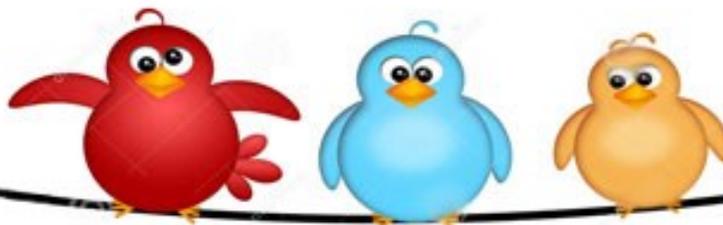




# The Bird Feeder



*"Amish Farm to Backyard Feeder"*

## WELCOME TO THE BIRDFEEDER

It's getting to be back-to-school time. Every kid is frowning and every Stay-At-Home Power Parent is smiling (and frowning when nobody's looking.) Anybody can bring an apple to the teacher. But wouldn't they really rather have a 25 lb Easy IIX Deer Block?

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### The Warehouse is Complete!

We just doubled our finished product space. (How many times do you get to say that in a lifetime?) Hey, who doesn't want a little more closet space? Actually the main reason we added to the warehouse is so we can add to our list of products we can distribute to you. Seriously. Kevin promises his beanie baby collection will only be taking up two shelves at the most.



We also put up a really, really big Premium Oil Seed Bin to stay ahead of your orders this Winter. The best products need the best bins and this is what we got on the farm. Sweet.

## The Warehouse is Complete! (cont'd)

So, to sum up: More warehouse space. Premium Oil Seed Bin. Enough Nyjer Seed to please an Ethiopian Oil Crusher. Just another day in the life of the dedicated souls at LM BS & DG as we work our way to becoming your one-stop shop for Bird Seed and related supplies

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## Come on Down to the Farm

Susan from **Sudbury, MA** and Ellen and Stacy from **Franklin, MA** stopped by the farm the other week. We showed them the place, fed them (with actual people food!) and got them on their way.

Please plan on stopping by the farm anytime you're in the area. Mahlon loves to show our customers around the place and the Bird Seed Boys never miss a chance to turn in an expense for eating.



Pictured left to right Susan, Dave (our warehouse guru), Ellen and Stacy

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## Rob is thinking about... Nyjer

**Source countries** - Ethiopia and India

**Growing season** - Sowing in Sept/Oct and harvested in Jan/Feb every year

**Harvested how** - By hand, using a sickle (Ed.'s Note: Just like the Grim Reaper!) (Ed.'s Note to Self: Start making happier comparisons.)



## **Rob is thinking about... Nyjer (cont'd)**

Nyjer is cleaned, processed and heat treated at a plant in Ethiopia to USDA standards and then exported in either paper bags, totes or in bulk to these shores in ocean-going containers.

Some Nyjer is shipped to the USA and then heat treated to USDA standards in one of two facilities. The product is then packaged in either paper bags, totes

Summary of what happened this year. – crop was a lot smaller than expected due to unexpected rains close to the harvest period in December causing a damage to the crop. There was also good demand from oil crushers in Ethiopia causing further upward pressure on prices.

Markets continue to be extremely tight due to illiquid supply (**We'll wait while you Google Illiquid too. We looked it up twice and still aren't sure what it means.**) as we approach the later part of the season. **After a brief back off in cost from the peak, Nyjer pricing is back at a high for the year. We will all have to keep an eye on this one but if you have an expectation it will be coming down aggressively at any point over the next couple months we don't see that happening.**

PS: If you're known as an Ethiopian Oil Crusher, you can make demands anytime you want. I'm going to start telling people that I'm a part-time Ethiopian Oil Crusher just to see where it gets me.

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## IN SUMMARY

The dog days of summer are still barking but Fall and Winter are on their way. Rob is very excited to see cooler temperatures around the corner. He took his sweater vest collection out of the closet yesterday and was surprised to see that, once again, they mysteriously grew smaller and tighter again. Go figure.

Keep in touch. Come by the farm for a visit. It don't cost nothing and you might get a sandwich out of it. (That's how my grandfather would convince me to run errands with him.)

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