

WHEAT LIFE

The official publication of the Washington Association of Wheat Growers

OCTOBER | 2019



HARVEST 2019

ALSO IN THIS ISSUE:

2019 Tri-State Grain Growers

Convention preview

Preliminary thoughts
on this year's harvest

Celebrating the river system

How one Washington family is
holding on to harvest traditions

Address Service Requested

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

WHEAT LIFE

Volume 62 • Number 09
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

Kevin Gaffney • KevinGaffney@mac.com
(509) 235-2715

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
Chauna Carlson • chauna@wawg.org
(509) 659-0610 • (877) 740-2666
Subscriptions are \$50 per year

WAWG EXECUTIVE DIRECTOR

Michelle Hennings

WAWG EXECUTIVE COMMITTEE

PRESIDENT

Jeffrey Shawver • Connell

VICE PRESIDENT

Ryan Poe • Hartline

SECRETARY/TREASURER

Howard McDonald • Coulee City

PRESIDENT EMERITUS

Marci Green • Fairfield

APPOINTED MEMBERS

Andy Juris • Bickleton

Ben Adams • Coulee City

Anthony Smith • Richland

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



To everything there is a season

By Jeffrey Shawver

To me, October signals more than the return of cooler weather. My kids are back in school, and I've moved from harvest to seeding (or this year, reseeding), as many Eastern Washington wheat farmers do. I'm also, along with your other Washington Association of Wheat Grower (WAWG) officers, gearing up for "meeting season."

But first, a few final words about harvest. This is our annual harvest issue, packed with harvest photos and harvest articles. For most wheat farmers, harvest means long hours and long days, made even longer when equipment breaks down, as it invariably does. This year's harvest went smoothly for my family. It took us about two weeks to bring in the crop compared to the usual four or five weeks, thanks mostly to the purchase of another combine. On my farm, harvest is a family affair—this year I had my father, father-in-law, sister-in-law and uncle all helping. Even though most wheat farmers have the word "corporation" in their name, behind the scenes, it's usually a family running things. I enjoy having my family out helping me. I know I can count on them to show up when I need them to get the work done.

That sense of reliability is critical for me. Here in Franklin County, we run what's called a summer fallow rotation. That means that fields are planted every two years in order to allow the soil to soak up moisture (in wetter places, like Whitman County, fields can be planted every year). In other words, it basically takes me about 720 days to bring in any sort of income from a field. Needless to say, when my crop is cut and in storage or down at the river, I feel very accomplished and relieved.

Some families have been able to hold on to decades-old harvest traditions. Back when I first got started, we used to stop harvest to eat lunch and then gather at the farm for dinner. As my operation has grown and I've changed the way I operate, that is no longer feasible. Instead, at the end of harvest, we take everybody out to dinner to thank them for all their help. My hat is off to those families that are keeping their traditions alive and well.

The other main feature in this issue is our 2019 Tri-State Grain Growers Convention preview. This year's convention is in Spokane at the Davenport Grand Hotel, Nov. 13-16. My parents will be making the trip from the west side to watch me hand the gavel to incoming president Ryan Poe. I'll also have my wife and her side of the family there as well. The WAWG staff, along with staff from the Oregon and Idaho organizations, has been hard at work putting together a convention schedule full of information and entertainment. Online registration is now open, and early bird registration ends Oct. 18. I hope everyone can make the trip.

Convention signals another change—the beginning of meeting season. From November through the spring, myself and the other WAWG officers and staff will be crisscrossing the country advocating on behalf of wheat growers. Just like harvest can be long and tiring, but at the end—hopefully—you've got something to show for your hard work, meeting with legislators and agency officials is tiring in its own way. But if you are persistent, show up prepared and are willing to communicate, you can usually end up with a different kind of harvest—a solid relationship and the regard of the people in office. ■

Cover photo: Welcome to our harvest issue! For the past few months, we've been crisscrossing Eastern Washington, following combines, bank-out wagons and trucks as they bring in the 2019 harvest. Thank you to Ken Johnson who took this aerial shot of harvest at Windy Acres Farms Inc., which is located between Connell and Kahlotus. See page 28 for more harvest photos. 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
Calling all producers	20
What's on tap for the 2019 convention	
Picture this!	28
Capturing the 2019 harvest on camera	
Little bit of this, little bit of that	34
What the 2019 wheat harvest looked like	
Profiles	38
Rueben Mayes part 2	
WGC Chairman's Column	43
WGC Review	44
Down by the river	48
Event highlights role of dams in region	
From above	50
Party game gives research idea wings	
Wheat Watch	52
Ninety years and counting	54
Family's harvest tradition takes the cake	
On Lease	58
The Bottom Line	60
Your Wheat Life	62
Happenings	64
Advertiser Index	66



Contributors

Jeffrey Shawver, president, Washington Association of Wheat Growers
Gary Bailey, chairman, Washington Grain Commission
Scott A. Yates, communications director, Washington Grain Commission
Kevin Gaffney, ad sales manager, *Wheat Life*

Zhiwu Zhang, associate professor and endowed chair for statistical genomics, Washington State University
Mike Krueger, president and founder, The Money Farm
Curtis Evanenko, McGregor Risk Management Services

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 877-740-2666 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
Producer/Landowners (Voting Membership)						
Grower or Landlord \$125	X	X	X			X
Family \$200 (2 family members)	X	X	X			X
Partnership \$500 (1-5 family members)	X	X	X	X		X
Convention \$600 (2 individuals)	X	X	X		X	X
Lifetime \$2,500 (1 individual)	X	X	X	X		X
Non-Voting Membership						
Student \$75	X	X	X			
Industry Associate \$150	X	X	X			

WAWG's current top priorities are:

- ✓ Preserving the Snake River dams.
- ✓ Maintaining a safe and sound transportation system that includes rail, river and roads.
- ✓ Establishing favorable trade agreements.
- ✓ Fighting mandatory carbon emission regulations.
- ✓ Fighting unreasonable notification and reporting requirements for pesticide applications.

If these issues are important to your operation, become a member today and help us educate our legislators and advocate for agriculture. We are making sure the wheat industry's voice is heard.

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

Call 877-740-2666 or visit www.wawg.org

GOT RYE? GET COAXIUM.



Start Winning the War on Weeds.

Sometimes performance is difficult to see. This, however, is a no brainer. The feral rye infestation in the untreated plot has taken over the wheat reducing quality and destroying any hope of a strong yield. On the left, CoAXium® Wheat Production System, driven by Aggressor® herbicide is healthy, clean of feral rye and brought home a lot more gross revenue/acre than the untreated check. If you've got rye, this season, get CoAXium®.

Go to www.CoAXium.com/performance to see more extraordinary field photos.



CLEANER FIELDS. HIGHER YIELDS.®

© 2019 Albaugh, LLC; CWRF and Limagrain Cereal Seeds, LLC.

CoAXium® and Cleaner Fields. Higher Yields® are trademarks of Albaugh, LLC; CWRF and Limagrain Cereal Seeds, LLC. Driven by Aggressor® Herbicides and Aggressor® are trademarks of Albaugh, LLC. Refer to the Aggressor® product label for complete directions and instructions. Aggressor® EPA Reg. No. 42750-313 AD030118

September meeting chance for board to catch up after harvest

Besides signaling the onset of seeding, September also marks the resumption of monthly Washington Association of Wheat Growers (WAWG) state board meetings after the harvest hiatus. Last month's board meeting featured a number of agency guests amid reports of the summer's activities that WAWG has been involved in.

Rod Hamilton, farm programs chief at the Farm Service Agency's (FSA) Washington state office, told producers that farm program sign-ups have begun and will run through most of winter. Online tools will be made available to help producers elect either Agriculture Risk Coverage (ARC) or Price Loss Coverage (PLC). Producers will need to make a program election for the 2019 crop year by March 15, 2020. Enrollment for crop year 2020 opens Oct. 7 and runs until June 30, 2020. See page 10 for more information on the sign-up.

Hamilton acknowledged that in the past, some county yield totals weren't quite accurate because they were based on National Agricultural Statistics Service (NASS) data, which relies on questionnaires that producers voluntarily fill out. Thanks to the 2018 Farm Bill (and pressure from state and national farm organizations), FSA can now use Risk Management Agency (RMA) as its primary data source.

"Hopefully, this means we will have more credible data now," he said.

Producers will also have a chance to update their yields (for PLC only), and Hamilton said yield data should be published in time for producers to make

The Washington Association of Wheat Growers is working with Washington State University Extension and local Farm Service Agency offices to hold grower seminars once online decision tools are available. Watch for updates at wawg.org, Greensheet and *Wheat Life* as information becomes available.)

their program election for 2019 and 2020. Reference prices were not updated in the 2018 Farm Bill, but a provision in the farm bill will allow the prices to go up based on the average price of the last five years.

Applications for the Market Facilitation Program (MFP) are rolling into county FSA offices. Hamilton said as of mid-September, they have received more than 2,200 applications, and the state FSA office is expecting about 7,000. Finally, Hamilton told the board that there is likely to be a Conservation Reserve Program general sign-up late this year.

Rick Williams, senior risk management specialist at RMA's regional office in Spokane, updated the board on several items that have changed recently regarding crop insurance. First, acreage will qualify and be insured as the summerfallow practice if a cover crop was planted during the fallow year, provided the cover crop was not hayed, grazed or otherwise harvested and terminated according to the Natural Resources Conservation Service Cover Crop Termination Guidelines. Second, triticale spring type t-yields have been increased in most Washington



FAIR TALK. Fairs aren't always all about fried food and ferris wheels. At last month's Spokane County Interstate Fair, wheat industry representatives took part in a panel hosted by the *Spokesman-Review* to talk about why agriculture is important to the region. Representing the Washington Association of Wheat Growers (WAWG) were Executive Director Michelle Hennings (left) and Past President Marci Green (center). Scott Yates (second from left) represented the Washington Grain Commission (WGC). Yates is WGC's director of communications. The panel talked about the state of Washington wheat, the long history of family farms in the region and the struggles young farmers face in getting started in agriculture.

ALBAUGH CUSTOMIZED SEED TREATMENT TECHNOLOGY

Seed treatment performance and coverage brought to you by Albaugh
Customized seed treatment solutions based on your needs
and micro-climate brought to you by your Seed Retailer.



Albaugh is Delivering Value Through:

1. **Innovation:** Addressing current and future critical gaps by crop segment through enhancements to current inventions
 - BIOst™ Insecticide 100 providing New and Novel Wireworm Solutions
 - CoAXium™ Wheat Production System driven by Aggressor™ herbicide
 - Customized seed treatment offers
 - Collaboration that delivered an enhanced chickpea seed treatment offer for growers
2. **Performance:** Delivering products today that address customer & market needs proven performance against competitive seed treatment offers
3. **Value:** Delivering robust customized seed treatment offers based on proven performance



Refer to the product label for complete use directions and instructions. BIOst® and Resonate® are trademarks of Albaugh, LLC.
Always use and follow label directions. EPA Reg. No. 84059-14-42750 AD No. 100616, EPA Reg. No. 42750-133 AD No. 110316

counties. Finally, in order to be more in line with industry practices, RMA has changed how chickpea production is calculated for both claims and actual production history (APH) reporting. Williams encouraged producers who raise chickpeas to check that their APH is being calculated correctly.

Diana Carlen, WAWG's lobbyist in Olympia, attended the meeting to update the board on what's been happening in the state's capital. After dropping his bid for president, Gov. Inslee has announced he will be seeking a third term. So far, only three Republicans have expressed interest in running against him, but Carlen explained that they all had little name recognition statewide.

Rep. Laurie Jenkins (D-Tacoma) has been selected to replace Rep. Frank Chopp (D-Seattle) as speaker of the house. Chopp is the longest serving speaker of the house in the state's history, serving as speaker and co-speaker for nearly 20 years. Although he is stepping down from the post, Chopp is not retiring from the Legislature.

During the 2019 Legislative Session, legislators passed a bill that set aside \$750,000 to study how breaching the lower Snake River dams would impact the region. Carlen said that a facilitator has now been hired and has started reaching out to stakeholders for interviews, including WAWG's executive director, Michelle Hennings. Gov. Inslee has said that the result of the study will not recommend whether or not the dams should be removed.

Washington Grain Commission (WGC) chairman, Gary Bailey, and WGC CEO, Glen Squires, gave the commission update. Squires said exports for soft white are down compared to last year, with no one country being responsible for the decline. He also said the bilateral trade agreement with Japan concerning agriculture is expected to be signed soon. It is slated to go into effect in 2020 and will help U.S. wheat producers compete equally with Canadian and Australian producers.

Washington state has played host to multiple trade teams this summer, including officials from MAFF, Japan's Ministry of Agriculture, Forestry and Fisheries, which is responsible for the country's grain purchases. Squires said the Japanese also met with United States Department of Agriculture's Animal and Plant Health Inspection Service (APHIS) to discuss recent GE wheat discoveries and the steps APHIS is taking to ensure that no GE wheat enters the commercial wheat supply (note: there are no approved GE wheat varieties currently being grown for commercial use). He added that the officials were impressed, especially with the actions taken not only by APHIS, but by the Washington State Crop Improvement Association, which is responsible for certified seed testing.

In committee reports, Hennings reported on two new hires at Washington State University that are critical to

Eastern Washington grain producers. Clark Neely has started as head of Washington State University Extension's variety testing program. Most recently, Neely led variety testing at Texas A&M University. Robert Brueggeman has taken over as WSU's R.A. Nilan Endowed Chair in Barley Research and Education. He previously was barley geneticist at North Dakota State University.

The next WAWG state board meeting is scheduled for Oct. 8. ■

Franklin County growers gather to plan annual meeting

In early September, Franklin County wheat growers held their monthly meeting at the Grange Hall in Kahlotus, Wash. Bruce Clatterbuck, Farm Service Agency (FSA) county executive director, updated growers on FSA programs, including the Conservation Reserve Program and the Market Facilitation Program (MFP).

According to Clatterbuck, Franklin County growers will receive an MFP payment of \$19/acre, and the application deadline for the program is Dec. 6.

The group also discussed the county's upcoming annual meeting, which is scheduled for Oct. 29 beginning at 9 a.m. at Michael J's Restaurant in Connell. Leonard Van Buren, county president, said one topic that will be discussed is farm bill programs with Washington State University Extension Economist Shannon Neibergs. Growers will be reviewing the Washington Association of Wheat Growers resolutions in preparation for the all-committee meeting that will be held at the 2019 Tri-State Grain Growers Convention in November. The group will also be nominating growers to go through the county chairs.

Watch the calendar of events at wawg.org for updates as more information on the annual meeting becomes available. ■

NASS encourages growers to fill out production surveys

As this year's wheat harvest winds down and producers prepare to plant next year's crop, the National Agricultural Statistics Service (NASS) is asking producers to take a few minutes to reply to NASS county agriculture production and September agriculture surveys. These two surveys will provide data that will be used to set county yields for wheat in 2019 and will be used by the Farm Service Agency to help set program payment levels that

WSU WHEAT ACADEMY

Increase your knowledge of wheat and barley management at the 2019 WSU Wheat Academy. Join us for a two-day workshop with state-of-the-art teaching laboratories and experts engaged in research that is important to you. If you like a challenge and want to learn more about the science behind crop and field management, then this event is for you!

- **WSU Pullman**
- **Vogel Plant Biosciences Building**
- **December 10 & 11, 2019**
- **8 am–5 pm**



Wheat Academy

For information about the program, including cost and how to register, visit smallgrains.wsu.edu

Registration opens October 8, 2019 and is limited to 75 participants.



FALL PLANTING

CRP & SAFE, Wildlife Habitat,
Pollinator Pastures, Turf



CALL TODD: 509-531-1702

Office: 509-297-4500 Fax: 509-297-4505
Email: wri@westernreclamation.com

directly benefit producers. Data will be collected from mid-August to early October, and follow-up phone calls will be made if no response is received by mail or electronically. For further assistance, please contact Chris Mertz, NASS regional director, at (360) 890-3300. ■

Wheat ambassador program accepting applications

The Washington Association of Wheat Growers (WAWG) is now accepting applications for the Wheat Ambassador Program. The program offers leadership and advocacy opportunities within the wheat industry and is open to children of WAWG members who are entering their senior year of high school. Any assistance in encouraging eligible students to apply would be greatly appreciated! Program information can be found at wawg.org/washington-wheat-ambassador-program/. The application deadline is Oct. 15, 2019. Two candidates will be selected to receive a \$2,500 and a \$2,000 scholarship from the Washington Wheat Foundation.

Thank you for your cooperation in support of the Washington Wheat Ambassador Program! Please contact Lori Williams at lori@wawg.org with any questions. ■

USDA opens 2019 enrollment for farm bill programs

Producers can now enroll in the Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) programs for the 2019 crop year.



(Above) Damon Filan, manager of Tri-Cities Grain and a Washington Grain Commissioner, talks to legislators about how important the lower Snake River dams are in moving products to the ports in Vancouver and Portland. (Below) Legislators got to go through the lock at Ice Harbor dam to see how efficiently the dams allow cargo to be transported.

Legislators learn benefits of dams on boat tour

In August, the Washington Association of Wheat Growers (WAWG) was one of the sponsors of a legislative event that brought more than 3 dozen state legislators and aides on a boat tour of Ice Harbor Dam in an effort to demonstrate how important the lower Snake River dams are to the region's economy. Legislators boarded a boat at the Port of Kennewick. While on route to Ice Harbor Dam, they heard an over-



view of the Snake River System from U.S. Army Corps of Engineers representatives and saw a barge in the process of being loaded at Tri-Cities Grain. They also heard from a National Oceanic and Atmospheric Administration research fisheries biologist on West Coast salmon recovery and orca health. Once at the dam, the group had the opportunity to go through the navigation lock and then see where the turbines are housed. They also got a brief overview of the fish ladders and the steps Bonneville Power Administration is taking to help salmon move past the dam. For a complete report, visit wawg.org/legislators-aides-join-industry-stakeholders-for-ice-harbor-dam-tour/. ■



1206NT NO-TILL BOX DRILL

- A heavy-duty design allows this drill to combine the productivity of a large drill with the versatility of a compact drill.
- The no-till fluff and plant system creates the perfect combination for accurate seed placement.
- The modular design of the 1206NT allows this drill to have up to three different box options: native grass, fertilizer, or small seeds.
- A 4-speed gearbox is user-friendly and accurately sets planting rates.

NTA-3510 NO-TILL AIR DRILL

- Large capacity, dual-bin carts allow for easy filling and an auger system makes emptying of the cart effortless.
- Coulter-assisted opener system splits no-till seeding into two operations: penetration and seed placement.
- Integral cart-implement linkage offers exceptional maneuverability.
- Uniform seed distribution ensures that the seed gets to the bottom of the trench.



