



Growing our Transportation Team to Serve You Better

The new year brings new faces to Floradale's Transportation team, as we continue to grow to better serve our customers. Managing the Transportation team is Lindsay Ansell. Lindsay brings 25+ years of experience in Logistics and Supply chain, where he's managed large fleets and teams at Purolator and Loblaws. Lindsay will lead dispatch and our driver team, under the leadership of Supply Chain Manager, Luke Chamberlain.

Gavin Sauder will also be joining Floradale as Dispatch. Gavin has been driving part-time for Floradale and has decided to join us full time. Gavin will be working and learning alongside long-term team member Darryl Shouldice.

We're also pleased to announce the addition of 3 new drivers as we strive to continue to ensure the timely and accurate delivery our customers need. Ken Shoemaker, Will Shea & Bernie Laurette bring a wide variety of experience to the role and are excited to join the Floradale team.



Lindsay Ansell
Logistics Manager



New employees will learn from long serving team members like Darryl Shouldice and Dennis Bowman.



Gavin Sauder
Dispatch



Ken Shoemaker
1 of 3 new drivers

"Growing our transportation team to help us ensure the timely and accurate delivery our customers need."

DARK DAYS OF WINTER

During these short dark days of winter, remember to ensure your layer birds are getting the required 14-17hrs of light.

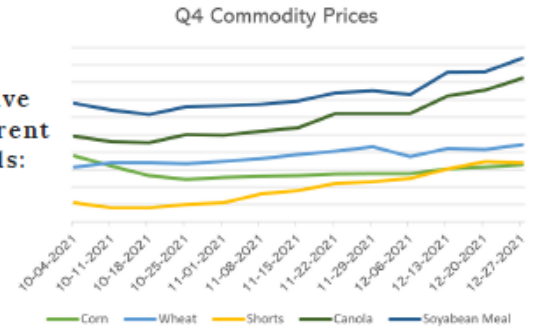
End of Year Review: Commodity Prices

Connor Smith, Purchaser



With a total of six mills operating, our buying power is one of the largest in Eastern Canada, giving us the opportunity to help offset high ingredient costs. It is also important to note that there are many market factors that impact commodity prices, and in-turn have a direct affect on feed prices. We strive to be transparent about these fluctuations. To highlight, below are the Q4 trends:

- Drought in North America created upward pressure on wheat prices
- Even though it was a good corn crop this year, different factors support the increase in price during Q4 2021
 - Ethanol plants production has been ramping up during Q3 which increased the demand for corn
 - Fertilizer prices keeps ramping up and showing no signs of easing
 - All eyes are now looking towards the dry weather in South America affecting corn yields
- Soybean meal supplies were considered tight during Q4 2021 as the USDA dropped the ending stocks. This USDA report pushed the futures price higher.
- As for shorts & DDGs, December is always a volatile month as plants & mills need to shutdown operations for stat holidays. Less by-products are produced hence the price increase.



New Ruminant Sales Representative

Meet Lindsey, Lindsey is a dairy and sheep producer working alongside family in Waterloo region where all their livestock nutritional needs are provided by Floradale Feed Mill Limited. Lindsey graduated from the University of Guelph with a Bachelor of Science in Agriculture Degree, focusing in the areas of crop and animal science. She previously received an agriculture diploma from Ridgetown College.

She was most previously a sales representative in southwestern Ontario for Select Sires Canada collaborating with dairy producers giving genetic advice to improve their businesses. She is passionate about nutrition and livestock care, specifically calves and lambs and is involved with 4-H, the Waterloo Holstein Club, and is a Waterloo Dairy Producer Committee member providing feedback to Dairy Farmers of Ontario. Contact Lindsey at lindseyc@ffmltd.com



Lindsey Cook
Ruminant Sales Specialist

Did you know?

You can stay up to date with the latest Floradale announcements, promotions, industry news & more! Connect with us on Instagram, Facebook & Twitter.



Find us on Twitter & Instagram @floradalefeed. Our Facebook page can be found by searching Floradale Feed Mill Ltd.

Exciting Opportunities to Join the Floradale Team

Some of the roles we're hiring for are Farm Help, Production, Warehouse, HR and more.

More information on these job opportunities can be found at ffmltd.com/careers. To apply, please email your resume to ffmjjobs@ffmltd.com or send them to Floradale Feed Mill, Attn: Human Resources. Floradale offers a competitive wage, pension plan, and group insurance benefits. We are an equal opportunity employer and appreciate all who apply but only those selected for an interview will be contacted.