yield (RL and NL2 varieties) 2017-2020.



### VARIETY CHARACTERISTICS

Gross output %	95
Oil content %	43.8
Earliness at regrowth	MID-LATE
Earliness at flowering	5
Earliness at maturity	5
Plant height	6
Lodging resistance	8
Stem Stiffness	6
Pod shatter resistance	YES
Phoma resistance	8
Light Leaf Spot	6

## CROME Clubroot Hybrid



Crome is a restored hybrid with a Specific Recommendation (Sp) by AHDB for the UK in 2021/22 for growing on land infected with common strains of clubroot. It has a high gross output, is early maturing with a high yield, good stem stiffness and resistance to lodging.

- UK recommended 21/22
- High yielding with high oil content (46.3)
- Good stem stiffness and resistance to lodging
- Early maturing

Data Source: Recommended List for winter oilseed rape 2021/22.



### VARIETY CHARACTERISTICS

Gross output %	101
Oil content %	46.3
Resistance to lodging	8
Stem stiffness	8
Shortness of stem	6
Earliness of flowering	7
Earliness of maturity	5
Light Leaf Spot	6
Stem Canker	4



## V3670L (HOLL) Hybrid



The Extra Strength HOLL choice.

- Natural successor to V3160L with higher output (101%) and greater agronomic strength
- Oil content 45.0%
- Rapid autumn development and vigorous establishment
- Very good resistance to lodging and good stem stiffness
- Pod shatter resistance

Data source: Dekalb Private Data 2 year summary 2019 & 2020.



### VARIETY CHARACTERISTICS

Gross output %	101
Oil content %	45
Vigorous establishment	YES
Autumn development	RAPID
Earliness at regrowth	MID-LATE
Earliness at flowering	7
Earliness at maturity	5
Plant height	6
Lodging resistance	8
Stem stiffness	6
Pod shatter resistance	YES
Phoma resistance	5
Light Leaf Spot	6
HOLL Hybrid	YES

## RESORT (HEAR) Hybrid



Resort is a high erucic acid rape (HEAR) restored hybrid variety intended for specialist use in industrial processes and is a UK Described variety on the AHDB List in 2021/22.

- UK Described Variety on the RL 21/22
- High oil 45.7%
- Good resistance to lodging and high stem stiffness
- Good resistance to both Stem Canker & Light Leaf Spot

Data Source: Recommended List for winter oilseed rape 2021/22.



### VARIETY CHARACTERISTICS

Gross output %	92
Oil content %	45.7
Resistance to lodging	8
Stem stiffness	8
Shortness of stem	6
Earliness of flowering	7
Earliness of maturity	5
Light Leaf Spot	6
Stem Canker	5

## DK PLASTIC Clubroot Hybrid



The New Clubroot Resistant All-Rounder.

- New clubroot resistant all-rounder with a step up in yield and oil content over DK Platinum
- Rapid autumn development to suit a wide range of sowing dates
- Vigorous establishment
- Pod shatter resistance, double Phoma resistance and moderate resistance to Light Leaf Spot

Data source: Dekalb Private Data 3 year summary 2018 to 2020.

### VARIETY CHARACTERISTICS

Gross output %	95
Oil content %	45
Vigorous establishment	YES
Autumn development	RAPID
Earliness at regrowth	MID
Earliness at flowering	6
Earliness at maturity	6
Plant height	5
Lodging resistance	8
Stem stiffness	7
Pod shatter resistance	YES
Phoma resistance	8
Light Leaf Spot	5
Clubroot resistance	YES



# How to make Stewardship work on your Arable Farm?

As we are all too aware, the payments from the Basic Payment Scheme will start reducing from this year and will have disappeared completely by 2028. Without action this will have a serious financial impact on most arable businesses.

In time the new Environmental Land Management Scheme (ELMS) will allow farmers to recoup at least a proportion of the lost income, although the full scheme is not expected to be operational until 2024.

During this period of financial uncertainty entering into a Countryside Stewardship Agreement should be seriously considered. It will not only enable farmers to receive additional funding to partially off-set the reduced BPS income but also help farmers trial different activities to see what does and does not work on their farm.

Scheme options need not just be confined to field edges and tricky corners. Consider a stewardship scheme as a profit centre in its own right. The initial starting point is to compare gross margins for the various options against certain crop gross margins.