VERTICAL TILLAGE TOOLS



CONVENTIONAL TILLAGE TOOLS



PRECISION APPLICATION TOOLS



5'-10' COMPACT DRILLS



HEAVY-DUTY NO-TILL DRILLS



FULL LINE OF PLANTERS



FINISHING TOOLS



COVER CROP TOOLS

VISIT YOUR LOCAL GREAT PLAINS DEALER OR GET MORE INFORMATION AT: 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

Interested producers must sign up for either program by March 15, 2020.

The 2018 Farm Bill reauthorized and made updates to these two U.S. Department of Agriculture (USDA) Farm Service Agency (FSA) programs. ARC provides income support payments on historical base acres when actual crop revenue declines below a specified guarantee level. The PLC program provides income support payments on historical base acres when the price for a covered commodity falls below its effective reference price.

“The ARC and PLC programs, in combination with crop insurance, are the bedrock of the farm safety net for crop farmers and something I hear about frequently on the road,” said Ag Secretary Sonny Perdue. “This exciting opportunity for enrollment in these programs marks the first time folks will have the opportunity to switch their elections since the 2014 Farm Bill was implemented. I am pleased to add that this announcement means our staff has met yet another major farm bill implementation goal, and they are continuing to move full speed ahead.”

Covered commodities include barley; canola; large and small chickpeas; corn; crambe; flaxseed; grain sorghum; lentils; mustard seed; oats; peanuts; dry peas; rapeseed; long grain rice; medium grain rice (which includes short grain rice); safflower seed; seed cotton; sesame; soybeans; sunflower seed; and wheat.

Updated provisions in the 2018 Farm Bill allow producers with an interest in a farm to enroll and elect coverage in crop-by-crop ARC-County or PLC or ARC-Individual for the entire farm, for program year 2019. The election applies to both the 2019 and 2020 crop years. If a 2019 election is not submitted by the deadline of March 15, 2020, the election defaults to the current elections of the crops on the farm established under the 2014 Farm Bill. No payments will be earned in 2019 if the election defaults.

For crop years 2021 through 2023, producers will have an opportunity to make new elections. Farm owners cannot enroll in either program unless they have a share interest in the farm.

Once the 2019 election and enrollment are completed, producers on the farm for 2020 can complete an enrollment contract for the 2020 crop year beginning Oct. 7, 2019, and ending June 30, 2020. For other changes to farm programs made in the 2018 Farm Bill, see page 14.

Although 2019 enrollment began Sept. 3, 2019, and must occur first, a producer waiting until Oct. 7, 2019, to enroll is afforded the opportunity to enroll in either program for both 2019 and 2020 during the same office visit. During this time, farm owners have a one-time opportunity to update PLC payment yields that takes effect beginning with crop year 2020. If the owner accompanies the producer to the office, the yield update may be completed during the same office visit.

Web-based decision tools

In partnership with USDA, the University of Illinois and Texas A&M University are offering web-based decision tools to assist producers in making informed, educated decisions using crop data specific to their respective farming operations (as of press time, the tools were still being updated). Tools include:

- Gardner-farmdoc Payment Calculator, the University of Illinois tool that offers farmers the ability to run payment estimate modeling for their farms and counties for ARC-County and PLC. The tool can be accessed at fd-tools.ncsa.illinois.edu/#/
- ARC and PLC Decision Tool, the Texas A&M user-friendly tool that allows producers to analyze payment yield updates and expected payments for 2019 and 2020. Producers who have used the tool in the past should see that their user name and much of their farm data is already available in the system. The tool can be accessed at afpc.tamu.edu.

The Washington Association of Wheat Growers is working with Washington State University Extension and local Farm Service Agency offices to hold grower seminars once online decision tools are fully available. Watch wawg.org, Greensheet and *Wheat Life* for more information.

Crop insurance considerations

Producers are reminded that enrolling in ARC or PLC programs can impact eligibility for some forms of crop insurance. Producers who elect and enroll in PLC also have the option of purchasing Supplemental Coverage Option (SCO) through the USDA Risk Management Agency (RMA). Producers of covered commodities who elect ARC are ineligible for SCO on their planted acres.

For more information on ARC and PLC, download FSA's program fact sheets at fsa.usda.gov/programs-and-services/arcplc_program/index. ■

How are we doing?

Like something you read in *Wheat Life*? Disagree with something you read in *Wheat Life*? Let us know by emailing your comments and suggestions to editor@wawg.org or mail them to 109 East First Avenue, Ritzville, Wash., 99169-2394. Please keep submissions less than 350 words. Submissions may be edited for length. ■

FARM & HOME SUPPLY

1-888-643-3395 • 509-843-3395

www.fhsupply.com Pomeroy, WA

1997 JD 8300T, 24" tracks, PTO.....\$29,500
 2014 CaseIH 580 QuadTrac, PTO, 36" Tracks, Eng.
 Brake, 2240 hrs.....\$256,500
 '08 Case IH 435 HD Steiger, triples, PTO...\$134,750
 '89 JD 7722 Combine w/25' header.....\$17,500
 1550 Gal. BackPacker, 32' Chisel, McGregor 1-1/4"
 round shanks, tine harrow.....\$15,500/OBO
 CaseIH 3020 Header, 35', nice cart.....\$15,500
 New Great Plains 3000 Turbo Max/Harrow....CALL!
 New G.Plains 3010 No-Till Drill 7.5" spacing.. CALL
 Great Plains 40 ft. 35-4000 DDisk drill, 7.5 inch
 spacing w/535 gal. starter fert. system\$45,500
 G.Plains 36' Folding DDisk Drill, 7" spcing..\$12,500
 28' Donahue Machine Trailer.....\$2,500
 Great Plains 3010 No-Till Grain Drill,
 10" space\$85,000



CLASS 8 TRUCKS

521 N. EASTERN • SPOKANE, WA

(509) 534-9088 • class8trucks@aol.com



Our trucks find friendly roads everywhere!!

Richard Tass of Klondike Ranch Ltd. in Buffalo, Wyo., needed more whoa and a little more GO! This beautiful Sterling is perfect for hauling livestock.

Marc B. Lange (509) 991-9088

Scott Lund (509) 995-5024

Jeff Miller (509) 599-9926

NOT JUST TRUCKS, TRAILERS TOO!

www.class8trucksales.com

FOR RENT

WASHINGTON WHEAT FOUNDATION ANNEX

Rental Includes:

Seats 100 • Full service kitchen • Wi-Fi
 Free coffee and tea • Pull out 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 Chauna Carlson at the Washington
 Wheat Foundation rental line
(509) 659-1987

"WE'RE HAPPY WE MADE THE MOVE TO RIVERBANK."

They understand Ag banking and care about
the unique needs of our business."



Jamie Rovey,
General Manager

Janette Smith,
Office Manager

Josh Bafus,
Agronomist

509.744.6904

Contact Shelley to schedule a visit
and learn how RiverBank can help you.



"I have focused on the financial needs of
farmers, ranchers and agri-business for
over 25 years and look forward to
learning about your operation."

Shelley Kramer, VP/Commercial Banker
Ritzville, Resident



RIVERBANK

We Bring Banking to You!

riverbankonline.com

202 E. Spokane Falls Blvd. Spokane, WA | 99202



FDIC

POLICY MATTERS

Wheat industry welcomes news of U.S.-Japan trade deal

Last month, President Trump announced a trade agreement in principle between the U.S. and Japan that will keep exports of U.S. wheat flowing to a very large and crucial market for U.S. farmers.

"We are very happy that this agreement will end the growing competitive cost advantage that Canadian and Australian wheat imports got under the Comprehensive and Progressive Trans-Pacific Partnership (CPTPP) agreement," said U.S. Wheat Associates (USW) chairman and Paulding, Ohio, farmer Doug Goyings. "We want to say thank you to the negotiators at the U.S. Trade Representative office and at the U.S. Department of Agriculture (USDA) trade and foreign affairs office for working so hard to prevent more export losses for farmers like me."

"We applaud the administration for completing this much needed trade deal with Japan," stated National Association of Wheat Growers (NAWG) president and Lavon, Tex., farmer Ben Scholz. "This is a huge win for those of us who grow wheat and all U.S. farmers and ranchers."

"Chief Agricultural Negotiator Gregg Doud and USDA Under Secretary Ted McKinney deserve special recognition for their efforts," said USW President Vince Peterson. "They immediately understood what was at stake for wheat farmers without a trade deal and made this outcome a priority. We also thank government officials and our flour miller customers in Japan for their forward-thinking approach to the situation."

U.S. wheat farmers in partnership with USDA's Foreign Agricultural Service have helped build a strong demand among Japan's flour millers for several classes of U.S. wheat grown in the Pacific Northwest to the northern and central Plains.

However, when the CPTPP was implemented Dec. 30, 2018, without the U.S., the effective tariffs on imported Canadian and Australian wheat started to decline. Locked out of the agreement, U.S. wheat imports would have become less and less cost competitive to the point that Japan's flour millers would have no other choice than to buy the lower cost wheat from the CPTPP member countries.

The new agreement helps protect U.S. exports that rep-

resent about 50 percent of the sophisticated and demanding Japanese wheat market, with average annual sales of about 3 million metric tons that are currently worth about \$700 million per year.

USW and NAWG believe that resolving such trade issues can again lift the rural economy by opening new markets for our wheat and other agricultural exports and increasing access in existing markets. The organizations would now welcome new trade negotiations such as with countries in the rapidly growing Southeast Asian and South American regions. ■

Comparing farm bills; what producers should be aware of

From the Farm Service Agency

The 2018 Farm Bill amended the 2014 Farm Bill and reauthorized the Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) programs with modifications. The ARC program is an income support program that provides payments when actual crop revenue declines below a specified guarantee level. The PLC program provides payments when the effective price for a covered commodity falls below its effective reference price. Though much of the main structure of the ARC and PLC programs was retained in the 2018 Farm Bill, a few mandatory and discretionary changes were made to ARC and PLC in regulations. The following information covers the changes for the ARC and PLC programs for the 2019 through 2023 crop years.

TREATMENT OF BASE ACRES ON FARMS ENTIRELY PLANTED TO GRASS, PASTURE, IDLE OR FALLOW. The 2014 Farm Bill placed no restrictions on farms planted to grass, pasture, idle or fallow in any year.

In the 2018 Farm Bill, base acres on farms where all cropland acres have been planted entirely to grass or pasture, including cropland that was idle or fallow, from Jan. 1, 2009, through Dec. 31, 2017, will be maintained; however, no ARC or PLC payments will be issued for those base acres from 2019 through 2023. Identified farms meeting these criteria cannot be combined with another farm in order to circumvent these provisions. ►

POMEROY GRAIN GROWERS



Central Ferry Terminal

Serving farmers for over 85 years

- ➔ Competitive Seed Sales ➔ Certified Crop Advising
- ➔ Custom Minimum-Till Fertilization
- ➔ Custom Seeding & Spraying ➔ Fertility Services
- ➔ Soil Sampling, Record Keeping & GPS Mapping
- ➔ Grain Sales - Truck & Barge Grain Shipping

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

Pomeroy Grain Growers, Inc.

Pomeroy Grain Office 509-843-1694

Pomeroy Agronomy 509-843-1394

Farm Commodities-Colfax 800-424-5056

www.pomeroygrain.com

Proudly serving
our Rural Communities
for 75 Years.

**We believe in the value of a
handshake, firm commitments,
and lifelong relationships.**



Come visit us in
Colfax, Dayton, LaCrosse, Pasco, Pomeroy



**Bank of Eastern
Washington**

A BRANCH OF Bank of Eastern Oregon

Varieties that lead the industry. And lead you to better yields.

With AgriPro® brand wheat varieties continuing to push for genetic diversity, it's no wonder AgriPro makes up the largest portfolio in the wheat industry and consistently ranks in the top yield groups in every region. New releases show improved yield of 3 to 5% over current varieties. It's time to plant top-performing wheat varieties in your field.

SY Assure Strengthen your returns

SY Octane New DNS variety for fall planting

AgriPro®

To learn more, contact your local AgriPro Associate or visit AgriProWheat.com.

syngenta®

©2019 Syngenta. Some or all of the varieties may be protected under one or more of the following: Plant Variety Protection, United States Plant Patents and/or Utility Patents and may not be propagated or reproduced without authorization. AgriPro®, the Alliance Frame, the Purpose Icon and the Syngenta logo are trademarks of a Syngenta Group Company. 9.9APR00901 D-3

ELECTION OF ARC OR PLC. The 2014 Farm Bill required producers to make a one-time unanimous and irrevocable election to obtain PLC or ARC-CO on a covered, commodity-by-commodity basis. An election of ARC-IC applied to all covered commodities on the farm. The election was effective for the 2014 through 2018 crop years.

The 2018 Farm Bill requires a unanimous election to obtain PLC or ARC-CO on a covered commodity-by-commodity basis that will remain in effect for the 2019 through 2023 crop years. An election of ARC-IC in any year will apply to all covered commodities on the farm. Starting with the 2021 crop year, and each crop year thereafter through 2023, the producers on a farm may change the election of PLC or ARC on a year-to-year basis.

ARC-CO PAYMENTS BASED ON PHYSICAL LOCATION OF THE FARM. The 2014 Farm Bill provided that payment rates for covered commodities with an ARC-CO election were based on the yield data from the administrative county of the farms determined by the Farm Service Agency (FSA).

In the 2018 Farm Bill, beginning with crop year 2019, payments for covered commodities with an ARC-CO election will be based on the yield data of the county where each tract is physically located. ARC-CO revenues will be weighted by base acres from each physically located tract, then summarized to the administrative farm level to determine the payment rate.

COUNTY YIELD DATA. The 2014 Farm Bill provided the actual and benchmark ARC-CO per-acre yields that were established using the following data sources as determined by the secretary: National Agricultural Statistics Service (NASS) county yield; Risk Management Agency (RMA) and other sources determined by the state committee.

Effective for each of the 2019 through the 2023 crop years, the 2018 Farm Bill stipulated that the actual and benchmark ARC-CO per-acre yields will be established using the following three data sources in the following order of precedence: RMA, NASS and other sources determined by the state committee.

YIELD UPDATES. The 2014 Farm Bill allowed for a one-time opportunity to update farm PLC yields on a covered commodity-by-commodity basis. The updated yield was used in calculating PLC payments for crop years 2014 through 2018 on covered commodities that had elected PLC.

The 2018 Farm Bill allows producers a one-time opportunity to update farm PLC yields on a covered commodity-by-commodity basis in 2020. The updated yield will be used in calculating PLC payments for crop years 2020

through 2023 for covered commodities that have elected PLC.

REFERENCE PRICE VS. EFFECTIVE REFERENCE PRICE. The reference price of wheat is \$5.50 per bushel. The effective reference price means the lesser of:

- An amount equal to 115 percent of the reference price for the applicable covered commodity, or
- The greater of the reference price of the applicable covered, or 85 percent of the Olympic average of the marketing year average price of the applicable covered commodity for a five-year period prior to the previous crop year.

For PLC, the 2014 Farm Bill made PLC payments to producers when the effective price for the applicable covered commodity was less than the reference price for the covered commodity.

The 2018 Farm Bill will make a PLC payment to producers when the effective price for the applicable covered commodity is less than the effective reference price for the covered commodity.

For ARC, under the 2014 Farm Bill, if the 12-month national average market price for any year in the benchmark calculation is less than the reference price, then the reference price was substituted for the 12-month national average market price for that year.

In the 2018 Farm Bill, if the 12-month national average market price for any year in the benchmark calculation is less than the effective reference price, then the effective reference price will be substituted for the 12-month national average market price for that year.

DETERMINING COUNTIES AND CROPS WITH A SEPARATE IRRIGATED AND NONIRRIGATED GUARANTEE AND ACTUAL REVENUE. The 2014 Farm Bill directed the secretary, to the extent practicable, to calculate a separate actual revenue and guarantee for irrigated and nonirrigated covered commodities. FSA implemented the policy by determining that a county and crop combination must have at least 25 percent of the acreage irrigated and 25 percent of the acreage nonirrigated using FSA planted data for the 2008 through 2013 crop years.

Under the 2018 Farm Bill, the same language was used except that the phrase “to the extent practicable” was removed. FSA policy for determining a county and crop that will have a separate irrigated and nonirrigated guarantee and actual revenue will be based on RMA data. In order to be designated a county with a separate irrigated and nonirrigated guarantee and actual revenue, one of the following items must occur:

- RMA irrigated and nonirrigated data must be available in three of the five years between the years 2013 and 2017, or
- Both of the following: FSA irrigated and nonirrigated data must indicate the county had at least 10 percent irrigated and 10 percent nonirrigated in the county between the years 2013 and 2017 and an average of 5,000 acres was planted in the county every year from 2013 through 2017.

FSA will evaluate these counties beginning in 2021.

For more information on FSA programs, eligibility and related information, visit fsa.usda.gov. ■

Are you receiving your ALERT?

With their annual membership, Washington Association of Wheat Growers members can receive industry updates through the weekly digital Greensheet ALERT via email. If you are not receiving this ALERT, either we don't have your current email address, or our ALERT is going into your spam folder. Call our office at (509) 659-0610 to make sure we have your email address. ■

IS YOUR FARMLAND LEASE OR CRP CONTRACT EXPIRING SOON?

Now's the time to let our ag land marketing experience and knowledge turn your acreage into CASH!



C.D. "Butch" Booker
Broker/Auctioneer

809 N. Main, Colfax WA 99111
509-397-4434 • Licensed in Wash.

Locally owned & operated



kincaidre@colfax.com
www.kincaidrealestate.com



An Hour of Your Time May Be Worth More Than You Think



Schedule your retirement review today.

It's been said that we spend more time planning vacations than planning for retirement. Schedule your retirement review so you can understand:

- How much you'll need to retire
- If you are on track for your retirement goals
- Which IRA is right for your retirement needs – Roth or traditional
- The importance of asset allocation and how it can help as you work toward your long-term goals

Let's set aside some time to make sure you are on track for the retirement you have envisioned.



