

WHEAT LIFE

The official publication of the Washington Association of Wheat Growers

OCTOBER | 2025

HARVEST 2025



Address Service Requested

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

ALSO IN THIS ISSUE:

Because a river runs through it:
Congressional staffers visit dam, port

2025 convention preview

USW goes the extra mile
for soft white wheat

Researcher reflects
on barley breeding program

In marketing, is the trend your friend?

WHEAT LIFE

Volume 68 • Number 09
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 • \$150 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

CIRCULATION

Address changes, extra copies, subscriptions
Keri Gingrich • keri@wawg.org
(509) 659-0610
Subscriptions are \$60 per year

WAWG EXECUTIVE DIRECTOR

Michelle Hennings

WAWG EXECUTIVE COMMITTEE

PRESIDENT

Jeff Malone • Coulee City

VICE PRESIDENT

Gil Crosby • Fairfield

SECRETARY/TREASURER

Laurie Roecks • Rosalia

PRESIDENT EMERITUS

Anthony Smith • Richland

APPOINTED MEMBERS

Andy Juris • Bickleton
Charlie Mead • Dayton
Ryan Poe • Hartline

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 re-
printed without permission.

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

President's Perspective



Optimism in tough times

By Jeff Malone

President, Washington Association of Wheat Growers

As I sit in the tractor cab writing this column, the hum of the air drill in the background, I can't help but reflect on the season we just wrapped up. Harvest is done, and the grain is in the bin. On our farm, it turned out to be an average crop, maybe a little above average in spots, and while that should be cause for celebration, it's hard not to feel the sting of reality when wheat prices are stuck at levels not

much different than they were in the 1970s. Yields may improve, equipment may advance, and our practices may become more efficient, but if the price doesn't keep up, it doesn't always feel like progress. Still, you can't farm without optimism. It's what carries us through the lean years, the tough weather, and the markets that don't make sense. It's what gets us up in the morning and keeps us moving forward, because the truth is, giving up isn't an option.

This year, like many others, it was a quick turnaround from the combines to the air drills. There's no pause, no real break, just one season flowing right into the next. On my farm, seeding brings more stress than harvest. Harvest is hard work, yes, but seeding carries with it a different kind of pressure. You're laying the foundation for the next crop, and the window to get it done always feels too short. Add in the constant fear of a rain shower in the forecast that might cap the seed in, and it makes for some long, anxious days. Yet, here I am, pushing forward, knowing it has to get better. It always does, eventually. The thing about farming is that no season is ever the same as the last. The markets may stay stubbornly low, but weather shifts, input costs change, new opportunities come along, and something breaks in our favor. Optimism doesn't mean ignoring the challenges; it means facing them head on and believing there's a way through.

I know many of you are feeling the same mix of exhaustion and hope. You've just come through harvest yourselves, and maybe your results were similar to mine — average, maybe a touch above. But we all know average doesn't pay the bills when costs are sky high and markets don't respond. That's why I keep circling back to the importance of having strong farm policy in place. We need Congress to pass a farm bill that actually works for producers. We don't have the luxury of waiting. Every day that goes by without progress is another day of uncertainty, and in this line of work, uncertainty is the last thing we need.

In spite of it all, I remain hopeful. I look at the resilience of farmers, and I see people who refuse to give up, who keep finding ways to make it work. I see families passing down farms to the next generation despite all the headwinds. I see neighbors helping neighbors, whether it's with a broken-down piece of equipment, a delayed harvest, or just a word of encouragement. That kind of community doesn't exist in many professions, and it's something that keeps me grounded.

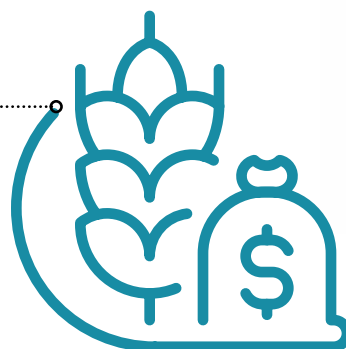
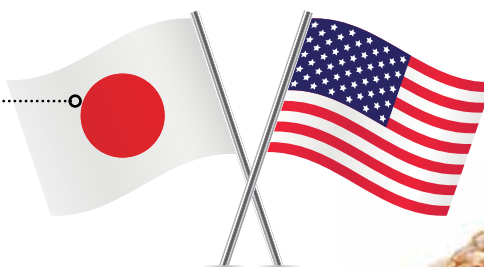
Farming has never been easy, and it never will be. The stress, the long hours, the financial strain, they're all part of the deal, but so are the sunsets from the cab, the satisfaction of a bin filled, and the pride of seeing a crop you seeded just weeks earlier push through the soil. Those moments make the hard times bearable.

As we move into another season, I'm choosing to stay optimistic, not because the challenges don't exist, but because without optimism, there's no way to keep going. Farming has always been about believing in tomorrow, even when today feels impossible, and in these tough times, that belief is more important than ever. ■

Cover photo: Harvest is over for 2025, but we've got the photos to remember it by. See page 20. All photos are Shutterstock images or taken by *Wheat Life* staff unless otherwise noted.

Inside This Issue

WAWG President's Perspective	2
Dialogue	6
WAWG at Work	8
Policy Matters	14
Washington Wheat Foundation	18
Harvest 2025	20
Family farming at its finest	
Because a river runs through it	28
Staffers tour dam, visit port	
Welcome wheaties!	32
What's on tap for the 2025 convention	
Serious with a side of humor	38
Jolene Brown to speak at 2025 convention	
Profiles	44
Walt Neff, WAWG Past President	
WGC Chairman's Column	49
Going the extra mile	50
USW demonstrates value of soft white	
Long-lasting connections	52
U.S., Japanese millers reaffirm relationship	
Wheat at the state fair	54
Grain is part of exhibit showcasing state crops	
Factoring in future needs	55
Researcher reflects on barley program	
Wheat Watch	58
The trend is your friend?	60
Marketing advice	
The Bottom Line	64
Your Wheat Life	66
Advertiser Index	70



Contributors

Jeff Malone, president, Washington Association of Wheat Growers
Kevin Klein, chairman, Washington Grain Commission
Sarah Márquez, communications manager, Washington Grain Commission
Kevin Gaffney, writer, Cheney, Wash.
Ralph Loos, director of communications, multimedia, and global outreach, U.S. Wheat Associates

Julia Debes, director of communications and stakeholder outreach, U.S. Wheat Associates
Bob Brueggeman, associate professor, Barley Breeding/Molecular Genetics, Robert A. Nilan Endowed Chair in Barley Research and Education, Washington State University
Allison Thompson, owner, The Money Farm
Howard Nelson, writer, Kennewick, Wash.
Norman D. Brock, attorney, Brock Law Firm

WAWG MEMBERSHIP FORM

Please check level of membership

- ☐ Student \$90
 ☐ Family \$250 (up to 2 members)
 ☐ Grower \$150
 ☐ Partnership \$600 (up to 5 partners)
 ☐ Landlord \$150
 ☐ Convention \$720
 ☐ Industry Associate \$250
 ☐ Lifetime \$3,000

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 \$150	X	X	X			X
Family \$250 (2 family members)	X	X	X			X
Partnership \$600 (1-5 family members)	X	X	X	X		X
Convention \$720 (2 individuals)	X	X	X		X	X
Lifetime \$3,000 (1 individual)	X	X	X	X		X
Non-Voting Membership						
Student \$90	X	X	X			
Industry Associate \$250	X	X	X			

WAWG's current top priorities are:

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

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

More member benefits:

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



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

Call **509-659-0610** or visit **wawg.org**

Proactive Protection

Addressing Key Threats in Wheat

When it comes to wheat production, there's no "playing catch up" after a slow start. Thin, uneven stands can limit yield potential, increase weed pressure and affect wheat quality later in the season. Whether the damage is caused by persistent insect pests like wireworms or soilborne diseases like *Rhizoctonia*, there is no second chance at protecting your seed investment. That's why farmers need reliable solutions to help protect their yield potential. Enter Teraxxa® F4 seed treatment.

Teraxxa F4 seed treatment is a powerful tool in the management of early season pest and disease pressures in wheat. A combination of five active ingredients, Teraxxa F4 seed treatment is designed to deliver a comprehensive solution for wheat farmers, pairing highly effective wireworm control with broad spectrum disease control.

Proven Performance on Wireworms

Although wireworms may be small pests, they can have a big impact on wheat yield.

"I've seen cases of wireworms where we've had from 40-100% crop loss," Aaron Esser, Extension Agronomist from Washington State University Extension, said.

Wireworm populations can grow rapidly if left unchecked, with two adult click beetles capable of producing 1,000 wireworms in just three years. They can also be a persistent threat, year over year. In their larval stage, wireworms can survive in the soil for up to seven years and cut yield potential in half.¹

Teraxxa F4 seed treatment can provide highly effective wireworm control with the active ingredient broflanilide. Broflanilide protects the root zone from wireworm feeding, rapidly eliminating wireworms across all species and developmental stages.

"With Teraxxa F4 seed treatment, we don't just see a yield increase, we finally get at the heart of this pest and really work at that population in the soil," Esser said.

Comprehensive Fungicide Package

Wireworms aren't the only threat to be addressed when planting wheat. Key seed and soilborne diseases, including *Fusarium*, *Rhizoctonia* and *Pythium* must be managed to protect yield potential. Containing four different fungicides, Teraxxa F4 seed treatment can help to provide broad-spectrum protection against these key disease threats through multiple modes of action.

With Teraxxa F4 seed treatment, wheat farmers can start the season with confidence that they will have rapid emergence, cold tolerance and highly systemic disease protection.

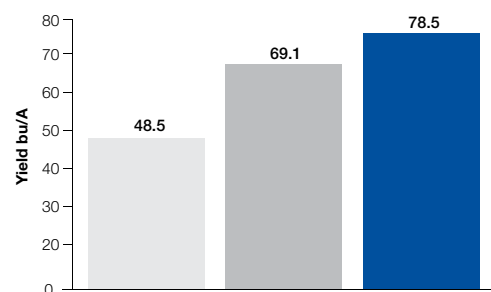
Plan Ahead

As you build your program for this upcoming season, give your wheat a strong start with Teraxxa F4 seed treatment. To learn more, visit teraxxaf4.basf.us or contact your local BASF representative. ■

Teraxxa F4 Seed Treatment Redefines Performance and Wins Year After Year

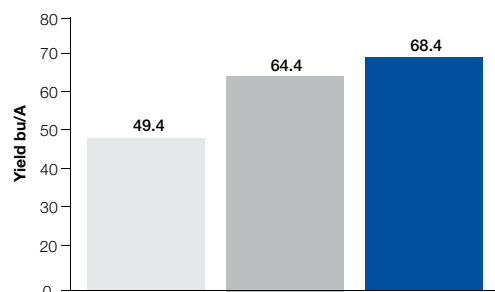
- Fungicide Base
- CruiserMaxx® Vibrance® Cereals
- Teraxxa F4 Seed Treatment

2020 Trial Summary +9.0 bu/A over the competition



2020 company sponsored spring wheat trials (n=8). MT, WA under wireworm pressure.

2015-20 Trial Summary +4.0 bu/A over the competition



2015-2020 company sponsored spring wheat trials (n=22). MT, WA, ND under wireworm pressure. Cruiser® applied at 26 g a/100kg in combination with fungicide base or as CruiserMaxx® Vibrance® Cereals applied at 56 g a/100kg.

"We finally get at the heart of this pest and really work at that population in the soil."



¹Agri-Facts, Alberta Government, 2014

Always read and follow label directions. Teraxxa is a registered trademark of BASF. © 2025 BASF Corporation. All rights reserved. Not registered in all states. Cruiser®, CruiserMaxx® and Vibrance® are registered trademarks of Syngenta or its affiliated companies.

Teraxxa® F4
Seed Treatment

■ BASF
We create chemistry

Dialogue

Send your comments to
editor@wawg.org or mail
them to 109 East First Avenue,
Ritzville, WA 99169-2394.

The crisis amongst us: A call to reflection, responsibility, and renewal

The hardship of the past

Things were bad. So bad, that no one could remember a time when they weren't. The price of wheat hit an all-time low, just 25 cents, barely half of what it cost to grow. Rain had failed for four straight years, leaving the land cracked and lifeless. No one could even recall what green looked like.

Families were being wiped out. Not anonymous names in the newspaper, but neighbors, friends, kin. Another farmer was found yesterday, hanging in his barn. He had given everything to that farm, everything to his family. After his wife died — leaving behind nine children and a baby — he simply could not bear to lose one more thing.

Hard times forge hard people. That's the saying. But those words fall short of describing what small farming communities across America endured nearly a century ago. The men and women who survived emerged with a new perspective, a deeper gratitude, and a determination to ensure agriculture would never again come so close to collapse. They knew that civilizations rise and fall on the strength of agriculture, and they vowed not to let it happen on their watch.

The legacy they built

So, they went to work. Out of their resolve were born organizations like the Washington Association of Wheat Growers and the Washington Grain Commission, alongside policy initiatives that became the backbone of today's farm bill, crop insurance, and disaster assistance. They also answered the call abroad, fighting in the Pacific, in Europe, in Korea. They built industry, fueled America's rise as a global power, and stood guard during the Cold War. Their grit, tempered in hardship, forged an era of prosperity and peace that shaped the modern world.

Times were good. Perhaps too good.

Our complacency

"Sedentary culture is the goal of civilization. It means the end of its lifespan and brings about its corruption." —Ibn Khaldun

Because in the decades since, we — sons and daughters of their sacrifice — have grown comfortable, complacent, and too often self-absorbed. Where hardship once united family farms into a common cause, prosperity has bred divi-

sion, entitlement, and neglect. Instead of asking what we can build for those who follow, too many of us ask only what we can take for ourselves.

This decline is visible in our communities. Where once neighbors volunteered freely, whether for school, church, or civic duty, today, excuses are abundant. "I'm too busy. The kids have activities. I'm not interested." Yet, when we examine the hours worked, it is clear we are not busier than our grandparents who labored 10–12 hours a day, year-round. We simply choose to spend our time elsewhere, indulging in comfort rather than embracing responsibility. The irony should not be lost on any of us that far too many will willingly shut down harvest or seeding for a football game, but scoff at the idea of attending a meeting that will shape the future of their industry.

