



United Oilseeds
THE LEADING BREAK CROP SPECIALIST



GROWING BREAK CROPS



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VISIT US AT CEREALS, STAND 302, 8–9 JUNE, DUXFORD, CAMBRIDGESHIRE

Managing Director's View

Bright Future for OSR

Rapeseed prices are notoriously volatile, but I am sure you will be aware of the record market values that have been occurring since the end of March this year. At the time of writing (May) the new crop price for OSR is £720 per tonne – before quality bonuses.

This is good news for rapeseed gross margins, as it means the increase in inputs like fertiliser is more than balanced out by the base price.

Growers should also be aware of the guaranteed premiums available for specialist OSR crops like HEAR and HOLL. For example, United Oilseeds HOLL contracts for Harvest 2023 include an extra £40.00 per tonne premium, plus quality bonuses and seed discounts.

Growers looking to shield themselves against volatile prices can consider one of our three marketing pools, which have consistently proved the biggest and best performing marketing pools in the country, delivering a price higher than the market average, year after year. (See page 7 for more details about our pools).

These opportunities have not gone unrecognised, as

farmers have seen the improved profit potential of OSR. We and the AHDB estimate projected rapeseed plantings this autumn are set to see an increase for the second year in a row.

We also offer members Produce of Area contracts that have no penalties for under or over production. This gives growers considerable peace of mind but is strictly conditional on the grower committing their entire OSR crop to United Oilseeds. We are one of the few companies to offer this benefit.

Many farmers are considering drilling early this autumn, as it seemed to be a successful strategy last year. If you do plan to drill early, we have stocks of overyear seed available for delivery now, including the UK's top selling variety, Aurelia, which has excellent vigour and is suitable for early drilling.

Also I would like to highlight the financial security of your independent farmers co-operative. We have a net worth of £14m and a turnover of £172m, so you can be sure that trading with us is safe, secure and profitable.



Chris Baldwin
Managing Director

United Oilseeds Farmer Directors



Troy Stuart (Chairman, Devon) T 01395 232800

Troy Stuart is a farmer and contractor based in Devon whose farm is arable and beef finishing, growing wheat, OSR, oats and maize. Troy's other family business interests include Volvo truck dealers for Devon and Cornwall, a large waste and skip company in the South West, operating landfill, biomass fuelled steam turbine plants and a recent investment into an RDF fuelled waste to energy plant.

Dick Hall (Vice Chairman, Hampshire) T 01489 877021

Dick farms in partnership with his wife, south of Winchester in Hampshire. His business was a founder member of United Oilseeds, so he has been growing oilseed rape for over 50 years. He grows grass seeds and cereals for seed that are processed on site. He has been no-till for 7 years, seeking to maximise the benefits of grass seed in the rotation.



Andrew Cragg (Kent) T 01303 874251

Andrew farms 600 ha at Romney Marsh in Kent. A Controlled Traffic practitioner since 2006 (and nearly there!). Andrew is also a BASIS and FACTS examiner. He is a private pilot and modestly claims to be a poor tennis player.



Ben Jackson (Lincolnshire) T 01724 732131

Ben joined the board of UOML in 2018. He is a farmer in North Lincolnshire producing mainly combinable crops and vining peas both in-house and under contracting agreements. Prior to joining the family business he served for 10 years in the British Army.



Colin McGregor (Berwickshire) T 01890 882278

Colin is Managing Director of his family farming business, which farms 3,500 ha through a number of Contract Farming Agreements, based in the Scottish Borders & North Northumberland. Colin was Farmers Weekly Arable Farmer of the Year in 2011. Previously he was Chairman of Scottish Border Produce Ltd, an Agricultural Co-operative and is a former board member of Scottish Quality Cereals Ltd.



Robert Sullivan (Co. Durham) T 01913 039540

As well as being a Director of United Oilseeds, Robert is a Director of GSC Grays and heads the Farm Consultancy Department of the Rural Consultancy firm based in the North of England. Robert has over 30 years' experience providing technical, business and strategic advice to farmers and growers in the North of England.



Chris Baldwin (Managing Director, Wiltshire) T 01380 729200

Chris Baldwin has over 40 years' experience in the industry. Having previously worked at RHM, Dalgety and Allied Grain, Chris has been United Oilseeds Managing Director since 2004. In his spare time, Chris is an enthusiastic gardener and field sports participant. A proud Yorkshireman, he lives in Wiltshire.



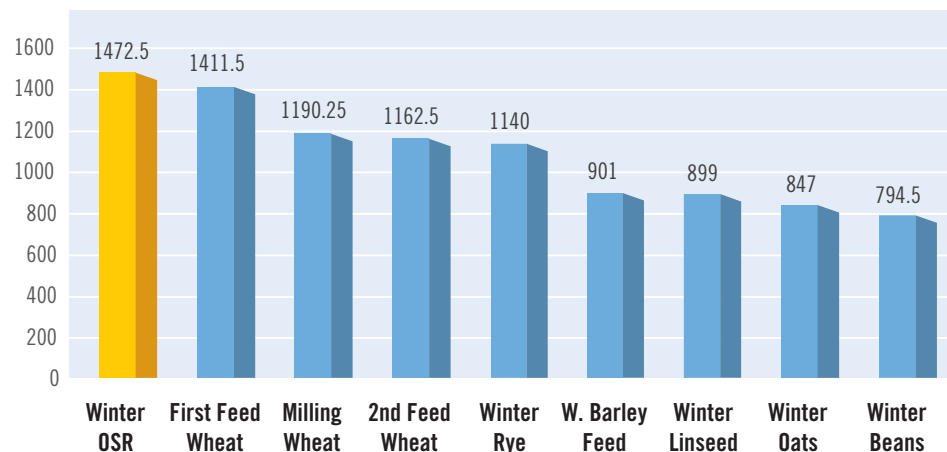
Helen Casey (Financial Director, Wiltshire) T 01380 729200

Helen Casey joined United Oilseeds in 2016 as Finance Director and managed its AX system implementation. Helen is a keen equestrian and competes her two horses regularly at events around the country. Helen lives in Devizes.