The table below shows how gross margins for two common stewardship options, compare against crops that would be part of the normal arable rotation:

These gross margins are perhaps not the most persuasive so why consider them at all? For similar reasons that you would grow any break crop – to benefit the rotation and workload.

Integrating a Countryside Stewardship Scheme into the rotation can have a number of benefits:

- Provides a guaranteed income for 5 years, regardless of weather conditions or volatile commodity prices.
- It provides a decent margin on land that is not capable of producing an acceptable yield gross margin.
- Provides an opportunity to increase the amount of first wheats within the rotation (the most profitable arable crop).
- Improved timeliness across the rest of the rotation, with the reduction in the area requiring active management. This is likely to lead to improved margins on the remaining crops in the rotation and reduces the risk of a failed/poor crop.
- For the AB15 option it can be used to improve soil health and fertility whilst also being a management aid to reduce the blackgrass burden on farm.
- For the AB9 option it can be used to improve soil health and structure by incorporating tillage radish or black oats into the mix.

To get the most from a stewardship scheme, farmers should not just consider the direct income received. Analyse how each stewardship option can benefit their farming system at a broader level. Do these additional benefits across the whole farming system more than compensate for the reduced gross margin obtained on a proportion of the area farmed?

Approaching stewardship in this way will no doubt reveal that a scheme may not be suitable on every farm. However, given the direction of government policy over the next few years any farming business that does not assess whether the scheme is beneficial to them may well find the transition to ELMS more challenging in a few years time.



By Robert Sullivan  
MBPR PMIAgrM  
Director, GSC Grays



	2nd Wheat	Winter Barley	AB15: 2 year Legume Fallow	AB9: Wild Bird Food
Yield t/ac	3.25	3.0		
Grain £/t	165	145		
Grain £/ac	535	435		
Straw £/ac	40	50		
<b>Total Income £/ac</b>	<b>575</b>	<b>485</b>	<b>211</b>	<b>259</b>
Seed	50	35	20*	25*
Fertiliser	110	95		
Sprays	85	70		
Sundries	10	10		
Drying Costs	26	24		
<b>Total Variable Costs £/ac</b>	<b>281</b>	<b>234</b>	<b>20*</b>	<b>25*</b>
<b>Gross Margin £/ac</b>	<b>294</b>	<b>251</b>	<b>191*</b>	<b>234*</b>

\* Averaged over two years

# Sustainable British Trees & Hedging from Hubbards Seeds



Hubbards Seeds supplies trees and hedging to meet all of the Countryside Stewardship options in the table below. All of our trees and hedges have local provenance and seeds are sourced from British regions directly and then processed at the biggest bare root nursery in the North of England.



All of the trees are bred in the UK in order to provide greater sustainability and reduce pest and disease risk. The appropriate choice of a tree species in relation to location characteristics and climate is an essential pre-requisite for successful and sustainable tree management.

Trees benefit the environment in many ways, including providing insect corridors, animal shelter, flood reduction, pollinator nutrition and carbon sequestration.

We provide broadleaf trees from native UK tree zones, including those in Scotland, plus conifers like Sitka Spruce and Scots Pine for the timber industry.

The extensive range of broad leaved varieties we supply include: Common Alder, Field Maple, Hawthorn, Hazel, Holly, Oak, Rowan and Sycamore.

Left to right: Oak, Hazel, Various, Maple.

Bespoke or standard Hedging Packs are also available, comprising a mix of species and can include spirals and canes.

## Grass Options

Our high quality grass mixes have superb germination rates and contain the very best seeds to deliver optimum results.

Bred in the UK for British farm conditions, the range includes specialist grass mixes for short, medium and long term leys, plus equine applications and landscaping.

Below: Top Cut Red Clover Grass Mix.



## Countryside Stewardship Options

How much will be paid

BN7	Hedgerow Gapping Up	£9.50 per metre (m)
BN11	Planting New Hedges	£11.60 per metre (m)
TE1	Planting Standard Hedgerow Tree	£8.80 per tree
TE2	Planting Standard Parkland Tree	£24.50 per tree
TE4	Supply and Plant Tree	£1.28 per tree

For more information: [www.hubbardsseeds.co.uk](http://www.hubbardsseeds.co.uk)  
and: <https://bit.ly/3vbsutk>

# The Financial Benefits of Co-operative Membership of United Oilseeds

## The Best Value Membership in the UK

United Oilseeds core aim as an independent farmer-owned co-operative is to help improve the profitability of its farmer members and represent their industry interests.

