

WHEAT LIFE

The official publication of the Washington Association of Wheat Growers

NOVEMBER | 2022

ON THE GROUND

Legislative tours focus on diversity, challenges facing state's ag industry



ALSO IN THIS ISSUE:

2022 convention sneak peek

Tis the season for legislative tours

USW spotlight on Thailand

Local quilt auction helps fund
congregation's service efforts

Address Service Requested

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

WHEAT LIFE

Volume 65 • Number 10
wheatlife.org

The official publication of



**WASHINGTON
ASSOCIATION OF
WHEAT GROWERS**

109 East First Avenue
Ritzville, WA 99169-2394
(509) 659-0610

WAWG MEMBERSHIP

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

EDITOR

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

AD SALES MANAGER

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

GRAPHIC DESIGN

Devin Taylor • Trista Crossley

AD BILLING

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

CIRCULATION

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

WAWG EXECUTIVE DIRECTOR

Michelle Hennings

WAWG EXECUTIVE COMMITTEE

PRESIDENT

Howard McDonald • Coulee City

VICE PRESIDENT

Andy Juris • Bickleton

SECRETARY/TREASURER

Anthony Smith • Richland

PRESIDENT EMERITUS

Ryan Poe • Hartline

APPOINTED MEMBERS

Ben Adams • Coulee City

Marci Green • Fairfield

Jeff Malone • Coulee City

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



A look back at the past year

By Howard McDonald

Just the other day, someone asked me if there was anything that surprised me in my year of being WAWG (Washington Association of Wheat Growers) president. I answered that I was a farmer, and that I'm used to things sometimes going sideways on the farm operation, and I'm used to having to make adjustments. It's no different in my time with WAWG. I'm surrounded with an excellent executive director and staff and those that have served and still serve on the board. It's a collaborative effort aiding my time serving towards growth for the wheat industry and encouraging others to join WAWG because we have to do more than just farm...we have to advocate for farmers, ag and wheat for as long as we continue to till the ground.

When my wife, Teri, and I were discussing my going through the chairs, I have to admit that I wasn't sure I could go out and publicly speak to local, state and national representatives, senators and other organizations. All I could think about at that time was, "I'm just a farmer, and what do I have to say that would help make a difference?" My wife knew I could do this and encouraged me to take on this challenge. Being a farmer, I take on challenges every day, so I set out to take on another. What I learned was that everyone has something to say, and every voice is important. I learned that public speaking, while difficult, wasn't going to stop me from advocating for wheat. I also knew that I could "work a room" and talk about wheat issues one on one. The wheat industry needs all of us, all of the time.

Before I even took on a county WAWG position, I thought that the industry was so big that you couldn't change anything, but as a farmer, I could see that there were a lot of things that needed changing. Issues that concerned me included transportation of wheat to our customers (foreign and domestic); the dams; rail; pesticide regulations; state and local taxes; overtime regulations; and the riparian buffer issue. But with WAWG and the National Association of Wheat Growers, I could clearly see how we could definitely make some changes. I also took note of WAWG's amazing state lobbyist, Diana Carlen, who has her boots on the ground and her ear to the door. She keeps WAWG notified of issues coming out of Olympia. In the following years, as I traveled up the chairs, I could see just how many individuals were working to safeguard the wheat industry, and I had a whole different perspective. Farmers and farms come in all different shapes and sizes. Some are small, some are big, some are multicrop, some are conventional, and some direct seed. But the bottom line is not a single one of us is better than the other in this business. We are all in this together.

My advice to those sitting back and watching but not sure about taking the leap to get involved with WAWG — JUMP IN and just DO IT! You will have no regrets in helping our industry; I sure don't have any. I have gained knowledge, skills that I didn't even know I had (like writing these articles), confidence, friendships, and the importance of networking. If we want to pass our farms to our children and grandchildren, we must be willing to move out of our comfort zone and help preserve our industry by staying involved at the county, state and national levels.

I have so enjoyed my role as WAWG president, and I may be stepping away from the presidency, but I plan to stay involved. I hope to see you at the annual convention in Coeur d'Alene, Idaho, at the end of this month. Have a good Thanksgiving, and let's continue to count our blessings on all things farm. ■

Cover photo: Last month, wheat growers took part in several legislative tours that focused on some of the issues facing the state's ag industry. See pages 28 and 30. All photos are Shutterstock images or taken by *Wheat Life* staff unless otherwise noted.

Inside This Issue



TRI-STATE GRAIN GROWERS CONVENTION

WAWG President's Perspective	2
Membership Form	4
WAWG at Work	6
Policy Matters	12
Washington Wheat Foundation	16
Sneak Peek	20
What's on tap for the 2022 convention?	
Farmers vs. foodies	26
Convention speaker to address conflict	
Different crops, same issues	28
Legislators get an earful during food, farm tour	
'Dam' critical	30
State legislators tour Ice Harbor Dam	
Profiles	32
Aaron Esser, WSU Extension	
WGC Chairman's Column	37
Appreciating quality	38
Thailand is a consistent buyer of club wheat	
WSU Small Grains Impact Report	42
How grower dollars drive research	
Rising to the challenge of FN	44
Quicker testing, predictive modeling are key	
Wheat Watch	46
In stitches	48
Quilt auction helps fund relief, service efforts	
The Bottom Line	52
Your Wheat Life	54
Happenings	56
Advertiser Index	58



Contributors

Howard McDonald, president, Washington Association of Wheat Growers
Mike Carstensen, chairman, Washington Grain Commission
Lori Maricle, communications director, Washington Grain Commission
Cadence Zellmer, 2022 Washington Wheat Ambassador
Kevin Gaffney, writer, Cheney, Wash.

Camille M. Steber, USDA-ARS Wheat Health, Genetics and Quality Unit, Washington State University
Mike Krueger, president and founder, The Money Farm
Tracey Korthuis, writer, Sprague, Wash.
David M. Kohl, president, AgriVisions, LLC

WAWG MEMBERSHIP FORM

Please check level of membership

- | | |
|---|---|
| <input type="checkbox"/> Student \$75 | <input type="checkbox"/> Family \$200 (up to 2 members) |
| <input type="checkbox"/> Grower \$125 | <input type="checkbox"/> Partnership \$500 (up to 5 partners) |
| <input type="checkbox"/> Landlord \$125 | <input type="checkbox"/> Convention \$600 |
| <input type="checkbox"/> Industry Associate \$150 | <input type="checkbox"/> Lifetime \$2,500 |

Name _____

Farm or Business _____

Address _____

City _____

State _____

Zip _____

Phone _____

Fax _____

Email _____

County Affiliation (if none, write state) _____

Circle all that apply:

Producer Landlord Individual Industry Rep. Business Owner Student Other

Return this form with your check to:

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

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

Thank you to our current members

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

WE NEED YOUR SUPPORT.

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

LEVELS OF MEMBERSHIP

	Greensheet Newsletter	Wheat Life Magazine	National Wheat Grower Newsletter	Annual Harvest Prints	WAWG Convention Free Registration	One Vote per Member
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 lower Snake River dams. | ✓ Maintaining a strong, reliable safety net by preserving crop insurance and making sure farm commodity programs work. |
| ✓ Fighting mandatory climate/carbon regulations. | ✓ Maintaining a safe, sound transportation system that includes rail, river and roads. |
| ✓ Lobbying the state Legislature for a seasonal overtime exemption. | |

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

More member benefits:

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



**Washington Association
of Wheat Growers**

109 East First Ave. • Ritzville, WA 99169
509-659-0610 • 509-659-4302 (fax)
wawg.org

Call 509-659-0610 or visit wawg.org



TRUST THE ORIGINAL

A FALL FERTILIZER THAT HELPS SUSTAIN YOUR WHEAT

Thio-Sul:

- Nitrification Inhibitor, AAPFCO certified, protects nitrogen against leaching
- Nitrogen and Sulfur, 2 in 1 macronutrients for optimizing crop health
- Produces acidity which lowers pH
- Can be applied in furrow 2x2, topdress and fertigated



CROPVITALITY.COM

©2022 Tessenderlo Kerley, Inc. All rights reserved. Thio-Sul® is a registered trademark of Tessenderlo Kerley, Inc.

WAWG at WORK

ADVOCATING FOR THE WHEAT FARMERS OF EASTERN WASHINGTON



Michelle Hennings (first row, second from left), executive director of the Washington Association of Wheat Growers, participated in a roundtable discussion with Pete Buttigieg (middle, holding crate of apples), U.S. secretary of transportation, last month in Wenatchee. Photo courtesy of Rep. Kim Schrier's office.

US transportation secretary visits Washington state

Last month, Michelle Hennings, executive director of the Washington Association of Wheat Growers (WAWG), joined several other commodity representatives in a roundtable discussion in Wenatchee with U.S. secretary of transportation, Pete Buttigieg, during his swing through the Pacific Northwest. Also participating were Rep. Kim Schrier (D-Wash.) and Sen. Maria Cantwell (D-Wash.).

The group discussed transportation, trade and the high cost of inputs, among other topics. Hennings was able to highlight the importance of the barge system on the

Columbia-Snake River System to the region. She said the secretary took great interest in the topic of barging and understood the value and benefits it brings to the region and nationwide.

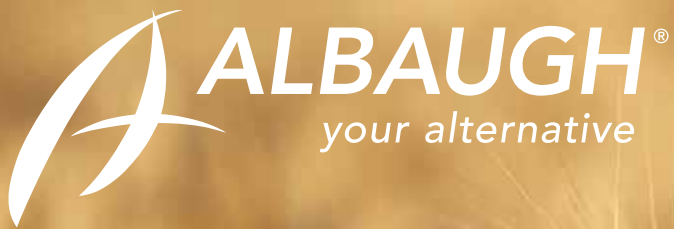
"It was a very successful discussion, and I feel like the secretary understood our concerns and the benefits the barge system provides to farmers and to our efforts at reducing carbon," Hennings said. "We appreciate the opportunity to sit down with federal officials to discuss our issues and concerns." ■

New faces greet Whitman County growers at meeting

A couple of new faces greeted Whitman County wheat growers at last month's meeting in Colfax. Casey Chumrau, the new Washington Grain Commission (WGC) CEO, and Wendy Powers, the new dean of Washington State University's (WSU) College of Agricultural, Human, and Natural Resource Sciences, were on hand to introduce themselves.

Powers comes to WSU most recently from the University of California, where she led academic, research and outreach programs and oversaw county-based cooperative extension outreach, 12 statewide programs and institutes, and nine research and extension centers across the state. She told growers that one of her main goals includes finding more resources, funding and support to help increase student interest in an agricultural career.

Chumrau comes to Washington wheat via Idaho, where she was executive director of the Idaho Wheat Commission. She was also the U.S. Wheat Associate's



ALBAUGH IS UNIQUELY POSITIONED TO SERVICE
FARMERS, DISTRIBUTORS, AND SEED INDUSTRY
PARTNERS IN ALL OUR MARKETS.



marketing manager for South America, based in Santiago, Chile.

Mary Palmer Sullivan, vice president of the WGC, and WGC commissioner Gary Bailey gave the commission update. Bailey said trade team activity has mostly returned to pre-COVID levels, with multiple teams visiting Washington state this summer. Palmer Sullivan discussed the state of the state's barley industry, telling growers that the crop has become more of a niche crop vs. a commodity crop as the number of planted acres in Washington continues to decline. Bob Brueggeman, the barley breeder at WSU, is focusing his efforts on developing malting varieties, including a winter variety that has shown promise in test plots.

Michelle Hennings, executive director of the Washington Association of Wheat Growers (WAWG), gave a legislative and farm bill update. One of the association's focuses for the next farm bill is resolving issues with the Conservation Reserve Program (CRP), especially with making sure rental rates are economically feasible. The upcoming 2022 Tri-State Grain Growers Convention was another topic Hennings touched on, encouraging growers to attend WAWG's resolution meeting.

"It's important, with any issues growers are experiencing in their counties, that we have resolutions we can move forward with," she said. The resolutions help direct WAWG's advocacy efforts for the next year. WAWG's 2022 resolutions can be found at wawg.org/about-us/. More information about the convention can be found on page 20.

Growers closed the meeting by taking care of county business and approving contributions to WAWG's Legislative Action Fund, the convention's silent auction, AgForestry and several other ag education programs. ■

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 current email address. ■

Growers bring taste of Washington to D.C.

In September, wheat industry representatives were in Washington, D.C., to take part in the annual Taste of Washington fly-in with Washington State University, the Washington State Department of Agriculture, and other commodity groups. The Taste of Washington event spotlights Washington-grown products and promotes Washington agriculture to members of Congress.

As part of that trip, wheat growers met with many members of the state's Congressional delegation to discuss the Washington Association of Wheat Growers' (WAWG) national legislative priorities, which were reviewed during the September board meeting. They also met with staffers from the Senate Agriculture Committee

WAWG's national priorities include:

- Protecting our markets by purchasing U.S. wheat for U.S. food aid programs; the negotiation of additional trade agreements and full implementation and en-



From left, Mariah Wollweber, director of communications and partnerships for the National Association of Wheat Growers (NAWG); Nicole Berg, NAWG president and a Washington wheat grower; and Wendy Powers, dean of Washington State University's College of Agricultural, Human, and Natural Resource Sciences, helped celebrate Washington's agriculture at the Taste of Washington event in Washington, D.C.

Unmatched Protection Against Wireworm



Improved plant stand, reduces leaf feeding and increases yield potential

First and only seed applied technology for wheat that protects against fall armyworm, cutworm, wireworm, and grasshoppers*



Unique translocation approach that protects from roots to seedling above ground



Lumivia® CPL

INSECTICIDE SEED TREATMENT

Contact your local retailer to put
Lumivia® CPL to work on your wheat acres.



*EPA label approval for Lumivia® CPL insecticide seed treatment for on-farm use and grasshoppers anticipated fall 2022.
™ ® Trademarks of Corteva Agriscience and its affiliated companies. Add an EPA-approved dye or colorant to treat the seeds per 40 CFR 153.155(b)(1) during the seed treatment process. Ensure that all treated seed are dyed an unnatural color. Lumivia® CPL insecticide seed treatment is registered in select states with the Environmental Protection Agency (EPA) for sale in wheat. Always read and follow label directions. © 2022 Corteva. 0522_0012

forcement of existing trade agreements; and continued and increased strong federal funding through MAP and FMD to maintain the progress achieved with Agricultural Trade Promotion Program funds.

- Preserving food security by supporting future farm bills to continue to offer agriculture and nutrition



Rep. Derek Kilmer (right) was one of the legislators wheat growers visited during their September trip to Washington, D.C.

support programs; maintaining the current structure of the crop insurance program and current cost-share levels; reauthorization of the farm bill and to make necessary adjustments to PLC and ARC so they can function effectively; and prioritizing working lands conservation programs in the conservation title of the farm bill.

- Protecting our environment through sustainable practices that are voluntary, incentive-based and recognize the unique and varied landscapes and climates of wheat production.
- Promoting and protecting our infrastructure by keeping the lower Snake River dams intact; funding to maintain and improve Washington road, river and rail systems; and immediate action regarding the Columbia River Treaty.
- Protecting food systems with safe and innovative pesticides. ■



Wheat growers met with Rep. Cathy McMorris Rodgers (second from left) during their September visit to Washington, D.C.



The Washington team also met with Sen. Maria Cantwell (sixth from right) to discuss the agriculture industry's issues and concerns.



Rep. Kim Schrier (above, right) and Rep. Dan Newhouse (below, left) sat down with members of the state's delegation while they were in Washington, D.C., for the annual Taste of Washington event.



The Washington team met with Rep. Marilyn Strickland (first row, second from right) during their September visit to Washington, D.C.