£1,473 Gross Margin per ha for OSR

Gross Margins/Ha (£s) Winter Crops



Whilst the market price for OSR and other commodities is notoriously volatile, the record breaking values we have seen over the last few months has greatly increased the potential gross margin farmers can make on their rapeseed crop, even when taking into account the increased cost of inputs.

Below is an estimate of gross margins, calculated on the 5th April 2022, which demonstrates how rapeseed favourably compares with other autumn sown combinable crops.

Estimated Winter Crop Gross Margins Harvest 2022 (October 2022)

	Winter OSR	First Feed Wheat	Milling Wheat	Second Feed Wheat	Winter Rye	Winter Barley Feed	Winter Linseed	Winter Oats	Winter Beans
Output									
Value/tonne £s	690	235	255	235	210	210	550	220	265
Yield/Ha	3.25	9.5	8.35	8.5	8.5	7.4	2.4	6.3	4.3
Gross Income £s	2243	2233	2129	1998	1785	1554	1320	1386	1140
Less Variable Costs									
Seed £s	68	70	75	115	107	80	110	70	100
Fertiliser £s	445	470	574	420	387	358	223	325	100
Sprays £s	257	281	290	300	151	215	88	144	145
Total Variables £s	770	821	939	835	645	653	421	539	345
Gross Margin/Ha £s	1473	1412	1190	1163	1140	901	899	847	795

SJU: Wikimedia Commons



Nitrogen Application & Management

With fertiliser prices sitting at their current highs, it is understandable that growers will be looking to make reductions in nitrogen applications to save costs. However, the first port of call for OSR should be to look at increasing the efficiency of applications and increasing plant health to ensure that crops can utilise every single unit of applied nitrogen. And with tailored applications to manage canopy architecture, we can see increased yields, oils and standing power from lower nitrogen applications.

Nitrogen use efficiency in OSR is a much-debated topic at the moment and rightly so, but decision-making around nitrogen begins with variety selection and looking at traits to secure yield. For example, traits such as TUYV and pod shatter resistance in varieties such as Aurelia and high yielding candidate variety Attica, combined with their robust disease resistance packages, mean that as much of the nitrogen you apply onto the crop is converted into harvestable yield.

With nitrogen applications in OSR, it is one of the few crops that we know responds well to a tailored nitrogen programme including variable rate applications. Numerous studies have looked at the relationship between GAI (green area index) and canopy, showing that the GAI at flowering is 3.5, with every 1 GAI equating to 50kg/ha of N in the crop, meaning that at flowering there should be 175kg N/ha in the crop.

This allows adjustments to be made by monitoring crops using apps and or satellite imagery and savings can be made; particularly on those crops that have come through the winter forward or have been thick sown. An AHDB study calculated that only 60% of applied nitrogen is taken in by the plant and therefore applying nitrogen when there is moisture and crops are actively growing is key in terms of saving nitrogen.

In terms of managing the canopy, the highest yielding crops are those that have deep pod set with lower branching. By reducing the nitrogen in the early splits, this can slow stem growth meaning that you will end up with a stiffer plant with more branching lower down the plant allowing subsequent applications to feed branching and pod development. With reductions



By Liam Wilkinson
Arable Development
Officer,
Limagrain

Reduction in N applied, kg/ha	Effect on yield, t/ha	
	Cereals	Oilseeds
0	0	0
-10	-0.05	-0.03
-20	-0.12	-0.06
-30	-0.19	-0.09
-40	-0.27	-0.12
-50	-0.36	-0.16
-60	-0.47	-0.21
-70	-0.59	-0.25
-80	-0.72	-0.31
-90	-0.87	-0.37
-100	-1.04	-0.43

The chart (above) summarises the average effect from ADAS N response experiments of reducing the N rate below the economic optimum N rate calculated at a Break Even Ratio (BER) of 5 for cereals and 2.5 for OSR.

of early N it is important not to sacrifice sulphur applications and other trace elements such as Boron which are crucial in plant development before stem extension.

In summary, OSR responds well to a tailored nutrition approach and can change the plant architecture producing higher yields from a deeper pod set. The key is to measure what you have in the canopy and work around that as over fertilisation can lead to tall weaker crops with a thin band of pods and can also dilute oil content. Risk mitigation is key for nitrogen use efficiency and variety choice is key for ensuring that as much of what you apply in nitrogen ends up as grain in the trailer.



Market Update

Unprecedented supply and demand factors are keeping rapeseed prices extremely high.

Prices continue to rise spectacularly as the combination of increased demand and restricted supply have sent prices to all-time highs.

After a poor European rapeseed harvest, rapeseed prices started at an historically high level of around £400/tonne for harvest movement. However, these prices quickly increased as the extent of a poor Canola harvest became apparent in Canada. Unusually high temperatures at flowering reducing a crop from potentially 20 million tonnes to only 12 million tonnes caused an historic supply deficit of rapeseed which translated into the rape oil market.

