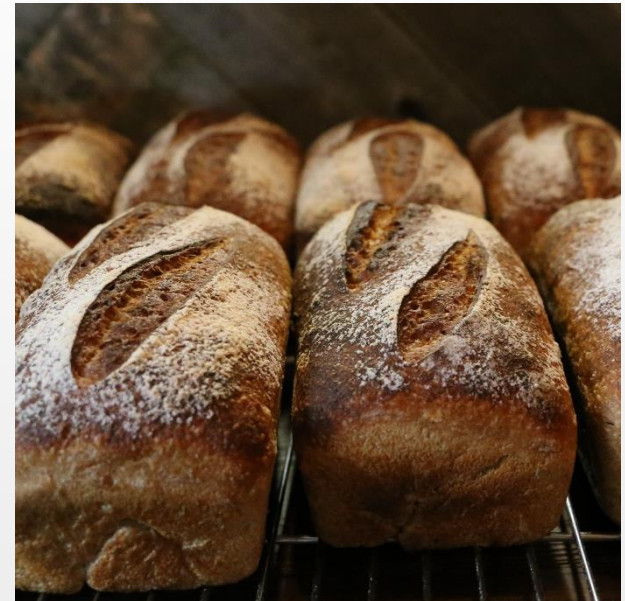


South Puget Sound Grain Buyer Survey



Stephen Bramwell

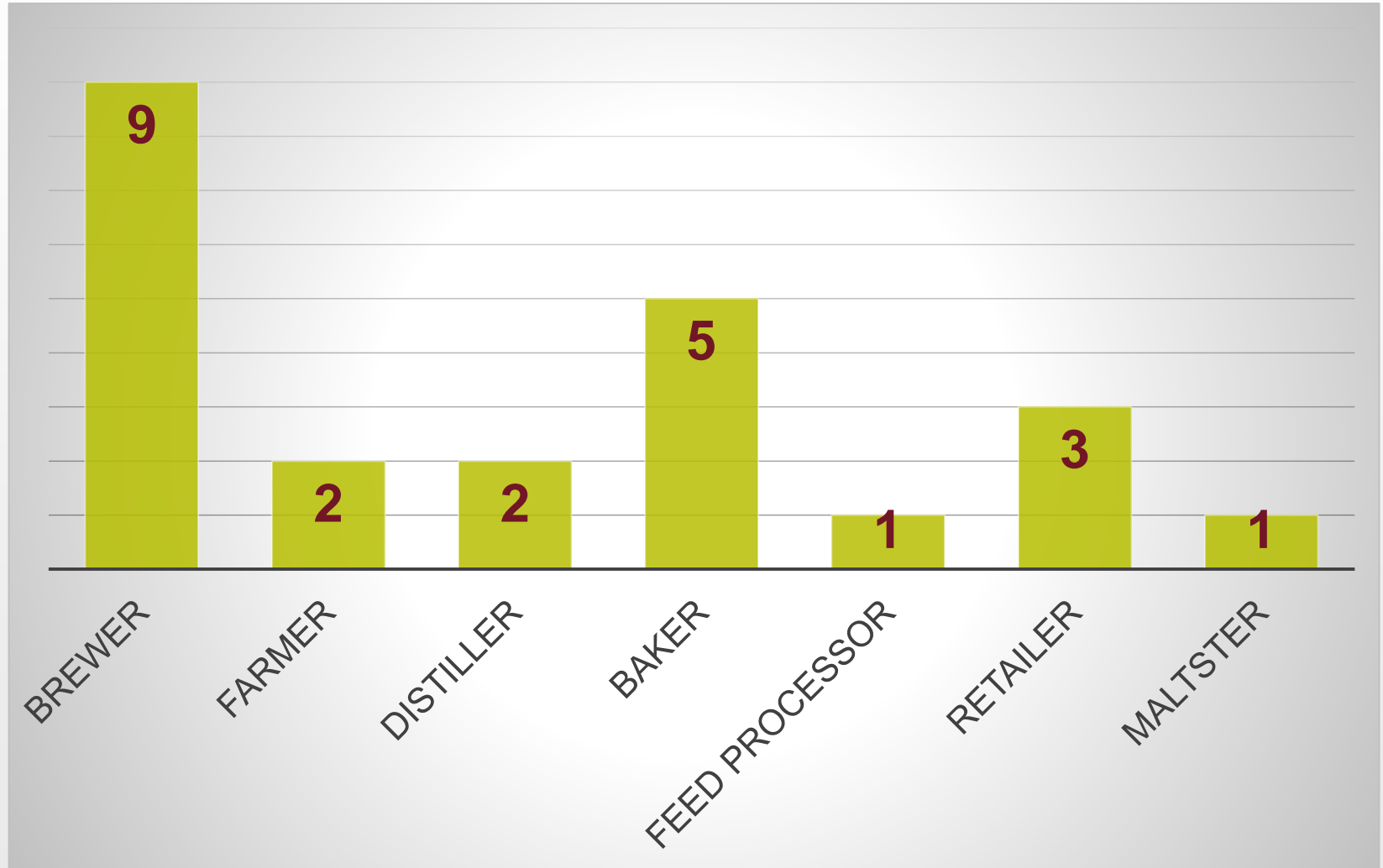