Vacation memories are worth every penny - put some aside for college too.

Lets work together on a strategy that works for your family. Contact us today to get started.



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



Joe Behler AAMS*
Financial Advisor
11707 E Sprague Ave
Ste. 103
Spokane Valley WA 99206
509-927-8033



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



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



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



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



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



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



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



NORTHWEST TRAILER CENTER

Family owned and helping truckers and their trucks get back on the road.

⚙️ PARTS

Authorized parts dealer for Aurora and associated brands delivered locally, or shipped to your location.

Looking for a particular part? Call our parts department and we will help you find the right one! Our parts department stocks a wide selection of parts for most makes and models of trailers.

509-535-3337
800-231-4660

6518 E. Dean Ave., Spokane
2 blocks north of the Broadway Flying J at exit 286
www.northwesttrailercenter.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 Katie Teachout at the Washington Wheat Foundation rental line
(509) 659-0610

POLICY MATTERS

State's riparian buffer taskforce moves into next phase

After spending the summer conducting interviews, the facilitator tasked with developing recommendations on improving riparian habitat has begun holding roundtable meetings prior to issuing a final report, which is due by Dec. 1, 2022. Two lobbyists for the wheat industry, Diana Carlen for the Washington Association of Wheat Growers (WAWG) and Mark Streuli for the Washington Grain Commission, have been invited to participate in the roundtable discussions.

The taskforce was funded during the 2022 Washington State Legislative Session after legislation requested by Gov. Jay Inslee failed to pass out of committee. The legislation would have imposed a requirement to restore and protect public and private property located in riparian management zones and required buffers around waterways that could reach up to 250 feet in some places, potentially taking large amounts of agricultural land permanently out of production while only offering limited compensation in return.

The list of people and entities interviewed by Plauché & Carr LLP (P&C), the company leading the taskforce, included tribal leaders, legislators, local governments, ag stakeholders, businesses, environmental organizations, and commercial and recreational fishery organizations. Several members of the Washington wheat industry, including Anthony Smith, WAWG secretary/treasurer; Carlen; Marci Green, WAWG past president; and Michelle Hennings, WAWG's executive director, were interviewed.

In a preliminary report released last month, P&C identified themes from the interviews, including:

- Salmon populations in Washington are in a state of crisis, and degradation of riparian areas has contributed to their decline. The current salmon crisis violates tribal treaty rights to fishery resources, and salmon have critical cultural, economic and subsistence significance to tribes.
- Riparian degradation is caused by a variety of uses



in both urban and rural areas throughout the state despite the focus on agriculture. A fair solution that recognizes/addresses these various sources of impacts is needed.

- There is a lack of knowledge or recognition of the work farmers do to help the environment, particularly with transitions to techniques like no till farming, organic farming, etc.
- Funding for riparian habitat improvement and salmon recovery in Washington is spread too far and too thin across the state to be effective.
- A more comprehensive mapping of riparian habitat conditions in various corridors, and where those conditions overlap with salmon is needed.
- Prioritization of habitat restoration projects should be driven by science and by perspectives on the ground — not by the Legislature.
- Existing regulations are largely designed to address new development and don't apply to legacy problems.
- Mandatory buffers on farms can have significantly different impacts on different farms. Big differences in impact between large and small farmers. Big differences depending on terrain (e.g., high water well into farmed areas/farming in narrow stream valleys). ▶



From agronomy to the economy, we get your business.

You understand your business. At Northwest Farm Credit, we're a lender and crop insurance provider here to help you manage it even better. With a team focused 100% on agriculture—and on you. As a way to better serve farmers and ranchers, we offer the latest in market trends and weather insights so you can continue to grow, build and thrive.

So, if you think we can help you, let's talk.

800.743.2125 | northwestfcs.com

Equal Housing Lender

This institution is an equal opportunity provider and employer.

*Serviced through Northwest Farm Credit Services Insurance Agency.

Here to Help You Grow®

CLASS 8 TRUCKS

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



Miles and Brix Curtis
of Five C's Inc. Ranching, Farming and More

Bill and Karen (dad and mom) came to Ritzville in the mid-50s, and Uncle Bob (Voice of the Vandals) stayed ranching at the home place above Elberton.

Now, Miles, wife, Bren, and others have added to and groomed the next generation to keep it hoppin'.

For example, young Miss Peyton, while going to vet school at Washington State University, helped develop a viable vertical outlet for the ranch's prime beef. Go to theherd5c.com for a better story than I could ever write.

At Class 8, we're kinda good at trucks and trailers, and we enjoyed how we helped this modern day ranch... at least a little bit.

Marc B. Lange (509) 991-9088

Scott Lund (509) 995-5024

Jeff Miller (509) 599-9926

**NOT JUST TRUCKS,
TRAILERS TOO!**

www.class8trucksales.com

"A story of agriculture will be told. It would be better if it were told by you."

— Jerry McReynolds,
past president of the National
Association of Wheat Growers

- There are significant geographic differences east and west of the mountains that should be accounted for.
- The Governor's Office outreach on riparian efforts was nonexistent in advance of the 2022 legislative session, and that approach created shock and surprise in response to the office introducing the Lorraine Loomis Act.

The goal of the roundtable meetings will be to identify recommendations for changes in policy and spending priorities to improve riparian habitat. One meeting was held in October with two more scheduled for November.

"This is an issue we need to be heavily involved with, and growers need to be ready to engage with the Legislature if another bill is introduced that mandates riparian buffers," said Hennings. "Farmers are already working to protect salmon habitat using voluntary programs, which we believe is the best way forward."

The preliminary report can be downloaded at ofm.wa.gov/sites/default/files/public/publications/RiparianTaskforcePreliminaryReport-InterviewandFacilitationProcess.pdf. ■

NRCS announces new riparian buffer program

The Washington state office of the Natural Resources Conservation Service (NRCS) is launching a new voluntary Riparian Buffer Program in fiscal year 2023 that will compensate producers not only for things such as time, materials, labor and equipment required to install the buffers, but also for the income the land put into buffers would have produced.

According to NRCS in Washington, the program is intended to help salmon habitat by reducing sediment and lowering water temperatures and will be run through the Environmental Quality Incentive Program. A new sign-up period was expected to be announced by the end of October. Producers are encouraged to contact their local NRCS office with any questions. ■

EQIP-CIC on hold

The Natural Resources Conservation Service (NRCS) has placed their Environmental Quality Incentives Program-Conservation Incentives Contracts (EQIP-CIC) program on hold. More information will be provided as soon as possible.

The EQIP-CIC program is a voluntary conservation

program administered by the NRCS that offers farmers, ranchers and nonindustrial private forest landowners financial and technical assistance to help plan and implement conservation practices and activities on working agricultural and forestry landscapes. Conservation Incentive Contracts offer conservation activities above and beyond EQIP practices, which producers can implement to address resource concerns. Unlike the Conservation Stewardship Program, EQIP-CIC doesn't require the producer to enroll their entire operation to participate.

For questions, please contact Keith Griswold, NRCS in Washington assistant state conservationist for programs, at keith.griswold@usda.gov or by calling (509) 323-2971. ■

USDA offers workshops on crop insurance updates

The U.S. Department of Agriculture (USDA) is offering virtual workshops on Nov. 15 and Dec. 13 for agricultural producers and stakeholders to learn about the latest updates and improvements to the Whole-Farm Revenue Protection (WFRP) and the Micro Farm insurance options.

Improvements to these two programs include:

- Doubling the maximum insurable revenue under WFRP up to \$17 million.
- More than tripling the size of farm operations eligible for Micro Farm to \$350,000 in approved revenue
- Reducing paperwork requirements for WFRP.

An RSVP is not required. Attendees will have a chance to submit written questions during the event. More information and links to the meetings can be found at rma.usda.gov/Topics/Outreach-and-Education/RMA-Roadshow. ■

Your Rural Property Specialist



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

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

Contact Greg Schuster, Broker
Rural Property Sales
Coldwell Banker Tomlinson



realtordad@aol.com

509-993-2545

WESTFIELD

WESTEEL

BATCO

NECO

MFS

MOVE ★ DRY ★ STORE

★ Augers ★ Belt Conveyors ★ Dryers ★ Grain Bins ★ Construction

T&S Sales

509.535.1177

NwGrainAugers.com

Battalion Pro

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

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

Timing is NOW for fall and winter applications.

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

● BioWest.ag • MicrobialSolutions@BioWest.ag



Ambassador looks back at year promoting wheat industry

By Cadence Zellmer

2022 Washington Wheat Ambassador

Over the past year, I have had the opportunity to serve as a wheat ambassador for the Washington Association of Wheat Growers (WAWG). Throughout this experience, I have been able to speak with legislators in Olympia, promote WAWG at the Ag Expo in Spokane, and bring awareness to agriculture.

At the start of my year as an ambassador, I gave a presentation at the 2021 Tri-State Grain Growers Convention. The presentation that I gave was about the six different varieties of wheat, and what they are used for. I learned a lot about wheat and the milling process and learned how to put together a professional presentation. This opportunity gave me more confidence in public speaking.

In February, I went with WAWG representatives to Olympia for wheat days. During this event, we handed out cinnamon rolls with



informational pamphlets and other promotional items. I also had the chance to tour a bit of the Capitol and talk one on one with legislators about bills that were being discussed within the government.

The next event was the Spokane Ag Expo. WAWG had a booth set up that had fun games with prizes for people to play. This game included fun wheat facts for people to learn. I was also able to talk with other agriculture companies that were at the ag show as well.

Finally, I had the opportunity to fly in a Kitfox Super Sport plane with Tim Cobb of the Farmland Company. During this time, we discussed our roles as wheat ambassadors and different aspects of agriculture while flying over my family's farm. This interview was later posted on youtube on the Farmland account! You can also view the video at farmlandcompany.com/farmland-fox.

Overall, in my time as an ambassador, I have learned a lot of important things. These include confidence in public speaking and creating a presentation; learning how our state government works in Olympia; discovering how agriculture is promoted socially and politically in our state; and networking on a professional level. Taking advantage of fun experiences was also a large part of being an ambassador! I am very thankful I was given this opportunity and am thankful that the Washington Association of Wheat Growers has such a great scholarship program. These lessons will help me become a better person both in and out of the workforce. ■



Create a lasting legacy and remember the Washington Wheat Foundation in your estate planning. Visit wawheat.org.

The Washington Wheat Foundation silent auction will take place **Dec. 1, 2022**, at the Tri-State Grain Growers Convention in Coeur d'Alene, Idaho.

TIME TO PLAN for next year.

Bank of Eastern Washington
offers Operating Lines of Credit and
Term Loans on Equipment and Land.

*Specializing in Agricultural
and Commercial Loans.*

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

DAYTON, WA
257 E. Main St.
509-382-7111

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



JAY HART
Colfax, WA



TODD WOOD
Dayton, WA



HECTOR LOPEZ
Pasco, WA



MICHAEL BROECKEL
Pasco / Colfax, WA



Bank of Eastern Washington

A BRANCH OF BANK OF EASTERN OREGON

Member FDIC

A CONNELL OIL INCORPORATED COMPANY

BRONCO

★ FARM SUPPLY ★



Your Supplier of Quality Fuels and
Lubricants In Eastern Washington

Pumps • Sprayers
HiQual Livestock Equipment

Livestock Feeds • Smartlic Supplements
Stock Tanks • Gallagher Fencing • Pet Supplies



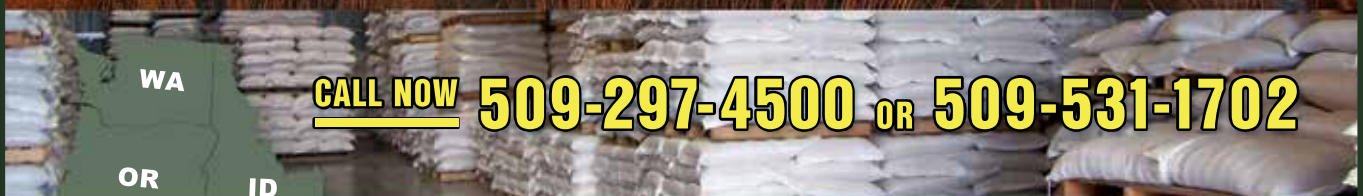
Online orders: www.conneloil.com

1302 W. First Ave. Ritzville WA
509-659-1532 broncofarmsupply.com

*Stop in and let us show
you all we have to offer!*



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



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

Email: wri@westernreclamation.com

WAREHOUSES IN ODESSA & ELTOPIA



TRI-STATE GRAIN GROWERS CONVENTION

IDAHO • OREGON • WASHINGTON

Nov. 29-Dec. 1, 2022

Coeur d'Alene Resort, Coeur d'Alene, Idaho

Early bird registration opens Aug. 15 at wawg.org/convention and ends Nov. 1, 2022

JULIE BORLAUG is continuing the Borlaug legacy of food security and innovation in agriculture. She serves as President of the Borlaug Foundation and Vice President of External Relations for Inari. She is the granddaughter of the late Dr. Norman E. Borlaug, Nobel Peace Prize Laureate and the founder of the World Food Prize.



ROBERT BONNIE (invited) is the Undersecretary for Farm Production and Conservation at USDA. Prior to joining USDA, Bonnie was at Duke University, first as a Rubenstein Fellow and later as an Executive in Residence at the Nicholas Institute for Environmental Policy Solutions working on conservation and environmental issues in rural America.

RAY STARLING has been the Chief of Staff to a U.S. Senator and U.S. Secretary of Agriculture Sonny Perdue, worked at the White House, and been involved in crafting public policy for over 15 years. He grew up on a family farm in North Carolina. Ray combines a humorous style with a deep sincerity for his audience members' self-reflection and personal development.



ERIC SNODGRASS is a Science Fellow and the Principal Atmospheric Scientist for Nutrien Ag Solutions, where he develops predictive, analytical software to help agricultural producers manage weather risk. His frequent weather updates focus on how high-impact weather events influence global agriculture productivity.

WHEAT WORLD UPDATE will feature a panel of industry experts discussing global issues facing the wheat industry and the opportunities they present for producers. This panel will feature Antonina Broyaka, an Associate Professor from Vinnytsia National Agrarian University, Ukraine; Dr. Randy Fortenbery, Washington State University Extension; and more.



**For hotel reservations
call 800-688-5253**

Press #2 then #1 for group reservations
or book online at wawg.org

The Coeur d'Alene Resort is a world class resort and hotel. Located on beautiful Lake Coeur d'Alene, The Resort offers top-of-the-line accommodations and amenities and will be decked out for the holiday season.

Breakout sessions to include:

- Wheat market report
- Barley trends
- Precision agriculture technology
- Snake River dams
- Managing stress
- Tax updates
- Legislative happenings
- And many more...

Auction and Dinner

Auction and dinner is Thursday, Dec. 1, at 6 p.m. Social hour starts at 5:30. Donation forms can be found at wawg.org.



