

ACX advisor

for three generations ~ for ages to come



Summer Edition



Ellensburg Division - PNW

In the Columbia Basin, 3rd cutting is nearing completion. Weather over the past several weeks has been very good and alfalfa quality has been the best of the year. Export buyers have been very aggressive to purchase.

Depending on weather, production is expected to continue until late September. Most growers expect a 4th cutting and domestic dairy buyers are expected to be aggressive.



2nd Cutting Timothy harvest in the Columbia Basin is finished and quality was above average. Due to the shortage of higher-end 1st Cutting Timothy this year, many buyers have been aggressive to purchase which has caused considerable upward pressure on 2nd Cutting Timothy prices.

Export movement continues to be strong in the traditionally slow summer months and our schedule remains busy well into the fall. Advance planning remains extremely important during this busy period.

In recent months, there have been some changes in terminals that each line calls at the Ports of Seattle and Tacoma causing some delays in transportation.

Highlights

PNW 4th cutting alfalfa expected...

PMW ACX TRUESWEET Sudan out-yielding Piper Sudan by 25%...

PSW hopes for two more successful cuttings...



Ellensburg Division - PNW

Vessel space and container availability continue to remain satisfactory. There have been recent concerns about a possible strike in the US East Coast. For US West Coast ports, this could result in considerable 'Congestion Charges' levied by the ocean carriers.

Stockton Division - PMW

The northern SJV is between cuttings. The weather is cooling and quality and laboratory analysis numbers are improving, so dairies are starting to buy. However, yields are dropping and prices are moving up depending on the area.

With good weather in the immediate forecast, sellers are willing to wait for higher prices. The Sudan harvest is scattered out with some growers cutting for the first time and others working on 2nd cutting. Sudan quality looks good.

In the Central SJV, temperatures have been in the high 100s with lows in the upper 60's. Humidity is up from last week and harvest will continue on schedule.

Alfalfa quality is improving with color getting better from the cool nights. Some fields are grassy after the hot temperatures in August. Yields are starting to drop off from 1.5 tons average to less than 1 ton per acre.

SJV Sudan quality is good with more farmers moving to big bale. The market continues to climb on top quality and Imperial Valley stacks that have not received rain. Growers seem pleased so far, but they get very nervous if they have to rely on domestic markets.

TRUESWEET™ Sudan still out yielding Piper by 25% according to some growers. Delta growers will be baling next week with our TRUESWEET™ and so far it looks very good.

Grain hay and wheat straw harvests are completed. Rice straw harvest will begin soon.



Wilmington Division - PSW

The Wilmington Processing Facility is currently running at full capacity.

The plant is processing orders for Alfalfa, Sudan, and Alfalfa-Brome Mix. Order destinations include Japan, Korea, Taiwan, China, and the Middle East.

Unstable weather patterns coupled with very high temperatures have resulted in lower than normal alfalfa yields in the last few weeks in the desert south including Arizona and the Imperial Valley. We're hoping for more robust growth and greater yields in the coming weeks as weather turns milder. We hope for at least two more successful and useful cuttings.

Utah and Idaho alfalfa is into or beginning third cutting. We are hoping for a good share of exportable alfalfa from these cuttings in spite of some domestic dairy interest. Weather continues to be problematic (especially in Utah) as showers seem to cycle through in three-day increments resulting in a good deal of rained-on material.

Remaining cuttings should yield Number 1 Standard grade Alfalfa with the hope of some spot opportunities for Premium.

The unsettled weather in the desert south has resulted in a significant amount of rained-on Sudan. This material is probably not exportable to the Japan market. That which is exportable (acceptable moisture, no mold, etc.) can be acquired for shipment to other markets.

The weather, in general, throughout the Pacific Southwest has been unstable to higher degree than is typical. The "Monsoon Season" has yielded higher than normal humidity and much more frequent rainfall events. Only the south San Joaquin Valley has avoided the worst of the rainfall this year.

Wilmington Promotions

ACX is pleased to announce the promotion of Terry Hansen to Business Unit Manager (BUM) and Juan Rivas to Business Unit Leader (BUL).

Terry Hansen joined ACX in 1989 and has extensive experience in sales, marketing, and market development in Japan, China, Taiwan, Korea, and the Middle East. Through his years of hay-trading, Terry has gained the technical expertise to oversee all operational aspects required for the value-added management of the ACX Wilmington hay processing facility.

As the BUM for ACX Wilmington, Terry will continue the ACX tradition of operational excellence in all facets of forage and roughage export. Congratulations to Terry on a job well-done and a well-deserved promotion.

Juan Rivas joined ACX in 2004 working for ACX's intermodal division, and he has worked in the ACX Wilmington hay processing facility since its opening. Juan has worked around the import/export logistics industry for nearly 20 years including working with his family's own import/export company.

As a new BUL for ACX Wilmington, Juan will continue to deliver ACX's excellent service to support our customers everywhere in the world.

Again, congratulations to both Terry and Juan!



Terry Hansen, Business Unit Manager, Wilmington Division

Weather Update

The below is a weather forecast for the primary growing regions of the Western 11 states. Please visit the weather section at acxpacific.com for more information.

Date	PNW – Ellensburg Area				PMW – San Joaquin Valley				PSW – Imperial Valley			
	Cond	High	Low	Rain	Cond	High	Low	Rain	Cond	High	Low	Rain
10 Sep		19	5	0%		35	22	10%		32	25	60%
11 Sep		23	6	0%		35	21	0%		35	26	30%
12 Sep		27	8	0%		35	22	0%		37	27	0%
13 Sep		30	8	0%		36	22	0%		38	27	0%
14 Sep		33	10	0%		37	23	0%		39	27	0%
15 Sep		30	11	0%		37	23	0%		39	27	0%
16 Sep		28	10	0%		35	21	0%		39	26	0%
17 Sep		27	9	0%		34	21	0%		39	24	0%
18 Sep		27	10	0%		33	21	0%		38	25	0%
19 Sep		29	9	0%		32	20	0%		37	23	0%

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