The increase in rape oil prices to levels which required some demand destruction was only partially achieved before the Russian-Ukraine conflict put further upward pressure on prices. Suddenly the supplies of sun oil which many food customers were relying on for the summer were no longer available and the next best oil to replace it was rape oil.

Also, the palm harvest has been affected by a shortage of labour in Indonesia and Malaysia. Furthermore, 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.

What are prospects going forward?

With little current optimism for a political solution in Ukraine, this means both supplies of sun oil and rapeseed into Europe are likely to be severely affected for many weeks if not months. Historically, Ukraine exports around 2 million tonnes of rapeseed into the EU between August and December. The European rapeseed harvest will represent the earliest opportunity for rapeseed oil supplies to be replenished, and therefore we expect prices to remain buoyant until supply can meet demand.

There is then the further question of how much Ukrainian rapeseed will be eventually available, as its current status is in question, as is its likelihood to be harvested. Add to this the availability of an infrastructure to store, transport and ship rapeseed, then the whole situation in Ukraine remains very uncertain. A similar situation is also the case with Ukrainian sunflower oil, however there are currently large stocks of sunflower seeds waiting to be crushed, but how much of this spring's sunflower crop gets planted is very much unknown.

Looking closer to home, the supply demand picture for rapeseed within the UK will remain very tight for the coming harvest. This is despite the crop looking well. The main crushing plant at Erith is still likely to crush up 1.0 million tonnes for the coming season. However, this will necessitate large

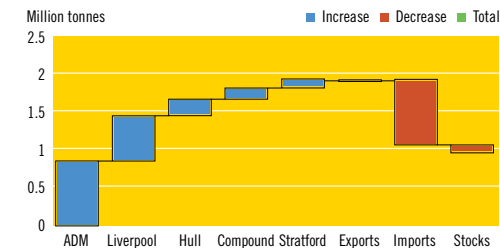


By **Owen Cligg**
Trading Manager,
United Oilseeds

quantities of imports, as total UK demand of 2.0 million tonnes can only be partially filled by an estimated home production of around 1.2 million tonnes.

Whilst rapeseed demand does remain uncertain, it should be noted there are still good premiums available for HOLL and HEAR varieties. The HEAR variety, Restore, is of particular note as it sits well on the AHDB recommended list.

UK Demand 2021/22

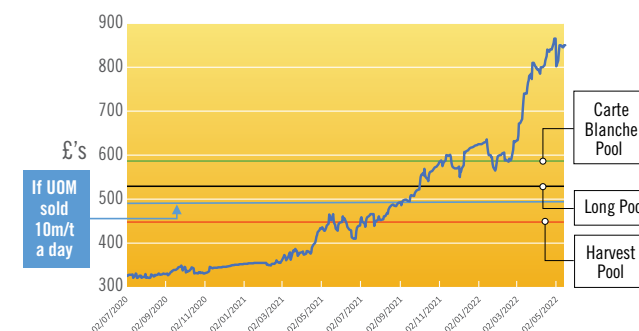


Pool Marketing

Another season of dramatically increasing prices has always made spot sales look better than forward sales.

However, without making forward sales so logistics can be planned in a timely manner would only mean that movement and cash flow would become even more difficult to predict. The challenges of haulage and mill bookings make logistics vitally important and our pool growers can rely on an efficient service. Also, our large network of over 50 stores will allow us to move rapeseed quickly and efficiently at harvest. This will again be particularly important for this harvest as the export market will be uncompetitive.

United Oilseeds Marketing Pools



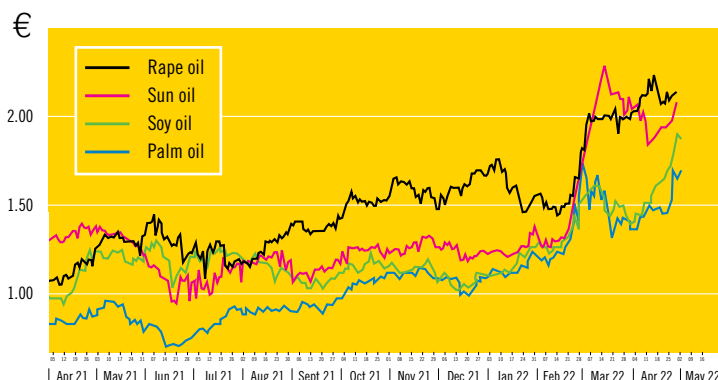
HOLL Pools

- 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

Vegetable Oil Rises





Linseed Opportunities

Whilst input costs continue to rise, and market volatility persists, linseed stands out as a break crop that holds its own. As a grower, the crop's low input requirement means establishment can be achieved at a viable cost and a buoyant end market means linseed can become a break crop with an extremely competitive gross-margin.

Linseed is crushed into oil and meal, but unlike other members of the oilseed complex, both products have specialist end markets due to linseed's unique characteristics. Linseed has the highest percentage Omega-3 content of any oilseed, meaning both the meal and oil is well-favoured in premium equine and bovine feeds, in addition to a growing human consumption market. Furthermore, the hydrophobic qualities of linseed oil provide it with multiple industrial uses.

The lack of alternatives to linseed means these markets are largely inelastic, and demand is consistent. Meanwhile the flow of supplies from Kazakhstan, the world's largest linseed producer,

remains in the balance as war in Ukraine continues to pressure supply chains. Therefore, bids for the finished crop have never been higher, and amidst estimates that Canadian linseed plantings have fallen 15% since harvest 2021, we can expect support to continue into new crop season.