**Watch wawg.org/convention
for updates!**



**TRI-STATE GRAIN
GROWERS CONVENTION**
IDAHO • OREGON • WASHINGTON

November 29 -
December 1, 2022
The Coeur d'Alene Resort
Coeur d'Alene, ID

Mail, Phone, Fax or online at
www.wawg.org/convention
109 E. 1st Ave, Ritzville, WA 99169

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 \$ 225 =	\$ _____
Spouse Registration	_____ x \$ 225 =	\$ _____
After 11/01/2022	_____ x \$ 270 =	\$ _____
Non-Member	_____ x \$ 350 =	\$ _____

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

SINGLE DAY REGISTRATION

Circle one:

Single Day	_____ x \$ 160 =	\$ _____ Wednesday/Thursday
Non-Member Single Day	_____ x \$ 215 =	\$ _____ Wednesday/Thursday

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

_____ x \$ 10 per person = \$ _____

ADDITIONAL Meal Tickets *Available to purchase ONLY with a Full Registration

___ Individual Breakfast	_____ x \$ 35 =	\$ _____
___ Individual Lunch	_____ x \$ 45 =	\$ _____
___ State Banquet	_____ x \$ 65 =	\$ _____
___ Dinner & Auction	_____ x \$ 75 =	\$ _____

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

___ Agribusiness Breakfast (Wednesday)	___ Oregon Banquet (Wednesday)	___ Opening Breakfast (Thursday)
___ Tri-State Luncheon (Wednesday)	___ Idaho Banquet (Wednesday)	___ Luncheon (Thursday)
	___ Washington Banquet (Wednesday)	___ Dinner & Auction (Thursday)

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	

___ Charge my AMEX/MasterCard/VISA ___ Enclosed is my check-Payable to WAWG Total Paid \$ _____

Card Number _____ Exp. _____ 3 or 4 digit code _____

Name on Card _____

Signature _____

A SNEAK PEEK

at the 2022 Tri-State Grain Growers Convention

There's only a few weeks to go before the 2022 Tri-State Grain Growers Convention begins, but growers can still get in on the action by registering at wawg.org/convention/registration/.

Growers will notice a major change at this year's convention, which will be held Nov. 29-Dec. 1 at the Coeur d'Alene Resort in Coeur d'Alene, Idaho. The convention will wrap up with the traditional silent auction and dinner, rather than a last morning breakfast session that typically focuses on a long-range weather forecast. The change was made after numerous comments from last year's convention survey.

"This will give those growers who flew into town the opportunity to get a morning flight without missing one of the favorite presentations — the weather forecast," explained Michelle Hennings, executive director for the Washington Association of Wheat Growers (WAWG). "This year's weather presenter, Eric Snodgrass, will present during the lunch program on Thursday, Dec. 1, instead. We've got an exciting lineup of speakers and break-out sessions; there's something for everyone. We are looking forward to celebrating our industry."

The Tri-State Grain Growers Convention is sponsored by WAWG, the Oregon Wheat Growers League and the Idaho Grain Producers Association. The annual convention offers growers an opportunity to socialize and network, hear state and national policy updates, and participate in educational break-out sessions.

Washington growers are invited to attend the all-committee board meeting on Wednesday, Nov. 30, at 9:30 a.m. Besides hearing state and federal agency updates, WAWG members will review and update the association's resolutions. The resolutions help direct WAWG's advocacy efforts for the coming year.

"This is an opportunity for members to help establish legislative priorities and give direction to WAWG leaders," Hennings explained. "We are a grower-led organization, so it's critical that our members weigh in on the issues that they want us to focus on."

Members that can't attend the meeting are welcome to call the WAWG office

Spaces still available in the 15x40 program

Looking for a (mostly) free trip to this year's convention? If you are a Washington producer under 40 who hasn't attended convention before, you are in luck. There's still room in the 15x40 program, which offers a free 2022 convention registration and, if the producer isn't a member of the Washington Association of Wheat Growers, a one-year paid membership.

Participants in the 15x40 program will be provided a standard room rate by the Washington Wheat Foundation (no additional incidental charges will be allowed). This is a first-come, first-serve program. To register, call the WAWG office at (509) 659-0610. ■

RELIABLE, DURABLE

BOURGAULT

AND BUILT TO LAST

3320



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

3720



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

5810



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

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

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

www.odessatrading.com

Don Strebeck 509-988-0433

Jason Thomas 509-988-0342

Sam Whitman 509-660-3210

Odessa WA 509-982-2661

Coulee City WA 509-632-5413

Ritzville WA 509-659-0269

WEED-IT

THE NEW GENERATION WEED-IT QUADRO



Robb Soliday

(509) 988-7018 Ritzville

Jason Emerson

(509) 681-0466 Coulee City

info@agritechamerica.com

WEED-IT QUADRO FEATURES

SAVE UPTO
90%
CHEMICALS



40" Sensor Spacing

Improved detection on small plant increased power efficiency.



Blue Light

Improved detection on small plant increased power efficiency.



Full PWM Application Control

Controlled dosage per weed - speed and turn compensating.



50% Less Weight

1.5lbs per sensor places less stress on your sprayer.



In-Crop PWM

Control Rate & Droplet size for all applications.



**AGRITECH
AMERICA**

at (509) 659-0610, and an employee can submit comments on their behalf. A copy of the current resolutions can be downloaded at wawg.org/about-us/.

The convention will kick off with an agribusiness panel featuring Dr. Antonina Broyaka of the Kansas State University Ag Economics Department; Dr. Randy Fortenbery from Washington State University; and United Grain Corporation's Brian Liedl.

Besides Snodgrass, other keynote speakers include Julie Borlaug, granddaughter of Dr. Norman E. Borlaug, Nobel Peace Prize Laureate and the founder of the World Food Prize, and Ray Starling, a former chief of staff for U.S. Secretary of Agriculture Sonny Perdue (see more on page 26). Robert Bonnie, undersecretary for farm production and conservation at the U.S. Department of Agriculture, has been invited.

The annual auction and dinner on Thursday, Dec. 1, is the perfect opportunity to get some Christmas shopping done while supporting the educational efforts of the three states' industry organizations. If you'd like to donate an item to the auction, please contact the Washington Wheat Foundation at (509) 234-5824. The evening's entertainment will be Cara Pascalar of Cara Bout Ag, who performs musical comedy that honors agriculture and the western lifestyle. Pascalar takes well known hits and parodies them for the audience.

The annual photo contest is back. Entries will be displayed throughout the 2022 convention area, and attendees are encouraged to vote for their favorite. The grand prize is a free registration to the 2023 Tri-State Grain Growers Convention, which will be held at the Coeur d'Alene Resort in Coeur d'Alene, Idaho, Nov. 14-16, 2023. Winning photos will be used in 2023 marketing materials and may be published in *Wheat Life*, *Oregon Wheat* and *Idaho Grain* magazines.

Registration and a complete convention schedule is available on our website at wawg.org/convention/. Here's a closer look at the breakout sessions scheduled for the 2022 convention:

How to structure your farm organization to increase farm program payments by Paul Neiffer, CliftonLarsonAllen. This session will outline how current farm programs are limited based on your entity selection. Paul will review how the FSA treats all of the common entities such as corporations, LLCs, etc. for payment limits. He will also review how the adjusted gross income (AGI) limitations are applied to each entity.

Things I didn't know about QuickBooks by Cassi Johnson, Pacific Intermountain Mortgage Company. This session will focus on specific uses of QuickBooks,



The Coeur d'Alene Resort is located on the shores of the beautiful Lake Coeur d'Alene. The resort features an award-winning salon and spa, the Pacific Northwest's largest wine cellar, floating boardwalk and an infinity pool and is within steps of shopping and nightlife in downtown Coeur d'Alene.

and how they can best be utilized for your operation. Want to know more about QB Desktop vs. QB Online? Join Cassi and come with your questions!

Global Wheat Market Outlook by Michael Anderson, U.S. Wheat Associates. Michael will help the audience to digest and better understand the news headlines of global wheat market outlooks and challenges.

D.C. Talk by Chandler Goule and Jacob Westin, National Association of Wheat Growers. Staff from the National Association of Wheat Growers will deliver an "inside the beltway" perspective about what farmers can expect from lawmakers in the 118th Congress, which kicks off January 2023. They will discuss the 2022 federal election impacts, and how the new composition of Congress and leadership dynamics will impact the 2023 Farm Bill reauthorization, pesticide issues, appropriations and other federal issues.

Considerations in Sprayer Maintenance and Technology by Jim Baergen and Erin Hightower (CCA), RDO Equipment Co. Equipment experts will discuss the considerations one must make when maintaining, purchasing or after-purchase upgrading any sprayer equipment. This will include discussion on nozzle selection, wear parts, potential considerations when adapting to new technologies, and simple upgrades that can make your older sprayer like new.

An Update on Falling Numbers Research with WSU

WB6211CLP | WB9303 | WB9623

TOUGH BY NORTHWEST STANDARDS. EXCELLENT BY YOURS.

The Northwest has high standards for wheat. It needs to stand strong and get results. With varieties like WB6211CLP offering excellent Hessian fly tolerance and WB9303 and WB9623 providing excellent yield potential and protein content, trust WestBred® brand to endure the region's toughest challenges — and meet your standards for excellence.




WestBred®

WESTBRED.COM

Bayer, Bayer Cross, WestBred and Design® and WestBred® are registered trademarks of Bayer Group. ©2022 Bayer Group. All Rights Reserved.



and USDA-ARS by Dr. Amber Hauvermale, (WSU) and Dr. Camille Steber (USDA-ARS, Pullman). Drs. Hauvermale and Steber will present the progress in breeding for genetic resistance to low falling numbers and in developing a rapid immunoassay as an alternative to the falling number test.

What's Next: A Dam Panel Discussion by Heather Stebbings (PNWA), Alex McGregor (The McGregor Co.), and Tom Kammerzell (Port of Whitman). Even though Gov. Inslee/Sen. Murray's report results have put a pause on any Snake River Dam removals, what will happen moving forward? Our panel will share their perspectives.

Wheat Market Outlook by Dr. Randy Fortenbery (WSU). In this session, Dr. Fortenbery will examine the market environment for wheat and discuss opportunities and challenges through the rest of the marketing year and into 2023.

Nitrogen and Sulphur Fertilizer Management and Managing Water for Barley Production by Dr. Jared Spackman (UofI) and Dr. Christopher Rogers (USDA-ARS Northwest Irrigation & Soils Lab). This session will cover nitrogen and sulphur fertilizer products with applications for food, feed and malt barley with a look at yield, quality and in-season crop development, as well as water management topics for barley production.

When Stress is More Than a Season by Lesley Kelly, High Heels and Canola Fields. As farmers, we know how to recognize stress in our livestock, crops and equipment, but do we know how to recognize when stress is too much for us, and what we can do to help get through those stressful times? In this presentation, Lesley will share five tips using her "Weather the STORM" strategy and the things she's learned that have helped her family and farm weather the storm and get through stressful times.

Mitigating the Impact of Supply Chain and Input Management Panel. Listen to our four-member panel's perspective on the outlook of inputs, finance, equipment and fuel and tips on ways to mitigate the risk. WAWG Vice President Andy Juris will facilitate this session.

NRCS Update by NRCS State Conservationists Curtis Elke (Oregon), Ron Alvarado (Idaho) and Roylene Comes at Night (Washington). Learn of program updates from each of our three states' state conservationists.

Pacific Northwest Herbicide Resistance Initiative by Dr. Ian Burke (WSU) and Dr. Doug Finkelnburg (UofI). Thanks to strong support from PNW Grain Growers, Oregon State University, the University of Idaho, Washington State University, and USDA-ARS are launching a coordinated and collaborative effort to improve weed management systems for PNW small-grain growers challenged by herbicide resistance.

Finding Profitability in Climate-Smart Farming. Come learn from members of the MyCropTechnologies team as they share recent developments in combining crop insurance systems with exciting new carbon development technology helping producers measure and profit from climate-smart farming. ■

Sponsor list

Thank you to all our sponsors who help make the Tri-State Grain Growers Convention a success.

PLATINUM

BASF Corporation
Idaho Grain Producers Association
Northwest Farm Credit Services
Oregon Wheat Growers League
The McGregor Company
Washington Grain Commission

GOLD

Molson Coors Beverage Company
Pro Ag Management

SILVER

Bayer CropScience
Coleman Oil Company
Columbia Bank
HighLine Grain Growers
Leffel, Otis & Warwick
Les Schwab Tire Centers
RDO Equipment
Rural Community Insurance Services
Washington State University
Small Grains

INDUSTRY SUPPORTERS

Big Bend Electric Cooperative
Washington State Crop Improvement Association ■



'88 Ford LN9000

L10 Cummins, 9 spd, 350 horse, 20ft bed and hoist, 3200gal spray tank w/mixer, new clutch **\$32,950**



'72 Dodge LNC1000

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

Mike's Auto

37502 Mayberry Rd. E.
Davenport WA 99122

(509) 725-1765

BigIRON

**HEAVY
EQUIPMENT
and
AG REPAIRS**

COMPLETE MOBILE REPAIR SERVICE

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



Scott & Eddy Carroll

509-770-5560

BigIronRepair@odessaoffice.com



We service what we sell, since 1987

GLEANER[®] HESSTON[®] Ag Leader[®] NORAC[®] RAVEN



LEWISTON, ID
620 Thain Road
208-746-6447

MOSCOW, ID
2275 Nursery
208-883-3007

www.bluemountainag.com

OFFICES:

Genesee

208-285-1141

Colfax

509-397-4381

Rosalia

509-523-3511

Oakesdale

509-285-4311

Fairfield

509-283-2124

• **Grain Marketing & Storage**

• **Pulse & Specialty Crop Processing**

• **Quality Pulse & Cereal Seeds**

• **Rail & River Shipping Terminals**

• **Country Hedging Futures & Options**



"A Family of Farmers"

1-866-986-2008

www.pnw.coop

Battle between farmers, foodies

AGRICULTURE POLICY EXPERT TO ADDRESS CONFLICT DURING KEYNOTE CONVENTION PRESENTATION

By Trista Crossley
Editor, *Wheat Life*

National agriculture policy expert **Ray Starling** sees a growing battle between those involved in the agricultural industry and those who say the food system is broken and want to reform it.

"You've got the folks actually involved in the industry on one side," he explained. "On the other side, mostly they are populated with people who have never actually grown food, never actually manufactured food, never actually sold food, but they want to tell the rest of us how to do it. That battle concerns me, and I wanted to find out why is that happening? Where is it coming from? How are they getting credence and the capability to push that perspective when it seems, to me, at least, so out of whack with reality?"

Starling will be one of the keynote speakers at the upcoming 2022 Tri-State Grain Growers Convention, Nov. 29-Dec. 1, at the Coeur d'Alene Resort in Coeur d'Alene, Idaho. He has served as chief of staff to a U.S. senator and U.S. Secretary of Agriculture Sonny Perdue, worked at the White House, and been involved in crafting public policy for more than 15 years. He currently serves as general counsel and president of the NC Chamber, a leading business advocacy organization in North Carolina. Starling is the author of a newly released book, "Farmers vs. Foodies: A Look at the Outside Forces Forging the Future of Farming and Food." He said his presentation will touch on many of the themes he explores in the book.

"There's a chapter in the book I call ag humpty dump-tysm. It's all these people that say, 'oh the food system is broken. It needs to be repaired. It needs to be dismantled,'" he said. "These are big claims, and they get big coverage, and they are coming from really, really smart people."

From his research, Starling says the conflict can be broken down into events happening in the background and the foreground. In the background, there's a number of cultural forces at work, primarily an era of "pick your own facts" that can be quickly disseminated regardless of accuracy.

"I call it the age of influence without expertise," Starling explained.



Another background factor is the movement of people, not only away from the farm, but away from the production of products in general and the realization that a product has to be manufactured at some point.

"So many fewer people are coming home to a household where a dad worked in a factory and actually made stuff. Where a mother worked in a factory and made stuff. I think it's led to an environment where people think they can dictate the terms of the deal because that's what they do. They go on Amazon. They click the button, and it's there the next day, depending on what

part of the country you live in. It's easy. If I want my food to be — fill in the blank — well, I should be able to click a button, and it shows up that way. Food doesn't, frankly nothing works that way, but food definitely doesn't work that way," Starling said.