A stern warning

Is it wrong to have it better? Of course not. But the abundance we inherited has not produced a generation equal to its responsibility. To be blunt, too many of us in agriculture have grown entitled, lazy, and unwilling to lead. Meanwhile, American agriculture faces an uncertain future. Populations are shifting, farmland is being bought by corporations and equity firms, prices remain volatile, and input costs soar. Farmers are disappearing and, with them, a way of life.

How did we arrive here? In part, by our own refusal to lead. Too often we have told ourselves, "Someone else will do it. This just isn't my kind of thing." That abdication has eroded our trade organizations and weakened our collective influence. Thus, we must collectively own this failure. We have turned our backs on the mantle handed to us by our ancestors and abandoned the responsibility to shape the future of our industry.

The hope ahead

So, what now? Is it too late?

The hour is late, but not beyond redemption. I know this because I have seen what a few committed men and women can do when they put service above self. I have seen them sacrifice time, energy, and money to advocate for agriculture's future. But they are too few, and they cannot succeed alone. Great things are never built in secret by a handful of

the prideful. They are built openly, humbly, with determination, and together.

I know my words will step on toes. So be it. I will not apologize for speaking plainly. The truth is that most of us have been idle watchkeepers, distracted by our comforts and too timid to take up the mantle of leadership. We risk realizing our failure only when our wallets grow thin and our farms are gone.

Yet there is hope — if we choose to act. Our great-grandparents faced ruin in the Dust Bowl of the Great Depression, and from that crucible, they reshaped American agriculture and secured its future. We, too, face a crisis. The question is whether we will rise as they did, or shrink back into comfort while everything they built slips away.

The choice is ours. But time is short.

Andy Juris

Klickitat County grower and Past President,
Washington Association of Wheat Growers

Support Eastern Washington's local communities, businesses

Editor,

I have watched the loss of the small communities in Eastern Washington. Lamont is my home. I live in Cheney now, but Lamont is my home, and it is crumbling.

I look at the other communities in Eastern Washington and see signs of degradation taking place. It is not necessary. We need to support our local businesses and communities or lose out long term, not just for now.

Some communities were destined to dissolve over time, like Revere, but most of our communities were here to survive. We need to support our local businesses, schools, and associations. The loss of Grange at the local level has devastated these communities as has the loss of Lodge. I know it is hard to see how these simple things being closed and moving on can hurt us, but they do.

I beseech you to think about where you buy and who you support. I know it is long term, but it is very important Long Term. Drive around Spokane and see what businesses have made that city. WE did, our small communities. If we die, so does Spokane, so does Eastern Washington. WE need to support our local communities, because there is no one else to do it.

David L. Swannack

President, Whitman County Association of Wheat Growers and Treasurer, Whitman County Shriners Club

ABOVE GROUND ELECTRONIC SCALES

- * Widths up to 13 feet
- * Capacities up to 200 tons
- * Minimal excavation & backfilling



CONTINUOUS WEIGH HOPPER SCALES

- * Weighs from 5,000 to 40,000 bushels per hour
- * 2,000lbs – 15,000lbs draft size



Scales UNLIMITED INC.

SCALESUNLIMITED.COM

(800) 235-7019

(208) 455-1814

Robert@scalesunlimited.com

Board meetings resume after summer break

In early September, growers were back in the boardroom for the first Washington Association of Wheat Growers (WAWG) state board meeting since June.

With harvest mostly over and fall seeding well underway, growers reported a mixed 2025 harvest — winter wheat yields were average to above average with good quality, while spring wheat yields were below average due to an exceptionally dry spring and summer.

Things have been quiet at the Farm Service Agency (FSA), the Natural Resources Conservation Service, and the National Agricultural Statistics Service (NASS) over the summer. All three agency representatives said staffing is still a concern, and the agencies are all working to streamline services and operations. Jon Wyss, FSA state executive director, said the state is not closing any offices permanently, although the Grant County office is closed temporarily to deal with mold issues (the staff is working remotely), and the Pierce County office is temporarily relocating while they look for a permanent location.

Dennis Koong, NASS regional director, said the agency has seen a 35-40% reduction in staffing this year but hasn't cut any reports. To deal with the staff issues, the agency has reorganized job duties. Koong is now overseeing data analysis and estimation for the entire nation, as well as overseeing the agency's Northwest regional office.

Lobbyists Diana Carlen and Mark Strueli called into the meeting to talk about what's been happening over the summer in Olympia. Right now, all eyes are on nine legislative races, four of which are contested. A republican win in one of the Senate races could break the Democrats' super majority.

Despite raising taxes at the end of the 2025 session, the state is still facing a revenue shortfall. One piece of legislation passed this year extends the retail sales tax to additional services, such as digital advertising and live presentations, and goes into effect on Oct. 1. Carlen said

they are waiting to see if a lawsuit will be filed against the new taxes, and there's been talk of tweaking the new tax in the next legislative session, although that may be tough given the budget situation.

Looking ahead to the 2026 session, Strueli said he wouldn't be surprised if additional tax increases are on the menu. He's also anticipating the environmental crimes bill, which didn't make it out of the legislature in 2025, will make another appearance.

The Washington State Department of Ecology is still pushing mandatory buffers across several watersheds. WAWG signed onto a letter opposing the agency's proposed water quality management plan for nonpoint pollution (see page 13).

In August, WAWG helped sponsor a tour for state legislators in the Skagit Valley. Carlen said she'd received good feedback from several of the legislators who attended. Regulatory burdens, labor issues, and access to markets were some of the issues discussed on the tour. Watch the November *Wheat Life* for more information on the legislative tour.

In Washington Grain Commission (WGC) news, the commission has hosted six trade teams so far this summer, with two more to go. The WGC is working with the Korean Millers Association to institute a club wheat technical exchange agreement, similar to the agreement with Japan, specifically for noodle wheat. The Koreans will be sending samples of noodle wheat to Washington so researchers can start testing and development. WGC CEO Casey Chumrau said that if the program is successful, there will be some segregation issues that will need to be addressed.

In wheat sales, outside of China, wheat hasn't shown up on any tariff retaliatory lists so far. Indonesia just signed an MOU that will double the amount of their wheat purchases. The new marketing year began on June 1. So far, sales are down about 12% compared to last year, although Chumrau pointed out that sales were high last year.

The WGC is undergoing some staff changes, and growers held a discussion with Chumrau over the commission's decision to eliminate Vice President Mary Palmer Sullivan's position.

In national legislation, WAWG continues to push for a

The next Washington Association of Wheat Growers state board meeting is scheduled for Oct. 7, beginning at 10 a.m. at the Wheat Foundation building in Ritzville, Wash.

THERE'S NO SECOND CHANCE WITH A SEED TREATMENT.

PROVEN ON OVER A MILLION ACRES IN THE PACIFIC NORTHWEST.

The best harvests start with a seed treatment – but not just any seed treatment. Albaugh has been delivering specialized solutions to growers in the PNW for more than a decade. From single active ingredients to custom blends, you'll get the right seed treatment for the right acre – and give your bottom line a lift.



GET THE WHOLE STORY AT
ALBAUGHST.COM/PNW



©2024 Albaugh, LLC. All rights reserved. Albaugh and the Albaugh logo are registered trademarks of Albaugh, LLC. Always read and follow label restrictions, precautions and directions for use. Some products may not be registered for sale or use in all states or counties. Please check with your local extension service to ensure registration status.

farm bill. Leaders and staff were preparing to participate in farm bill fly-in with the National Association of Wheat Growers (see below) to stress the importance of the farm bill and to discuss the most recent Make America Healthy Again report (see page 16). WAWG Executive Director Michelle Hennings said she's hearing that a farm bill likely won't be done before the end of the year. WAWG also attended a listening session (see page 14) hosted by Rep. Dan Newhouse (R-Wash.) and attended by House Ag Committee Chair Glenn "GT" Thompson (R-Pa.). WAWG Vice President Gil Crosby reported on his trip to D.C. with the Modern Ag Alliance to discuss the importance of crop protection tools and the label uniformity act, which would prevent states and local governments from imposing pesticide labeling or packaging requirements that differ from

or are in addition to those approved by the Environmental Protection Agency.

WAWG has been very active over the summer in transportation matters. The association hosted members of the Upper Mississippi Waterway Association (UMWA) on a tour of the Columbia-Snake River System in late June, followed by a congressional staffer tour of Lower Granite Dam in August (see page 28). Hennings said the congressional staffer tour had the most diverse group yet — this is the tour's third year — and word is getting around D.C. that staffers need to see the river infrastructure for themselves.

In research news, the Washington State University (WSU) Variety Testing Program is getting back on track. ►

WAWG participates in national farm bill fly-in

Leaders and staff of the Washington Association of Wheat Growers (WAWG) recently returned from Washington, D.C., where they joined wheat growers from other states in advocating for farm bill legislation and discussing the challenges in the current farm economy. Taking part in the trip from WAWG were Executive Director Michelle Hennings, Vice President Gil Crosby, and Secretary/Treasurer Laurie Roecks.

"While the One Big Beautiful Bill modernized several farm programs, it didn't include everything that farmers rely on, such as funding for research and the Conservation Reserve Program and modernizing the farm credit title," Hennings said. "This trip was an opportunity to sit down with legislators and staff and explain that farmers are really struggling in this economy. We need a farm bill by the end of the year, not another continuing resolution, or things will continue to worsen in agriculture." ■



Last month, Washington Association of Wheat Growers' leaders and staff participated in a farm bill fly-in to Washington, D.C., that included meetings with the offices of (clockwise from top) Rep. Dan Newhouse, Rep. Michael Baumgartner, and Rep. Kim Schrier. They also visited the offices of Sen. Patty Murray; Sen. Maria Cantwell; Rep. Marie Gluesenkamp Perez; Rep. Marilyn Strickland; and Rep. Emily Randall.





Just Say



to Nitrogen Loss

Fall-applied nitrogen can leach long before the crop's peak demands in the spring. **Keep your nitrogen investment in the root zone with LockdownN.**

Lock it UP with **LOCKDOWN** 



WWW.MCGREGOR.COM

Chumrau said the program will be seeding approximately the same number of plots, although the location of the plots may change. The wheat industry is losing several key WSU weed researchers this year. Ian Burke is leaving for a position at North Carolina State University at the end of September, and Drew Lyon is retiring at the end of the year.

The state board meeting also included an update on convention planning and a review of the association's financial report. The next WAWG state board meeting is scheduled for Oct. 7. ■

September county meetings

Whitman County

Over lunch in Colfax, Whitman County growers heard updates on the Variety Testing Program (VTP), industry and agency updates, and met the new Washington State University (WSU) Regional Extension specialist/agronomist, Morgan Menaker.

Menaker, who comes to Eastern Washington from North Carolina, replaced Steve Van Vleet who retired in 2022. Menaker will be covering Asotin, Whitman, Columbia, and Garfield counties.

Farm Service Agency's (FSA) Jonelle Olson, Whitman County executive director, told growers that the county has been in a D3 drought since July, which has opened up livestock programs and emergency loan programs. Growers should check with the county office to see if they are eligible. The county office is working to get approved payments out to growers before the end of the month in case of a government shutdown. She encouraged growers to get any applications in sooner rather than later.

Mike Pumphrey, WSU spring wheat breeder, said the Variety Testing Program (VTP) is moving forward after some stumbles this past year, but is still short a full-time person. The winter wheat program will have the same number of sites next year, although several of the sites have moved, but the spring wheat program will likely have fewer. Pumphrey is still working on VTP spring wheat data, but a newer variety, Bush, is one to watch. The small grains website (smallgrains.wsu.edu) is being updated to meet state accessibility requirements, but VTP data will be posted there, although some tools are currently unavailable due to the updates.

Washington Association of Wheat Growers' Andrea Cox and KayDee Gilkey gave a Natural Resources Conservation Service and association update, respectively. Cox is helping organize a drill bee in Franklin County Oct. 1, and an Oct. 29 workshop on Environmental Protection

Agency label requirements for pesticides.

Tom Kammerzell reported on a meeting involving Washington State Sen. Mark Schoesler and Washington State Department of Ecology Director Casey Sixkiller on Ecology's push for buffers along Spring Flat Creek. Kammerzell said he thought the meeting was productive, and Sixkiller understands better why growers are upset about installing buffers to control temperature and turbidity on a creek that runs dry at least several months out of the year.

Commissioners Ben Barstow and Art Schultheis gave a Washington Grain Commission (WGC) update. Barstow solicited ideas on how to get better grower participation in deciding what research projects the commission funds, and whether or not the WGC should increase its funding of the annual convention. There was also a discussion regarding the commission's decision to eliminate Vice President Mary Palmer Sullivan's position. Schultheis talked about the wheat exhibit at the state fair and the trade teams that have visited Eastern Washington this summer.

Franklin County

At the Franklin County growers meeting in Kahlotus, growers heard from Kara Kaelber, Franklin Conservation District manager, regarding the upcoming drill demonstration scheduled to take place on Oct. 1 at Jeff Shawver's place.

The 2025 convention was also discussed. There is still room in the 15x40 program for young farmers to attend convention for free, and the county group approved a guided goose hunt as a donation for the Wheat Foundation's silent auction.

Travis Matthews gave an update from the September state board meeting of the Washington Association of Wheat Growers. Growers were also reminded to ensure that the loss they enter on their Supplement Disaster Relief Program application matches what their crop insurance noted as a cause of loss.

WAWG signs letter opposing nonpoint pollution plan

In late August, the Washington Association of Wheat Growers signed onto comments submitted to the Washington State Department of Ecology (Ecology) opposing the department's proposed 2025 Water Quality Management Plan to Control Nonpoint Sources of Pollution.

"We believe this rule undermines the principles of col-

laborative governance and threatens the long-term sustainability of rural land management, especially in areas outside of forest lands. Additionally, we assert that the conclusions drawn in the analysis exceed the regulatory authority allowed under the applicable statutes," the comments state.

Other signees include the Washington Farm Bureau, the Washington Cattlemen's Association, the Washington State Dairy Federation, and the Washington State Tree Fruit Association.

The ag groups call out Ecology for overreach in the Tier II Review Process by reinterpreting Adaptive Manage Program recommendations as "new or expanded action;" inappropriately assuming a significant role in proposing new rules; and a disregard for scientific evidence.

