

# WHEAT LIFE

The official publication of the Washington Association of Wheat Growers

**FEBRUARY | 2022**

**Advocate • Educate • Collaborate**

**WAWG SETS 2022 LEGISLATIVE PRIORITIES**

Address Service Requested

Washington Association of Wheat Growers  
109 East First Avenue, Ritzville, WA 99169

# WHEAT LIFE

Volume 65 • Number 02  
www.wheatlife.org

The official publication of



**WASHINGTON  
ASSOCIATION OF  
WHEAT GROWERS**

109 East First Avenue  
Ritzville, WA 99169-2394  
(509) 659-0610 • (877) 740-2666

## WAWG MEMBERSHIP

(509) 659-0610 • (877) 740-2666  
\$125 per year

## EDITOR

Trista Crossley • editor@wawg.org  
(435) 260-8888

## AD SALES MANAGER

Lance Marshall • lance@wawg.org  
(253) 221-7000

## GRAPHIC DESIGN

Devin Taylor • Trista Crossley

## AD BILLING

Michelle Hennings • michelle@wawg.org  
(509) 659-0610 • (877) 740-2666

## CIRCULATION

*Address changes, extra copies, subscriptions*  
Katie Teachout • katie@wawg.org  
(509) 659-0610 • (877) 740-2666  
Subscriptions are \$50 per year

## WAWG EXECUTIVE DIRECTOR

Michelle Hennings

## WAWG EXECUTIVE COMMITTEE

### PRESIDENT

Howard McDonald • Coulee City

### VICE PRESIDENT

Andy Juris • Bickleton

### SECRETARY/TREASURER

Anthony Smith • Richland

### PRESIDENT EMERITUS

Ryan Poe • Hartline

### APPOINTED MEMBERS

Ben Adams • Coulee City

Marci Green • Fairfield

*Wheat Life* (ISSN 0043-4701) is published by the Washington Association of Wheat Growers (WAWG): 109 E. First Avenue • Ritzville, WA 99169-2394

Eleven issues per year with a combined August/September issue. Standard (A) postage paid at Ritzville, Wash., and additional entry offices.

Contents of this publication may not be reprinted without permission.

Advertising in *Wheat Life* does not indicate endorsement of an organization, product or political candidate by WAWG.

# President's Perspective



## Reaching out to the younger generation

By Howard McDonald

There's a lot of issues on WAWG's (the Washington Association of Wheat Growers) agenda right now that need immediate attention—preserving the lower Snake River dams, the disastrous mandatory buffer bill at the state level, keeping conservation efforts voluntary. Those issues are important, obviously, but there's another issue that I can't stop thinking about. It's not new, but it's one that I think could do irreparable damage over the long term.

As a member-based, volunteer-led organization, WAWG is dependent on the involvement of industry stakeholders. When I go to a meeting and look around, I wonder where the younger generation is. Young farmers tend to bring new ideas, energy and collaboration with their involvement. Young farmers like to see their peers being successful, and I've often found that they aren't afraid to share ideas and help each other out. Back in the "old days," farmers didn't share their secrets of farming success. Now, there is a lot of phone calling and texting going on between the younger generation while they are on the tractor, sprayer or combine. They are helping one another while busy, and it's great to see. Young farmers have taken the lead in this area, and it's wonderful. I know my own sons aren't afraid to try new things, and I welcome their ideas and dedication to making changes happen.

I think back to my younger years and why I wasn't more involved. For me, I didn't have the time or support. When you are young, the list of obligations is long, from off-farm work—especially when the spouse also works—to raising kids. There just isn't a lot of extra time in a busy day. But I think getting involved in outside organizations—not necessarily just farming ones—is really important. There are so many state and national issues that could impact our lives, that if people "on the ground" don't jump in to make their voices heard, those decisions are going to be made by people hundreds of miles removed from the situation. Besides WAWG, I've also been involved on our city council, the school board, our local port district and conservation district. In each of those positions, I've been able to contribute and feel like I was making a difference.

I don't think there are any easy answers, but I think it starts with the older generation supporting the younger one. It could be as simple as inviting them to the next WAWG meeting or starting up an email chain to discuss some issue. I think organizations can also improve the way they communicate with young farmers by finding new ways to get information out to them. This is now a tech world, and we need to be able to bring more information and speakers to farmers rather than the other way around. Podcasts are one way to share information that doesn't take the farmer out of the field or away from their young families. My son-in-law, who is a Washington State University graduate, a member of AgForestry and an agronomist, is doing great things with podcasts right now and working on getting information out to the industry and the farmers. He is young, passionate and excited to help as many as he can.

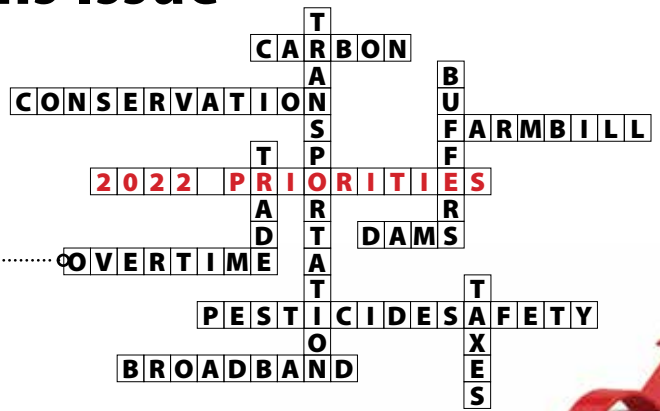
I'd like to hear from you. Younger farmers, what's stopping you from being involved? What can we—older farmers and/or organizations—do to encourage your participation? You can email your thoughts to [editor@wawg.org](mailto:editor@wawg.org). ■

**Cover photo:** Learn more about WAWG's 2022 top priorities on page 20. All photos are Shutterstock images or taken by *Wheat Life* staff unless otherwise noted.



# Inside This Issue

WAWG President's Perspective	2
Membership Form	4
WAWG at Work	6
Policy Matters	14
Washington Wheat Foundation	18
Top priorities	20
List helps WAWG focus legislative efforts	
The rising cost of inputs	28
Where the pressure is coming from	
AMMO on tap	30
Grower education series kicks off	
Profiles	36
Alex McGregor	
WGC Chairman's Column	43
Harnessing big data	44
The next wave in agricultural innovation	
Password, please	46
The growing threat of ransomware in ag	
Elevating agriculture's voice	48
Issues need industry's input	
Essential work	49
Growers support local food security	
Outsmarting stripe rust	51
Software uses smartphones to detect disease	
Wheat Watch	52
Leaving a legacy	54
Photos, article show family's tie to heritage	
On Lease	60
The Bottom Line	62
Your Wheat Life	64
Advertiser Index	66



## Contributors

**Howard McDonald**, president, Washington Association of Wheat Growers

**Mike Carstensen**, chairman, Washington Grain Commission

**Lori Maricle**, communications director, Washington Grain Commission

**Diana Carlen**, lobbyist, Washington Association of Wheat Growers

**Zhiwu Zhang**, associate professor, Washington State University

**Xianming Chen**, research plant pathologist, U.S. Department of Agriculture Agricultural Research Service

**Mike Krueger**, president and founder, The Money Farm

**John M. Kragt**, attorney, McGuire, DeWulf, Kragt & Johnson, P.S.

# WAWG MEMBERSHIP FORM

## Please check level of membership

- ☐ Student \$75      ☐ Family \$200 (up to 2 members)  
☐ Grower \$125      ☐ Partnership \$500 (up to 5 partners)  
☐ Landlord \$125      ☐ Convention \$600  
☐ Industry Associate \$150      ☐ Lifetime \$2,500

Name \_\_\_\_\_

Farm or Business \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

County Affiliation (if none, write state) \_\_\_\_\_

### Circle all that apply:

☐ Producer    ☐ Landlord    ☐ Individual    ☐ Industry Rep.    ☐ Business Owner    ☐ Student    ☐ Other

Return this form with your check to:

WAWG • 109 East First Ave. • Ritzville, WA 99169.

Or call 509-659-0610 and use your credit card to enroll by phone.

# Thank you to our current members

We fight every day to ensure that life on the family farm continues to prosper and grow.

WE NEED YOUR SUPPORT.

If you are not a member, please consider joining today.

## LEVELS OF MEMBERSHIP

	Greensheet Newsletter	Wheat Life Magazine	National Wheat Grower Newsletter	Annual Harvest Prints	WAWG Convention Free Registration	One Vote per Member
<b>Producer/Landowners (Voting Membership)</b>						
<b>Grower or Landlord \$125</b>	X	X	X			X
<b>Family \$200</b> (2 family members)	X	X	X			X
<b>Partnership \$500</b> (1-5 family members)	X	X	X	X		X
<b>Convention \$600</b> (2 individuals)	X	X	X		X	X
<b>Lifetime \$2,500</b> (1 individual)	X	X	X	X		X
<b>Non-Voting Membership</b>						
<b>Student \$75</b>	X	X	X			
<b>Industry Associate \$150</b>	X	X	X			

## WAWG's current top priorities are:

- ✓ Preserving the lower Snake River dams.
- ✓ Fighting mandatory climate/carbon regulations.
- ✓ Lobbying the state Legislature for a seasonal overtime exemption.
- ✓ Maintaining a strong, reliable safety net by preserving crop insurance and making sure farm commodity programs work.
- ✓ Maintaining a safe, sound transportation system that includes rail, river and roads.

*If these priorities are important to you, your family and your farm operation, join WAWG today and help us fight.*

## More member benefits:

- Greensheet ALERTS • WAWG updates
- Voice to WAWG through opinion surveys
- National Wheat Grower updates
- State and national legislative updates



**Washington Association  
of Wheat Growers**

109 East First Ave. • Ritzville, WA 99169

509-659-0610 • 877-740-2666 • 509-659-4302 (fax)

[www.wawg.org](http://www.wawg.org)

**Call 877-740-2666 or visit [www.wawg.org](http://www.wawg.org)**





# POTASSIUM THAT PERFORMS



## More about the need for potassium in wheat crops:

Every year, a 100-bushel wheat yield can remove up to 29 pounds of potassium per acre and removed straw depletes an additional 120 pounds per acre. KTS® delivers essential potassium and Sulfur to your wheat in one highly soluble, clear form. Incorporating a foliar application of KTS® into your fertility program can be your source for delivering much needed nutrients to your crop at the right rate, time, and place.



## Growers settle on 2022 state, federal legislative priorities

The year's first state board meeting of the Washington Association of Wheat Growers (WAWG) focused on setting national and state legislative priorities. Growers also heard updates from U.S. Department of Agriculture (USDA) agencies and approved nominations to WAWG committees.

Ahead of the group's planned federal and state legislative meetings, board members reviewed and refined the association's 2022 state and national priorities (see page 20).

Growers also heard updates from USDA agencies. Jeremy Nelson, one of the Farm Service Agency's (FSA) state district directors, addressed staffing issues, both at the state office and in county offices. The Biden Administration still hasn't appointed a state executive director and only appointed one state committee person. Nelson said he anticipates seeing

more appointments in the next month. The state office is also hiring for two critical positions, a program chief head and a Conservation Reserve Program specialist, both positions left vacant by the retirement of Rod Hamilton last year. Nelson also acknowledged the lack of staffing at several county offices, particularly Lincoln, Whitman and Adams counties. He asked growers to be patient as the agency works through these issues.

Nelson reminded growers that the Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) sign-up deadline is March 15. FSA will be using a virtual "jump team" of six or seven FSA employees from other parts of the country to help manage the workload in those counties that are short staffed.

"It (March 15) seems like it is a ways away, but we are urging producers and organizations to get the word out to have producers get in early, the earlier the better, as March is always a busy month," he said.

Rick Williams from the Risk Management Agency (RMA) told growers that the regional office will be doing a full review of the wheat program this year. He added that protein is being considered for a quality adjustment, but

one of the issues that RMA will have to deal with is how protein in some classes of wheat is dependent on farm management decisions, such as fertilizer applications. He said the office has been gathering data to present to agency leaders

"There's lots of players involved to make this happen. We wanted to get this on the radar. We've heard your concerns. This is something we want to do, but we have to put together a good package for our leadership," Williams said. He cautioned that this is still very preliminary.

Roylene Comes At Night, state conservationist for the Natural Resources Conservation Service (NRCS), introduced new East Area Conservationist Aubrey Hoxie. NRCS has been approved for a second round of hiring, and Comes At Night has submitted a list of 43 new positions she'd like to fill.

In state legislation, WAWG lobbyist Diana Carlen said one of the bills that was dropped prior to the start of the 2022 Legislative Session would create riparian buffer zones mapped out by the state department of wildlife in consultation with the Tribes and other salmon recovery groups. According to the bill, producers would have to comply, and local governments would have to incorporate the zones into their Growth Management Act plans. See page 14 for more on the mandatory buffer bill. Carlen was also concerned about labor issues and getting a seasonal ag exemption to the state's overtime rules.

Both the state House and Senate have modified their plans for the 2022 Legislative Session as the pandemic continues. For the second year in a row, the session will be mostly virtual, with offices closed to visitors.

Marci Green from Spokane County and Ben Adams from Douglas County were both re-appointed to the executive committee. They are joined by Jeff Malone from Grant County. Approved as committee chairs were Nicole Berg and Larry Cochran for the Natural Resources Committee; Andy Juris for the Marketing Committee; Anthony Smith for the Membership Committee; Marci Green for the Public Information/Public Relations Committee; Jim Moyer for the Research Committee; Andy Juris for the State Legislation Committee; Ryan Poe for the Transportation Committee; Marci Green, Nicole Berg and Ben Adams for the National Legislation Committee; Howard McDonald for the Budget Committee; and Sandi

**The next WAWG state board meeting is scheduled for Feb. 14 at the Wheat Foundation building in Ritzville.**



# **MAKE THE INVESTMENT THAT PAYS YOU DIVIDENDS EVERY HARVEST**

**ALWAYS PLANT CERTIFIED SEED**



**CLEANER FIELDS + HIGHER YIELDS + GUARANTEED QUALITY**



Find your closest certified seed dealer at [www.washingtoncrop.com/dealers](http://www.washingtoncrop.com/dealers)

**WASHINGTON STATE CROP IMPROVEMENT ASSOCIATION**

**509-334-0461**

**[www.washingtoncrop.com](http://www.washingtoncrop.com)**

Swannack as Washington's representative on the National Barley Growers Association.

Chuck Erickson was introduced as the new Grant County president, replacing Ryan Poe.

The next WAWG state board meeting is scheduled for Feb. 14 at the Wheat Foundation building in Ritzville. ■

## Whitman County growers brave snow to meet in January

Despite the snowy weather, a few Whitman County growers were able to meet in Colfax early last month to discuss county business, including staffing issues at the lo-

cal Farm Service Agency (FSA) office.

Dave Swannack, county president, said the retirement of long-time FSA employee, Doreen Riedner, leaves the county office severely short staffed. Growers are concerned about getting their paperwork filed correctly and on time and are asking the state FSA office to fill positions as quickly as possible.

The lack of employees at Washington State University (WSU) Extension was also discussed. Steve Van Vleet, regional Extension specialist at WSU, urged growers to talk to WSU leaders about the need to fill Extension positions throughout Eastern Washington. The other planned guest speaker, Extension plant pathologist Tim Murray, was snowed in and couldn't attend.

Gary Bailey, a Washington Grain Commissioner, gave

## Benton County grower joins WAWG leadership team

The newest member of the Washington Association of Wheat Growers' (WAWG) leadership team, **Anthony Smith**, isn't actually new to either WAWG or the industry.

Smith grew up on his family's Benton County farm, which was settled by his grandfather in the early 1930s. The family grew dryland wheat and raised tree fruit and grapes. After graduating from Prosser High School, Smith took a job at Columbia Crest Winery, running the grape presses and blending wine. In 1997, Smith moved back to the farm full time, at first helping with the orchard operations before moving into the wheat side. He now runs the farm, which no longer includes the orchards, with help from his son, Lucas, and his father, Steve. He has been married to his wife, Karen, for 26 years. Besides Lucas, the Smiths also have a daughter, Madeline, who is pursuing a nursing career.

Smith was named WAWG's secretary/treasurer at the 2021 Tri-State Grain Growers Convention in December. He has previously served as president of the Benton County wheat growers group and is chair of the WAWG Membership Committee.

"Growing up and seeing my grandpa and dad farm is what keeps me farming," Smith said. "You have the freedom to make your own choices, and growing crops



has always been exciting to me. You work at it, and then you get to harvest, and you are proud of what you accomplished."

Smith grows wheat in the Horse Heaven Hills, one of the driest wheat-growing regions in Eastern Washington. Farmers there have had to tweak their farming practices, such as increasing seeding rates, to take advantage of what rainfall they do receive.

"A lot of farms up here have been here for generations, so we know how to weather the droughts," he explained. "My dad suggested I become the wheat growers' county president, so I did. When I got to WAWG, I learned a lot about the wheat industry, things beyond the farm itself. I like being a part of the association, and I want to see our industry move forward in a strong way."

Before his involvement with WAWG, Smith said he wasn't very aware of what was happening in the agricultural industry outside his farm, especially in the political world.

"There were so many challenges that I just looked past, but when I got involved in WAWG, I found out there are some big hitting things that can really challenge a farm," he explained. "I'm excited to represent wheat farmers. WAWG brings together so many different people with so many different stories, but we all talk wheat, so I understand their language. It's great."

Smith just returned from his first trip to Washington, D.C., where he spent a week participating in National Association of Wheat Grower meetings and visiting with members of Washington's federal delegation. ■



# FOR RENT

## WASHINGTON WHEAT FOUNDATION ANNEX

(IN RITZVILLE, WASH.)

### Rental Includes:

- Seats 100
- Full-service kitchen
  - Wi-Fi
- Free coffee and tea
- Pullout wall divider
  - 2 large screens
  - Free parking
- 18 x 22 lobby to gather or serve buffet
- Separate board meeting room (seats 12)

**\$50 (0-4 HOURS) OR  
\$100 (4+ HOURS)**

Contact Katie Teachout  
at the Washington Wheat  
Foundation rental line

**(509) 659-0610**

**Your ad  
could be here**

*getting read by  
thousands of Pacific  
Northwest farmers and  
growers. What are you  
waiting for?*

**Call Lance Marshall  
at (253) 221-7000**

Advertorial



## PLANT PROVEN WHEAT VARIETIES IN 2022

Growers in the Pacific Northwest have two proven variety options for spring planting in 2022 from WestBred® Wheat that can help with pest, weed and disease pressures in their fields.

Hessian fly and yellow (stripe) rust can be problematic for both soft white and hard red spring wheat. Both WB9303 and WB6211CLP wheat varieties are designed to help defend against major pests and diseases while providing increased yield potential.

WB9303 variety is a hard red spring wheat variety offering Pacific Northwest wheat growers excellent yield and protein potential, as well as excellent resistance to yellow (stripe) rust and very good resistance to Hessian Fly. A companion variety for WB9668, the new medium-height and medium- to early-maturing WB9303 has a very good straw strength and disease tolerance, and is well suited for the Pacific Northwest's dryland growing conditions.

WB9303 was a Bin Buster winning variety in the 2020 National Wheat Yield Contest in the Spring Wheat Dryland category with a yield of 139.22 Bu/A.

WB6211CLP variety is designed with Clearfield® Plus technology to provide broad-spectrum grass and broadleaf weed control, leading to clean fields and increased yield potential. WB6211CLP variety excels in Hessian fly resistance in field studies, and is also bred to withstand tough disease pressure, such as stripe rust and powdery mildew. Planting WB6211CLP variety can provide growers peace of mind with excellent disease resistance.

### WB9303 Variety

- Excellent Yield and Protein Potential
- Very Good Hessian Fly Resistance
- Outstanding Yield Potential in Dryland Conditions
- Medium-Early Maturity

### WB6211CLP Variety

- Clearfield Plus Wheat Variety
- Excellent Resistance to Hessian Fly
- Very Good Resistance to Yellow (Stripe) Rust
- Very Good Yield Potential

To learn more about WestBred wheat varieties, go to [westbred.com](http://westbred.com).

**WestBred®**

Performance may vary, from location to location and from year to year, as local growing, soil and weather conditions may vary. Growers should evaluate data from multiple locations and years whenever possible and should consider the impacts of these conditions on the grower's fields. Bayer, Bayer Cross, WestBred and Design® and WestBred® are registered trademarks of Bayer Group. Clearfield® is a registered trademark of BASF Corporation. ©2022 Bayer Group. All Rights Reserved.



a commission report. Because last year's drought increased the average protein level of soft white wheat, Japan, one of the Pacific Northwest's largest customers, has agreed to increase their acceptable protein level to 11 percent.

At the recent 2021 Tri-State Grain Growers Convention, the county growers' association won tickets to January's Professional Bull Riding event in Spokane. The group held a drawing for the tickets, which was won by Trevor Johnson.

The next meeting of the Whitman County wheat growers will be Feb. 8, at noon, at Eddy's Restaurant in Colfax. ■

## Growers take part in industry conference, meet legislators in DC

Washington Association of Wheat Growers (WAWG) leaders and staff recently returned from Washington, D.C., where they participated in national wheat industry meetings and meetings with members of the state's federal delegation.

"Once again, COVID restrictions meant we couldn't meet with most of our federal delegation in person, but we were able to connect with staff remotely to discuss issues," said Michelle Hennings, WAWG's executive director. "We were able to make our concerns known and highlight the struggles Washington wheat farmers are engaged in."

Topics discussed with legislators included the need to preserve the lower Snake River dams; keeping carbon regulations voluntary and incentive-based; maintaining the current structure and cost-share levels of crop insurance so it remains a viable option for farmers; strengthening existing trade agreements; and expanding into new markets. As Congress is beginning work on the 2023 Farm Bill, WAWG leaders stressed the importance of the legislation and asked legislators to make sure that the industry had a seat at the table.