## Profit Share

Over the last 14 years, United Oilseeds has paid a total of £4.91m to the membership in profit share (most recently a £320,000 payment for the financial year 2019-20). Profit share is based on members' turnover with the co-operative.

This is a highly impressive track record, but membership of the co-operative also improves growers' bottom lines through access to additional membership benefits.

## Default-Free Produce of Area Contracts

United Oilseeds "Produce of Area Contracts" provide growers with peace of mind in addition to assisting their cash flow. Under a Produce of Area Contract, a member faces no penalties at all for either under or over-production, provided that the whole of their OSR crop area is included in the contract.

## No Cap Load Charges

Unlike other merchants, United Oilseeds makes no charges for cap loads at collection, which again helps to improve a grower's bottom line.

## Successful Pool Marketing

Membership provides access to United Oilseeds three marketing pools which help to iron out price volatility in the market. United Oilseeds OSR Pools are the biggest and most successful in the country, having consistently achieved a final average pool price that is higher than the average market's price for the last 12 years. Pool marketing is also available on other crops.

Members gain access to the United Oilseeds website Members' Portal, which enables them to see a complete record of their loads' analysis online.

## A £15 Lifetime Membership Fee

All of this is available to growers for just a single £15 payment which provides membership for life, offering members a significant return on investment.

**To join us, please contact your local United Oilseeds Area Manager (see page 22) or call us on 01380 729200.**



# Ian Pugh, United Oilseeds Senior Area Manager, Retires after 35 Years

**Thirty-five years ago, on 1st May 1986, Margaret Thatcher was UK Prime Minister, George Michael was Top of the Charts and Ron Atkinson was Manager of Manchester United. But more importantly, it was the date that our senior Area Manager, Ian Pugh, joined the United Oilseeds farmers' co-operative.**

After three-and-a-half decades of loyal service to the United Oilseeds co-operative and its members and customers, Ian has decided to retire on 29th August, 2021.

In 1986, Ian moved to the South East of England from Somerset with his wife Rose and his young son Tom, in order to take up his role of Area Manager for United Oilseeds in the region.

## Promoting the Co-operative Ethos

Since then, Ian has built up the co-operative's membership and customer base in the area, promoting the co-operative ethos and helping to expand the development and cultivation of oilseed rape to an all-time high.

"I am a firm believer in the co-operative spirit and have always been particularly proud of United Oilseeds status as an independent farmer-owned and farmer-run co-operative," says Ian.

"During my career, I have seen how United Oilseeds has continually worked in the interests of its membership to deliver genuine value, financial advantages and new market opportunities for the benefit of all.

"Our business has also understandably diversified – originally we had only a few varieties of oilseed rape to sell, whereas today we offer a huge variety of certified seed, including for specialist markets like HOLL and HEAR, as well as offering growers pool marketing, plus seed and buyback contracts for Beans, Linseed, Oats, Peas and now Rye.

"I would like to thank all my customers for their engagement and support for United Oilseeds over the



years and very much hope to stay in contact," says Ian.

United Oilseeds Managing Director Chris Baldwin said: "I have had the privilege and good fortune to work with Ian for 16 of those 35 years and I would like to place on record my and the Board's appreciation for all the hard work and outstanding support that Ian has diligently provided for his customers and colleagues.

"We will miss Ian, his extensive knowledge and cheerful good humour greatly and wish both him and Rose a very happy and well deserved retirement."



