

Official Publication Of The Washington State Hay Growers Association



December 2008

HAY NEWS

**Registration
Materials Have Been
Mailed**

JOIN US!

WSHGA Annual
Conference and Trade
Show

January 14-15, 2009

Three Rivers
Convention Center
Kennewick, WA

Contact Us

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Growers Association**
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President's Letter

2008 has been an educational year for all of us in the hay industry, the hay producer, the broker, and the livestock producer all had to go through extreme swings in the market. Our education continues every day, the fact is that most valuable lessons farmers have learned are from their mistakes, not from what they learned in college. Hind sight is 20/20! Now in saying that I still feel that education is very important, we need to keep on learning or else we are not keeping up with the times. The Association's annual conference will be an excellent source for every hay farmer to continue their education. We have a lot to learn about the cause and effects of our marketing decisions this year. Your Hay Association Board has worked very hard to bring you the best value for your hard earned dollar at this years conference. Look for the flier in the mail or on the website for more details.

Everybody in the hay industry right now is wondering if hay prices are going to follow commodities. I won't try to predict what the price will be, all I can say is that if you use sound economics by looking at supply and demand, I feel strongly that hay prices should not drop as drastically. Washington state hay farmers put up a superior product to the rest of the world and west coast. We need to continue to do this into the 2009 crop year and then we will always have markets to sell our hay. Don't let fear be the driver in your marketing decisions. You worked hard all year and risked the elements to put up a quality product, stand by it and you should receive a fair price in return.

I wish everybody a safe and Happy Holidays and I will see you at the conference!

Shawn Clausen, President WSHGA, (509)750-9822

Special Conference Speaker – Dr. David Kohl **"Mega Trends in Agriculture in the Age of Turbulence"**

You won't want to miss our special guest speaker, sponsored by Northwest Farm Credit Services – **Dr. David Kohl** who will be presenting on Thursday - on the "Mega Trends in Agriculture in the Age of Turbulence" and at our luncheon on the "Mega Forces of Agriculture: Vision 2020". Dr. Kohl has traveled over 5.1 million miles throughout his professional career and has conducted more than 3,000 workshops and seminars for agricultural groups.

The trade show will feature over 40 vendors representing seeds, fertilizers, soil and tissue testing, hay analysis, haying equipment, irrigation systems, twine, hay sheds, tarp systems and Ag lenders. Pre-registration can be done on-line at www.wa-hay.org or by mail. Contact the WSHGA office at 509-585-5460 for more details.

2008 Import Hay for Pacific Rim Countries, William T.W. Woodward, Columbia Basin College

Export hay is an important market for the Columbia Basin forage producer. The following table is a summary of imports through October, 2008 for the Pacific Rim Countries that absorb most of the Pacific Northwest hay exports. Total hay imports for Japan are down about 93 thousand metric tons or 4.5% from October 2007. However, it is only down about 38 thousand metric tons or 2.5% for US imports. So far this year, Korea is again a bright spot with an increase of about 52 metric tons or 7.3% with the US share up 10.6% at about 62 thousand metric tons. Taiwan is the smallest market with imports slipping lower in 2008. The country that has been lagging behind is Canada with a drop of about 80 thousand metric tons or 26% from 2007. Total hay imports for the Pacific Rim Countries are down about 52 metric tons or 1.8%. However, the Pacific Rim imports from the US are slightly up from October, 2007 at about 12 thousand metric tons or 0.6%. Although the data does not show what has happened in the last month and a half, it does show that US hay exports have done well through the first 10 months of the year.

ORIGIN	2007	2008	Difference	Percent Change
	Metric Tons			
Total Hay Imports for Japan	2,063,425	1,970,500	-92925	-4.50%
Total US Imports for Japan	1,485,219	1,447,666	-37553	-2.53%
Total Hay Imports for Korea	718,992	771,231	52239	7.27%
Total US imports for Korea	587,706	649,761	62055	10.56%
Total Hay Imports for Taiwan	180,417	169,221	-11196	-6.21%
Total US imports for Taiwan	141,390	128,979	-12411	-8.78%
Total Canadian Imports for Pacific Rim Countries	308,525	228,427	-80098	-25.96%
Total Hay Imports for Pacific Rim Countries	2,962,834	2,910,952	-51882	-1.75%
Total US Hay Imports for Pacific Rim Countries	2,214,315	2,226,406	12091	0.55%

Source: Japan Customs, Korea Trade Statistics, Directorate General of Customs, Ministry of Finance, ROC



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