

COTTON CONSULTANT OF THE YEAR

2008 Lifetime Achievement Award

Ray
Young



For half a century, Ray Young has quietly gone about his business but never sought the spotlight. However, how does one avoid the attention when you've contributed so much to your state's cotton industry, as well as the rest of the Belt?

No matter what the issue, no matter how busy his schedule and regardless of what hour of the night the phone rings, he is like a doctor on-call 24 hours a day.

"Mr. Ray," as he is known to colleagues and friends,

resembles those famous television commercials from many years ago. When E.F. Hutton speaks, people listen. Conversely, when the voice of reason or experience is needed, *this cotton consultant from Wisner, La., is the man whose advice is sought more than others.*

Cotton Farming and Syngenta are proud to announce Ray Young as the recipient of the Cotton Consultant of the Year 2008 Lifetime Achievement Award.

Congratulations, Mr. Ray.

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Top Consultant

Ray began his career in 1949 when he started scouting for producer Dan Logan in north Louisiana. Most observers believe this was the start of the cotton consulting business in the United States. Ray's work was temporarily interrupted when he served as a Navy pilot during the Korean War.

Returning home in 1955, he decided to open his own consulting business and moved to Wisner – south of Monroe. That's where he and wife Dorothy decided to live and raise a family. And it's also where Ray began the task of knocking on doors to ask producers to let him work as their consultant. The strategy worked.

The rest of the story, as the saying goes, is history.

"It's a round-the-clock job," says Ray. "Your mind has to be on it just about all of the time. Most importantly, it's a sacred responsibility when you help a farmer make decisions on how to manage his crop."

It's also not unusual when he receives a call from a consultant or Extension specialist from another state. As one consultant put it:

"I always feel better after I've talked to Mr. Ray."

Now, after 60 years, it's obvious that Ray's reputation for objective advice has served him well throughout his career.

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Best Mentor

Many consultants in Louisiana owe their careers to Ray. He has been a mentor to more ag professionals than he's willing to admit. Because of that willingness to share information and offer encouragement, the Louisiana consultant is confident about the next generation that will follow in his footsteps.

Whether it's his son Jesse, a consultant who started scouting cotton at age eight, or a consultant in another part of the state, Ray's influence is profound.

"I see some young consultants out there who will be there through thick and thin," he says. "That gives me a lot of hope for the future because I know they have a passion for this business and will do anything to help the farmer."

Jesse also runs the family farm in Wisner while Ray travels as a consultant and industry spokesman. It's a special relationship.

"We have a mutual love and respect for each other, and I've learned so much from him," says Jesse. "He has taught me everything that I know."

Loyal Partners

Behind every successful cotton consultant is a supportive wife. In Ray Young's case, that statement never rang so true. Dorothy, his wife of more than 55 years, is housewife and company bookkeeper. She practically raised their sons, Tony and Jesse, and daughters, June and Peggy, by herself because of Ray's travel schedule.

He is quick to point out that his career's success could never have occurred without Dorothy's support through the years.

"Dorothy was always there by my side," says Ray. "And she supported me 100 percent. I give her all the credit for



raising our children. For many years, I didn't have a cell phone, and she would always worry about me being on the road late at night. In those days, she always appreciated a phone call to let her know I was on my way home."

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True Friend

What are Ray's friends saying?

Consultant Roger Carter: "Mr. Ray dispenses information in such a style that he puts other Southern gentlemen to shame. He is most unselfish in sharing his wisdom, experience and common sense."

Producer Billy Guthrie: "Ray's been our consultant for four generations, dating back to 1956. I think that says it all

right there. We don't make management decisions unless he's involved."

Banker Darrell Jans: "You will never find a person with more intensity and passion for agriculture. It's not a job. It's his life."

Pastor Thomas Peoples: "Ray is one of my dearest friends. He always brings a spirit of calm and peace to our church and community."

Cotton Consultant of the Year Award Recipients, 1981-2008

1981 Bob Stanford, Flagstaff, Ariz.	1990 Mills Rogers, Cleveland, Miss.	1999 Bob Griffin, Jonesboro, Ark.
1982 Jep Gates, Memphis, Tenn.	1991 Clyde Sartor, Vicksburg, Miss.	2000 Roger Carter, Clayton, La.
1983 Dennis Bouchar, Minter City, Miss.	1992 John Christian, Raymondville, Texas	2001 Harold Lambert, Innis, La.
1984 John Nickelsen, Shafter, Calif.	1993 Billy McLawhorn, Cove City, N.C.	2002 Lee Hutchins, Sinton, Texas
1985 Dwight Lincoln, Portland, Ark.	1994 Dwain Reed, Courtland, Ala.	2003 Danny Pierce, Princeton, N.C.
1986 Grady Coburn, Cheneyville, La.	1995 Barry Aycock, Parma, Mo.	2004 Tucker Miller, Drew, Miss.
1987 Stanley Neme, Snook, Texas	1996 Ray Young, Wisner, La.	2005 John Hunter, Lubbock, Texas
1988 Robert Moore, Hartsville, S.C.	1997 Lonnie Bull, Cameron, S.C.	2006 Jack Royal, Leary, Ga.
1989 Curtis Wilhelm, Harlingen, Texas	1998 Chuck Farr, Crawfordsville, Ark.	2007 Danny Moore, Marion, Ark.

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