Monte Roden

8/29/2018

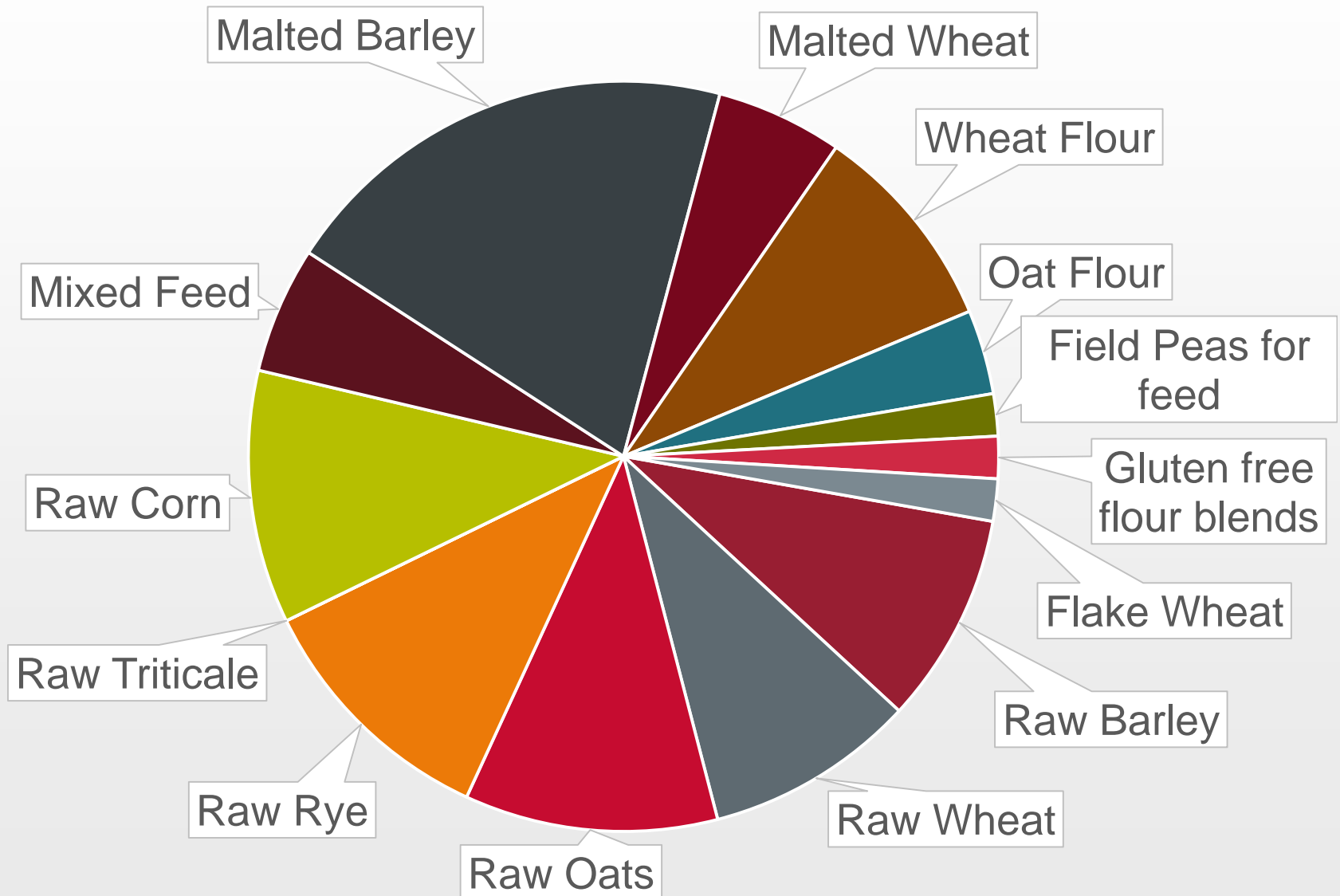
Survey of grain buyers in Thurston, Lewis, Grays Harbor Counties

