



# The Sheaf



## Calendar:

- November 11-13, Wyoming Farm Bureau Federation Annual Meeting, Jackson
- November 16, Wyoming Wheat Growers Annual Meeting, Torrington
- November 16-18, Wyoming Association of Conservation Districts Annual Meeting, Cody
- November 19-20, Rocky Mountain Farmers Union Annual Meeting, Denver

## The Sheaf

Volume I, Issue I

## Your Wheat Commission Board Members

The Wyoming Wheat Marketing Commission was established by the Legislature in 1975. It consists of seven members appointed by the Governor from nominations made by the Wyoming Wheat Growers Association. Four members are from Area I, which consists of the counties of Niobrara, Goshen, Platte, and Laramie. Three members are from Area II, which consists of all other Wyoming counties.

The Commission is charged with four official duties:

- Disseminating reliable information showing uses of wheat and wheat products.
- Study trade legislation as it affects wheat.
- Conduct scientific research to discover and develop improved marketing method for wheat and its products, including consumer education and protection.
- Implement research, promotion or marketing programs for the improvement of domestic and foreign markets.

There is currently one open position from Area II on the Commission; any wheat grower outside of Goshen, Laramie, Niobrara and Platte Counties who is interested in serving on the board is encouraged to contact Kimra Griffith at the Wyoming Department of Agriculture, via telephone at 307-777-7321, or by email at [kgriff@state.wy.us](mailto:kgriff@state.wy.us).



**Wheat Commission Members**—Top, left to right - Boyd Yeik, Chairman, Goshen; Brad Reese, Converse; Casey Madsen, Laramie; Bottom, left to right, Dan Jackson, Platte; Fred Barton, Sheridan; Tim Anderson, Laramie.

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## WY Commission Member Attends Wheat Associates Meeting

The Wyoming Wheat Marketing Commission recently send commission member Fred Barton to the annual meeting of the U.S. Wheat Associates in Atlanta. U.S. Wheat Associates is the marketing arm of the American wheat exporting industry; Knowing and growing the wheat export market, working in over 100 countries on behalf of American wheat growers, U.S. Wheat Associates maintains offices strategically located around the world in order to pave the way for U.S. export growth.

U.S. wheat is the world's reliable choice. But while the U.S. grows wheat that will meet every need, the American grain marketing system is complicated. Each year the Commission pays dues to U.S. Wheat Associates so that Wyoming will have a voice in decisions concerning wheat-marketing issues, and to be kept informed on the ever-changing world market demands.

The three-day conference included educational programs on wheat quality and inspection, market information, buyer requirements and policy.

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## U.S. Selling Wheat at a Pace Not Seen in Six Years

**“We are very pleased with export sales so far, especially considering the bigger crops in the EU and Central Europe “ - Vince Peterson, vice-president, U.S. Wheat Associates**

Over eleven million metric tons of U.S. wheat have been exported or contracted for in the first 73 days of the 2004/05 marketing year, a pace not seen since 1997. The U.S. has sold 11.6 million metric tons as of August 12, 16.7 percent ahead of commercial sales at the same point last year and only 1.6 percent behind the 1997 pace.

Renewed wheat sales to China are unmistakably contributing to this year's success so far, with Chinese purchases of 1.9 million metric tons accounting for 16% of U.S. sales. But the U.S. is also showing some early success in opening or

