

THE RESOURCE

HARVEST 2010

Volume 12, Issue 1

Grain Division

~By Dan DeGon~

The Resource

is a publication of
Cooperative
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Rosalia, WA
99170



Contributions are
encouraged. You may
reach us at:

1-800-258-4293
1-509-523-3511
or fax
1-509-523-5858

Dear Grower:

We have just completed our year end audit and are pleased to let you know that Co-Ag made a profit after taxes of \$914,256. The allocation back to members will be approximately 8.5 cents per bushel. The Board of Directors has authorized us to pay 35% of the allocation (\$196,669) in cash. You will be receiving the notice of allocation and the cash portion in the next couple of weeks. During the last fiscal year we retired old patronage in the amount of \$174,212, for a total in cash back to patrons of \$370,881. We want to thank all of you again for your continued support!

Pre harvest checklist:

We would also like to remind you how important it is to make sure your trucks, trailers, combines, and conveyors are clean of all foreign material (treated seed, rodent droppings etc.) before you begin harvest. Standards are just as tight as last year. Wet grain discounts will apply to any loads that are hauled in during harvest over 12.6%. Once again you will not be discounted on the whole lot just on a per load basis.

This year we will have ground pile locations set up in Oakesdale and Fairfield. The site at Fairfield is located out by the fire station. The site in Oakesdale will be located in the alfalfa flat of Mike Brown's right behind his grain bins off the Hume road. You will have to weigh at the main scale house locations in town for both ground pile sites. Our goal is to keep up with transfers and shipments to avoid using the piles, but we will be prepared just in case we run out of room.

Please take the time during harvest to make sure your truck drivers are well aware of lot names, splits, varieties and classes during harvest!!! Also, if any information has changed amongst your divisions or landlords please let us know. Our goal is to limit little mistakes during this busy intake time in order to maintain efficiency. Please let us know if there have been any address changes for you or your landlords as well. Please double check your delivery sheets when they arrive, if there are any errors it is important that you notify us immediately so we can fix them.

Direct Deposit is now available. If you are interested in setting up direct deposit, please contact Dave Charles in the Rosalia office.

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Grain Division

~Continued~

Important Harvest Phone Numbers

BRIEF MARKETING OUTLOOK FOR HARVEST (Dan's thoughts)

Keep an eye on wheat prices during harvest this year. If you want to keep track of them daily on the combine, I suggest signing up for the text message markets if you haven't already. The markets have been making a run here for the past few weeks on some drought/lower production concerns in the European, Russian and Canadian markets. Overall, I am not convinced it has turned into a bullish wheat market at this time due to the simple supply and demand equation. My mindset could change to a bullish feel if Australia comes out of their winter solstice with news of reduction in yield potential. If you have not sold any grain yet this year, I would not be afraid to market a little at these prices if they cover your break-even point of production. Keep an eye on new crop prices for August of 2011 as well. They are slowly trickling up and anything over the \$6.00 mark is very attractive number. The first set of grain marketing meetings will be in the last week of September. I welcome anyone who wants to attend call or send an email to me at dan@co-ag.com. Please remember that Chris and I are always here as a resource to answer any of your questions about marketing.

Rosalia Office 523-3511 or 1-800-258-4293
Fairfield Office 283-2124 or 1-800-821-3685
Oakesdale Office 285-4311 or 1-800-772-0210
Tekoa Office 284-2131 or 1-800-316-9659
NWPB 534-3821
Market Line 1-800-283-2131

Dick Oliver (509) 290-1961
Frank Wynn (509) 995-9035
Garrick Wynn (509) 499-6977
Jackie Tee (509) 294-5789
Dan DeGon (509) 432-1907
Chris Meyer (509) 780-3178
Gary Heaton (509) 990-0206
Ken Fuchs (509) 869-8043

WE THANK YOU FOR ALL OF YOUR BUSINESS AND WISH YOU ALL A SAFE AND PROSPEROUS HARVEST!!!

From The Seed Division

~By Alan Yirak~

As we all know by now, harvest is running a little late this fall. But when harvest does arrive and you are in your combines and trucks cutting this bountiful crop, be aware that seeding season is not far away. The Seed Resource newsletter will be mailed out around the 1st week of September with a lot of pertinent information valuable to your farming operation. Please read it carefully. Included with the newsletter is our seed order form which is an excellent tool that helps us plan and organize your fall seeding needs and demands. Cell phones are also a great tool for communicating your thoughts and questions to the seed division. My cell phone number is (509)280-7999. In other words, while you are out in the field and you see things you like or dislike and you begin to make your fall seeding decisions, PLEASE let us know ASAP so we can be ready. I have a feeling prep time will be very short this fall.

We will also be distributing seed at our Tensed facility. The old seed building was in a state of disrepair and has a leaky roof. We felt like we could not store seed in that building. We needed a secure weather-proof site so we cleaned out the shop building which is in great shape so we can store and distribute seed there. If you would like to pick up seed at Tensed please fill out a seed order form so we can have the seed in stock when you begin planting. We are new to this area so it is VERY important that we start out right. It will be manned by our newest seed and warehouse employee Jeff Kimball. He grew up in Tekoa and it seems most people know who he is. Welcome, Jeff!

From the Co-Ag Pulse Division/Northwest Pea & Bean

~By Gary Heaton~

Ready or not here comes harvest. Harvesting could begin this week (Aug. 4) on some of the early seeded lentil fields in the Co-Ag region. Pea & lentil harvest has also begun in the Midwest in a few locations, although most fields are still green. Concerns about the crop conditions in the Midwest and Canada due to late seeding have been eased by the favorable weather the last few weeks. Approximately 75% of the peas and lentils in Canada are rated at good to excellent, although they are about two weeks behind average maturity.

Buying interest has switched to new crop ideas at the lower prices being quoted. The increased acreage of peas and lentils, and lack of any major disasters, has buyers thinking prices may go lower. New grower selling however, has not supported their lower prices ideas however. There is interest to buy at the current bid levels, but trading is slow with little grower selling. If the demand outpaces the available supply prices may have a chance of improving.

On the other hand, selling pressure at harvest could satisfy the demand and hold prices static. Supply and demand are at a crossroad, waiting for harvest to determine quality and yields. There is still some question about total production in the U.S. and Canada.

Statistics have shown that as the U.S. total production of peas and lentils has increased the last few years, there has been corresponding increased sales to move what we produce. The saying is: “if we grow it, they will buy it”. The Pacific Northwest is still regarded as the producer of premium quality peas and lentils compared to the Midwest. This usually results in higher prices for our products. We need to do everything we can to maintain that reputation by doing all we can to maintain the high quality peas and lentils our customers have come to expect.

Keep up the good work Co-Ag growers!

Co-Ag Mission Statement

Our desire is to grow profitability, retire shareholder equity, and provide sound employment opportunities while striving to keep our local communities strong .

Thank you to all of the members that continue to support the company and choose to do all of your business with Co-Ag. Your neighbors and communities appreciate the support

Scholarship Winners!

Congratulations to our Scholarship winners:

Cora Fisher– Who plans to attend Washington State University

And Zack St. John—who also plans to attend Washington State University!

We wish them luck in there future endeavors!!!



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