- 23 buyers interviewed
- 17 questions
- Focus on:
 - Grain purchased & volume
 - Purchase pricing
 - Storage and transport needs
 - What would change if pricing, storage, transport and marketing opportunities shifted in relation to a grain storage facility & regional sales opportunities?

Grain buyers interviewed

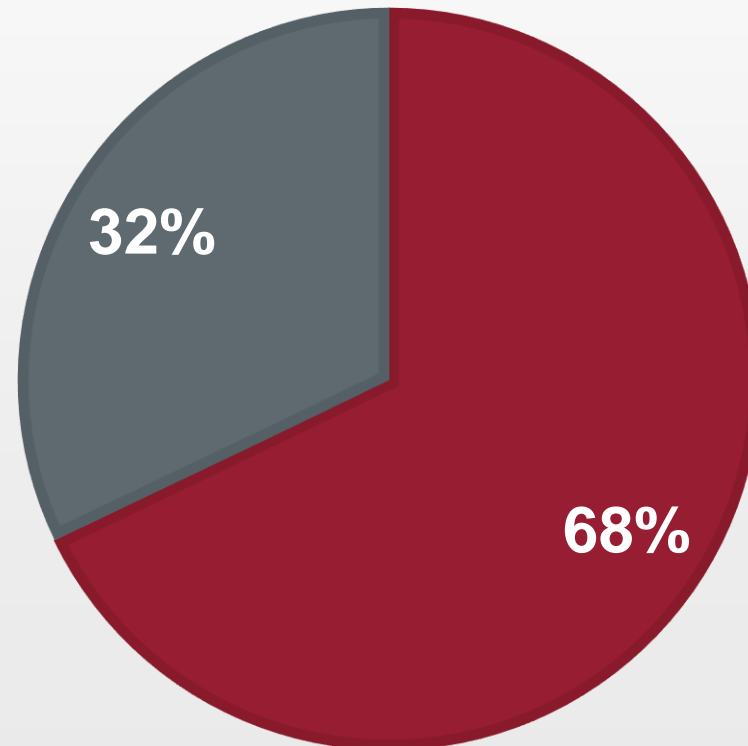