Another big issue that WAWG discussed



Howard McDonald (fifth from right), president of the Washington Association of Wheat Growers, sits on the Environment and Research Committee of the National Association of Wheat Growers.



While in Washington, D.C., for the National Association of Wheat Growers' winter conference, Washington Association of Wheat Growers leaders and staff also met with members of the state's federal delegation. While most of the meetings were held remotely, the group was able to meet in-person with Rep. Cathy McMorris Rodgers (above, center) and Rep. Dan Newhouse (left).



## SPOTLIGHT ON PERFORMANCE.

### Anchor 3L ST seed treatment fungicide.

Developed specifically to deliver enhanced handling, stability and performance when combined in Custom Blend seed treatment offers and when added as

a tank-mix partner with other seed treatment formulations. Call your dealer today and see how Albaugh can bring you performance that will bring down the house.



# Anchor 3L ST™



For more information on Anchor 3L ST contact a member of the Albaugh Seed Treatment Technology Team. Jay Stroh (Jays@albaughllc.com), David Winston (Davidw@albaughllc.com), Lee Stewart (Lees@albaughllc.com) or Ed Driskill (Driskill@albaughllc.com).

Refer to the product label for complete directions and instructions.



Marci Green, a grower from Spokane County, addresses the National Association of Wheat Growers' board of directors.

was the delay in appointing a new Farm Service Agency state executive director. The position remained open for more than a year. WAWG supports FSA state executive directors and county committee members remaining in their positions until new appointments are completed.

Many of the same topics were discussed during the National Association of Wheat Growers' (NAWG) winter conference meetings. WAWG leaders serve on several NAWG committees, including the Domestic and Trade Policy Committee, the Environment and Research Committee and the Special Climate and Sustainability Committee. ■

## Wyss reappointed as FSA leader

Jon Wyss, who previously served as the state executive director of the Farm Service Agency (FSA), has been

reappointed to the post. The position had been vacant for more than a year despite repeated calls to fill it from many of Washington's agricultural groups, including the Washington Association of Wheat Growers (WAWG).

Most recently, Wyss worked for Gebbers Farms in Okanogan County as an analyst and government affairs director. He also served as the chief deputy assessor for Spokane County and temporarily served as a Washington State Senator for the 6th Legislative District. Wyss also served as the U.S. Apple Association North Region Director for 10 years, as chairman of the Okanogan Long Term Recovery Group, as president of Okanogan County Farm Bureau and as a Washington State Farm Bureau Board Member.

WAWG is delighted to have Wyss back and thanks all the state FSA employees who have worked so hard to uphold the agency's mandate for the past year. ■

## National wheat contest open


The National Wheat Foundation is pleased to announce it is accepting grower enrollment for the 2022 National Wheat Yield Contest. The contest is divided into two primary competition categories: winter wheat and spring wheat, and two subcategories: dryland and irrigated.

The 2022 National Wheat Yield Contest will add a new quality component. The 24 yield winners' wheat will be tested for baking and milling qualities, and if it meets all the criteria for "industry-desired" quality, the farmer will receive an additional \$500 cash award. Every contestant should save a six-pound sample of their wheat at harvest. The winners will be required to send in their sample. Another change is that contestants are asked to get their wheat graded at a local elevator and upload proof that it is Grade 1 or 2 to their harvest record on the website.

Winter wheat entries are due May 16, and spring wheat entries are due Aug. 1. To learn more about the contest and to enter, go to [yieldcontest.wheatfoundation.org](http://yieldcontest.wheatfoundation.org). ■

**The best time to invest in farmland real estate was...**  
*when you read the first word.*

**The next best time is now.**



**C.D. "Butch" Booker, Owner/Broker/Auctioneer**  
809 N. Main St. Colfax -- 509.397.4434

**B2B**

*We service what we sell, since 1987*

**GLEANER HESSTON Ag Leader NORAC RAVEN**

**BLUE MOUNTAIN**



**AGRI-SUPPORT, INC.**

**LEWISTON, ID**  
620 Thain Road  
**208-746-6447**

**MOSCOW, ID**  
2275 Nursery  
**208-883-3007**

**www.bluemountainag.com**



**Lumivia® CPL**

**INSECTICIDE SEED TREATMENT**

## **BROAD ACRE, BROAD PROTECTION**

A revolutionary insecticide seed treatment that protects beyond just the seed.

This unique translocation approach doesn't just protect the seed, but also moves within the roots and the seedling above ground to protect against damaging insects.



**Armyworm**



**Cutworm**



**Wireworm**



Add an EPA-approved dye or colorant to treat the seeds per 40 CFR 153.155(b)(1) during the seed treatment process. Ensure that all treated seed are dyed an unnatural color.  
™ & ® Trademarks of Corteva Agriscience and its affiliated companies. Lumivia® CPL insecticide seed treatment is registered in select states with the Environmental Protection Agency (EPA) for sale in wheat. All information being transferred is technical in nature and subject to change. Always read and follow label directions. © 2021 Corteva.

1221\_0019

# POLICY MATTERS

## Growers oppose mandatory buffer bill, offer testimony

Wheat growers are joining much of the rest of the state's farmers in protesting House Bill 1838, governor-request legislation that would impose mandatory buffers around waterways that could be up to 240 feet wide. Landowners who don't comply could face fines of up to \$10,000 per day.

The legislation, also known as the Lorraine Loomis Act after the chair for the Northwest Indian Fisheries Commission and Swinomish fisheries manager who died in August, was developed without input from the agricultural industry or the Washington State Department of Agriculture (WSDA) over the summer. According to the bill, land must be taken out of production and planted with riparian plants as determined by the Washington State Department of Fish & Wildlife, who is responsible for enforcement. Financial assistance to landowners is estimated at 70-90 percent of the cost to create the buffers, and maintenance assistance is limited to five years. Landowners would not receive compensation unless they agreed to keep the riparian management zone out of production in perpetuity, and the compensation would be limited to 10 years.

According to estimates by WSDA and published by the *Capital Press*, in Skagit County, 200-foot-wide buffers would take up more than 11,000 acres of farmland and nearly 5,000 acres in Lewis County. There are also concerns that the legislation makes the Voluntary Stewardship Program (VSP) irrelevant.

"The Washington Association of Wheat Growers (WAWG) is completely opposed to House Bill 1838. While we understand and share the desire to protect salmon habitat, this legislation amounts to a governmental land grab and makes the burden of habitat restoration solely the responsibility of farmers," said Howard McDonald, WAWG president.

A companion bill has been introduced in the Senate, Senate Bill 5727.

There have been reports (unconfirmed as of our printing deadline) that the bill, in its original format, does not have enough votes to pass out of committee and would be pared down. Agricultural groups oppose moving the bill out of committee in any format given the lack of stakeholder process in developing the bill. There has also been no analysis conducted by WSDA on impacts to the



Benton County grower Nicole Berg testified in opposition to a proposed state bill that would mandate buffers that could be up to 240 feet wide around waterways.

industry. Additionally, the sponsor of the bill, Rep. Debra Lekanoff (D-Bow), has reportedly said the bill would not pass in 2022 and that more work needs to be done between the Tribes, farmers and the fishing industry.

While this is positive news, the issue is not going away and could still be revived in another bill or through the budget this session. We could also see increased funding for salmon recovery, such as through VSP or the Conservation Reserve Enhancement Program in the supplemental budget.

On Jan. 19, the bill was first heard in the House Rural Development, Agriculture and Natural Resources Committee. So many people signed up to testify that the hearing spilled over into a second day. In all, 114 individuals signed in to testify with more than 80 raising concerns on the proposal. In addition, more than 3,500 individuals signed in to state their opinion but did not wish to testify, more than half of which were in opposition to the measure. Nicole Berg, a fourth-generation Benton County wheat farmer, testified against the bill on behalf of WAWG. She told the committee that WAWG supports salmon recovery efforts, but that such efforts must be based on sound science and balanced with other social, economic and environmental interests.

"Here, there is no balance, and the resulting regulations will be borne mostly on the backs of agriculture,"



WESTFIELD

WESTEEL

BATCO

NECO

-SIOUX-



*Thank You to all our loyal customers*

T&amp;S Sales

509.535.1177

NwGrainAugers.com

# Northwest FIRST REALTORS

Licensed in WA, OR &amp; ID

WE SPECIALIZE IN MOUNTAIN PROPERTIES,  
FARMS & RANCHES!

FARMS ARE SELLING FAST - JUST SOLD:

Buley Farm - 4,914.58 Acres

Minnick Hill Farm - 223.51 Acres

AMERICAN  
AFR  
FARM + RANCH

OUR *Roots*  
RUN DEEP

509-524-9055

NorthwestFirstRealtors.com

320 N. COLVILLE, WALLA WALLA, WA  
INFO@NORTHWESTFIRSTREALTORS.COM



MIRIAM GRANT  
Owner /  
Designated Broker  
509-520-5220



MARK GRANT  
ALC, Owner /  
Designated Broker  
509-520-1906



MICHAEL GRANT  
Broker  
509-520-0895



MARK KLICKER  
Broker  
509-520-7370



TALEN LARSEN  
Agent  
509-540-9939

she said. “As others have stated, we are very disappointed that there has been absolutely no stakeholder outreach to agriculture for input on this legislation. Agriculture is the second largest contributor to our state’s economy and represents a significant component of our agricultural industry nationally. I am proud of the safe, healthy food we farmers produce.”

WAWG will continue to monitor the bill and is asking growers to voice their concerns about the legislation to their local elected officials. ■

## Action fast and furious as first legislative deadline approaches

By Diana Carlen  
WAWG Lobbyist

As of the end of January, committees were still holding hearings on new bills, as well as scheduling bills for executive action (voting bills out of policy and fiscal committees). Bills are continuously being revised as they move through the legislative process, which requires ongoing monitoring and review. As of Jan. 28, more than 500 bills have been introduced in the House, and more than 450 in the Senate. The first legislative deadline was Feb. 3, when all policy bills had to be voted out of their policy committees.

One of the major bills that the Washington Association of Wheat Growers (WAWG) has been monitoring is House Bill 1838, which would impose mandatory buffers around waterways. See page 14 for more information on the bill and WAWG’s efforts to oppose the legislation.

### Long-term care act delayed

On Jan. 27, Gov. Inslee signed two bills that make modifications to the Long-Term Care Act, a program to provide long-term care benefits to Washington workers, funded through a 0.58 percent payroll tax. As anticipated, both bills have moved quickly through the legislative process. While Republicans have continued to call for a full repeal of the program, many voted in favor of both bills.

- House Bill 1732 delays the implementation by 18 months. This bill also addresses workers who are near retirement age by allowing a person born before Jan. 1, 1968, who has not met the duration requirements, including payment of the premium, to be eligible for the program at the percentage of years paid.
- House Bill 1733 allows disabled veterans, spouses or domestic partners of active-duty service members, nonimmigrant visa holders and Washington workers

who hold residence outside of the state to seek exemption from the program.

With the delay of the law, employers are not required to withhold premiums from their employees for 18 months. However, it is important to note, that if an employer has already begun withholding premiums, they must refund them to the employee within 120 days of collection.

### Decarbonization bills see action

Gov. Inslee’s four priority bills aimed at decarbonizing the building sector continue to see action in the Legislature. House Bill 1766, sponsored by Rep. Alex Ramel (D-Bellingham), received a public hearing in the House Environment and Energy Committee. The bill was met with strong pushback from the business community, including several utility companies. This bill would require each gas company to create a “clean heat transition plan” by Jan. 1, 2024, and every four years thereafter. Additionally, the bill places restrictions on gas companies from offering new services to certain customers after 2022.

### Proposal to reorganize CD elections heard

The last week of January saw the second of two bills addressing conservation district elections being heard in the House State Government and Tribal Relations Committee. House Bill 1910, sponsored by Rep. Mia Gregerson (D-SeaTac), would require conservation district elections to move to the general election ballot. The bill diverts from the more flexible approach seen in House Bill 1652, heard earlier this session, that would allow conservation districts to opt onto the general election ballot.

While HB 1652 received support from conservation districts, HB 1910 was strongly opposed by conservation districts across the state, except for King County. Should conservation districts move to the general election ballot, they would have to help pay for election costs.

WAWG supports HB 1652 and opposes HB 1910.

### Hearing to create a pesticide advisory board

Rep. Tom Dent (R-Moses Lake) introduced House Bill 1993, establishing a permanent Pesticide Advisory Board. The Washington State Department of Agriculture (WSDA) had previously convened a Pesticide Advisory Board to counsel the department on pesticide-related actions, however, that board was eliminated in 2010.

Dent proposed creating a permanent board consisting of 18 voting members appointed by the WSDA director. The bill lays out directives for the members that would be appointed, including three representing ag producers. The bill also lists nonvoting members, including public service employees and agency representatives. WAWG signed in support of this bill. ■





The ONLY Muncie Master  
Distributor in the Inland NW!



PTO and Hydraulics at very competitive prices.

## FULL SERVICE DRIVELINE SHOP



- Trucks - Heavy to Light
- Agriculture & Industrial
- Automotive Parts & Components
- Custom Applications



**SPOKANE** N 216 Dyer Rd **509-534-8000**



**PASCO** 1206 E Lytle St **509-545-4600**

[www.TankmaxNW.com](http://www.TankmaxNW.com)

VISIT US ONLINE TODAY!

**KENT** 253-872-2274

**PORTLAND** 503-221-0335



***Political advocacy is something  
many of us think we can never get involved in;  
the Washington Wheat PAC is out to change that.***

### ***Why Support the Washington Wheat PAC?***

Washington farmers are losing ground politically! The ability to protect our interests is slowly dwindling. Washington wheat producers need elected officials who know and understand the industry. Without these relationships our ability to remain competitive is at risk. Now is the time for the industry to join together and proactively influence legislation that directly impacts the Washington wheat producer.

Please join our efforts by financially supporting the Washington Wheat PAC. Your contribution will strengthen the network of elected officials who understand the wheat industry's goals and objectives by fighting for what is critical to the livelihood of our members.

***The Washington Wheat PAC is a nonpartisan political action committee that is dedicated to supporting ag-friendly candidates.***

***The Washington Wheat PAC pledges to promote and support elected officials from all parts of the state who positively influence agriculture.***

#### **DONATION PROMISE**

Yes, I would like to join with the Washington Wheat PAC's vision and support their actions with my donation.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Donation amount: \_\_\_\_\_

When you make a donation to the Washington Wheat PAC, you are investing in the future of agriculture in Washington State.

Fill out form and send, along with payment, to PO Box 184, Ritzville, WA 99169. Checks should be made out to the Washington Wheat PAC.

## Bluegrass Farm, established in 1886, near Lamont

William and Hannah Swannack emigrated from Australia in 1885 and reached the Lamont, Wash., area in 1886. They made the long voyage with their eight children (six boys and two girls). When they arrived, they homesteaded and raised cattle. They grew wheat to help feed the cattle.

In the years after they arrived, they had five more children. Eleven children survived to adulthood, eight of which were boys, so they were known around the area as the Swannack brothers. In 1890, they started

farming wheat to sell because the price shot up to \$1 a bushel! (Today it is around \$6 per bushel.) Forty years later,

William and Hannah's grandson, James Tilden Jr., married Judith Webb

from the nearby Webb Farm. The Webb farm was famous for its team of 12 spoiled Belgian horses—great-grandpa Webb was known for being a very gentle horseman and treated his animals very well. The two farms combined under the oversight of James and Judith, and their son, Donald, farms the land to this day.

Don and Amy Swannack are the 5th generation to farm the land, which today totals around 3,000 acres. They



The current generations of Swannacks.

primarily grow soft white wheat. Amy and Don have two kids, and their teenage son, Jacob, already has aspirations to continue the legacy and become the 6th generation to run the farm.

Amy doesn't have a background in farming. She met her husband in a bar and said it was always odd how he could never "drop anything and go on a date." Most people don't have an idea of how hard farmers work. They can't "take a day off." There is always work to be done, and while there are slower months, they are always busy.

Like most farmers, the Swannacks point to all the changes in the technology of farming. A hundred years ago, it would take large groups of people and animals to manage 200 acres. But modern combines have made it possible for a few drivers to manage thousands of acres. Today, the Belgian draft horses have been retired, and the Swannacks use modern combines instead.

Learn more about Bluegrass Farm at [wawheat.org/centennial-farm-project-1/bluegrass](http://wawheat.org/centennial-farm-project-1/bluegrass) ■



William and Hannah Swannack came from Australia in 1886 and settled in the Lamont, Wash., area.



Create a lasting legacy and remember the Washington Wheat Foundation in your estate planning. Visit [wawheat.org](http://wawheat.org).

Washington Wheat Foundation Meetings are scheduled for **Feb. 7, June 5 and Oct. 3, 2022**, at the Wheat Foundation Building in Ritzville, Wash.





How well are  
you and your  
loved ones  
protected?

Making sure your insurance coverage is adequate is an ongoing process, because as your life changes, so do your insurance needs. That's why it's important to review your coverage regularly. An insurance review from Edward Jones can also help ensure that:

- Your premiums are still competitive.
- Your policies are performing as expected.
- You have the appropriate amount and type of coverage for your needs.
- Ownership is structured properly and beneficiary designations are up-to-date.

Edward Jones is a licensed insurance producer in all states and Washington, D.C., through Edward D. Jones & Co., L.P., and in California, New Mexico and Massachusetts through Edward Jones Insurance Agency of California, L.L.C.; Edward Jones Insurance Agency of New Mexico, L.L.C.; and Edward Jones Insurance Agency of Massachusetts, L.L.C.

Call today for a complimentary review to help ensure your policies fully meet your needs and those of your loved ones.



**Dean E. Roy AAMS\***  
Financial Advisor  
1024 16th Avenue, Ste C  
Lewiston, ID 83501  
208-798-4742



**Brian E. Bailey AAMS\***  
Financial Advisor  
931 6th Street  
Clarkston, WA 99403  
509-758-8731  
866-758-9595



**Chris Grover**  
Financial Advisor  
1835 First Street  
Cheney, WA 99004  
509-235-4920  
866-235-4920



**Joy Behen**  
Financial Advisor  
6115 Burden Blvd. Ste A  
Pasco, WA 99301  
509-542-1626  
877-542-1626



**Jay Mlazar AAMS\***  
Financial Advisor  
609 S. Washington  
Ste. 203  
Moscow, ID 83843  
208-882-1234



**Ryan Brault CFP\***  
Financial Advisor  
3616 W. Court St. Ste. I  
Pasco, WA 99301  
509-545-8121  
888-545-8126



**Terry A. Sliger**  
Financial Advisor  
1329 Aaron Drive  
Richland, WA 99352  
509-943-2920  
888-943-2920



**Hank Worden**  
Financial Advisor  
109 S. Second Ave  
Walla Walla, WA 99362  
509-529-9900  
800-964-3558



**Greg Bloom**  
Financial Advisor  
Professional Mall I I  
1260 SE Bishop Blvd. Ste C  
Pullman, WA 99163  
509-332-1564

[www.edwardjones.com](http://www.edwardjones.com)  
Member SIPC

**Edward Jones**  
MAKING SENSE OF INVESTING

**FARM & HOME SUPPLY**  
888-643-3395 • 509-843-3395  
[www.fhsupply.com](http://www.fhsupply.com) Pomeroy, WA

NEW CaselH Steiger 580 Quadtrac "Next Generation", loaded, PTO, 36" tracks .....CALL

Trails West Baron II 18' cattle/stock trailer, sprayed-in liner, front walk-in door, LIKE NEW.....\$12,500/OBO

2000 CASE IH 2388, Hillco Leveler, 4,492 sep. hrs/ Case IH 1010 30' header/cart.....\$59,500/OBO

NEW 2020 Schulte 5026 Rotary Cutter, 26' . \$52,500

1989 John Deere 8760 wheel tractor, 6 newer tires.....ON SALE.....\$23,000/OBO

1979 JD 8640 tractor w/PTO..... \$7,500

THE TANKER Field Service Tender 990 gal. fuel tank, 100 gal. DEF Tank ..... \$25,000

NEW 2022 Great Plains 30', Turbo Max vertical tillage.....CALL

NEW KIOTI PX1153 Tractor, Power Shuttle, cab & self-leveling loader, 110-hp .....\$73,500

**NO INTEREST FOR 60 MONTHS, ZERO DOWN POSSIBLE**

**CASE IH**  
AGRICULTURE



**You Have a  
Business to Run.**

**Coleman Oil Company  
makes it easy for you,  
your people, and your  
company. One call is all  
it takes and we've got  
you covered throughout  
the Pacific and Inland  
Northwest. Your  
equipment is running on-  
time, all the time, with  
lubricants from Chevron  
and the highest quality  
fuels made in the U.S.A.  
You take pride in your  
equipment and we do  
the same.**

(888) 799-2000

[www.colemanoil.com](http://www.colemanoil.com)  
[info@colemanoil.com](mailto:info@colemanoil.com)

# Top 2022 priorities

## OVERTIME, BUFFERS, DAMS...WATCH ISSUE LIST GOES ON

Meeting season for the Washington Association of Wheat Growers (WAWG) is in full swing. In preparation for legislative meetings in Washington, D.C., and Olympia, the WAWG board voted on and refined the association's 2022 state and federal priorities at January's state board meeting. Copies of those priorities will be included in packets emailed to legislators (in the case of remote meetings) or handed to them if in-person visits are allowed.

"We are going into a second year where most of our legislative visits will be happening remotely, so it's important legislators and their staff have something to remind them of what the wheat industry's concerns are," explained Michelle Hennings, WAWG's executive director. "Most of our legislative meetings are short, so these priorities help us focus our efforts and maximize the time spent with legislators."

Topping the list of the Washington wheat industry's state priorities is House Bill 1838 that would require buffers along all waterways that run through agricultural land. In late January, WAWG member Nicole Berg from Benton County testified against the bill during a public hearing on the bill in front of the House Rural Development, Agriculture and Natural Resource Committee. For more on the bill and Berg's testimony, see page 14.