United Oilseeds long-standing connections with both domestic and international processors means we can capitalize on these supportive market conditions, guaranteeing you a default-free market for the produce of your area. We offer a range of contract options which can either allow you exposure to the market's twists and turns, or an opportunity to lock in fixed price sales ahead of harvest.



By Charles Newton
Assistant
Commodity Trader,
United Oilseeds

Acacia OSR – The No.1 Conventional Variety On AHDB RL 2022/23



Acacia OSR once again tops the conventional varieties on the new AHDB Recommended List 2022/23, with the highest gross output (104%) in the UK and East/West regions.

Strong Vigour

With strong autumn and spring vigour, Acacia is well-proven on farm, where over the last four years its average gross output has been 104%.

Proven On Farm

Such is the variety's success that it is firmly established as by far and away the top-selling conventional variety with a massive 40% share of the conventional certified OSR seed market and a 10% share of the overall OSR certified seed market.

Strong-Standing Variety

With AHDB ratings of "9" and "8" for Stem Stiffness and Lodging Resistance respectively, Acacia is a short and strong durable variety that stands up well to the combine at harvest.

Acacia – No.1 Conventional Variety on the AHDB RL 2022/23

Gross Output

United Kingdom	104%
East/West Region	104%
North Region	104%

Agronomic Features

Oil Content	45.3%
Stem Stiffness	9
Lodging Resistance	8
Shortness of Stem	7
Earliness of Flowering	6
Earliness of Maturity	5
Plant Height (cm)	145

Disease Resistance

Light Leaf Spot	6
Stem Canker	5

Source: AHDB Recommended Lists 2022/23

ACACIA
WINTER OILSEED RAPE





Scorpion – Fully Loaded Hybrid



Fully loaded club root resistant variety, high yielding with rapid autumn and spring growth

Key Strengths

- High yielding club root variety
- Exceptionally quick autumn and spring growth
- Robust disease resistance package
- Good verticillium tolerance
- Fully loaded with TuYV, POSH & RLM7



Agronomic Features

Stem Stiffness	7.5
Lodging Resistance	7.5
Earliness of Flowering	7
Earliness of Maturity	6.5
Autumn Vigour	8*
Spring Vigour	8*

Disease Resistance

Light Leaf Spot	6
Stem Canker	6
Pod Shatter	YES
TuYV	YES

Source: Internal Limagrain Trial.
* Breeder's perspective.



Granos – New Generation Hybrid Variety



KWS Granos is a candidate for addition to the RL for the East/West region in autumn 2022. It is one of a new generation of hybrids from KWS which include the 'bolt on' traits that the innovative farmer expects.

KEY BENEFITS • HIGH GROSS OUTPUT • VIGOROUS AUTUMN GROWTH • GOOD RESISTANCE

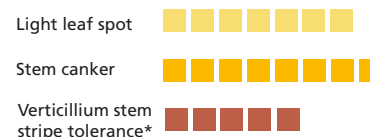
KWS Granos is a very high gross output variety with an oil content of 44.6%. It has a very vigorous autumn growth and excellent standing. It has medium flowering and maturity and has the POSH gene.

In terms of disease resistance KWS Granos has a strong package with good resistance to LLS (7) and tolerance to TuYV. In our KWS verticillium pot test KWS Granos had an outstanding performance, better than all the current standards. Stem Canker resistance is medium rated at a 5.

Why you should grow KWS Granos

Verticillium stem stripe can be a real yield robber in oilseed rape. KWS Granos performed particularly well in the inoculated pot test carried out for ADAS or KWS UK Ltd.

Disease Resistance



Data source AHDB Recommended List Trials Oilseed Rape Harvest 2021 NL2 report
Data sources: AHDB Recommended List, disease resistance score 0-9
* KWS Internal scoring (out of 5) for Verticillium Stem Stripe Tolerance



Pod Shatter



TuYV

Aurelia OSR – The UK's Top-Selling OSR Variety



Aurelia OSR is the UK's overall top-selling OSR variety. In 2021, it accounted for an incredible 13% of the overall certified OSR seed market and a staggering 18% of the UK hybrid OSR market.

Proven on farm and vigorous in both autumn and spring, trait-loaded Aurelia is growers' top choice variety with good reason, offering an ideal package that features high gross output (105%), oil content (45%) and resistance to disease.

Gross Output

With gross output measured at 105% across all three AHDB regions – UK, East/West and North – Aurelia offers powerful disease resistance with twin "7" ratings for Light Leaf Spot and Stem Canker, plus resistance against Turnip Yellows Virus (TuYV).

Proven On Farm

Aurelia also features RLM7 resistance against phoma and gene specific resistance to pod shatter. With twin "8" ratings for Stem Stiffness and Lodging Resistance from the AHDB, this variety has proved itself an outright winner on farm for its outstanding consistency.

AURELIA
WINTER OILSEED RAPE

Aurelia – No.1 Hybrid Variety in the North on the AHDB RL 2022/23.

Gross Output

United Kingdom	105%
East/West Region	105%
North Region	105%

Agronomic Features

Oil Content	45%
Stem Stiffness	8
Lodging Resistance	8
Shortness of Stem	6
Earliness of Flowering	7
Earliness of Maturity	5
Plant Height (cm)	150

Disease Resistance

Light Leaf Spot	7
Stem Canker	7
Pod Shatter	YES
TuYV	YES

Source: AHDB Recommended Lists 2022/23





Attica – Fully Loaded Hybrid

Highest yielding UK candidate variety with excellent disease resistance



Key Strengths

- Highest yielding candidate variety
- Reliable performance across regions
- Fully loaded hybrid with RLM7, POSH & TuYV
- Excellent resistance to Phoma stem canker & light leaf spot
- Testing shows consistently high performance

Source: AHDB OSR Candidate Trials 2021.