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



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



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



Brian E. Bailey AAMS®
Financial Advisor
303 Bridge Street Ste. 3
Clarkston, WA 99403
509-758-8731
866-758-9595



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



Jay Miazgar AAMS®
Financial Advisor
609 S. Washington
Ste. 203
Moscow, ID 83843
208-882-1234



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



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

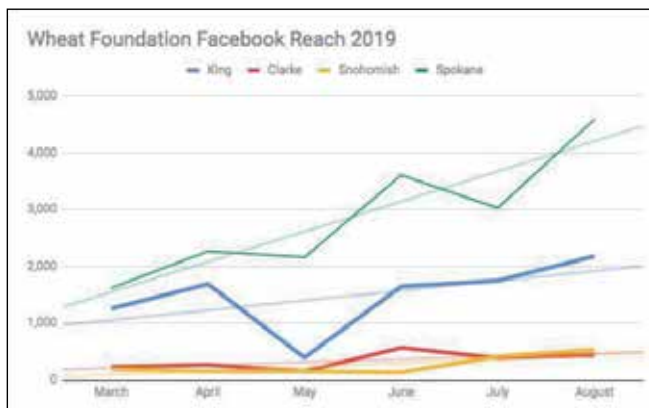
www.edwardjones.com
Member SIPC

Edward Jones®
MAKING SENSE OF INVESTING

WASHINGTON WHEAT FOUNDATION SOCIAL MEDIA & OUTREACH PLAN

(Prepared by North By Northwest) August has been our best month yet! We reached more than 100,000 people this month and only spent about \$10. We spend most of the month celebrating harvest images, gathering footage and sharing stories. A huge thank you to all the farmers who let us tag along. We also covered the baking workshop that the Foundation sponsored in Spokane, Wash. We will be out again in September focusing on more seeding stories. We will also be ramping up publicity for the booth at the Inland NW Craft Beer Festival in September.

In the accompanying chart, you'll see our progress since March reaching people on the west side of the state. Overall, we are on an upward trend there and will continue to boost our messages in those counties while keeping it financially responsible.



DONATIONS NEEDED FOR WASHINGTON WHEAT FOUNDATION'S 2019 TRI-STATE CONVENTION AUCTION

Each year, the Foundation embarks upon fundraisers to provide for our educational and awareness efforts. One of the primary fundraisers is the dinner and auction at the Tri-State Convention. This year the auction is Friday, Nov. 15, 2019, at 6 p.m. at The Davenport Grand Hotel in Spokane, Wash. All proceeds go to support educational programs and scholarships administered by the Foundation. All donations are welcome and appreciated.

If you and/or your company would like to make a charitable contribution to the 2019 Washington Wheat Foundation Auction, please fill out the form below and fax it to the WAWG office at (509) 659-4302 or mail it to 109 E. First Ave. Ritzville, WA 99169. If you have questions, contact Walt Neff at (509) 544-9099 or neffrnch@bossig.com, or Kate Malone at (509) 710-3559 or kate25malone@hotmail.com. ■



AUCTION DONATION FORM

Donor or Company Name _____

Contact Name _____

Phone _____

Description of Donated Item(s) _____

Market value of donated item(s) _____

Calendar:

- Washington Wheat Ambassador Program application deadline **Oct. 15, 2019**. Information and an application can be found online at wawg.org/washington-wheat-ambassador-program/. Open to high school seniors.
- Washington Wheat Foundation Meeting **Oct. 21, 2019**, at 1 p.m. at the Wheat Foundation Building in Ritzville, Wash.
- Tri-State Grain Growers Convention **Nov. 13-16, 2019**, in Spokane, Wash.

Reminders:

- Remember the Foundation in your charitable giving. Go to wawheat.org to find out more about ways that you can support your industry.

Washington Wheat Foundation
P.O. Box 252
Ritzville, WA 99169
(509) 659-1987
wawheat.org

WASHINGTON WHEAT AMBASSADOR PROGRAM

There's more to *farming* than sitting on a tractor.



We help build leaders.

High school seniors apply today.

www.wawg.org/washington-wheat-ambassador-program

509-659-0610

Deadline: October 15, 2019

This is a program of the Washington Association of Wheat Growers
Contributions made in part by the Washington Wheat Foundation

Calling all producers

THERE'LL BE SOMETHING FOR EVERYONE AT THE 2019 TRI-STATE GRAIN GROWERS CONVENTION



Nov. 13-16, 2019
 Davenport Grand Hotel,
 Spokane, Wash.
 For hotel reservations, call
(800) 918-9344.
 Early bird hotel registration
 ends **Oct. 18, 2019.**

Register online at
wawg.org

It hardly seems possible, but once again, the annual Tri-State Grain Growers Convention is almost here.

This year's gathering will be held at the Davenport Grand Hotel in Spokane, Wash., Nov. 13-16. As in years past, the convention will offer producers a mix of policy updates, entertainment and education, not to mention a healthy dose of networking and socializing.

"The convention is one of the highlights of the year. It's an opportunity for producers to get out of the field and hear from some of the top policy leaders and experts in the agricultural world," said Michelle Hennings, executive director of the Washington Association of Wheat Growers (WAWG). "The wheat organizations of Washington, Oregon and Idaho work all year putting the convention schedule together. There will be something for everyone to enjoy and learn from."

The 2019 Tri-State Grain Growers Convention is sponsored by WAWG, the Oregon Wheat Growers League and the Idaho Grain Producers Association.

The convention is also an opportunity for WAWG leaders to review policy resolutions with members, which helps direct the organization's efforts for the coming year. The WAWG all-committee meeting is scheduled for Thursday, Nov. 14, at 9:30 a.m. All WAWG members are encouraged to attend to provide input.

"WAWG is a member-led organization, so it is imperative that we hear from our producer members on the issues that are important to them," Hennings said. "If a member has a concern but can't attend the committee meeting, they are welcome to call the WAWG office at (509) 659-0610 and speak to one of our employees. We can take that information to the meeting for them."

Convention goers will jump right into the policy deep end, as the first full day of the event kicks off with a national wheat organization panel to discuss national ag issues. The panel will be moderated by Philip Brasher, executive editor for *Agri-Pulse*.

Stephen Censky, deputy secretary for the U.S. Department of Agriculture, has been invited to talk about implementation of the 2018 Farm Bill and other U.S. Department of Agriculture grower programs, and nationally known speakers, Peter Zeihan and Jim Morris, will be giving keynote addresses (see sidebars on pages 22 and 24). Mark Peterson, KXLY weatherman, will provide a long-term weather forecast for the Pacific Northwest. Comedian and armchair philosopher Chad Prather will be emceeing the convention.

Breakout sessions will cover topics as diverse as herbicide resistance; farm bill program choice; canola production and marketing in the Pacific Northwest; commodity markets and family farm transitions.

The annual auction and dinner on Friday, Nov. 15, will provide a wealth of Christmas shopping opportunities and a chance to help support the educational efforts of the three state's industry organizations. If you'd like to donate an item to either the silent or live auction, please contact the Washington Wheat Foundation at (509) 234-5824 or see form on page 18.

Two popular programs will be returning this year: the photo contest and the 15x40 program.

The 15x40 program offers a free convention registration to 15 Washington state producers under 40 years of age who haven't attended the convention before. This is a first-come, first-served program, and it tends to fill up quickly. Besides a convention registration, if the participant isn't a WAWG member, he or she will get a one-year paid association membership. Producers will be responsible for travel and lodging costs. To register, call the WAWG office at (509) 659-0610.

The grand prize in our photo contest will be a free registration to the 2020 Tri-State Grain Growers Convention, which will be held in Coeur d'Alene, Idaho. Winning photos may be used in 2020 marketing materials and will be published in *Wheat Life*, *Oregon Wheat* and *Idaho Grain* magazines. Entries will be displayed throughout the 2019 convention area. Contest is open to convention registrants only, and photos must have been taken within the last 12 months. Submissions must be received by noon, Thursday, Nov. 14, 2019, at the convention registration desk. All entries must be matted in an 8x10 format (no glass). On the back, please write photographer's name, contact and caption information. For more information, please contact Lori Williams at lori@wawg.org or by phone at (509) 659-0610.

Early bird registration for the Davenport Grand Hotel ends Oct. 18, 2019. The Davenport is located in downtown Spokane, Wash., within walking distance of theaters, art galleries, restaurants and shopping. Guests of the Davenport Grand will have full access to the pools at the company's other properties—The Historic Davenport Hotel and The Davenport Tower. Also located at the Historic Davenport Hotel is the Davenport Spa and Salon. The concierge desk can help arrange transportation (based on availability) to the other properties.

Registration and a complete convention schedule is available on our website at wawg.org/convention/. Here's a closer look at some of the breakout sessions scheduled for the 2019 convention:

• **2018 Farm Bill and the Natural Resource Conservation Service (NRCS) of the Future by Roylene Comes at Night, Washington state conservationist; Jay Gibbs, Oregon state conservationist; Curtis Elke, Idaho state conservationist.** Now that programs under the 2018 Farm Bill are being implemented, what changes should



Attendees at last year's Tri-State Grain Growers Convention.

growers expect? What is the future of programs such as the Conservation Reserve Program, the Environmental Quality Incentives Program and the Conservation Stewardship Program? Join state conservationists in this educational breakout to discuss critical conservation efforts, policy and the NRCS of the future.

• **What is on the Horizon? A Barley Breeders Panel with Robert Brueggeman, Washington State University Robert A. Nilan Endowed Chair in Barley Research and Education; Dr. Patrick Hayes, Oregon State University barley breeder; Dr. Gongshe Hu, U.S. Department of Agriculture's Aberdeen, Idaho, barley breeding program; Michael McKay, McKay Seed Company director of research.** If you are a Pacific Northwest (PNW) grain grower, brewer, maltster or an interested and enthusiastic beer drinker, our PNW breeding programs play an integral part in barley and beer industries. Join barley breeders and industry experts as they tackle everything from malting barley varieties to meet the growing demand of craft brewers, to food barley varieties and the challenges and opportunities that lie ahead for PNW barley growers.

• **Making the Case for Food Barley with Dr. Corrie Whisner, assistant professor at Arizona State University, and Bryce McKay, McKay Seed Company director of marketing.** We know Pacific Northwest (PNW) barley contributes to tasty beer, but did you know barley is a rich source of soluble fiber and aids in good gut health? Come hear from the experts as they delve into the benefits of barley in the human diet, along with what initiatives are underway to

promote food barley consumption in the PNW and beyond.

- **DIY Workshop with Creative Fix + Co.** Create your own wall-worthy décor in a fun, easy, DIY-workshop setting. Choose from farm-themed options—artistic ability not required and all supplies provided. \$25 payable at the door. Class limited to the first 25 to arrive to the session.

- **Commodity Market Situation and Outlook by Randy Fortenberry, Washington State University.** Marketing strategies are essential to manage your risk. In this session, we will look at market behaviors, price dynamics and market opportunities moving forward. What is the outlook for the coming year, and what strategies should you put in place?

- **Grain Shipping on Our Rivers by Kristin Meira, Pacific Northwest Waterways Association.** Grain is king when it comes to the commodities that move on the Columbia and Snake rivers. This presentation will feature the latest updates about infrastructure projects planned for our working rivers,

what's really happening on the Snake River, and how the Columbia River Treaty negotiations are important to future shippers.

- **Family Farm Transition - Limited Growth by Shackling the Next Generation by Brenik Iverson, Leffel, Otis & Warwick, P.S.** Family-owned farmland is the heart of many estates. How the land is transitioned to the next generation can have lasting effects on future growth for on-farm successors. This session will explore issues and solutions related to "tying down the family land" for future generations.

- **What Advancements Lie Ahead for Crop Production?** Understanding molecular biology and genomics is a promising field. Plant genomics has sped up the ability to provide advanced research and data on plant biology. This new insight in molecular biology helps us understand the plant's structure, how it functions, and its evolution. Don't miss this innovative and thought-provoking discussion. ■

Navigating through a field of dreams

By Trista Crossley

Every speaker needs a hook, and **Jim Morris** has a great one.

"I had a movie made about me that had a good looking guy play me," Morris explained.

Morris will be one of the keynote speakers at the 2019 Tri-State Grain Growers Convention Nov. 13-16 at the Davenport Grand in Spokane, Wash. The movie he is referring to is 2002's "The Rookie," which featured Dennis Quaid.

In 1999, 11 years after retiring from minor league baseball and putting his hopes of becoming a major league baseball pitcher aside, Morris was working as a high school science teacher and baseball coach in Texas. After challenging his students to work hard for their dreams, his players bet him that if they won the district championship, he would try out for the major leagues. Like any feel-good Hollywood script, the end was almost already written at that point.

Morris' team won the championship, and he committed to a major league tryout, which led to professional baseball contracts with the Tampa Bay Devil Rays in 2000 and the Los Angeles Dodgers in 2001. The movie charts the 35-year-old high school teacher's rise to major league pitcher. Morris uses that experience and the universal

need to follow one's dreams to connect with audiences all over the world, even in areas where he has no experience.

"Baseball, for me, was my dream," he said. "Anybody can plug their dream in with what I did and see themselves overcoming obstacles. That's the way I approach every audience. It's about baseball, but it's not about baseball."

To keep his message positive and uplifting, Morris said he relies on advice he got from his grandfather, who told him to treat everybody he ever met like he'd want his grandmother treated, and he believes that message will connect with farmers.

"You see from Washington (D.C.) on down, anger, divisiveness, separation, animosity and anger. We've gotten away from the truth, and the truth is so skewed, nobody knows what it is anymore," he said, adding that more than anything, he wants people to find humor in his experiences.

"I want to make people laugh. I don't make fun of anybody but myself," he said.

Morris' convention keynote address is scheduled for lunch on Friday, Nov. 15. To learn more about Morris, visit his website at jimtherookiemorris.com. To register for the 2019 Tri-State Grain Growers Convention, visit wawg.org/convention. ■



WAWG is looking for a few farmers younger than 40 who haven't attended the Tri-State Grain Growers Convention for the

15x40
program.

WAWG will pay for the convention registration of **15** farmers under the age of **40** who have not attended the annual convention. Available on a first-come, first-serve basis.

- If the participant **IS** already a member, this is an opportunity to learn more about WAWG and to hear from experts through the special seminars at convention.
 - If the participant is **NOT** already a member, you will get all of the above, plus a one-year paid membership to WAWG.
-

For more information or to nominate someone, please call the WAWG office at 509-659-0610. Program does not pay for hotel or other travel expenses.



Charting a path through a rearranged global economy

By Trista Crossley

For a guy who routinely talks about the end of the world order as we know it, **Peter Zeihan** sure is popular.

Zeihan, a geopolitical strategist, book author and popular speaker, will be one of the keynote speakers at the 2019 Tri-State Grain Growers Convention Nov. 13-16 at the Davenport Grand in Spokane, Wash. He last spoke at the 2017 convention where he predicted that in the future, the U.S. would withdraw from the global economy, and much of the world would struggle to find food while the U.S. and a few other countries prospered. His presentation was well received, and farmers have been asking to bring him back. This time around, he'll be focusing on what he called the "middle" ground, what farmers have to look forward to as the U.S. finds its place in a rearranged global economy.

"The U.S. never built its economy on the global system," Zeihan said. He explained that if anything knocks the world on its side, only two sectors in the U.S. are internationally vulnerable: technology and agriculture. Technology, because most of today's gadgets are built overseas, and agriculture, because in many cases, it is the only area where other countries have any leverage against the U.S.

"The U.S. is the lowest cost, high quality producer of food and is reliable, which means we have been able to grow more and (grow a larger) variety of crops than everybody else. But we also produce twice the number of calories we can eat, which means it has to be exported. Agriculture is so productive that it has become exposed to the system," he said. "In the midterm, agriculture is one of the sectors that can suffer as the U.S. tries to hammer down the mechanics of how the world works in the future. Once we are through that transition period, though, streets will be paved with American gold."

Zeihan said he's always been interested in "all things international." In 2012, after stints with the U.S. State Department in Australia, a Washington, D.C., think tank and Stratfor, a private intelligence company, he founded his own firm in 2012 to provide custom analytical products to clients. Although his clients vary from energy majors, financial institutions, business associations, agricultural interests and universities to the U.S. military, Zeihan has found a way to tailor his presentation to each specific audience. He generally divides his speeches into parts, first explaining how the world got to where it's at and then transitioning into specifics on trade. He uses the final part



of his presentation to delve specifically into the issues each particular audience is concerned with.

With a topic as complicated and convoluted as geopolitics, it can be easy to get lost in the weeds and overwhelm the audience with information. Zeihan said he makes sure to keep coming back to issues that his audience cares about. For agriculture, that usually means the transport supply chain and markets. He said he takes care to present his information without bias.

"Sometimes people ask me political questions, and I have to dive into the U.S. being in a transition moment. I look

at things structurally rather than politically as a rule. I either piss no one off, or I piss everyone off equally," Zeihan said, laughing.

Some Eastern Washington wheat farmers may be wondering why they should care about what's happening in the rest of the world. Zeihan has an answer for that. He pointed out that the global wheat market has been dominated by seven players for the last half century, and six of them have been growing at the cost of the American wheat farmer. But according to Zeihan, that's about to end.

"The wheat market is about to be the most dynamic since the Napoleonic Wars (1803-1815). That is when the American farmer made mad bank for 60 straight years," he said. "During the Napoleonic Wars, every major wheat producer on the planet except America was at war with each other. There was a global famine, and it was up to American farmers to fill the gaps. We failed, but wow, farmers made a lot of money."

Zeihan predicts the world is on the verge of another global famine, which will drive wheat prices up.

In general, Zeihan wants audiences to take away three things from his presentations:

- Change is in the air, and we are far past the point of no return. We need to understand the players and the structures that make the world work.
- Those players and structures aren't going to work much longer.
- That's not necessarily a bad thing.

Zeihan's convention keynote address is scheduled for breakfast on Friday, Nov. 15. To learn more about Zeihan, visit his website at zeihan.com. To register for the 2019 Tri-State Grain Growers Convention, visit our website at wawg.org/convention. ■



**2018 winner,
Judy von Borstel
of Grass Valley, Ore.**

Photo Contest

We want to see your photos of scenic farm life!

The grand prize will be a free registration to the 2020 Tri-State Grain Growers Convention to be held in Coeur d'Alene, Idaho. Winning photos may be used in 2020 marketing materials and may be published in *Wheat Life*, *Oregon Wheat* and *Idaho Grain* magazines. Entries will be displayed throughout the 2019 convention area. Contest is open to convention registrants only. Photos must have been taken within the last 12 months.

Submissions must be received by **noon, Thursday, Nov. 14, 2019**, at the convention registration desk. All entries must be matted in an 8x10 format (no glass). On the back, please write photographer's name, contact and caption information. For more information, please contact Lori Williams at lori@wawg.org or by phone at 509-659-0610.





Nov. 13-16, 2019

**Davenport Grand
Hotel, Spokane, WA**

**Register online
at wawg.org**



**For hotel reservations
call 800-918-9344**

Located in the heart of Downtown Spokane, within walking distance of theaters, art galleries, spas, restaurants and outdoor activities is the home of the 2019 Tri-State Grain Growers Convention. The Convention Center and INB Performing Arts Center are connected to the hotel via a skybridge. The Spokane Veteran's Arena, River Front Park, Spokane River and Centennial Trail are all within walking distance.