"Given the concerns outlined above, we strongly urge the Department of Ecology to reconsider its Tier II analysis and withdraw the proposed nonpoint buffer rule," the comments conclude. "Additionally, we call on the Forest Practices Board to reject this submission and initiate a new rulemaking process that is founded on law, scientific evidence, fairness, and inclusive stakeholder collaboration. A more balanced approach is essential to achieving both environmental and agricultural sustainability for our state's communities." ■

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. ■



Solving difficult wear problems!

CHROME ALLOY WEAR PARTS

Don't let wear and tear slow you down. R & H Planter Parts are designed to give you a competitive edge. Our planter shoes and drill points are cast of High Chrome Alloy for extremely long wear, allowing you to cover more acres with less downtime.








R & H Machine · 115 Roedel Ave ·
Caldwell, ID 1-800-321-6568

www.rhmachine.com



2025 FALL SEED

<p>SOFT WHITE WINTER VARIETIES:</p> <table style="width: 100%;"> <tr> <td>AP Illiad</td> <td>Devote</td> <td>LCS Kraken AX</td> </tr> <tr> <td>LCS Shine</td> <td>Nova AX</td> <td>Piranha CL+</td> </tr> <tr> <td>Xerpha</td> <td>Sockeye CL+</td> <td></td> </tr> </table>	AP Illiad	Devote	LCS Kraken AX	LCS Shine	Nova AX	Piranha CL+	Xerpha	Sockeye CL+		 <p>1000 N. Columbia Ave. Connell, WA 99326 509-234-2500</p> <p>MESZ Fertilizer Blending</p> <p>Custom Seed Treatments</p> <p>Delivery Options</p> <p>TriStateSeed.com</p>
AP Illiad	Devote	LCS Kraken AX								
LCS Shine	Nova AX	Piranha CL+								
Xerpha	Sockeye CL+									
<p>HARD RED WINTER VARIETIES:</p> <table style="width: 100%;"> <tr> <td>LCS Jet</td> <td>Rebelde</td> <td>SY Clearstone CL+</td> </tr> <tr> <td>LCS Eclipse AX</td> <td></td> <td></td> </tr> </table>	LCS Jet	Rebelde	SY Clearstone CL+	LCS Eclipse AX						
LCS Jet	Rebelde	SY Clearstone CL+								
LCS Eclipse AX										
<p>CLUB WHEAT VARIETIES:</p> <table style="width: 100%;"> <tr> <td>Castella</td> <td>Pritchett</td> </tr> </table>	Castella	Pritchett								
Castella	Pritchett									
<p>FALL PLANTED DNS VARIETIES:</p> <table style="width: 100%;"> <tr> <td>AP Venom</td> </tr> </table>	AP Venom									
AP Venom										
<p>TRITICALE VARIETIES:</p> <table style="width: 100%;"> <tr> <td>TriCal Flex 719</td> <td>TriCal Gunner</td> </tr> </table>	TriCal Flex 719	TriCal Gunner								
TriCal Flex 719	TriCal Gunner									
<p>WINTER BARLEY:</p> <table style="width: 100%;"> <tr> <td>Wintmalt</td> <td>TriCal Valor (Forage Type)</td> </tr> </table>	Wintmalt	TriCal Valor (Forage Type)								
Wintmalt	TriCal Valor (Forage Type)									
<p>OTHER CROPS:</p> <p>Alfalfa, Cover Crops, Custom Blends, CRP, Fall Peas, Forages, Pasture/ Hay Mixes</p>										
<table style="width: 100%;"> <tr> <td style="text-align: center;">Alysha Kelly 208-420-2183</td> <td style="text-align: center;">John Mancini 509-380-1695</td> </tr> </table>		Alysha Kelly 208-420-2183	John Mancini 509-380-1695							
Alysha Kelly 208-420-2183	John Mancini 509-380-1695									

POLICY MATTERS

Farmers join lawmakers for listening session

H-2A reform, market access, and ag profitability were some of the concerns expressed by Washington farmers during a listening session in Prosser, Wash., in mid-August. The session was hosted by Rep. Dan Newhouse (R-Wash.) and included Chairman of the House Agriculture Committee Glenn “GT” Thompson (R-Pa.); Derek Sandison, director of the Washington State Department of Agriculture; and Jon Wyss, Farm Service Agency state executive director.

“Agriculture is facing some really challenging times,” said Newhouse. “It’s an issue of national security that we have a strong ag economy.”

Before hearing from the audience, Newhouse and Thompson touted some of the “wins” for agriculture in H.R. 1, also known as the “One Big Beautiful Bill Act,” namely that 80% of the farm bill was accomplished in the legislation, and the



Farmers had an opportunity to ask lawmakers and agency leaders questions at a farmer listening session in Prosser in mid-August. The session was hosted by Rep. Dan Newhouse (R-Wash.), right, and included (from left) Derek Sandison, director of the Washington State Department of Agriculture; Jon Wyss, Farm Service Agency state executive director; and chairman of the House Agriculture Committee, Glenn “GT” Thompson (R-Pa.).

lawmakers hope to pass a “skinny farm bill” soon.

“The farm bill is important for agriculture across the country,” Newhouse said.

Thompson told the audience that the “farm bill” portion of H.R. 1 was “written by farmers for farmers.” The bill included a 10-20% increase in reference prices; added base acres; included supplemental disaster relief as part of crop insurance; increased funding for research; increased conservation baseline funding by rolling in Inflation Reduction Act funds; and increased funding for trade promotion programs.

Sandison said the increase in trade promotion funding, which hasn’t seen an increase since 2008, would be a “shot in the arm” for a state that relies heavily on exporting ag products.

Wyss pointed out that Washington is the top supplier of 13 commodities in the nation, adding that every time you open the fridge door, there’s something from Washington in there.

Questions from the audience ranged from staffing shortages at federal offices to how to increase farmers’ bottom lines. Thompson suggested increasing trade to stabilize prices, making crop insurance more affordable, and looking at value-added opportunities through programs and grants. Sandison added that one of his department’s goals



After the session, Washington industry leaders had a chance to speak with chairman of the House Agriculture Committee, Glenn “GT” Thompson (R-Pa.), and Rep. Dan Newhouse (R-Wash.). Pictured are (from left) Michelle Hennings, executive director of the Washington Association of Wheat Growers; Thompson; Nicole Berg, Washington Grain Commission commissioner; and Newhouse.

**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**



WESTFIELD

WESTEEL

BATCO

NECO

WALINGA

SCAFCO



GRAIN HANDLING & STORAGE

*Flat Bottom Bins - Hopper Bins - Aeration Systems - Retrofits
Powersweep Unloads - Dryers - Concrete - Installation*

T&S Sales

**509.535.1177
NwGrainAugers.com**



is to grow demand locally, nationally, and internationally.

Several growers emphasized the need to address H-2A reform. In the tree fruit industry and many specialty crops, farm labor accounts for the largest expense. One grower pointed out that the cost of doing business in Washington state makes it hard to turn a profit, and it often feels like a “war” between the east and west side of the state, with farmers unable to gain much traction with the state legislature. Another grower explained that he is “getting slaughtered at harvest” because he can’t get enough help — his operation is too small to qualify for H-2A.

“Our backs are against the wall,” the grower said. “We work all year, and at crunch time, we don’t have enough pickers.”

Sandison said the state is losing farms because of bottom line issues, including labor, which is an important driver of overall costs. Year after year, labor is an important topic in the state legislature. Newhouse added that he is frustrated that many people in Olympia don’t understand how agriculture works, and he emphasized the need for them to hear from those living under difficult laws and regulations.

“Education can’t stop,” he said. ■

Wheat responds to second draft of MAHA report

On Sept. 9, the Make America Healthy Again (MAHA) Commission issued the second draft of its “Make Our Children Healthy Again Strategy.” The initial report, published in May 2025, raised widespread concerns from farmers because it questioned the use of crop protection tools despite overwhelming scientific consensus about their safety and benefits. While the second draft stops short of calling for changes that would directly threaten farmers’ access to pesticides, it still advances misconceptions about these products and their regulation that could lead to harmful policy changes in the future. The National Association of Wheat Growers (NAWG) issued a response, emphasizing the essential role of crop protection tools in sustainable wheat production and reaffirming the nutritional value of enriched and refined grain products in the American diet.

“American wheat farmers rely on safe and effective crop protection tools to ensure a stable and abundant supply of wheat, a cornerstone of our nation’s food security. These tools are essential for managing pests, diseases, and weeds, which directly impact yield and quality. Without them, our farmers would face significant challenges in

meeting the demand for wheat, ultimately affecting consumers through higher prices and reduced availability,” said Pat Clements, NAWG president. “We urge the MAHA commission to recognize the critical balance between agricultural productivity and environmental stewardship and to support policies that enable farmers to continue producing the food, fuel, and fiber our country needs. Farmers are stewards of the land, and we need the flexibility to use the best tools available to meet growing demand while preserving natural resources.”

NAWG also addressed concerns raised in the commission’s framing of enriched and refined grains as “ultra-processed,” cautioning against broad generalizations that misrepresent their value in a healthy diet.

“Enriched and refined grains — like bread, pasta, and cereals — are important sources of fiber, iron, folic acid, and other essential nutrients for millions of Americans,” said Clements. “These foods are often fortified to help fill key nutrient gaps, especially in underserved populations. The evidence simply does not support the idea that these grain products, when consumed as part of a balanced diet, are harmful to health.”

NAWG supports policies grounded in science, transparency, and nutritional equity. ■

USDA blocks taxpayer dollars for solar on prime farmland

On Aug. 19, U.S. Secretary of Agriculture Brooke L. Rollins, alongside Tennessee Gov. Bill Lee, Sen. Marsha Blackburn, Sen. Bill Hagerty, Rep. John Rose, and U.S. Department of Agriculture (USDA) Deputy Secretary Stephen Vaden, announced USDA will no longer fund taxpayer dollars for solar panels on productive farmland or allow solar panels manufactured by foreign adversaries to be used in USDA projects. Subsidized solar farms have made it more difficult for farmers to access farmland by making it more expensive and less available.

“Our prime farmland should not be wasted and replaced with green new deal-subsidized solar panels. It has been disheartening



to see our beautiful farmland displaced by solar projects, especially in rural areas that have a strong agricultural heritage. One of the largest barriers of entry for new and young farmers is access to land. Subsidized solar farms have made it more difficult for farmers to access farmland by making it more expensive and less available," said Rollins. "We are no longer allowing businesses to use taxpayer dollars to fund solar projects on prime American farmland, and we will no longer allow solar panels manufactured by foreign adversaries to be used in our USDA-funded projects."

Effective immediately, USDA will implement the following programmatic actions:

- For the USDA Rural Development Business and

Industry (B&I) Guaranteed Loan Program, wind and solar projects are not eligible.

- For the USDA Rural Development Rural Energy for America Program Guaranteed Loan Program (REAP Guaranteed Loan Program), USDA will ensure that American farmers, ranchers, and producers utilizing wind and solar energy sources will install units that are right-sized for their facilities. If project applications include ground mount solar photovoltaic systems larger than 50kW or ground mount solar photovoltaic systems that cannot document historical energy usage, they will no longer be eligible for the REAP Guaranteed Loan Program, and priority points will no longer be given for REAP grants. ■

BUSINESS IN THE FRONT. BUSINESS IN THE BACK.



We were the pioneers of backhoe loaders, and no one knows the business of getting more work out of one machine and one operator like CASE. Now we're adding to the trusted N Series lineup with the new Utility Plus model that dominates in value and two new Construction King™ models available in center pivot or side-shift configurations. They're all built to work harder so you can work smarter. Learn more at CONEXPO or at CaseCE.com.



NO ONE WILL OUTWORK US.™

CASE
CONSTRUCTION

PASCO, WA
1802 E. James St.
99301 US

SUNNYSIDE, WA
West South Hill Road
98944 US

SPOKANE, WA
4030 E. Trent
99202 US

MOSES LAKE, WA
1201 E. Yonezawa Blvd.
98837 US

©2024 CNH Industrial America LLC. All rights reserved. CASE is a trademark registered in the United States and many other countries, owned by or licensed to CNH Industrial N.V., its subsidiaries or affiliates.

**FOR ALL YOUR REAL ESTATE NEEDS
CALL THE LAND AND WILDLIFE TEAM**



**RURAL AND RESIDENTIAL AVAILABLE.
CASH BUYERS LOOKING FOR FARMLAND.**

**Want to sell?
Don't Want to Pay
Capital Gains?
Ask Us How!**

FLO SAYRE, ALC
509-539-3161
flo@landandwildlife.com

RODNEY MCCONNELL
509-222-9720
rodney@landandwildlife.com

NAT CRUZEN
509-460-0526
nat@landandwildlife.com



LAND LEADER
LandLeader.com

View
properties



Land & Wildlife Real Estate
1816 N. 20th Ave. Pasco, WA



Where does Washington's wheat go after harvest?

Harvest is complete, and seed for 2026 is already going in the ground. In wheat farming, there's little downtime, but this season also invites us to look beyond the fields — to where our wheat goes once it leaves the farm. With about 90% of Washington's wheat exported, the question becomes: where does it end up, and how is it enjoyed around the world?

Washington is celebrated for producing some of the highest-quality wheat, especially soft white and club varieties used in cookies, crackers, cakes, and flatbreads, while our robust hard red winter and spring wheats are prized for breads. Our farmers consistently deliver both volume and quality to global markets.

Philippines

The Philippines is the top market for U.S. soft white wheat, prized for its low protein, high milling yield, and suitability for cakes, cookies, and pan de sal. Strong trade ties, consistent quality, and technical support give U.S. wheat a dominant share, while the Pacific Northwest ensures a reliable, cost-effective supply for the country's growing, price-sensitive market.

South Korea

South Korea is a quality-driven market where millers prize U.S. soft white wheat for its consistency and versatility in noodles, pastries, and baked goods. Decades of



Sponge cake

collaboration, dependable supply, and technical support have built lasting trust, making it a preferred choice in one of Asia's most discerning markets.

Japan

Japan is a loyal, quality-focused buyer of U.S. wheat, especially soft white and the Western White blend with Washington-grown club wheat. Millers prize its consistency and clean handling for sponge cakes, cookies, and noodles, while decades of collaboration and technical exchange have made U.S. soft white wheat a trusted cornerstone of Japan's food supply.