Another high priority for WAWG is making sure Washington's farmers aren't put at an economic disadvantage because of mandatory carbon regulations, including the elimination of natural gas as an energy source.

Continuing a fight from last year, WAWG is supporting legislation that would provide agricultural employers a 12-week seasonal exemption where farm workers could work up to 50 hours a week before overtime pay is required. Other state priorities include support for pesticide safety training, promoting broadband infrastructure and protecting existing tax policy.

One issue that is both a state and federal concern is the lower Snake River dams, with WAWG fighting to protect the dams and the benefits they provide. The dams and another federal concern, the Columbia River Treaty, were two major topics that WAWG leaders brought up last month during their meetings with members and staff of Washington's federal delegation. WAWG leaders were in Washington, D.C., to take part in the National Association of Wheat Growers' winter board meetings (see page 10).

As Congress starts work on the next farm bill, WAWG is asking federal legislators to maintain the current structure of crop insurance, make adjustments to farm bill commodity programs so they function more effectively as a safety net and to prioritize working-lands conservation programs. Trade, keeping climate mitigation programs voluntary and incentive-led and opposing pesticide restrictions that are not based on science are some of the association's other federal priorities. ■

## OUR WHEAT INDUSTRY

- Family wheat farms are one of the largest economic drivers of jobs in Eastern Washington.
- The Washington wheat industry contributed \$948.5 million in production value to the state's economy in 2021.
- Agriculture is the state's second largest export category of products shipped through Washington ports.
- 97 percent of farms in Washington are family owned and operated, accounting for 93 percent of farm production and account for 12 percent of Washington's economy.
- Approximately 90 percent of the state's grain is exported, primarily to Asian markets such as The Philippines, South Korea, Japan and Indonesia.
- The wheat industry creates a trade surplus for our state and offers the most dependable, high quality grain around the world.
- In 2021, Washington produced 44 percent of all the soft white wheat grown in the U.S.
- 92 percent of Washington wheat acres are insured. Average coverage level in the U.S. is 81 percent.
- Since 1980, soil erosion has declined by 63 percent, and U.S. wheat has used 16 percent less irrigation water and 35 percent less energy.
- Improved agronomic practices result in higher yields (a 25 percent increase since 1980) with less inputs.

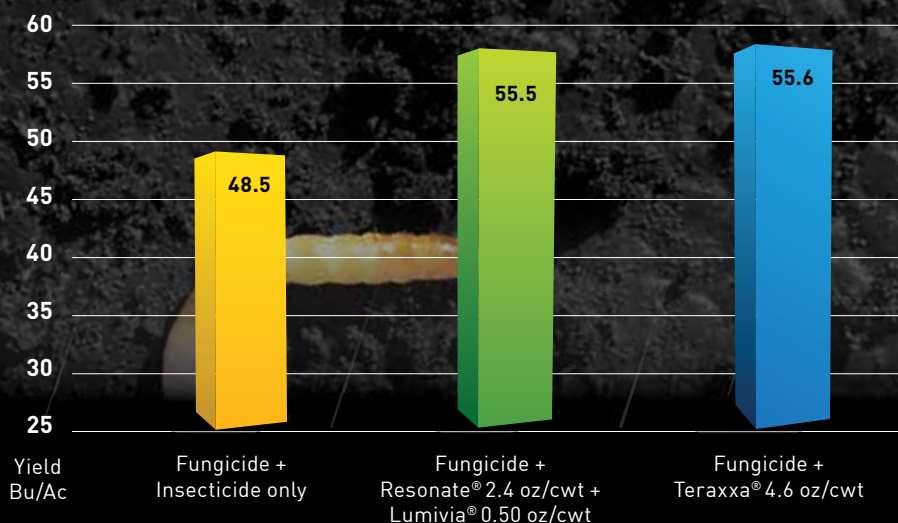


# DON'T PLAY GAMES WITH MANAGING WIREWORMS IN YOUR FIELDS THIS SPRING...

Independent third-party trial data has proven that Albaugh's robust fungicide package plus Resonate® and Lumivia® wireworm seed treatment provided performance on wireworms with a better return on investment.



2021 PNW Customer 11 Site Summary  
Trials Includes Wireworm Populations from Low to High Pressure



The data is in and shows that the combination of Resonate insecticide plus Lumivia CPL insecticide provides a one-two punch for control of wireworms, aphids and cutworms.



Albaugh is committed to delivering a complete seed treatment solution for insects and disease control based on performance targeting wireworms, aphids and suppression of Hessian Fly.

**Lumivia® CPL**

INSECTICIDE SEED TREATMENT

**Resonate®**  
600 ST

Contact your local seed retailer for more information on using Albaugh's complete pest management seed treatment offer.

Refer to each product label for complete use directions and restrictions. Resonate® is a trademark of Albaugh, LLC. Lumivia® CPL is a trademark of Corteva Agriscience. Always read and follow label directions. EPA Reg. No. 42750-133 AD No. 110316. EPA Reg. No. 352-841.

# WAWG'S 2022 STATE LEGISLATIVE PRIORITIES

## PROTECTING THE FUTURE VIABILITY OF AGRICULTURE THROUGH VOLUNTARY CONSERVATION PROGRAMS

**WAWG stands in firm opposition to HB 1838, as it threatens the future viability of agriculture by removing significant portions of productive farmland out of production, with little financial assistance tied to a promise to remove the land from production in perpetuity.** All stakeholders, including landowners and the Washington State Department of Agriculture, should be involved in discussions relating to conservation programs. WAWG supports full funding of existing and voluntary conservation programs like the Conservation Reserve Enhancement Program and the Voluntary Stewardship Program.

## PROVIDING SEASONAL FLEXIBILITY TO BENEFIT BOTH WORKERS AND FARMERS

In 2021, the legislature passed legislation imposing an overtime pay requirement for agricultural workers. Recognizing that such a change would be a sizeable shift in practice for all farmers and agricultural workers across the state, the legislature adopted a phased-in approach, but did not address the seasonal needs of Washington agriculture given the time-sensitive nature of growing and harvesting mature field crops and vegetables. The agricultural industry is unique from other types of industry because of pressures on farmers, ranchers and workers caused by issues mainly out of their control, such as uncertainty of weather, yields, calving, national and international shifts in trade policy, and transportation inconsistencies. **WAWG supports legislation allowing farmworkers to earn money for up to 50 hours per week for 12 weeks of the year before overtime provisions kick in.** This legislation will allow agricultural employers limited flexibility to shape work schedules during a narrow window of time to best fit the peaks of labor demand, thereby providing them some ability to weather the unpredictability of agricultural work and ensure that Washington's second largest industry remains vital and strong while also ensuring security for farm workers.

## PROTECTING EXISTING TAX POLICY

**Retaining all food and farm-related tax incentives are critical to the agricultural industry.** Agriculture tax incentives are a valuable benefit to our economy and offer farmers a more level playing field with other major ag production states. Incentives are intended to be a long-term state investment into the agricultural industry.

## PRESERVING WASHINGTON'S ECONOMIC COMPETITIVENESS

**Carbon policies should ensure that Washington state retains its economic competitiveness and not disadvantage Washington farmers.** WAWG is opposed to policies that eliminate the use of natural gas because they limit the ability of farmers to choose the energy source that best meets their needs and will increase costs and force farmers to rely entirely on the electrical system. Natural gas is used in the agriculture industry from every stage of food cultivation—harvesting, processing and delivery. Natural gas is also used to fuel the heating systems in the homes of families that live on farms. With natural gas, families enjoy reliable supplies of heat throughout the colder months.

## PROMOTING BROADBAND INFRASTRUCTURE

Broadband has become a critical service for economic development, education and health care. **WAWG supports expanding and improving internet connectivity (broadband) in rural, unserved and underserved areas.**

## PESTICIDE SAFETY

Access to pesticides is essential to keeping Washington agriculture productive and globally competitive. **WAWG supports the professional use of crop protection products that have been shown to be safe and effective through science-based research.**



# 100-MILLION DOLLARS CURRENTLY IN STOCK.

COMMERCIAL  
AGRICULTURAL  
PERSONAL

If your business is experiencing supply chain issues, this message is for you. We're Wheatland Bank. And we've earmarked more than \$100 million to help you bridge the inventory gap. Best of all, the money is available now. As in, not presently sunning itself off the coast of California. Let's keep your business moving forward. Even when your computer chips and coffee beans aren't.

 **wheatland bank**

*Relationships you can count on.*



 EQUAL HOUSING LENDER | Member FDIC

[wheatland.bank](http://wheatland.bank)

**BARBER**  
ENGINEERING COMPANY

## DRY FERTILIZER EQUIPMENT

Nurse Boxes  
Belt Loaders  
Truck Spreaders  
Hydraulic Drill Fills  
C-200 Cleaners/Treaters  
Brush Augers

509-535-3051  
1404 N. Regal Spokane, WA  
[barberengineering.com](http://barberengineering.com)

## CLASS 8 TRUCKS

521 N. EASTERN RD. • SPOKANE, WA  
(509) 534-9088 • [class8trucks@aol.com](mailto:class8trucks@aol.com)



Silverton, Ore, sits on the alluvial plain of the Willamette River in the shadow of Mt. Hood. Low in elevation and long in growing seasons, it's a generous place for ag.

Corey and Jackson of Dickman Farms know the new season is already starting.

"It never really stops with the variety of crops we raise. If it can be watered by the multiple forms of irrigation in our area, we'll grow it." Beans, cauliflower, broccoli, onions, hazelnuts, grass seed and wheat to name a few. With five generations of experience, change and modern day challenges are handled in stride.

This Freightliner is heading to the welding shop to be modified so it can get those veggies on our plates this year. No rush for me on the broccoli, though, guys!

Marc B. Lange (509) 991-9088  
Scott Lund (509) 995-5024  
Jeff Miller (509) 599-9926

**NOT JUST TRUCKS,  
TRAILERS TOO!**

[www.class8trucksales.com](http://www.class8trucksales.com)

# WAWG'S 2022 REGIONAL LEGISLATIVE PRIORITIES

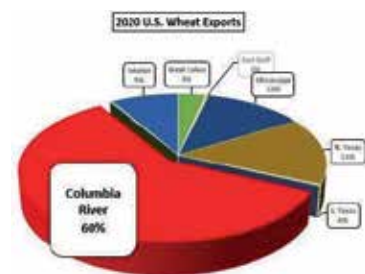
## PRESERVING THE LOWER SNAKE RIVER DAMS

WAWG supports maintaining the integrity of the lower Snake River Dams, as they are vital to Washington's and the nation's economy, transportation infrastructure and the environment. According to an independent evaluation, the removal of the four lower Snake River dams would cost the U.S. more than \$2.3 billion over the next 30 years; lead to significant, additional carbon emissions that contribute to climate change; and jeopardize health, safety and livelihoods in already economically fragile local and regional economies—all without necessarily moving the needle on desired salmon recovery efforts. **WAWG supports the findings in the 2020 Columbia River System Operations Environmental Impact Statement and opposes any effort to remove or disrupt the Snake River dam system, as well as any federal funds being used to breach or functionally alter dam operations on the Columbia-Snake River System (CSRS).** We support efforts by the federal government to reassess mitigation strategies and deploy the newest technological advancements to recover critically endangered salmon populations in the CSRS, while ensuring Washington's wheat growers maintain access to this vital navigation system.

### River System Highlights

- #1 U.S. wheat exports
- #2 U.S. corn and soy exports
- #1 West Coast wood exports
- #1 West Coast mineral exports
- #1 West Coast auto exports

### 2020 U.S. Wheat Exports



## TAKING ACTION ON THE COLUMBIA RIVER TREATY BY THE FEDERAL GOVERNMENT

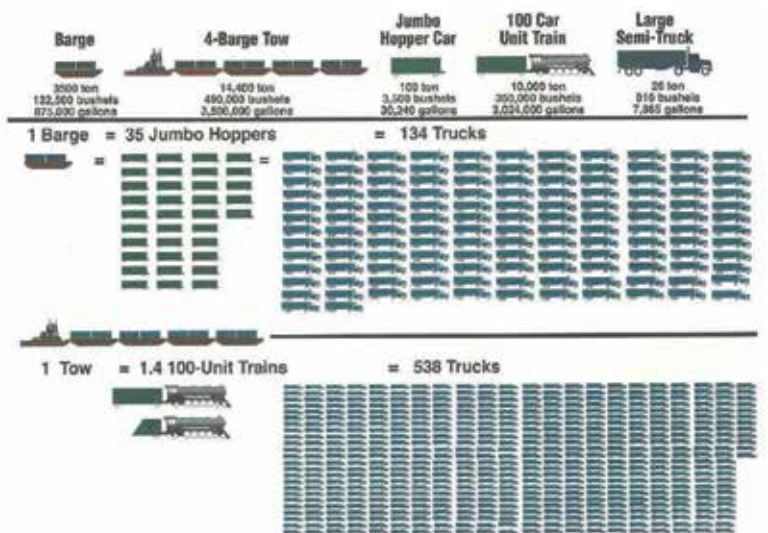
WAWG supports immediate action regarding the Columbia River Treaty, which protects viability of U.S. navigation, hydro-power, irrigation and flood control.

## MAINTAINING AND IMPROVING THE SUPPLY CHAIN INFRASTRUCTURE

WAWG supports funding to maintain and improve road, river and rail systems to ensure supply chain integrity.

Supply chains are critical for the movement of inputs and sales of goods. Recent challenges have impacted prices, product and labor availability and more. **WAWG supports maintaining and improving infrastructure that allows for a more reliable, stable and secure supply chain.**

## Freight Comparison of Barges, Trains and Trucks





RELIABLE, DURABLE

**BOURGAULT**

AND BUILT TO LAST

### 3320



The 3320 Paralink Hoe Drill comes in 3 configurations. One just right for your farm.

### 3720



The 3720 Disk Drill has 7.5", 10" or 12" spacings available with 30 ft. to 70 ft. widths.

### 5810



The 5810 Air Hoe Drill-A Floating Hitch Drill with a range of packer options.

Bourgault Drills have many options, including automatic lift controls and packing pressure, precise seed depth adjustment and nutrient placement.

Match Bourgault Drills with a 6000 Series Air Seeder Cart for maximum efficiency various models available, with up to 4 product carry configurations.

[www.odessatrading.com](http://www.odessatrading.com)

Don Strebeck 509-988-0433

Jason Thomas 509-988-0342

Sam Whitman 509-660-3210

Odessa WA 509-982-2661

Coulee City WA 509-632-5413

Ritzville WA 509-659-0269

# WEED-IT

## THE NEW GENERATION WEED-IT QUADRO



**Robb Soliday**

(509) 988-7018 Ritzville

**Jason Emerson**

(509) 681-0466 Coulee City

info@agritechamerica.com

### WEED-IT QUADRO FEATURES

SAVE UPTO  
**90%**  
CHEMICALS



**40" Sensor Spacing**

Improved detection on small plant increased power efficiency.



**Blue Light**

Improved detection on small plant increased power efficiency.



**Full PWM Application Control**

Controlled dosage per weed - speed and turn compensating.



**50% Less Weight**

1.5lbs per sensor places less stress on your sprayer.



**In-Crop PWM**

Control Rate & Droplet size for all applications.



**AGRITECH  
AMERICA**

# WAWG'S 2022 FEDERAL LEGISLATIVE PRIORITIES

## PRESERVING FOOD SECURITY

**WAWG strongly supports future farm bills to continue to offer agriculture and nutrition support programs.**

**WAWG supports a do-no-harm approach, which includes maintaining the current structure of the crop insurance program and current cost-share levels.** Crop insurance is a critical risk management tool for farmers. Farmers pay their portion of the crop insurance premium, and without cost-share support, coverage would be cost-prohibitive, and the system would not function effectively. Without the safety net, it causes uncertainty for the future of agriculture and for the safe, reliable and abundant food supply the American public currently experiences.

**WAWG supports the reauthorization of the farm bill and to make necessary adjustments to PLC and ARC so they can function effectively.** The price and yield functions of ARC formulas should be adjusted so it can be a viable option for producers. The PLC wheat reference price should be increased to a level closer to \$6.50 per bushel to truly enable the program to function as an effective safety net.

**WAWG supports FSA State Executive Directors and County Committee members remain in their positions until new appointments are completed.**

**WAWG supports prioritizing working lands conservation programs in the conservation title.** Voluntary programs have functioned well and provided an important incentive to producers to undertake practices that are good for the environment and good for their operations.

## INNOVATION, RESEARCH FUNDING

**WAWG supports funding for USDA ARS salaries and expenses at or above current levels and that also cover any mandated pay cost increases.** Additionally, all USDA ARS and NIFA vacancies should be filled.

**WAWG supports the PNW Herbicide Resistance Initiative and a programmatic funding increase of \$3 million for USDA ARS salaries and expenses.**

## PROTECTING OUR MARKETS

Recent trade agreements, such as the China Phase 1 agreement and Japan trade agreement, have allowed Washington small grains farmers to remain competitive in their largest and most stable markets while expanding sales in other markets. **WAWG strongly supports the negotiation of additional trade agreements to allow for further expansion of wheat exports.**

**WAWG supports full implementation and enforcement of existing trade agreements to allow fair trade to occur within the export marketplace.**

**WAWG strongly supports the enforcement of sanitary and phytosanitary agreements with trade partners and addressing other nontariff trade barriers.**

**WAWG supports the renewal of TPA in order to aid in the development of future fair trade agreements.**

## PROTECTING FOOD SYSTEMS WITH SAFE, INNOVATIVE PESTICIDES

**WAWG supports the use of crop protection products which have been shown to be safe and effective through science-based research.**

**WAWG opposes legislation that would restrict or limit the use of pesticides through bans or by setting residue tolerance levels that are not based on science.**

## PROTECTING OUR ENVIRONMENT WITH SUSTAINABLE PRACTICES

**WAWG supports climate or sustainability legislation that is voluntary, incentive-based and recognizes the unique and varied landscapes and climates of wheat production.** The industry should be fully involved in discussions of any policy or legislation relating to climate change, and sound science should be utilized. Policy and program delivery must work with individual farms and help growers balance the economics with environmental and societal benefits by incentivizing new approaches and management systems.



# TIME TO PLAN for this year.

**Bank of Eastern Washington**  
offers operating lines of credit and term  
loans on Equipment and Land.

*Specializing in Agricultural  
and Commercial Loans.*

**PASCO, WA**  
5205 N. Rd 68  
509-545-6360

**COLFAX, WA**  
803 N. Main St.  
509-397-4681

**DAYTON, WA**  
257 E. Main St.  
509-382-2557



**TODD WOOD**  
Dayton, WA



**DANIEL REHM**  
Pasco, WA



**RUSSELL SEEWALD**  
Pasco, WA



**HECTOR LOPEZ**  
Pasco, WA



**MICHAEL BROECKEL**  
Pasco / Colfax, WA



**Bank of Eastern  
Washington**

A BRANCH OF BANK OF EASTERN OREGON

Member FDIC



*This is no ordinary diesel  
fuel, this is Technology  
Transformed Fuel.*



Pasco	509-547-3326
	888-806-7676
Boise	208-375-7767
Connell	509-234-3311
Milton Freewater	541-938-3864
Moses Lake	509-770-0769
Oroville	509-476-3610
Priest River	208-448-1812
Ritzville	509-659-1532
Spokane	509-535-1534
Sunnyside	509-837-5274
Yakima	509-453-3920

**connelloil.com**



## OFFICES:

**Genesee**

**208-285-1141**

**Colfax**

**509-397-4381**

**Rosalia**

**509-523-3511**

**Oakesdale**

**509-285-4311**

**Fairfield**

**509-283-2124**

• **Grain Marketing & Storage**

• **Pulse & Specialty Crop Processing**

• **Quality Pulse & Cereal Seeds**

• **Rail & River Shipping Terminals**

• **Country Hedging Futures & Options**



*"A Family of Farmers"*

**1-866-986-2008**

**www.pnw.coop**

# Insight into rising costs of inputs

NUMEROUS FACTORS PUSHING PRICES HIGHER, BUT INVENTORY STILL AVAILABLE



**DAVE BARTA**

Division Manager, Nutrien Ag Solutions

By Trista Crossley

*Editor, Wheat Life*

Since last fall, the cost of inputs has been steadily rising with no relief in sight, leaving some Eastern Washington wheat farmers wondering if they'll be able to get what they need when spring rolls around.

According to Dave Barta, division manager for Nutrien Ag Solutions, costs on the crop protection side are up at least 5 percent, and some products, such as glyphosate, are up more than 100 percent. Fertilizer has skyrocketed more than 100 percent, thanks to multiple contributing factors.

China, which is the largest manufacturer of nitrogen in the world, is in an energy crisis. They are also trying to curb pollution ahead of the winter Olympics, so they've reduced their manufacturing capacity and cut the amount of nitrogen available for export.

"This causes a country with a large demand, like India, to now compete with us, Australia or other large areas of demand," Barta explained. "You have countries in Europe curbing production because natural gas prices are so high. Shutting plants down is cheaper than operating them. You take any significant producer out of the market, and it creates a significant disruption in the supply to market. There's only so many producers of most of these main macronutrients. One supplier has a glitch, and it impacts the rest of them."

There are also logistical issues with loading and unloading freight at ports. Shipping prices for containers have more than doubled. In the U.S., last year's deep freeze in Texas is still hampering U.S. production. Compounding the problem is a shortage of trucks and truck drivers in the U.S. Issues are rising from even the simplest of components.

"A manufacturer may have the technical material or product, but they can't get foil to seal their jugs or even caps for their jugs. Problems seem to be everywhere," Barta said. The industry saw supplies beginning to tighten in February or March of last year, especially with glyphosate. "In retrospect, we should have seen it coming, but nobody knew how bad it was going to be."

There are also supply issues with potassium, thanks to flooding that shut down one of the world's largest mines in Canada and an increased demand from the corn industry. Global demand has also tightened phosphate supplies.