The foreground factors, which Starling considers to be much more calculating, include groups formed "for the purpose and with the express goal of dismantling" elements of the food system, such as animal agriculture. He said we are seeing more and more policy debates happening in the courtroom and the media, rather than in Washington, D.C., and agriculture has to figure out how to get better at pushing back. But surprisingly, Starling makes the argument that the main reason for pushing back isn't because it makes farmers mad or for economic reasons, but because agriculture has a moral obligation, especially as the world seems to be headed into a recession and food costs are increasing.

"If these outsiders succeed, they are going to raise the cost of food, frankly, with no return in terms of it's not going to result in greater production. It's not going to result in greater quality. It's going to raise the price of food, and frankly, that's where that moral appeal comes in," he said. "That's why we've got to push back. Not because our feelings are hurt, not because it might cost us a nickel more a bushel to grow it the way they want it, but because at the end of the day, they give us a world that is less food secure, and we simply can't stand for that."

For more information on the convention and to register, visit wawg.org/convention/. ■

**BOOST YOUR
BOTTOM LINE**

**EXPAND HERBICIDE
OPTIONS**

**SLOW HERBICIDE
RESISTANCE**

**WINTER CANOLA
NON GMO
IMI-TOLERANT**

**ROUNDUP READY
VARIETIES ALSO
AVAILABLE**

**SUNFLOWERS
TRITICALE
PLOW-DOWN MUSTARD**

START BUILDING YOUR SOIL HEALTH NOW!

Rotations increase yields, break disease cycles & reduce weeds.

**SPECTRUM CROP DEVELOPMENT
RITZVILLE WA**

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



REDEKOP

EARLY ORDER PROGRAM CURRENTLY IN EFFECT

**ORDER NOW AND LOCK IN BEFORE
PRICES INCREASE, AND RECEIVE:**

- **FREE MAGNET KIT (\$1450 VALUE)**
- **FREE CHAFF SENSOR KIT (\$1450 VALUE)**



**YOU'VE READ ABOUT IT...
YOU'VE SEEN IT...
NOW...LET'S TALK AGRONOMY!**

Your banker will approve.
Your accountant will approve.
Your agronomist will approve.

Can more than pay for itself
in ONE crop harvest!

**SEED CONTROL UNITS
(SCU)**

Available for:

- John Deere S-Series
- CaseIH 30, 40, & 50 Series

Early order discounts available!



NORTH PINE AG EQUIPMENT, INC.

cschmidt@att.net

2110 E Babb Road, Rosalia WA 99170

CALL (509) 994-2133

Different crops, same issues

Farmers in the Skagit Valley may be producing crops unthinkable in Eastern Washington, but they face many of the same pressures as dryland wheat farmers do. At stop after stop, producers on last month's legislative food and farm tour discussed issues such as farmland preservation, labor, the cost of inputs, the need for research funding, sustainability and mandatory regulations.

The Washington Association of Wheat Growers (WAWG) was one of the sponsors of the tour, along with other industry groups and stakeholders.

The group began the tour at Washington State University's Northwestern Washington Research and Extension Center in Mt. Vernon. Derek Sandison, director of the Washington Department of Agriculture, gave an overview of agriculture in Washington and acknowledged that there are major pressures on producers.

"Pretty much everything to do with farming, the cost has gone up," he said.

Over the next two days, the group toured Viva Farms, a farm business incubator; Hughes Farms, a fresh potato packing plant; Skagit Valley Malting; Roozengaarde, a flower and bulb company; Mesman Farm, a dairy; John Peth and Sons, a beef and cattle ranch; and Taylor Shellfish.

"The issues Washington producers are facing are universal, whether you are growing shellfish, strawberries or dryland wheat," said Howard McDonald, WAWG president, who was on the tour. "Being able to bring legislators and their staff out to a working farm where they can see how a mandatory riparian buffer would impact the farm or see the technology farmers employ to protect natural resources is irreplaceable." ■



(Above) Dave Green of Skagit Valley Malting talks about value-added agriculture. (Right) Berries are one of the crops grown by farmers at Viva Farms, a co-op and farm business incubator.





(Above) Ben Mesman of Mesman Farm explains the care and feeding of his dairy herd.
(Right) The potatoes at Hughes Farms are all bound for the fresh market.



(Far left) Steve Lyon, a plant breeder at Washington State University's Breadlab, talked about research on grain varieties for the west side of the state. (Left) Sampling the berries at Viva Farms. (Above) A photo op at Mesman Farm. (Below) Bill Dewey, director of public affairs for Taylor Shellfish Farms, explains shellfish production.



'Dam' critical: Legislators tour Ice Harbor facility

By Trista Crossley
Editor, *Wheat Life*

In September, agricultural stakeholders joined state legislators on a tour of Ice Harbor Dam to talk about why the lower Snake River dams are a critical part of the state's transportation and utility infrastructure.

The Washington Association of Wheat Growers was one of the sponsors of the tour.

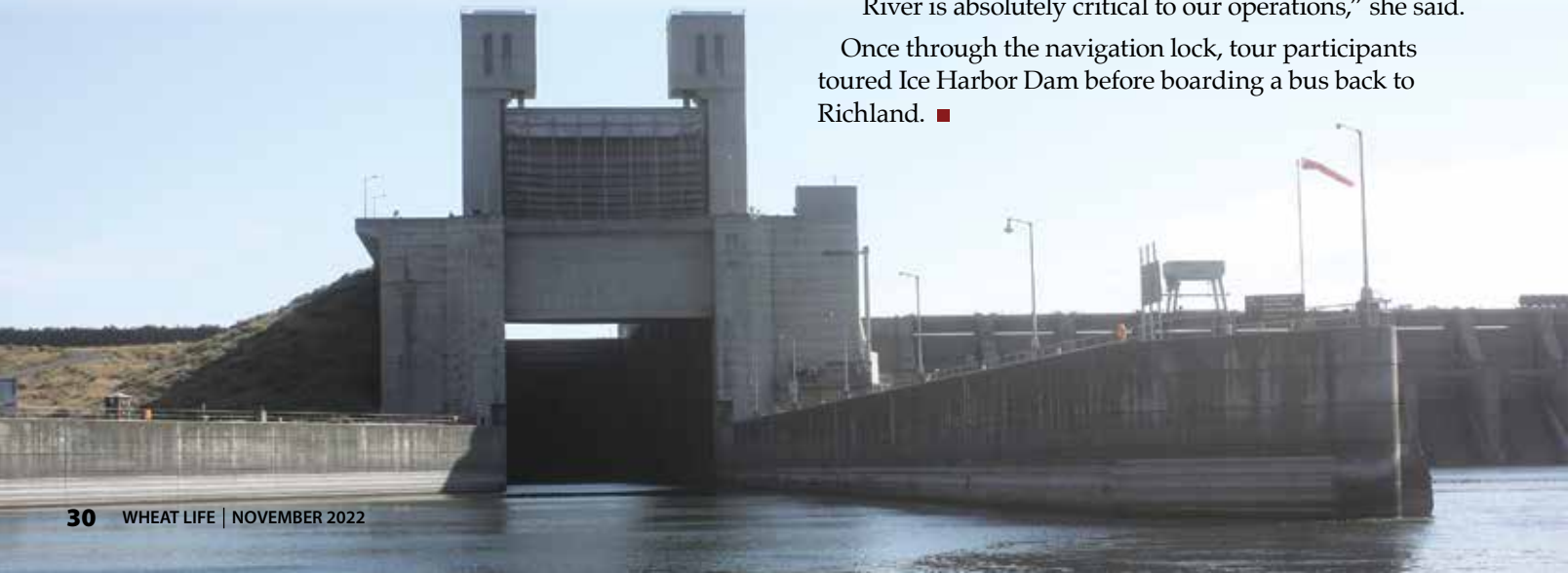
During the boat ride up the Snake River, tour participants heard from:

- Kurt Miller, executive director of Northwest River Partners. Miller talked about the important role the lower Snake River dams play in balancing the Pacific Northwest's power grid amid legislative policies that would shift the region away from coal and natural gas to solar and wind. He pointed out that wind is not a "capacity resource," meaning it can't provide power on demand like the dams can.
- Rick Dunn, general manager of Benton PUD. Dunn also spoke about capacity vs. demand, explaining that the electrical system has to be balanced moment to moment, and the consequences of not being able to balance it are blackouts. He discussed how California has begun to move more to wind and solar, which is not only more expensive for customers, but that they are "struggling to meet demand."
- Chris Peery, district senior fish biologist with the U.S. Army Corps of Engineers (Corps). Peery addressed the fish side of the issue. From 2000-2015, a record number of salmon returned to the river system. In 2016, that number dropped, but now it's picking up again. He acknowledged that the size and age of salmon who return to the river system are dropping, but said no single factor has been found. However, data from the

National Oceanic and Atmospheric Administration has established a direct correlation between ocean conditions and salmon numbers.

- Bill Dull, Corps lead electrical engineer. Dull explained that Ice Harbor Dam is a test bed for new turbine design to help increase fish survival rates.
- Tom Kammerzell, commissioner with the Port of Whitman County and a wheat grower. Kammerzell's message was simple. "Dam removal would be a death blow to agriculture and our state economy," he told the audience. Wheat contributes more than a billion dollars to the region's economy, and the reliability of the region's transportation system, specifically barging, is a big reason why. He explained that an exporter can call for a barge and get it in three to five days, while a rail car can take three to five weeks, costs more and is responsible for more carbon emissions than barges.
- Katie Nelson, manager at Kamiak Vineyards and Gordon Estate Winery. Nelson's family farms just above Ice Harbor Dam and relies on the river system for irrigation. Removing the dams would lower the area's water table and make irrigation less reliable. "Even one year without reliable irrigation would devastate our farm," she said.
- Kristin Meira, Pacific Northwest director of government affairs for American Cruise Lines. American Cruise Lines currently runs four cruise vessels — basically floating hotels — on the Columbia-Snake River System with plans to add several more in the next few years. They run from Astoria to Clarkston, which wouldn't be possible without the dams, and provide millions in tourist dollars to the region. Meira said surveys show that customers wouldn't be interested in only cruising on the Columbia River. "The Snake River is absolutely critical to our operations," she said.

Once through the navigation lock, tour participants toured Ice Harbor Dam before boarding a bus back to Richland. ■





Researcher centers work on maintaining, improving soil health

Aaron Esser, WSU Cooperative Extension Agent, Adams County Director

By Kevin Gaffney
Special to Wheat Life

"I have the second-best job in the world," said Aaron Esser, Washington State University (WSU) Cooperative Extension agent and the Adams County Extension director. "Farming is the best job of all, but I have the opportunity to be heavily involved in the ag industry, conducting research that improves how growers are operating their farms."

Born in North Idaho Palouse country, Esser was raised on a family farm that grew wheat, peas, lentils and barley. Their farm near Genesee utilized both three- and four-year rotation patterns. Some of their farmland actually was on the Washington-Idaho border near Uniontown. With a farming career not in the cards, Esser opted to earn a degree in ag economics at the University of Idaho (UofI).

"That provided me with reasonable in-state tuition at a university with a very good college of agriculture," said Esser.

Esser kept very busy during those years, often leaving campus in the afternoon to go work for farmers until 8 or 9 p.m. By 1995, Esser had completed his bachelor's degree in ag economics and agribusiness with a minor in crop science. Before graduation, he had accepted a position with a large corporate ag company. He soon became disillusioned with their emphasis on company profits over customer service and decided private industry wasn't the career track for him, returning to UofI to earn a master's degree. Esser finished his master's in plant science in 1998 and soon after that, joined the team at WSU Extension.

When he began with WSU, his research focus was working directly with Adams County farmers on best management practices for reducing dust emissions caused by wind erosion. This work continued for nearly 10 years.

"Area farmers have made great strides in reducing wind erosion, and I applaud them for the progress they have made," noted Esser. "Rarely do you see severe dust storms from farmland soil causing problems anymore."

Following that, Esser spent the next eight years concentrating on wireworm research in cereal grains products. That problem has now been greatly mitigated with more grower awareness and better preventive tools to fight the wireworms.

Now in his 24th year with WSU Extension, Esser is centering most of his research work on helping growers adopt minimum tillage and direct seeding systems. Along



Washington State University Extension Agent Aaron Esser is shown with a John Deere drill donated to the Wilke Research Farm by a local farmer. Esser and his crew will perform repairs and upgrades and put it to work.

with that, he is encouraging more intensive crop rotations to improve soil quality, productivity and farm profitability. He makes many public presentations for growers showing the potential value of adopting new farming methods and using precision agricultural equipment. He is sometimes discouraged with the reluctance of some growers, but understands that it is not an easy or quick transition to make.

"I have had growers bring their ag lenders to my seminars, or other farm family members who were resistant to spending the funds to modernize and update their operations," he explained. "Several times, they have changed their minds when they learn that the new equipment and practices can pay off in a year or two and continue to save them money and bring higher yields in future crop years."

Esser stresses that every region has its own unique advantages and challenges.

"The Palouse country certainly has its benefits, but they also have to deal with steep slopes, higher input costs and other issues. Douglas County farmers may have to farm around some rock piles in their fields, but they don't have to deal with sky-high input costs or as many weed problems as some other areas." ►



FAY RANCHES^{Inc.}

Blaine Bickelhaupt
Accredited Land Consultant

Licensed in WA, ID

bbickelhaupt@fayranches.com

509.520.5280

254 East Main Street

Dayton WA 99328



YOUR ONE-STOP AG SOURCE!

- Sales & Superior Service -



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

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



**JONES TRUCK
& IMPLEMENT**



Evenings:

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

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

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

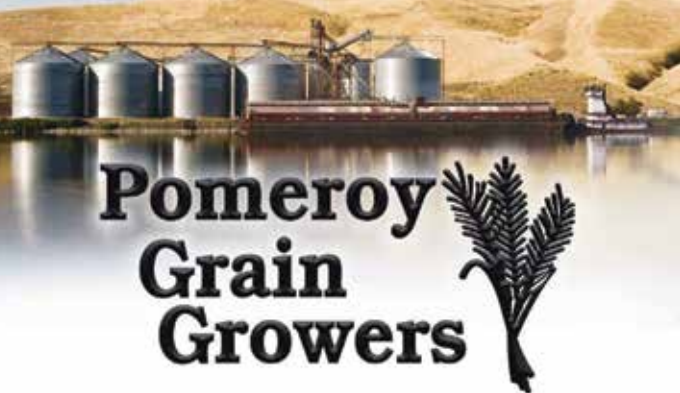
www.jtii.com
jti@colfax.com

CASE II
AGRICULTURE
RETHINK PRODUCTIVITY

Pomeroy Grain Office 509-843-1694

Pomeroy Agronomy 509-843-1394

Colfax Grain Office - Colfax 800-424-5056



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

Seed Sales | Certified Crop Advising | Soil & Tissue Sampling

Grain Sales - Truck & Barge Shipping

Custom Seeding & Cultivating with Variable Rate Technology

Custom Spraying & Stream Jetting with Variable Rate Technology



Serving Area Growers for 90 years

www.pomeroygrain.com

ENGINES FOR SALE REBUILT & USED DIESEL ENGINES

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

CUMMINS ISX, long block CALL

CUMMINS N14, Select Plus, long block Exch \$13,000

CUMMINS BIG CAM, long block Exch \$10,000

NOW OFFERING CUMMINS ISB HIGH

PERFORMANCE OVERHAUL KITS CALL

AERVOE FLEET & ENGINE PAINT IN STOCK!



Yunker
DIESEL & TRUCK

(800) 362-2387 (509) 534-1112

N. 322 Eastern, Spokane, WA 99212

www.yunkerbros.com

MEDIUM & HEAVY DUTY DRIVE TRAIN REBUILD CENTER

Parts • Custom Repair • Sales • Service

- Transmissions
- Differentials
- Exchange Units



INLAND GEAR

(800) 366-5962 (509) 534-7818

6505 E. Valleyway, Spokane, WA 99212

Occasionally, Esser will be visiting with people outside the ag industry who complain that most farmers are millionaires. Esser agrees that on paper, many farmers are millionaires, but that doesn't mean they are cash rich. So much of their wealth is tied into the land and the equipment, even large farmers can't afford to spend inappropriately.