Crome – Winter OSR



Crome is a restored hybrid with a Specific Recommendation (Sp) by AHDB for the UK in 2022/23 for growing on land infected with common strains of clubroot.

High gross output, early flowering with a high yield, good stem stiffness and resistance to lodging.

Key Strengths

- High seed yield combined with high oil content
- Outstanding vigour



Gross Output

United Kingdom (Sp) 99%
(yield adjusted for oil content)

Agronomic Features

Oil Content	46.1%
Stem Stiffness	8
Lodging Resistance	8
Shortness of Stem	6
Earliness of Flowering	7
Earliness of Maturity	5

Disease Resistance

Light Leaf Spot	6
Stem Canker	4

Source: AHDB Recommended List 2022/23

Matrix Hybrid OSR

The highest yielding Clearfield® variety available to UK growers.



Suitable for growing in both the North, and East/West regions and offering the best agronomic package seen in any Clearfield® variety to date.



Gross Output

United Kingdom	109.3%
East/West Region	110.6%
North Region	107.3%

Agronomic Features

Oil Content	44.8%
Stem Stiffness	9
Lodging Resistance	9
Earliness of Flowering	5
Earliness of Maturity	6
Plant Height (cm)	135
Autumn Vigour	8.5
Spring Vigour	8

Disease Resistance

Light Leaf Spot	7
Stem Canker	7
Pod Shatter	YES

Source: AHDB Recommended List 2022/23

Gross Output

United Kingdom	99%
East/West Region	100%
North Region	96%

Agronomic Features

Oil Content	45.8%
Stem Stiffness	8
Shortness of Stem	5
Lodging Resistance	(8)
Earliness of Flowering	6
Earliness of Maturity	6

Disease Resistance

Light Leaf Spot	6
Stem Canker	8
TuYV	YES
Pod Shatter	YES

Source: AHDB Recommended List 2022/23

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 Yellows 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 "8" rating for lodging resistance and stem stiffness. These qualities make it ideal for standing up to the unsettled and adverse weather we have been experiencing in the UK.



Duplo



DUPLO is one of DSV's flagship triple-layer varieties, combining top yields with three important traits from DSV.

DUPLO has been fast tracked to the UK market due to its exceptional vigour, having the highest vigour of any of DSV's Triple Layered varieties in both autumn and spring. DUPLO has performed well all across Europe and the whole of the UK in all conditions, proving it is a very robust variety.



Gross Output

United Kingdom	103%
East/West Region	103%
North Region	102%

Agronomic Features

Oil Content	45.2%
Stem Stiffness	8
Lodging Resistance	(8)
Earliness of Flowering	6
Earliness of Maturity	4
Plant Height (cm)	149
Autumn vigour*	5
Spring vigour*	6

Disease Resistance

Light Leaf Spot	7
Stem Canker	6
TuYV	YES

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.

Gross Output

United Kingdom	101%
East/West Region	102%
North Region	96%

Agronomic Features

Oil Content	46.6%
Stem Stiffness	8
Lodging Resistance	(8)
Earliness of Flowering	7
Earliness of Maturity	5
Plant Height (cm)	156

Disease Resistance

Light Leaf Spot	6
Stem Canker	9
TuYV	YES
Pod Shatter	YES

Source: AHDB WOSR Trials Harvest 2021.



Plant Healthy Trees and Hedging from Hubbards Seeds



Plant healthy, sustainable, native trees from Hubbards Seeds.
Fulfill all the Countryside Stewardship options in the table below.

All our trees are sourced only from British regions and then processed in the UK.

Hubbards Seeds supplies native broadleaf and conifer trees that are bred in England and Scotland.

Planting only native, Plant Healthy Accredited trees is very important, as it delivers greater sustainability and reduces the threat of pests and disease.

Extensive Native UK Range

There is an extensive range of species from which to choose, including: Common Alder, Field Maple, Hawthorn, Hazel, Holly, Oak, Rowan and Sycamore. Conifers from Scotland like Sitka Spruce and Scots Pine are also available.

In addition to offering a valuable source of income from Countryside Stewardship schemes, trees are hugely beneficial to the environment. Trees contribute to carbon sequestration, insect corridors, flood reduction, pollinator nutrition and animal shelter.

If you would like more information about the trees we supply, please contact your local United Oilseeds Area Manager (**see page 22**) or call Jo Gunes on **01380 729 200**.

Hedging

If you have hedging requirements, Hubbards Seeds can also supply bespoke packs that include a mix of native species. We can supply hedging to cover from small to unlimited spans.



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

New Grass Mixes From Hubbards Seeds

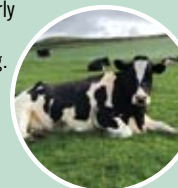
Hubbards Seeds has four new grass mixes available to add to its current range of multi-purpose mixes for short, medium and long term leys. The new grass and herbal leys are for livestock grazing and are specifically designed to boost animal nutrition and improve soil health a fertility.

LONG TERM

Barmix

For Beef and sheep grazing.

- An innovative mixture developed to offer an alternative option for beef and sheep enterprises looking for low input, high output.
- ARCHIBALDI, BARDOUX and BARELITE are proven in on-farm grazing trials to be highly palatable due to their soft leaves.
- Cocksfoot grows earlier in the spring than other species, delivering that vital early bite for lambing.