According to a December 2021 Farm Bureau article that compared current prices to September 2020 prices, ammonia has increased more than 210 percent, liquid nitrogen has increased more than 159 percent, urea is up 155 percent, and potash has risen more than 134 percent. Globally, corn is the largest crop user of fertilizer, followed by wheat, rice, vegetables, fruits and soybeans. Today, the U.S. accounts for approximately 10 percent of the global use of nutrients, with 2 percent going to agriculture. Of that, corn uses about 49 percent, followed by wheat at 11 percent and soybeans at 10 percent.

Barta said eventually, the industry will see "demand destruction," meaning that the demand will fall and take pricing with it, but nobody knows when that will happen. For Nutrien Ag Solutions, that means trying to balance having inventory available but not so much as to be overloaded if and when prices fall.

"It's not a fun spot to be in. Organizations like ours load up with very expensive products, then the market falls. We are trying to be cautious about going into this year. We want to have the product to support our customers, but we don't want to have so much



**MIKE KLICKER**

Seed Department Head, Northwest  
Grain Growers



that we can't get out from under it," Barta explained, adding that despite the issues, most crop input companies, including Nutrien Ag Solutions, do have adequate inventory of some products at the moment. Others, such as glyphosate, will continue to be "hand-to-mouth."

Fortunately, with soft white wheat prices hovering around \$10 per bushel, Eastern Washington farmers are likely to still be making money, even with the higher input costs. Most growers who planted winter wheat were able to purchase fertilizer before the biggest runups, but Barta suggests revisiting this year's farming plans and considering products that may be more efficient at reduced rates.

"I think you have to have a sharp pencil, and I think efficiency is going to be super important this year," he said. "Certainly, growers need to do the math. It may not be the year to do the program just because it's what you've done every year. Adjust accordingly. The winter wheat crop should be okay. Spring will be interesting. I think we'll see guys shift to garbs, peas and lentils, crops that take less fertility."

Growers have also been concerned about the cost and availability of spring wheat seed, especially after last year's drought. Mike Klicker, head of Northwest Grain Growers seed department, said the cost of seed is up, but not because of shortages. "It's largely because the grain market is up 40 or 50 percent from last year," he said.

In spite of last year's lower yields, Klicker doesn't think there will be a shortage of spring seed, but there may be a limited choice of seed.

"I think, at end of day, there will be adequate supplies of spring wheat by class, maybe not spring wheat by variety," he explained. "Some varieties may be in short supply, but there will be plenty of soft white wheat or DNS or barley. But if you want a specific variety, you'd better order it now." ■

**Include a Premium Spring Canola in your 2022 Rotation:**  
Contact your Local Retailer for Early Ordering Discounts



**New Hybrid  
NCC1825/8-S  
coming in 2022!**

**NCC101S:**  
**#1 Revenue**  
**Generating Spring**  
**Canola Hybrid**  
**in the PNW**  
**for 7 Years**



**INQUIRIES + AGRONOMY SUPPORT:**  
[info@photosyntech.com](mailto:info@photosyntech.com)



**PHOTOSYNTech**  
RESEARCHING TOMORROW'S CROPS

## Hybrid Spring Canola

**NCC101S** is a very early maturity conventional non GM spring canola hybrid with exceptional yield potential in shorter season spring canola environments as evidenced by its consistency in yield trials in targeted growing regions since 2013. Suitable for both direct harvesting and swathing.

### KEY CHARACTERISTICS:

- Vigorous early season establishment
- High yield potential, Good oil content
- Very early maturity, Short stature, Excellent standability
- Defensive hybrid for short season environments
- Responsive to fungicides in humid environments
- High germination and purity
- Rated moderately resistant to Blackleg
- All NCC101S seed lots are certified Blackleg free
- Excellent resistance to shattering
- Eligible for Non GMO Premiums

*Multiple Year Yield Data and Agronomic Production Programs Available Upon Request*

**ROBERT AMSTRUP, SALES MANAGER**  
**(701) 226 8958**

# AMMO ON TAP

POPULAR GROWER EDUCATION SERIES BACK FOR 2022;  
SCHEDULE FEATURES MIX OF IN-PERSON, REMOTE SEMINARS

By Trista Crossley  
*Editor, Wheat Life*

Once again, the Agricultural Marketing and Management Organization (AMMO) has brought together a winter schedule packed with educational, informative content.

Sessions begin Feb. 10 and continue through the month of February with a mix of in-person seminars and webinars. See ad on page 34 for more information.

"This year, we kept what worked from 2021 but brought back some of the networking opportunities that our in-person seminars bring," said Lori Williams, outreach coordinator for the Washington Association of Wheat Growers (WAWG). "There's also a convenience to webinars. They allow us to bring in some speakers we might not be able to fly in, and for attendees, it's easy to fit in a 90-minute session without having to travel to the meeting site."

AMMO, a WAWG program, has offered grower education programs since 2009. It provides educational opportunities and an avenue for growers to connect with professionals and experts on many challenges facing agriculture. The in-person seminars are free to WAWG members and include lunch; nonmembers pay \$25 per session. This year's schedule includes updates from U.S. Department of Agriculture agencies, wheat exporting and marketing, estate and tax planning and a weather outlook.

WAWG will be monitoring COVID-19 conditions and restrictions, and if changes are required to the schedule, that information will be published on social media and through Greensheet, the newsletter that is emailed to members weekly.

Also back as an in-person event is the popular Wheat College. The 2022 event is scheduled for June 1 at the Wheatland Community Fairgrounds in Ritzville, Wash. The featured speaker will be Peter (Wheat Pete) Johnson. Pesticide credits will be offered at Wheat College as well as the Feb. 16 session, which will include discussion on harvest weed seed control in Pacific Northwest wheat production systems. More information on Wheat College will be available closer to the event date. AMMO is also a sponsor in other agricultural events in the Pacific Northwest.

"Whenever possible, we partner with other educational avenues, like Farm Forum during the Spokane Ag Expo, to bring as much educational content to our producers as possible," Williams said. "We'll also continue to partner with Washington State University Extension where we can."

## WHAT LIES AHEAD: AN UPDATE FROM NRCS AND FSA, Feb. 10 (in Pasco) and Feb. 11 (in Spokane).

Join the Farm Service Agency and the Natural Resources Conservation Service for an informative session on what's new for 2022. Be up to speed on program changes, deadlines and new opportunities for your operation. Wheat growers utilize key programs in everyday operations. This session will keep you in the loop and your operation moving forward.

## EXPLORING U.S. WHEAT MARKETS IN SOUTH AND SOUTHEAST ASIA: CHALLENGES FROM 2021 – OPPORTUNITIES AHEAD, Feb. 15 webinar.

U.S. Wheat Associates is the export market development organization for the U.S. wheat industry. They promote the reliability, quality and value of all wheat classes to buyers, millers, bakers, food processors and government officials in more than 100 countries around the world. This session will dive into market challenges and long-term opportunities in the South and Southeast Asia region. You will learn about export programs and how your checkoff dollars are put to work.

## MARKET OUTLOOK AND WSU EXTENSION RESEARCH UPDATE, Feb. 16



**BOOST YOUR  
BOTTOM LINE**

**EXPAND HERBICIDE  
OPTIONS**

**SLOW HERBICIDE  
RESISTANCE**

**WINTER CANOLA  
NON GMO  
IMI-TOLERANT**

**ROUNDUP READY  
VARIETIES ALSO  
AVAILABLE**

**SUNFLOWERS  
TRITICALE  
PLOW-DOWN MUSTARD**

**START BUILDING YOUR SOIL HEALTH NOW!**

*Rotations increase yields, break disease cycles & reduce weeds.*

**SPECTRUM CROP DEVELOPMENT  
RITZVILLE WA**

**Curtis 509-659-1757  
Todd 509-641-0436**



**8000**

Series Air Seeders

Trailing & Leading



Available in trailing and leading models, the 8000 Series Air Seeder™ lineup is appropriately sized for today's progressive mid-sized farms. The simple-to-use 8000 Series Air Seeder™ offers outstanding features such as the KNEX™ Integral Tank System. 8000 Series Air Seeders™ continue Bourgault's legacy as the air seeder leader in the industry!

**3330<sub>SE</sub> & 3335<sub>QDA</sub>**

ParaLink Hoe Drills™

Breaking Barriers  
with Each Generation



Bourgault is proud to introduce the 3<sup>rd</sup> generation of the highly successful ParaLink Hoe Drill™. Three ParaLink™ openers (3335QDA) and an expanded range of options ensure that there is a PHD™ model suited for your seeding requirements!



9721 W Flight Dr. Spokane WA 99224

**Order Now.**

**Limited Availability for Summer 2022 Delivery.**

509-838-2209

[www.spraycenter.com](http://www.spraycenter.com)



PURSuing PERFECTION

in Spokane. In a volatile market, marketing strategies are essential to manage your risk. In this session, we will look at market behaviors, price dynamics and market opportunities with Dr. Randy Fortenbery, a professor and Thomas B. Mick Endowed Chair, at Washington State University. Dr. Drew Lyon, professor and Endowed Chair in Small Grains Extension and Research, will focus on weed seed control during harvest, specific to dryland wheat production in the Pacific Northwest. Pesticide credits are available.

### ESTATE AND INCOME TAX PLANNING AFTER ALL OF THE RECENT TAX LAW CHANGES

Feb. 22 in Walla Walla. Paul Neiffer is a certified public accountant and business advisor specializing in income taxation, accounting services and succession planning for farmers and agribusiness processors. This session will focus on recent tax changes that can affect your operation's bottom line and the future of the ag industry. Learn how new or potential regulations will impact you.

### WEATHER OUTLOOK

Feb. 24 in Spokane. Don Day Jr. is president and chief meteorologist of DayWeather, Inc. For more than 25 years, Day has provided customized broadcast weather services with emphasis on the rural/ag listener. This presentation will focus on long-range forecasts (including the current growing season) as well as an assessment of current and recently observed weather patterns.

### AGRICULTURE TODAY: NEW ERA OF PROSPERITY OR TEMPORARY OPPORTUNITY?

Feb. 25 webinar. The decade of the 2020s will be one of economic and financial divide. Of course, early in the decade, some have found a new era of prosperity, particularly with the grain



**BULK FUEL & LUBRICANTS**  
**STORAGE TANKS**  
**FREIGHT HAULING**

*Convenient locations to serve you:*

<b>Pendleton, OR</b> 513 S.W. 6th 514-276-3361	<b>Walla Walla, WA</b> 1205 N. 11th 509-527-3400
<b>LaGrande, OR</b> 804 21st Street 541-963-4932	<b>Baker City, OR</b> 2885 13th Street 541-523-4779

**1st SOURCE**  
Chevron Lubrication Marketer

[www.byrnesoil.com](http://www.byrnesoil.com)

## 2022 SPRING SEED

### SOFT WHITE SPRING VARIETIES:

Seahawk Louise Tekoa\* Ryan\*

### DNS VARIETIES:

AP Venom Net CL+ Chet

### SPRING CLUB WHEAT VARIETIES:

Melba\*

### SPRING FORAGE VARIETIES:

Oats- Everleaf 126 Peas- Max Teff Grass  
 Sorghum x Sudan Timothy Alfalfa  
 Forage / Pasture Grass Mixes

### CORN VARIETIES:

Full Lineup of LG Corn Products  
 Silage Dry Grain High Moisture

*\*Limited*

[www.TriStateSeed.com](http://www.TriStateSeed.com)



1000 N. Columbia Ave.  
 Connell, WA 99326  
 509-234-2500

MESZ Fertilizer  
 Blending

Custom Seed  
 Treatments

Delivery  
 Options

**Mason Douglass**  
 509-380-4425

**Kevin Starring**  
 509-650-7226

**John Mancini**  
 509-380-1695



industry. The low value of the dollar, coupled with China rebuilding its protein sector and Mother Nature's influence on the market, has brought a round of prosperity. Is this one-off profits? What about the livestock sector and others in the agricultural industry positioning to capitalize on opportunities? Regardless, what will be the new mega trends, business and financial management characteristics to manage through the economic cycles? Dr. Dave Kohl will use his five decades of business, academic experience and wisdom to provide unique perspectives to lifelong learners.

**2022 WHEAT COLLEGE**, June 1 in Ritzville. The featured speaker is Peter Johnson, aka Wheat Pete. Wheat College will also offer localized presentations from Corteva and Washington State University Extension. Pesticide credits will be offered. Registration reminders will be mailed prior to the event. ■

### 2022 AMMO Sponsors

Thank you to the sponsors who help make the Agricultural Marketing and Management Organization seminars possible:

Almota Elevator Company  
CliftonLarsonAllen LLP  
Columbia Bank  
Corteva Agriscience  
Helena Agri-Enterprises LLC  
HighLine Grain Growers  
JW & Associates PLLC  
Northwest Farm Credit Services  
Northwest Grain Growers  
Patton & Associates LLC  
Ritzville Warehouse Company  
The McGregor Company  
Tri-Cities Grain LLC  
Washington Grain Commission  
Wheatland Bank ■



**Northwest**  
FARM CREDIT SERVICES

INSURANCE AGENCY



## Our business is safeguarding yours.

Knowledge is the best form of insurance. That's why our local livestock and crop insurance agents specialize in the commodities you produce.

- Yield, Revenue & Production Protection
- Livestock & Dairy Coverage
- Hail, Wind & Fire Policies
- Rainfall Protection

Contact your local insurance agent today.

800.743.2125 | [northwestfcs.com/cropinsurance](http://northwestfcs.com/cropinsurance)

This institution is an equal opportunity provider and employer.

Here to Help You Grow®

2022



Agricultural Marketing & Management Organization

# FARM MANAGEMENT

---

SPECIFICALLY DESIGNED FOR EASTERN WASHINGTON PRODUCERS

---

# TRAINING PROGRAMS

AMMO is a program of the Washington Association of Wheat Growers. Our goal is to help you increase your profitability by making better farm management decisions.

AMMO has provided farm management training programs since 2009 and we are proud to offer these programs for our members and friends.



A program of the Washington Association of Wheat Growers



## AMMO SPONSORS

---

Almota Elevator Company  
CliftonLarsonAllen LLP  
Columbia Bank  
Corteva Agriscience  
Helena Agri-Enterprises, LLC

HighLine Grain Growers  
JW & Associates, PLLC  
Northwest Farm Credit Services  
Northwest Grain Growers  
Patton & Associates, LLC

Ritzville Warehouse Co.  
The McGregor Company  
Tri-Cities Grain LLC  
Washington Grain Commission  
Wheatland Bank



# 2022 WORKSHOP SCHEDULE

## WHAT LIES AHEAD: AN UPDATE FROM NRCS AND FSA • **IN-PERSON**

**Thursday, February 10**

10:00 a.m. - 2:00 p.m. PST • Red Lion Hotel, 2525 N 20th Ave., Pasco, WA

**Friday, February 11**

10:00 a.m. - 2:00 p.m. PST • Hampton Inn, Spokane Airport, 2010 S Assembly Rd., Spokane, WA

## EXPLORING U.S. WHEAT MARKETS IN SOUTH AND SOUTHEAST ASIA:

**CHALLENGES FROM 2021 – OPPORTUNITIES AHEAD • **WEBINAR** Speaker: Joe Bippert**

**Tuesday, February 15**

10:00 a.m. - 11:30 a.m. PST

## MARKET OUTLOOK AND EXTENSION RESEARCH UPDATE • **IN-PERSON** Speakers: *Dr. Randy Fortenbery Dr. Drew Lyon*

**Wednesday, February 16**

10:00 a.m. - 1:00 p.m. PST • Hampton Inn, Spokane Airport, 2010 S Assembly Rd., Spokane, WA

## ESTATE AND INCOME TAX PLANNING AFTER TAX LAW CHANGES • **IN-PERSON** Speaker: *Paul Neiffer*

**Tuesday, February 22**

10:00 a.m. - 1:00 p.m. PST • Marcus Whitman Hotel, 6 West Rose St., Walla Walla, WA

## WEATHER OUTLOOK • **IN-PERSON** Speaker: *Don Day Jr.*

**Thursday, February 24**

10:00 a.m. - 12:30 p.m. PST • Hampton Inn, Spokane Airport, 2010 S Assembly Rd., Spokane, WA

## AGRICULTURE TODAY: NEW ERA OF PROSPERITY

**OR TEMPORARY OPPORTUNITY? • **WEBINAR** Speaker: Dr. Dave Kohl**

**Friday, February 25**

10:00 a.m. - 11:30 a.m. PST

## 2022 WHEAT COLLEGE • **IN-PERSON** Speaker: *Peter Johnson*

**Wednesday, June 1**

9:00 a.m. - 3:00 p.m. PST • Wheatland Community Fairgrounds - 811 E. Main Street, Ritzville, WA

Register online: [wawg.org/ammo-workshops](http://wawg.org/ammo-workshops)

For more information: **Call:** 1.877.740.2666 or **Email:** [lori@wawg.org](mailto:lori@wawg.org)

**WEBINARS** ARE OFFERED FREE OF CHARGE but registration is required prior to each program.

**IN PERSON SESSIONS** REQUIRE ADVANCE REGISTRATION 3 DAYS PRIOR TO THE PROGRAM. PLEASE be considerate of pre-registration deadlines. These help your local food vendors better estimate our needs. Sessions are free to WAWG members. Non-members are welcome at \$25.



Like us!

## The narrator of agriculture's history in Eastern Washington

Alex McGregor, chairman of The McGregor Company

By Trista Crossley  
Editor, *Wheat Life*

If you're involved in agriculture in Eastern Washington, there's a good chance you're familiar with **Alex McGregor**. Not only is he chairman of The McGregor Company, which provides seeds, inputs and research to Inland Northwest farmers, he's also managing general partner of his family's generational ranch in Hooper, Wash., author of several Pacific Northwest agricultural history books and a very vocal advocate of preserving the lower Snake River dams.

McGregor, who is also a past president (1997/98) of the Washington Association of Wheat Growers (WAWG), was named WAWG's Outstanding Member of the Year at the 2021 Tri-State Grain Growers Convention in November for all the work he's done on behalf of the dams. But defending the river transportation system isn't new to him.

"I found a speech that I'd given about the importance of the dams 27 years ago, long before we built our facility across the river from Clarkston," he said. "I view that (the river system) as such a crucial part of a remarkably productive land feeding people all around the globe. Without barges, we lose the advantages of reliable, timely and energy-efficient transportation. My concern all along has been that there are plenty of challenges for farm families anyway. We, as Washingtonians and Americans, need to do all we can to help farm families and to not make their lives more difficult."

McGregor firmly believes that the dams and salmon can co-exist. He has repeatedly said the region needs solutions based on sound science and well-established, analytical research, including research on the impact ocean conditions have on salmon populations. The infrastructure package signed into law late last year provides badly needed funding to improve hatcheries in need of repair, to bolster salmon research and to reduce contamination along the shores of Puget Sound, where an already crowded land added to its ranks 2 million more residents in the last three decades. Washington Sen. Maria Cantwell was instrumental in getting that funding included.



"I think it's quite possible to have healthy rivers and healthy economies. I think we've made a lot of progress. There's just so much to do related to salmon that we should get off this draconian situation of we either have to forget the salmon and forget our heritage or tear the Northwest economy to pieces," he said.

Even with his advocacy efforts spanning decades, McGregor said he still isn't tired of talking about the dams and why they are so important to the Inland Northwest. At the time of this interview, he was recovering from a staph infection that had kept him largely immobile for a few weeks.

"It's been tough on me for the last three weeks, because I've been more or less AWOL. I'm thinking of the battles to be fought! I tell myself to get rolling, that I can do this even with my leg high in the air," he said, laughing.

The McGregor family has been part of Eastern Washington agriculture since 1882, when Alex's grandfather and great-uncles settled in Whitman County, headquartering their ranch in Hooper. At first, the family mainly raised sheep, adding wheat in the early 1900s. The ranch was incorporated as McGregor Land & Livestock in 1905 and has been recognized as one of the oldest incorporated enterprises in Washington state.

McGregor grew up on the ranch, interacting with a "cast of characters" that included old timers retired from breaking wild horses and a long-time employee who left the Dakotas during the dust bowl by hopping freight trains as a 12-year-old after his parents died. Growing up in that environment nurtured McGregor's interest in agriculture and its history.

"Was I interested in the family business? I certainly was, but I didn't go into it because it was expected of me. My dad was quite smart that way. He encouraged me and let me know that was an option. I decided whatever I was going to go into, I was going to approach with a passion," McGregor explained.

By this time, the McGregors had branched out into other areas of agriculture. The head of the Dryland Research Station at Lind, Harley Jacquot, did research on the



# Start your Field Off Right.



Get More Active Ingredient on the Weeds  
and Less in the Dirt with Full Load Complete™

## Full Load Complete™—CONFIDENCE in a Jug.

Full Load Complete™—the hardest working, all in one adjuvant.

- Replaces AMS
- Hard Water Conditioner
- Glyphosate's Favorite Surfactant
- Fully loaded NIS surfactant blend—"Works well with almost everything."
- Built in Drift Reduction
- Built in Volatility Reduction
- Great with glyphosate, glufosinate, and paraquat

**Add confidence to your tank mix. Add Full Load Complete™.**

Full Load Complete is patented technology you can't get anywhere else.

Full Load Complete™ contains everything you need to make your herbicide application work its best.

Looking for More Information?

Contact Chase Boman at AgraSyst: (801) 791.7186



To learn more about Full Load Complete™ or other great AgraSyst Products, visit our website at: [www.agrasyst.com](http://www.agrasyst.com)



McGregor ranch starting in 1948 that showed yields could double or even triple with fertilizer and reduced tillage.

“His senior bosses in Pullman were nearly apoplectic about that because they said moisture is THE limiting factor,” McGregor said. “Well, moisture is a limiting factor, as we all know, but not the one and only.”