"Most of these farms have grown over four or more generations," said Esser. "Great-grandfather started it with almost nothing and scraped by, built the farm up, grandfather built upon that, and so on. These farm families have worked hard for many decades to build these farm businesses. And all this while having no control over the prices they receive for their crops, or what weather conditions Mother Nature hands them each year.

"If it was so easy and profitable, why is less than 2% of the U.S. population involved in production agriculture?" he asked. "I would say it is because it demands long, hard hours of labor, and it is a very complex, sophisticated business."

Esser splits his time between his Ritzville office and the Wilke Research Farm in Davenport, Wash. The Wilke farm was donated to WSU by Buelah Wilke in the 1980s. It is approximately a half-section of farmland with more than 300 acres of viable cropland. Along with all of the research projects Esser conducts, several WSU crop breeders and weed scientists also have plots there, including Mike Pumpfrey, Arron Carter, Isaac Madsen and Ian Burke.

The Wilke farm must provide its own funding through research grants, donations of equipment, and crop sale profits. To date, Esser has generated more than \$1 million in grants and awards for his research work. Recent equipment donations for the Wilke farm were a seed drill

that will need some refurbishing and a John Deere combine that was used for harvest this year.

When asked about the biggest challenges facing Pacific Northwest (PNW) farmers over the next decade, Esser had one answer — weeds.

"Downy brome (cheat grass) and Italian ryegrass will both provide serious problems in dryland wheat country," he believes. "Italian ryegrass also can easily hybridize with other ryegrass varieties, making identification and control more difficult."

Esser also mentioned that several weeds have begun to show herbicide resistance, which could severely affect weed control in the future. Russian thistle, wild oats, Italian ryegrass and cheat grass have all shown herbicide resistance in various regions of the PNW. He has research projects studying the resistance of cheat grass and other weeds on the Wilke farm. He is excited about using soil-active herbicides for control of cheat grass and other weeds. A soil-active her-



SEED

Winter & Spring Wheat, Forages, Corn, and Grass

SERVICE

Seed Tenders (Rentals or Delivery), Fertilizer & Seed Blending, Custom Seed Treating, and Bulk Totes & Bagging

SOLUTIONS

Variety Recommendations, Agronomic Expertise, and Extensive Seed Portfolio

509-234-2500
TriStateSeed.com

Mason Douglass
509-380-4425

Kevin Starring
509-650-7226

John Mancini
509-380-1695

MAKE THE CO-OP CHOICE




ENERGY

Propane, bulk fuel, oils & lubricants
wvcenergy.com

AGRONOMY

Precision agriculture, fertilizer & seed
valleyag.com

RETAIL

Farm supply, clothing, boots, fencing & feed
shop.valleywidecoop.com

bicide is applied to the topsoil and is absorbed into the weeds either by the roots or by the shoots of the plants using the existing moisture in the soil. Esser believes their use may help in weed control and lessen the use of some of the long-standing products that weeds are developing resistance to.

Esser and his wife, Jodie, have four children: Brooke, Bryce, Blake and Brenik. The youngest, Blake and Brenik, are both in high school. In his spare time, Esser enjoys attending his kids' sports activities and elk hunting. Esser can be reached at his office in Ritzville at (509) 725-4171 or at aarons@wsu.edu. ■



You Have a Business to Run.

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

(888) 799-2000

www.colemanoil.com

info@colemanoil.com



100-MILLION DOLLARS CURRENTLY IN STOCK.

COMMERCIAL
AGRICULTURAL
PERSONAL

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

 **wheatland bank**

Relationships you can count on.



 **EQUAL HOUSING LENDER** | Member FDIC

wheatland.bank

The leaves are changing...

AND SO IS THE REAL ESTATE MARKET.

We have the experience in farmland real estate to help you navigate these times - as a Seller or a Buyer.
C.D. "Butch" Booker, Managing Broker (WA & ID)

Booker2Bid.com
509.397.4451

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

Specializing In Truck Scales!

509-765-7754
800-572-0426

4300 Rd. K NE, Moses Lake
www.correllsscale.com

PLANTING TIME

"Restoring the land with native seeds of the highest quality and proper genetics is the right thing to do. We are committed to your success."

Jerry Benson

BFI
NATIVE SEEDS

Do it right the first time...

COMPETITIVELY PRICED:
SAFE Acres Seed Mixes
CRP Mixes with Wildflowers
Pollinator Conservation Programs

Locally-adapted, source-identified, true native seed for a full complement of grasses, forbs, and shrubs.

509.765.6348

MOSES LAKE, WA
WWW.BFINATIVESEEDS.COM

100 YEARS OF EXPERIENCE
PRODUCT KNOWLEDGE
CUSTOMER SERVICE
EST. 1959
SP | WA

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

DELO HEAVY DUTY MOTOR OILS & TRACTOR HYDRAULIC FLUID

BULK FUELS

ELJAY Oil Co. Inc.

CFN PURE PERFORMANCE FUEL Chevron

509-926-9595 • ELJAYOIL.COM

CHAIRMAN

WASHINGTON GRAIN COMMISSION

By Mike
Carstensen



As I mentioned last year, Grandpa Henry taught me, despite the challenges of any year, there are always things to be thankful for. I'm thankful for family, friends, neighbors, health and (don't forget) gravy, of course! This Thanksgiving, we can all agree the results this year are better than last year. What a difference a year can make. As the harvest festivals are ending and the new growing year descends on us, I want to take the time to point in several directions for giving thanks and awareness.

I believe we should all be thankful for our system of government. Wait, give thanks? The current political arena in both Olympia and Washington, D.C., presents a whole set of problems facing the wheat industry, but I see the future as an opportunity for positive policy decisions. U.S. farmers constantly worry about prices, conservation programs, loss of safety nets and political gamesmanship, but change is good, and challenges should not be feared. Certainly, there are worrisome issues facing us, such as carbon and pesticide legislation, not to mention potential loss of our agriculture tax preferences or labor issues on the state level. Nationally, trade, transportation, funding for research and a new farm bill are on our radar. We should use the transition ahead as an opportunity to educate legislators and shape legislation with strong advocacy. We have a powerful message and need to ensure food security.

I believe we should all be thankful for the opportunity to shape our own future. I hope you consider volunteering in a leadership position at some point in your farming career. Your Washington Grain Commission (WGC) board of commissioners are all volunteers, and there are organizations like the Washington Association of Wheat Growers, the Washington Wheat Foundation, and others with leadership opportunities that need volunteers to give a voice to the wheat industry and a much-needed producer perspective to the policymakers, legislators and agencies that have such an influence on our everyday farming practices. This year, the Wheat Foundation is looking for a couple producers to serve on their board. If you are interested or know someone who would be a good fit, you can email Kate Malone at washingtonwheatfoundation@gmail.com for details.

As mentioned in an earlier article, I believe collectively we all must be thankful for several more things. Rain, yes, rain must be top of the list. Friends and neighbors rank high as well; collectively we can accomplish more than as individuals. I think we should all be thankful for the foresight from 1958, when the Washington State Department of Agriculture created the WGC. The WGC was established because farmers — independent as we are — understood 64 years ago there are some things we simply can't accomplish on our own. As smart as some of us think we are, we're not scientists. Research (and market development, for that matter) required us to band together for the greater good. The WGC's mission is to enhance the long-term profitability and competitiveness of Washington grain producers by responsible allocation of assessment funds in research, marketing and education.

This year we saw the return of in-person trade teams to the Pacific Northwest, and this is a perfect example of the WGC fulfilling its mission. You may have seen coverage of trade teams in the *Capital Press* (<https://bit.ly/3g2d3Sm>), from U.S. Wheat Associates (<https://bit.ly/3RyOZna>) or on social media. Your WGC staff puts in many hours of planning and coordination to host and educate teams from all over the world who come to Washington to see how we farm. Teams meet growers and grain handlers, learn about small grains research, and tour Washington State Department of Agriculture, U.S. Department of Agriculture Agricultural Research Service, and Washington State University facilities. This work is essential to maintaining trust and transparency with our customers overseas. In fact, once you attend one of these tours, it's pretty easy to see the focus and dedication our growers have to quality and consistency, all the way from the research lab to the grain exporter. We saw multiple groups from Japan and Korea, and also teams from the Philippines, Colombia and Thailand. We wouldn't have these good relationships with our overseas customers without the tireless coordination and efforts of the WGC staff and our friends at U.S. Wheat Associates. The WGC helps all of us remain relevant and profitable while ensuring food security. ■

Thailand: Appreciating quality

THE SOUTHEAST ASIAN COUNTRY IS THE SECOND LARGEST BUYER OF CLUB WHEAT

The Washington Grain Commission (WGC) promotes the small grains industry through the allocation of farmer checkoff dollars in the areas of research, market development and education. When it comes to promoting our wheat in international markets, WGC works directly with U.S. Wheat Associates (USW), which is the export market development organization for the U.S. wheat industry. USW activities in more than 100 countries are made possible through grower contributions from 17 state wheat commissions (including Washington) and cost-share funding provided by USDA's Foreign Agricultural Service. This Wheat Life series features some examples of how your commission checkoff dollars are working hard to promote, grow and maintain demand for the high-quality U.S. wheat the world has come to rely on.

Wheat market overview

Thailand is the second largest consistent buyer of club wheat, typically importing over 7 million bushels of Western White wheat from the Pacific Northwest. Western White is a blend of common soft white wheat and club wheat.

Thai mills and bakers are widely considered the most sophisticated and quality-sensi-



JOE SOWERS
Regional Vice
President, South Asia



ROY CHUNG
Bakery Consultant,
USW Singapore
Office





Training commercial baking technicians is an important technical service component of the U.S. Wheat Associates promotional strategy in South Asian markets.

THAILAND

Thailand means “land of the free.” The country is also known as Siam, which was the country’s official name until 1949. Thailand is the only Southeast Asian country never to have been taken over by a European power. After a bloodless revolution in 1932 led to a constitutional monarchy, the country was marked by many decades of stable leadership and steady economic growth.

As of 2021, Thailand is home to about 70 million people. The country is comprised of 76 provinces, and its capital is Bangkok. Thailand’s topography features mountains, hills, plains and lots of coastlines, including approximately 400 islands. Thailand’s climate is tropical, with three main seasons: a hot and dry season from February to May, a monsoon season from June to October, and a cooler, dry season from November to January. The southern isthmus is always hot and humid.

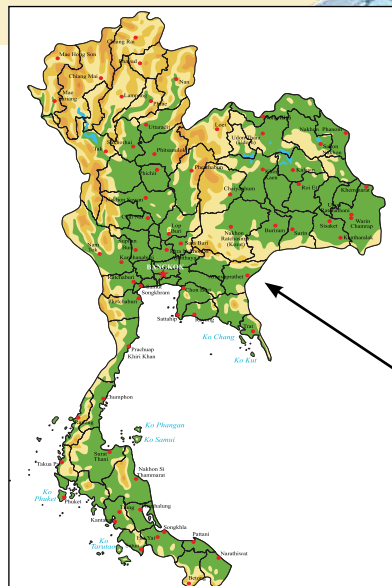
 **Official languages:** Thai. Other languages spoken include Chinese, Malay and English. According to the Royal Thai Embassy, the Thai script was created in 1283 by King Ramkhamhaeng The Great of the Sukhothai Kingdom.

 **Government type:** Parliamentary constitutional monarchy. What does that mean? This is a democratic form of government where a member of parliament (prime minister) serves as head of government, and a monarch serves as head of state. The bicameral legislature, called the National Assembly or Rattasapha, is made up of a 205-member Senate and a

500-member House of Representatives. The Royal Thai Army appoints senate members to serve five-year terms. For the House of Representatives, 400 members are directly elected by a simple majority vote, and 100 members are elected in a party-list proportional representation vote; all members serve four-year terms.

Thailand’s monarchy is ruled by the Royal House of Chakri, which is led by His Majesty King Maha Vajiralongkorn (or Rama X). The Privy Council of Thailand advises the king.

Head official: Prime Minister PRAYUT Chan-ocha. The prime minister is selected through an open vote by members of the House of Representatives and the



Senate, and then appointed by the king. The prime minister can hold office for up to eight years.



Main religion/culture: Thailand does not have a national religion, and its constitution grants freedom of worship for all Thai citizens. Over 90% of Thai people are Buddhists. Other major religions include Christianity, Hinduism, Islam and Sikhism. Ethnic groups include Thai at over 97%, Burmese at just over 1%, and other groups comprising the rest.

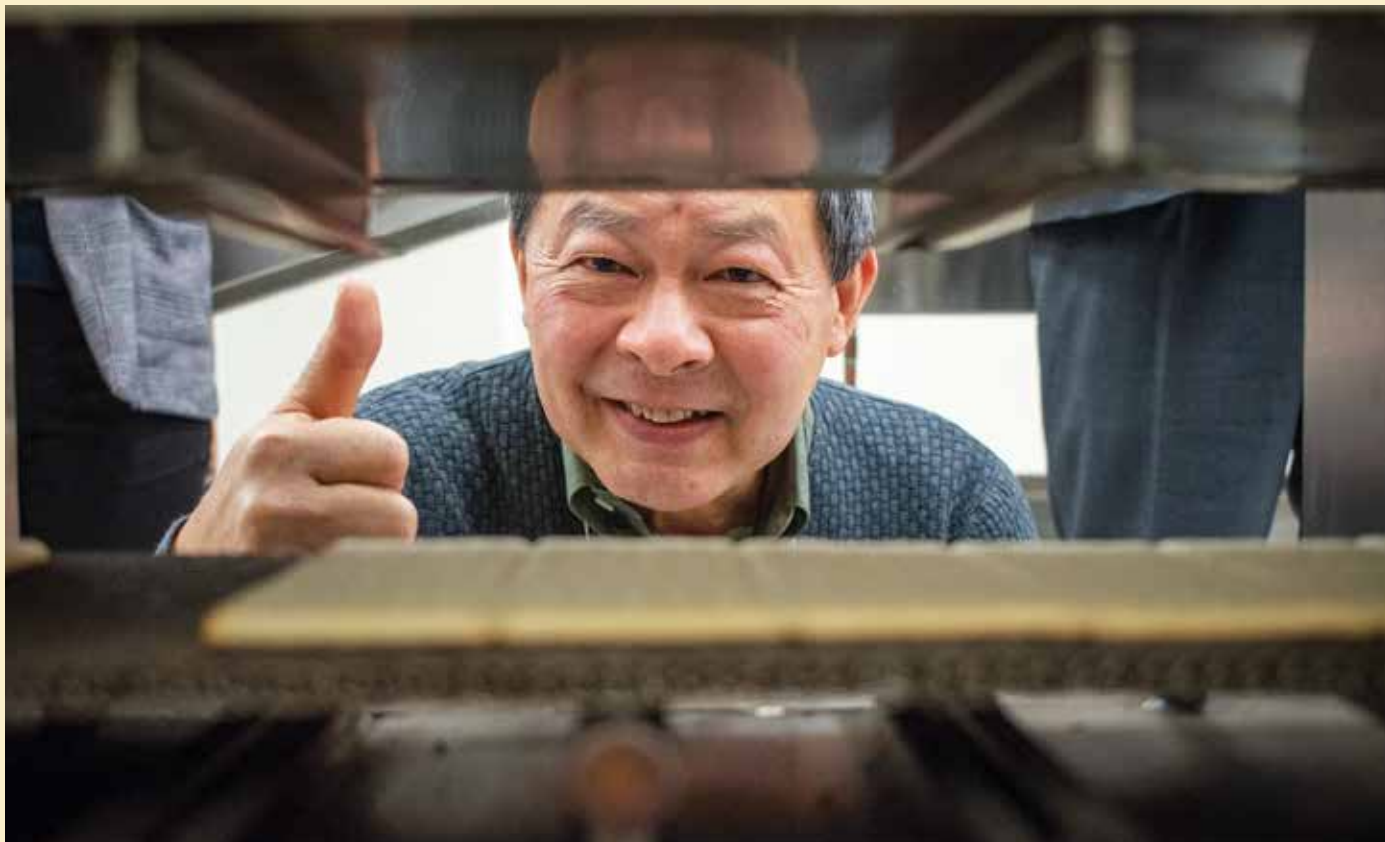


Economy overview: The currency of Thailand is the Baht. One U.S. dollar is about 35 Baht. According to the World Bank, the gross domestic product of Thailand in 2021 was \$505.9 billion (U.S. dollars). This is up from \$120 billion USD in 2001.