Thailand

Thailand is also a consistent buyer of U.S. wheat, especially the Western White blend. Sophisticated mills and bakers favor it for bakery products, biscuits, and cookies, supported by training at the United Flour Mill Baking Center in Bangkok. Backed by competitive pricing and reliable Pacific Northwest logistics, U.S. wheat remains Thailand's preferred choice in a growing market.

Vietnam

Vietnam is a growing market for U.S. soft white wheat, especially the Western White blend with Washington club wheat. Rising demand for cakes, cookies, and crackers has millers valuing its light color, low protein, and consistent performance. Backed by reliable Pacific Northwest supply and improved market access, U.S. wheat is well-positioned to meet Vietnam's evolving consumer tastes. ■



Pan de sal

Remember the Foundation in your charitable giving.
Go to wawheat.org to find out more about supporting your industry.

  
@WHEATFOUNDATION @WAWHEATFOUNDATION WAWHEATFOUNDATION

Attention High School Seniors



If your parents are WAWG members and you like to promote wheat, consider applying for our Wheat Ambassador Scholarships. Two scholarships available: one for \$5,000 and the other for \$4,500.

Application deadline is October 15, 2025.

Learn more at wawg.org.



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



WASHINGTON
WHEAT FOUNDATION

AUCTION DONATIONS

For years, the Washington Wheat Foundation Auction has been a highlight of our convention. Proceeds from the auction benefit our Washington ag industry. From research equipment to scholarships, the Washington Wheat Foundation supports various activities making a positive influence on farming including:

- Public Information (through WAWG)
- Washington Association of Wheat Growers
- Scholarships (Two \$1,500 scholarships are awarded each fall to WSU)
- Educational Grants that Support Consumer and Youth Education
- Research Equipment Grants
- Wheat Ambassador Program

This year our auction will be held on the second night of convention Tuesday, Nov. 18, 2025, at The Coeur d'Alene Resort. We moved it earlier in the schedule so our exhibitor friends will also be able to attend.

If you and/or your company would like to make a charitable contribution to the 2025 Washington Wheat Foundation Auction, please fill out the form below and fax it to the WAWG office at 509-659-4302, or mail it to 109 E. First Ave., Ritzville, WA 99169. If you have questions, feel free to contact Randy Sueess at 509-595-3907 or rlsueess23@gmail.com.

Company Name _____

Contact Name _____

Phone _____

Description of Donated Item(s) _____

Market Value of Donated Item _____

HARVEST 2025

Family farming at its finest | Photos and stories by Trista Crossley, *Wheat Life* editor

The 2025 wheat harvest in Eastern Washington was a mixed bag. Winter wheat yields were average to above average in most locations with good quality. Unfortunately spring wheat yields were poor thanks to an unusually dry spring and summer.

As the calendar turns over to October, harvest memories are already fading — but not in the pages of this month's *Wheat Life*! For the 2025 harvest, we spent time with the Koller family in Garfield County, the Denny family in Spokane County, and the Ford family in Walla Walla County. All three of these families have an immense reverence for following in the footsteps of the previous generation and a deep sense of stewardship in their land. For them, farming isn't just a job, it's a calling. Read more about these remarkable families on the following pages. ■



THE QUESTION ISN'T HOW MUCH LAND YOU FARM, BUT HOW MUCH HEART YOU HAVE FOR THE LAND.

You have a passion for what you do. We do too.
Let our years of experience unearth your properties potential!

C.D. "Butch" Booker

Des. Broker/Auctioneer
Licensed in WA & ID

Cotton Booker

Broker/Auctioneer
Licensed in WA

809 N. Main St. • Colfax, WA 99111 • 509.397.4451 • info@booker2bid.com

B2B

Booker2Bid.com

B2B land

NAA

HEALTHY SOIL = HEALTHY CROPS

**BUILDING
HEALTHY
SOIL**

+ IMPROVES
WATER
EFFICIENCY

+ IMPROVES
SOIL STRUCTURE

+ IMPROVES
NUTRIENT
CYCLING

**BT PLUS
COMPOST**

*Make BT PLUS COMPOST
the foundation of your
Soil Health program.*



BARR-TECH

Compost / Organics Recycling
BUILDING HEALTHY SOILS

509-590-0437 | barr-tech.net



Serving ALL Your Fuel Needs



**...Plus Quality
Lubricants**

Pasco	509-457-3326	Oroville	509-476-3610
	509-806-7676	Priest River	208-448-1812
Boise	509-375-7767	Ritzville	509-659-1532
Connell	509-234-3311	Spokane	509-535-1534
Milton Freewater	541-938-3864	Sunnyside	509-837-5274
Moses Lake	509-770-0769	Yakima	509-453-3920

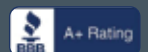


Online ordering available at www.connelloil.com

RESIDENTIAL & COMMERCIAL Roofing Solutions



Whatever your
roofing needs we've got
you covered! Call or visit our
website to schedule a **FREE QUOTE**.



Fluid
ROOFING
FLUIDAR851LP

fluidroofing.net
509-244-1001

Channel K Ranch, Garfield County

"In Garfield County, if you throw a rock, you are going to hit a Koller," said Wyatt Koller with a laugh as he described how his great-grandparents, Richard and Ollie, arrived in the area and established the family's farm after stints blacksmithing and working at a slaughterhouse. Wyatt's grandfather, Edwin, was one of their 13 children.

From the beginning, Edwin was resourceful, a trait the current generation seems to share.

"When he (Edwin) was about 6, the family moved to a different area of the farm, and he drove one of the wagons with their stuff there. He went to the Lynn Gulch School from first to eighth grade, but it took him a while to get through school because whenever there was work that needed to be done on the farm, my great-grandfather wouldn't have him go to school, and he'd just work on the farm that day," Wyatt said. "In 1924, when my grandpa was 13, he drove a wagon with a 10-mule team hauling wheat down the Illia Grade. I've seen pictures of it, and I don't know how they did it back in the day."

Edwin would eventually acquire his own land, and he and his wife, Doris, would have four sons, three of which also came home to farm. Wyatt's father, Roger, began farming in 1981 until his death in 2021, which is when Wyatt, who was working as a sales agronomist for Wilbur Ellis at the time, took over with his mother, Diane. The Kollers grow both soft white winter and spring wheat with a small amount of spring canola in the mix. They are primarily no-till and minimum tillage.

"We are trying to move away from conventional summer fallow. It's not only time consuming, but not good for the ground to be worked that much," Wyatt explained.

Wyatt said growing up, he wasn't sure he wanted to return to the farm. During his senior year of high school, however, he was elected state FFA vice president.

"Taking that year off between high school and college

and traveling the state and promoting not only the FFA, but agricultural education as a whole, I think I warmed up to the idea of returning to the farm a lot more," he said.

That Koller resourcefulness resurfaced last year, when Wyatt and his wife, Colleen, lost their home, crops, and some equipment in the Lower Granite Fire. The house that Wyatt's father grew up in was also destroyed, and an uncle that Wyatt farms with lost a substantial amount of crop. Wyatt said he was fighting the fire in his tractor when he realized the back of the tractor was on fire; he received minor burns exiting the vehicle.

"I stopped the tractor, and I looked around the cab for



Harvest 2025 on the Koller farm included (from left) Randy Koller, Tim Burt, Colleen Koller holding Weston Koller, Wyatt Koller, Diane Koller, Jesse Koller, and Jordan Koller.

probably five minutes searching for the fire extinguisher," he recalled. "I finally looked, and the flames were getting close to the diesel tanks, and I went, 'okay, I have to get out of this thing.' It's been an interesting year, to say the least."

Wyatt and Colleen welcomed a son, Weston, in April. He said having his own family has strengthened his desire to keep the family legacy going.

"My goal is to continue to try and grow good yielding crops as sustainably as possible because I want to make sure that this place is around for him when he grows up if this is what he would like to do when he's older," Wyatt said. "It almost adds a little extra pressure just because I want to be able to keep this place in the family and continue to work hard to provide, not only for my family, but a place for him to come home to if he chooses to." ■



Denny Land and Livestock, Spokane County

For Chad and Marie Denny, watching their son, Jon, begin his farming career highlights the importance of supporting the next generation.

"I feel like we're a bridge. We're going to own it for a little while, and then it can move on to the next generation," Marie explained. "It's not easy to do that. You have to have somebody who wants to continue it. We just want the on-farm person to be able to be profitable in the next generation."

The Denny family's history began in the 1880s in the Mount Hope area of southern Spokane County. Over the decades, the family expanded into Fairfield, south of Plummer, Idaho, and along the Snake River in Whitman County. Today, the Denny family grows wheat, barley, canola, lentils, garbanzo beans, peas, and hay with some bluegrass seed thrown in. They also raise cattle. They are "aggressively" no-till, which Chad said has been a long transition, starting when he was 16.

"We had an epic failure when we first tried no-till," he said. "It didn't work well at all. We kind of learned from those mistakes and eventually adapted. We have a really good peer group in the Fairfield area that was really helpful to get us going on it. You just had to figure some things out. We learn from each other a lot. That's probably been one of the biggest advantages is there's a lot of transparency between our group of friends."

Besides Jon, the Denny's have three daughters: Christine works as an accountant in Helena, Mont., and Ellie and Kendall play sports at Carroll College, also in Helena. Jon graduated from college and returned home to start farming in 2023. He took on primary responsibility for some of the land along the Snake River this year.

"This year was my first full year of my own wheat crop. It's fun to have your own thing going and just know that you're the one responsible for all of that. It's like a big weight on your shoulders, but it's fun to see it go all the way around. It was a good learning experience for me," Jon said.

Most families mark certain events in their history. For the Denny family, one of those events is the death of

Chad's brother, also named Jon, in a combine accident in 1999. Marie said Jon's death divides their lives into a before and after.

"My brother had a lot of health problems, but he didn't let that stop him. He was quite a guy. We had the jobs we could do. I did the more physical stuff, and then he could hop in a cab and run a tractor 12, 14 hours a day, no problem," Chad explained. "His role in the fall had been to do all the plowing. And, in his absence, I did it that first fall,



The Denny family includes (from left) Marie, Chad, and Jon Denny, and Chad's parents, Vivien and Jack Denny.

and between that and the cattle, it wasn't going to work long term. (Jon's death) helped us transform into being more efficient."

Chad's father, Jack, is still an active presence in the family's farming operation, driving the bank-out wagon. During harvest, Marie's brother also helps out when he can. To son, Jon, being surrounded by family is very important.

"We are very close. I was just talking to one of my friends the other day about it. I told him, 'my dad's my best friend.' He really is. We are together quite a bit, and we talk about basically everything," Jon said. "Farming with him has been really good. We do a lot of things together, and I've learned a lot from him already. I look forward to continuing to learn from him." ■



Brown and Ford Ranch, Walla Walla County

Scott Ford and his parents, Allen and Cheryl Ford, are the fifth and sixth generations to farm their family's ground north of Walla Walla that was established right at the turn of the 20th century. They are 100% no-till and grow mostly winter wheat.

"We've done some spring crops over the years, but not too much in the last 10 years because of the unpredictability of the rainfall," Scott explained, adding they farm in a 14-16-inch precipitation zone. "We've experimented with canola and, way back, with some dryland alfalfa. We're not opposed to growing other things, it's just finding something that's profitable and consistent."

Scott said he always wanted to come back to the farm, but his father "encouraged" him to try something else first. Scott graduated from Washington State University with a teaching degree and spent five years in the Walla Walla public schools before returning to the family farm in 2008. Allen followed a similar path himself. He got a diesel mechanic's degree and worked for a Caterpillar dealer for six years because the family's farm wasn't big enough to support his grandparents, parents, and himself. He returned to the farm in 1980 when the family acquired more land.

"I saw a lot of friends who grew up on farms and did nothing else," Allen said. "Farming has advantages and disadvantages. If you broaden your horizon and get a bigger scope on things, it's a lot easier to weather those disadvantages. You have something to compare it to."

"My father always said (working off the farm) was a really good experience, and it was good to go work for someone else and do something else. He was a 110% right," Scott added.

Reflecting on his farming career, Allen said one of the biggest changes he's seen is the dramatic reduction in erosion in the past 20 years as farmers began implementing more no-till practices.

"I can't fault farmers; they were doing the best they

could with the equipment and varieties they had at the time. I really feel we are to a point now that we are not losing our topsoil," he said. "The farm is a resource that my family has been involved in for six generations. It's a love of mine, and I'm glad to see it pass on."

While Scott and Allen might be the ones running the machines, Scott said it's his mother, Cheryl, who really keeps things on track.

"She's pretty vital on the farm, maybe behind the scenes, but she's played a big role, from making lunches

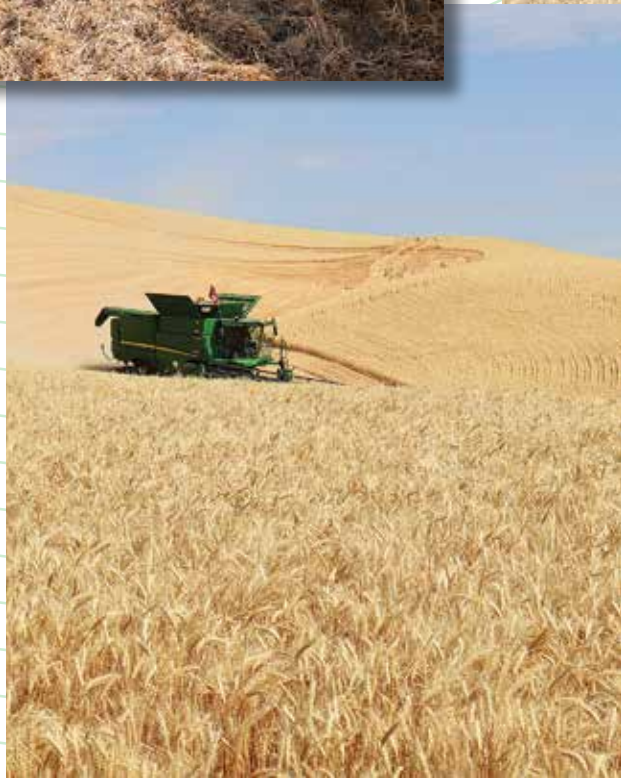


The 2025 harvest crew at Brown and Ford Ranch included (from left) Andy Jackson, Jessie Medina, Jay Dutton, Patrick Erwin, Phillip Bolling, Chris Brooks, Scott Ford, Cheryl Ford, Allen Ford, Larry Hagen, Jim Crownover, Ian McDole, and Eric Carpenter.

to running parts to paying bills, all the little things that people don't think about that have to get done," he said. "She might actually be the glue that keeps it all together."