When funding for Jacquot’s research was cut short, he continued his research as ranch agronomist, setting up a soil testing laboratory in the basement of the Hooper store and organizing field days at the ranch that attracted hundreds of growers from across the Inland Northwest who came every year to see his latest work.

Starting with a crew of three as a sideline to the store—Jacquot and store clerks Cliff Rollins and Sherman McGregor, Alex’s father—the business grew and was organized in 1956 as The McGregor Company to handle that part of the family’s business, which also included research, seeds and equipment manufacturing.

“I remember, I used to ride with my dad on trips delivering bagged, dried fertilizer to every country store, every service station—everybody handled fertilizer in bags then. One of the great thrills was going over to Lind where



Alexander Sherman McGregor at work in the Hooper Store in 1929. Sherman was a well-known businessman. He was born to Alexander Campbell “A.C.” McGregor and Jennie Ida Sherman McGregor. His sisters were Mary Elizabeth, Helen May and Marjorie Jean. He was married to Norma Jean Gantzer McGregor. Photographer unknown. Photo courtesy of the Whitman County Library, from the private collection of Alex McGregor. (WCLLLX024, washingtonruralheritage.org)

there was a hill where dad could accelerate, and we’d be airborne for a while before coming back to ground. So, I grew up around it all,” he said.

After finishing his undergraduate studies at Whitman College, McGregor entered law school, where he became very talented at memorizing “vast amounts of information.” He’d been in law school for about a year when a call from one of his former professors who knew of McGregor’s interest in agricultural history led McGregor to a Ph.D. in history of the American West from the University of Washington. For his dissertation, he interviewed 75 farm families about their history. That dissertation became the basis for his first book, “Counting Sheep.” McGregor went on to teach history at both the University of Washington and Whitman College, including a freshman course on the history of the Pacific Northwest.

“I was surprised and rather stunned that so many people were unfamiliar with agriculture. Many young people felt that, somehow, agriculture used to be simple and in harmony with nature, but somewhere along the way, we had fallen into a precipice of absentee ownership and ignorance of the envi-



Alex, Mary and Norma McGregor in front of their store, circa 1974. The McGregors built this store after the original one burned. It is one of three still standing, built at that time, designed by Pullman, Wash., architect William Swain. This building was built by the Esaum Brothers of Colfax, Wash., with building materials from the Colfax brick yard. Photographer unknown. Photo courtesy of the Whitman County Library, from the private collection of The McGregor Company. (WCL0211, washingtonruralheritage.org)



# ENGINES FOR SALE

## REBUILT & USED DIESEL ENGINES

Cat • Cummins • Detroit • IH • Case • John Deere

CUMMINS ISX, long block..... CALL  
 CUMMINS N14, Celect Plus, long block..... Exch \$13,000  
 CUMMINS BIG CAM, long block ..... Exch \$10,000  
 NOW OFFERING CUMMINS ISB HIGH  
 PERFORMANCE OVERHAUL KITS ..... CALL  
 AERVOE FLEET & ENGINE PAINT IN STOCK!



(800) 362-2387 (509) 534-1112  
 N. 322 Eastern, Spokane, WA 99212  
 www.yunkerbros.com

## MEDIUM & HEAVY DUTY DRIVE TRAIN REBUILD CENTER

Parts • Custom Repair • Sales • Service

- Transmissions
- Differentials
- Exchange Units



**INLAND GEAR**

(800) 366-5962 (509) 534-7818  
 6505 E. Valleyway, Spokane, WA 99212



**EMPLOYMENT  
 OPPORTUNITY!**  
 Join our  
 precision ag  
 team.

**We have expanded our manufacturing facility**  
 to better meet your needs. Contact us to see what we can design and build for you!



**Contact us today for your Precision Ag needs!**  
 Get the latest technology developed by Raven backed by support from our team!

RAVEN FIELD COMPUTERS



RAVEN

HAWKEYE 2



Two Locations to Better Serve You!

**Cheney, Washington**

17005 W. SR 904  
 509-235-2006

**Wilbur, Washington**

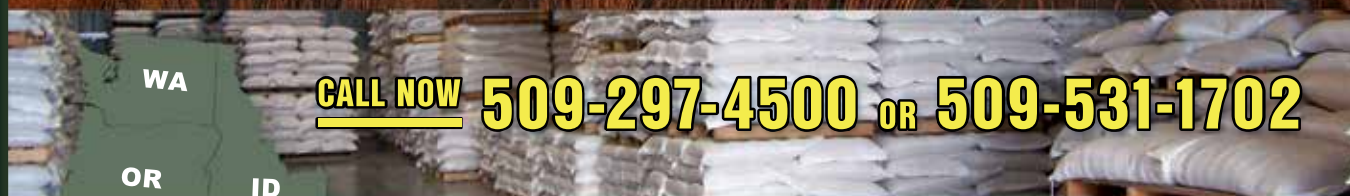
555 N.E. Main St.  
 509-647-5365

**1-800-782-7786**  
**AgEnterprise.com**

Ag Enterprise Supply, Inc.  
 Member of **WestLink Ag**



**SEED MIXES:** POLLINATOR - FORAGE - EROSION CONTROL - ORCHARD - TURF



WA

OR

ID

**CALL NOW 509-297-4500 OR 509-531-1702**

Email: wri@westernreclamation.com

WAREHOUSES IN ODESSA & ELTOPIA

ronment,” McGregor said. Realizing that that wasn’t what he’d grown up around, McGregor decided to return to the family businesses in 1978. “The more I thought about it, the more I thought that history was an important part of who we are and what we do as agriculture, but being a part of using that information and helping make a difference for the future could be really exciting, so I came back.”

Besides “Counting Sheep,” McGregor has also collaborated on two other books, “Northwest Drylands: Seasons,” and “Harvest Heritage: Agricultural Origins and Heirloom Crops of the Pacific Northwest.” He said history gives him a way to get to know the challenges that people have faced and see how they’ve addressed those challenges.

“During the lifetime of veteran farmers who’ve been part of agriculture for upwards of half a century, we’ve increased production 250 percent, reduced waterborne soil erosion 85 percent, reduced dust sixfold and reduced stubble burning twenty-two-fold. Take all that together, those are the biggest gains in productivity and stewardship of any generation since wheat was first sown 11,000 years ago,” he said. “The story I wanted to tell was not specifically about my family. It’s broader than that. I think of the remarkable people who came to this region, a very diverse bunch of people, sometimes to escape persecution, sometimes happenstance, sometimes serendipity. People from all over the globe came here, had to take measure of this land and figure out how to adapt to it. It’s really extraordinary.”

Listen to McGregor talk, and you can’t help but be struck by how optimistic and enthusiastic he is, whether it’s talking about the dams, testifying before Congress or celebrating the advances farmers have made. He recounted a story about asking his cousin, who ran the ranch for many years, about what it was that helped pioneers succeed in Eastern Washington. According to “Cousin Bill,” those pioneers had three traits: unquenchable optimism, a wry, self-deprecating sense of humor that helped them through the tough times and a tenacity verging on stubbornness.

“For me, unquenchable optimism is what I do. I would rather be self-deprecating. I don’t need the attention. The attention needs to go to remarkable people, remarkable farm families with a remarkable story,” McGregor said, before pausing and adding, “A tenacity verging on stubbornness? Yeah, you could say I’ve got that.”

For the past few years, McGregor has devoted most of



A class photo of the students and teacher of the first through fourth grades of Hooper Grade School for the 1958-59 school year in Hooper, Wash. In the first row, from left, are Mary McGregor, unknown and Nancy Mays. In the second row, from left, are Vickie Tobin, Alex McGregor, Ina Marie Blegan and Mrs. Alley. Photo by Leo's Studio, 1958. Photo courtesy of the Whitman County Library, from the private collection of The McGregor Company. (WCL0282, washingtonruralheritage.org)

his time to addressing issues that could impact growers. Besides the lower Snake River dams, that list includes calling out a poorly written bill forcing landowners to put in permanent buffers, pushing back against overregulation, funding for land grant research to reduce “falling number” risks and helping ensure that incentives for farmers to manage carbon are realistic opportunities for their production region. His son, Ian, has taken over the day-to-day responsibilities of running The McGregor Company, while a ranch manager handles the McGregor Land & Livestock Ranch. McGregor still works on history projects, but said he doesn’t have as much time to devote to them as he used to.

“If I can make a difference once in a while, maybe it’s because I’ve been advocating for a long time, and along the way, I have met and worked with many legislators, agency folks and agriculture and business leaders,” he explained. “What I’ve enjoyed most are the dedicated people who are involved in agriculture. You compare agriculture to almost any other trade, and it’s a tough way to make a living, to be sure, but there are remarkable, dedicated people who are making wise decisions and being careful stewards of the environment every day in what they do.”

While McGregor might have had a head start learning how to address a crowd and hold their attention, thanks to his teaching days, his advice to anyone who wants to hone that skill is simple—you just do it, and it gets easier over



time. His other piece of advice to growers who want to share their story is to speak from the heart with a relentless enthusiasm.

"We win battles that way," he said.

McGregor and his wife, Linda, have three children and 12 grandchildren. The McGregor Company employs approximately 350 people and has offices in more than 36 rural communities in the Inland Northwest. Besides his work with his own company, McGregor also serves on the boards of the Association of Washington Business, the Washington State Historical Society, the Whitman College Farm Committee and La Crosse Community Pride. He is the recipient of numerous awards for his service to agriculture.

There's no question that shining a spotlight on the history of agriculture in Eastern Washington is a passion of McGregor's, but what does he think about his own history?

"I think you can call it an eclectic background. There aren't very many people in the fertilizer business who are former history professors. But I like it. It is an opportunity to tell of remarkable farm families who have persevered and of all they will achieve in the days ahead. Dedicated stewards of the land proud to produce bountiful crops to feed Americans and a growing population of hungry people around the globe. It's a great story to share," he said. ■

## BATTERY SYSTEMS

The Single Source Solution!

Thank you to all the farmers, big and small, that produce our food and provide thousands of jobs in our region.








Batteries - Alternators - Starters - Accessories

\*If you can't visit our booth this year, you're welcome to come by any one of our branch locations\*

SPOKANE - 601 N NAPA - (509) 534-7879

MOSES LAKE - 400 E BROADWAY - (509) 765-8246

WENATCHEE - 921 N MILLER ST - (509) 886-9033

KENNEWICK - 1922 N COLUMBIA CTR BLVD - (509) 248-4874

Visit us and get 10% OFF. Mention discount code:  
\*\*\*wheat2022\*\*

www.batterysystems.net

# CLASS 8 TRUCKS

509-534-9088 class8trucks@aol.com


NOT JUST TRUCKS, TRAILERS TOO!

New & used DEMCO grain trailers in stock. Available for purchase or rental.



PLEASE CALL for additional details on pricing.

521 N. Eastern Spokane WA
www.class8trucksales.com



## HIGHLINE GRAIN GROWERS INC

SERVING OUR MULTI-GENERATIONAL FARM FAMILIES

# 2022 SPRING SEED

SEVERAL CONVENIENT LOCATIONS TO SERVE YOU

SOFT WHITE SPRING VARIETIES

AP Mondovi CL2 Louise Ryan Seahawk Tekoa

SPRING CLUB VARIETIES

JD Melba

HARD RED SPRING VARIETIES

Alum Glee Net CL+ WB9668

BARLEY VARIETIES

Lenetah Stockford Survivor

ALTERNATIVE CROPS AVAILABLE

Triticale Canola Oats Forages Pulses



CUSTOMIZED SEED TREATMENTS AVAILABLE

CALL US TO DISCUSS YOUR SEED NEEDS

Geoff Schulz or Ryan Higginbotham

509-796-4141

<p><b>Almira</b> 509-639-2431</p>	<p><b>Davenport</b> 509-725-7081</p>	<p><b>Farmer</b> 509-745-8551</p>
<p><b>Harrington</b> 509-253-4604</p>	<p><b>Odessa</b> 509-982-2691</p>	
<p><b>Reardan</b> 509-796-2575</p>	<p><b>Wilbur</b> 509-647-5510</p>	



**WE MAKE PARTS FOR  
MATHEWS  
COMPANY  
AG PRODUCTS!**

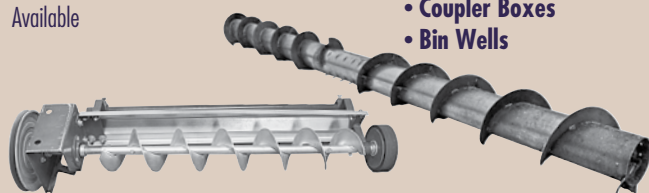


## REPLACEMENT HELICAL & SECTIONAL FLIGHTING

Available

## BIN SYSTEMS To Order

- Sweeps
- Coupler Boxes
- Bin Wells



**REPAIR - REBUILD - HARDFACE**  
Custom Augers & Reflight Platform Augers

904 N Dyer Road Email: [accucon@hotmail.com](mailto:accucon@hotmail.com)  
Spokane, WA 99212 Fax: (509) 534-4337 [accuconofspokane.com](http://accuconofspokane.com)

## McKay Seed Co., Inc.



### Soft White Spring Wheat

Whit • WB6211CL+ • Seahawk • WB 6121 • Ryan • Tekoa

### Spring Club Wheat

JD • Melba

### Hard Red Spring Wheat

Expresso • Kelse • Alum • WB 9662 • WB 9668 • AP Venom

### Spring Barley

Oreana • Claymore • Stockford (forage) • Altorado • Vaquero (forage)

### Spring Oats

Celsia

#### Rosalia, WA

(Wilhelm)  
509-523-3471

Driven by  
**ALBAUGH, LLC**  
SEED TREATMENT TECHNOLOGY

#### Almira, WA

509-639-2293  
800-998-6694

#### Moses Lake, WA

509-766-9894  
800-258-4599

(South of Wheeler Water Tower)



# Battalion Pro

**NEW BIOHERBICIDE FOR THE SUPPRESSION  
OF CHEATGRASS/DOWNY BROME,  
MEDUSAHEAD, AND JOINTED GRASS**

The only bioherbicide of its kind on the market,  
Battalion Pro targets these invasive annual weeds  
at the seed bank level.

**Timing is NOW for fall and winter applications.**

Contact a BioWest Certified Crop Consultant for  
detailed product information. Or contact your local  
agricultural retailer to purchase Battalion Pro.

● [BioWest.ag](http://BioWest.ag) • [MicrobialSolutions@BioWest.ag](mailto:MicrobialSolutions@BioWest.ag)





# CHAIRMAN

## WASHINGTON GRAIN COMMISSION

By Mike  
Carstensen



Recently, I had the honor of representing the Washington Grain Commission (WGC), and by extension, the Washington farmer, at the U.S. Wheat Associates (USW) winter board meeting. The boards of directors of USW and the National Association of Wheat Growers (NAWG) met jointly Jan. 10-14 in Washington, D.C. Each organization's board is made up of wheat growers. These U.S. wheat industry leaders meet two times each year. The work at a joint board meeting includes committee meetings specific to USW and NAWG, as well as the Joint International Trade and Wheat Breeding Innovation committee meetings. There is a combined board meeting, as well as individual board meetings. During the D.C. gathering, time was spent meeting with legislators and policymakers.

As Grandpa Henry said, the "corn virus" (COVID-19) has made things challenging. And to say the least, in D.C., it was challenging getting meetings with our legislators. Some meetings were in-person, and some were virtual; however, to a legislator, I feel, to some degree, they understand our angst. We covered several sources of angst, including the supply chain dysfunction; inflation; river and rail transportation infrastructure; food security (ag and nutrition programs, crop insurance and conservation programs); new trade agreements; enforcement of existing agreements and barriers to trade; and incentive-based and environmentally sustainable practices, as well as research. Time will tell how our legislators deal with these issues. Moving forward, I do know the Washington Association of Wheat Growers will help them with policy matters, and the WGC will help with trade, research and education.

Relative to trade and marketing, USW is the export market development organization for the U.S. wheat industry. USW promotes the reliability, quality and value of all six U.S. wheat classes to wheat buyers, millers, bakers, food processors and government officials in more than 100 countries around the world. One of my favorite quotes from USW President Vince Peterson is, "At any given hour of the day, there is someone, somewhere talking about the quality, reliability and value of U.S. wheat."

Given the chance, I would add to Peterson's comment that, "At any given hour of the day, there is a Washington wheat commissioner somewhere talking about the quality, reliability and value of Washington wheat."

According to Jason Hafemeister, the acting deputy undersecretary for trade and foreign agricultural affairs and the trade counsel to the secretary, growing agriculture's exports remains a top priority for the U.S.

Department of Agriculture (USDA). Hafemeister says it all starts with China. Total Chinese imports grew from \$60 billion in 2010 to more than \$140 billion in 2020, so it is a growing market where we want to compete. Hafemeister mentioned Vietnam, Indonesia, the Philippines, Taiwan, Thailand, Malaysia and India account for \$15 billion in ag exports today, but he believes it could be a lot more. He mentioned these are growing economies and populations, saying, "We've got lots of competitive advantages, and we face lots of barriers into these markets. So, any sort of U.S. strategy going forward is going to look at a way to expand our opportunities into these growth markets."

So the proof will be in the pudding concerning implementation and enforcement of current trade agreements, addressing nontariff barriers to trade and negotiations of additional trade agreements. Be assured, your WGC stands ready to help our farmers and legislators with any trade-related items.

As I've mentioned before, the lion's share of the WGC budget goes to research. We face serious challenges like fusarium, end-use quality, rust, Hessian fly, falling numbers and resistant weeds, to name a few. These issues are best addressed through research at Washington State University and in USDA's Agricultural Research Service regional laboratories to develop plant varieties adapted to our challenges. Without research, the challenges of pests and plant diseases will go unchecked, and the farmer will go extinct. According to NAWG, the USDA devotes an estimated \$50 million to wheat research within its own labs and at universities around the country. All other research investment in the U.S., from both private and public sources, is estimated at \$150 million. While \$200 million may seem high, these investments don't compare to a crop that's worth nearly \$15 billion at the farm gate, annually. Again, be assured your WGC stands ready to help our farmers and legislators with any research-related items.

While the "corn virus" continues to make things challenging, your WGC is confronting those challenges head on. Whether the challenges are local, national and/or international, your WGC is navigating those challenges in order to represent our farmers. Some challenges we can overcome and conquer rather quickly; others take longer to resolve. In addition, some challenges take all the wheat groups—farmers, landlords and legislators—to conquer. For example, we are collectively looking forward to the challenge of laying the groundwork for the next farm bill. ■

# REPORTS

## WASHINGTON GRAIN COMMISSION

## The next wave in agricultural innovation

HARNESSING THE POWER OF BIG DATA TO HELP FARMERS FIND SOLUTIONS

"Precision farming involves using technology and data at one or more of the many stages of farming," writes Vijayalaxmi Kinhall from CID Bio-Science Inc., an agricultural and environmental plant research instrument design and manufacturing company based in Camas, Wash.

In simpler terms, it's all about getting more return on investment per acre, said Ryan Tippet, director of product innovation at The McGregor Company.

There are environmental and sustainability benefits too. The adoption of precision farming practices to date has resulted in roughly 30 million fewer pounds of herbicide being applied to fields across the country. With broader adoption of precision practices, another 48 million pounds could be spared, according to the Association of Equipment Manufacturers (AEM). And that's just one input. AEM's study also identified significant reductions in fertilizer, fossil fuels and water use as a result of wider adoption of precision farming.

"If today's American farmer wants to continue thriving, it's important to become more efficient. Technology plays directly into that," Nick Tindall said. Tindall is AEM's senior director of regulatory affairs and ag policy.

### Finding square [zone] one

The possibilities for tracking data on a farm are endless, and industry is just starting to "connect the dots" and decipher how much of that data is actually useful.

"They estimate less than 20 percent," Bill Lindsey, director of precision services at The McGregor Company said. "And, currently, not very many people collect data, and those that do, don't always know what to do with it."

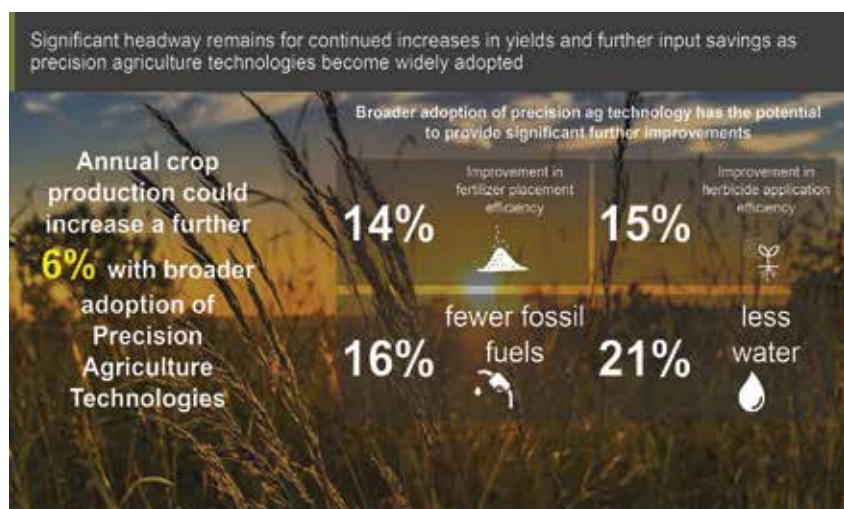
For The McGregor Company, this

means finding ways to harness the power of big data and looking for solutions specific to the Pacific Northwest. This will make them a valuable resource as more Washington farmers look to optimize their farming practices into the future.

"To me, it's all about looking at the variability of your soil and treating accordingly," Lindsey said. This method, called zoning, allows a grower to use variable-rate application to optimize their inputs at all stages of the growing cycle based on the specific needs of each zone, in the amounts needed and timed based on the demand curve of each crop.

"Every crop has a demand curve for nutrients, and knowing the timing of that curve is key to inputs," Tippet said.