# Local Support

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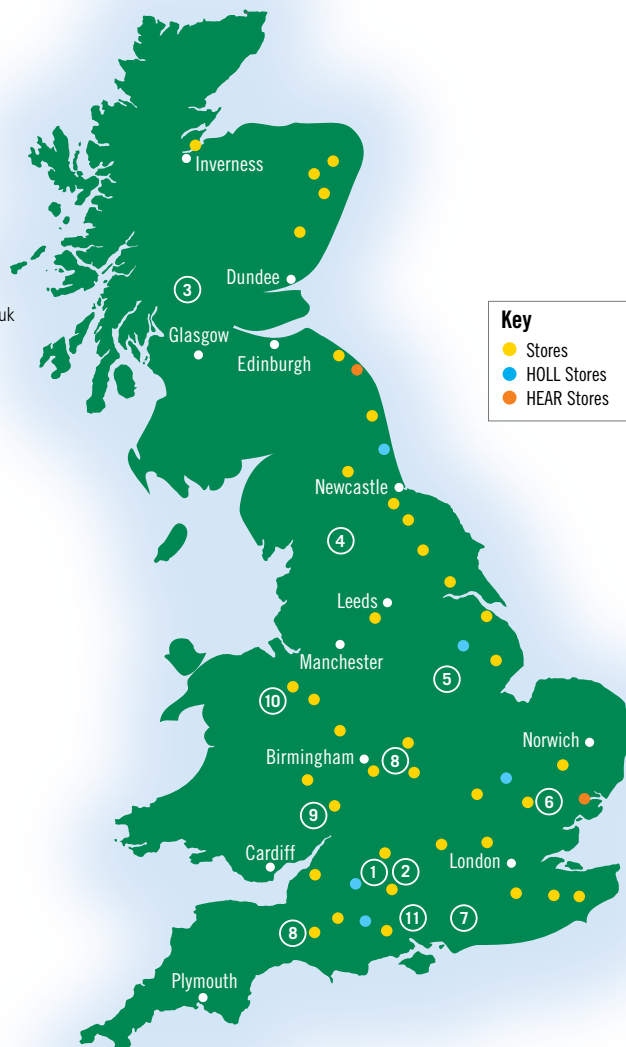
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THE LEADING BREAK CROP SPECIALIST



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This publication has been registered for:



**BASIS** number: CP/112008/2122/g  
2 Crop Protection points





**United Oilseeds**  
THE LEADING BREAK CROP SPECIALIST



**AURELIA**

**Britain's Biggest Selling OSR Variety**

SUPERB PERFORMANCE • AHDB RECOMMENDED • PROVEN ON FARM

Aurelia is Britain's biggest selling certified OSR variety, accounting for an incredible 11% of all OSR hectares drilled in the UK (including both hybrid and conventional) and 16% of the total UK hybrid OSR area.

Proven on farm across all regions, *Trait loaded* Aurelia offers high gross output, high oil content (45.3%), high autumn and spring vigour, and robust disease resistance.

The key traits that have made it such a huge success include: resistance to pod shatter and TuYV, gene specific resistance to Phoma Stem Canker and the highest resistance rating to Light Leaf Spot on the Recommended List.

**AGRONOMIC PROFILE**

Stem Canker	7.2
Light Leaf Spot	7.4
Earliness of maturity	5.3
Earliness of flowering	6.8
Stem stiffness	7.8
Lodging resistance	7.8
Autumn vigour*	8.5
Spring vigour*	7.5

**GROSS OUTPUT**

UK	107 %
East/West	107 %
North	106 %

Data from the AHDB Oilseed Rape Recommended List 2021/22. On the 1-9 scales, high figures indicate that a variety shows the character to a high degree (e.g. high resistance).

Agronomic features marked with \* are breeder's perspective.

**Key Strengths**

- **Exceptional autumn and spring vigour**
- **Strong disease resistance – Best LLS available**
- **Highest yielding variety in the North**
- **Fully loaded hybrid with RLM7, pod shatter, TuYV resistance**
- **Proven on farm and in trials performance across a number of years**

**Sowing Window**



**Recommended Sowing Period**

**Potential Sowing Period depending on seasonal conditions**

Aurelia is a very high yielding hybrid offering high yields across all regions of the UK and is the top yielding variety in the Northern region. Aurelia is a fully loaded hybrid combining genetic TuYV, pod shatter and RLM7 phoma resistance. Aurelia also offers the highest Light Leaf Spot rating available on the Recommended List.



**DEFERRED PAYMENT FOR AURELIA**

United Oilseeds is offering growers deferred payment until 14th December 2021 for any order placed for Aurelia. For more information please contact your local United Oilseeds Area Manager or call us on **01380 729 200**.