HERBAL LEYS

GS4

Designed to bring a range of benefits to livestock health, soil health and soil fertility.

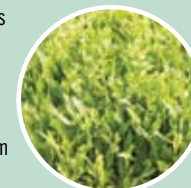


GRASS & HERB BLENDS

Bar Finisher

Designed for grazing all classes of livestock.

- Highly palatable, providing an excellent feed for high live weight gains.
- High quality summer feed that recovers quickly after grazing.
- High protein option for dairy farmers
- Clover provides fixed nitrogen.
- High mineral content, particularly zinc, potassium and copper.



Bar Herbal

Designed to enhance the yield and the quality of the sward.

- Exceptionally long growing season.
- Fixes free nitrogen from the atmosphere, up to 150kg N/ha.
- Animals prefer to graze a mixed species sward, resulting in higher voluntary intakes and better animal performance.
- Chicory and Plantain are rich in minerals and trace elements.



Best-Selling Grass mixes

Top Cut

For high yields of quality silage.

2-3 YEARS

Top Cut Red Clover

A high protein ley which can be cut several times a season.

2-3 YEARS

Flexisward

A flexible mixture that works how you want it to.

3-5 YEARS

Smithfield

A medium term cut and graze mixture.

3-5 YEARS

Greensward*

Long term grazing mixture with an early bite.

5+ YEARS

Drought Mixture

For dry and drought prone areas.

5+ YEARS

Rejuvenator

Ideal for poached or drought damaged swards.

Equipaddock Original

Horse and pony paddock mixture.



* Wide range of heading dates to ensure season long grazing available.

Legumes, Cover Crops and Grass for Nitrogen Fixing & Soil Improvement



The global population is expected to reach 10 billion by 2050, creating a huge increase in demand for food and nutrients.

The global population is expected to reach 10 billion by 2050, creating a huge increase in demand for food and nutrients.

At present, modern farming systems require large quantities of chemical fertilisers and pesticides in order to maintain high yields.

Along with a rise in most other inputs, farmers have recently seen fertiliser, feed and fuel costs soar, driven chiefly by Brexit, Covid and now exacerbated by the war in Ukraine.

Fertiliser costs in particular have rocketed, due to the steep rise in the price of gas that is required to produce it. For example, the cost of urea-ammonium nitrate has increased by 350% in a year.

The NFU reports that some farmers are cutting back on fertiliser application by 25%. Using less fertiliser is clearly one option, but that won't necessarily maintain yield performance.

The importance of using nitrogen fixing crops which also improve soil quality has therefore come into sharper focus.

Soil improving crops that help fix nitrogen in the soil include those from the legume family such as beans, whilst grass mixtures, cover and companion crops can all make a significant contribution to maintaining nitrogen in the soil.

Buy back contracts for spring and winter beans are available from United Oilseeds, whilst Hubbards Seeds offers an extensive range of grass mixes, cover and companion crops.



Vetch



Soil Plus



Super Green



Cover Green



Multi-Species Ley

These include:

Top Cut and Top Cut Red Clover grass mixes for two to three year leys, produce high protein and high energy silage, but also fix nitrogen in the soil.

N-Bank Mixture is a rapidly establishing legume mixture that is ideal for both soil conditioning and nitrogen fixation, helping to reduce fertiliser costs for the following crop.

Soil Plus is a deep rooting cover crop mixture that contains 20% Vetch to promote nitrogen fixation for real soil improvement.

"The unprecedented rise in fertiliser costs has presented farmers with an enormous challenge. The strategic use of legumes and cover crops that fix nitrogen and improve soil quality is one option that can help reduce expenditure on artificial fertilisers, improve soil and help maintain yields," says Beckii Gibbs, Hubbards Seeds Commercial Manager.

Hubbards Seeds offers a wide range of high performance cover and companion crops for prompt delivery to your farm, such as: Maize On, Sow Green Super Green, Top Green, Cover Green, Pretato and Root Plus. (See page 15 for grass mixtures).

For more information and help regarding what nitrogen fixing crops are available and most appropriate for your rotation, please contact your local Hubbard Seeds/ United Oilseeds Area Manager (see page 22) or call 01380 729 200.

Are you an Early Driller?

Growers who planted their oilseed rape early last year reported healthier crops with less Cabbage Stem Flea Beetle infection.

Whilst the debate about whether it is better to drill early or late has adherents on both sides, growers in the 2020-21 season who drilled in the earlier window certainly seemed to benefit.

The saying "drill the conditions not the calendar" is well known, as is the vital importance of only drilling when there is a sufficient moisture level in the seed bed. But last year, early drillers benefitted from rainfall during and after the early window,

The effect of rainfall can be seen in the two graphs below, from a survey conducted by Limagrain which accounted for 19,000 OSR ha planted last year, which compared the timings and frequency of establishment claims to rainfall levels.

To support growers and help to mitigate the financial impact of a crop failing to establish, in 2021 Limagrain worked closely with partners in the seed trade including United Oilseeds to set up an Establishment Scheme.

"The scheme accounted for 19,000ha of OSR planted in 2021, representing 8.3% of the total hybrid area and

6.2% of the total certified area so a significant area of the rape in the ground." Says Will Charlton, Arable Marketing Manager at Limagrain.

