

## A Newsletter from “The Producers”

We at Columbia Plateau Producers want to express our gratitude to you the buyer of Shepherd’s Grain products by reporting on what is happening on the farm. Fred and Karl continue to work on expanding sales of Shepherd’s Grain products as well as researching new products with your input. We feel much of the growth in sales should be credited to the existing customers. Their commitment to “doing the right thing” has been recognized within their industries and within their communities. The publicity and awards our customers are receiving continue to showcase the relationships Columbia Plateau Producers stands for. Your continued support validates the quality raw product Shepherd’s Grain producers take extra pride in producing. When the hands of Shepherd’s Grain “partners” manufacture the products the beneficiary is their customer. Great chefs, great bakers, great pizza throwers, great managers and great owners are a reason Shepherd’s Grain brand sales expand.

We expect to have a white wheat flour this fall that will give bakers and chefs a lower protein flour for products seeking those attributes. We also hope you can create your own signature blends of the hi-gluten flour and the lower protein flour when applicable. Again, this is an attempt to match products to your needs. We will continue to seek other products matching your menu items.

We are excited by Food Alliance’s expansion and support of market partners. They have partnered with a Portland television station to provide Shepherd’s Grain and their market partner’s access to media exposure at greatly reduced rates. We are working with Food Alliance to provide more guidance on how you can utilize Food Alliance point of sale materials to bring increased value to your products. Please feel free to contact Food Alliance or CPP to set up that link.



A feature this month was the connection of one of the wheat varieties in our flour bred at WSU with WSU dining services feeding the students pizza made with that flour. Pictured above is Dr. Kim Kidwell enjoying a slice of pizza made with flour from a wheat she developed. In the 100 plus year history of this land grant university, the students had not eaten traceable products developed by breeders within the research department. In

addition to the pizza, they enjoyed lentil cake, humus from our garbanzos, red beans and rice, all developed by breeders within WSU.

The spring planting season has been completed with confectionary sunflowers being the latest crop planted by three of our producers. We will be working with Food Alliance producers from Central Bean in the Columbia Basin to expand our bean varieties available for sale. The crops are off to a good start but as dryland producers we can always use rain. Increased yields result in lower prices so all pray for rain.

The success of Shepherd's Grain products always begins with our producers. We expanded our producer base to 12 producers. Geographically our production ranges from The Dalles, Oregon to Orofino, Idaho to Harrington, Washington and nine points in between. We want to feature a grower each month and this month we are featuring John Aeschliman. John and his wife Sharon have over 20 years experience of "direct seeding". John farms in Colfax along with his son Corey who will carry on the legacy of the Aeschliman family farm. John has a passion sharing those many years of experience with pictures complimenting his passionate words when asked to present to anyone interested. John is an excellent resource for Shepherd's Grain relationship marketing. John has experience in building and marketing products before he came back to the family farm and has continued to direct market farm products within his surrounding communities. "Don't quit until you succeed" is a quote heard often from John. You can learn more about John and our other producers on our web site, [www.shepherdsgrain.com](http://www.shepherdsgrain.com).

The last thing in this month's newsletter is a link to an article titled "Why worry about the Agriculture of the Middle". This is an excellent white paper on the importance of societies role in not allowing a "hollowing out" of rural America by supporting local regional farmers. Go to [www.agofthemiddle.org](http://www.agofthemiddle.org) and in the upper right corner of the page click on "full text" of the white paper written by Fred Kirschenman and others.

We thank you for your continued support of our alliance of family farms as your food activist dollar returns to the farm to insure that the quality product you are purchasing today will be available tomorrow.

Karl, Fred and all "The Producers"

Columbia Plateau Producers  
Db a Shepherd's Grain  
[www.shepherdsgrain.com](http://www.shepherdsgrain.com)