Precision farming is a process, not an immediate



*"Precision agriculture technology that delivers both an environmental and economic benefit helps a farmer become more competitive in the international market."*

—Nick Tindall,  
AEM's senior director of regulatory affairs and ag policy



return. Farmers operating on slim margins are hesitant to try new things. Equipment is expensive—there are a lot of hand-me-downs still working in Washington agriculture. Some old combines are not even equipped to measure yield, and others that do have no way to save the data for later reference. Plus, dealing with landowners can be a hurdle. Investing in the soil can be tricky if you only own 200 acres out of 3,000. But all is not lost.

“Compact, handheld devices, smart sensors, mobile apps and small drones can bring the benefits of precision farming even to small farmers. Often, the benefits to small farmers can mean using just 20 percent of the fertilizers or pesticides,” Kinhal writes. “In some cases, very little technology is needed.”

Farmers who track even just a few variables, without too much extra effort, can optimize their land for increased yield while keeping costs low. The simple act of recording yield data by field or region and tracking this over time is the best starting point for farmers to dip their toe into precision farming.

### Getting your feet wet

According to Lindsey, the main factors impacting yield are crop variety, soil, inputs and weather, but, he said, you can't manage what you don't measure. The following are his list of the top five steps farmers can take right now to start using their farm's data to their advantage.

**SOIL SAMPLES.** This should not be a composite sample of the whole field. The soil samples need to be from smaller divisions to have meaning; zone sampling, or grid sampling, is a more effective sampling method when you are looking to use it to make fertilizing decisions. You do not necessarily need to sample every year; every four years will give you trend data that is still meaningful. The timing of the sample and the sampling locations needs to be consistent year to year to allow accurate comparisons. Then, do the math and see if your soil is better or worse.

**TISSUE SAMPLES.** If properly timed, tissue samples can tell you “right now” what you need to know, and combined with soil sample data, they can help you see trends over time. It is important to sample and act on the plant's nutrient demand curve.

**WEATHER.** Tracking weather that affects the growth of your crop will help you to understand what yield factors were affected during the year. Specifically, looking at rainfall, high and low daily temperature, cloudy vs. sunny days and growing degree day heat units for the particular crop will help with understanding the “why” of yield.

**APPLICATIONS.** Simple things such as seed variety,

## The advantages of precision farming

Precision farming offers several economic, social and environmental advantages over traditional methods:

- Increases ROI, by reducing inputs use and increasing yield amounts and quality.
- Reduces soil, water and air pollution by decreasing the use of chemical fertilizers and pesticides.
- Builds up soil biodiversity and supports wildlife outside farms.
- Makes farming sustainable by reducing reliance on resources and water.
- Reduces carbon emissions from the agriculture sector.

SOURCE: VIJAYALAXMI KINHAL, SCIENCE WRITER, FELIX INSTRUMENTS – APPLIED FOOD SCIENCE, CID BIO-SCIENCE

## Additional information

WSU: <https://cleantech.wsu.edu/home-page/precision-agriculture/>

OSU: <https://agsci.oregonstate.edu/tags/precision-agriculture>

UNL: <https://cropwatch.unl.edu/ssm>

Ohio State University: <https://digitalag.osu.edu/precision-ag>

Up to date information about existing and new technologies about precision ag:  
<https://www.precisionag.com/> ■

planting date, harvest date, fertilizer and chemical applications—product, amount and date—and to get better detail, collect more complex things like seeds per pound on each variety you plant, GPS scouting data, as-applied data and expense data.

**YIELD DATA.** This doesn't have to be from a yield monitor; even simple yield data like scale tickets for each field can be used to make whole field comparisons. A yield monitor changes the scale from field size to acre, or even down to the combine footprint depending on how detailed you want to get. Yield monitors don't have to be pricey; depending on what else you want to do with the system, a simple yield monitor that uses your cell phone for a screen can be very reasonable and accurate.

The key to tracking data is to look for trends. With so many factors playing into a harvest, there is no “one-size-fits-all” solution. Luckily, Pacific Northwest farmers also have a growing number of resources to help them dive into their data. Work with your local agronomist, Lindsey said. ■

# Password, please

A SPIKE IN RANSOMWARE ATTACKS UNDERSCORES NEED FOR CYBERCRIME AWARENESS

A growing threat from ransomware incidents means growers, grain handlers and others should take steps to educate themselves and their employees on how to reduce their risk of cyberattack.

The food and agriculture sector is almost entirely under private ownership and includes an estimated 2.1 million farms and accounts for roughly one-fifth of the nation's economic activity.<sup>1</sup> This sector is also increasingly targeted by cyberattacks. As the sector moves to adopt more smart technologies and internet-connected processes, the attack surface increases.

According to the Federal Bureau of Investigation (FBI), cybercriminals use a variety of techniques to infect victims with ransomware. The most common means of infection are email phishing campaigns, remote desktop protocol (RDP) vulnerabilities and software vulnerabilities. In a ransomware attack, the attacker steals and encrypts the victim's data and holds it hostage in hopes of receiving a ransom payment.

Food and agriculture businesses victimized by ransomware suffer significant financial losses resulting from ransom payments, loss of productivity, disrupted operations and remediation costs. Companies may experience the loss of proprietary information and personally identifiable information and may suffer reputational damage resulting from a ransomware attack.<sup>2</sup>

"Change accelerated by the pandemic is being exploited by hackers,"



ers," said Vinod Brahmapuram, chief information security officer for the State of Washington Technology Solutions, which is the agency that operates the state's core technology infrastructure. Brahmapuram participated in a panel discussion during the Washington Digital Government Summit last October.

In the changing landscape, bad actors are seeking out new vulnerabilities to exploit. The large-scale fraud targeted at Washington's Employment Security Department and other states' unemployment offices during the pandemic in 2020 is just one example.

"Phishing attacks are on the rise," George Freeman said during the same panel. Freeman is a fraud and identity solutions consultant for LexisNexis Risk Solutions. "Hackers are coming in as authorized users."

According to *Bloomberg News*, cybercriminals who attacked the Colonial

<sup>1</sup><https://www.cisa.gov/critical-infrastructure-sectors>

<sup>2</sup>FBI Private Industry Notification: Cyber Criminal Actors Targeting the Food and Agriculture Sector with Ransomware Attacks. <https://www.ic3.gov/Media/News/2021/210907.pdf>



Pipeline with ransomware in spring 2021 accessed the company's network through a single compromised password.

In addition to grinding operations to a halt, cyberattacks can also impact the food supply chain. The May 2021 cyberattack on JBS, one of the world's largest meatpackers, caused disruptions to supply chains, logistics and transportation to customers. And it increased consumer prices said Jennifer van de Ligt of the University of Minnesota Food Protection and Defense Institute in a Pacific Northwest Ag Network article.

Last September, a ransomware attack hit a farm supply and grain marketing organization based in Mankato, Minn., taking down the company's website and "severely interrupting" operations. The attack took several days to resolve in the middle of fall harvest activities, according to an article by *The Free Press*.

From 2019 to 2020, the average ransom demand doubled, and the average cyber insurance payout increased by 65 percent.<sup>2</sup> In Washington, more than 150 ransomware incidents were recorded in 2021, more than the previous five years combined, according to a report from the Washington Attorney General's Office. The full report is available online at <https://bit.ly/data-breach1>.

"End-user education has never been more important than it is today," said Aaron McAllister, a systems engineering manager at Palo Alto Networks and panelist last October.

The easiest way you can protect your logins is by using a multifactor authentication wherever you can, said Brahmapuram.

The FBI's Cyber Division published the following steps that can be implemented to mitigate the threat and protect against ransomware attacks. Those recommendations include:

- Regularly back up data, employ an air gap if necessary and password protect backup copies offline. Ensure copies of critical data are not accessible for modification or deletion from the system where the data resides.
- Implement network segmentation.
- Implement a recovery plan to maintain and retain multiple copies of sensitive or proprietary data and servers in a physically separate, segmented, secure location (i.e., hard drive, storage device, the cloud).
- Install updates/patch operating systems, software and firmware as soon as they are released.
- Use multifactor authentication with strong pass phrases where possible.
- Use strong passwords and regularly change passwords to network systems and accounts, implementing the shortest acceptable time-frame for password changes. Avoid reusing passwords for multiple accounts.
- Disable unused remote access/RDP ports and monitor remote access/RDP logs.
- Require administrator credentials to install software.
- Audit user accounts with administrative privileges and configure

## Additional resources

Growers looking for additional local resources can find more here:

Northwest Farm Credit Services held a free Ag Outlook Cybersecurity Webinar for its customers on Jan. 6, covering real-life examples and practical action steps you can use to protect your data, money, security and privacy. Washington growers can access the recording online at <https://bit.ly/nwfcs-cybersecurity>

Spokane-based company, Drip7, offers a "gamified" approach to learning about cybersecurity and compliance. The subscription-based microlearning software platform offers a free trial at <https://drip7.com>.

The Washington Attorney General's Office 2021 Data Breach Report provides resources for individuals affected by a data breach or identity theft. See page 22 at <https://bit.ly/data-breach2> ■

access controls with least privilege in mind.

- Install and regularly update antivirus and anti-malware software on all hosts.
- Only use secure networks and avoid using public Wi-Fi networks. Consider installing and using a VPN.
- Consider adding an email banner to messages coming from outside your organizations.
- Disable hyperlinks in received emails.
- Focus on cybersecurity awareness and training. Regularly provide users with training on information security principles and techniques as well as overall emerging cybersecurity risks and vulnerabilities (i.e. ransomware and phishing scams). ■

# Elevating agriculture's voice

While the issues surrounding agriculture seem to never end, it is encouraging to find instances where our voice is heard, and decision-makers implement policy to address our issues.

The Washington Grain Commission (WGC) joined nearly 300 other organizations and businesses in signing a letter drafted by the Agricultural Transportation Coalition (AgTC) urging U.S. Transportation Secretary Pete Buttigieg to work with the Federal Maritime Commission to address vessel-operating common carriers who decline to ship U.S. agricultural commodity exports from U.S. ports and impose hundreds of millions of dollars of unreasonable charges to exporters.

In another effort to raise awareness of an issue, the WGC collaborated with the Transportation Work Group at U.S. Wheat Associates to discuss the impacts of a proposed merger with Kansas City Southern Railway and Canadian Northern Railway or Canadian Pacific Railway. Read more about this from our July issue at <https://bit.ly/3FaK6vg>.

It can be easy to be cynical about the effectiveness of one letter or one conversation. Too often we may think these efforts, like so many others, create moments of education without any real impact.

However, in the case of at least these two examples, we can see how these issues are making their way to decision-makers. Not long after the letter was sent and conversations occurred, President Biden issued an executive order to promote competition urging the Federal Maritime Commission and the Surface Transportation Board to protect conditions of fair competition in one or more ways, including:

- Policing unfair, deceptive and abusive business practices.
- Resisting consolidation and promoting competition within industries through the independent oversight of mergers, acquisitions and joint ventures.
- Promulgating rules that promote competition, including the market entry of new competitors.
- Promoting market transparency through compelled disclosure of information.

After the executive order was released, new conversations were sparked about issues that previously had not gained traction. While this executive order didn't solve all of agriculture's problems, it let us know our voice can be heard and encourages us to continue to take action.

We see several key issues in the forefront of the conversation where our industry's voice is needed:

## Snake River Dams

Each side of the aisle is talking about how to move the needle on salmon recovery up and down the West Coast in rivers with and without dams. The eight navigational locks and dams with state-of-the-art fish passage along the Columbia-Snake River System are key for our ability to move wheat to export. The recent federal Columbia River System Operations Environmental Impact Statement (EIS) concluded breaching Snake River dams is not the answer, but litigants disagree.

## Dredging

Funding for essential dredging to maintain the federal navigation channel depth necessary to effectively load and transport barges along the river system is crucial.

## Columbia River Treaty

Negotiations for the Columbia River Treaty with Canada are underway, which could impact river flow levels, power generation and flood mitigation for our region. Flow changes could impact lower Columbia River water levels and the ability of ships to call on ports.

## Climate Change

Many policymakers at the state and federal level are looking at climate change. Agriculture can play a large role through sustainable farm practices, water management and carbon sequestration. U.S. Department of Agriculture (USDA) Secretary Tom Vilsack is looking at ways to fund the industry to make an impact.

## National Grain Standards

USDA's Federal Grain Inspection Service is being asked by some to consider changes to the U.S. Grade Standards for wheat, such as reclassifying the hard white wheat class into winter and spring; allowing higher blends of wheat of other classes (hard white) in hard red winter; or even looking at creating a "hard wheat" class with subclasses of red and white wheats.

We are facing a myriad of issues, and we need to continue to write letters, call legislators and engage with associations that are fighting on our behalf.

The WGC works with several groups on the state and national level to continue to raise awareness and educate decision-makers on the challenges and opportunities facing small grains farmers and food production. Your help is needed as these issues continue to move forward. If you are not familiar with who your representatives are, you can use the district finder at [app.leg.wa.gov/DistrictFinder/](http://app.leg.wa.gov/DistrictFinder/) ■



# Essential work

## Grain growers support local food security during COVID-19

The main objectives of the Washington Grain Commission (WGC) are organized under the strategic pillars of research, marketing and education, but we wouldn't be doing justice to enhancing the long-term profitability and competitiveness of Washington small grains and our grain producers without also working to help our local communities thrive.

The topic of participating in local humanitarian aid came up in May 2021, as the COVID-19 pandemic stretched into its second year of disruptions and health-safety measures. It was then the WGC board of directors voted to donate \$7,500 to Second Harvest in Spokane, a nonprofit that supplies a network of partner food banks, meal sites and other programs feeding people in need in Eastern Washington and North Idaho.

The reasoning behind the action was simple: farmers feed people. Our Washington ag community has a strong sense of taking care of each other. Since most of Washington's wheat gets exported, our producers wanted to make sure that the economic gain from those exports was contributing to supporting those in need in our local communities. Our partners at HighLine Grain Growers heard about the effort and donated an additional \$1,000 to boost the impact.

The popular ag series, "Washington Grown," did a segment on the donation, which will air in March and be posted online at [wagrown.com/watch](http://wagrown.com/watch).



This not the first time Washington grain growers have organized to help their local communities. In 2012, the Washington Grain Growers Against Hunger campaign made it easy for farmers to turn bushels donated into direct contributions to Second Harvest through partnerships with local elevators (KREM2 covered the story). As the long-tail effects of COVID-19 set in, the WGC board is looking at partnerships with other organizations to potentially donate wheat for milling or some other model to provide wheat-based products to Washington's hunger-relief organizations.

This year, the WGC is collaborating with the Washington State Department of Agriculture (WSDA) to help spread the word about the various food assistance programs the agency coordinates. These programs provide new markets and opportunities for growers and partners to sell and donate products. Current opportunities include:

- WSDA's **Farm to Food Pantry (F2FP)** initiative, a purchasing project with the goal to support farmers while increasing the quantity and variety of nutritious foods available to food pantries. Farmers and processors can connect with participating organizations to sell products. Financial donations can be made to F2FP organizations to match funding for additional purchasing power.
- The WSDA-administered **Farm to Food Bank** grant program provides opportunities for farmers and

### WSDA resources

**Farm to Food Pantry Initiative:** [bit.ly/wsda-food01](http://bit.ly/wsda-food01)

**Farm to Food Bank:** [bit.ly/wsda-food02](http://bit.ly/wsda-food02)

**Farm to School Network:** [bit.ly/wsda-WL03](http://bit.ly/wsda-WL03)

**Farm to School webpage:** [bit.ly/wsda-WL04](http://bit.ly/wsda-WL04)

**We Feed WA:** [bit.ly/wsda-food04](http://bit.ly/wsda-food04)

**Ag Briefs:** [bit.ly/wsda-blog](http://bit.ly/wsda-blog)

**Listserv:** [bit.ly/wsda-subscribe](http://bit.ly/wsda-subscribe)

**Hunger Relief Resources webpage:** [bit.ly/wsda-food05](http://bit.ly/wsda-food05)

**Grant opportunities:** [agr.wa.gov/grants](http://agr.wa.gov/grants)

### Additional resources

**Washington Food and Farm Finder wholesale directory:** [bit.ly/elf-wholesale](http://bit.ly/elf-wholesale)

**Harvest Against Hunger:** [bit.ly/hah-foodpantry](http://bit.ly/hah-foodpantry)

**Washington Grown, Season 8, Ep. 5-The Next Generation:** [bit.ly/WAgrownS8E5](http://bit.ly/WAgrownS8E5)

**Palouse farmers battle hunger (from KREM2):** <https://bit.ly/3mK8qwH> ■

processors to connect with eligible entities to support the cost of harvest, processing, packaging and transportation of donated wheat and wheat-based food products distributed to food pantries and meal programs.

- Producers can engage with schools interested in purchasing local grain products for their child nutrition programs by joining the **Washington State Farm to School Network** or visiting WSDA's Farm to School webpage. Producers interested in wholesale can connect to wholesale buyers through the Washington Food & Farm Finder wholesale directory.
- Partners selling retail-ready products can reach out to WSDA's **We Feed Washington** contractors to build relationships and sell retail-ready products. For more information about We Feed Washington visit the We Feed WA website.

To receive updates about new and existing opportunities, consider following WSDA on social media, the agency's blog, Ag Briefs, or signing up for one of WSDA's Agrinews-WSDA listservs. You can also visit WSDA's Hunger Relief Resources webpage for resources related to donations, grant opportunities and food purchasing. ■

*Madison Roy, agricultural economist with the WSDA, and Joe Bippert, for the Washington Grain Commission, contributed to this article.*

## Growers to be contacted by state for input on commodity commissions

The Office of the Washington State Auditor (SAO) is ramping up for a performance audit of all 21 state commodity commissions. The audit, which will begin this spring, will assess the benefits each commission provides to the state's agricultural industry based on the results of each commission's programs and the perspectives of the producers whose fees fund them.

Commodity commissions are considered state agencies and are run by boards of elected or appointed members. According to the SAO, the 21 commissions collect between \$40 to \$50 million annually from assessments to fund their programs.

The commissions each represent a key sector of the state's agricultural economy. The Washington Grain Commission (WGC) represents wheat and barley growers and is primarily engaged in activities related to research, education and market development that enhance the long-term profitability and competitiveness of Washington small grains and its producers.

The audit will determine to what extent the WGC is providing value to our state's wheat and barley producers and the small grains industry. This will be valuable information for the WGC and will also identify potential opportunities to increase the WGC's effectiveness. The SAO will publish a report detailing their findings in the late fall of this year.

Please watch for a mailed survey sent to you from the state auditor's office sometime in the next couple of months. The WGC asks that you take a few minutes to fill out this survey to provide your opinions on how well the commission is representing you and the Washington small grains industry.

Curious to know more about what we do? Check out our latest annual report in the August 2021 issue of *Wheat Life*, or online at <https://bit.ly/2UuMcC0> ■



One of the activities the Washington Grain Commission invests grower dollars in is bringing trade teams to the Pacific Northwest to visit farms and research facilities, like the Wheat Marketing Center in Portland and the USDA-ARS Western Wheat Quality Lab (pictured above) in Pullman.



# Watch for stripe rust with smartphones

By Dr. Zhiwu Zhang

*Associate Professor of Distinguished Professorship for Statistical Genomics, Washington State University*

Dr. Xianming Chen

*Research Plant Pathologist, U.S. Department of Agriculture's Agricultural Research Service*

You bring your smartphone wherever you go. Next time when you bring it to your fields, you may use it to detect stripe rust, especially during the disease's early stages when rust is not easy to spot.

Stripe rust is a polycyclic disease with numerous infections occurring during a growing season. Wind can spread rust spores for thousands of miles, and spores can infect any above-ground plant part throughout all growth stages whenever the plants are susceptible and weather conditions are favorable (relatively warm and wet in the early season and cool and wet in the late season) for infection. Therefore, the pathogen is capable of causing large-scale epidemics and has the potential to cause 100 percent yield losses on highly susceptible varieties under high disease pressure.

The development of resistant varieties and the application of fungicides when necessary are major approaches to controlling stripe rust. When a fungicide application is needed, timing is critical for the application. If the application is too early, the fungicide cannot protect the crop from late infections; if the application is too late, it will not effectively prevent rust damage.

Currently, timely decision-making to apply fungicides requires growers and plant pathologists to visually scout the fields and monitor pathogen presence. This process is laborious and time-consuming. More importantly, stripe rust can easily hide from human eyes at early stages when the infection rate is low.

This is where your smartphone can help. The images and videos from a smartphone can be viewed again and again to determine if there are leaves infected by stripe rust. The challenge is the examination also takes time and requires full attention. With funding from the Washington Grain Commission and the Washington Wheat Foundation, we have been collaboratively working together to teach computers to do the examination using artificial intelligence.

As a result, the software, ROOSTER, is released to growers at <https://zzlab.net/Rooster>. We divide a smartphone image into hundreds of small tile images. We trained ROOSTER with tens of thousands of tile images containing stripe rust and hundreds of thousands of tile images containing no stripe rust. Currently, we have



Dr. Zhiwu Zhang (left) discussing strategies to detect stripe rust at early stages with Dr. Xianming Chen. Photo by Wanling Li.

achieved 70 percent accuracy for both sensitivity and specificity.

Such artificial intelligence technologies have been successfully used in many areas, like human disease diagnosis, automatic driving and online shopping, to assist customers to find the products they may need. The essential element of the technologies is the neural network model initiated by Walter Pitts and Warren McCulloch in 1943. Each neuron can sum the signals from the neurons from previous layers and has its own threshold to report the summation or not to the neurons in the next layers.

In 1989, mathematician George Cybenko confirmed that a neural network can approximate any relationship between input and output with sufficient neurons. The theorem did not get impactful implementations until the recent development of GPU (graphics processing unit) computation which can handle many more neurons than CPUs (central processing units).

Drone technologies can also be integrated into the system at an affordable cost. For example, this year, DJI released two models under \$1,500: Air 2S and FPV. These drones can take images several feet above plants. The drone images have 20 million pixels, which are about twice as many as a regular smartphone. The drones can also carry additional cameras such as GoPro (under \$500) to collect additional images or videos.