Grain purchased



Grain type

■ Conventional ■ Organic



Volume purchased

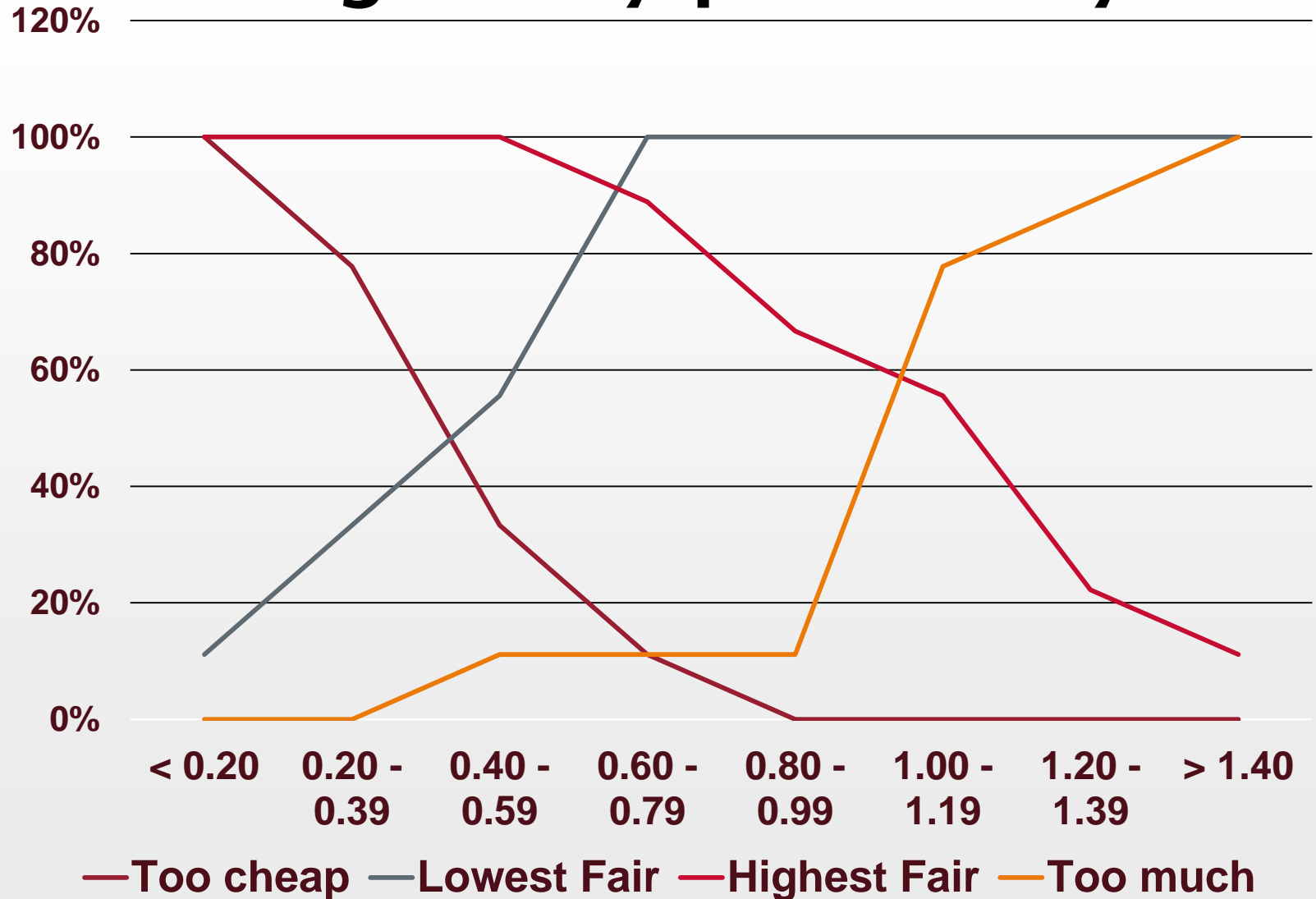
Grain	Purchase volume (tons)
Raw Barley	10
Raw Wheat	29
Raw Oats	7
Raw Rye	4
Raw Corn	17
Mixed Feed	400
Malted Barley	1510
Malted Wheat	2
Wheat Flour	0
Oat Flour	0
Field Peas for feed	40
Gluten free flour blends	0
Flake Wheat	0