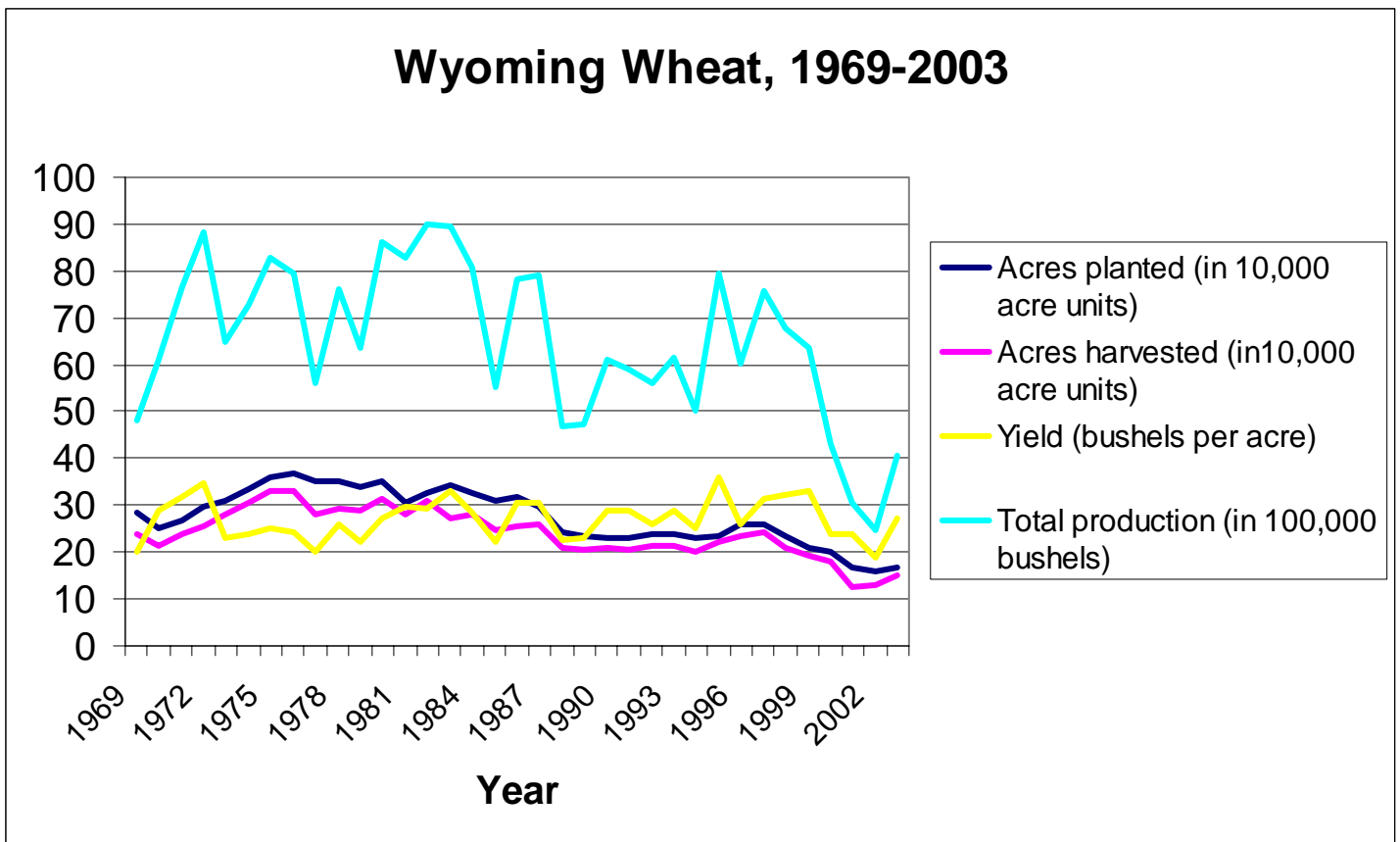
re-opening important markets elsewhere.

“We are very pleased with export sales so far, especially considering the bigger crops in the EU and Central Europe and strong competition from Australia and the Black Sea region,” observed Vince Peterson, vice president with U.S. Wheat Associates, the industry's export market development organization. “Our collaborations with customers in both traditional and developing markets are providing wheat users with greater opportunities to see and judge U.S. wheat value. That work can

made a difference over the long term.”

To meet the needs of discriminating customers, U.S. Wheat Associates employs dozens of the world's top professionals, representing over twenty nationalities. Wheat trade experts, milling and baking professionals, technical advisors, and marketing specialists, supported by bilingual in-country staff at 17 offices throughout the world, are working in collaborative efforts in several growing wheat markets.