**Early bird registration
ends October 18, 2019**

Chad Prather, Emcee

Chad Prather is known for his way with words. He is a comedian, armchair philosopher, musician, and observational humorist, often recognized from his fast-talking, rapid fire rants from the front seat of his truck. His current "Star Spangled Banter Comedy Tour" is selling out theaters all over America. Chad calls the Fort Worth, Texas, area home. He grew up working with horses and is often recognized by his ever-present cowboy hat.



Stephen Censky (invited)

Mr. Censky is the deputy secretary for the U.S. Department of Agriculture. He previously served as CEO of the American Soybean Association and in both the Reagan and George H. W. Bush administrations at USDA. Mr. Censky received his B.S. in agriculture from South Dakota State University and his postgraduate diploma in agriculture science from the University of Melbourne, Australia. He grew up on a soybean, corn and diversified livestock farm near Jackson, MN.

Peter Zeihan, keynote

Geopolitical strategist Peter Zeihan is a global energy, demographic and security expert. Zeihan's worldview marries the realities of geography and populations to a deep understanding of how global politics impact markets and economic trends. With a keen eye toward what will drive tomorrow's headlines, his irreverent approach transforms topics that are normally dense and heavy into accessible, relevant takeaways for audiences of all types.



Jim Morris, keynote

Jim Morris' journey is a testimony to the power of dreams and their ability to inspire and transform human life. Retired from playing baseball, the high school team he was coaching challenged him about giving up his own goals. Not much later he found himself at a big league tryout. After just three months in the minors, Morris was a major league player for the Tampa Bay Devil Rays. Now a role model to millions, Morris' memoir, *The Rookie*, was made into a major motion picture.

National update with Philip Brasher

Philip Brasher has reported on food and agriculture policy for more than 15 years and currently holds the position of executive editor for *Agri-Pulse*. He will be moderating a panel that includes representatives from U.S. Wheat Associates, the National Association of Wheat Growers, the National Barley Growers Association and the Wheat Foods Council.



Breakout session topics to include:

- Climate forecast
- Crop rotations
- Farm Bill program updates
- Tax law update
- Aerial applications
- And many more...

Auction and Dinner

Auction and Dinner is Friday, Nov. 15, at 6 p.m. Social hour starts at 5:30 p.m. Donation forms can be found at wawg.org.



2019 Convention Registration

Farm or Business Name _____

Name _____ Spouse _____

Address _____

City _____ State _____ Zip _____ Phone Number _____

Email _____ State Affiliation (circle) WAWG OWGL IGPA

FULL REGISTRATION (includes meals)

	#ATTENDING	AMOUNT
Regular Registration	_____ x \$210 =	\$ _____
Spouse Registration	_____ x \$210 =	\$ _____
After 10/18/19	_____ x \$250 =	\$ _____
Non-Member	_____ x \$320 =	\$ _____

*Note: FULL Convention Registration includes Wednesday, Thursday, Friday & Saturday meetings and all meals.

SINGLE DAY REGISTRATION

Single Day	_____ x \$150 =	\$ _____ Thursday, Friday
Single Day	_____ x \$100 =	\$ _____ Saturday
Non-Member Single Day	_____ x \$200 =	\$ _____ Thursday, Friday, Saturday

DINNER & AUCTION - Heads & Tails **Auction Fundraiser**

_____ x \$10 per person = \$ _____

ADDITIONAL Meal Tickets *Available ONLY with a Full Registration

___ Individual Breakfast	_____ x \$30 =	\$ _____
___ Individual Lunch	_____ x \$45 =	\$ _____
___ State Banquet	_____ x \$50 =	\$ _____
___ Dinner & Auction	_____ x \$70 =	\$ _____

Please Indicate Which Meals you will be Attending (for head count purposes):

___ National Organization	___ Oregon Banquet (Thurs)	___ Luncheon (Friday)
___ Update Breakfast (Thurs)	___ Washington Banquet (Thurs)	___ Dinner & Auction (Friday)
___ Tri-State Luncheon (Thurs)	___ Idaho Banquet (Thurs)	___ Breakfast (Saturday)
	___ Opening Breakfast (Friday)	

Please Indicate All that apply:

___ Speaker	___ Committee Chairperson	___ Past Washington Wheat Commissioner
___ Exhibitor	___ Idaho Wheat Commissioner	___ Past Washington Barley Commissioner
___ Sponsor	___ Idaho Barley Commissioner	___ Wheat Foundation
___ Past President	___ Oregon Wheat Commissioner	___ First Time Attendee
___ State Officer	___ Washington Grain Commissioner	___ 15x40 Attendee
___ County President	___ Past Idaho Wheat Commissioner	___ WA Lifetime Member
___ Board Member	___ Past Idaho Barley Commissioner	
___ Executive Committee	___ Past Oregon Wheat Commissioner	

Payment Information

****Please make your check payable to WAWG**

_____ Check _____ Visa _____ MasterCard Total Paid \$ _____

Card # _____ Exp. _____ CVV _____

Name on Card _____

Signature _____

REGISTER ONLINE at www.wawg.org/convention

or mail/fax to 109 E. 1st Ave, Ritzville WA 99169 • 509-659-4302 For Questions call 509-659-0610

WHEAT HARVEST 2019



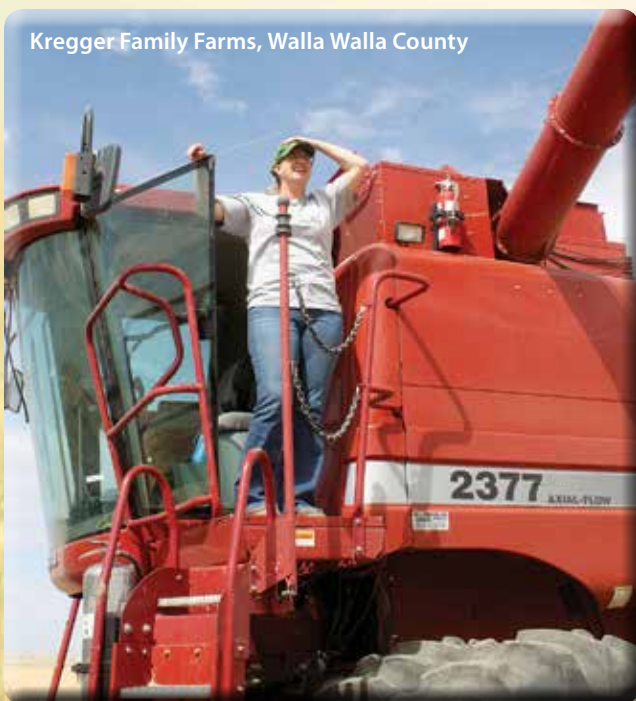
Bailie Land Co., Franklin County



SevenGrains JV, Garfield County



Durheim Farms, Spokane County



Kregger Family Farms, Walla Walla County



Bruce Petty Farms, Asotin County



Dewald Farms JV, Adams County



PNW Farmer's Coop,
Oakesdale Elevator, Whitman County



Holland Boone Farm, Whitman County



Adams Farm Partnership, Douglas County



Wyborney Inc., Lincoln County



Grant Ranches, Walla Walla County

Kregger Family Farms, Walla Walla County



Malone Farms JV, Douglas County



Photo by Jordon Larmer of Lincoln County



Desert Acres Inc, Grant County



Melchers LLC, Adams County





Holland Boone Farm, Whitman County



Bruce Petty Farms, Asotin County



Bailie Land Co., Franklin County



Ritzville Warehouse Co.'s Maier Station, Adams County



Wyborney Inc., Lincoln County



Kregger Family Farms, Walla Walla County



SevenGrains JV, Garfield County



Adams Farm Partnership, Douglas County



Durheim Farms, Spokane County



Greene Ridge Farms, Asotin County



Photo by Jordon Larmer of Lincoln County

Thank you to all the farmers who
let us run around their fields taking
pictures during harvest.

Bruce Petty Farms, Asotin County



Bailie Land Co., Franklin County



Malone Farms JV, Douglas County



SevenGrains JV, Garfield County



Holland Boone Farm, Whitman County



Melchers LLC, Adams County



PNW Farmer's Coop,
Oakesdale Elevator, Whitman County



A mixed bag

MOST 2019 HARVEST YIELDS AVERAGE OR HIGHER, BUT SOME LOW FALLING NUMBERS SHOWED UP

By Trista Crossley

The 2019 wheat harvest has wrapped up, and by most accounts, it was successful. Yields were average to above average, and quality was good, despite cooler temperatures at the end of July and rain in August and September that raised fears of low falling numbers.

Scott Steinbacher, eastern regional manager of the Washington State Department of Agriculture's (WSDA) Grain Inspection, said 2019 has been a typical harvest as far as how many samples they've received. WSDA operates three grain inspection offices in Pasco, Colfax and Spokane, Wash.

"We typically have about 18,000 samples for Eastern Washington. We are on track to hit that in the next week or two," he explained when he was reached for comment on Sept. 11. "Everything looks fairly good, except for falling numbers, which were slightly lower than we would like."

Steinbacher said every year, 1 or 2 percent of the samples that the grain inspection service receives come in below 300 no matter what. This year, they are seeing closer to 7 percent, with most of those being soft white wheat. He

said that's unusual, because typically, club wheat makes up a higher proportion of low falling number tests.

On the surface, that doesn't sound great, but dig a little deeper and the news does get better. Steinbacher explained that although they may be getting slightly more samples testing below 300, most of those are testing at the higher end of the below-300 spectrum, which allows for easier blending. The below-300 samples have come in from across the state with no one area being hit particularly hard.

WSDA hasn't seen any sprout damage from the August rains. Unfortunately, Steinbacher said they have seen some sprout damage from Spokane County spring wheat samples as a result of the rain in September. While it is too early to say how much damage occurred, Steinbacher is hopeful the damage will be minimal, and it won't seriously impact falling number scores.

In the past few years, accuracy of the Hagberg-Perten (H-P) falling numbers test has come under fire from growers. The H-P test is currently the only officially accepted testing method by Eastern Washington's overseas custom-



ers. In 2019, the U.S. Department of Agriculture's Federal Grain Inspection Service (FGIS) implemented a testing directive that factors in barometric pressure. Steinbacher said using that barometric pressure algorithm rather than an elevation correction has improved the testing accuracy.

"(The H-P test) is a destructive test, so we can't send three different cuts of a sample to other offices, but the flour, we can," Steinbacher said. Under FGIS's monitoring system, WSDA submits a weekly sample from each of their test machines to FGIS. Steinbacher said the results are "very tight" and in some cases, both WSDA and FGIS are getting the exact same numbers.

Steinbacher speculated that the rain in September pushed a later-than-normal harvest back by another week. He commended county elevators for doing a good job finding possible low falling number areas and only sending those samples in.

"They did a good job at not inundating us with a bunch of high falling number samples. High falling numbers (tests) take a long time to run. Having that help from industry, we've been able to keep up this year and get results out really quickly," he said.

Wheat Life reached out to several elevators across Eastern Washington to find out more on how the 2019 harvest has panned out.

Tri-Cities Grain

Damon Filan, manager of Tri-Cities Grain in Pasco, said dryland wheat farmers in Franklin County and Benton County all had very good crops, with most of them seeing yields well above normal: 10 to 15 bushels per acre higher in the Horse Heaven Hills and anywhere from 50 to 70 bushels per acre in Franklin County, which usually sees closer to a 35 or 40 bushel per acre yield. Protein was also very good, with a house average of 10.5 percent on soft white; hard red averaged more than 12 percent; and spring wheat was more than 14.5 percent. Filan figured that at least 90 percent of what they got this year is what customers will want to buy.

Nearly all falling numbers scores were running in the 320 to 350 second range, with only an occasional load falling below 300. Filan said although the falling number test has become more consistent, he feels it still has too much variability.

"We are still looking for a reliable test," he said.

While harvest, for the most part, went smoothly in the

Tri-Cities area, trade issues, the lack of trade agreements and the price of grain, which Filan said is "probably \$1 from where it should be," all kept the industry on its toes.

"Interestingly, for the Tri-Cities area, this was one of the cooler summers," he said. "We maybe had five or six days at 100 degrees where we usually have 30 or so. That made it a lot more enjoyable for all of us, including the guys harvesting."

HighLine Grain Growers

Paul Katovich, CEO of HighLine Grain Growers, which handles grain mostly along the Highway 2 corridor from Wenatchee to Spokane, described this year's harvest as better than average overall, both in yield and quality.

"Generally, it seems like a pretty nice crop in the northern region (from Coulee City to Creston)," he said. "It was a hodgepodge in Douglas County. Some areas were below average, but that's true in a lot of years. Washington state has so many topographic variances...unless we are in a severe drought, we usually have some spots that are doing pretty well, and others not so well."

Low falling numbers has shown up at some of HighLine Grain's elevators this year, but Katovich says that isn't unusual.

"Since 2007, this is the 10th time we've seen falling number issues in one part of our footprint or another," he said, adding that it's a relatively normal occurrence that the group has learned to manage for. "(Low falling numbers) are related to elevation and temperature. We have all those things that trigger LMA (late maturity alpha-amylase, one of the causes of low falling numbers). It's no worse than in years past."

Despite the presence of some low falling numbers, Katovich was quick to point out that there was no reason for overseas customers to be concerned.

"We hit the mark in shipping. We are getting better and better loading boats for our customers. Even with falling numbers, we (as an industry) are better year after year at managing that," he said.

Ritzville Warehouse

Andy Wellsandt, controller at Ritzville Warehouse, said the harvest has been above average for both yield and quality.

"We've kind of broken (yield) records the last three years. This year is going to be the same kind of intake as

"Everything looks fairly good, except for falling numbers, which were slightly lower than we would like."

— Scott Steinbacher,
Eastern Regional Manager,
Washington State Department of
Agriculture's Grain Inspection

last year, down maybe a bit from the previous year," he said. "Quality wise, it's very good. Proteins were a little higher than the previous year, but overall, it's just really good."

Wellsandt said the cooler temperatures and rain did slow down the area's harvest, but no falling number issues have been reported.

McCoy Rail Terminal

The McCoy Rail Terminal in Rosalia, owned and operated by Pacific Northwest Farmers Cooperative, takes in grain mainly from the Palouse. Superintendent John Goyke's assessment of the 2019 harvest was that it has been average, both in yield and protein, but very busy.

"We had a record number of trucks come through," he said. "We processed 549 trucks in one day. That's a new record for processing

trucks in a day. Farmers have definitely embraced hauling grain in directly from the field."

As of the first of September, the facility was still averaging 150 to 160 trucks a day. As for falling numbers, Goyke said he's seen a few loads fall below 300, but the average overall has been above 300. ■



BULK FUEL & LUBRICANTS
STORAGE TANKS
FREIGHT HAULING

Convenient locations to serve you:

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

1st SOURCE
Chevron Lubrication Marketer

www.byrnesoil.com

Intrigued by cover cropping,
but lack the moisture to pull it off?

CROP ROTATIONS WILL DO THE JOB!

Build your soils for the future...using old science that has worked for centuries

WINTER CANOLA :: NON GMO :: IMI-TOLERANT

— ROUNDUP READY VARIETIES ALSO AVAILABLE —

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





BLACK MAXX VALVE

Your Best Choice For
Application Of Liquid Fertilizer



Muncie® Power Products



Full Service Driveline Shop

Good Supply of Parts In Stock!



Trucks-Heavy to Light • Ag & Industrial • Automotive • Hotrod • Racing

Call Darren Sharkey

Over 32 Years of Experience

- ✓ Driveline Fabrication & Repair
- ✓ PTO's & Shields
- ✓ Vibration Analysis & Mitigation
- ✓ Driveline Balancing
- ✓ Parts & Components
- ✓ Custom Applications
- ✓ Metric or American Standard

**We're Here To Solve
Your Problems!**



Emergency:
509-842-0245

Office:
509-545-4600



1206 E Lytle Street • Pasco, WA • www.tankmaxnw.com

CLASS 8 TRUCKS

521 N. EASTERN • SPOKANE, WA
(509) 534-9088 • class8trucks@aol.com



Don and Jeremy Roberts

The Roberts operate a dryland farm
on the Waterville Plateau
in Douglas County.

They needed to replace a faithful but old
and tired Kenworth. This IH was just the
truck to fit their needs! We can find that
perfect truck for you, too!

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

**NOT JUST TRUCKS,
TRAILERS TOO!**

www.class8trucksales.com



Rock Steel Structures, Inc.



Shops • Warehouses • Equipment Storage
Steel Buildings • Steel Stud Pole Buildings



Grain Storage For Farms or Warehouses
Grain Handling • Grain Bin Accessories



Water Storage Tanks • Aeration Systems
Hopper Bottom Bins • Catwalks, Ladders and Towers

Contact Scott Rock
scott@rocksteel.com

509-764-9700
Moses Lake, Wash.

College football Hall of Famer returns home to Pullman

Reuben Mayes, former Cougar football and NFL star

Editor's note: This is part two of a two-part series. Part one was published in our August/September issue, which can be downloaded at wheatlife.org/pastissues.html.

By Kevin Gaffney

Some former football stars struggle with finding the right career after they leave the game. That was not the case for Reuben Mayes.

Armed with his Washington State University (WSU) degree and the perks that go with being a well-known college and NFL star, Mayes was in a unique position to relate to people who had achieved great success in business or other fields.

"I wanted to make a difference in people's lives, especially at-risk kids," said Mayes. "My first job after football was as vice president for Seattle Urban Academy. It is part of CRISTA Ministries, a Christian-based group of ministries that includes senior living, Christian radio stations, youth camps and other services.

"My four years there gave me excellent experience in fundraising and management skills development. It was very rewarding helping disadvantaged kids achieve more."

At this point, Mayes decided to pursue an advanced degree in business at WSU. He earned his master's degree in business with an emphasis in management information systems in 2000. Shortly thereafter, he joined the WSU Foundation staff in a general fundraising position, but soon moved into a leadership role in fundraising. He worked on several projects, including the Museum of Art, The Honors College, the athletic department and finally, the College of Business during his 10 years there.

"I thoroughly enjoyed my WSU Foundation years, but I decided I wanted to work in health care," explained Mayes. "A position came up with PeaceHealth, a non-profit health care system founded by the Catholic Sisters of St. Joseph of Peace.

