



HAY NEWS

OFFICIAL PUBLICATION OF THE WASHINGTON STATE HAY GROWERS ASSOCIATION

PRESIDENT'S LETTER

"Navigating Change: Staying on Course", was the theme of the 2006 WSHGA Conference and Trade Show. We had the largest attended conference in history of the association. The Three Rivers Convention Center is an excellent venue and Ag Management did an excellent job of coordinating the event.

Navigating Change is an interesting thought. Change is as sure as death and taxes. These last two years have seen major increases in all of our costs. The one that stands out the most is fuel, but that is the one that drives everything else. Each of us has to ask if we are "Staying on Course", fuel costs have surely caused us to "jerk the wheel". Many farmers have probably completed their new operating loan; some are working on it and some don't need one but we've all had to look at how we harvest, how much fertilizer we use, how many trips we make over the field and what kind of equipment we are using. We have witnessed the introduction of Roundup Ready (RR) alfalfa seed. The new technology that we continue to see in seed, equipment, communication, guidance systems and many other areas can make change not only possible but profitable. Obviously each new product must be evaluated by you to see if that product will fit in your operation. Some may justify the extra cost of RR seed others may decide that it doesn't fit their market, making use of information supplied by a tax professional or a legal professional can be as profitable as a new baler. The farmer that survives will embrace change and will explore every possible profit opportunity

We are beginning the year with a good demand for any unsold inventory and a promising demand for new crop. Each year we are contacted about buyers that have not paid for hay and it has already left the farm. What can a farmer do when this has happened? Well sometimes quite a bit and sometimes nothing, it depends on how well he has protected himself. A list follows of prevention:

1. Make a Contract if it's not in writing it's not a contract.
2. Know your buyer.
3. Ask for a substantial down payment (90%) you are not a bank.
4. Know your contract.
5. Make sure you receive a manifest for every load.
6. Help the buyer to protect his investment, suggest tarping when appropriate and try to make easy access to the stack.

In March the board will elect a new President, it has been a pleasure to serve you, it is your association. I want to thank the board for their support through these past two years and you should thank them also. Board Membership is a gift of time to fellow farmers. Each meeting takes from half a day and may take a full day besides the time spent on the phone, internet, and the road.

Chep Gauntt, President WSHGA

Hay For Sale! \$50.00 for a one-year subscription to post your hay for sale to the official wa-hay.org web site. Register Online at www.wa-hay.org today or contact the Washington State Hay Growers Office for more information.

Washington State Hay Growers Association



2006 WSHGA MEMBERSHIP UPDATES AND RENEWALS

Included with this newsletter is your 2006 Membership Application/Renewal Form (green) or your Directory Information Update request form for those that have already renewed their membership (blue).

Please take a moment to fill out and return these forms. By being a member you will be helping the WSHGA provide a unified voice for the hay industry in Washington, speaking out on issues

important to the growers. You will also be listed in the 2006 Membership Directory will be published and distributed in April. The listing is a proven way to get your name in front of the right people to get your hay sold.

The Association also works closely with Washington State University Extension specialists so members can get the most current production information.

Don't forget - you may also go online to www.wa-hay.org to renew your membership.

We look forward to working with you in the coming year.

THANK YOU FOR YOUR CONTINUED SUPPORT AS A WSHGA MEMBER!

KLICKITAT COUNTY HAY GROWERS WORKSHOP

Date: March 14, 2006
Location: Goldendale Grange – 228 East Darland
Contact: Susan Kerr – (509) 773-5817
Time: 8:00 am – 5:00 pm
Cost: No registration fee

Agenda topics include:

**Biocontrol Agents for the Alfalfa Weevil
Growing High Quality Grass Hay**

**Alfalfa Seeding Rates
New Seeding Establishment and Fertility
Nitrogen Rate and Timing Effect on Grass Hay and
Pasture Yields
Weed Control in Alfalfa
Roundup Ready Alfalfa and the Marketplace
Autotoxicity in Alfalfa
The Alfalfa Weevil: Plans for a Resistant Variety
Cowpea Aphid, a New Insect in Washington
Non-Insured Disaster Assistance Program**

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