*Dawn Forsythe, US Wheat Associates*



## 2004/2005 Global Wheat Situation:

### A CHALLENGING ONE-TWO PUNCH FOR U.S. EXPORTS

Courtesy of *The State of Wheat*, Kansas Wheat Commission

In 2004/2005, the United States could be faced with a one-two punch in the export market. For the first punch, continued robust competition from the European Union, Canada, Australia and Argentina, traditional competitors to the United States, is expected due to large crops. For the second punch, strong exports from nontraditional suppliers, such as Russia and Ukraine, could directly displace the United States in many key import markets. U. S. market share is expected to drop 8% from last year primarily due to this increased competition. In addition, a 7.5 million ton drop in production will also hinder U.S. exports. The surge in traditional supplier competition stems from the European Union, which now consists of 25 countries. The accession of 10 new member states\*, especially grain producers Hungary and Poland, may result in improved market-

ing and transportation efficiencies, leading to more grain reaching the export market. In addition, increased plantings and favorable weather across the EU will likely result in a record crop. This will dramatically increase exports and the EU's net trade position (exports minus imports), which may add 7.5 million tons more wheat onto the world market. This situation is in stark contrast to the past two years when the EU-15 was the world's largest wheat importer.

Competition from Australia, Canada and Argentina will again be fierce this year, with each country expecting a bumper harvest. Similar to two years ago, Russia and Ukraine could emerge as significant competitors. Production in the former Soviet Union region is expected to rebound from the disastrous crops of the past two years. Some of this excess production will rebuild domestic stocks; however, there will likely be ample supplies to increase

exports by at least 3 million tons.

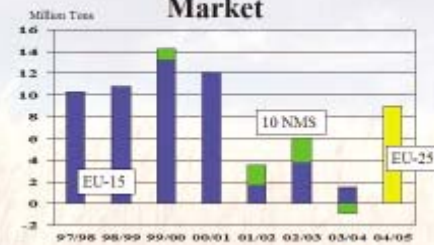
However, this picture may not turn out as bleak for U.S. wheat exports, if a couple of key factors fall into place.

First, if the U.S. dollar remains weak against the Euro and other major currencies, this would give U.S. exports a

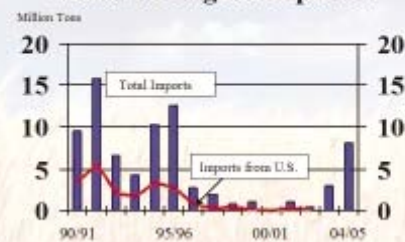
leg up against the competition. Second, China may return to the world market in a significant way and swallow up our competitors' bountiful harvests.

Chinese imports are expected to jump 5 to 8 million tons, the highest level in nearly a decade.

#### EU-25: Net Trade Position = 7.5 million tons More on World Market



#### China Could Return as World's Largest Importer



\* Ten new member states of the EU: Cyprus, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Slovakia, Slovenia

## Wyoming Wheat Production Rebounds

Winter wheat production in Wyoming has always been cyclical, with ups and downs, but the trend over the last several years has been steadily down. According to the recent figures from the Wyoming Agricultural Statistics Service, planted acres of Winter Wheat increased in 2003 to 160,000, from a low in 2002 of 150,000 acres planted. For comparison, in 1970 there was 231,000 acres planted, and in 1975 there was

334,000 planted, the all time high acreage for Wyoming with a total production of 7.7 million bushels. Since that time acreage stayed fairly constant until the CRP program in 1985 began pushing acres back down. A drop of 50,000 acres from 270,000 in 1987 to 220,000 in 1988 was the biggest decline.

The recent drought can be credited for much of the current de-

cline. In 1999 the average yield was 33 bushels/acre with 200,000 acres of wheat planted; in 2002 it was 19 bushels/acre with only 150,000 acres planted for a total production of 2.3 million bushels. Increased average yield of 27 bushel/acre in 2003 led to a total harvest of 3.9 million bushels.