"I was based in Springfield, Ore., and my very first night, there was a grand opening gala," recalled Mayes, laughing. "One of the board members was a huge Oregon Ducks fan. I'll never forget the look on his face when I



Reuben Mayes, chief development officer for Pullman Regional Hospital, poses with some of his Washington State University (WSU) Cougar football mementos in his office in Pullman, Wash. Mayes is a member of both the WSU Athletics and NCAA College Football Halls of Fame.

introduced myself and told him I was the new chief development officer for PeaceHealth. He obviously had not forgotten the game when I rushed for 357 yards against his beloved Ducks."

Mayes thrived with the organization for five years. He enjoyed working with the nuns, noting that the sisters had an excellent understanding of what it took to operate a business successfully.

On a visit to Pullman, Mayes was having lunch with Scott Adams, CEO of Pullman Regional Hospital (PRH). Adams and Megan Guido, chief marketing officer, wanted Mayes to take over expansion of the fundraising efforts for the PRH Foundation. It didn't take too much convincing to bring Mayes back home to Cougar Country.

"I tell people that I came back here to make a big impact on PRH, but it has made an even bigger impact on me," Mayes said. "Working with our regional donors has been incredibly rewarding for me over the past six years.

"The amazing leadership of Scott Adams and the skills of our team mixed with the generous culture of this community are enabling us to do great things here at PRH.

"Rural hospitals have a unique niche and challenges that go along with it. Some patients will have conditions that require them being sent to Spokane, Seattle or some other big city facility. However, we provide many valuable services and have built up a dynamic organization here

that continues to grow.”

Mayes noted that they recently added a 10,000 square foot addition for same-day medical services. They are now setting up a replacement bond issue that will fund adding another 45,000 square feet of space and will also add a new electronic medical record (EMR) system that is needed.

WSU and PRH formed a five-year partnership in 2018 through which they will collaborate on health and wellness support, human resources and employee recruitment, work-force training and other disciplines. Mayes is excited about the collaboration efforts.

“This partnership will help us recruit and keep physicians in our Eastern Washington communities,” said Mayes. “Working with the WSU medical school in Spokane, we will grow more jobs for nurses and physicians in our region.”

A typical day for Mayes has many facets. He has administrative duties as part of the leadership team of the hospital, working closely with the 22-member hospital foundation board. Mayes works regularly with his four, full-time staffers and one part-timer to secure funds for equipment, space and programs.

“I am humbled by the opportunity to work with such a great foundation team.”

Mayes has his portfolio of donors to cultivate, educate and motivate to provide donations. He is always looking to find new donors as well. Some local farm families have been truly generous in their philanthropic efforts. Mayes noted there are too many to name, but he wanted to highlight **Jack Fulfs; Mike Sodorff; Steve, Garth and Dan Mader; the Girard Clark family; and the Druffels—Wayne, Roy, Mark and Ken who are all members of the Norm and Jesse Druffel family.**

“We have a gift of grain program that includes a tax deduction incen-



CO-ENERGY *for all your fuel needs*
A CONNELL OIL INCORPORATED COMPANY

Fuels, Aviation Fuels, Lubricants and more.

Your Supplier of Quality Lubricants in Eastern Washington

Online orders: www.connelloil.com

Ritzville 509-659-1532	Spokane 509-535-1534	Sunnyside 509-837-5274	Oroville 509-476-3610	Connell 509-234-3311
Moses Lake Area 509-770-0769	Yakima 509-453-3920	Pasco 509-547-3326 888-806-7676	XTREME DIESEL POWER SERVICE	

PACIFIC PRIDE
PETRO-CANADA
Phillips 66
Valvoline



RAINIER SEEDS
INCORPORATED

800.828.8873
www.rainierseeds.com

PRODUCTS YOU CAN COUNT ON
FROM OUR FIELDS TO YOURS

- COVER CROPS
- CRP, SAFE AND POLLINATOR MIXES
- HAY AND PASTURE MIXES
- ALFALFA AND LEGUMES
- HABITAT MIXES

tive for the farmers," Mayes said. "Some of the farm families mentioned have established endowments for PRH.

"I truly admire farmers. They face unknown challenges every year with no guarantees of how much moisture the crops will receive. They just continue to battle the elements, year after year. I liken it to my attitude when I was playing in the NFL. I kept a positive attitude and embraced adversity no matter what the other team threw at me.

"Our farmers have an appreciation of the importance

of local medical care and services. They understand the tradition of multigenerational farming operations and are willing to make the effort to keep the hospital system viable and growing for future generations of patients."

Mayes became an American citizen three years ago. It was a more emotional experience than he expected.

"There were about 30 of us from all over the world in the room that day with the immigration judge," remembered Mayes. "He encouraged us to keep our various cultural traditions. However, he also instructed us to get involved



Your Place or Ours?

We know your time is valuable, so we can come to you. With an expanded Agri-Lending department, State Bank is ready to help you with Ag Loans and anything else banking related. Call John Widman (509-635-1361) today and we'll set up a meeting.

Bank Local. Bank with us.



Garfield Branch, 301 W. California St. 635-1361
Northpointe Spokane Branch, 9727 N. Nevada 464-2701
Spokane Valley Branch, 12902 E. Sprague 789-4335

www.statebanknorthwest.com

EQUAL OPPORTUNITY LENDER MEMBER FDIC



BULK FUELS

DELO HEAVY DUTY MOTOR OILS

CHEVRON TRACTOR HYDRAULIC FLUIDS



509-926-9595 • ELJAYOIL.COM

in our communities and civic organizations, to be an active voting citizen and to write to our legislators. That really made an impression on me.

"This is the finest nation in the world, and while discourse in our society may not be as civil as it could be, it is still an amazing place to live, work and have the opportunity to make something of ourselves. I have lived in the U.S. since I was 19 years old and plan to retire in this community."

Mayes and his wife, Marie, have two sons. Logan is employed by the Gallo Wines family and lives in California. Kellen is currently serving in the Peace Corps in Albania teaching health and wellness and English as a second language. Marie is an adjunct professor in the Carson College of Business and director of the Center for Entrepreneurial Studies at WSU. Mayes still keeps in touch with several of his former teammates and coaches. He also heads north to Saskatchewan occasionally to see his parents.

"I like to go back home and drive around the fields. It's nice to go back and be out in the middle of nowhere again."

That sounds like something a true Cougar would say. ■



AGPRO CONSERVATION DRILLS



Independent Opener Suspension
With In-Cab Control

Rental Units Are Now
Available - Buy Or Lease

AgDirect Financing With Low
Rates & Flexible Terms OAC



agproinc.com

Proudly Serving Our Customers Since 1987
1112 Airway Avenue Lewiston ID 83501
208-746-2212
Fax: 208-746-9913



800-492-2212



CHROME ALLOY WEAR PARTS

** See all our parts online at www.rhmachine.com **

R & H manufactures wear resistant parts for planting, fertilizing, cultivating, ripping, and harvesting. Our Chrome Alloy replacement parts will wear smooth, save downtime, use less fuel and last longer --resulting in a lower cost per acre.






***If abrasive wear is your problem ~ ~ ~
R & H Machine has your answer!***

R & H MACHINE 115 ROEDEL AVE. CALDWELL, ID 83605 1-800-321-6568

Setting the Standard for Wear!

Perkins & Zlatich

CPAs, P.S.



*Serving the farming community
with over 40 years of experience
of accountant and tax services for
individuals and business entities.*

**Court Street Center
3616 W. Court, Ste G
Pasco, WA 99301**

**Certified Public Accountants
Ron Perkins • Danielle Zlatich**

tel 509-542-9700 fax 509-542-9702



LANDMARK

TURF & NATIVE SEED

Lawns | Turf | Forage | Pasture | Hay | CRP | EQIP | SAFE
Cover Crops | Custom Blends | Prompt Service

Sales Contacts: RJ Schmitt - rj@turfandnativeseed.com
Orlin Reinbold - orlin@turfandnativeseed.com
Harold Wood - hwood@turfandnativeseed.com
800-268-0180 | turfandnativeseed.com



LAND COMPANY
REAL ESTATE

TO BUY OR SELL LAND, Work With The Pros!

- Specializing in Central WA Properties
- 35 Years of Real Estate Experience
- Farms, Ranches, Homes, Raw Land & More

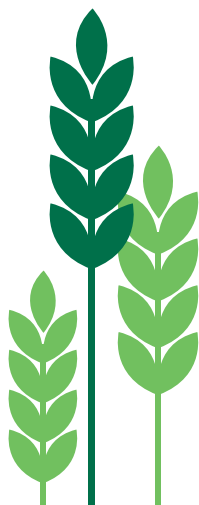
Mark Miller, Broker • 509-689-3610
Brewster, WA • landcompany.net

Insurance for Whatever You Grow

Whether you raise cattle or grow nursery stock, row crops, grain, hay or fruit, COUNTRY Financial® 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.

James Penning LUTCF
Yakima
(800) 741.6135

Paul Koethke LUTCF
Moses Lake
(800) 689.9259



AUTO | HOME | LIFE | BUSINESS | RETIREMENT

Policies issued by COUNTRY Mutual Insurance Company®, Bloomington, IL.

1114-511HO



"A Family of Farmers"

- Grain Marketing & Storage
- Pulse & Specialty Crop Processing
- Quality Pulse & Cereal Seeds
- Rail & River Shipping Terminals
- Country Hedging Futures & Options

OFFICES:

Genesee • 208-285-1141

Colfax • 509-397-4381

Rosalia • 509-523-3511

Oakesdale • 509-285-4311

Fairfield • 509-283-2124

1-866-986-2008

www.pnw.coop

CHAIRMAN

WASHINGTON GRAIN COMMISSION

By Gary Bailey



We call them trade teams, but a more accurate description for the groups of people who come to Eastern Washington and the Pacific Northwest (PNW) to investigate our farming practices, transportation infrastructure, research priorities and emphasis on quality, is to call them education teams. Because that's what happens during these trips.

All trade teams present opportunities to have conversations about PNW wheat. Last August, a trade team which included members from Malaysia and Myanmar toured the Northwest. If you're not familiar with the countries, both are in Southeast Asia, which is where a lot of our wheat goes already. Malaysia consists of two islands separated by 400 miles of water and has a population of about 30 million. It is becoming more trade oriented as is Myanmar, which has a population of around 54 million people and was formerly known as Burma. A civil war that raged there for years has since been settled, and the country is once again opening to the world.

The flour millers who visited my farm have held kernels of soft white wheat in their hands before because the Washington Grain Commission (WGC) has sent them containers of it in the past. But their U.S. trip was the first time they had seen where wheat was grown, what it looked like in the field and experienced riding in a combine while it was being harvested!

Yes, the team arrived while my brother, niece and I were harvesting. You might think that's not good timing, seeing as the visit interrupted our harvest, but it was actually quite fun to have people around who are as enthusiastic, excited and curious about our favorite crop as we are. It was our opportunity to educate them on how we take care of our land, and how the quality of the wheat they receive is just as important to us as their customers. Not to mention, the visit reinforced the idea that wherever we come from in the world, the vast majority of us are not so different from one another. Thank goodness, we all eat wheat!

Although teams from longtime customers usually only stay in the U.S. for three days or so, Matt Weimar, U.S. Wheat Associates (USW) regional vice president for Southeast Asia, made a point of keeping the Malaysia/Myanmar team in the Pacific Northwest for more than a week. Besides our farm outside of St. John, they passed through Pasco, Walla Walla, Lewiston and Portland in the Northwest, and Fargo, N.D., along the northern tier.

The Malaysia/Myanmar team was one of 10 trade

teams that have come through Eastern Washington since March. Others have included teams from Japan, Taiwan, Korea, the Philippines and Thailand, with many countries sending more than one team during the past seven months.

In addition to trade teams, we were privileged to host six representatives from the Japanese Ministry of Agriculture, Forestry and Fisheries (MAFF), as well as six officials from the Animal Plant Health Inspection Service from Washington, D.C., to work on issues related to the GE wheat discovery in Washington in June. I accompanied the teams during their visit, which included meetings, a tour of the HighLine Grain Grower's shuttle train loading facility and a trip to a club wheat field near Reardan.

Everyone on the WGC team contributes when we host education teams. Although some commissioners pitch in more than others because of their location, everyone on the board has participated in a trade team in the last seven months. And of course, trade teams wouldn't be possible to host without the expertise of our WGC staff. They are the individuals who organize the schedules, troubleshoot, educate and guide the teams through their visit. It is important work that prepares the foundation and education for exporters to make sales.

Most educational teams that visit the PNW are organized by USW, which receives federal funds in addition to producer funds that help defray the cost of developing new markets and maintaining current ones. But the WGC will also fund teams if we see the need—as we have on various occasions.

Recently, I was struck by something that WGC communications director Scott Yates shared with me from the minutes of the first meeting of the Washington Wheat Commission. In April 1958, Joe Dryer, the Washington State Director of Agriculture at the time, said what impressed the department most about the farmer-led effort was "...the fine spirit of cooperation and unselfish activity displayed on the part of so many that have looked on this organization as a vehicle for a productive group to do things for themselves they cannot do in any other way."

As the organizing principal for the WGC, I can think of nothing better than "a productive group to do things for themselves they cannot do in any other way." Call them whatever you want, but be they trade or education, the teams that visit Eastern Washington are an ideal example of how wheat farmers—through the WGC—help themselves. ■

REVIEW

WASHINGTON GRAIN COMMISSION

A recognition that grows!

Mary Palmer Sullivan, vice president of the Washington Grain Commission, also known as “the barley babe,” was recognized for her contributions to the barley industry with a new Washington State University (WSU) variety named for her. “Palmer” is targeted for the craft malt and brewing market, a segment of the beer industry that’s been growing against a general decline for beer sales overall. Kevin Murphy, who served as WSU’s barley breeder for eight years before transitioning to a new position, said Sullivan has been “a real champion of barley farming, breeding, beer, malt barley, food barley—all the specialty types of barley.” Sullivan has been involved with barley since 1985 when she joined the Washington Barley Commission during the crop’s heyday when more than a million acres were in production. Since then, barley acreage has fallen to less than 100,000 acres. Sullivan said it’s difficult to promote a commodity that farmers aren’t making money on. “If it doesn’t pencil out, growers aren’t going to grow it,” she said. Sullivan is fighting the trend. She planted 1.5 acres of Palmer on her nearly 10-acre farm near Valleyford, Wash. She plans for the grain to be tested for its malting characteristics. Palmer will be available to farmers in 2021. Sullivan, who graduated from WSU and remains an ardent Cougar, would like to see a private company develop a WSU-based beer or whiskey using local ingredients, a brew she is sure would prove popular with fans of the school. ■



PHOTO BY SHAENA SULLIVAN

Warmer and wetter

Climate scientists have suggested the PNW will avoid the worst effects of climate change initially. Not so in the Midwest, where temperatures are projected to climb more than in any other region of the U.S. Warming is projected to be the largest contributing factor in agricultural productivity declines, wilting crops and causing increased disease and pest pressure. The 1,600-page report from the National Oceanic and Atmospheric Administration said extreme weather has already cost the U.S. nearly \$400 billion since 2015. In Illinois, which ranks third for agricultural exports, the state has become 1.2 degrees warmer and 10 to 15 percent wetter in the past century, the latter a function of warmer air holding more moisture. ■

Time to repaint those ‘Save Our Dams’ signs

Since the early 1990s, the idea of breaching the four dams on the lower Snake River has never gone away, but for much of the last decade, voices calling for its execution have been muted. That began to change in May 2016 when U.S. District Court Judge Michael Simon invalidated the 2014 Columbia Basin biological opinion, under which federal agencies operate the Columbia River hydropower system. In his ruling, he urged consideration of breaching one or more of the lower Snake River dams. That started the clock on a National Environment Policy Act study. Its findings from hearings and reviewing the scientific literature is scheduled to be released in February 2020. That analysis didn’t stop Vulcan Inc., a company founded by now deceased Microsoft co-founder, Paul Allan, from partnering with ECONorthwest to conduct an independent study to evaluate the cost/benefit of breaching the four Snake River dams. To no one’s surprise, the ECONorthwest study came out strongly in favor of breaching, arguing that the “nonuse values” strongly favor dam removal. What’s nonuse? It’s a controversial way of measuring the extent to which the public values a restored natural river system and reduced extinction risk of wild salmon. Unlike the cost of a truck or tractor, it’s not a real number with real value, but is rather based on what a segment of the public says it’s worth. Nevertheless, ECONorthwest estimated the benefits from a restored river system at more than \$8.6 billion over the cost of removing the dams. Adding insult to injury, the transportation portion of the report claims, “The benefits produced by the lock system on the lower Snake River do not justify its continued operation, *even without the removal of the lower Snake River dams.*” (Emphasis added.) River users mounted a strong rebuke to the study, pointing out an array of flaws and assumptions, including an attack on the idea of nonuse which was described as “a pie-in-the-sky number environmentalists use when all else fails.” ■

Nothing more than feelings

In a speech delivered Aug. 13, President Trump pointed to alleged discrepancies in U.S./Japanese trade, commenting, "They send us thousands and thousands—millions of cars, we send them wheat. Wheat. That's not a good deal. And they don't even want our wheat. They do it because they want us to at least feel that we're okay, you know, they do it to make us feel good." In response, U.S. Wheat Associates (USW) sent out a release prepared in 2016, on the 60th anniversary of the first wheat trade office opening in Japan. The release traces the history of the market which began when the Oregon Wheat Growers League organized a trade delegation to investigate opportunities in Japan in 1949. From that opening, Washington state joined with Oregon to form Western Wheat Associates, which merged with Great Plains Wheat in 1980 to become USW. In the early years, the focus in Japan was acquainting consumers with the nutritional value of wheat foods with a promotion called "Kitchens on Wheels," which included an RV-like vehicle traveling throughout rural Japan to promote wheat foods. Over the years, the U.S. commitment to reliability and customer service, combined with high quality and end-use performance, has resulted in Japanese flour mills preferring to source 50 percent of their annual wheat needs from the U.S. "We are humbled by the fact that Japan has purchased significantly more U.S. wheat than any country in the world when counting total imports," the release concluded. ■



El Niño dead, neutral arises

The National Oceanic and Atmospheric Administration (NOAA) has officially put a stake in the heart of the 2019 El Niño, announcing that neutral conditions have returned to the tropical Pacific, giving the in-between stage a 75 percent change of lasting through winter. El Niño is the name for a warm body of water off the coast of South America. La Niña is the name for the phenomenon's cooler phase. Neutral is what you get when neither is in command. What this means for the Northwest is the \$64,000 question. Washington State Climatologist Nick Bond said there's no sign of it being a terrible winter in terms of snowpack, at least right now. As for dryland wheat growing weather, NOAA's long-range forecast predicts warmer-than-normal temps over much of the nation throughout the growing season. ■

Germany bans glyphosate

Germany, which is home to Bayer AG, will ban glyphosate, the active ingredient in Roundup, by the end of 2023. Austria has already banned the chemical, and other countries have placed restrictions on its use. Bayer disagreed with the government's decision. "The ruling ignores decade of scientific judgment from independent regulatory agencies around the world that glyphosate is safe when used properly," said the president of the company's crop science division. The chemical is also under assault in the U.S., where more than 13,000 lawsuits have been brought against Bayer, which purchased Monsanto for \$63 billion in 2018. ■

Yikes!

