McCoy Grain Terminal LLC
Why the Pacific Northwest

- Location – Location – Location
- PNW is the Gateway to Asia
- Big Population Centers
- Worlds fastest Growing Economies
- Worlds fastest Growing Demand
- Highest Quality Commodities
- Reliable Supplier
Pacific Northwest Stats

- 40% of all US Wheat exports off PNW
- Serviced by BNSF and UP railroads and the Columbia/Snake river barge system
- Good Draft and capacity for Panamax Vessels up to 60,000mt
- Surge Loading capacity 5.5 mil MT (202 mil bu)
- Some of Fastest Cleaning Capacity in the World
Pacific Northwest Exporters

- Consolidation/ half of decade ago
- New Investment 5 years USD 750 mil
- Bigger Faster Facilities Export and Interior
- More direct end user contact for timing and quality
- Need RELIABLE suppliers “Partners”
Exporting Wheat From the Pacific Northwest

- Quality is KING
- PNW wheat quality specs toughest in US/World
- Milling functionality
- Toxins/Chemical residue
- GMO
Soft White Wheat Update
Highlights 2014-2015 Crop

- Drought stress production down 20%
- Possible 20 mil bu feed quality
- Quality Looks good...Higher protein
- Lots of Soft-Cheap Wheat in the World...competition
- Record Corn Crop 14.4 bil bu
- World Needs a GOOD Harvest 2014/15
Looking Forward

- Demand key to upside potential
- Will SWW over sell?
- CCC Donations?
- Carryout overstated?
- Australian Production 22 mil MT?
- SWW cheapest quality wheat (our Niche)
Looking Forward (cont)

- What does the new crop look like?
- Best cure for Low prices is Low Prices.
- Basis Trades/ Futures Volatility?
- Markets extend too far
- Corn is KING….futures will determine plantings in 2015-2016
- Cheap Prices Find Buyers
Quality trend of the Future
Flour Millers look at value

- Wheat Quality
- SWW sprout or Falling Numbers
- Moisture water is cheap
- Thousand kernel weight / uniform size
- Gluten strength
- Desired quality/ depends on application
- Dockage cleaner is better
US Wheat is the BEST in the World!

Thank You!