Brad Reese

See graph at bottom of page 2, courtesy of WY Ag Statistics Service

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## Crop Variety Trial Data is Available



Jim Krall and Jerry Nachtmann have posted the variety trial results for Winter Wheat to the University of Wyoming's website at: <http://www.uwyo.edu/plants/key.htm>

These results are from crop variety trials conducted at the University of Wyoming's Research and Extension Centers and with cooperating farmers in other Wyoming locations. Variety trials dating back to 1999 are listed on

this Web site. Results are posted annually as a service to producers and others interested in the performance of varieties of other crops as corn, sunflower, canola, dry pea, chickpea, and proso millet. The data can help producers make decisions about varieties to plant.

Also present are links to variety trial data from University of Nebraska. Producers are encouraged to evaluate trial results from several years and locations before deciding on appropriate varieties

to use in their individual operations. There are four steps in selecting complementary varieties:

*Identify your 'workhorse' varieties*—those now being grown on most of your acres with a good record of performance over time.

*Genetic complementation*—Select varieties that have 50% or less similar parentage to the workhorse variety and other varieties being grown.

*Continued at bottom of page 4*



**U.S. Wheat Associates in South America**  
 Pictured at left in Sao Paulo, Brazil, from left to right: Adriano Campos, La Fonte Participacoes, SA; Ellsworth Danielson, Minnesota Wheat Research & Promotion Council; Fred Barton, Wyoming Wheat Marketing Commission; Alain Sellier, US Wheat, Washington, DC; Miguel Glados, US Wheat, SA; Casey Madsen, Wyoming Wheat Marketing Commission; and Cary Wickstrom, Colorado Wheat Administrative Committee. (See story at top right)

## Monitor Farm Stored Grain

Don't forget that grain stored on the farm needs to be regularly inspected. Grain should be inspected at least twice per month during winter months, with more frequent inspections during summer months. A small area that starts to heat or otherwise 'go out of condition' can quickly get out of control and spread within the bin.

Some areas and conditions to

check when monitoring grain include:

1. Grain surface for condensation, crusting, wet areas, mold and insects.
2. Bin roof form condensation and leaks.
3. Grain mass for non-uniform temperature, high moisture pockets or layers, molds or insects.
4. Exhaust air for any off-odors.

### Variety Selection — continued

*Maturity complementation* — Select varieties that bloom and mature earlier or later than the workhorse variety, thus reducing risk from weather.

*Complement production needs and limits* —Select varieties that have specific characteristics needed for your production conditions or area.



## Commission Members Join Wheat Associates on Trade Team

Wyoming Wheat Marketing Commission members Fred Barton and Casey Madsen joined U.S. Wheat Association members, May 23rd through 30th, as they met with wheat buyers and millers in Columbia, Peru and Brazil.

Barton and Madsen were encouraged by the questions these customers had regarding Wyoming wheat; Peruvian millers were particularly pleased that potential wheat suppliers expressed concern for their particular quality needs.



Above, largest wheat buyer in Peru, Alicorp; Below, long pasta being made at Doria Pasta and Flour Mill, Bogota, Columbia (courtesy, Casey Madsen).

## Wyoming Wheat Growers Meeting

Plan on attending the annual meeting of the Wyoming Wheat Growers, to be held on November 16, 2004 in Torrington. Registration begins at 8:30 am, at the Rendezvous Center on the Goshen County Fairgrounds. The program will begin at 9:00 am, lunch is provided; a full program is planned, along with the annual business meeting. For further information contact Marti Hubbs, Wyoming Wheat Growers executive secretary, at 307-788-1530. HOPE TO SEE YOU THERE!



## What Do You Think?

Since this is a first effort, we would like to know what items in The Sheaf are particularly useful to you, what are not useful, and what other items you would like to see in this newsletter.

There are several items that we'll list below that need to be addressed. Please take the time to think about these, and let us know what you think.

How often should we publish this newsletter?

Bi-monthly

Quarterly

Semi-annually

Annually

Are you more likely to read a paper copy, or a web version?

Paper    Web    Either

Is there any information you would like to see in this letter, that was not present this time?

If you'd like to comment, just cut this section out and mail it to:

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2219 Carey Avenue, Cheyenne,  
Wyoming, 82002



**Please let us know  
what direction  
YOU would like us  
to take in future  
newsletters.**

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