In 2016/17, Russia became the world's No. 1 exporter with 28 million metric tons (mmt) shipped abroad. A year later, in the 2017/18 season, Russian wheat exports totaled 41 mmt. Together with Ukraine, the two countries exported 59 mmt. That's 12 mmt more than the 47 million tons of wheat the U.S. produced that year. U.S. exports in the 2017/18 time frame came in at 25 mmt. China recently approved wheat imports from the Russian region of Krugan, and Saudi Arabia recently relaxed their bug damage specs to allow Russian imports. Russia is preparing to spend more than \$70 billion to ramp up investment in its grain sector by investing in infrastructure and logistics. The baseline for its grain crop is 140 million tons by 2035

with the possibility of production rising as high as 150 million tons. That would allow potential exports of as much as 63 million tons. ■



Bread is back

The senior vice president of La Brea Bakery said recently that it's refreshing to see that bread is once again increasing in popularity amongst consumers and is no longer considered "bad for you." Jonathan Davis, who oversees research and development at the artisan bakery, which is owned by Aryzta of Zurich, Switzerland, attributed part of the renewed acceptance to bakeries becoming clearer about what ingredients are used. Davis said sourdough bread was the bakery's break-out star in 2018, helped by positive health perceptions of fermented foods and traditional preparation. ■





Not all Oreos are created equal

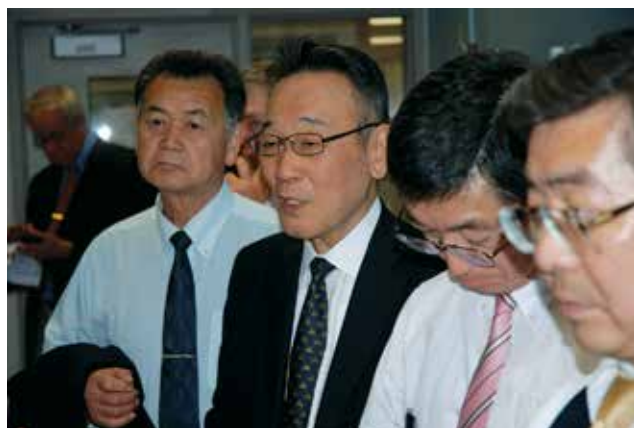
If you think the sweet, luscious American version of an Oreo is the only version, prepare to be educated. Oreo sales are growing by double digits in almost every country where they are available due to its owner's willingness to adapt to local flavors. Anyone for a spicy chicken Oreo? What about a Wasabi Oreo? Dirk Van de Put, chairman of Mondelez International, said even though Oreo is the world's most recognizable cookie, a runway for growth remains. "If I look at penetration around the world, if I look at frequency of consumption, we still have a long way to go. It's quite a unique cookie. It doesn't really exist in most countries, and it's a symbolic brand," he said. A Mondelez bakery in Portland uses soft white wheat in its recipe to make the traditional style cookie. ■

Peak oil coming?

Two recent reports suggest that the end of oil's growth will occur within the next five years as increasingly competitive solar and wind generation are buoyed by government policies to displace growth not only in oil, but coal and natural gas. Although its timeline is longer, even BP said the world's appetite for oil could plateau and then decline beginning around 2035. Other companies, like Exxon, predict that demand will not peak until 2040. ■

Sayōnara old friend; Yōkoso new friend

Wataru Utsunomiya, who everyone in the U.S. wheat industry knew as "Charlie," retired at the end of September from his career as director of U.S. Wheat Associates' (USW) Tokyo office. Replacing him is Kazunori Nakano, known as "Rick." Nakano brings 27 years of experience in grain trading



Wataru "Charlie" Utsunomiya (second from left), who has been a fixture of Japanese trade teams for a dozen years, retired this year from his position as director of U.S. Wheat Associates' Tokyo office.

and management with Japan's Marubeni Corporation. At one point, he managed Columbia Grain's Portland, Ore., export operation. Utsunomiya joined USW in May 2007 from a 30-year career with Marubeni. Vince Peterson, president of USW, said Utsunomiya has been a sage counselor "guiding our efforts properly and effectively through the intricate business culture that accompanies any problem or opportunity." ■

Unskilled and unaware

Long before "fake news" was a thing, environmental organizations like Greenpeace were denouncing food made with the aid of genetically modified organisms (GMOs). Their efforts at turning public opinion have worked better than they could have hoped. In a paper published in *Nature Human Behavior*, researchers asked 500 people what they thought about foods that contained GMOs. More than 90 percent opposed their use. Interestingly, those who felt most strongly about their opposition believed they were the most knowledgeable about the issue. But in reality, they scored lowest on tests of scientific knowledge. As for the people who actually know something about GMOs and how they work—scientists—almost 90 percent of them believe GMOs are safe and can be of great benefit. ■

How things change

A found article from the *Walla Walla Union Bulletin* from Dec. 20, 1999, reveals the dynamic landscape of wheat farming then and now. The price of wheat at the time was \$2.30 per bushel (\$3.53 in today's dollars). Farmers said they needed at least \$2.90 to break even (\$4.45 in today's dollars). Trade issues at the time included the collapse of WTO talks in Seattle over the EU's refusal to eliminate \$130 billion in agricultural support. Tensions between Pakistan and India had led to a weakening of Pakistan's economy and a shift to cheaper wheat supplies, sharply reducing U.S. exports there. Egyptian exports, the story said, had fallen by 80 percent. The Northwest doesn't export to either country today. ■

Mystery theater

For those keeping count, there have been four incidents of glyphosate-resistant wheat found in the U.S. since the first incident in Oregon, which was announced May 29, 2013. U.S. Department of Agriculture (USDA) labs indicated it was the same variety of GE-resistant wheat Monsanto had been authorized to field test in 16 states from 1998 to 2005. Sixteen months later, on Sept. 26, 2014, USDA's Animal and Plant Health Inspection Service (APHIS) concluded the presence of GE wheat in the Oregon field to be an isolated incident and closed the investigation after exhausting all leads. APHIS also investigated GE wheat found growing at a Montana research facility that was the site of previously authorized trials between 2000 and 2003. The third event was announced by APHIS on July 29, 2016, when a farmer discovered 22 GE plants growing in an unplanted field in Washington state. APHIS was unable to determine how the plants came to be. The fourth event, which also occurred in Washington, was reported on June 27, 2019. An additional GE wheat discovery was made in Alberta, Canada, between the two Washington events. ■

Brain drain

The Trump Administration's plan to move the Economic Research Service and the National Institute of Food and Agriculture from Washington, D.C., to Kansas City, has resulted in a major disruption for the agencies. Employees had to decide by July 15 either to accept the transfer or "be separated by adverse action procedures," a government euphemism for being fired. "The current and projected attrition will curtail research data products that encompass commodity estimates, agricultural sector forecasts, food and farm economics and statistical indicators for U.S. agriculture, conservation, and food policy and markets," said Kevin Hunt, a 10-year U.S. Department of Agriculture employee and acting vice president of the union representing research service staff. In announcing the move, Secretary of Agriculture Sonny Perdue said the relocation was not taken lightly. "We are doing it to enhance long-term sustainability and success of these agencies," he said. ■



Wheat All About It! has been busy; new content available!!

The Washington Grain Commission (WGC) podcast, *Wheat All About It!*, continues to break ground as the nation's only podcast dedicated to the world's most widely grown crop. If you're on Facebook, LIKE the Washington Grain Commission page and you'll get updates and photos on each episode as it is released. Those with Android smart phones can subscribe to the podcast by downloading one of many podcast apps like Stitcher, Audio Player, Player FM, Overcast or Pocket Cast. Those with iPhones need only push the built-in purple



podcast button on their home screens and type "Wheat All About It" in the finder. Join Scott Yates, director of communications and producer relations at the WGC, in episode 131 for a conversation with Washington State University (WSU) weed scientists Drew Lyon and Ian Burke in an episode titled, "If Glyphosate's Glory Days are Gone, What Comes Next?," followed by the second part of their conversation, "The Wicked Problem of Herbicide Weed Resistance." Then stay tuned for episode 133 when Shannon Cappellazzi talks with farmers at the Lind Field Day about soil health in the episode titled, "Soil Quality Steals the Spotlight." In episode 134, go back in history at the Mill City Museum to learn "How Minneapolis Flour Milling Shaped Our World." Retired Agricultural Research Service plant pathologist R. J. Cook is back in episodes 135 and 136 titled, "Jim 'Root Disease' Cook," talking about root diseases of importance to Eastern Washington farmers. Meteorologist Jeremy Wolf returns for episode 137 in "The February from Hell, and the March and April from Heck" as he explains what was happening during early 2019 when snow, cold and wind set records and took their toll. Don't pass up episode 138, "Is Synthetic Biology the Playbook for Playing God," when Michael Neff, a professor in the WSU Department of Crops and Soils outlines how scientists now have the tools to create life. In episode 139, Ty Meyer, executive director of the Pacific Northwest Direct Seed Association, outlines the philosophy and practices of the group's 300 members, and in episode 140 and 141, discover the challenges facing the Northwest's agribusiness sector in "And Now a Word from Jim Fitzgerald, Far West Agribusiness and Agricultural Advocate." All podcasts can also be found at the WGC website, wagrains.org. ■

RiverFest keeps flowing!

By Scott A. Yates

The second RiverFest, held in Columbia Park on the shore of the Columbia River on Sept. 7, demonstrated that the first event was no fluke.

More people, more exhibits, more food vendors and more entertainment meant more opportunities for educating families about the benefits of the lower Snake River dams. The Washington Grain Commission (WGC) provided \$10,000 in funding for RiverFest, joining with Idaho Wheat and the Port of Pasco as major sponsors. The Pasco Chamber of Commerce organized the event, which saw 4,200 residents attend.

The WGC provided a fun break for parents with its “wheatbox” exhibit, that is, a large sandbox filled with wheat. Kara Kaelber, who directs the WGC-funded Wheat Week program conducted under the auspices of the Franklin Conservation District, built the box, and Damon Filan, manager of Tri-Cities Grain and a commissioner on the WGC, made sure it was filled with wheat.

Anyone who has ridden in the back of an old-time grain truck at harvest knows that wheat provides a totally different sensory experience than sand. The youngsters who found the wheatbox at RiverFest agreed, with some burying their heads in the grain, although most just buried themselves.

Located strategically around the wheatbox was signage sponsored by the WGC informing parents about the benefits of the lower Snake River dams, like the \$24 billion the wheat industry contributes to the regional economy and the efficiency of barges over rail and trucks, not to mention the enormity of how much of the region’s wheat moves on the river.

The wheatbox also provided a gathering spot to conduct interviews of individuals for the WGC-sponsored podcast, Wheat All About It!. The RiverFest episode is scheduled to air Oct. 8. If you don’t already subscribe, it’s easy. iPhone users have a dedicated podcast app loaded on their phones; Droid users can download Stitcher, among other podcast apps, to subscribe to the podcast.

Although the media tend to report on those who op-





pose the lower Snake River dams, pitting them against agricultural interests, an informal survey of those who attended RiverFest 2019 revealed a lot of people in the middle. Even though their livelihood isn't directly impacted, they understand the dams' value and don't want them to be breached.

Tom, a retiree from California to the Tri-Cities, talked about how integral the river is to the community. "There's something special about the river and how this community interacts with it," he said, adding that he has bought a boat and "you can't beat taking the grandkids out on the river to enjoy it."

Shawn, a young man with a two-and-a-half-year-old, understood the controversy over the dams, but said, "I'm an electrical engineer, and I would say dams are one of the greatest sources of renewable energy that we have. Without dams we would have to use a lot more fossil fuels to supply our energy."

Jessa, a 20 something, saw an announcement for RiverFest and came because she "likes learning." She said the event brought back memories from when she participated in Salmon in the Classroom when she was in elementary school. "I believe dams are a good thing. They provide a lot of power and energy that is already there that we can use," she said.

You can see more photos from the 2019 RiverFest at the Washington Grain Commission Facebook page. Following two successful events, the Pasco Chamber is considering making RiverFest an annual September celebration. ■



Party game ignites satellite, drone research effort

Project aims to identify wheat varieties from the air

By Dr. Zhiwu Zhang

A game meant to match the images of children with the adult they've grown into has led to a half of a million dollar research project that could help farmers better identify the best varieties to grow on their farm.

The inspiration for the research came from a holiday party thrown by the Department of Crop and Soil Sciences at Washington State University (WSU) toward the end of 2017. Faculty, staff and graduate students submitted a current photograph and a childhood photograph. Party participants were then asked to match the current photo to the childhood photo of the same person. The participant with the most correct matches won a prize.

The former department chair, Bill Pan, was the only Asian male to submit photographs for the game, and, unsurprisingly, 100 percent of the participants matched his photographs correctly. I was sure the accuracy would have dropped to 50 percent if I, another Asian male, had also submitted pictures.

At the time, I wished I had had an app on my cell phone to match children-adult pictures because computer technology can match them precisely. Many human facial features remain similar as children grow into adults, for example, the angles of nose and eyes and the proportion of the area to the face. Artificial intelligence tools can derive hundreds of such features and can be quickly trained using artificial neural networks that mimic natural brains.

The holiday party game inspired me to think about how the adult



Zhiwu Zhang (second from left) and his students (from left) James Chen, Zhou Tang and Atit Parajuli, fly a drone over a Washington State University Variety Testing Program wheat field near Colton in Whitman County.

pictures might correspond to satellite-level images of unknown wheat varieties, and, likewise, how the child pictures might correspond to drone-level images of fields with known varieties. What if, I thought, we could make similar matches to identify the varieties on satellite images! With two wheat breeders (WSU winter wheat breeder Arron Carter and spring wheat breeder Mike Pumphrey) and a drone specialist (Sindhuja Sankaran), we submitted a proposal to the U.S. Department of Agriculture (USDA) in July of 2018 and received the funding award at the beginning of 2019.

Predominantly located in Eastern Washington, the Palouse is a distinct geographic region in the U.S. and is one of the most concentrated and productive dryland wheat farming areas in the nation. The climate and soil conditions across the region vary dramatically. For example, the Palouse loess soils on the Columbia Plateau vary in thickness, up to 250 feet at their deepest in Whitman County. Starting from the eastern edge of the Palouse in Northern Idaho, annual precipitation drops one inch for every 10 miles westward.

In this 19,000-square-mile area, farmers grow more than 100 wheat varieties, each chosen to best fit the local growing conditions, which are governed by specific environmental characteristics. With financial support from the Washington Grain Commission, the Cereal Variety Testing Program (VTP) at WSU operates more than 20 variety testing locations. Each location hosts from 20 to 50 varieties.

Farmers have long been using VTP information to choose the best variety-

ies for their market goals and field locations. Although extremely helpful, farmers must choose their best variety from testing results that are based on data collected from, on average, fields up to 30 miles away. As a result, the chosen variety is often not 100 percent suited for the specific field conditions in which it is planted.

Recently, satellite data has been used successfully to predict yield. Ideally, if satellite images could also be used to identify the varieties associated with the yields, wheat farmers could choose varieties based on their performances in their own fields. Related to this idea of identifying crop varieties, is the CropLand program (nrcs.usda.gov/wps/portal/nrcs/main/national/landuse/crops), that USDA operates with a multimillion dollar budget.

One aim of the program is to inventory the amount and diversity of crops grown on the nation's cropland using satellite imagery. Currently, the accuracy of satellite images with ground-truthing to differentiate different crops is only 85 percent. Needless to say, the task of differentiating between varieties of wheat would be even more challenging, as those differences are much smaller than differences among crops.

The 2017 party game of matching faces brought about my inspiration and led directly to the \$500,000 grant to WSU researchers to tackle this challenge. Since this spring, my students, along with Sankaran's students, have been keeping our drones busy over Carter and Pumphrey's plots and VTP's wheat fields. These drones carry not only regular cameras, but also cameras that capture wavelengths that are invisible to humans, including near infrared and red edge. Time-of-image-capture data points are also critical because we are developing features based on time series analyses. For example, with regard to plant leaf greenness, some varieties reach their greenness plateau faster than others.

In addition to free satellite images from NASA, services have also been purchased from Planet (planet.com) for high resolution images. For an average-sized field in the Palouse, tens of thousands of pixels are available on a daily basis. At this resolution, the fields of the Washington Crop Improvement Association (WSCIA) have a sufficient number of pixels on satellite images for training and validation.

"These fields are much larger than the field plots operated by breeders and VTP," said WSCIA Manager Lauren Port, meaning their locations, years and varieties are available to support our research for training and validation.

More training and validation data will enhance



(Above) David Swannack and Zhiwu Zhang explore the landscape and morphology of varieties in Adams County wheat fields. (Below) Jim and Laura Thorn spent time with Zhiwu Zhang (right) poring over maps of varieties they grow outside Dayton, Washington.



our prediction accuracy. For example, farmer David Swannack invited me to his farm in Adams County. He helped the project by recalling the wheat varieties he had planted over the last five years. Jim Thorn and his wife, Laura, showed me the map of the varieties they grow outside Dayton. They have a 20-year record of aerial photographs, taken mostly from airplanes and, more recently, drones.

"This record has been used to design and implement and analyze experiments involving fertilizer, seeding rate, weed treatment, crop rotation, residue management and others," Thorn said.

More observations such as these will help us fine tune our research by comparing and contrasting past satellite photos with those taken more recently. If you are interested in contributing varietal information from your farm, please email me (zhiwu.zhang@wsu.edu), or call or text my cellphone at (607) 342-8712.

If our research is successful, not only farmers may make better decisions about which varieties perform best in their fields, but breeders will be capable of developing better varieties for specific types of fields. All because of a holiday party! ■

WHEAT WATCH

WASHINGTON GRAIN COMMISSION

Bearish economic weather with chance of bulls



By Mike Krueger

The September U.S. Department of Agriculture (USDA) crop production estimates supply and demand revisions (WASDE) offered little inspiration to the markets.

The numbers were bearish outright. The USDA made very small reductions in the corn and soybean yield estimates which were reflected in the crop production estimates. That also meant no significant changes in the ending stocks estimates for corn and soybeans. There are, however, some interesting observations to be drawn from the USDA's corn and soybean yield estimates.

