

Pass the Mustard, Please!

Gaylin Davies

Director of Marketing & Research

McKay Seed Company, Inc.

2945 Rd N NE

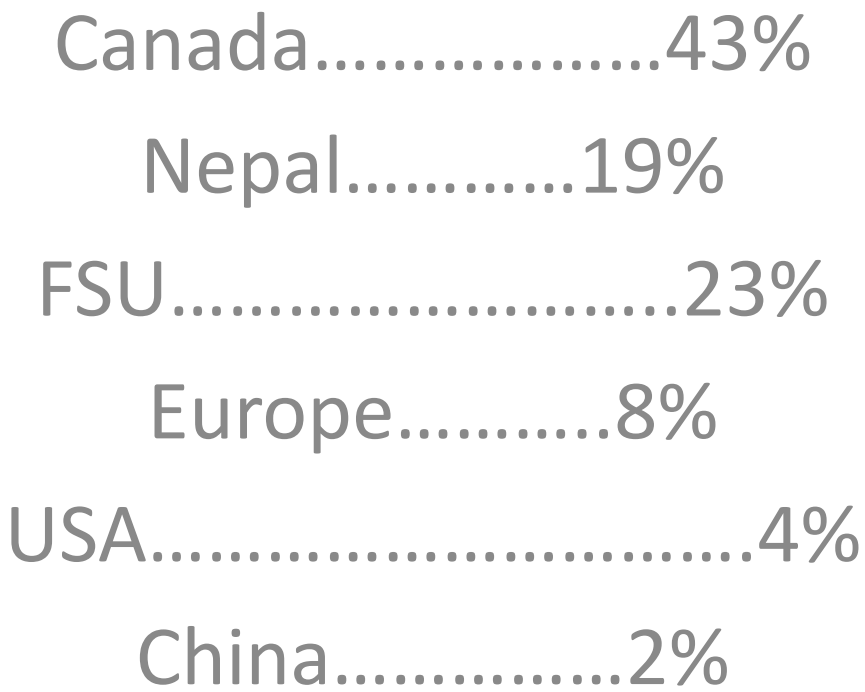
Moses Lake, WA 98837

Gaylin.davies@mckayseed.com

Condiment Mustard

The Backbone of Washington Oilseed
Industry

World Production



North American Production

Centered in the Northern Tier States of
Minnesota, North Dakota, Montana,
Idaho, Washington Oregon and Canada

Production Breakdown

Canada....50,000 ac
ND.....7,000 ac
Montana...22,000 ac
Idaho.....5,000 ac
Oregon.....2,000 ac
WA.....7,000 ac

Yellow.....Condiment, Cover crop
Brown.....Condiment, Cover crop
Oriental.....Condiment, Cover crop
Carinata.....Bio fuels

World Consumption

| | |
|----------------|----------------------|
| All types..... | Imported |
| SE Asia..... | 15,000mt.....85-90% |
| Europe.... | 40-50,000mt...75-80% |
| India..... | 10,000mt.....75% |
| USA..... | 70,000mt.....50% |

2015 Projections

Mountain States Oil Seed; market steady, Mexico & SA showing more interest.

Olds-Fritz; 100% contracted, quality and supply adequate till new crop

Montana Specialty Mills; market steady, supply good,

Softening in price as economy becomes sluggish

McKay Seed Company; market steady, consumer mill to plate, steady, 100% contracted, shipment slow for winter

Increased interest in organic sourced material

Quality=Value





09/04/2012