

# The AMPAC Impact

October 2005

A Quarterly News Publication



## House Bill 3461

I'm sure you have all heard of the Perennial Ryegrass Bargaining Association (PRBA) or now known as the Perennial Ryegrass Bargaining Counsel (PRBC). Well now we can include Tall Fescue and Annual Ryegrass into the mix.

In 2001 the Oregon legislature established a state regulatory program that allowed agricultural cooperatives producing perennial ryegrass seed to negotiate with grass seed dealers. With the Oregon Department of Ag. acting as the mediator, this bill grants immunity from federal and state antitrust laws. House Bill 3461 amends that rule to allow growers and dealers to negotiate on annual ryegrass and tall fescue as well.

As the Bill states, the purpose of the rule is to allow "seed producers and the seed dealers to bargain collectively and to arrive at a negotiated price for the sale of seed by the producers to the dealers."

Only time will tell what kind of long-term effect this Bill will have on the ARG and TF markets.



Well, we've reached the end of September and it has been a very challenging but exciting month!! I don't remember a previous year when I've spent so much time on the phone looking for trucks or trying to track them.



AMPAC Headquarters

Obviously, this time of year always proves to be a challenge in finding trucks, but this season has been much worse due to the recent hurricanes. Numerous brokers have told me the same thing, that many trucks have been hired by FEMA to run supplies to hurricane-hit areas. Unfortunately, from what I'm hearing, many of the trucks are being detained and having to wait to get unloaded, so it's made the situation even worse. Add to that the major increase in fuel prices, and it's just been one crazy month.

One of the biggest things that helps make the truck search easier, is having lead-time. The closer we get to the end of the week, the harder the trucks are to find; the same applies when we get closer to the end of the month. It's very helpful to have advanced notice, AT LEAST, to locate a truck for your shipment.

As far as the increase in rates, we've unfortunately been at the mercy of the truckers. It's hard to say when or if that will change, until we see what fuel prices do over the next couple of months.

Mainly, I want to thank all of you, our customer's, for extending your patience to me over the last few weeks. It's made my job much easier and more enjoyable!!



It has been a tough year for a lot of people this year due to the extreme weather conditions ranging from high temperatures, lack of moisture, or natural disasters coupled with increased fuel pricing! So, I would like to take this time to point out some very positive situations that I have experienced this season with AMPAC Seed!

I had the pleasure of meeting Sid Trump from the Upperco, MD area earlier this year while evaluating a variety trial at Rohrer Seeds. Sid was very interested in what the varieties he had planted looked like and wanted to know as much about them as possible. Sid has a grazing stocker cattle operation in Maryland on 20 acres. He received his 41 head of cows on April 13, 2005 with an average weight of 468# each. The pastures were planted the previous year with a mixture that included 33% Tekapo, 33% Duo, 22% Tonga, 6% Jumbo, and 6% Starfire. Sid strip grazed the cows rotating in and out of four pastures for 90 days. After that time he sold the cows with an average gain of a 214#/animal or 2.377/# gain per day. Sid believes that the combination of improved varieties with high carbohydrates and protein attributed to his success in an above average weight gain.



Hopefully by now you all have had the chance to visit with one of us about our Wildlife Perfect line of seed. AMPAC officially introduced this line late last fall and you may say we have Attracted the Wild! The Wildlife Perfect line of seed has created enough interest that we have re-designed our small pack bags to be more retail friendly. The bags will be on the same order as the Turf Perfect bags with attractive art work and basic

planting instructions. We have had great success in using our proprietary varieties in the food plot industry. Steve Trupe, who is a Wildlife Biologist located in Potter County, PA, has been using the Wildlife Grazing mixture for several years and is one of the people that helped develop the mixture. Steve feels that “the Grazing Mixture is one of the best on the market to perform well in poorer soils and have the persistence to last 4-5 years as long as it is managed properly”. According to Steve, the Brassica mixture is “Awesome!” This forage impresses me and my customers more and more each season!” Please contact one of us at AMPAC for more information on Wildlife Perfect.

Here in the East we have experienced a very dry year with warmer than average temperatures. The weather pattern still is holding the same and we are not getting the moisture we need for what is left of fall plantings. I feel that Spring of '06 should be very busy for both forage and turfgrass seeding. Plan early to get your seed needs in the warehouse, so that you are ready for the Spring rush!