Corn

- The corn crop was the most immature in the 20 years the USDA has been doing objective yield test plots. This shouldn't have been a surprise. It was the latest planted crop ever, and the summer has been basically cool and wet. There was no chance for the corn crop to recover from the late planting dates. The weekly crop progress reports confirmed this throughout the growing season, as did the weekly crop ratings.
- The corn ear counts were the lowest since 2012. The ear weights were also low because the crop was so immature. Plant population was the lowest since 2015.
- There was no adjustment in planted or harvested acreage.

The National Agricultural Statistics Service has yet to factor in prevented planting. Most analysts still believe corn harvested acreage will be 3 to 4 million acres below the current estimate.

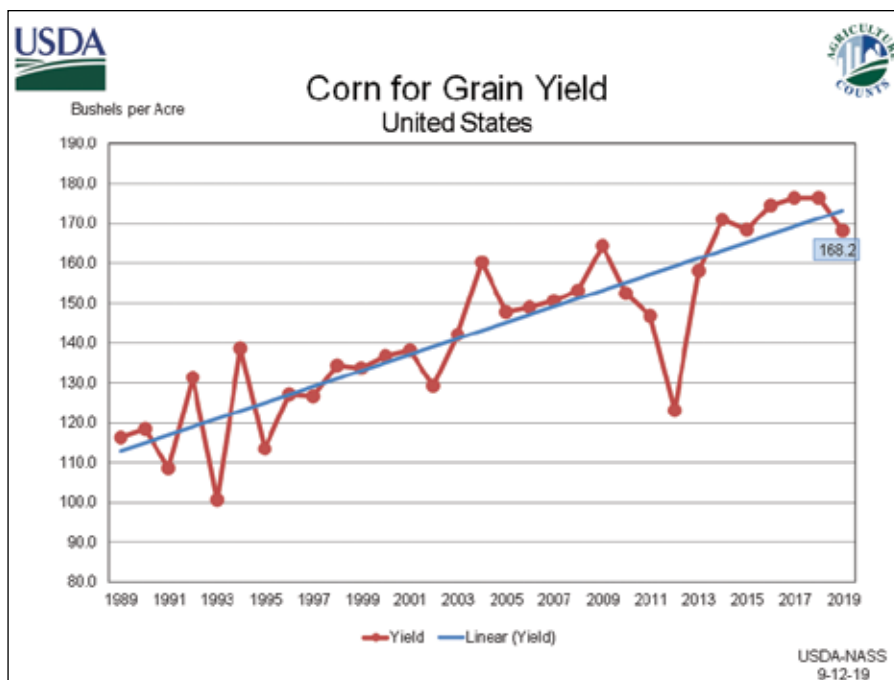
- The USDA still forecasts the average corn yield per acre as the sixth biggest ever.

Soybeans

- Soybeans, like corn, are lagging far behind normal in maturity.
- Pod counts were lower than 2018 in 10 of the 11 published states.
- Pod weights were also down from last year because of the immaturity issue.
- The USDA lowered the yield estimate .6 bushels per acre from the August estimate.

The USDA made zero changes across classes in any of the U.S. wheat numbers. They will release the annual small grains summary on Sept. 30. This report will include the "final" yield estimates for spring wheat and durum. These numbers will then be incorporated into the October USDA WASDE.

The U.S. spring wheat harvest has progressed very slowly. August was a very wet and cool month across the northern Plains. As a result, some quality issues have developed. The biggest problem is that falling numbers across a significant portion of the spring wheat crop are extremely low. In some cases, below 100. Falling numbers below 300 is typically considered a problem. The good news is that the protein content of the spring wheat crop is very high, in some areas setting a record. Montana had just 62 percent of its spring wheat

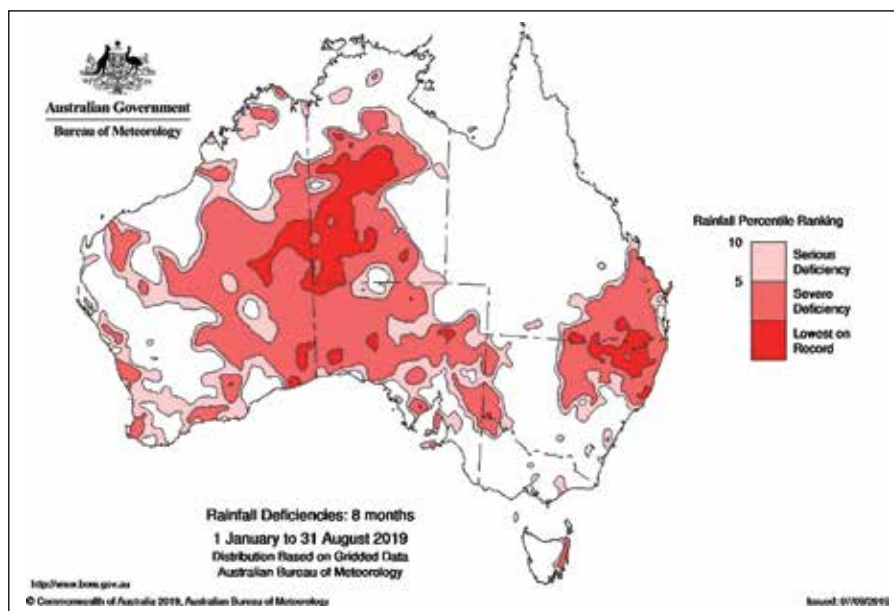


harvested as of Sept. 8. North Dakota had just 68 percent harvested as of that date.

The spring wheat problems aren't limited to the U.S. Canada's spring wheat crop in Saskatchewan appears to have suffered a similar fate. Falling numbers are very low. The protein content is also well below what was expected. Saskatchewan still had 60 percent of their spring wheat crop to harvest as of mid-September.

There are other production problems developing in the Southern Hemisphere. It has been very dry across Argentina and west Australia in August and September. Those are the key months for wheat development in those countries. The USDA did reduce its forecast for Australia from 21 million metric tons (mmt) to 19 mmt in their September estimate. Sources in Australia believe the crop could be as low as 17 mmt. The USDA left Argentina's wheat production estimate unchanged at 20.5 mmt. This might be as much as 2 mmt too big.

Smaller wheat crops in Argentina and Australia should mean the U.S. will gain export sales. Canada's crop will also be smaller than the latest estimate, plus it has some quality issues. Canada was a very aggressive exporter last year, and that pushed their ending supplies to a low level. They won't have the supplies to increase exports in the coming year. Keep in mind the U.S. is carrying huge stocks of spring wheat and hard red winter wheat. Those big supplies should mitigate the falling numbers problem in the 2019 spring wheat crop.



This is the second consecutive year Australia has had a production shortfall. That will keep U.S. white wheat exports very strong. The USDA is currently estimating white wheat exports at 190 million bushels, down 6 million bushels from last year. White wheat ending supplies are forecast at 67 million bushels, down from 88 million bushels last year. Exports should be bigger and ending supplies smaller than the September USDA forecast.

The initial (and minimum) winter wheat price for crop insurance products was calculated from Aug. 15 to Sept. 15. The 2020 initial prices are more than a dollar per bushel lower than last year. The Washington state initial winter wheat price is \$5.73. It was \$6.59 last year. The hard red winter wheat price for the southern Plains is \$4.35 for 2020 compared to \$5.74 last year. These prices make it tough for cash flow and will affect planting decisions.

Although the fundamental news around these markets appears to be positive, prices have been unable to respond. Funds are still holding big short positions in corn and soybeans but have turned neutral wheat. The lack of any significant yield impact on corn or soybean production because of the late season, at least according to the USDA's estimates, has kept those markets bearish. That could change quickly if those yield estimates turn lower.

The lack of any meaningful progress in the trade talks between the U.S. and China has also been bearish. The market is tired of rumors of progress. It wants to see an agreement, and if one is forthcoming, that could let the bulls out. ■

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.

Although the fundamental news around these markets appears to be positive, prices have been unable to respond. Funds are still holding big short positions in corn and soybeans but have turned neutral wheat.

Ninety years and counting

tradition *noun*

Definition: an inherited, established or customary pattern of thought, action or behavior (such as a religious practice or a social custom).

carry on the tradition *idiom*

Definition: to continue doing something that has been done by the people in a particular group, family, society, etc., for a long time.

By Trista Crossley

Although there have been a lot of changes in the way wheat is harvested, many traditions surrounding the annual event haven't.

For the past 90 years, the Mead family has provided three meals a day for their harvest crew. In the beginning, the kitchen came to the field via a horse-drawn cook-wagon. Eventually, meal prep moved to the farm's 1920s bunkhouse near Starbuck, Wash. These days, Skip and Julia Mead are in charge of the farm, which was settled by Skip's grandparents more than 90 years ago, and have continued the harvest meal tradition.

"In the beginning, it (providing harvest meals) was essential. Everybody did it. You just didn't go to town. Most folks lived on the ranch, and your seasonal workers didn't have anywhere to go," Skip explained, sitting at the table at the cookhouse in July while his current cook, Penny

Hazelbaker, bustled around the small kitchen, putting the final touches on lunch. "It's not only tradition, but we like it for team building, the camaraderie. We have fun in here. We give our workers a break from sandwich lunches. That's important—a change of pace for them, but also it gives our wives a break."

The harvest crew's 6 a.m. breakfast and 8 p.m. dinner are served at the bunkhouse. If weather conditions are cooperative, a noon lunch is packed and taken out to the crew; if the weather is uncooperative, the crew comes back to the bunkhouse to eat.

While most people think the harvest crew have the toughest job, it's hard to argue that the cook isn't working just as hard. Penny arrives at the bunkhouse by 5 a.m. and generally leaves around 9:30 p.m. She is responsible for coming up with the menus and preparing shopping lists. On the day I visited, the lunch menu consisted of



Skip and Julia Mead have continued a Mead family tradition of providing harvest meals to their crew.



Penny Hazelbaker, the cook currently tasked with preparing three meals and a snack Monday through Saturday during the Mead family's harvest, demonstrates how coffee is prepared in the bunkhouse's pot.



Skip and Julia Mead raided their family album to find photos of harvest meals past. (Above) The Mead Ranch harvest roustabouts circa 1929. (Top right) The Mead Ranch harvest crew in 2001 eating in the bunkhouse. (Bottom right) Before there was the bunkhouse, harvest meals were prepared in the cookwagon, which was driven out to the fields that were being harvested. This photo is circa 1934. (Big picture) These days, all meals are prepared in the bunkhouse. Breakfast and dinner are eaten here, and if the weather is good, lunch is taken out to the field.

pulled pork sandwiches, potato salad, pasta salad, chips and lemon cake for dessert. Penny was already working on dinner—roasted turkey with trimmings.

Shortly after Skip and I sat down, Julia arrived, carrying a box full of old family photos. Julia does all the shopping and is usually responsible for finding somebody to cook for the crew, which can be difficult.

“The learning curve is steep,” Julia said. “With hometown gals, it makes it easier for us. They know where the pots and pans are.”

“And we know how to put the coffee pot together,” Penny, who is from Waitsburg, added, gesturing to the decidedly old-fashioned coffee...thing (calling it a “pot” didn’t do it justice).

Julia agreed, pointing out that the directions, courtesy of “Grandpa Chuck,” for making the coffee are written on the wall behind the 1952 stove.

“We have discovered that when we’ve hired younger folks (to do the cooking), they usually just last one year because they don’t have the same kind of knowledge and base of cooking,” Skip added. “There have been times when you’d come in here, and it was 105 degrees and grease is flying and everybody is mad including the dog. You have to be organized, and it just tends to be that country gals are more organized and used to feeding large groups at family functions. I suppose I’ve experienced more than 20 different cooks and had some epic failures.”

Some of those “epic” failures included a cook who thought all drains came with garbage disposals (Skip: “Man, my dad was mad. I don’t know how they unplugged it. She poured bacon grease down it to make certain.”) and a certified professional chef who “didn’t know how to fry eggs.”

When looking for a cook, Skip and Julia look for somebody who is dependable, friendly and has the ability to “make due with what I bring them,” Julia said. And the flexibility to hold or speed up dinner for an hour is a must.

“There’s a certain art to making leftovers presentable,” Skip added. “Can you make gravy, and do you drink your own coffee?”

Part of the learning curve for Penny was learning where everything was stored and finding out what the members of the crew would or wouldn’t eat. This was Penny’s second year cooking for the Meads. The job generally last for about 25 days.

There are a few rules the harvest crew is expected to follow, such as no hats at the table and cleaning up one’s own plates.

“There also used to be a little more cussing,” Skip said.

Usually the saying, “if these walls could talk,” is more like wishful thinking. Not so in the bunkhouse. On the wall behind the table is a mural, painted by Skip’s oldest sister, Mickey.

“Mickey was cooking one year, and Skip’s dad came in for lunch and asked where lunch was, and she was painting,” Julia said, laughing and pointing at the wall. “That’s treasured. Mickey is gone now, so it’s treasured. We aren’t going to paint it.”

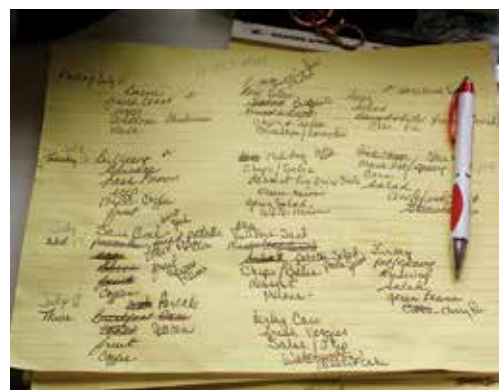
This is Skip’s 50th paid year participating in harvest. He recalled that



Directions for making coffee in the old-fashioned coffee pot are written on the wall next to the stove.



Julia Mead is responsible for all the shopping, but sometimes, she doesn't have her list handy.



The cook, Penny Hazelbaker, is responsible for putting together the menus.



A mural, painted by Skip's deceased sister, Mickey, is part of the history at the bunkhouse.

when he started, in 1968 or 69, the dining table was full. Now the harvest crew numbers six. The Meads tend to have the same crew members come back year after year until, as Skip said, "...they go on with their lives. We have had several that have started as sophomores in high school and went all the way through college. They are like family."

"Sometimes they pop back in just to eat. We just tell Penny to throw out another plate. She always packs extras," Julia said. And family is always welcome to share harvest meals, with advance notice, if possible.

Because the day I was there was extremely windy, the harvest crew came to the bunkhouse to eat lunch. One minute it was relatively quiet and calm, and the next minute food was flying back and forth across the table, interspersed by good-natured ribbing between the guys and compliments to Penny on the pork sandwiches.

Charlie, Skip and Julia's oldest son who helps run the farm, said the tradition of providing harvest meals to the crew is something that won't change when it falls to him to continue.

"I couldn't imagine having to prepare my own meals or the stress of my wife having to keep something warm for me," he said. "The idea of the bunkhouse...it's not just the idea to have this kind of camaraderie, but grandpa talked about (not having) stress on wives back home (to provide meals). No wives were allowed to hire at the bunkhouse."

Another part of the Meads' tradition is the harvest crew finishes machinery service at 6 p.m. on Saturday and doesn't return to the field until Monday morning.

As lunch wound down (and a few of the younger members of the crew tucked into third helpings), talk turned to what was happening in the field, speculation on what Penny was making for supper (turkey, but she was keeping it a secret from the crew) and their next break.

"We have this killer deal called tea time at 4 o'clock—unsweetened tea, cookies or brownies. It's a real pick-me-up," Charlie explained.

"It just gives us a chance to slow down for a second," Skip added.

Lunch over, the men cleared their plates and tromped back out to the field, a few of them stopping to give Penny a hug and thank her for the food. Just like that, the bunkhouse went quiet except for the sound of dishes being washed and the smell of turkey roasting. ■



The harvest crew washes up before sitting down to a lunch of pulled pork sandwiches, potato salad, pasta salad, chips and lemon cake for dessert.



The crew greets Penny Hazelbaker, the cook, as they come in for lunch.



Tucking into lunch, Charlie (right), Skip and Julia's oldest son, is determined to continue the harvest meal tradition when he takes over running the farm.

Crop insurance 101: What landlords need to know

By Trista Crossley

Most farmers-turned-landlords are already familiar with crop insurance, but nonfarmers who find themselves the owners of rented agricultural land might be wondering if it's right for them. If you are operating under a crop share agreement, the answer to that question is most likely yes.

According to the website cropinsuranceinamerica.org, crop insurance in the U.S. can trace its roots back to 1880, when private insurance companies first sold policies to protect farmers against the effects of hail storms. These policies are still sold today by crop insurance companies and are regulated by individual state insurance departments. But farmers face risks other than hail, so in addition to crop-hail insurance, they can also purchase federal crop insurance to protect their crops against other natural disasters such as drought, freeze, flood, fire, insect, disease and wildlife, or a loss of revenue due to a decline in price. Federal crop insurance is sold and serviced by private-sector crop insurance companies and agents while being regulated by the federal government. In 2018, 1.1 million policies were sold protecting more than 130 different crops covering more than 300 million acres, with an insured value of more than \$100 billion.

The first question landlords need to ask themselves when considering crop insurance is if they are eligible for the program. Land rented under a cash rent agreement is not; only land rented under a crop share agreement is eligible, and a landlord can only insure their share of the crop. The next question to consider is what is being protected.

Christy Harrison, a crop insurance agent with Western Insurance in Fairfield, Wash., said some people are trying to protect their investment, while others are more interested in protecting their family's legacy. Landlords can protect up to 85 percent of the market value of their share of a crop, and just like growers, they will pay yearly premiums.

"There are many different options in crop insurance," she said. "There are so many different roads you can go down, it can get convoluted. The most common thing that

I see is (landlords protecting) their investment. Is this a passive income? Their only source of income?"

Landlords who expect crop insurance to pay for the premiums each year will be disappointed and are looking at crop insurance the wrong way, Harrison said. Crop insurance is to protect against a loss and may not be used every year.

"It's not going to make you rich," she warned. "But you can sleep at night knowing your income is protected"

While planting and harvesting crops may happen without regards to the calendar, crop insurance does not. Harrison said there are three dates every landlord needs to be aware of:

- The sales closing date, which is when landlords and farmers sign up for a policy;
- The date when production needs to be reported by. This happens after a crop is harvested; and
- The acreage report, which is how many acres were planted.

The dates don't change each year, but they are different for every crop. Landlords should check with a crop insurance agent for the dates relevant to their crop(s).