Purchasing frequency and regularity

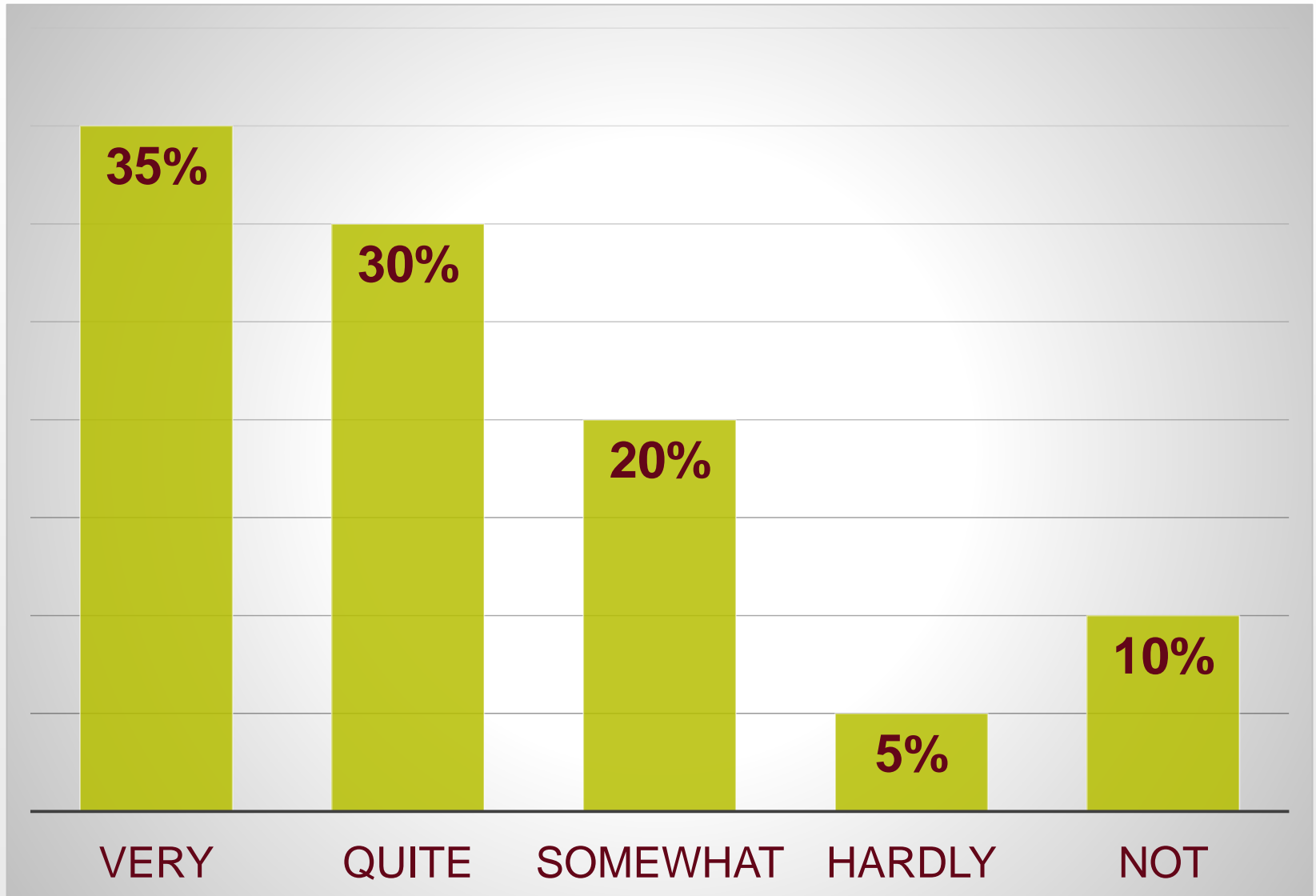
Evenly distributed?	
Yes	12
No	8

Purchase Frequency	
Twice a week	4
Weekly	8
Bi-weekly	2
Monthly	5
Quarterly	1

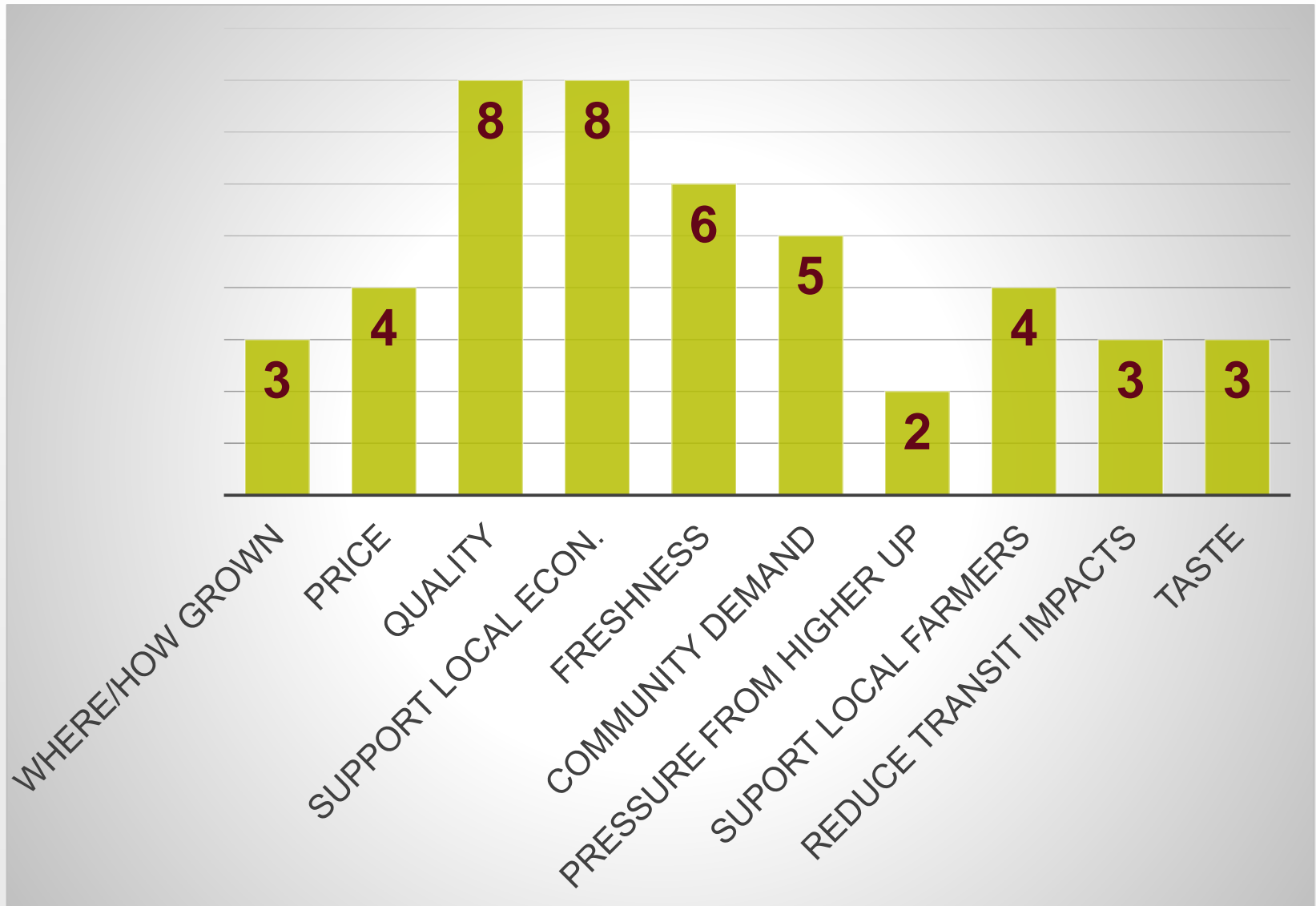
Malting barley price analysis



Importance of local grain to buyers



Motivation for using local grain



Willingness to pay

On average by 17 percent over non-local market, but 11 answered, 9 didn't know what %.

Would you pay more for local grain?	
Yes	17
No	1

Average prices for two grain products	Raw Wheat	Flour
Too low	\$0.33	\$0.40
Lowest reasonable	\$0.49	\$0.71
Highest reasonable	\$0.78	\$0.85
Too expensive	\$1.00	\$1.44