- 1) Look for new and updated Tech Sheets available in PDF format at [www.ampacseed.com](http://www.ampacseed.com)
- 2) Ampac will be introducing new Product Guides. These will be in the form of a booklet and specific to Turf grasses, Forage grasses, and Legumes.
- 3) Look for updated packaging for our Wildlife Perfect line in time for your Spring 2006 season. This includes banners, small pack bags, and brochures.



*Tekapo Orchardgrass*



*Potomac Orchardgrass*

“It is dry” has been a common statement across the country this past summer and again we are hearing about certain forage varieties that are rising to the top in producing forage during dry times. Tekapo Orchardgrass was the favored grass among many grazers and hay producers. One dairy producer from Northern Indiana told me that Tekapo was about all he had to graze in the summer three of the past five years! We also had very good reports on Tekapo from Kentucky, Ohio, Iowa, Michigan, Missouri, Pennsylvania, Illinois, Wisconsin, Virginia, etc...you get the picture...Tekapo performed well even under drier than normal conditions.



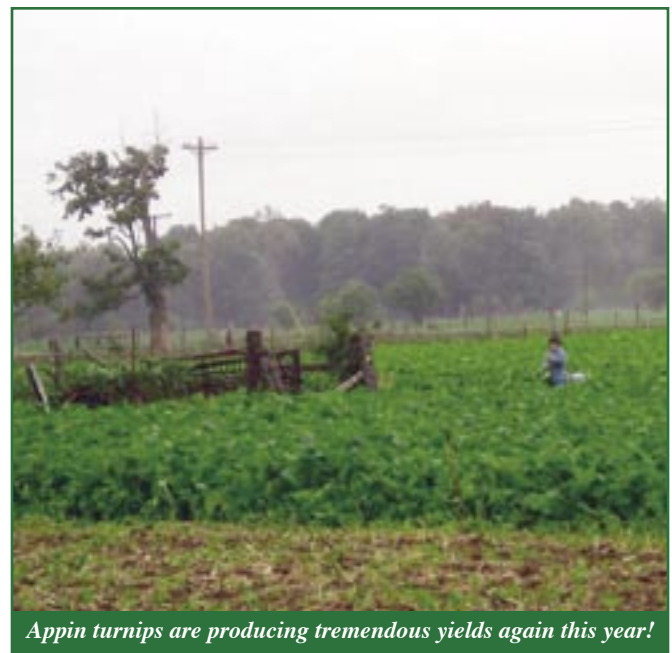
I was surprised to hear comments on Attention Alfalfa and how it “looked better” than other alfalfa varieties in the dry conditions. I was surprised because alfalfa is a deep rooted plant that is generally more drought tolerant than many forage crops anyway. One dealer stated “there is no better alfalfa in our region than Attention...

even though it is so dry.” I am not making any claims to whether or not Attention is more drought tolerant than other varieties but I did find it interesting that some of the growers sure thought it was better.

I have been keeping track of a field of Attention near Goshen, IN that has been very impressive this year. It was seeded in April, 2005 and it was harvested three times this year and yielded over 4 tons per acre. I saw the field during second cutting in early August and I was impressed. After less than 30 days growth the Attention averaged 35" tall and I found some plants 38" tall...and it was standing very, very well! The producer was not leaving any alfalfa in the field and the forage quality of the Attention was also very good (CP 23.83, ADF 29.93, NDF 41.02, IVDMD 74.68, NEL 0.68, RFV 148).

We also continue to see the value of adding Pasja Hybrid Brassica into summer annual grasses like Sorghum Sudangrass and Pearl Millet. Even in drier conditions Pasja, with its tap root, seemed to keep up with these forage grasses. One producer from near Bloomington, Illinois told me that his BMR Sorghum Sudangrass and Pasja was all he had to graze for much of his record-setting dry summer. Our distributor drove by the field in August and said that it was about the only green field he saw as he headed towards Wisconsin from Central IL.

I wish to publicly pass along my condolences to the family of Herman Welter. Herman passed away on September 1, 2005 from a very fast attacking cancer. Herman was of the finest men, and seedsman, that I ever met; and he was humble too. He was a great friend and I will greatly miss him. But the rest of the family is strong and up to the task of keeping the business and farm going. As you think about it say a prayer for the Welter family.



*Appin turnips are producing tremendous yields again this year!*