Thailand is one of the top economies in Southeast Asia. Major economic sectors include services, anchored by the tourism and financial services industries, and industrial, including textiles and garments, agricultural processing, beverages, tobacco, cement, and light manufacturing. Exports account for over 70% of the country’s gross domestic product (GDP). Agriculture accounts for approximately 9% of GDP. It considers China, India, Japan and the Republic of Korea as its top export markets. As of 2019, the U.S., Vietnam and Malaysia were its other top trade partners.

According to the Office of the United States Trade Representative, Thailand is an important trading partner and ally. U.S. goods exports to Thailand in 2020 were \$11.3 billion. Of that, exports of U.S. agricultural products were \$1.8 billion, making Thailand our country’s 14th largest agricultural export market. Leading agricultural exports from the U.S. include soybeans (\$568 million); distillers grains (\$198 million); wheat (\$171 million); food preparations (\$123 million); and cotton (\$119 million).

More information about Thailand is available at thaiembdc.org/about-thailand/thailand-in-brief/ ■



Roy Chung, U.S. Wheat Associates' (USW) bakery consultant, approves of the crackers moving through the line oven at the Wheat Marketing Center in Portland, Ore., during a USW technician training in March.

tive in Southeast Asia. High flour prices attract imports with nearly a quarter of the flour market serviced by millers in neighboring countries. In Thailand, U.S. wheat dominates the bakery and biscuit segments, while most of the noodle flour is made from Australian wheat. Canada is a minor player in bakery flour. Economic impacts from COVID-19 led to a small decline in consumption while the drought across the northern U.S. led to the worst year for U.S. shipments in a decade. A rebound in production in 2022/23 should allow the U.S. to regain a 50% share of this growing, 48-million-bushel market.

Per capita consumption of milling wheat in Thailand is estimated at just under 42 pounds, maintaining steady slow growth for the past 30 years and up 50% from about 29 pounds per person consumed a decade ago. Average consumption by product area is 35% noodles, 25% bread and western-style products, 16% biscuits, 9% confectionary products, and 15% aquaculture feed. USW technical service for the Thai and regional end-product industries is provided through several courses offered annually at the United Flour Mill (UFM) Baking Center located in Bangkok.

Market outlook for 2022/23

Urbanization and changing consumer preferences

On the street: A note from a satisfied customer

"Working with USW helped us design flour specifications to meet our needs and communicate quality requirements to our suppliers. USW introduced and trained our company on Solvent Retention Capacity (SRC) technology. Flour specifications designed on SRC allows us to produce consistent, high-quality products. We purchased our own equipment and use it to test incoming raw materials for our biscuit and cake plants."

—Manufacturing director of a major biscuit and snack cake company

are opening markets for baked goods, biscuits, noodles and pasta, while slow economic growth is hindering a more robust expansion of wheat-based foods. High wheat, flour and end-product prices are currently depressing demand in Thailand.

A market development success story

An important and successful activity is the Wheat Analysis Program that generates information from customers that is shared with U.S. public and private wheat breeders.

With funding from the U.S. Department of Agriculture's Market Access Program (also known as MAP), USW and the UFM Baking School, six key Thailand flour mills were brought together for a wheat analysis activity in November 2021. USW baking experts and the flour mill representatives conducted 288 individual tests for bread, cookies and sponge and chiffon cakes using control flours made from U.S. and competitor origins including Canada, Australia, the Black Sea and Argentina.

The participants worked to compile an evaluation report that USW shared with the six mills and U.S. soft



U.S. Wheat Associates works closely with the United Flour Mill Baking Center in Bangkok to hold several courses like the cookie and cracker course (above), as a service for the Thai and regional end-product wheat food industries.

white, hard red spring and hard red winter breeders.

The Wheat Analysis Program gives overseas wheat buyers the chance to directly influence U.S. wheat quality, and the program has shown positive results. These customers have observed and recorded improvement in U.S. wheat quality and performance over several years as wheat breeders adjusted their varietal goals.

Policy issue synopsis for this market

The government of Thailand banned imports of food products with residues of paraquat, chlorpyrifos and chlorpyrifos-methyl in 2021. For imported grains, the level of detection (LOD) will be no more than 0.02 mg/kg for paraquat and 0.01 mg/kg for chlorpyrifos residues. Thai importers are working with U.S. suppliers to provide shipments that comply with the LOD levels. Until July 2022, only one U.S. exporter was able to do so, allowing U.S. wheat exports to continue. Since then, two more exporters are able offer U.S. wheat to Thai millers. USW is working with crop protection companies to help limit the use of the banned chemicals. ■



Roy Chung (right, with baking students) says U.S. Wheat Associates finds value in helping young bakers understand the differences in U.S. wheat quality compared to wheats of other origins. "The lasting impression we impart to these bakers (stays) for their entire lives," Chung says.

Producers, scientists are partners in discovery

The Washington wheat and barley industries have been the engine behind small grains breeding, research, and innovation at Washington State University for nearly a century.

Funding from Washington producers channeled through the Washington Grain Commission drives annual research projects, supports endowed faculty long-term, and creates and maintains research farms, equipment, and infrastructure. Commission funds are often leveraged several times by researchers to secure grants to grow outcomes and impact.

Scientists with WSU and USDA-ARS form an integrated team that breeds and evaluates new and improved wheat and barley varieties, studies controls and resistance to plant diseases, and develops and shares production knowledge and management practices. They work closely with grain purchasers and end users on varieties for specific purposes. This important collaboration supports farmers in producing wheat and barley with superior end-use qual-

ity and agronomic performance, ensuring the Washington industry remains competitive in domestic and international markets.

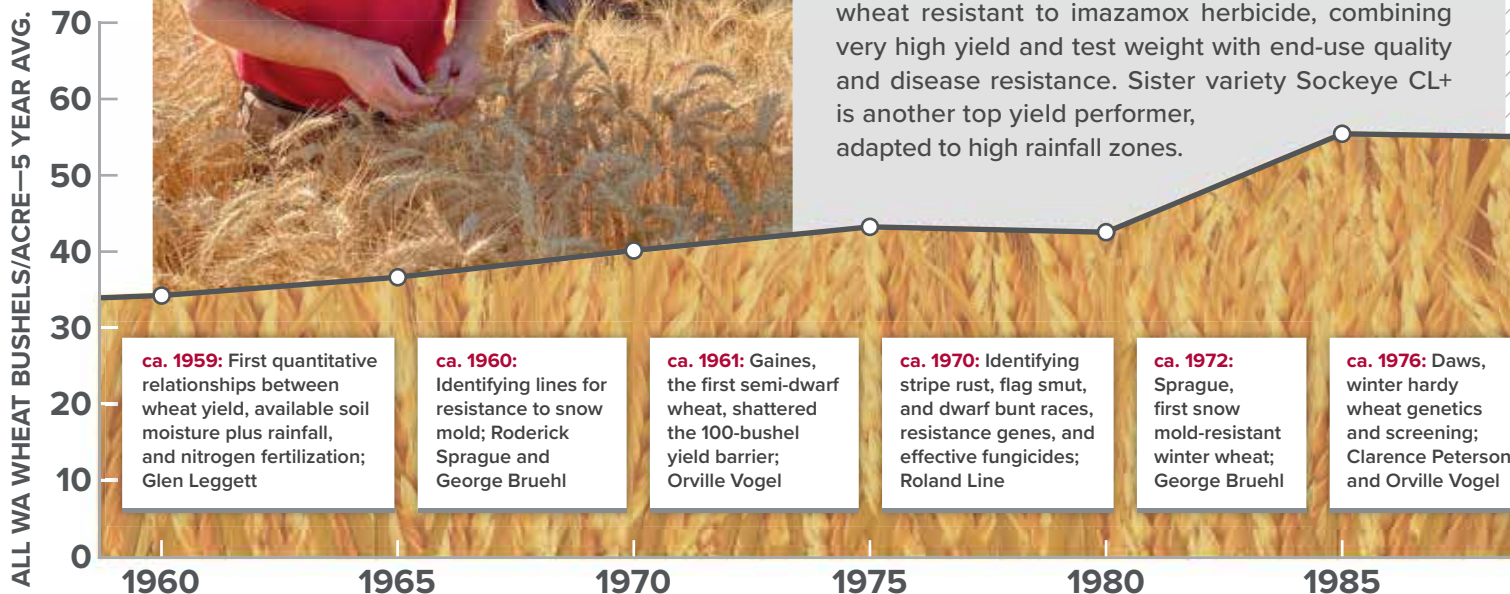
Since 1958, more than \$55 million in industry support has made possible more than 1,250 research projects by WSU and USDA researchers. Industry-funded endowments worth more than \$12 million now fund six endowed chairs and one distinguished professorship in fields ranging from breeding and genetics to weed research, economics, statistical genomics, and Extension education. In addition, the \$5 million Orville A. Vogel Wheat Research Fund supports basic and applied research increasing production capability.

From groundbreaking discoveries in fundamental relationships and semi-dwarf breeding in the last century, to today's releases of new wheats developed for Washington producers, growing regions, and the export market, WSU, USDA, and our wheat industry partners continue to grow and make meaningful impacts together.



BRED FOR OUTSTANDING PERFORMANCE

Breeders and endowed chairs Arron Carter (left) and Mike Pumphrey (right) have released new varieties with strong packages of end-use quality, disease resistances, and yield. Bred for outstanding quality, WSU's Ryan spring wheat topped yield trials in all growing regions and led all public spring wheat varieties for acreage since 2019. Released in 2020, Piranha CL+ is a dryland-adapted soft white winter wheat resistant to imazamox herbicide, combining very high yield and test weight with end-use quality and disease resistance. Sister variety Sockeye CL+ is another top yield performer, adapted to high rainfall zones.



New combines allow for precise research

Thanks to more than \$498,000 in funding from the Washington Grain Commission, WSU recently purchased two new combines that can efficiently track seed weight in real time, monitor yield data, and provide subsamples with minimal errors. Industry support also helped renovate a third harvester. These machines allow our scientists to conduct precise research and release cultivars that have been well tested for agronomics and end-use

quality, helping make the university a leader in wheat breeding and genetics and increasing competitiveness for federal funding.

Fifty years of small plot combines at WSU's Spillman Farm: A new Zurn combine (left), purchased with funds from the Washington Grain Commission, next to a circa-1970s Orville Vogel-built custom machine.



Photo: Robert Hubner, WSU Photo Services

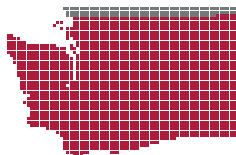
Strong market share, acreage for WSU varieties

WSU-bred varieties have led other varieties in yields across Washington's growing zones, and top varieties also lead in planted acreage.

WSU

WSU Soft White Spring Acres

- 94% WA acres, 2021 & 22
- Top varieties: Ryan (by a wide margin), Seahawk, Louise, Tekoa



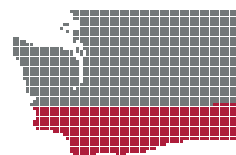
Average Yield—Ryan

Ryan yield compared to non-WSU varieties, 2019–21 average:

- 114% in <12" & 12–16" rainfall zones
- 115% in 16–20" rainfall zone
- 112% in >20" rainfall zone

WSU Soft White Winter Acres

- 30% WA acres, 2021
- Top varieties: Curiosity CL+, Otto, Mela CL+, Resilience CL+



Average Yield—Piranha CL+

Piranha CL+ yield compared to non-WSU varieties, 2019–22 average:

- 110% <12" rainfall zone
- 108% 12–16" rainfall zone
- 105% 16–20" rainfall zone
- 111% >20" rainfall zone

COLLEGE OF AGRICULTURAL, HUMAN,
AND NATURAL RESOURCE SCIENCES

Throughout the years, WSU research has increased yields while addressing challenges faced by growers.



ca. 1986: Understanding the Green Bridge—the transfer of pathogens from volunteers and weeds to a newly planted crop; R. James Cook

ca. 1988: Madsen and Hyak, first strawbreaker-resistant varieties and molecular markers to identify the genes responsible for resistance; Bob Allan

ca. 1990: Eltan and Finley, winter wheats with excellent emergence from deep sowing; Clarence Peterson and Ed Donaldson

ca. 1990: First report of straw-breaker fungicide resistance: Tim Murray and Dick Smiley

ca. 2008: Preferred wheat varieties based on end use quality; Craig Morris and Doug Engle

2015: WSU and USDA varieties capture 40% of winter wheat, 52% of WA spring wheat acreages

1990 1995 2000 2005 2010 2015 2020

Rising to the challenge of falling numbers

QUICKER TESTING, PREDICTIVE MODELING, BREEDING ALL KEY TO HELPING INDUSTRY

By Camille M. Steber, Ph.D.
USDA-ARS Wheat Health, Genetics
and Quality Unit, Washington State
University, and adjunct faculty in
the Department of Crop and Soil
Sciences.



A farmer invests a great deal in a crop and needs varieties and management practices that reduce the risk of financial losses from stressful weather. Weather issues cost Washington farmers an estimated \$130 million in falling numbers discounts in 2016, and there have been some falling numbers problems as recently as 2020. The falling numbers story is largely about alpha-amylase, a starch-degrading enzyme produced in wheat grain.

Too much starch degradation by alpha-amylase can result in fallen cakes, sticky bread and mushy noodles. The milling and baking industries judge the risk to quality using the Hagberg-Perten Falling Numbers Method to measure alpha-amylase activity in wheat meal. The falling number (FN) is the time, in seconds, needed for a plunger to fall through a “gravy” made of heated wheat meal in water. A lower FN indicates more alpha-amylase activity because its digestion of starch chains reduces the

ability to gel when heated. Farmers receive discounts for a FN below 300 seconds.

Low falling numbers can be caused by preharvest sprouting or late maturity alpha-amylase (LMA). Rain on mature wheat before harvest triggers preharvest sprouting, the initiation of grain germination while still on the mother plant. LMA is caused by cool temperatures during the late grain filling stage of development, specifically the soft to hard dough stage. The presence of alpha-amylase from LMA cannot be detected by the human eye. In advanced cases of preharvest sprouting, germinating or sprouted kernels are visible. Unfortunately, milder rain events produce alpha-amylase before the kernel is visibly sprouted, as the kernel prepares to mobilize starch into sugars to fuel seedling growth.

