

Palmerston Grain

Company Background

Palmerston Grain, formed in 1983, is a state of the art high throughput grain handling facility. With storage capacity of close to 2 million bushels, Palmerston Grain is designed to handle large volumes of wheat, corn, soybeans and canola for movement into both the domestic and export markets. Palmerston Grain also has full time grain merchandisers on staff in order to facilitate commodity sales into both the domestic and export markets. Palmerston Grain is a family business, owned and operated by the McLaughlin family.



Palmerston Grain is fully involved in all aspects of the Grain industry, from involvement in seed quality testing, new market development, varietal segregation, and export market analysis. Palmerston Grain is an active member of the Ontario Agri Business Association (OABA) and is a leading advocate of strong health and safety procedures and increasing Ontario product demand.



Palmerston Grain became involved in the elevator business in 1983 when it recognized a need for local growers to have a delivery point for their crops. After several years of growth and 2 major expansions, Palmerston Grain has become Ontario's Largest inland grain terminal. Specializing in opening new markets, Palmerston Grain has built close relationships with several key Ontario, and nearby United States flour mills and Feed mills. In 2007, Palmerston Grain shipped its first lake vessel to an export market.

Palmerston Grain has a close alliance with C&M Seeds - also wholly owned by the McLaughlin family. C&M Seeds is a leading provider of wheat, soybean, barley, oat, and canola genetics to Ontario producers. C&M Seeds has been a leader in product development since introducing all but 1 class of wheat to Ontario wheat growers. C&M Seeds has grown a strong brand image as "Ontario's Wheat Company" and now has approximately 300 dealers across Ontario. C&M Seeds has grown a reputation in the marketplace for innovation with Ontario's seed marketplace.



Marketing & Merchandising Experience

Palmerston Grain has 3 full time Grain merchandising agents on staff as well as several key support staff and operations staff. Palmerston grain has become a prominent buyer of Ontario wheat from not only farmers, but other country elevators and grain merchandising companies. Although Palmerston Grain now services several customers beyond the Canadian border, the focus of the company has been creating demand with Ontario end users. Palmerston Grain has opened several key accounts to using Ontario wheat as a blend or replacement for western grown wheats by working closely with C&M Seeds to develop varieties that hold the characteristics that Ontario's milling industry are looking for. Palmerston Grain also segregates varieties for identified "premium markets". Palmerston Grain maintains a website that provides customers with pricing and is very actively used.



Our Strengths

- ✓ We have strong connections to the seed industry to better provide customers with key milling characteristics
- ✓ We are a small and close knit group with the ability to respond quickly to new opportunities
- ✓ We have a large storage capacity allowing us to segregate to the customers needs
- ✓ We have displayed the ability to open up new markets and introduce new classes of wheat to Ontario mills
- ✓ Three satellite locations as well as Port delivery points for choice in delivery location
- ✓ We have a seed testing laboratory to allow for increased testing to ensure product quality
- ✓ We are innovators – we are agents of change



Past Performance

- ✓ Instrumental in the commercial introduction of red wheat to Ontario in the 1980's
 - The first company in Ontario to direct major effort to development of hard red winter wheat
 - Key players in the removal of KVD requirement for registration of red wheat in eastern Canada
 - Innovators in the management of hard red wheat for increased yield and quality in Ontario
- ✓ Have moved into lake vessel shipments to meet export customers larger quantity requests
- ✓ Introduced Ontario grown Hard Red Winter, Hard Red Spring, Durum, Soft Red Winter and Hard White Spring wheat to Ontario milling trade.