



HAY NEWS

OFFICIAL PUBLICATION OF THE WASHINGTON STATE HAY GROWERS ASSOCIATION

PRESIDENT'S LETTER

I'm walking the floor over you; I can't sleep a wink that is true. *

Sound like the words to an old song? Well they are the words to an old song however; they fit the hay business pretty well. If you have ever had a crop ready to harvest but were not able to because of weather, equipment failure, or other unplanned events then you may have "walked the floor". If you have your crop "put to bed" or "in the barn" and you have

no market for it but your note is due at the bank you may have "walked the floor". This year has not been any exception you should have had plenty of exercise "walking the floor". We had first cutting rain, third cutting rain and some growers were able to participate in both, but for the most part this was a big improvement from last year at least in the market place.

Hay prices are up. Inventories on farms are lower than last year. Exports are steady. The

expectation in the industry is that inventories will be low by spring. There are still dairies looking for good hay, and there is still demand for quality export hay. Check the WSHGA web site for export info, and list your hay for sale.

If you have still not visited our web site you're missing out. We have had very favorable response from buyers looking at the Hay for Sale. There is also a calendar of events and advertising from our supporters. Take a look. Just a

reminder our 2005 Conference will be at the Three Rivers Convention Center in Kennewick, January 18& 19. This is a brand new facility, there will be plenty of space for exhibitors and opportunities to look at products and talk to vendors. See you in Kennewick.

Chep Gauntt, President WSHGA

*Ernest Tubb

DISASTER DECLARATION STATUS

Efforts are continuing to get the disaster program for the 2004 hay crop in place. The disaster petition is in the hands of USDA. The President signed legislation which will provide for disaster relief. We don't know what the legislation will mean to hay producers until more details are made available. To clarify some confusion on the issue, please be aware that Yakima and Franklin counties do have Secretarial Disaster Designations due to damage and losses caused

by sub-zero temperatures, which occurred in early January, 2004 – but these designations are not linked specifically to the hay disaster petition. The FSA Disaster Assistance website <http://disaster.fsa.usda.gov/fsa.asp> has a map that one can click on to find out if a particular county has a designation. The county level of the map also links to the designation, which shows the time period and the disaster that caused the designation. At this time, the

Secretarial Disaster Designations only apply to the Emergency Loan Program. Growers are encouraged NOT to contact their county FSA offices on this issue yet. Each county office must receive specific details of the program, including forms and software before they can begin the processing of claims. These offices are currently swamped in the issuing of checks to growers for other programs and do not yet have the information needed to help growers with the

hay disaster. What growers should do now is gather their data together so they can be ready when the notice to proceed comes. Data should include production by land unit along with hay test results. This should all be summarized in a supportable and understandable format. As soon as they are given the green light, county offices will send out notices, office newsletters, press releases and announcements about informational meetings (as applicable).

2005

Washington State Hay Convention and Trade Show

January 18-19

Three Rivers Convention Center Kennewick, WA

New Location, which features 22,000 square feet of COVERED trade show space.

Information:
(509) 585-5460
or
www.wa-hay.org

2005 ANNUAL CONVENTION AND TRADE SHOW

The annual Washington State Hay Growers Convention will be held on January 18 – 19, 2005 at the Three Rivers Convention Center in Kennewick WA. We're excited about this new venue.

It boasts technologically state of the art meeting rooms! You will enjoy hearing AND viewing presentations on the whole range of topics so important to you as a hay grower in these times.

It has over 20,000 sq. ft. of exhibit space – all inside and protected from the January weather. There will be an abundance of exhibit booths and machinery for you to browse through network in, and just plain enjoy!

It is located in the heart of Kennewick – close to Columbia Center Mall and a host of other shopping opportunities as well as all of your favorite eating-places and movies. Come and enjoy the Tri-Cities hospitality and the after-holiday shopping bargains.

It is close to a variety of hotels including:

- The Hilton Garden Inn, which will be completed in December of 2004 and located within a few hundred feet of the Convention Center. They have offered a special convention rate of \$89.00.
- The Red Lion-Columbia Center, located just a few blocks away on Columbia Center Boulevard. They have offered a convention rate of \$69.00.
- The Super Eight and the Holiday Inn Express, both a short drive away and offering very good convention rates also.
- A host of other hotels in the immediate area including The Fairfield Inn, The Silver Cloud, The Comfort Inn, The Shilo Inn, Hampton Inn and others.

So, whether you're a grower, an exhibitor, a sponsor or a spouse or friend of any of these, the Washington State Hay Growers Convention and Trade Show is where you will want to be in mid January. Go to www.wa-hay.org now for registration information and forms or call us at 1-509-585-5460. We'll see you there!!

[WWW.WA-HAY.ORG](http://www.wa-hay.org) LOG ON!! - IT'S WORTH IT

If you haven't explored the Washington State Hay Growers Association web site lately, you're missing out. The Association has spent considerable time and effort to update it and make it more useful to you as growers and industry members. Among the features you will find are:

PUBLICATIONS - Here are essential articles you need as growers to keep abreast of research and market trends. We have some of the best extension researchers anywhere – What are they telling you about what you are facing right now and what you can do to best respond to current conditions. You'll also find the latest variety trial results in this section. **CHAPTERS** - This is a section outlining the various local chapters from the Kittitas to the Columbia Basin to the Northeast Washington and all in between; you'll find board members, notice of field days, and other pertinent information for your own locale. **CONVENTION** - Here is the latest information on the upcoming convention, including registration forms and the program as it becomes available. This features the ability to register for the convention or join the association using credit cards – a convenience for everyone.

HAY FOR SALE - This is proving to be very productive to those who are using it. Here you can purchase a special listing of the hay you have for sale. In this listing, it's doubly easy for a potential buyer to find what he is looking for; and your listing IS worldwide! You may be surprised where you will get inquiries. As a WSHGA member, you can take advantage of this great feature. **PNW STATS** - Imports, exports, stocks, prices and more. Find the latest reports here. **RESOURCES** - Links, links, links – to other sites important to you as a grower or industry member. www.wa-hay.org - It's great for everyone! It's especially great for members of the Washington State Hay Growers Association!! See you online.



2004 Four State Average Monthly Prices for Hay

Prepared by William T. W. Woodward

Source: U.S. Department of Agriculture National Agricultural Statistics Service

Cooperating agencies: Washington State University, U.S. Department of Agriculture, and Franklin County. Extension Programs and employment are available to all without discrimination. Evidence of noncompliance may be reported through your local Extension office.

State	2004 Alfalfa Average Monthly Prices								
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	dols / ton								
CA	92	92	98	110	127	120	112	109	110
ID	86	84	86	82	100	105	105	110	105
OR	99	91	96	95	97	115	113	115	116
WA	85	83	80	80	82	90	100	100	110

State	2004 Other Hay Average Monthly Prices								
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	dols / ton								
CA	70	81	85	94	88	93	99	105	96
ID	65	60	70	65	70	70	65	65	65
OR	90	95	96	95	93	103	92	98	91
WA	115	115	115	115	115	120	120	125	120

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