Most of the OSR in 2021 was drilled in the first two weeks of August – much earlier than it had been pre the neonicotinoid ban when the typical drilling date was the third week of August,

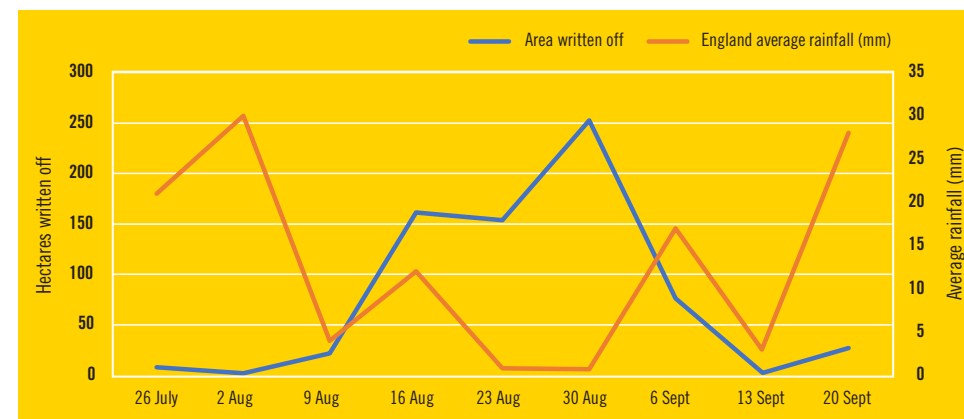
He points out that when plotted against the weather, the data showed that where drilling was carried out in dry conditions, subsequent crop loss was closely correlated.

"However where there was rainfall on or around the two weeks from drilling, plant survival was much more likely."

It is also a good idea to choose a variety that shows good vigour so that it can resist pest attack and establish quickly.

Growers wishing to grow early can take advantage of overyeared seed supplies of hybrid Aurelia, which is the UK's biggest selling rapeseed variety and available from United Oilseeds.

Claims by drill date (week commencing) vs average England rainfall



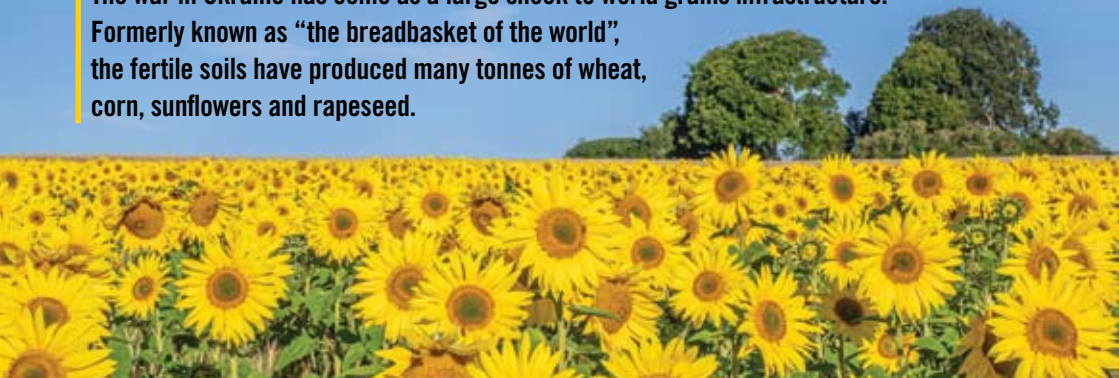
Data supplied by Limagrain UK.



Focus on Ukraine

By Owen Cligg

The war in Ukraine has come as a large shock to world grains infrastructure. Formerly known as “the breadbasket of the world”, the fertile soils have produced many tonnes of wheat, corn, sunflowers and rapeseed.



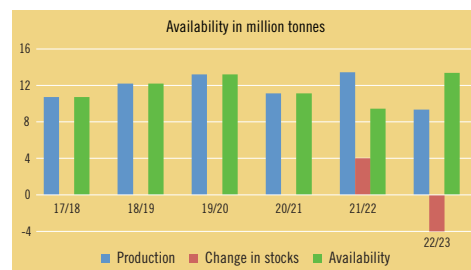
Focussing on oilseed production, Ukraine has normally exported rapeseed in the July to December period, whilst tending to utilise sunflowers for its own crushing industry and exporting the sun oil and sunflower meal.

The effect on sunflower availability is pronounced as shown in the graph (right). Despite a record sunflower harvest in 2021 of 16.8 million tonnes there will still be stocks of around 8 million tonnes at the end of February yet to be crushed. Once the war started crushing activity virtually stopped and these stocks have become largely inaccessible. Even if we assume some crushing may resume there is still likely to be 5 million tonnes of sunflowers held over into the next harvest. Currently the unavailability of Ukrainian sunflower oil on the world market is causing many supply issues on the vegetable oil market.



800 ha OSR field in the Ukraine

Ukraine Sunflower Production



Many sunflower oil suppliers have claimed “force majeure” and end consumers have had no option but to source other vegetable oil supplies. Since rape oil has the closest properties to sunflower oil, demand for rape oil has increased which has further improved European rapeseed prices.

In April 2013, I made a study trip tour to the Ukraine with the Bristol Corn and Feed Trade Association. We saw the great potential the country had with single fields of 800 hectares growing sunflowers. However, during that stage, the infrastructure was poor with insufficient transport and inferior storage facilities. Although the infrastructure will have improved since then, the war will have now caused many of those improvements to be lost and it will take many years for the Ukraine to return to its dominant position.



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Have You Thought of Growing HOLL OSR?

United Oilseeds farmers' co-operative has created unique new contracts for the specialist HOLL market that bring numerous advantages to growers.