"The production report is for the previous year and the acreage report is for the coming year," Harrison said. "Crop insurance is a very deadline-driven product. We have to have signatures by certain dates, and if it is past those dates, there is nothing I can do. Landlords have to pay attention to information from their agent. They need to make sure they are communicating with their tenant on any changes that are happening. This is something you have to be attentive to. You can't just sign it like a car insurance or home insurance policy and say 'I'm done.'"

Landlords who are operating under a crop share agreement can choose to insure their share of the crop without regard to how the tenant insures their share of the crop. Harrison explained they are standalone policies that are completely separate with each party responsible for their own insurance. It's rare that the different policies could impact each other, but she urged landlords (and tenants) to double check with their crop insurance agent just to be safe.

There is another crop insurance option where the landlord's share of the crop can be insured under the tenant's policy. In that scenario, the entire crop is insured with the same options and same coverage level.



Christy Harrison is a crop insurance agent with Western Insurance.

"In this case, landlords should at least know what's being insured and make certain that their share matches their risk management needs," Harrison explained. "Your farmer is basically in charge of everything. These are situations with a lot of trust. Landlords know their tenant and know they are going to insure the crop properly. It works for some, but it's not good for everybody."

Under this arrangement, the crop insurance agent needs signed permission from the landlord to insure under the tenant's policy.

In her years working as a crop insurance agent, Harrison said by far the biggest mistake she's seen landlords make is not communicating enough with their tenant. And that need for communication goes both ways, as changes in farm ownership, for example, need to be shared with a tenant for accurate record keeping. Landlords also need to spend some time educating themselves about crop insurance. Besides speaking to an agent, visit the website, cropinsuranceinamerica.org, for another good resource.

"Agriculture can have a lot of high and lows, and every landlord's financial situation is different," Harrison said. "For those seeking a stable revenue source, crop insurance can be a great tool to help accomplish that." ■

North Central Washington Fence L.L.C.

- Industrial
- Commercial
- Residential



- Vinyl Fence • Split Cedar
- Chain Link • Master Halco Dealer

Distributor For: FLAT IRON GATES
Black Pipe Gates - Black Mesh Gates
• Powdercoated, galvanized steel • Great Prices

Serving All Eastern Washington

509-765-2950

Ask About Wheat Grower Discount
NORTHNCW954K4

KEEPING THIS GUY HAPPY FOR MOST OF 40 YEARS.

AGRICULTURAL
COMMERCIAL
PERSONAL

At Wheatland Bank we've got our share of tough customers. Folks who wake up their own roosters more often than not while they carve out a living from seed, soil and whatever nature throws their way. They're not inclined to skip town every time something shiny comes along. And they need a bank that thinks the same way. A local bank that keeps the money close. And can still do paperwork on a tractor fender.

 **wheatland bank**

 EQUAL HOUSING LENDER | Member FDIC

wheatland.bank

THE BOTTOM LINE

Are enterprise units suitable for your operation?

By Curtis Evandenko
McGregor Risk Management Services

What is an enterprise unit (EU), and why should consideration for such be given in an operation? I think to best understand unit structure and EU is first to know what the multi-peril crop insurance (MPCI) policy provides. Additionally, the insured must have a buy-up policy, a coverage level higher than catastrophic (CAT) coverage to qualify for the enhanced, unit structure coverage. For this discussion and to the best of my knowledge, all Pacific Northwest counties allow EUs for wheat.

EU is not a new option or new to the MPCI policy. The popularity of usage is steady in that the selection of EU is not increasing or decreasing, in my opinion. EUs protect a basket of money—the entire farm revenue—but not the individual farms and fields. The total bushels and dollars of coverage (protection) is the same as traditional coverage. The difference is the savings in

premium dollars that can be up to 1/3 less, depending upon the number of acres planted. EU can be and is an effective risk management strategy for insureds, landlords and operators both, depending upon one's appetite and approach for risk.

The Common Crop Insurance Policy (CCIP) definition states:

Basic unit—All insurable acreage of the insured crop in the county on the date coverage begins for the crop year: (1) In which you have 100 percent crop share; or (2) Which is owned by one person and operated by another person on a share basis. (Example: If, in addition to the land you own, you rent land from five landlords, three on a crop share basis and two on a cash basis, you would be entitled to four units; one for each crop share lease and one that combines the two cash leases and the land you own.) Land which would otherwise be one unit may, in certain instances, be divided according to guidelines contained in section 34 of these Basic Provisions and in the applicable Crop Provisions.

Land can be grouped into separate basic units based on ownership and rental agreements:

- Owned ground and cash-rented ground are one unit;
- Acreage operated on a share-crop arrangement is a separate unit from owned ground and cash-rented ground;
- Acreage with different shareholders (not share percentages) are different basic units;
- Different crop-share arrangements (1/3, 2/3 and 75/25) with the same shareholder does not create additional units; they are all the same basic unit.

Section 34 of the CCIP outlines additional unit options available to the insured: optional units and EUs. Optional units are a further division of basic units, providing separate production records are kept on a per section (rectangular survey) basis by the producer; if not, coverage defaults back to basic units.

To qualify for an EU, the insured must plant in at least two sections, and at least 20 percent of the planted crop liability must be in one section. For example, if you plant 100 acres in two different sections, at least 20 acres (liability) must be planted in one section. One cannot plant 99 acres in one section and one acre in another section and hope to qualify for an EU.

Is the EU structure a good fit for you and your operation? It depends. Is your acreage similar in makeup and productivity? Is your acreage close in proximity or spread from one end of the county or counties to the other? Do you plant fall wheat only, or do you have spring wheat in your rotation as well? Are acres dryland, or are there also irrigated acres? Are you okay not being paid a loss if a particular farm had a loss, but overall, your operation had an above-average yield year, keeping in mind you had reduced your crop insurance premium?

EU is available in many states and on many crops; however, the Risk Management Agency requires separate policies per state, so you can have the same or different coverages per state policy. A recent change is the option for EU by multiple county and EU by practice (irrigated and nonirrigated). If you hap-

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

For more information and
a schedule of classes visit
wawg.org/ammo-workshops/



pen to operate in more than one county in the same state, you could employ multiple county enterprise units and enjoy similar premium savings as per single county EU. That again poses the question, what are your risk management strategies? Is the productivity of the acreage in both counties similar or different?

The biggest drawback for me of EU is this: wheat is wheat. Where production comes from doesn't matter as long as production comes in and fills the aforementioned basket. Fall wheat is not a separate optional unit from spring wheat. All wheat goes in one bucket (unless irrigated/dryland is separated out by practice), and if the bucket gets filled up, there's no loss. If all the bushels have been dumped into the bucket, and there's room for more bushels, then there's a possible loss. What is your appetite for risk? Is protecting the nest okay knowing an egg or two may be damaged, but an egg or two extra may show up elsewhere? If EU is chosen for coverage, my recommendation is to always maintain and report production at the optional level. Should one ever decide to switch from EU back to optional units, you can do so for the following crop year. Additionally, landlords and operators can have different coverage options; if so, I highly encourage

both parties to maintain open dialogue so as to know and understand the advantages and limitations of an EU for the other party. My experience indicates an operator with numerous landlords across diverse acreage is less likely to employ EU than his corresponding landlord(s) in a single, contiguous acreage.

Similar to other crop insurance coverage options, one must make the decision for an EU structure prior to the wheat sales closing date of Sept. 30. An insured can choose EU one year and change to optional units the following year, provided separate production records are kept as outlined previously and the change is made prior to the wheat sales closing date. Although we may be past the deadline for the 2020 crop year, if exploring premium reductions while maintaining the same revenue coverage is enticing, this is something to keep in mind for the future. ■

Curtis Evanenko has more than 25 years of crop insurance experience serving the Pacific Northwest from both the wholesale and retail sides of the business. He currently serves as a risk management advisor with McGregor Risk Management Services. He can be reached at (509) 540-2632 or by email at cevanenko@mcgregorrisk.com.



Fall Burndown

Activate your Fall Burndown with GlyLoad Spray adjuvant

Drift-fiant A new method of Drift Reduction and Deposition Aid. Put more active ingredients on target.

GlyLoad Built to activate Glyphosate, Glufosinate and Paraquat. It's perfect in hot, dry situations for faster burndown with good performance.

Questions? Contact Chase Boman: 801.791.7186



For more information about Drift-fiant™ or GlyLoad™, visit our website www.agrasyst.com



Heart of the Palouse. Photo by Ben Barstow.

Your wheat life...

Email pictures to editor@wawg.org.
Please include location of picture, names
of all people appearing in the picture and ages
of all children.



Gideon (3.5) and Alaina (1.5) Foged playing on their
dad's tractor after bringing him lunch to the field
in Mansfield. Photo by Abby Foged.



Rhett Hackleman (19 months) at Dormaier Farms near Edwall. Photo by Marrisma Dormaier.



Kanin (4) and Carson (2) Koller, sons of Nick and Ashley Koller, get ready with seeding and harvest at grandparents Jim and Terri Koller's place near Pomeroy. Photo by Terri Koller.



It was just a short while ago that fields near Hartline were lush and green. Photo by Marlene Poe.

HAPPENINGS

All dates and times are subject to change.
Please verify event before heading out.

OCTOBER 2019

4-5 OKTOBERFEST. Live entertainment, German food, arts and crafts, beer garden. Leavenworth, Wash. leavenworthoktoberfest.com

5 FRESH HOP ALE FESTIVAL. Downtown Yakima, Wash. freshhopalefestival.com

5-6 APPLE DAYS. Celebrate the apple harvest. Cowboy shootouts, panning for gold, pioneer demonstrations, entertainment, apple pie contest. Cashmere Museum and Pioneer Village in Cashmere, Wash. cashmeremuseum.org

8 WAWG BOARD MEETING. Meeting starts at 10 a.m. at Washington Wheat Foundation Building, Ritzville, Wash. (509) 659-0610, wawg.org

10 WASHINGTON GRAIN COMMISSION BOARD MEETING. Spokane, Wash. Call (509) 456-2481 for more information.

11-12 OKTOBERFEST. Live entertainment, German food, arts and crafts, beer garden. Leavenworth, Wash. leavenworthoktoberfest.com

12 PLOWING THE PALOUSE. A gathering of antique tractors and plows. Plowing starts about 9 a.m. Lunch, hay rides, tractor show. Tekoa, Wash. facebook.com/PlowinthePalouse/

16-20 BALLOON STAMPEDE. Inflatables begin each morning at 7:15 at Howard Tietan Park in Walla Walla, Wash. wallawallaballoonstampepe.com

18-19 OKTOBERFEST. Live entertainment, German food, arts and crafts, beer garden. Leavenworth, Wash. leavenworthoktoberfest.com

18-19 HAUNTED PALOUSE. Haunted houses and haunted hay ride. Downtown Palouse, Wash. visitpalouse.com

21 WASHINGTON WHEAT FOUNDATION MEETING. Meeting begins at 1 p.m. at the Wheat Foundation Building in Ritzville, Wash. wawheat.org

25-26 HAUNTED PALOUSE. Haunted houses and haunted hay ride. Downtown Palouse, Wash. visitpalouse.com

27 HALLOWEEN PARTY. Time to be determined. Children of all ages are welcome. There are games, door prizes and cupcake decorating. Uniontown Community Building in Uniontown, Wash. uniontownwa.org/events/

NOVEMBER 2019

6-8 WASHINGTON STATE WEED ASSOCIATION CONFERENCE. Trade show, workshops, break-out sessions, credits available. Wenatchee Convention Center, Wenatchee, Wash. Register at weedconference.org

18-19 WASHINGTON STATE CROP IMPROVEMENT ASSOCIATION ANNUAL MEETING. Northern Quest Casino in Airway Heights, Wash. More information at washingtoncrop.com

13-16 2019 TRI-STATE GRAIN GROWERS CONVENTION. Industry presentations, break-out session, vendors. Davenport Grand, Spokane, Wash. To see complete schedule and register online visit wawg.org/convention/registration/

29-30 CHRISTMAS AT THE END OF THE ROAD. An old-fashioned cowboy Christmas! Storytelling, fun run, caroling, pictures with Santa. Winthrop, Wash. winthropwashington.com/event/christmas-end-road

29-DEC. 1 LEAVENWORTH CHRISTKINDLMARKT. A Bavarian-style Christmas market for the whole family that features traditional Bavarian foods, handmade arts and crafts and family-friendly entertainment. Leavenworth, Wash. christkindlmarktleavenworth.com ■

Submissions

Email listings to editor@wawg.org. Include date, time and location of event, plus contact info and a short description.



WARRANTY FOREVER!

POWERTRAIN PROTECTION, FOREVER! *New & Used*



*See us for details


RAM

DODGE

CHRYSLER

Jeep

Ford

JessAuto.com

Omak

Grand Coulee

Pullman

More information at: **NwGrainAugers.com**



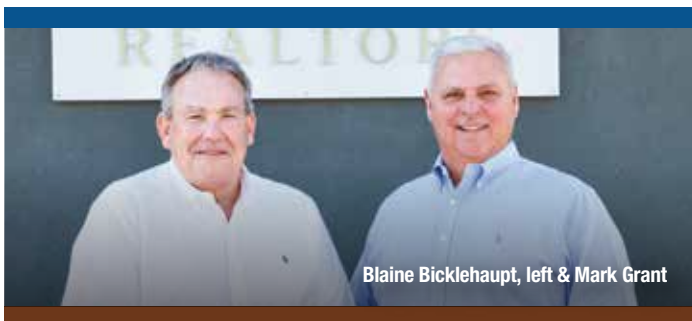
**Grain Augers
Belt Conveyors
Smoothwall Bins
Corrugated Bins
Seed Tenders**

T & S Sales
509.535.1177

WESTFIELD BATCO WESTEEL SCAFCO



SEEKING FARMS & RANCHES
For Purchase In Washington & Idaho



Blaine Bicklehaupt, left & Mark Grant

WE CAN SELL YOUR AG PROPERTY

- Our buyers are looking to purchase farm and ranch properties up to \$50,000,000 in value
- We have over 100 years combined ag experience
- Go with the team that has knowledge and dedication
- AFR affiliation offers unprecedented visibility for listings
- Need a current market evaluation? Contact us today!



The Team You Can Trust

Blaine Bicklehaupt 509-520-5280
blaine@bluemoonrealty.com

Mark Grant 509-520-1906
mark.grant@heritagelandgroup.com

Dayton WA
254 E Main St.
509-382-2020

Walla Walla WA
317 N. Colville St.
509-524-9055

www.bluemoonfarmandranch.com

Your Rural Property Specialist



realtordad@aol.com

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

I work all over Eastern Washington...

If you want to BUY or SELL, call me!

Contact Greg Schuster, Broker
Rural Property Sales
Coldwell Banker Tomlinson



509-993-2545

SCHULTE

DHX-600 DISC HARROW

Manage increased straw and chaff loads post-harvest, increase water penetration, quicken soil warming and promote weed seed germination for a proper pre-seed burn-off operation. The coulters engage the ground sizing the straw and mixing the chaff within the top layer of soil. The heavy harrow evenly distributes, levels and breaks up residue that is discharged by the coulters. The DHX-600 is the next level of performance for post harvest and pre-seeding.



5026 ROTARY CUTTER

- 15', 26', 30' and 42' Models
- 1000 RPM Heavy Duty Drive Line
- Hydraulic Phasing Lift Cylinders
- Spring Steel Bushing on Major Pivots



Walter Implement, Inc.

1105 Dobson Rd. Odessa, WA

Ph: (509) 982-2644 • Ph: (800) 572-5939 • E-mail: don@walterimplement.com

Visit schulite.ca for more information
on our complete line of Rock Removal Equipment, Rotary Mowers, Snow Blowers

Advertiser Index

AGPRO	41	Land Company.....	42
AgraSyst	61, 67	Landmark Native Seed	41
AgriPro Seed.....	15	North Central Washington Fence	59
Albaugh LLC	7	Perkins & Zlatich PS	41
Bank of Eastern Washington.....	15	PNW Farmers Cooperative.....	42
Barber Engineering	66	Pomeroy Grain Growers Inc.....	15
Blue Mountain Farm & Ranch	65	Rainier Seeds	39
Butch Booker Auction	17	RH Machine.....	41
Byrnes Oil Co	36	RiverBank.....	13
Class 8 Trucks	13, 37	Rock Steel Structures.....	37
CO Energy	39	Spectrum Crop Development	36
CoAXium	5	State Bank Northwest	40
Coldwell Banker Tomlinson.....	65	T & S Sales	65
Country Financial	42	Tankmax, Inc.....	37
Edward Jones	17	Vantage-PNW.....	66
Eljay Oil.....	40	Walker's Furniture.....	68
Farm & Home Supply.....	13	Walter Implement.....	65
Great Plains Equipment	11	Western Reclamation.....	9
Jess Auto	64	Wheatland Bank	59
Kincaid Real Estate	17	WSU Wheat Academy	9

**Thank you to all of our advertisers.
Support those who support your industry.**



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



vantage **WEEDit**

**SAVE UP TO 90%
ON CHEMICALS**

- Self Calibrating 50 Times Per Second
- Adjusts Spray Timing with Speed
- One Button Startup
- Blanket or Spot Spray with One System
- Installs on SP's, Pull Type and Wheeled Sprayers

vantage-pnw.com

Robb Soliday (509) 988-7018 Jason Emerson (509) 681-0466

Full Load **COMPLETE**™

A SPRAY ADJUVANT
AS VERSATILE AS THE COLUMBIA BASIN
AND AS DYNAMIC AS THE PALOUSE



IS YOUR SPRAY ADJUVANT A:

- ✓ Water Conditioner
- ✓ NIS Surfactant
- ✓ Drift and Volatility Reducer

If not, then it's time to get the only adjuvant that: replaces AMS, counteracts hard water, is designed to perform in all tank mixtures, and reduces drift and volatility.

Questions?

Contact Chase Boman at 801.791.7186

Invented, Designed, Developed and made right here in the PNW.



For more information about Full Load Complete™, visit our website at: www.agrasyst.com

WALKER'S FURNITURE & MATTRESS

WE'LL GUIDE YOU TO THE
Best Rest OF YOUR LIFE *Guaranteed!*



365 DAY COMFORT GUARANTEE

LOW PRICE *Promise!*



iComfort
Sleep System by Serta



Beautyrest.
BLACK[®]

Beautyrest.
PLATINUM[®]

WalkersFurniture.com  WalkersMattress.com

WALKER'S FURNITURE & MATTRESS
"Where Quality Just Costs Less"

SPOKANE | SPOKANE VALLEY | SPOKANE NORTH STORE
COEUR D'ALENE | SANDPOINT | WALLA WALLA | EAST WENATCHEE
YAKIMA | KENNEWICK | MOSES LAKE | HERMISTON
PENDLETON | MILTON-FREEWATER