# Tom Stevenson President Farming Division



### OUR FUTURE DEPENDS ON US



# WHERE DO YOU LIVE?

•In the Past?

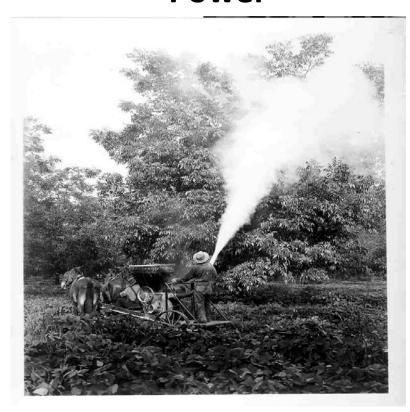
•In the Present?

•In the Future?

# PAST TO PRESENT - I

Dusting Pecan tree with Mule Power

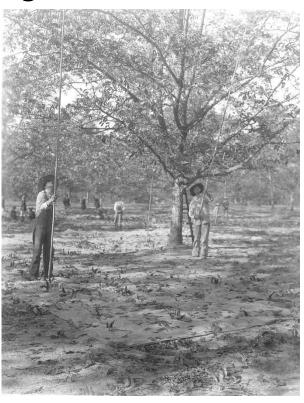
**Current Spraying Technology** 





# PAST TO PRESENT - II

#### **Shaking Pecan Trees onto Canvas**



#### **Modern Pecan Harvester**



# THE FUTURE – ON THE WAY

**Driverless Tractor** 

**Driverless Air Blast Sprayer** 



# The Future, with an estimated 200,000 new acres in the past 10 years in North America



# WHERE WILL OUR MARKETS BE? ASIA, INDIA, AFRICA, EUROPE, UNITED STATES? Potentially One Billion Pounds in 5-10 years in No. America.



### PECAN MARKETING IN THE FUTURE

•Cash to the grower?

•Grower pools?

•Co-ops?

## SUPPLY AND DEMAND

Pecans are a global commodity <u>DEPENDANT ON EXPORTS.</u>

 Almonds are reportedly now beginning to have trouble maintaining pricing as the thousands of new acres recently planted are coming into full production.

Our ability to export is dependent on politics and pricing.

# GROWER ORGANIZATIONS

- American Pecan Board
  - US Pecan Council
- Regional Grower Organizations
- State Grower Organizations and Commodity Boards
  - •Can they keep up?

## VERTICAL INTEGRATION

 Large companies that grow, process and market are here and <u>expanding rapidly</u>.

Price competition to a point.

Ability to sit on the side lines.

### WHAT CAN THEY DO BETTER?

- Economies of scale in selling and buying.
  - Afford to invest in new technology.
    - On the farm.
    - In the plant.
      - Sales

## LABOR

- •Immigration.
  - Local labor.
    - Robots.
- Driverless equipment.

## WAGES AND WORK HOURS

- Higher minimum wages.
- Loss of overtime exemption.
- Once a few more states start chipping at the wall, more will follow, as will the federal government.

# •WORKERS WILL MIGRATE TO HIGHER PAY AND LESS HOURS!

# IT'S THE BEGINNING OF THE WORLD NOT THE END!

- The future lies before us. The past is gone. Be pro-active.
- The present is the time when we can plan for our future.
- Someone once told me that 1% of the people in the world decide what happens, the second 1% make it happen and the other 98% wonder what happened. Be part of the first 2% that plans what will happen and makes it happen, the way you want to.