The higher temperatures that occurred during grain fill in 2021 and 2022 have provided information about the effects of heat on LMA and preharvest sprouting. Higher temperatures reduced the occurrence of alpha-amylase from LMA in Pacific Northwest (PNW) wheat leading to higher falling numbers. Most preharvest sprouting tolerance results from seed dormancy, the inability of mature grain to germinate until it has lost dormancy, through after-ripening during dry storage. Higher temperatures during grain filling were associated with reduced dor-



The spike-wetting test is used to assess the preharvest sprouting resistance of wheat varieties.

mancy in grain and higher sprouting scores when field-grown winter wheat was placed under a greenhouse misting system. Wheat that has experienced high temperatures during grain filling may be more likely to sprout if there is rain before harvest. On the other hand, heat may result in higher grain protein, which tends to support higher falling numbers. Another consideration is that wheat grain doesn't like to germinate at temperatures over 90 degrees F. High temperatures during fall planting may increase problems with poor emergence.

The FN method is a 1960s invention with good and bad points. FN protects millers and bakers from losses and has been used to preserve some of the grains' value through blending. Because alpha-amylase is a catalyst, a very small amount of low FN grain can spoil a great deal of sound grain. The liquefaction equation developed by the FN inventor Hagberg can calculate blending ratios. Paul Katovich, CEO of HighLine Grain Growers, has reduced or eliminated farmers' discounts through careful application of this equation. Blending is a risky business since it takes a great deal of sound grain to blend off grain with a FN of 260, and a truckload of grain below 250 may be beyond rescue in a bad year when insufficient sound grain is available for blending. On the other hand, the FN method is too slow and technically challenging to allow rapid identification of low FN truckloads as grain arrives at the elevator. Moreover, the FN method suffers from variation with different users and devices. For this reason, researchers are developing alternative methods.

Immunoassays, like those used to test for COVID, could quickly check truckloads for high alpha-amylase and low falling numbers. A study from Washington State University (WSU) and the U.S. Department of Agriculture (USDA) showed that a combination of two antibodies can quantify alpha-amylase levels in wheat meal. The PNW scientists have joined forces with EnviroLogix Inc. to improve assay sensitivity and develop a product calibrated to predict falling numbers. EnviroLogix successfully developed and marketed the antibody test kit for vomitoxin (DON) in cereal grain, as well as a wide range of products for detecting genetically modified organisms (GMOs) and mycotoxins in food.

An important aspect to managing the FN problem is knowing in which years it is important to test those truckloads of grain as they roll in. Whenever I am asked if it's going to be a bad year for falling numbers, the



Cakes baked with low falling number wheat often result in fallen cakes.

answer lies in modeling weather events, which is outside my skillset. That skill belongs to new USDA scientist, computational biologist Xianran Li. My research in Washington (<https://bit.ly/Steber-FN>) and that of Juliet Marshall at the University of Idaho (<https://bit.ly/Marshall-FN>) have been measuring falling numbers of multilocation variety trials for close to 10 years. Li will use these datasets, together with weather data, to generate prediction models for FN and other traits. Li will not be able to predict the future, but his models should give marketers a heads up at harvest time. Julia Piaskowski of the University of Idaho is generating a comprehensive variety trial database that will include FN and other traits for use in cross-year comparisons for the PNW.

Breeding for resistance is essential to reducing risk of low falling numbers. My work with other researchers at USDA and WSU has mapped genes and loci that increase resistance to LMA and preharvest sprouting in PNW wheat. Seven quantitative trait loci (QTL) associated with LMA tolerance were mapped in spring wheat. Association mapping studies in winter wheat identified over 30 QTL for preharvest sprouting tolerance, but only five of these were effective in multiple environments. A locus on chromosome 2D was confirmed in a two-parent population. A major new locus on chromosome 2D derived from PNW winter club wheat accounted for up to 30% of the variation in preharvest sprouting tolerance. Current efforts are aimed at validating these markers and assessing how well they predict falling numbers. Moreover, we have taken the first steps towards genomic selection for preharvest sprouting tolerance in the WSU winter wheat breeding program, an approach allowing the selection of many small additive effects instead of just major genes. The USDA unit at WSU will be joined by Alison Thompson, who will lead efforts to develop improved "breeder friendly" screening and genetic selection strategies for higher FN scores. ■

WHEAT WATCH

WASHINGTON GRAIN COMMISSION

Unpredictable situation clouds market forecast



By Mike Krueger

The ongoing volatility in every market from equities to commodities has continued unabated. The list of market headwinds remains the

same:

- The Black Sea war plods on with no end in sight. The “export corridor” through Odessa is still open, but this could change at any moment.
- The dollar continues to roar higher. There is no reason to believe the dollar will weaken any time soon as the Federal Reserve is expected to continue to raise interest rates in the months ahead until inflation is under control (in their opinion).
- OPEC will cut oil production 2 million barrels a day. That is double what their original intent was. Crude oil prices should remain strong.
- Western Europe is still in jeopardy with tight natural gas supplies as winter approaches. They are diverting natural gas from fertilizer production to storage.
- China’s economy remains in chaos as the rolling COVID lockdown policy is still in effect. This is causing some to question China’s demand for soybeans, corn and wheat.

The October U.S. Department of Agriculture (USDA) reports gave us a slightly bullish spin with estimates for smaller corn and soybean yields, and production and smaller ending supplies in the U.S. Wheat ending supplies also got smaller. The USDA reduced the export forecasts for corn, soybeans and wheat to prevent ending supplies from getting even smaller. The smaller export forecasts

Table 1. U.S. export commitments a/o Oct. 6, 2022 (USDA/mmt)

	2021-22 Marketing Year	2022-23 Marketing Year
All Wheat	11.408	10.915
Corn	24.404	13.223
Soybeans	25.171	27.507
Soybeans to China	12.439	14.031

are justified in the short term because the pace of U.S. export sales has been slower than expected, although the sales and shipment totals for wheat and soybeans are on par with last year at this time, while corn export sales are about 50% of last year. Table 1 shows the export sales totals compared to last year. The wheat marketing year started on June 1 while the corn and soybean marketing years started Sept. 1.

The major difference in the corn export sales from last year is China. Export sales to China are now nearly 9 million metric tons (mmt), or 360 million bushels, less than a year ago. China’s purchases of soybeans are right on par with last year. China became active buyers of U.S. soybeans again in mid-October. White wheat export sales were slightly ahead of last year’s pace in mid-October. Sales total 2.451 mmt compared to 2.079 a year ago, and 612,000 metric tons of the total are to China. The USDA reduced the wheat, corn and soybean export forecasts in their October WASDE (supply/demand) report.

There are several reasons for the smaller-than-expected pace of U.S. exports:

- Domestic markets have been extremely strong for corn, soybeans and wheat. Basis levels are at or near record high levels even during the corn and soybean harvests. Pipelines are very tight.
- The dollar has obviously pushed U.S. exports to the background from a competitive standpoint. The Canadian dollar is at 72 cents against the U.S. dollar while the Australian dollar sits just above 60 cents. These currencies were even money not that many years ago.
- Domestic transportation continues to get more expensive because of low levels on the Mississippi River. That also pushed U.S. export values higher.

U.S. wheat export markets also face stiff competition from record wheat crops in Russia and Australia, plus a significant recovery in Canada following the drought in 2021. The USDA did not change Russia’s wheat production estimate from September to October at 91 mmt. Many others, though, have it as high as 95 to 100 mmt. Russia’s problem is curtailed logistics capacity because of the war. Russia’s wheat shipments have been behind expectations. It’s possible Russia won’t

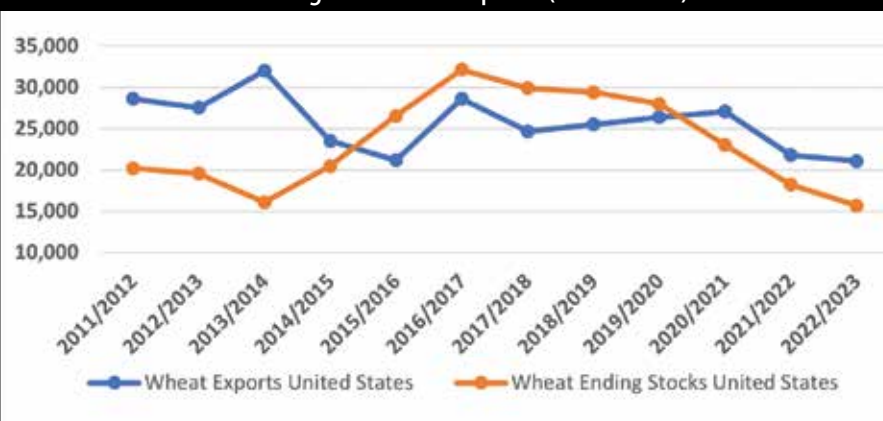
export any more wheat than last year despite the big crop.

Chart 1 shows U.S. wheat ending supplies and exports. It's an interesting chart because it clearly shows the steady decline in ending supplies over the last decade. This was aggravated by the 2021 drought in the northern Plains and Pacific Northwest and the 2022 drought in the southern Plains. Declining ending supplies distributed among five classes of wheat make exportable surpluses tighter.

Corn exports will be important to wheat markets. The EU had a small corn crop because of a very dry growing season. Their recent pace of corn imports indicates they will import a record amount of corn, although the USDA only increased EU corn imports marginally from last year. That should eventually bolster U.S. corn exports and offset some of the lost business to China.

There are many unpredictable situations to consider going forward that make it tough to forecast market direction from day to day, let alone several months in the future. The assumption has to be that the markets will remain volatile until we are well into the South American growing season and have a better feel for what soybean and corn production will be in Brazil and Argentina. Longer term bearishness is based on the assumption that Brazil will produce a record soybean crop of 150 mmt or even higher in 2023. This is based on more planted acres and a record yield. It will take a "best case" growing season to accomplish that. The La Niña pattern is still in place and is expected to continue at least through next January and February. La Niña is typically

Chart 1. U.S. wheat ending stocks and exports (USDA/mmt)



correlated with dryer conditions in southern Brazil, Paraguay and Argentina. No season is the same, and La Niña doesn't have to mean smaller crop production, but it certainly had a negative impact in 2022. The world can't afford any significant production problems in 2023 in wheat, corn or soybeans. Weather, as always, will be a major consideration.

There is also an unprecedented number of external market factors that can impact demand and prices. How high will interest rates go? Will higher interest rates and continued inflation lead to a recession? How high will crude oil and other energy markets go this winter? Will the November election results impact markets? Will the Black Sea war be resolved or will shipping lanes be jeopardized again? ■

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.



In stitches

Congregation finds relief, service funds all sewn up in annual quilt auction

Oct. 1, 2022, dawned cool and crisp over the grounds of the Menno Mennonite Church. Located 20 miles west of Ritzville, Wash., the church property is a shady, green oasis surrounded by wheat fields and is home to the Mennonite Country Auction. This year marked the 45th year of the Mennonite Country Auction, and it drew approximately 700 visitors who flocked to a variety of booths, enjoyed delicious food and bid on the auction

addressing systemic injustices and encouraging relationship building across racial, ethnic and cultural lines. In the years since the first Mennonite Country Auction in 1978, more than \$2.5 million dollars have been raised in support of the MCC. The Mennonite Country Auction is one of 47 relief auctions that take place throughout the U.S. and Canada.

Pastor Emily Toews opened the day with an invocation.

Visitors were able to enjoy freshly pressed apple cider; apple butter; maple syrup; home-made ice cream and pie; baked goods; locally grown and ground red wheat flour; Amish cheese; cured meats, including bacon, ham and sausage; rummage sale items; locally made crafts; fabric, yarn and other notions; and fair-trade goods from around the world. According to Dennis Swinger Jr., who heads up public relations for the MCA, while a few years have been damp and blustery, the majority of the time, the auction has been blessed with exceptional weather.

Auction items could be previewed in a large, white tent on the edge of the church grounds. The vast majority of the auction entries at the MCA are hand-crafted quilts.

This year, out of 105 items, 56 were quilts. An incredible variety of colors, sizes and styles of quilts were displayed, draped over purpose-built stands, inside the tent. The quilts come from across the U.S. and Canada, and this year's catalog included quilts from California, Indiana, Maryland, Montana, New York, Ohio, Oregon, Pennsylvania, Virginia, Washington and Ontario, Canada. Some are purchased at other MCC relief auctions or from Amish quilters and donated to the Mennonite Country Auction. Others are donated by quilting groups affiliated with Mennonite congregations throughout the U.S. and Canada. According to Debbie Shank Miller of Seattle, chair of the quilt committee, traditional quilts like log cabin patterns, along with lap and baby quilts, tend to sell well. She said it is "fun to donate quilts and see them sell for a good cause." Miller's contribution this year was a large, flying geese-style quilt, in shades of gray, green and blue.



items that included Wagyu beef, stained glass art, quilts and a handmade wooden rocking horse. Volunteers from the area, along with members of other Mennonite congregations from Washington state, came together in pursuit of a common goal — raising money to support the Mennonite Central Committee.

The Mennonite Central Committee (MCC) provides relief, development and service ministries, both in the U.S. and abroad. Teams from the MCC respond to natural disasters, war zones and developing countries, providing food, clothing and medical supplies. Currently, more than 1,000 Mennonite volunteers are working in 53 countries to improve access to clean water, education, health care and sustainable food production. The MCC also actively works to promote peace by teaching conflict resolution skills,

STORY AND PHOTOS BY TRACEY KORTHUIS



In the 2022 auction catalog, several of the quilts were made by Washington Mennonites, including some from the greater Ritzville area. Linda Reimer, of Ritzville, was busy helping customers in the Quilter's Corner Plus booth, but took a moment to talk about the quilt she donated to the auction this year. Reimer began sewing as a child and gained a lot of experience making apparel before transitioning to quilting. She considers her quilting style to be more traditional than modern, and she enjoys following a pattern as written, with minimal improvisations. To make her quilts, Reimer sews smaller pieces of fabric together to make larger pieces, called blocks, which are then sewn together to make the quilt top. The



top, batting and a backing fabric are layered and stitched — or quilted — together, either by hand or by machine. The quilting design is usually chosen to complement the top. To finish off the quilt, long strips of fabric, called binding, are used to seal up the raw edges of the quilt. The quilt Reimer donated this year was a honeybee baby quilt, in soft tones of tan, green, blue and taupe. In the auction, her quilt brought in \$250.

Local quilters Betty White of Moses Lake, Linda Kuch of Odessa, and Regan Bonato of Moses Lake also contributed quilts to the auction. Bonato's stars baby quilt sold for \$300, as did White's kitchen sink quilt. A two-sided briar patch quilt made by Kuch, featuring brightly colored triangles offset with crisp, solid white, sold for \$550. Kuch grew up with quilts made by aunts and grandmothers and discovered a love of sewing while studying home economics at Eastern Washington University. When her children grew older, she was able to take a quilting class in Odessa. Kuch particularly enjoys working with bright colors and designing her own quilt patterns. Quilting is a creative outlet for Kuch. She keeps notebooks of ideas to try and lays them out on a 72 x 72 design wall in her sewing room. Her contributions to the MCA tend to be more modern to appeal to younger buyers. She also belongs to a quilting circle at the Menno Mennonite Church, where the members collaborate on projects, including prayer quilts. Prayer quilts are blessed and given to church members experiencing health challenges or bereavement.

The time a quilt takes to complete depends on the size, complexity of the design and whether the quilt is hand-

sewn or machine-sewn. A simple lap or baby quilt can take a few days if machine quilted. A large, hand-sewn quilt can take months.

Prior to the start of the auction, the first lot of eight items from the quilt racks were layered on a display bed on stage. Each quilt was introduced and described by Miller, while two volunteers rotated the display bed back and forth so that everyone in the audience could see it. When the quilt on top sold, it was folded and removed to reveal the next one beneath it. The sale order alternated between sets of quilts and other items. While Chuck Yarbrow of Chuck Yarbrow Auctioneers moved on to sell some of the other items, a team of volunteers quickly reloaded the display bed with the next lot of quilts.