We are still in the process of improving accuracy. You can help us serve you better by sending your images, especially the ones with only a few infected leaves, to us by email at [zhiwu.zhang@wsu.edu](mailto:zhiwu.zhang@wsu.edu) and [xianming.chen@usda.gov](mailto:xianming.chen@usda.gov) or [xianming@wsu.edu](mailto:xianming@wsu.edu). ■

# WHEAT WATCH

WASHINGTON GRAIN COMMISSION

## Weather deflates expected soybean cushion



By Mike Krueger  
*President and Founder, The Money Farm*

The January series of U.S. Department of Agriculture (USDA) reports came and went with barely a whisper. The numbers were not bearish. They weren't bullish either. They came in within the ranges of expectations. Corn, wheat and soybean ending supplies were increased slightly. The soybean ending supply number was just 10 million bushels higher than the December estimate at 350 million bushels. Some prereport estimates were as high as 500 million bushels. There were no major changes in the corn and soybean 2021 yield estimates. The planted winter wheat acreage number was in line with the trade guesses. The quarterly stocks numbers didn't hold any surprises.

The January USDA reports included a winter wheat acreage estimate. All winter wheat acres were reported 2 percent above 2021. Winter white acres were also up 2 percent from last year at 3.56 million acres. Hard red winter wheat acres were up 1 percent with soft red winter wheat acres up 6 percent.

The somewhat bullish surprise was that the USDA reduced South American soybean production by 9.5 million metric tons (mmt). That is roughly 400 million bushels. That was a more aggressive reduction than most people expected. The USDA tends to be more conservative, even though a number of analytical groups already have the drought losses in Brazil, Argentina and

Paraguay as much as twice that, or 700 to 800 million bushels. It also doesn't appear, based on weather forecasts, that the yield losses have stopped.

We are in a La Niña weather pattern. Typically, a La Niña pattern leads to a warmer and drier season in southern Brazil and Argentina. That has been exactly what has happened so far with this La Niña. Most extended weather forecasts point towards a continuation of this La Niña well into March. That would mean more crop stress ahead.

Argentina is suffering the greatest losses. This is especially true with their corn crop. The USDA is still carrying Argentina's corn crop at 54 mmt. Private groups and the Buenos Aires Grain Exchange are 5 to 10 mmt below the USDA and falling quickly. Argentina is the third largest exporter of corn behind the U.S. and Brazil. Certainly, Argentina's soybean crop will also be smaller than early forecasts. Argentina is the world's biggest exporter of soybean meal.

The soybean complex was distinctly bearish six weeks ago:

- U.S. ending supplies were expected to go from bin-bottoms (150 million bushels) to a number approaching 500 million bushels at the end of this marketing year (Aug. 31, 2022).
- Brazil was supposed to produce a 144 mmt crop in 2022 compared to 135 mmt last year. That would have added another 330 million bushels or so.
- Argentina was pegged to have a big crop, as was Paraguay.





That has all changed:

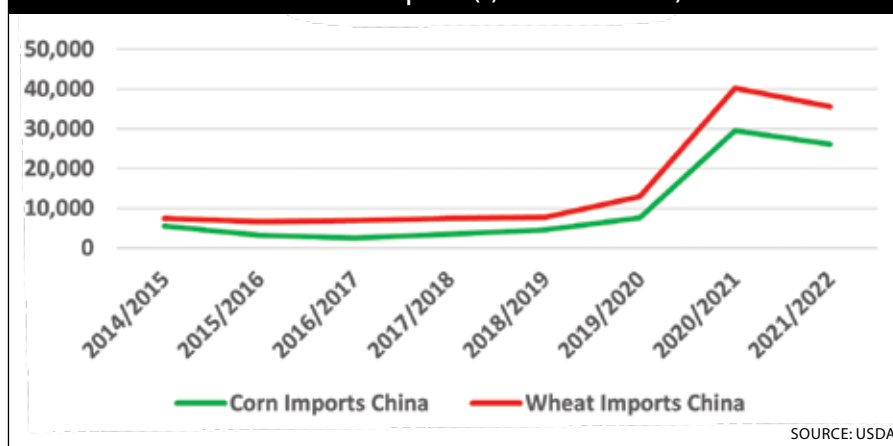
- Brazil's soybean crop could be as low as 130 mmt, down 14 mmt (500 million bushels)
- Paraguay's crop could be down 5 mmt (180 million bushels) from early thoughts.
- Argentina could lose 5 to 10 mmt (180 to 350 million bushels) if this drought continues for another two to three weeks.

The expected big soybean cushion is now gone. If Argentina does lose 10 mmt, the soy complex will go from a big surplus to a very tight supply situation. That is a major change from just a few months ago.

Brazil's second crop corn production, called the Safrinha crop, will be the next major South American crop to watch. It is planted after the soybean harvest in the southern regions and represents about 65 percent of Brazil's total corn production. Last year's Safrinha corn crop was a disaster. It was planted later than normal because the soybean harvest was later. It was badly affected by dry, hot weather. There has been some chatter that farmers in southern Brazil whose soybean crops look bad might actually not harvest the soybeans and plant more corn. The key will be how soon the La Niña pattern weakens, and rain starts to fall.

The wheat market once had the most bullish outlook, at least on paper. Ending supplies among the world's major wheat exporting countries will be among the smallest ever. Russia is the world's largest wheat exporter and has had a big export tax in place for several months now. So far, however, that hasn't translated into increased wheat export sales from the U.S. The USDA reduced the export forecast in their January report. That is bearish. The tight wheat supplies

**Chart 1: China corn and wheat imports (1,000 metric tons)**



among the world's major wheat exporting countries has yet to shift more business to the U.S. The bullish wheat news is that the southern Plains hard red winter wheat crop is locked in a drought. Little or no rain has fallen for several months. Conditions ratings are falling. The market might not respond to this until the crop breaks dormancy in late February and March.

China imported a record amount of corn and wheat in calendar year 2021. This is despite the fact that China (according to the USDA) holds 65 percent of the world's corn ending supplies and 50 percent of the world's wheat ending supplies. Domestic corn and wheat prices in China have been at or near record high levels. China is again selling wheat from their reserves. Most of this wheat will go into feed channels. It's a bit scary that the country holding most of the world's wheat and corn supplies is also importing record amounts of both crops. The USDA is forecasting slight reductions in corn and wheat imports during the current marketing year, reflected in Chart 1.

The production problems in South America will now put more pressure on Northern Hemisphere corn and soybean production in 2022. World corn and soybean supplies will not be nearly as big as expected. The acreage split here between corn and soybeans will become a bigger issue as we approach the spring planting season. The USDA's first estimate of spring-planted acres isn't released until the last day of March. A lot can change between now and then. February is the month the initial (and minimum) prices for crop revenue insurance products are calculated. That will weigh on planting decisions. How the South American crops finish will, of course, be very important. Export sales activity could also accelerate quickly.

Geopolitical events will also be important to watch. The most significant problem might be the potential for Russia to move into the Ukraine. If this happens, it would likely disrupt wheat and corn shipments from the Black Sea region. It could also lead to sanctions of some sort against Russia. Russia has become the world's largest wheat exporter. The Ukraine is the world's fourth largest corn exporter. ■

**Mike Krueger** is president and founder of The Money Farm, a grain advisory service located in Fargo, N.D. A licensed commodity broker, Krueger is a past director of the Minneapolis Grain Exchange and a senior analyst for World Perspectives, a Washington, D.C., agricultural consulting group.



Henry Bauer arrived in Eastern Washington via covered wagon in 1883 as a small child. His family settled around Ritzville, establishing a wheat farm that is now owned by the fourth generation. For many years, Bauer was parade marshal of the Adams County Fair parade, which he led on horseback. His granddaughter, Janet Walthew, recently came across these photos of the parade, dating to the late 1940s or early 1950s. All photos courtesy of Janet Walthew.

## Leaving a legacy

Recently rediscovered photos, article demonstrate family's ties to Eastern Washington heritage

Janet Walthew may live on the west side of the state, but her family's legacy in Adams County runs deep as they continue to own and lease out the family's fourth-generation dryland wheat farm. Recently, she came across photos of her grandfather, Henry Bauer, along with an article published after his death in the *Ritzville Journal-Times*. The photos, likely taken in the late 1940s or early 1950s, show Bauer leading the Adams County Fair parade through a thriving downtown Ritzville. Walthew said her grandfather was parade marshal for decades, and at 6'4", cut a dashing figure on his beloved Belgian horses.

As a small child, Bauer came west with his family in a covered wagon train. The article talks about that journey and Bauer's life as a wheat farmer, giving readers a

glimpse of a life nearly 70 years gone. Here's the article, which was originally published on Nov. 24, 1955:

**T**he death last Thursday of Henry J. Bauer, 76-year-old Ritzville pioneer, apparently reduced to six the number of survivors of a historic covered caravan, which brought 17 Russian-German families westward in 1883.

Within a year or two after their arrival in Walla Walla, most of these families had homesteaded in the Ritzville area, and today, their descendants—many of them the Rosenoffs, Thiels, Kanzlers, Amens, Millers, Kiehns, Wolsborns and Bauers—form a paramount population group in this area.

The *Journal-Times* this week conducted a survey and



**Soucy**

**PERFORMANCE AND SAVINGS**



## REPLACEMENT TRACKS FOR QUADTRAC TRACTORS

The replacement track designed by Soucy accomplishes the most work in the field because it's the most durable and efficient track on the market.

**30" AND 36" IN STOCK  
AT PASCO LOCATION!**

Ask for Joe at 509-380-7459 or Todd at 509-547-9003

1802 E. James St. Pasco 509-547-9003  
1201 E. Yonezawa Blvd. Moses Lake 509-765-1257  
207 W. Southhill Rd. Sunnyside 509-837-3833



**CASE IH**  
AGRICULTURE

©2019 CNH Industrial America LLC. All rights reserved. Case IH is a trademark registered in the United States and many other countries, owned by or licensed to CNH Industrial N.A., its subsidiaries or affiliates.



## CHROME ALLOY WEAR PARTS

\*\* See all our parts online at [www.rhmachine.com](http://www.rhmachine.com) \*\*

### LONG WEAR

R & H points are cast of high Chrome Alloy to give extremely long wear without the need to hardface.

### SMOOTH SURFACE

R & H drill points provide a smooth, slick finish, resulting in sharper seed troughs, better germination and yield.

### PRECISION

R & H drill points maintain shape and depth throughout the life of the part, giving more precise seed placement.

### COST EFFECTIVE

When you count long life, better germination, and higher yield, you can expect increased profitability.



R & H MACHINE • 115 ROEDEL AVE • CALDWELL • ID 1-800-321-6568

*Setting the Standard for Wear!*

**Serving All Your Seed Cleaning Needs  
Plus Grade Improvement For Specialty  
Crops – On-Farm Service Since 1967!**



**WHEAT • BARLEY • OATS  
SPECIALTY CROPS**

Plan Ahead – Call NOW Reserve Your Cleaning Date



Other Brands Of Seed Treatment Also Available

**Custom Seed Conditioning**  
Frank Hager & Son Elk, WA  
509-292-2506 Cell: 509-998-5590



found apparently there are only six persons still living who—as five small boys and a 3-year-old girl—traveled westward with the caravan of 1883.

The survivors are Mike Thiel, father of Lawrence Thiel; Mrs. Mike Thiel, the former Mary Kanzler; J. J. Schoesler, father of Elmer Schoesler who operates Henry Bauer's ranch; Henry Schoessler, father of Mayor H. E. Schoessler; Pete Bauer, Henry Bauer's older brother; and Jacob Rosenoff, who lives in Pullman.

The covered wagon train left Nebraska under the leadership of Frederick Rosenoff to follow the Old Oregon Trail across the Plains.

The group never traveled Sundays, but drew their wagons into a circle and posted lookouts while the rest listened to an elder read church services in German.

Their overland trip was marked by hardship and a constant vigilance for Indians. The Battle of the Little Big Horn had occurred only seven years earlier.

The train reached Walla Walla safely. Some families proceeded immediately to homestead in the Ritzville area. Others worked at Walla Walla two or three years before joining their friends near Ritzville.

Henry Bauer died on the same Ritzville area farm his parents, Jacob and Elizabeth Bauer, had occupied when they reached Ritzville following the 1883 covered wagon journey.

Pete Bauer recalled a few years ago how 11 of their 12 chickens were devoured by coyotes the first night they stayed on their new farm. Later that fall, all the family's horses disappeared. They were found the following spring near Paha, about 10 miles from home.

Jacob Bauer raised 13 acres of wheat the first year, 28 acres the second and more than 100 acres the third.

Through his life, Henry Bauer was a lover of horses. In 1916 or 1917, he began breeding his own Belgian workhorses, and by the 1930s, he had developed a prime herd of more than 40 animals. Some weighed a ton, and one of his best breeding stallions weighed 2,400 pounds.

Bauer was reluctant to give up horses in the face of increasing mechanization, and according to Elmer Schoesler, who has operated the Bauer ranch for the past 10 years, might not even have "gone tractor" in the early 1940s had it not become so difficult to hire labor familiar with workhorses.

When a Belgian became too old to work, Bauer always retired him



# BigIRON

**HEAVY EQUIPMENT and AG REPAIRS**

## COMPLETE MOBILE REPAIR SERVICE

-We Also Do Portable Line Boring-  
Serving The Greater Eastern Washington Area



Scott & Eddy Carroll

**509-770-5560**

BigIronRepair@odessaoffice.com



**FAY RANCHES**<sup>Inc.</sup>

Blaine Bickelhaupt  
Accredited Land Consultant

Licensed in WA, ID

bbickelhaupt@fayranches.com

**509.520.5280**

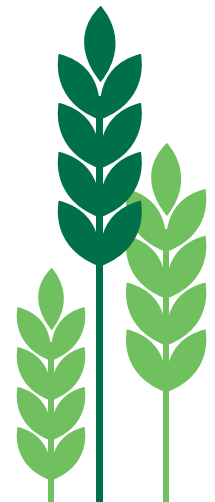
254 East Main Street

Dayton WA 99328



## Insurance for Whatever You Grow

Whether you raise cattle or grow nursery stock, row crops, grain, hay or fruit, COUNTRY Financial<sup>®</sup> has got you covered. Your local financial representative can help balance your need to protect what you have with your desire to build for the future. We offer great coverage for farm vehicles, too. Grow your own way with COUNTRY Financial.



**Paul Koethke LUTCF**

Moses Lake

**(800) 689.9259**



AUTO | HOME | LIFE | BUSINESS | RETIREMENT

Policies issued by COUNTRY Mutual Insurance Company<sup>®</sup>, Bloomington, IL.

1114-511HO



Local and Family Owned, Eljay Oil is Greater Spokane's Only Authorized Chevron Marketer.

**DELO HEAVY DUTY MOTOR OILS & TRACTOR HYDRAULIC FLUID**

**BULK FUELS**



**509-926-9595 • ELJAYOIL.COM**

to pasture rather than disposing of him. Today, one of Bauer's Belgians still survives, a 27-year-old mare named "Laura," and Schoesler made it clear this week Laura will be well treated until she dies, as Henry Bauer would have wished it.

**B**auer, who had been five years old when his family crossed the Plains, had an inventive mind. About 1918, he devised a straw picker. Pulled by four horses, it gathered up loose straw while a gasoline motor ran the straw up an elevator into an accompanying wagon...so pitchforking was virtually eliminated.

Bauer applied for a patent on his straw picker, though the machine never went into production, but he used it himself for years. W. G. Danekas, another Ritzville pioneer and a neighbor of Bauer's, recalled this week how the straw picker once achieved the remarkable record of clearing half a section at Mike Thiels' farm in a single day.

Bauer also devised a series of sprockets and chains to operate a harvester reel from one of the harvester's wheels, so the reel would slow down or speed up depending on the harvester's speed.

Bauer was widely known as the traditional marshal for the Adams County Fair parade, and until three years ago, he usually accompanied the state cattlemen's association on their annual cross-country ride to the state convention. ■

*Originally published on Nov. 24, 1955, in the Ritzville Journal-Times. Republished with permission from the Ritzville Adams County Journal.*



TOP QUALITY FUELS • 24 HOUR PUMPS FARM HARDWARE IN STOCK • FULL TIRE SERVICES

343 S Columbia, Connell WA 509-234-2631 [WWW.CONNELLGRANGE.COM](http://WWW.CONNELLGRANGE.COM)



**Western Hoppers Building the best and making it better...your way!**

Known for quality and endurance, with three different degrees of slopes and multiple different side heights as well as overall variety of combinations, the Western Trailer® hoppers are seen all across the country. Couple that with the highest resale values in the industry and you can't go wrong.

Learn more at [www.westerntailer.com](http://www.westerntailer.com) or call 888.344.2539

We'll See You At The  
**SPOKANE AG EXPO**  
February 1st - 3rd

**AGPRO**  
Marketing & Manufacturing Inc.  
Proudly Serving Our Customers Since 1987

1112 AIRWAY, AVE - LEWISTON, ID 83501  
(208) 746-2212 • FAX: (208) 746-9913  
Toll Free Order Line: (800) 492-2212  
WEB: [agproinc.com](http://agproinc.com)

**Your Source for Custom Sprayers!!**

SPRAYERS, FIREFIGHTERS, PULL-TYPE, 3-PT & SPECIALTY

We Offer A Complete Line Of Custom Sprayers!

**AGPRO CONSERVATION DRILLS**

Precision Placement!

Independent Opener Suspension With In-Cab Control!

AGDirect

**WE ARE LOOKING FOR QUALIFIED TALENT**

If you think you are a good fit, CONTACT US!

ACE ROTO-MOLD TANKS

- We offer a **WIDE VARIETY** of truck tanks and more!
- Great for **CUSTOMIZED** equipment.
- Our team is **READY TO ASSIST** your search and answer questions!

**JOHN BLUE**

**POST-CENTRAL PUMPS**

Built to Last!

2" & 3"

- 1/2-3/4 Seed Inserter
- Double Wet Seed Assembly
- Fully Factory Assembled
- Chemical Resistant Materials

**50% DISCOUNT ON PURCHASES**

Of 25 Spray Tips Or More!

**TeeJet**

**BANJO**

**Banjo pumps, valves & fittings in stock!**

**Honda Engines in Stock**

**HONDA**

**OREELCRAFT**

**TeeJet**

**MICROTRAK**

**Salvarani**

**Hypro**

**Yetter**

**AGTRON**

**SILFORD**

**WALMAR**

WE HAVE THE MOST COMPLETE LINE OF LIQUID STORAGE TANKS & MATERIAL HANDLING SUPPLIES IN THE AREA!



Pomeroy Grain Office 509-843-1694  
Pomeroy Agronomy 509-843-1394  
Colfax Grain Office - Colfax 800-424-5056

# Pomeroy Grain Growers

*Offering a complete range of service levels,  
from Cash & Carry to Specialized Custom Services*

Seed Sales | Certified Crop Advising | Soil & Tissue Sampling

Grain Sales - Truck & Barge Shipping  
Custom Seeding & Cultivating with Variable Rate Technology  
Custom Spraying & Stream Jetting with Variable Rate Technology

Serving Area Growers for 90 years  
[www.pomeroygrain.com](http://www.pomeroygrain.com)

## J & M Fabrication



### Clean Grain & Return Elevators

12 Gauge Construction  
2.5X Stronger than OEM  
For newer model CaseIH Combines

### Coil Packer Bearing Conversion

Custom Welding • Fuel Tanks • Equipment Repairs • Tool Boxes  
On-Site Millwright Work • Custom Truck Bodies and Flatbeds  
Custom-Made Combine Parts • All Types of Custom Design Work

**CALL JUSTIN MILLER TODAY!**

**509-235-5711 OR 509-993-2890** cell

16716 W. SR 904 Cheney, Wa

[www.jandmfabrication.com](http://www.jandmfabrication.com)

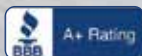
## Fluid ROOFING

Your One Stop Commercial  
Roofing Solution

Roof coatings, metal roofs, TPO, PVC and  
EPDM. From grain silos to barns, whatever  
your roofing needs WE'VE GOT YOU COVERED!