The rest of the family includes Scott's two teenage daughters, as well as four full-time employees and an expanded harvest crew. The Fords take their wheat to Northwest Grain Growers either in Prescott, Wash., or to the Sheffler elevator on the Snake River. Most of the family's wheat is sent downriver on barges. Scott calls the river system "essential," not only to his family's operation but to everyone who lives in the Pacific Northwest, farmers or not.

"There's a lot of goods that are moved up and down on this river, and even if you aren't using those goods, that's trucks we aren't putting on the road. That would affect everyone in the Pacific Northwest," he said. ■



Because a river runs through it

CONGRESSIONAL STAFFERS SEE FIRSTHAND THE BENEFITS OF MARINE HIGHWAY 84

By Trista Crossley
Editor, *Wheat Life*

For the third year in a row, the Washington Association of Wheat Growers (WAWG) and other river stakeholders brought a group of congressional staffers to Lewiston, Idaho, in mid-August to showcase the lower Snake River dams and the critical role they play in the region's economy.

Sixteen staffers from across the nation started the day hearing from a panel of river users about Marine Highway 84 and asking questions before heading off to Lower Granite Dam. At the dam, staffers took a jet boat through the lock; heard a presentation from Paul Ocker, chief of operations for the U.S. Army Corps of Engineers, Walla Walla Division; and toured the dam's fish research facility and turbines. The afternoon was spent at the Port of Lewiston where port general manager Scott Corbitt gave them a tour, explaining how the port depends heavily on the river system, and treated the group to ice cream. The day wrapped up with dinner at a local vineyard with growers.

On the bus between stops, staffers heard from a variety of stakeholders about irrigation, power generation, and the movement of goods up and down the river.

"This tour is becoming a 'must-do' event for staffers in Washington, D.C.," said Michelle Hennings, WAWG executive director. "It gives us an opportunity to bring people out who might have a direct impact on Marine Highway 84 and show them what the dams look like, and how they work. For many of them, they've only heard misleading information about the dams. On this tour, they get to visit the research facilities that are helping to restore fish runs, hear directly from growers who depend on irrigation water from the system, and visit businesses that couldn't survive without the dams."

This year, outside the Pacific Northwest, staffers represented districts in Pennsylvania, Virginia, Indiana, Hawaii, Minnesota, Tennessee, North Carolina, Florida, and California. The tour was sponsored by WAWG, the Washington Grain Commission, the Washington State Potato Commission, The McGregor Company, and Northwest RiverPartners. ■



What the staffers had to say

"The Washington Association of Wheat Growers' Snake River tour is one of the most well-rounded educational events that taught me and my fellow staffers the importance of our dam systems to our nation. Barge transportation, reliable power, and irrigation are all made possible because of the Snake River Dam System. It was great to hear from local communities on the importance of this piece of infrastructure, and I appreciate the opportunity to educate myself on this fantastic tour hosted by the wheat growers." **Jack Long, legislative assistant for Rep. Michelle Fischbach (R-Minn.)**

"Growing up on the Columbia River, I've always known the importance of Marine Highway 84. Seeing its impact on Washington wheat highlighted its importance to our local and trade economies." **Dallas Parr, district representative for Rep. Dan Newhouse (R-Wash.)**

"While we consider the Lower Snake River Dam System part of our backyard here in Washington's 5th District, this event really highlighted how this system operates as critical infrastructure for Eastern Washington across local, regional, and truly

global networks. Credit to the visionaries that brought it into service and wholehearted respect for those who champion its value for future generations." **Dan Bisbee, district director for Rep. Michael Baumgartner (R-Wash.)**

"It was wonderful to join the Washington Association of Wheat Growers on a tour of the lower Snake River. The tour provided me first-hand testimony to the varied uses of the river, from hydropower to navigation to fish and wildlife conservation to tourism. Its benefits for economic development, infrastructure development, and quality of life are important foundations for policy affecting the Army Corps, hydropower, and the Palouse overall." **Katie McNiffe, professional policy staff for the Republican Study Committee.**

"This tour was a wonderful opportunity to see the lower Snake River dams up close and personal. These dams are vital infrastructure and are irreplaceable when it comes to energy, agriculture, and recreation in the region. It was especially great to see the immense work being undertaken to protect and restore salmon populations in the river system." **Sam Hendricks, senior legislative assistant for Sen. Jim Risch (R-Idaho).** ■

See photos on pages 30-31.

WSU WHEAT ACADEMY

The WSU Wheat Academy is back!

Increase your knowledge of wheat and barley management at the 2025 WSU Wheat Academy. Join us for a two-day workshop with state-of-the-art teaching laboratories and experts engaged in research that is important to you.

- WSU Pullman
- Vogel Plant Biosciences Building
- December 9 & 10, 2025
- 8 am–5 pm

Registration opens October 10, 2025
and is limited to 75 participants.

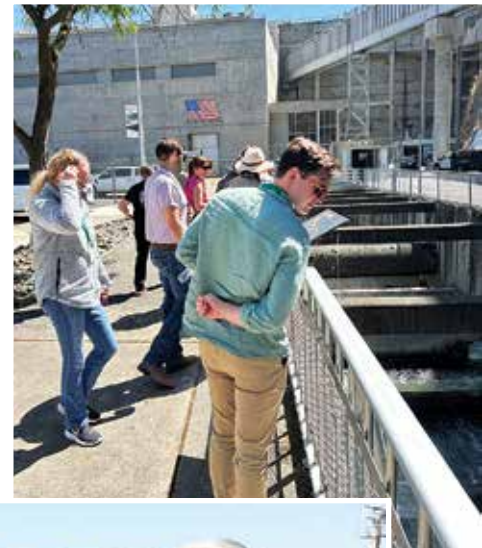
For information
about the program,
including cost and
how to register,
visit our website!



WASHINGTON STATE UNIVERSITY
College of Agricultural, Human,
and Natural Resource Sciences



smallgrains.wsu.edu





Welcome wheaties!

What's on tap for the 2025 Washington Grain Convention

Washington grain growers will be cultivating solutions to yield success at the annual 2025 convention Nov. 17-19 at the Coeur d'Alene Resort in Coeur d'Alene, Idaho.

The convention offers growers the opportunity to hear state and national policy updates, listen to nationally known keynote speakers, participate in educational breakout sessions, socialize, and maybe do a little Christmas shopping at the Washington Wheat Foundation's silent auction, which raises money to support the industry through various activities, including funding research equipment and scholarships. This year, the convention will be a one-state affair, focused solely on the Washington grain industry.

"We are looking forward to celebrating a successful harvest with our fellow Washington growers," said Michelle Hennings, executive director of the Washington Association of Wheat Growers (WAWG). "Our staff has been busy putting together an exciting and informative lineup of speakers and breakout sessions that is sure to appeal to everyone. We've also moved the dinner and auction earlier in the

schedule so our exhibitors can join us."

Keynote speakers will include:

- **Ray Starling** has been the chief of staff to a U.S. senator and cabinet secretary, worked at the White House, and been involved in crafting public policy for more than 15 years. He returned to North Carolina in 2019 to serve as general counsel to the North Carolina Chamber of Commerce.
- **Jolene Brown** is a walking, talking champion for the people of agriculture. She shares her credibility, authenticity, humor, and wisdom with audiences worldwide through her writing, keynotes, and workshops. Every farm



Thank you to our convention sponsors and exhibitors

PLATINUM

AgWest Farm Credit
Columbia Bank
Valley Wide Cooperative

GOLD

The McGregor Company
Washington State Crop Improvement Association

SILVER

Bank of Eastern Washington
Bayer/WestBred
Leffel, Otis & Warwick, P.S.
PNW Farmers Cooperative
HighLine Grain Growers
State Bank Northwest
Agricultural Marketing and Management Organization

INDUSTRY SUPPORTER

Byrnes Oil Company
Central Life Sciences
Les Schwab Tire Centers
Northwest Grain Growers

EXHIBITORS

AGPRO
AgWest Farm Credit
Barr-Tech
AGI
Byrnes Oil Company
Columbia Bank
Corban University
Cutco Cutlery
Kralman Steel Structures
Washington State Crop Improvement Association
Washington Wheat Foundation
Washington State Department of Labor and Industries
Western Trailer Sales
Zero Emissions Northwest ■

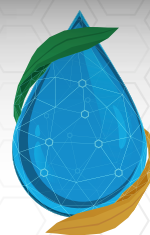
**THE
COMPLETE
ADJUVANT
SYSTEM**

**ALL
IN
ONE
JUG.**



For Purchase—

See Your Local Ag Dealer or Contact Chase Boman: 801.791.7186



AgraSyst INC.

Premium Spray Adjuvants
agrasyst.com

family has to deal with business transition; Brown helps families to navigate this change with wisdom, compassion, and straightforward advice. See more on page 38.

- **Arlan Suderman** is the chief commodities economist for StoneXGroup Inc., where he oversees the company's commodity market intelligence efforts. Suderman provides unique market insight on global macroeconomic trends and their implications for the commodity markets.
- **Eric Snodgrass** is the principal atmospheric scientist for Nutrien Ag Solutions, where he develops predictive, analytical software to help producers manage weather risk.

The annual convention is also an opportunity to take care of some business. The WAWG board will participate in a strategic planning session on Monday, Nov. 17, and Washington growers are invited to attend the WAWG all-committee meeting on Tuesday, Nov. 18, at 9:30 a.m. During the committee meeting, members will hear from U.S. Department of Agriculture state leaders and review and update WAWG's resolutions. The resolutions help



The Coeur d'Alene Resort is nestled on the north shore of Lake Coeur d'Alene and has a delightful array of resort amenities. Each of the guest rooms feature spacious, well-defined living and work areas, and oversized bathrooms. Make your hotel reservations by going to cdaresort.com or calling (800) 688-5253, press #1, then #2 for new reservations. Mention you are booking under the Washington Association of Wheat Growers group rate and choose North Wing (\$150); Park Town (\$160); or Lake Tower (\$190) per night for single/double occupancy. Room rates are subject to fees and taxes. Parking is \$22 per night for self-parking and \$27 per night for valet parking. Room block release date is Oct. 7, so call now to ensure rate and availability. ■



All Washington shutterbugs are encouraged to enter the convention photo contest celebrating agriculture. Entries will be displayed throughout the 2025 convention area, and attendees are encouraged to vote for their favorite. Winning photos may be used in the 2026 convention marketing materials as well as printed in *Wheat Life Magazine*. Contest is open to convention registrants only, and photos must have been taken within the last 12 months. Submissions should be emailed to kgilkey@wawg.org by noon, Oct. 25. Please include photographer's name, contact, and caption information. ■

direct WAWG's advocacy efforts for the coming year. Members that can't attend the meeting are welcome to call the WAWG office at (509) 659-0610, and a staff member can submit comments on their behalf. A copy of the current resolutions can be downloaded at wawg.org/about-us/.

"I encourage growers to attend the all-committee meeting to make sure their concerns and suggestions are heard and incorporated into our resolutions," Hennings said. "WAWG is a volunteer-led organization, and our advocacy and lobbying efforts are directed by our members' input. We need to hear from them."

Registration and a complete convention schedule is available on WAWG's website at wawg.org/convention/. Early registration ends Oct. 24. Here's a closer look at some of the breakout sessions scheduled for the 2025 convention:

Global Wheat Trade and Market. U.S. Wheat Associates staff will help the audience to digest and better understand the news headlines of global wheat market outlooks and challenges.

D.C. Talk. Staff from the National Association of Wheat Growers will deliver an "inside the beltway" perspective about what farmers can expect from lawmakers moving into 2026. They will provide an update on the status of the

**WE SHOW
WE CARE**



FROM STEEL TO POLE, WE DO IT ALL!

(541) 938-7390

www.kralmansteel.com

[kralmansteelstructures](https://www.instagram.com/kralmansteelstructures)

[Kralman Steel Structures, Inc](https://www.facebook.com/KralmanSteelStructures)



"Grown in America"
FALL PLANTING 2025

**SEED MIXES: CRP & SAFE, Pollinators,
Erosion Control, Orchard & Turf**

509-297-4500 or 509-531-1702

Email: wri@westernreclamation.com



WAREHOUSES IN
ODESSA & ELTOPIA.



farm bill as well as other federal issues.

Wheat Market Outlook. Dr. Randy Fortenbery's session will focus on current market situations for wheat and issues/opportunities for the remainder of the crop year and into 2026.

Update on the Northwest Herbicide Resistance Initiative. U.S. Department of Agriculture's Research Weed Scientist Olivia Landau will be providing the update and annual report of the Northwest Herbicide Resistance Initiative as well as demonstrating the tracking map of the program.

Natural Resources Conservation Service Update. Learn about program updates from Washington State Conservationist Roylene Comes at Night and WAWG

Conservation Coordinator Andrea Cox.

The Big Beautiful Bill: What Actually Changed? Justin Hunt from Leffel, Otis & Warwick, P.S., will discuss the tax-related benefits and challenges for farmers arising from the passage of the Big Beautiful Bill earlier this year.

Financial Matters in Down Times. Washington State University Extension's Jon Paul Driver will be addressing how to assess your financial situation during the current downcycle.