Because the quilts represent the majority of items in the auction and because they command strong prices from bidders, they are vital to the fundraising efforts of the Mennonite Country Auction. According to Yarbrow, auction attendance and bidding appeared to be comparable to prior years. He made a point of mentioning how well the Menno Mennonite Church organizes events of the day and how generously the auction is supported by people who come from all over the state and beyond. Pastor Bryce Miller was pleased with the turnout as well.

Always the first Saturday of October, the 2023 Mennonite Country Auction will be held on Oct. 7, 2023. Information about their church and the Mennonite Country Auction can be found online at mennomennonite.org or by following the Mennonite Country Auction on Facebook. ■



CLASS 8 TRUCKS 509-534-9088 class8trucks@aol.com
NOT JUST TRUCKS, TRAILERS TOO!

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

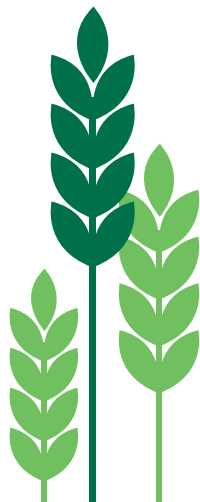


PLEASE CALL for additional details on pricing.

521 N. Eastern Spokane WA www.class8trucksales.com

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.



Paul Koethke LUTCF
 Moses Lake
 (800) 689.9259



AUTO | HOME | LIFE | BUSINESS | RETIREMENT

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

1114-511HO

(509) 534-4460
Accucon inc.

WE MAKE PARTS FOR MATHEWS COMPANY AG PRODUCTS!




REPLACEMENT HELICAL & SECTIONAL FLIGHTING
 Available

BIN SYSTEMS To Order

- Sweeps
- Coupler Boxes
- Bin Wells



REPAIR - REBUILD - HARDFACE
 Custom Augers & Reflight Platform Augers

904 N Dyer Road Email: accucon@hotmail.com
 Spokane, WA 99212 Fax: (509) 534-4337 **accuconofspokane.com**

Fluid ROOFING

Your One Stop Commercial Roofing Solution



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

fluidroofing.net

509-244-1001



THE BOTTOM LINE

Managing the economic, 3-headed dragon

By Dr. David M. Kohl
President, AgriVisions, LLC

The economic journey that lies ahead is going to be a three-dimensional pathway full of challenges, but also opportunities for the proactive manager. Along this journey, disrupters can occur to bottom-line profits in the form of the three-headed, fire-breathing dragon. If not properly managed, it can lead to burning through profits and cash flow, then financial liquidity. Without proper action, these elements could result in the loss of equity and wealth.

Extreme volatility concerning prices received will be the name of the game in the future. Geopolitical and military agendas, coupled with uncertainty in trade agreements, can quickly flip the switch in the profit picture. The value of the dollar relative to other trading partners' currencies, the U.S. and global economic health, and a possible recession can quickly alter demand. Coupling this with extreme weather, monitoring

pricing windows for opportunities will be a tall order over the next couple of years.

The second head of the fire-breathing dragon along the economic journey will be the input side due to inflated costs. One has to be very careful of the economic flip, which happens when prices decline but costs remain elevated, creating limited profit or negative profit margins. Historically, prices will correct at an accelerated rate, while input cost adjustments may take two to four years. However, the correction for some costs such as labor and machinery repairs very seldom adjust back completely.

The third head of the fire-breathing dragon at the economic pass on our business journey is interest rates. Government stimulus and loose monetary policy have been a double-barreled approach that have been large contributors to U.S. and global inflation. Supply chain disruptions, the Russo-Ukrainian War, deglobalization, and imbalances in the movement from fossil fuels to green energy have converged, resulting in inflation rates similar to the 1970s. Central banks in the U.S. and globally are making every attempt to curtail inflation with the risk of creating deep, and possibly extended, U.S. and global recessions. Businesses with borrowed monies on variable interest rates or short-term fixed rate resets could see their interest costs doubling, or more.

Managing the challenging pathway

While the three-headed, fire-breathing dragon can create profit, cash flow and equity challenges, there are strategies and actions to improve the odds for favorable outcomes. This requires getting down to the basics of planning, strategizing, executing and monitoring.

Planning to navigate this journey requires a multidimensional approach. A good set of cash and operating profit budgets linked to a monthly or quarterly cash flow will be critical. When developing these budgets, determine the cost of production for your business by enterprise, if multiple enterprises exist. A break-even analysis with different production, price, cost and interest rate scenarios needs to be mapped out in your financial spreadsheets.

Once this is accomplished, detail your marketing and risk management program and determine what level will allow you to capture profit windows. This shifts emotional decision-making to more of an objective process. For some managers, this requires the assistance of an advisory team to provide input and objectivity.

Moving forward with production, understanding one's needs through soil testing with yield and quality goals will be a priority. One must plan for proactive practices to optimize risk such as the timing and application of inputs and using cover crops and other soil and water practices for both short-run and long-run sustainability.

Develop a communication plan with your suppliers to know whether supplies are available and at what level costs need to be budgeted. Managing risk requires one to consider locking in input prices in conjunction with your market-

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

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



ing plan and output prices.

Along the economic journey, it is important to periodically monitor business performance more than once a year during tax season to minimize income taxes. Careful attention needs to be placed on the balance sheet. Examine your working capital position, which can enable the business to block adversity and take advantage of opportunities. Being financially liquid allows a proactive manager to be in the position to optimize market timing and flexibility. A strong liquidity position allows one to benefit from the timely purchase of inputs, avert possible shortages, or take advantage of input cost deals. Financial liquidity backed by reserves and equity provides both resiliency and agility in the business journey.

The days of passive business management are in the rearview mirror and possibly are taking a direct hit by the three-headed, fire-breathing dragon. A proactive manager that remains focused on the journey through planning and managing the controllable variables and then managing around the uncontrollable variables places the business odds in one's favor. ■

Dr. David Kohl is an academic hall-of-famer in the College of Agriculture and Life Sciences at Virginia Tech in Blacksburg, Va. Dr. Kohl is a sought-after educator of lenders, producers and stakeholders with his keen insight into the agriculture industry gained through extensive travel, research and involvement in ag businesses. This content was provided by  **Northwest** FARM CREDIT SERVICES

**Keep informed
on the Washington wheat
industry and WAWG's
advocacy efforts at
wawg.org**



CHROME ALLOY WEAR PARTS

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

SPROCKETS

We offer chain drive, rod drive, and idler sprockets.

COLLARS

Collars are used on both sides of drive sprockets, and can be turned to obtain even longer life.

SPOOLS

We have regular spools, barrel spools, and spools with set-screw collars.

GOOSE-NECK POINTS

We have goose-neck points, with RH chrome rod installed.

WEAR BLOCKS

Wear blocks are available to fit all types of our spools.

BOOT POINTS

We have regular, rock, and universal boot points.

Setting the Standard for Wear!

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



AGPRO Marketing & Manufacturing Inc.

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

Our New MV43125L Conservation Drill with New Harrow Attachment!

Combines optimum fertilizer placement and excellent seed to soil contact resulting in increased yield potential.

- Promotes healthy root development by removing straw from the seed row, tilling a small area of soil around the seed and placing fertilizer below the seed.
- Stabilizing coulters on each opener give you amazing control on hillsides.
- "Hydraulic spring" down pressure and parallel arm linkage allows each opener to operate independently over irregular terrain.
- Individually metered air delivery system with air diffusers settles the seed for uniform placement



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



www.byrnesoil.com



Spring Seeding at Bonnie Lake Land and Livestock in Rosalia. Photo by Michelle Bothman.

Send us photos of your wheat life!

Email pictures to editor@wawg.org.

Please include location, names of people in the picture and ages of all children.



Tatum Schroeder (4), Mattie Schroeder (7), Matt Schroeder, and Kamryn Schroeder (3) during canola harvest 2022 at Schroeder Family Farms south of Wilbur. Photo by Alli Schroeder.



First day of harvest in Dusty. Photo by Derek Repp.

Your wheat life...



Harvest high above the Snake River. Photo by Mike Zimmer.



(Above) Fall seeding near LaCrosse. Photo by Tawnja Miller. (Right) A 2 a.m. summer storm moves through south Spokane County. Photo by Tim Cobb.



HAPPENINGS

As of press time, the events listed here are being planned. However, you should check prior to the event for updates. All dates and times are subject to change.

NOVEMBER 2022

2-4 WASHINGTON STATE WEED ASSOCIATION CONFERENCE. Trade show, workshops, break-out sessions, credits requested. Wenatchee Convention Center, Wenatchee, Wash. Register at weedconference.org

14-15 WASHINGTON STATE CROP IMPROVEMENT ASSOCIATION ANNUAL MEETING. Pesticide credits available. Northern Quest Casino in Airway Heights, Wash. washingtoncrop.com

25-26 CHRISTMAS AT THE END OF THE ROAD. Old-fashioned cowboy Christmas! Skate with Santa, live music, fireworks and food. winthropwashington.com/events/christmas-festival/

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

29-DEC. 1 2022 TRI-STATE GRAIN GROWERS CONVENTION. Industry presentations, break-out session, vendors. Coeur d'Alene Resort, Coeur d'Alene, Idaho. Register online at wawg.org/convention/registration/

DECEMBER 2022

3-4 HOMETOWN CHRISTMAS. Santa, parade, shopping. Waitsburg, Wash. waitsburgcommercialclub.org/events

13-14 WSU WHEAT ACADEMY. Increase your knowledge of disease diagnostics, insect pest management, herbicide decisions and nutrient management. Registration is required. Pullman, Wash. smallgrains.wsu.edu/2022-wheat-academy/

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

WE SPECIALIZE IN *Mountain Properties, Farms & Ranches!*

Northwest FIRST REALTORS

A M E R I C A N
F A R M + R A N C H

OUR Roots RUN DEEP INFO@NORTHWESTFIRSTREALTORS.COM
WALLA WALLA, WA • 509-524-9055 • NorthwestFirstRealtors.com

Your ad could be here

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

Call Lance Marshall
at (253) 221-7000

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

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

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

DONATION PROMISE

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

Name: _____

Address: _____

Phone: _____

Email: _____

Donation amount: _____

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

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

BIGGER. BOLDER. BETTER.

THE GREAT PLAINS BD7600

Great Plains keeps raising the bar when it comes to seeding performance in a box drill. The legendary **BD7600** features an industry-leading box capacity, a durable, field-tested design, and the innovative Great Plains Metering System for greater accuracy across all seed types, from traditional to cover crops.



NOW AVAILABLE IN
50'



Bringing next-level accuracy, convenience, and functionality to help you farm smarter.



VERTICAL TILLAGE



HYBRID TILLAGE



CONVENTIONAL TILLAGE



5'-10' COMPACT DRILLS



NO-TILL & MIN-TILL DRILLS



FULL LINE OF PLANTERS



FINISHING TOOLS



COVER CROP TOOLS

VISIT ONE OF THESE GREAT PLAINS DEALERS OR GET MORE INFORMATION AT: www.GreatPlainsAg.com

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

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

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

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

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

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

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

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

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

©Great Plains Mfg., Inc. 2487-GPM

Advertiser Index

Accucon	51	Corteva Agriscience	9	PNW Farmers Cooperative.....	25
AGPRO	53	Country Financial	51	Pomeroy Grain Growers	33
Albaugh	7, 60	Edward Jones	11	R & H Machine	53
Bank of Eastern Washington.....	17	Eljay Oil.....	36	Spectrum Crop Development ...	27
BFI Native Seed	36	Fay Ranches Inc	33	T & S Sales	15
Big Iron Repair	25	Fluid Roofing	51	Tankmax Inc	59
BioWest Ag Solutions.....	15	Great Plains Equipment	57	Tessengerlo Kerley	5
Blue Mountain Agri-Support.....	25	Jones Truck & Implement.....	33	Tri-State Seed	34
Butch Booker	36	Kincaid Real Estate	36	Valley Wide Cooperative.....	34
Byrnes Oil Co	53	Mike's Auto	25	Vantage-PNW.....	21
Class 8 Trucks	13, 51	N Pine Ag Equipment	27	WestBred	23
CO Energy	17	Northwest Farm Credit Services..	13	Western Reclamation.....	17
Coldwell Banker Tomlinson.....	14	Northwest First Realtors.....	56	Wheatland Bank	35
Coleman Oil	35	Northwest Trailer Center	11	Yunker Brothers.....	33
Correll's Scale Service	36	Odessa Trading Company	21		

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





FARMERS HELPING FARMERS

MENTION THIS AD & GET 10% OFF

Tankmax inc.
FARMERS • PARTS • SERVICE

FULL SERVICE DRIVELINE SHOP



With over
36 years
of experience!



Call Sharkey Today
509-842-0245



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

neapco
Components



Muncie®
Power
Products



Call Jeff
Spokane

216 N Dyer Rd
Spokane Valley, WA 99212
509-534-8000



Call Austin
Pasco

1206 E Lytle St
Pasco, WA 99301
509-545-4600

Tankmax inc.
FARMERS • PARTS • SERVICE

The ONLY Muncie Master
Warehouse in the Inland NW!

PTO and Hydraulics at very competitive prices.



Meter Test & Repair | Tank Test & Repair
Bearings | Seals | Brakes | Wheels
Suspension | DOT Inspection



Parts and Service
Call Brian
509-545-4600



**Mobile Testing
Service**
Call Aaron
509-534-8000



New & Used Equipment
Call Brady
509-534-8000

Pasco

1206 E Lytle St
Pasco, WA 99301
509-545-4600

Spokane

216 N Dyer Rd
Spokane Valley, WA 99212
509-534-8000

Portland

2334 NW St Helen's Rd
Portland, OR 97210
503-221-0335

Kent

8001 S 222nd St
Kent, WA 98032
253-872-3374



AXLES | CROSSMEMBERS | TIRES | WHEELS | FUEL TANKS
MISC PARTS | POWER TRAIN | DRIVELINES | HOODS
TRANSMISSIONS | ENGINES | CABS | COOLING PACKS | OIL PANS
REAR CUTOFFS | FIFTH WHEEL | ECMS | PTOS



Call Jim Today

509-321-5428

3020 N. Flora Rd.
SPOKANE VALLEY, WA 99216

HIGHMTNHORSEPOWER.COM

admin@highmitnhorsepower.com



MAX BRANDING & DESIGN



CUSTOM SCREEN PRINTING, EMBROIDERY,
AND OTHER PROMOTIONAL PRODUCTS FOR YOUR
FARM, RANCH OR BUSINESS NEEDS.

1304 EAST MARVIN STREET,
PASCO, WASHINGTON 99301,
UNITED STATES

509-870-HATS (4287)

MAXBRANDINGANDDESIGN.COM



CALL KIM TODAY

DOUBLE DOWN ON PERFORMANCE



Double down on proven systemic performance with Anchor 3L ST and Legend 5L ST. Anchor 3L ST fungicide contains Metalaxyl-M to protect the seed and seedling against early season Downy mildew, *Pythium* spp. and *Phytophthora* spp. Legend 5L ST insecticide contains Thiamethoxam which is active on early season soil and foliar pests. Call your dealer today and ask for the pair that will deliver a winning hand.

AnchorTM 3LST LegendTM 5LST

For more information on Anchor 3L ST and Legend 5L ST contact a member of the Albaugh Seed Treatment Technology Team.

Jay Stroh (Jays@albaughllc.com), David Winston (Davidw@albaughllc.com),
Lee Stewart (Lees@albaughllc.com) or Ed Driskill (Driskill@albaughllc.com).



Refer to the product label for complete directions and instructions.
EPA Reg. No. 45002-44 AD052422