[fluidroofing.net](http://fluidroofing.net)

509-244-1001



'72 Dodge LNC1000

Cummins 903 300hp, Allison 6 speed automatic, 20k original miles, new tires on aluminum wheels, new Grainmaster 750bu bed, 30T power/down hoist, hydraulics to rear, 20k front axle, 46k rears ..... **\$48,000**



'21 Neville

48" hopper trailer, 3 hopper, 3 axle, rollover tarp, 2 stage landing gear, Gator Hide on bottoms..... **\$42,500**

# Mike's Auto

**(509) 725-1765**

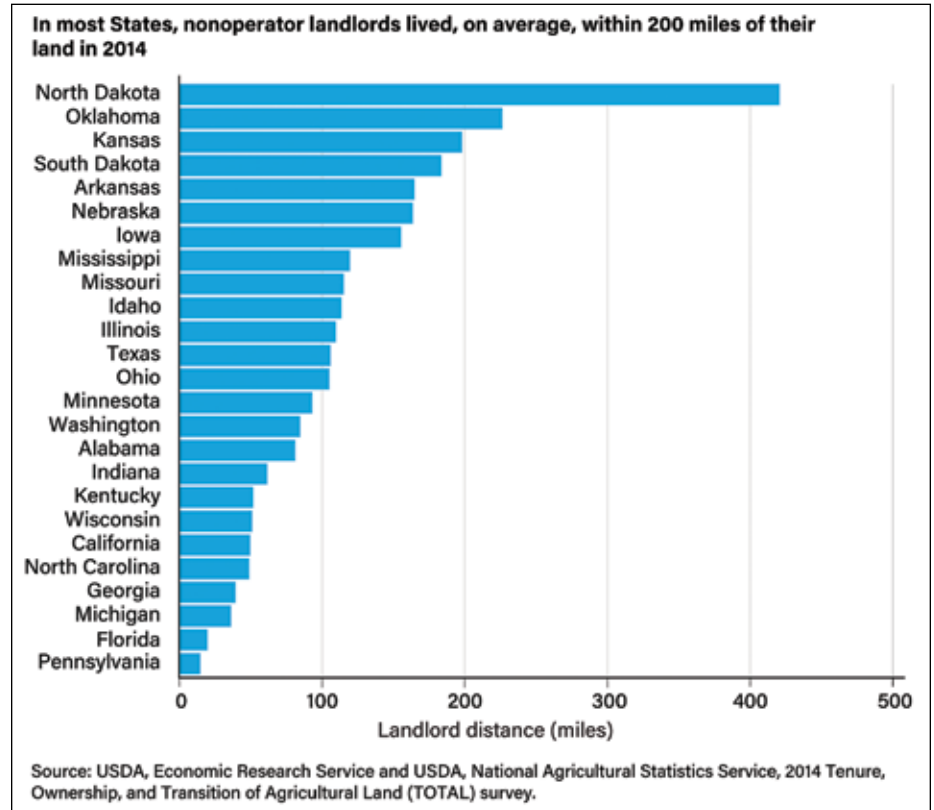
37502 Mayberry Rd. E.  
Davenport WA 99122

## USDA analyzes impacts of absentee landlords

Given the low turnover in farmland ownership, access to farmland through rental markets is an important option for entry into farming or expanding existing farming operations. In 2014, 39 percent of farmland, or 355 million acres, in the 48 contiguous states was rented. Of this share, 80 percent was owned by landlords who did not operate farms. In Washington state, nearly 40 percent of farmland was rented. Illinois had the greatest share of acreage rented at just more than 60 percent, while Arizona was the lowest with approximately 7 percent.

Policymakers and academics are seeking to understand the role of absent landlords—landlords who live long distances from the land they rent out to farm operators—in farmland management and other aspects of local economies and resource management. In response to a congressional request in the 2018 Farm Bill, U.S. Department of Agriculture (USDA) Economic Research Service (ERS) researchers studied how longer distance-landlords affect the economic health of U.S. agricultural production. Looking into the association between landlord absenteeism and agricultural real estate markets, researchers found a greater prevalence of absent landlords in counties and states with lower rents and land values. At the same time, they found no association between absent landlords and recent changes in rents or land values.

Nonoperator landlords own the majority of rented farmland in the U.S., and most live close enough to their land to visit regularly. Those who live farther away may face different incentives than local landlords



or farmers who operate their own property.

For this study, which was released in March 2021, ERS researchers examined a variety of measures of long-term economic and agricultural health for the 25 states with the largest cash receipts from agricultural operations, using data from the USDA, National Agricultural Statistics Service, Census of Agriculture and the 2014 Tenure, Ownership, and Transition of Agricultural Land (TOTAL) survey.

How far did nonoperating landlords live from their land on average? In the 25 states measured, the majority of nonoperating landlords in 2014 resided within 100 miles of the parcels they rented out. The Midwest differed from the rest of the U.S. in that the distances between landlords and tenants were, on average, significantly shorter than distances between landlords and tenants on the East and West coasts.

Landlords residing within 50 miles of their land owned the majority (67 percent) of agricultural acreage in 2014, and landlords residing within 200 miles owned 83 percent of the acreage. Nonoperator landlords who lived farther away from their rented land tended to have larger holdings than those who lived nearby. While absent landlords owned a sizable percentage of farmland acreage in some states, they did not own a majority of U.S. farmland in any state.

The average distance between nonoperator landlords and their rented land was less than 200 miles for the majority of states included in the analysis. North



Dakota was an outlier, with an average distance of more than 400 miles, even though fewer than 30 percent of landlords live more than 200 miles away. In Washington, the average distance was 85 miles.

As participants in farm real estate markets, absent landlords can potentially influence land prices. Researchers found a negative trend between the three measures of landlord absenteeism—the percentage of those who live within 100 miles, the percentage within 200 miles and average distance—and the price of agricultural land in 2017. For each measure of landlord absenteeism, the line of best fit trended downward, indicating that higher rates of absenteeism are associated with lower average land values. This evidence, in isolation, does not allow the researchers to distinguish whether absent landlords hold higher shares of farmland in states with lower land values because it is more affordable to purchase, or because land values are lower in those states because of the effect of higher shares of absent landlords.

The number of absent landlords had little to no effect on how land values evolved over time. If absent landlords were directly influencing land values, the change in land values would be influenced by the level of landlord absenteeism. This finding suggests that the prevalence of absent landlords may not negatively influence the ability of farm operators to buy farmland by pricing them out of the market.

The association between the prevalence of absent landlords and measures of effort to improve soil health was mixed. There was no statistical association between the percentage of absent landlords and the percentage of acres utilizing conservation tillage or no-till farming practices in

2017. However, higher shares of absent landlords in a state were associated with a larger increase in acreage utilizing these practices as well as in the number of practices used from 2012 to 2017. Conversely, states with a higher percentage of absent landlords had a lower percentage of cropland with cover crop usage in 2017, but there was no statistical association between the percentage change in cover crop usage over the period studied. ■

*This information was excerpted from a USDA ERS report by Siraj G. Bawa and Scott Callahan, called Absent Landlords in Agriculture – A Statistical Analysis ERR-281, U.S. Department of Agriculture, Economic Research Service, published on March 2021. The report can be downloaded at [ers.usda.gov/publications/pub-details/?pubid=100663](https://ers.usda.gov/publications/pub-details/?pubid=100663)*

## Your Rural Property Specialist



realtordad@aol.com

Farmland, timberland, recreational properties, Lake Roosevelt and homes on acreage!

I work all over Eastern Washington. I am a farm land owner in Lincoln and Whitman counties; I know the markets! To BUY or SELL property, call me!

**Contact Greg Schuster, Broker**  
Rural Property Sales  
Coldwell Banker Tomlinson



**509-993-2545**

**Like our Facebook page (@WAWheat) and follow us on Twitter (@WAWheatGrowers) for the latest industry and association news.**



## Frank's Boot Company

*Continuing the family tradition of quality, handmade boots on N. Market Street (formerly Nick's Boots building)*



### Front Range

Versatile for farm, industrial or office use, it fits all needs. 6-12" heights.

- Fully resoleable and rebuildable
- High heel and arch support
- Built for maximum comfort

### Type 1 Commander

Well-suited for outdoor use, including wildland firefighting. 6-16" heights.

- 7.5 to 8 oz. full grain water resistant leather and a one-inch thick sole
- Durable rough-out toe
- Comfortable high heel and arch support
- Available in 6-16" heights



***We Rebuild and Resole The Competitors' Handmade Boots, Too!***

**3805 N. Market Street • Spokane, Wash. • 509-309-2903 • [franksboots.com](http://franksboots.com)**

# THE BOTTOM LINE

## What's the right ownership entity for farm land?

By John M. Kragt

*Attorney, McGuire, DeWulf, Kragt  
& Johnson, P.S.*

One of the most popular questions my firm gets is "how should I own my farm ground?" Many people inherit farm ground from their family and start to wonder if it would be better to put it in a corporation, an LLC or some sort of a trust. The answer, like all good answers from an attorney, is "it depends." Typically the following discussion is specifically driven by the owner's concerns and future desires for the ground. In the rest of this column, I will explain two very common examples I believe that most readers can relate to.

**The nonfarming landlord.** The landlord who is not farming on a day-to-day basis has different concerns than the person who is actually farming. Many people think their number one concern should be liability protection. While liability protection is important, it is more often taken care of by a properly drafted lease that puts liability on



the tenant farmer. Ultimately, the nonfarming landlord entity selection is made based on what they plan to do with the property. If an individual desires or believes they will sell the property during their lifetime or that their kids will sell it at their death, then there is no real necessity to put an entity together.

However if they desire to keep the ground in the family for future generations, then a limited liability company (LLC) is the preferred method. The reason for this is that the LLC can adopt buy/sell agreements, management can be consolidated at the manager level, and multiple members can operate as a single, unified body. As an example: the first generation of parents own farm ground. They have three children, and each of those three children have three children. In that situation you could end up with nine different owners of land. With nine different owners, you could, in theory, have nine different opinions on the ground. If an LLC is put in place by the parents at the first generation, then there are rules and bylaws that must be followed by all. In my practice, a commonly contested issue is buyouts of members. A carefully drafted LLC agreement will provide a price, terms and who has the chance to buy out who. Does a sibling have the right to buy out a sibling before a cousin can? It is important to try to anticipate future issues when setting up the LLC, so that hopefully, the future generations will avoid those issues with each other.

**The farming landlord.** The landlord who is also an operator has a completely different set of circumstances to worry about, but like the previous example, it tends to come down to the next generation. If the landlord has multiple children, and they are not all coming back to the farm, you can get into some complex issues. In that situation, the above LLC analysis could cause the following: The farmer has two children, one who is back on the farm operating, and one who is not, and the neighboring land comes up for sale. What incentive does the off-farm heir have to make the purchase? This is what my office is seeing more

**Sponsored by the  
Agricultural Marketing  
& Management  
Organization.**

For more information and  
a schedule of classes visit  
[wawg.org/ammo-workshops/](http://wawg.org/ammo-workshops/)





and more. With the increased cost in farm ground, most of the time, the current owned ground is required for collateral for a bank loan. So, you now have an LLC with two members (the on-farm and off-farm heirs). The LLC has provided x income to both members for x years, and now the on-farm heir wants the LLC to take out a substantial loan to buy the neighboring ground. This more than likely will cause the LLC to provide less income to all members for a period of years, while at the same time, the on-farm heir's operating entity will pick up more acres to farm and thus more income at the operating level. So, what should a planner do?

In the above example, I believe an operator needs to be realistic about their operation and their family. While an operator may dream of all of their kids coming back or being treated as on-farm heirs, that is often not realistic. I encourage splitting the ground between heirs and not putting it all together. In this case, I would attempt to have them set up LLCs for each child with specific parcels of land. If the operator is worried about the on-farm heir losing the family ground to operate on, then leases of some length should be part of the plan. However, an operator should have to treat their siblings and their ground with respect and not rely on a "lease for life."

Land ownership is complicated, and there is no one-size-fits-all approach. Family dynamics and long-range plans are what should be considered in setting up an entity to own the land. ■

**John M. Kragt** is an attorney with the law firm of McGuire, DeWulf, Kragt & Johnson, P.S. He and his partners work with farm families and other agricultural businesses for the majority of their needs throughout Eastern Washington. The firm has offices in Davenport, Odessa, Ritzville, Colfax, St. John, Rosalia and Fairfield. He can be reached at (509) 659-0425.

## YOUR ONE-STOP AG SOURCE!

- Sales & Superior Service -



**Tractors**  
**Combines**  
**Tillage**  
**Drills**  
**Sprayers**  
**Precision Ag**

*"JTI, Your Agricultural Hub of the Inland Empire."*



2018 Case IH 9240 Hillside, 4wd 1483 sep hours, w/FD145 header...\$450,000



2015 Case IH 580 Quad, Jake, PTO, 36", twin pump, 4 valve, 5081 hours...\$240,000



2011 Case IH 7088 Hillside, 4wd 1937 sep hours, w/ 2010 30ft...\$125,000



2014 Case IH 8230 Hillside, 4wd 2008 sep hours, w/FD140 header...\$320,000



**JONES TRUCK  
& IMPLEMENT**

#### Evenings:

Dan Hebling 509-336-1346  
Rena Olson 509-956-3110  
Nic Mayer 509-385-3895  
Tyler Elstad 509-540-9009

[www.jtii.com](http://www.jtii.com)  
[jti@colfax.com](mailto:jti@colfax.com)

**Colfax, WA**  
Located on Hwy 26  
**509-397-4371**  
**1-800-831-0896**

**Walla Walla, WA**  
304 N 9th Street  
**509-525-6620**  
**1-800-525-6620**

**CASE IH**  
AGRICULTURE  
RETHINK PRODUCTIVITY



# Your wheat life...

Email pictures to [editor@wawg.org](mailto:editor@wawg.org).  
Please include location of picture,  
names of all people appearing in the  
picture and ages of all children.



Sunrise at Tucannon AG Ranch just outside of Starbuck.  
Photo by Sandra Conklin.



Brooklyn Ledgerwood (8) and Sidney Wolf (9), on top of the  
tire, and Kinzie Ledgerwood (8) taking a harvest break at 4  
Aces Farm Partnership in Pomeroy. Photo by Jessica Wolf.



Harvest at Triple H Farms in Anatone, owned by  
Dave, Ben and Wyatt Heitstuman.  
Photo by Ben Heitstuman.



Cloud with an armful of wheat during harvest  
at Nordland Ranch near Ritzville.  
Photo by Steven Ristine.





Abby on a smoky day on Lake Roosevelt at Keller Ferry. Picture by Bruce Walter.

Abby (9 months) and Jesse Talbott (3) ready for a combine ride with their daddy, Matt Talbott, in Dayton. Photo by Adalirys Talbott.



A beautiful sunset next to Omans Elevator, south of Davenport. Photo by Cady Zellmer.



# Advertiser Index

Accucon .....	42
Ag Enterprise Supply .....	39
AGPRO .....	58
AgraSyst .....	37
Albaugh .....	11, 21
Bank of Eastern Washington .....	27
Barber Engineering .....	23
Battery Systems .....	41
Big Iron Repair .....	57
BioWest Ag Solutions .....	42
Blue Mountain Agri-Support .....	12
Butch Booker .....	12
Byrnes Oil Co .....	32
Central Machinery .....	55
Class 8 Trucks .....	23, 41
CO Energy .....	27
Coldwell Banker Tomlinson .....	61
Coleman Oil .....	19
Connell Grange Supply .....	58
Correll's Scale Service .....	66
Corteva Agriscience .....	13
Country Financial .....	57
Custom Seed Conditioning .....	55
Edward Jones .....	19
Eljay Oil Company .....	57
Farm & Home Supply .....	19
Fay Ranches .....	57
Fluid Roofing .....	59
Frank's Boots .....	61
Great Plains Equipment .....	67
HighLine Grain Growers .....	41
J & M Fabrication .....	59
Jones Truck & Implement .....	63
Kincaid Real Estate .....	12
McKay Seed .....	42
Mike's Auto .....	59
Northwest Farm Credit Services .....	33
Northwest First Realtors .....	15
Odessa Trading Company .....	25
Photosyntech .....	29
PNW Farmers Cooperative .....	27
Pomeroy Grain Growers .....	59
R & H Machine .....	55
Spectrum Crop Development .....	31
Spray Center Electronics .....	31
State Bank NW .....	66
T & S Sales .....	15
Tankmax Inc .....	17
Tessenderlo Kerley .....	5
The McGregor Co .....	68
Tri-State Seed .....	32
Vantage-PNW .....	25
WestBred .....	9
Western Reclamation .....	39
Western Trailers .....	58
Wheatland Bank .....	23
Washington State Crop Improvement Association .....	7
Yunker Brothers .....	39

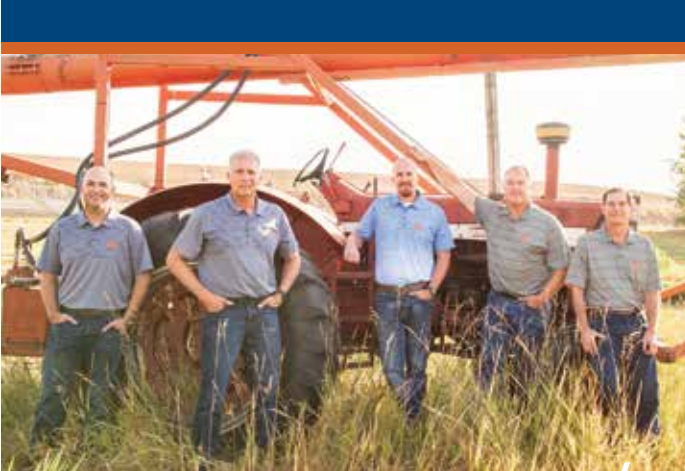


**CORRELL'S SCALE SERVICE**  
INSTALLATIONS • SERVICE • REPAIR • RENTAL • LEASE • SALES



**Specializing In Truck Scales!**

**509-765-7754**      **4300 Rd. K NE, Moses Lake**  
**800-572-0426**      **[www.correllsscale.com](http://www.correllsscale.com)**



***They're Going. We're Growing!***

State Bank Northwest is proud to announce that our bank is growing steadily, having just added six staff to our ag lending team. For 119 years we have remained stable, liquid, and well-capitalized. If some of the recent changes have affected your banking connections, maybe you'd like to switch to our family. We are committed to Washington state agriculture and know our customers personally.

**Don't wait. Switch to State.**



**Garfield Branch, 301 W. California St. 509-635-1361**  
**Soon to be open in Colfax, Rockford and Palouse!**

[StateBankNorthwest.com](http://StateBankNorthwest.com)

EQUAL OPPORTUNITY LENDER MEMBER FDIC



# VARIABLE INTENSITY TILLAGE

## FOR TILLAGE ON YOUR TERMS

### INTRODUCING THE TERRA-MAX<sup>®</sup>

Create a seedbed-friendly finish, size residue, and remove chemically-resistant weeds – all with one tool!

- Achieve optimum soil penetration and breakout with the NEW TurboSpeed<sup>™</sup> blade.
- NEW 7-lip seal bearings enhance durability and simplify maintenance.
- Front and rear coulter gangs adjust for exceptional soil management.
- Add the NEW Implement Command<sup>™</sup> System to set, adjust, and monitor the Terra-Max from the comfort of your cab.

**Great Plains**  
"Harvest Starts Here."



VERTICAL TILLAGE



HYBRID TILLAGE



CONVENTIONAL TILLAGE



5'-10' COMPACT DRILLS



NO-TILL & MIN-TILL DRILLS



FULL LINE OF PLANTERS



FINISHING TOOLS



COVER CROP TOOLS

VISIT ONE OF THESE GREAT PLAINS DEALERS OR GET MORE INFORMATION AT: [www.GreatPlainsAg.com](http://www.GreatPlainsAg.com)

**FARM & HOME SUPPLY**  
Pomeroy, WA – 509-843-3395

**CENTRAL MACHINERY SALES**  
Moses Lake, WA – 509-765-1257

**MORROW COUNTY GRAIN GROWERS**  
Lexington, OR – 800-452-7396

**WALTER IMPLEMENT, INC.**  
Odessa, WA – 509-982-2644

**FARM EQUIPMENT HEADQUARTERS**  
Pendleton, OR – 541-276-6222

**MORROW COUNTY GRAIN GROWERS**  
Wasco, OR – 800-824-7185

**CENTRAL MACHINERY SALES**  
Pasco, WA – 509-547-8920

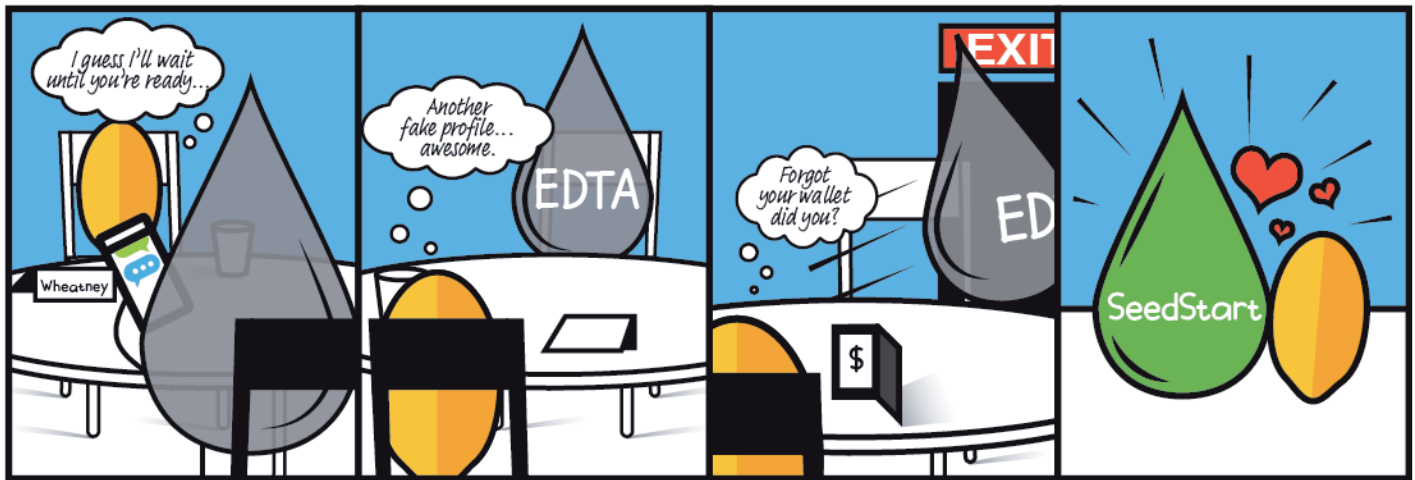
**CENTRAL MACHINERY SALES**  
Sunnyside, WA – 509-837-3833

**ST. JOHN HARDWARE & IMPLEMENT**  
Fairfield, WA – 509-283-2111

©Great Plains Mfg., Inc. 2237B-GPM

# It's love at first *site*. with **SEEDSTART** **ZINC**

## Seed Dating 101



*Accessible immediately  
at germination*

*Proven 4 bu/ac  
yield gain*

*Loaded with 5x more zinc  
than EDTA*

*Love at first site.*

☒ **ACCESSIBLE.** ☒ **PROVEN.** ☒ **LOADED.**

**Don't let love be denied.**

Only SeedStart™ with unique MicroFuze™ Technology checks all the boxes.  
Seed-applied zinc nutrition at the *site* of emergence is true love.

microFuze  
TECHNOLOGY



WWW.MCGREGOR.COM