Marketing Freshly Milled Flour Directly to Consumers. What does it take to sell wheat directly from your farm to consumers? This panel of wheat farmers is successfully doing just that, bringing their harvest straight to the people. ■

CLASS 8 TRUCKS

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



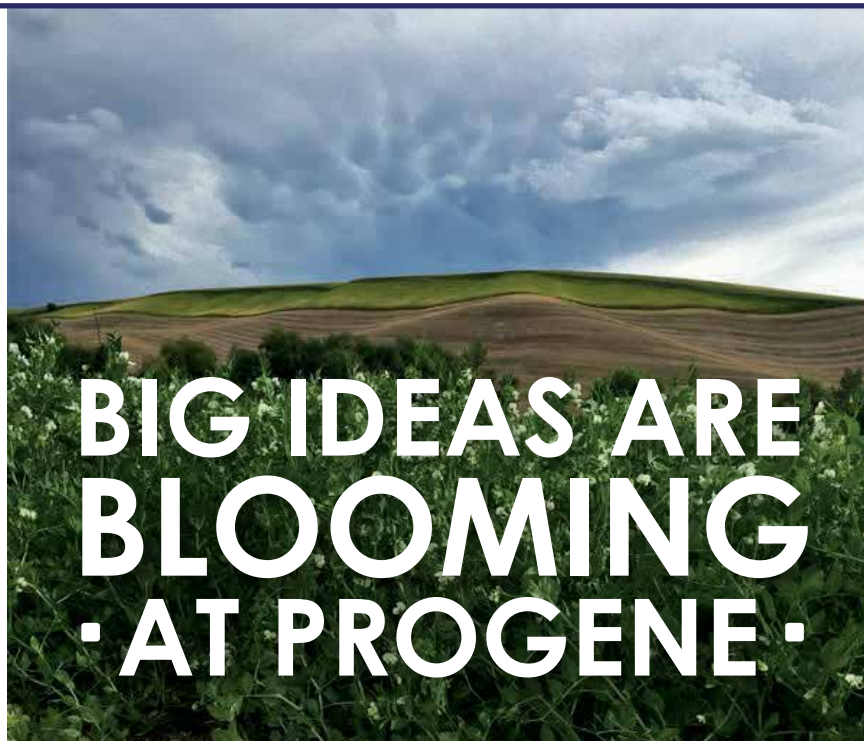
It's that time of the year again. You outstanding farmers have made it through another wheat harvest. Wishing you bumper crops, no breakdowns, no fires, and a safe harvest for everyone. Our rental grain trailers have steadily been getting returned to our yard. We here at Class 8 Trucks would like to thank all of you for your hard work and long days. Farmers feeding the world, one truck load at a time.

If you are able to catch a break and are wanting to gear up for the next harvest, give us a call. Lots of new trucks coming into our lot. We also have some 40-foot stepdeck trailers that would make wonderful spray trailers.

Chad Ingraham (509) 953-2481
Scott Lund (509) 995-5024
Jeff Miller (509) 599-9926
Marc B. Lange (509) 991-9088

**NOT JUST TRUCKS,
TRAILERS TOO!**

www.class8trucksales.com



UP AND COMING:

- Launching our social media information center.
- New and frequent posts from our Facebook, LinkedIn, and our website.

CROP INFO:

- New varieties being released (Spring Pea, Winter Pea, Bio-cover/ Forage).
- Agronomic tips and new plant data.

PROGENE | PLANT RESEARCH

Visit our new website at:
www.progenellc.com

1785 S. Broadway Ave. Othello, WA 99344 509-488-3977 pat@progenellc.com jackson@progenellc.com

Your Rural Property Specialist



realtordad@aol.com

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

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

Contact Greg Schuster, Broker
Rural Property Sales
Coldwell Banker Tomlinson

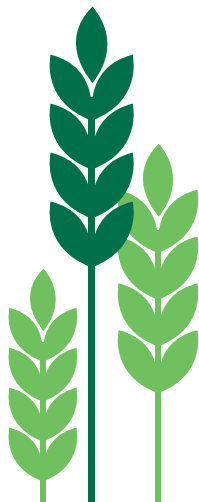
509-993-2545



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, Afis
Moses Lake, WA
(800) 689.9259



AUTO | HOME | LIFE | BUSINESS | RETIREMENT

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

1114-511HO

Tilth Conference + Farm & Food Symposium

November 12-15 • Spokane Valley, WA

TWO EVENTS, ONE POWERFUL GATHERING!

tilth ALLIANCE
WHERE GOOD FOOD GROWS

Spokane Conservation District

BIOFARMING

Register at TilthConference.org
EARLY BIRD RATES UNTIL OCT. 1 • SCHOLARSHIPS AVAILABLE

WASHINGTON STATE CROP IMPROVEMENT ASSOCIATION

ALWAYS PLANT CERTIFIED SEED

MAKE THE INVESTMENT THAT PAYS YOU DIVIDENDS EVERY HARVEST

CLEANER FIELDS | HIGHER YIELDS | GUARANTEED QUALITY

Find your closest certified seed dealer at washingtoncrop.com/dealers
WASHINGTON STATE CROP IMPROVEMENT ASSOCIATION
509-334-0461 <https://washingtoncrop.com>

Serious with a side of humor

POPULAR AG SPEAKER TO GIVE A KEYNOTE ADDRESS AT 2025 GRAIN CONVENTION

By Trista Crossley
Editor, *Wheat Life*

When you see **Jolene Brown's** name on the schedule, you likely know what's coming: a lively presentation on a serious topic — think family joys vs. business or farm transitions — served up with humor, appreciation, and celebration.

Brown will be one of the keynote speakers at the 2025 Washington Grain Growers Convention, Nov. 17-19, at the Coeur d'Alene Resort in Coeur d'Alene, Idaho. Growers can register for the convention at wawg.org/convention/registration/. Early bird registration ends Oct. 24.



"My speaking philosophy is if we laugh and relate, only then will we learn and apply," Brown said. "I'm always looking for the points of pain as I work with families in business, because they must be addressed, such as fair and equal, such as no one in my family wants to be in agriculture, or what do I do as a legacy? I'm trying to address roadblocks in such a way that (farmers) see there are possibilities."

Brown said her keynote, "Harvest the Humor: A celebration of Life on the Farm," will cover four specific points:

- **Communication.** According to Brown, this is one of agriculture's biggest challenges. She explained that the more she has to communicate with people, the more she likes cows because "I can send that one to market if I don't like it." And it's not only communication between people. Brown said the biggest competition when it comes to communication on the farm is weather and markets. "When those two things are on, do not try to communicate. You won't win."
- **There's nothing better than raising kids or growing up on a farm.** Brown plans to take the audience all the way back to "sand piles and tree swings, to finding baby kitties in the haymow," and remind growers that they need to appreciate the people along the way and teach their children to do the same.
- **Different generations work differently on the farm.** When Brown works with a family business, the four tools she brings are a mirror, a box of tissues, a roll of duct tape, and a two-by-four, because that's what you

need to make progress with challenging conversations. Transparency about money and the importance of transitioning education and experience, not just the hard assets, will also be addressed.

- **Learning how to enjoy the journey.** "It's nobody else's job to make us have a good day. We get to choose that on our own, and it's not easy." Growers need to understand that if they want to enjoy their journey, they've got to associate with folks who are enjoying theirs.

"(Growers) work so hard that they need some white space. They need to know how to step back and take a look at what's really important," Brown said. "In the deep dark of the night, it's not the number of acres you farm, the color of your equipment, or how many critters you raise that keep you up at night. It's the people. We'll be reminded they are your biggest concern and greatest joy."

Brown, who lives on a farm in Iowa, began her career as a professional speaker during the 1980s farm crisis. Like many, her family was dealing with high interest rates on operating loans and watching their farm lose value. After attending a presentation by a celebrity speaker brought in to lift farmers' spirits, Brown decided to write to the speaker a couple of weeks later to let him know that she had been applying what he taught and give him three examples for each of his main points to help others apply them. She also encouraged the speaker to come back and interact with the audience (he had left early to catch a flight). Four days later the celebrity speaker called Brown and spent an hour talking to her and asking questions. ►

AGRICULTURAL LENDING

Local, Dedicated Ag Lenders offering Flexible Terms

New Customers Welcome!



Hector Lopez
Pasco

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



Michael Broeckel
Pasco

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



Adrian Green
Colfax

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



Jay Hart
Colfax



Todd Wood
Dayton

An Independent Community Bankers Assoc.

TOP-PERFORMING
AGRICULTURAL LENDER OF 2024
\$300M-\$1B in assets



Bank of Eastern Washington

Member FDIC
BEW IS A BRANCH OF BEO

2025 Neville Grain Trailer 40'

Roll-up tarp, 2 hopper, spring suspension **\$48,950**



International 7100 Shovel Drills

with movers, 36", 10" spacing, V-packer wheels, new points **\$10,500**



M & W Disc Ripper

Teeth are in good shape, plus new teeth and miscellaneous other parts included **\$9500**

Mike's Auto

37502 Mayberry Rd. E.
Davenport WA 99122

(509) 725-1765

Revolutionizing Wheat Farming with Terraplex Pacific Northwest

The future of farming is taking flight, and Terraplex Pacific Northwest is leading the way. As an industry pioneer in agricultural spray drone technology, Terraplex is proud to offer innovative solutions that empower wheat farmers to maximize efficiency, sustainability, and profitability.

Agricultural Spray Drones: A Game-Changer for Wheat Farmers

Terraplex Pacific Northwest specializes in agricultural spray drones that provide precise, efficient, and eco-friendly crop management solutions. Designed with cutting-edge technology, these drones are perfect for the unique challenges wheat farmers face, including:

- Precision Spraying
- Fungicide & Pest Control
- Cover Crop Seeding
- Field Mapping & Monitoring
- Accessing Unconventional Areas

By using drones, wheat farmers can increase efficiency, reduce input costs, and enhance sustainability without the limitations of conventional spraying equipment.

Why Choose Terraplex Pacific Northwest?

Terraplex Pacific Northwest is part of the Terraplex family, a trusted name in agricultural innovation. Here's what sets us apart:

- Unmatched Expertise
- Custom Solutions
- Proven Performance

Learn More

Contact us today to discover how our spray drone technology can take your wheat farm to the next level.

TAKE FLIGHT.
TAKE CONTROL.

Terraplex™
PACIFIC NW

DRONE SALES, SERVICE & CUSTOM SPRAYING



Terraplex™
PACIFIC NW

Call for a Consultation Today!
509-287-2900

The phone call ended with the speaker adding Brown to the program at his next seminar.

"Two weeks later, as I was being introduced, I was so nervous, I was vomiting into a wastebasket. But my mission was clear. I had to help the people of agriculture learn how to build an internal bank account when the external one is gone. That's really how I got started," Brown said. "The topics have morphed over all these years. My specialty now is helping us build a business worthy of transitioning and then transitioning it to the next generation."


Brown leans heavily on using humor to make her point, and she isn't afraid to poke fun at herself.

"I take them back to the crazy stuff I've done on the farm, the mistakes that I've made, the stupid things that I've done, the things the kids have said. Or maybe I'll read a funny cartoon or hear a silly joke. But we need to write those things down, creating a ready-access humor journal. It's when the going gets tough, we need the benefits that come from a sense of humor and keeping our crazy, demanding lives in perspective," she explained.

More information about Brown can be found online at jolenebrown.com. ■

**CUSTOM
SEED & SPRAY**

50' Horsch Cougar 250



STARTING AT \$26/ACRE

BONDED & INSURED

**Brown
LAND, INC.**

**CALL ROWDY BROWN:
509-413-6620**



Stainless Steel – Aluminum – Carbon Steel
Industrial – Agricultural – Commercial – Pipefitting – Boomtruck




509.431.2955 Serving the Columbia Basin!

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 \$16,000
CUMMINS BIG CAM, long block.....	Exch \$13,500
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.yunkerbrothers.com

Now a Full Tilt Performance Dealer!

RELIABLE



AFFORDABLE

UNMATCHED PERFORMANCE
AMERICAN MADE
HIGH QUALITY

Exhaust Manifolds • ECM Tuners • Intakes
Turbochargers • MORE!

**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

AT LEAST YOU CAN STILL COUNT ON US.

Weather is unpredictable. Markets are unpredictable. And don't even get us started on input costs. So Wheatland Bank works hard to be the one thing you can count on, season after season, no matter what else comes your way. Look to us for deep lending resources, leading financial tools, and a team that always keeps one eye on the horizon. Your farm-raised Wheatland Bank. Ready to help, rain or shine.

Stop in and see us about:

- Ag term loans and operating lines of credit
- Leading edge tools and financial tech
- Access to 228 branches
- 55,000 Allpoint ATMS
- 5-Star rated peace-of-mind
- Passable coffee, unless Dan made it

RELATIONSHIPS YOU
CAN COUNT ON.

wheatland.bank

wheatland
DIVISION OF
GLACIER BANK **bank**

 Equal Housing Lender | Member FDIC

BARBER
ENGINEERING COMPANY

DRY FERTILIZER EQUIPMENT

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

509-535-3051
1404 N. Regal Spokane, WA
barberengineering.com

FARM & HOME SUPPLY

888-643-3395 • 509-843-3395

www.fhsupply.com Pomeroy, WA

FALL SALE!

NEW KIOTI-CX2510 HST, 25hp, cab, loader w/50" bucket, 60" mid-mount mower CALL

KIOTI CK3520SEHCB, cab, loader w/ QA66" bucket..... CALL

KIOTI CK3520SE, ROPS, loader ... CALL

NEW KIOTI CK2620SE cab tractor w/ loader, 66" QA bucket..... CALL

NEW KIOTI CK2620, ROPS, loader, 66" QA bucket..... CALL

KIOTI KB2485 Backhoe Attachment..... CALL

KIOTI KB2475L Backhoe Attachment.....CALL

NEW KIOTI Grapple, KG4066.. \$2,950

**ASK ABOUT ZERO DOWN,
0% INTEREST FINANCING**


KIOTI

1993 JD 8870 4WD tractor, new motor, 2200 hrs \$35,000 OBO

ARIENS PRO 28 SNOW BLOWER on tracks 28" wide. LIKE NEW..... \$2,850 OBO

November 17-19, 2025

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

Early bird registration ends Oct. 24, 2025, at wawg.org/convention

RAY STARLING has been the Chief of Staff to a U.S. Senator and Cabinet Secretary, worked at the White House, and been involved in crafting public policy for more than 15 years. Ray returned to North Carolina in 2019 to serve as General Counsel to the NC Chamber of Commerce.



JOLENE BROWN is a walking/talking champion for the people of agriculture. She shares her credibility, authenticity, humor, and wisdom with audiences worldwide through her writing, appearances, and workshops. Jolene helps farm families navigate business transitions.

ARLAN SUDERMAN is the Chief Commodities Economist for StoneX Group Inc. Arlan oversees the company's commodity market intelligence efforts. He provides unique market insight on global macro-economic trends and their implications for the commodity markets.



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

Breakout sessions to include:

- Wheat Market Update
- Farm Bill Update
- NRCS Programs Update
- Financial Planning
- Legislative issues
- Barley Trends



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

Press #1, then #2 for new reservations and ask for the WA Assn of Wheat Growers group rate and choose: North Wing \$150, Park Town \$160 or Lake Tower \$190 per night for single/double occupancy. Room rates are subject to fees and taxes. Parking is \$22/night for self-parking and \$27/night for valet parking.

