

March 2012
Volume 5 Issue 1

Winter Edition

ACX ADVISOR

Highlights:

- PNW inventory levels are low; new crop expected in May...
- New MACX-Bale 450kg sleeves and Big-Bale Cut Down now available at ACX Stockton Division...
- New crop 2012 harvest starting in the PSW...

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Pacific Northwest - PNW Ellensburg Division Update

Winter is still upon us with snow on the ground as recently as earlier this week. Fields are now beginning to come out of dormancy. Farmers will begin to spray fields as soon as weather allows.

Hay acres remain similar to 2011 in Washington with a slight increase of 2-3% expected for 2012. First cutting Harvest should begin around May 1 in the Columbia Basin. Progress of new crop will be reported over the next 60 days.

Current inventory levels are very low most farmers are reporting all hay sold. Exporters and dairies still have Inventory on hand to continue shipping until new crop is ready for shipment.

Farmers remain optimistic about continued high prices in 2012; however U.S. milk prices may not allow hay markets to remain as High as 2011. It is too early to predict 2012 crop pricing but we hope to see some relief from the peak pricing.

As always weather, dairy demand, and milk price will play a major role in the 2012 price determination at time of harvest.

Export demand remains strong to all markets.. PNW vessel space and container availability have become tight. Bulk vessel rates have increased in the past 6 months resulting in more containerized grain exports. This has caused less empty repositions from the Midwest.

Advance planning is as important as ever. Please continue to plan your orders ahead.



Pacific Midwest - PMW

Stockton Division Update

The SJV alfalfa market is just starting, growers are waiting for warmer weather to begin cutting. Temperatures in the high 60's and lower 70's. Rains are finally here keeping growers focused on making hay without damage.

Dairies are feeling the pinch with CA milk prices hitting lower than expected levels and futures still falling.

Rains this week covered some areas in Northern California from ¼ inch to ½ inch. Snow levels supply most of the water for irrigation in the Southern area. Water allocations are 50-70% due to lack of snowpack this winter.

Sudan season hasn't started but with the shortage of seed we may not have much of a season. Droughts in Texas have decreased the production of all forage seed by 50%. ACX has a long working relationship with our seed suppliers who will guarantee the best certified seed at fair market prices.

Imperial Valley area growers will start planting Sudan this month. Sudan yields were down last year due to a cool spring. Planting in the SJV area will start in April and extend into June.

The oat hay inventory has sold out. What was an oversupply last summer has turned into a shortage. The drought conditions in CA have everyone concerned that Dryland crops will be plowed under. Unless we see more rain in the next 30 days we will not have any Dryland oats or wheat.

In Nevada, weather is a major concern. Last year at this time snowpack was 140% of average and this year snowpack is less than 30%. Due to last year's high snowpack, reservoirs have above average storage water and most farmers will receive at least 50% of their annual water allotment.

ACX Stockton has is in the final assembly stage for the new big bale sleeve press. The new press will allow ACX Stockton to send 450kg MACX-Bales along with 30kg and 60kg small bales.

The new press is equipped with a mixer which will allow us to blend different types of grass hay and straw products such as alfalfa/oat hay mix or alfalfa/rice straw mix.

Contact ACX Stockton Division for more information on MACX-Bale sleeves and mixed hay and straw products.



ACX is Ready



Pacific Southwest - PSW

Wilmington Division Update

The new crop, 2012 harvest season is beginning in most major growing regions in the Pacific Southwest.

With a relatively mild winter, there are still some worries about water allocation and availability; however, the above normal temperatures have made for a very healthy crop and potentially higher than average yields on the first few cuttings.

Forage quality is about average, with good lab analysis' and feed panel results so far. At this time, low moisture export product is not readily available, but it is still very early in the season.



In Utah and Eastern Idaho, a late winter storm has left a significant amount of snow, which will help increase snow pack reserves in those areas.

Overall, it is difficult to estimate the net change in Alfalfa and Grass Hay acres on the West coast. It seems as though farmers will again maximize their return by double cropping and using higher contract hedges with all commodities.

With the general softening of the grain and cotton markets, it is unlikely we will see any huge acreage shifts in any particular direction this spring, or even from the fall.

Most overseas buyers are continuing to ship at normal levels with some increases into first quarter in China and Japan over market shortage worries. However, the past several weeks have brought on overall tone of softening and slightly higher inventory levels coupled with low milk prices and the new harvest beginning has quailed most immediate supply worries.

ACX is cautiously positioning to make a smooth transition into the new harvest with as much stability as possible, given the dramatic and historic prices highs from 2011.

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
12 Mar		7	1	100%		23	9	0%		27	9	0%
13 Mar		8	-3	20%		24	10	10%		28	9	0%
14 Mar		7	2	10%		25	12	10%		28	11	0%
15 Mar		9	1	30%		26	12	20%		29	12	0%
16 Mar		8	-2	30%		24	9	20%		29	12	0%
17 Mar		8	-3	0%		19	6	60%		24	9	0%
18 Mar		10	-3	10%		15	3	60%		21	6	30%
19 Mar		10	-2	10%		17	6	10%		22	6	10%
20 Mar		12	0	30%		21	5	20%		23	8	10%
21 Mar		13	2	20%		23	8	10%		26	11	10%

LogistACX - Online Documentation

ACX is proud to introduce our online documentation and order status system called "LogistACX." Located at www.acxpacific.com, LogistACX is designed to provide you with a fast and secure way to see logistical information for all of your orders.

Simply login with your unique username and password, go to the "Customer" section, and click on "LogistACX." There you will see a listing of all your bookings with ACX over the past 90 days.

Click on a booking number, and you will see real-time information about your order including:

- Product
- Price
- Steamship Line
- Vessel
- ETD and ETA
- Container numbers
- Seal numbers
- Pictures of your product
- Other Information

Your comments and suggestions for the LogistACX system are always welcome. Please send your emails to gregdewitt@acxpacific.com.

As always, our goal at ACX is to create the best agribusiness possible that supplies the highest value of forage and roughage products and services worldwide.

Login today and experience the convenience of ACX LogistACX.

INTL IMPORT COMPANY			
1OUS540 Reference or LC #	2009-06-24 Booking Date	0001208888 Invoice Number	
2ND CUT PREMIUM DAIRY ALFALFA Product	US \$340.00 Price	ELLENSBURG, WA ACX Facility	
20 Containers Ordered	20 Containers Shipped	40HC Containers Type	
Shanghai Destination Port	COSCO Steamship Line	SHANGHAI EXPRESS Vessel Name	
2009-06-30 Cut-Off Date	2009-07-02 ETD	2009-08-30 ETA	
Document Package: 			
DFSU602789-3 Container Number	9406099 Seal Number	58 Number of Bales	57,920 / 26.27 MT Net Weight
			

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