**Book by
30th June 2022!**

**NEW HOLL
BUY BACK CONTRACTS
FROM UNITED OILSEEDS
WITH GUARANTEED
£40.00/t PREMIUMS
+ DISCOUNTED
SEED**

Acting in the interests of its farmer members and in response to the reduction in supply of sunflowers and rapeseed oil from the Ukraine, United Oilseeds is delighted to be able to offer these new contracts to its members.

- High Oleic Low Linolenic (HOLL) rapeseed is a type of OSR that has a healthy oil profile. It is in high demand from the UK food industry to replace tighter supplies of HOLL sunflower oil.
- These unique and grower-friendly contract terms are only available from the United Oilseeds farmers' cooperative.
- The £40 / t contract premium gives the potential of an additional £140 / ha margin over comparable '00' varieties.
- In order to secure the seed discount, your HOLL buy back contract must be signed by 30 June 2022.
- These unique buy back contracts represent an outstanding opportunity to grow for an under-supplied market with export opportunities and come with secure guaranteed premiums and discounted seed. Quality bonuses also apply.

Contact your local United Oilseeds Area Manager for more information about our special HOLL contracts or call: 01380 729 200.

ONE & TWO-YEAR HOLL BUY BACK CONTRACTS AVAILABLE

Guaranteed £40.00 / t Premium

In addition to quality bonuses, HOLL growers will receive a £40.00 per tonne premium over the base price for their crop.

PLUS

Discounted Seed Price for One Year Contracts

HOLL seed (Dekalb V3670L) is available at just **£185 per bag** – a discount of £9.00 per bag on the usual RRP of £194/bag.

PLUS

Further Loyalty Seed Discount for Two Year Contracts

Growers opting to take out a two-year HOLL buy back contract with United Oilseeds will receive a further discount on the seed making the cost per bag for both years just **£175 per bag** (a £19.00 per bag discount on the RRP.)

ALL HOLL CONTRACTS INCLUDE A FREE SEED REPLACEMENT ESTABLISHMENT SCHEME

The Financial Benefits of Co-operative Membership of United Oilseeds

In addition to the annual profit share, one of the key and most advantageous benefits of membership of United Oilseeds is access to our Produce of Area Contracts.

We are one of the few companies that offer these contracts and they carry no penalties at all for over or under production.

Knowing that you will be charged no penalties for over or under delivery on the contract, gives enormous peace of mind as well as helping to protect your bottom line.

Produce of Area contracts are available strictly on the condition that the grower commits their whole oilseed rape crop to United Oilseeds. This is a very important condition and must be honoured by the grower, as United Oilseeds carries all the risk of any under production.

It is worth noting that all three of United Oilseeds highly successful marketing pools can also be used in conjunction with a Produce of Area Contract. If you would like more information about these contracts and how they work to your advantage, please contact your local United Oilseeds Area Manager.

- £14m net worth
- £172m turnover to year end June 2021
- £440,000 profit share payment to trading members (£5.35m shared with members over the last 15 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



New Staff

United Oilseeds is delighted to welcome several new members of staff to its Head Office, in the transport, trading, seed and contracts department. All are now in position and already working with our members and customers.

Alan Davies Transport

Alan Davies joins United Oilseeds as its new Transport Manager, replacing Stuart Woodbridge who has now retired. Alan has over 20 years' experience in the haulage industry and previously worked at a major national haulage company. He lives near Chippenham and when not working, can be found fishing for giant carp and rooting for his beloved Everton FC.



Rebecca Crocombe Transport

Joining Alan in the Transport Department as its Transport Coordinator is Rebecca Crocombe, replacing Kim Jackson, who has also retired. Rebecca is not quite a "new face" though, as before joining transport, she was the Seed Coordinator in United Oilseeds own Seed Department. When not working, Rebecca is something of a Speed Queen driving high performance racing cars and also marshalling at various UK race tracks.



Mandy Stickley Seed Department

Another new but familiar face is Mandy Stickley who is appointed Seed Coordinator in the Seed Department. Mandy originally worked at United Oilseeds between 2001 and 2017 when she was Purchase Ledger Clerk. Mandy lists her hobbies as horse riding and socialising.



Charles Newton Assistant Commodity Trader

Charles studied at Cambridge and then at the Royal Agricultural College, gaining an MSc in Business Management. He joins the co-operative as its Assistant Commodity Trader, working closely with Owen Cligg. Charles is a keen field sports fan and is currently learning how to fish.



Jemima Duxberry Contracts Administrator

Jemima joins United Oilseeds as its Contracts Administrator. A Devises native, Jemima is a three-times British Judo Champion and also a Gold Medallist at the Commonwealth Championships. She represented Great Britain at Judo for over a decade and competed in multiple World and European Championships.



Aaron Cantrill Area Manager, Wiltshire and Hampshire

Aaron is the United Oilseeds Area Manager for members and customers in Hampshire and Wiltshire. Aaron has a degree in Agricultural Business Management and has worked at Bernard Matthews and in food waste and land nutrition based in East Anglia. He lives in Badminton and is a keen country sports participant, horse rider and skier.





Local Support

Area Manager contact details



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Key

- Stores
- HOLL Stores
- HEAR Stores



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Celia Smith
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Jemima Duxberry
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INSURANCE

Don't forget: Make sure your OSR crop is insured when it is being moved. At current high prices, a 29 tonne lorry-load is worth over £20,000.



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

This publication has been registered for:



BASIS number: CP/119731/2223/g
2 Crop Protection points

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