Auction and Dinner

The auction and dinner this year will be held Tuesday, Nov. 18, at 6 p.m. Social hour starts at 5:30. Donation forms for auction items can be found at wawg.org.



Watch wawg.org/convention for updates

Farm or Business Name _____

Name _____ Additional Registrant _____

Address _____

City _____ State _____ Zip _____ Phone Number _____

Email _____ If current member, WAWG number: _____

FULL REGISTRATION (includes all meals and meetings)

	#ATTENDING	AMOUNT	
Active Member Full Registration	_____ x \$ 250 =	\$ _____	requires WAWG Member #: _____
Additional/Spouse Full Registration	_____ x \$ 250 =	\$ _____	
After 10/24/2025	_____ x \$ 300 =	\$ _____	
Non-Member Full Registration	_____ x \$ 350 =	\$ _____	
Convention onsite Full Registration	_____ x \$ 400 =	\$ _____	

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

SINGLE DAY REGISTRATION

Circle one:

Active Member Single Day	_____ x \$ 175 =	\$ _____ Tuesday/Wednesday (circle one)
Non-Member Single Day	_____ x \$ 275 =	\$ _____ Tuesday/Wednesday (circle one)

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 =	\$ _____ Tuesday/Wednesday (circle one)
_____ Individual Lunch	_____ x \$ 45 =	\$ _____ Tuesday/Wednesday (circle one)
_____ Dinner & Auction (Tues)	_____ x \$ 85 =	\$ _____
_____ Award Banquet (Wed)	_____ x \$ 85 =	\$ _____

Please indicate which meals you will be attending (Important for head count purposes):

_____ Breakfast -- Ray Starling (Tuesday)	_____ Breakfast -- Arlan Suderman speaking (Wednesday)
_____ Luncheon -- Jolene Brown speaking (Tuesday)	_____ Luncheon -- Eric Snoddgrass speaking (Wednesday)
_____ Dinner & Auction (Tuesday)	_____ Washington Banquet (Wednesday)

Please indicate all that apply for a flag on your name badge:

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

_____ 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 _____

Franklin County grower roots life in community, ag involvement

Walt Neff, WAWG Past President, 1998-99

By Kevin Gaffney
Special to Wheat Life

"One person can make a difference," exemplifies **Walt Neff's** philosophy on determination to accomplish goals.

The Neff family has a saying that accentuates what can be achieved by one determined person: "If you don't think one individual can make a difference, you've never been in bed with a mosquito!"

It's a given that any dryland wheat farm being operated by its fourth and fifth generations has gone through both good times and bad times. The Neff Ranch, located between Pasco and Kahlotus, provides a viable example. From surviving perennial low rainfall, sandy soil susceptible to wind erosion, and losing farm acreage to the Snake River after the construction of Lower Monumental and Ice Harbor dams, there have been hard times. Add to that surviving lean years of drought conditions and a Mormon cricket plague several decades ago.

"The Pasco-Kahlotus highway was so covered with oil from all the crickets, it was unsafe to drive on," said Neff. "The insects were so thick, the north side of all fence posts, trees, and power poles were completely covered with layers of insects."

Despite the challenges over the decades, Neff's son, David, and grandson, Christopher, have the farm operating successfully in its 121st year. Neff credits conservation-conscious farming practices and innovative business methods for the farm's survival. Neff still visits the farm regularly to keep an eye on the operation.

The Neff farm was founded by Neff's grandfather who originally came from West Virginia to Washington state. He initially thought the soil along the Snake River was too sandy to be productive. He began his career earning income from corralling, breaking, and selling horses in the area.

"Then grandfather met and married a schoolteacher whose family owned a homestead farm," said Neff. "He decided to stay and started building our family farm in 1904."



The early years were rigorous and problematic. The Neffs always endeavored to conserve the soil, because wind erosion is a constant threat in their area. The farm expanded early on due to some of the neighbors failing in the years before and during the Great Depression. The Neffs were among the first to utilize fertilization and tractors on their land. Horse teams tended to bust up the sandy soil like flour.

Neff was born and raised for several years on the family farm near Pasco on the Pasco-Kahlotus Highway, attending the small, rural, Star Elementary School. Following his parent's divorce, his mother moved Neff and his younger brother, Don, to Spokane, where he gradu-

ated from University High School in Spokane Valley. Following high school, Neff moved back to the family farm. He attended welding school at Columbia Basin College, earning a welding certificate. He worked as a boilermaker welder while still working part-time on the farm. Soon after finding employment, he was drafted by Uncle Sam and spent two years in the Marine Corps, serving in California, North Carolina, and other posts.

"Much of my military service was as a guard," recalled Neff. "First at an ammunition depot outside of Jackson, N.C. Then, after receiving a promotion to corporal, I served as a guard at the Charleston Naval Base. Most of that duty entailed opening and closing electronic doors in the brig and transporting prisoners."

Neff recalls being glad to finish his service and come home and jump right back onto a tractor on the farm.

Not long after returning home, Neff met his future wife, Tonie. It was evidently love at first sight, as they met in October 1971 and were married in February 1972. Still happily married 53 years later, it was obviously an excellent match. Their first home was an old farmhouse built by Neff's grandparents. After a couple years, they moved into a newer family home on the farm.

Neff took over management of the farm from his father in the early 1990s. He and Tonie retired and moved to their home in Pasco in 2000. ►



Byrnes Oil

**FREIGHT HAULING
STORAGE TANKS
FUEL**

*Convenient
locations to
serve you:*



**We Feature
Chevron Lubricants**

Baker City, OR
2885 13th Street
541-523-4779

Redmond, OR
213 E. Antler Ave
541-548-1035

LaGrande, OR
804 21st Street
541-963-4932

Walla Walla, WA
1205 N. 11th
509-527-3400
1-800-572-8900

Pendleton, OR
513 S.W. 6th
541-276-3361

www.byrnesoil.com

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



**WHEAT • BARLEY • OATS
SPECIALTY CROPS**

Plan Ahead – Call NOW Reserve Your Cleaning Date





Other Brands Of Seed Treatment Also Available

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



**Premium Water Conditioner
and Surfactant**

- + Increases Speed of Burndown
- + Conditions Spray Water
- + Lowers pH
- + Activates Glyphosate, Glufosinate, and Paraquat
- + *Glyphosate's Favorite Surfactant*





GLYPHOSATE WITH
AMS + NIS



GLYPHOSATE WITH
GLYLOAD (0.5% v/v)



**Questions? See Your Local Ag Dealer or
Contact Chase Boman: 801.791.7186**

AgraSyst
agrasyst.com

"We have always treated our land with tender, loving care," explained Neff. "We never used plows like some farmers. We employ conventional tillage, but only what is necessary to raise our crops."

Neff used IH 150 Split-Packer grain drills with 18-inch spacing for planting winter wheat. Those drills could seed deep enough to reach germination moisture even in the drier years.

"We just prayed for the wheat to emerge quickly, because if you got a rain, the clay in the soil would often crust over, and the plants couldn't break through," said Neff. "We have a winter wheat-summer fallow rotation. We used to grow some dark northern spring, but soft white provides us with better yield averages."

Over the years, Neff leased out some acreage to neighboring irrigated farms. Along with the lease income, leftover soil moisture helped the wheat crop following the potatoes.

The Neff Ranch gained regional notoriety in 1998 when the independent movie, "The Basket," was filmed in their historic family schoolhouse. Spokane's North by Northwest staff and the movie director, Rich Cowan, looked at many vintage schoolhouses in Eastern Washington, and the Neff Schoolhouse was chosen as the perfect site for the schoolhouse setting in the movie.

Besides growing wheat, the Neffs have a cattle operation that has helped provide an additional revenue stream over the decades. They currently have a cow-calf operation of around 80 head of mother cows.

In recent years, Neff Ranches has contracted to be the exclusive grain supplier for Blue Flame Spirits Distillery in Prosser, Wash., for whiskey production.

The list of organizations Neff has been involved with is impressive and includes the Franklin County Wheat Growers, the Washington Association of Wheat Growers, the Washington Wheat Foundation, the Washington Cattlemen's Association, Pasco Fire District 3, Kahlotus Fire District, the Pasco Chamber of Commerce, the National Association of Wheat Growers, the Pasco Ag Show, and the Washington Ag Forestry Leadership program. The Neffs were honored with the 2024 Pioneer Award by the Pasco Agriculture Hall of Fame committee, a division of the Pasco Chamber of Commerce.

Neff first became involved with the wheat growers association in Franklin County. He then rose through the state officer chairs at the Washington Association of Wheat Growers (WAWG), following George Wood and Alex McGregor.

"Those were big shoes to fill, following those two



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






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

BULK FUELS



PURE
PERFORMANCE
FUEL



509-926-9595 • ELJAYOIL.COM

presidents,” said Neff. “They helped prepare me for my year as president of our remarkable organization.”

One of the main controversies during Neff’s year as WAWG president was the implementation of the 1996 Farm Bill, informally known as the Freedom to Farm Act. The revision of direct payment programs included removing the link between income support payments and farm prices. It authorized seven-year production flexibility contract payments with fixed government payments, independent of current farm prices and production.

The stubble burning issue also was still smoldering during Neff’s term.

“WAWG boardmembers, working with McGregor and State Sen. Valoria Loveland, were able to negotiate an agreement with the Washington State Department of Ecology to save wheat stubble burning as a limited, permitted option,” he said.

Neff believes WAWG’s most important mission is legislative lobbying, at both state and national levels.

With the ever-shrinking number of farmers, he feels it is most critical for our ag voices and concerns to be heard at all levels of government. Neff is still active with the Washington Wheat Foundation, organizing and managing the annual fundraising auction.

The most difficult issue facing wheat farmers today are the poor market prices, concludes Neff.

“We need grain prices to come up to make farming more profitable,” said Neff. “Bushels pay the bills. If you don’t raise the bushels and get a decent price, it becomes problematic to pay the bills. I believe my son and grandson will find ways to keep our family farm successful for generations to come.” ■

Edward Jones

> edwardjones.com | Member SIPC



What matters most to you matters to us

At Edward Jones, we deliver candid guidance and personalized investment strategies to help you plan for and realize the possibilities of your future — for you, your family and generations to follow.



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



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



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



Harry Van Dyken
Financial Advisor
1329 Aaron Drive
Richland, WA 99352
509-943-2920
888-943-2920



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



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



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



Ryan Hamilton
Financial Advisor
650 SE Bishop Blvd
Ste. 130
Pullman, WA 99163
509-339-7090



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



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



Karson Taylor-LaMotte
Financial Advisor
6115 Burden Blvd. Ste. A
Pasco, WA 99301
509-542-1626
877-542-1626

**MAXIMUM
YIELDS
START
HERE.**

We have the right tools to eliminate soil compaction and density layers, increase water infiltration, and incorporate crop residue to achieve more on every acre.



To learn more,
visit us or
GreatPlainsAg.com



Vertical
Tillage

Turbo-Chisel®



Loosen root balls, size residue, and leave the ground level enough for a one-pass tool in the spring.

Vertical
Tillage

Max-Chisel®



Slice and bury residue with patented Samurai-edge blades and achieve complete fracture all through the soil profile.

Vertical
Tillage

Ultra-Chisel®



Tackle after-harvest residue and tough ground conditions while removing density layers and leveling the surface.

Vertical
Tillage

VT1500 Sub-Soiler



Reset yield-robbing compaction layers to establish stronger root development and improved nutrient uptake.

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

CENTRAL MACHINERY SALES

Moses Lake, WA – 509-765-1257
Pasco, WA – 509-547-8920
Sunnyside, WA – 509-837-3833

FARM EQUIPMENT HEADQUARTERS

Pendleton, OR – 541-276-6222

FARM & HOME SUPPLY

Pomeroy, WA – 509-843-3395

WALTER IMPLEMENT, INC.

Odessa, WA – 509-982-2644

ST. JOHN HARDWARE & IMPLEMENT

Fairfield, WA – 509-283-2111

©Great Plains Mfg., Inc. 3067H-GPM

CHAIRMAN'S COLUMN



Bustle of harvest season gives way to flurry of seeding time

By Kevin Klein
Chairman, Washington Grain Commission

If there's any simple way for me to distill the bustle of harvest season, it would be to tell you I started writing this column a week before harvest was done and was only able to finish once harvest was completed. I'm always amazed how much of my focus goes to the harvest season in order to keep things rolling along, especially towards the end, when you're grinding away through heat and fatigue, just to get across the finish line. When we finally get there, we're overwhelmed with relief and feeling good — but only for a moment! Soon, the long list of all the tasks we placed on the back-burner need our attention, alongside seeding the next winter crop.

This year was one of my longer harvest seasons, as I both cut my own fields and did custom fieldwork. As I reflect over the past seven weeks, I tallied up a list of regular harvest challenges: several hydraulic hose leaks and blowouts, draper belt repairs, broken lug bolts on combine drive tires, electrical/computer issues, engine oil leaks, and air bag blowouts on trailers. But the real thrill was leaving my phone laying on the combine feeder house and losing it in the field. After finding it a day later (and not working properly), I had to pivot to the replacement process and being without a phone for almost a week — both a good and bad thing.

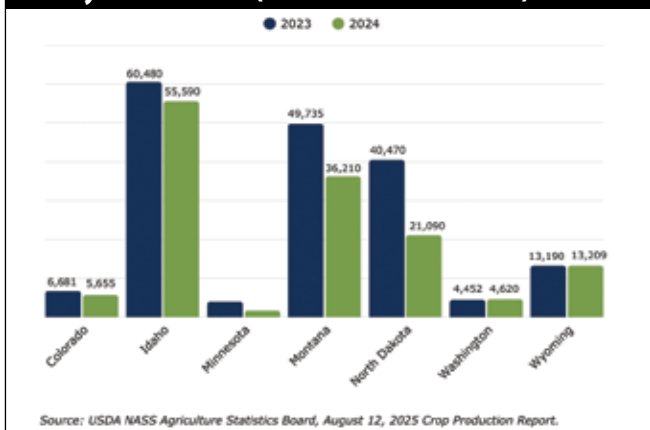
I am thankful that we were able to harvest some very nice fields of winter wheat, with surprisingly good yield, test weights, and quality. The majority of the winter acres I cut was Piranha. This variety has been one of the better yielders of late, but tended toward dust, which on a few occasions stuck to exhaust systems and started some unexpected combine fires. I was fortunate not to have an actual fire in the field this year, especially as we had some smoldering dust on the side of the machine that we were lucky to catch before it got out of control.

Spring crops, unfortunately, came in below average with a lot of stems laying over and on the ground, but the test weights have been surprisingly good. Barley has been really short and thin on the marginal ground, leading to below-average yields. But if you consider this has been the driest season on record, as I recently heard on the news, the spring crops did fairly well overall.

I've been raising barley in my crop rotation for several years now. Even though the lower yield and price take

away some of my excitement, I definitely see the soil benefits and will continue to grow it. Serving as director of the National Barley Growers Association, I see how Washington isn't alone in the decline of barley production across the U.S., with the last two years continuing the now decades-long downward trend (see chart).

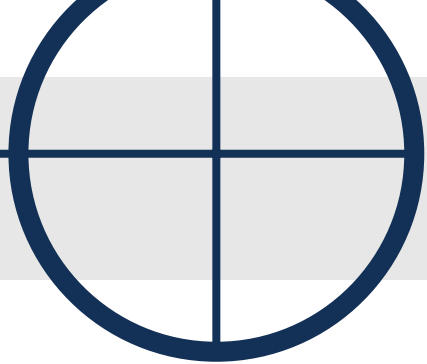
Barley Production (in thousand bushels)



Though we had a slight production increase from 2023 to 2024, Washington is projected to experience a higher rate of decline in 2025, with an estimated drop from 4,620,000 to 2,500,000 bushels, as Great Western did not offer any malt barley contracts this spring. As commissioners, we are working to provide more direction to the barley breeding program at Washington State University (WSU) in light of the loss of acres, including funding some variety testing trials. Overall, WSU's Variety Testing Program has overcome some major hurdles this past year, thanks to the efforts of all WSU's breeding programs. With Karl Effertz now leading the team, the program is moving forward in a positive direction.

Last, but not least, in barley news, in August 2025, the U.S. Grains and BioProduct Council (formerly the U.S. Grains Council) elected Matthew Horlacher of Cold Stream Malt and Grain as its barley sector director. Matt has served in several leadership positions, including barley representative with the Washington Association of Wheat Growers (WAWG), board member for the National Barley Growers Association, and sustainability committee member of the American Malt Barley Association. He has been a great advocate for the industry and dedicates a lot of time and passion to the cause. I'm excited to see him expand his leadership and representation of Washington barley to the next level.

If you have any concerns or ideas, please reach out to any commissioner; we appreciate hearing from you. ■



REPORTS

WASHINGTON GRAIN COMMISSION

Going the extra mile

USW activities position U.S. soft wheat as essential ingredients for Colombian baker

By Ralph Loos

Director of Communications, Multimedia, and Global Outreach, U.S. Wheat Associates

U.S. Wheat Associates (USW) often goes the extra mile, the extra several thousand miles, in fact, to demonstrate the value and versatility of soft white wheat (SW) grown in Washington and the Pacific Northwest (PNW). A perfect example involves a major South American snack maker that has increased its use of SW, thanks to separate USW activities over the past year.

The overall effort took some “outside the box” thinking. Better yet, it took some “outside the cracker box” thinking.

Colombia-based snack company, Colombina del Cauca, had been using soft red winter wheat (SRW) and a limited amount of SW for its popular cookies, crackers, and snack brands. USW wanted to help the company maximize SRW flour performance, while also showing how more high-quality SW from the PNW could improve the products they bake.

With funding from the U.S. Department of Agriculture’s Regional Agricultural Promotion Program (RAPP), in late 2024, USW arranged for William Morales, operations manager for Colombina, to attend a three-week Cookie and Cracker Technology Course at the

UFM Baking School in Bangkok, Thailand. USW’s move was unique, as it was the first time a customer from outside of Asia participated in the course.

In addition to instruction on ingredients (including SW flour), formulas/recipes, and processing, the course covered the many uses of solvent retention capacity (SRC), a soft wheat flour evaluation method that shows direct benefits of SW flour and SRW flour performance compared to competitor wheat.

Following the course, Colombina invested more than \$15,000 in an SRC system that is now being used at their milling facilities, confirming the importance of USW’s work to help customers around the world recognize the superior end-use quality of U.S. wheat. USW regularly provides international millers and bakers with a service that helps them learn and adapt SRC analysis to better predict the true performance characteristics of flour for a wide range of end-products, including cookies, crackers, and cakes.

Specifically, SRC examines the glutenin, gliadin, and pentosan characteristics of the flour, along with the flour’s level of starch damage. These values describe the flour’s ability to absorb water during the mixing process and its ability to release that water during the baking process. SRC testing directly benefits the use of U.S. SW classes, as it is the only analysis that reveals the differ-



(Left) William Morales, Colombina’s operations manager, studies baked goods during the Soft Wheat Workshop at the Wheat Marketing Center. (Right) During the workshop, Morales displayed some of the products his company produces using both soft white and soft red winter wheats.





U.S. Wheat Associates (USW) invited a representative from a major Colombian miller and baker to participate in a Soft Wheat Workshop at the Wheat Marketing Center in Portland, Ore., in May. The workshop followed a separate USW activity designed to demonstrate the value of U.S. soft white and soft red winter wheat.

ence between flours with and without additives. For bakers, this testing ensures they are using the best possible flour to craft their end-products.

The second USW activity to boost SW is the perfect follow up. A few months after the UFM course in Bangkok, USW invited Morales to the PNW to participate in a Soft Wheat Workshop at the Wheat Marketing Center (WMC) in May of this year in Portland, Ore. USW's goal was to demonstrate how Colombia could incorporate more SW into their production line.

Shortly after that workshop, the company imported 500 metric tons (MT), or about 18,400 bushels of SW.

"Based on their overall experience, the company has established an agreement with their trader to make regular purchases of SW as a complement to their annual purchases of SRW," Miguel Galdos, USW regional director for South America, reported.

Last marketing year, combined SW and SRW sales to Colombia hit 403,000 MT (14.8 million bushels), benefiting farmers in Washington, Oregon, Ohio, Illinois, Maryland, and other states.

A challenging but growing market

Colombia has the second-largest population in South America, and their flour milling industry — separated into regional clusters by port locations on either the Atlantic or the Pacific coasts — is dependent on imported wheat. The market is highly competitive, with duty-free imports available from the U.S., Canada, Mercosur, and the European Union.

USW activities to increase imports of U.S. wheat in the country are multifaceted.

This summer, four bulk carriers loaded with cargoes of U.S. wheat landed on Colombia's Pacific Coast, marking the first commercial sales from a successful monetization project that aims to make nonrevenue assets and services profitable, led by the Food for Progress program and supported by USW. Two of those vessels that originated in the PNW were "grocery boats," a term the grain trade uses to describe a vessel that can carry multiple commodities. In this case, the ships unloaded U.S. SW to ports in Ecuador and U.S. HRW in Buenaventura, Colombia.

Five years ago, these types of combined cargoes were virtually unheard of in South America — another testament to USW's strategic work to connect buyers with U.S. wheat traders and exporters to maximize their purchasing options.

"The commercial sales of U.S. wheat to Colombia, following a successful monetization project, are a clear demonstration of the effectiveness of the Food for Progress program and USW's commitment to expanding market access for U.S. wheat farmers," Galdos said, noting that USW is tracking additional commercial sales of U.S. wheat expected to land in Colombian ports this fall. "USW will continue to build on these wins by providing additional trade and technical assistance to further cement trust with Colombian millers and create additional opportunities for importing U.S. wheat." ■

Long-lasting connections

U.S. wheat farmers, Japanese millers reaffirm relationship during reciprocal trade missions

By Julia Debes

Director of Communications and Stakeholder Outreach, U.S. Wheat Associates

Finalizing a wheat sale takes a click of a button, but maintaining a market as large and long-lasting as Japan requires decades of shared commitment between U.S. wheat farmers and Japanese customers. The success of these continued efforts was exemplified by this summer's two trade missions, which both brought Japanese millers to the U.S. and took U.S. Wheat Associates' (USW) new leadership to Japan on their first official trade visit.

"Our relationship with Japan is more than commercial, it is a deep-seated partnership built on decades of trust," said USW President and CEO Mike Spier. "Through these reciprocal trade missions, we actively demonstrate our commitment to being a reliable supplier of high-quality wheat and continue to reaffirm the personal connections that are essential to doing business in this large and loyal market."

From kitchens on wheels to trade titan

The relationship between U.S. wheat farmers and

Japanese customers existed before USW's start as an organization, dating back to a trade delegation organized by the Oregon Wheat Growers League (OWGL) in 1949, with the goal of exploring opportunities to expand U.S. wheat sales to Japan. In 1956, the OWGL opened an office in Tokyo to share information about wheat foods, prompting additional farmer organizations in the Pacific Northwest to join the effort and the establishment of the Western Wheat Associates. Over 30 years later, Western Wheat Associates merged with Great Plains Wheat to form U.S. Wheat Associates in 1980.

In USW's early days, market activities focused on promoting the nutritional value of wheat foods. Along with introducing bread to Japanese school lunch programs, initiatives like "Kitchens on Wheels" traveled through rural Japan to promote wheat foods to Japanese customers.

Since then, Japan has cumulatively purchased more U.S. wheat than any other country. Today, the work has shifted from introducing wheat foods to meeting the needs of highly advanced Japanese milling and baking industries, including high standards of quality, cleanliness, and uniformity.



Given the continued importance of this market, it's no surprise that U.S. Wheat Associates' (USW) leadership recently took their first official overseas mission to Japan. The USW delegation (beginning second from the left) comprised of Brian Liedl, USW vice president of overseas operations; Mike Spier, USW CEO; and Jim Pellman, USW chairman and a wheat farmer from North Dakota, all of whom assumed their leadership roles this July.

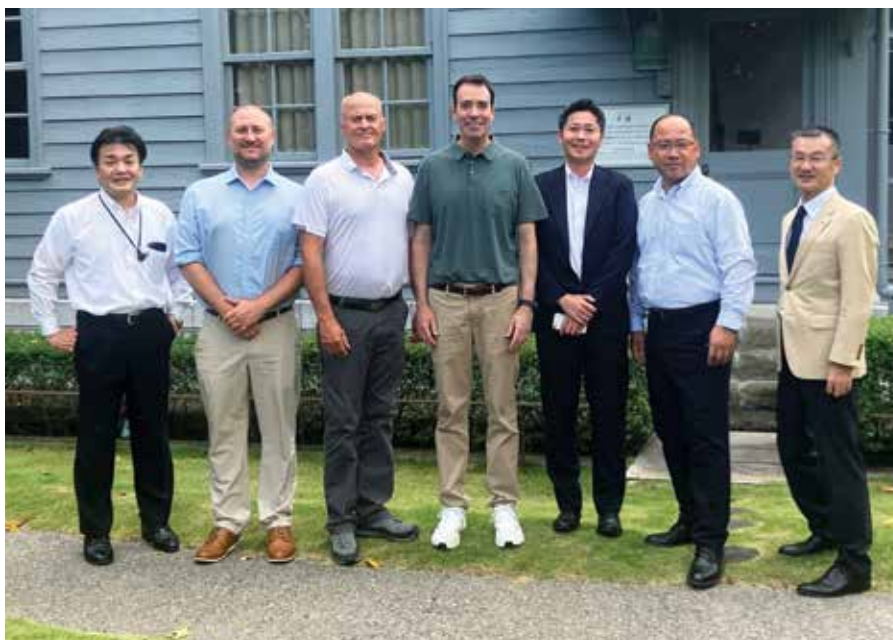
In the 2024-25 marketing year, Japan imported 2.13 million metric tons, nearly 78.3 million bushels, of U.S. wheat. These sales are slightly higher than the five-year average and represent an almost 12% increase from the prior year. As of Aug. 28, 2025, Japan has imported nearly 464,000 metric tons (17 million bushels) of U.S. wheat.

USW leadership renews connections with Japanese customers

In Japan, the team met with the top four flour milling companies. Together, these companies account for more than 80% of the country's flour sales. Along with visiting many end-users, the USW leadership team also visited Japan's largest baking company. In meetings with Japan's Ministry of Agriculture, Forestry and Fisheries (MAFF), USW leadership expressed gratitude for nearly 70 years of successful cooperation.

"As expressed by one customer, Japanese business culture is built on the principle of harmony," Brian Liedl, USW vice president of overseas operations, said. "To succeed in the Japanese market requires strong relationships, not just contracts. USW fits nicely into this model because we are the U.S. wheat farmer's representation in the Japanese market. Building these relationships matters deeply when doing business with Japan."

Jim Pellman, USW chairman and a wheat farmer from North Dakota, valued the ability to have honest conversations with Japanese buyers about the challenges of production agriculture. He talked with them, as he does with his children, about how wheat farmers need prices that sustain their business operations, just as Japanese end-users need to watch their own margins carefully.



More than business trips, these reciprocal trade missions exemplify how to build and maintain lasting trade relationships. By traveling to each other's home countries, U.S. farmers and Japanese millers cultivate clear lines of communication and continually reinforce trust in each other. The result is a partnership that truly stands the test of time.

"We export 50% of our wheat around the world, and we feed our own families with the other 50%," Pellman said. "We all want good quality wheat and a reliable supply, and that's what we are doing."

Firsthand farm views create consistent demand

Traveling to Japan is only one half of the reciprocal efforts that sustain the U.S.-Japanese trade relationship. Throughout the year, trade teams of Japanese customers come to the U.S. for a firsthand look at the current U.S. wheat crop and to explore the U.S. grain breeding, production, handling, inspection, and export systems. In July, just weeks before the USW leadership team took off for Tokyo, a trade team of mid-level managers from the Japan Flour Millers Association (JFMA) traveled to Montana, Washington, and Oregon.

Supported by the Washington Grain Commission, the Montana Wheat and Barley Committee, and the Oregon Wheat Commission, the team's itinerary was packed with visits to wheat farms, quality labs, and other grain chain facilities. The team explored everything from new wheat breeding techniques to on-farm practices to the logistics of grain transportation, including shuttle trains and barges. The team also received essential updates on issues like the Snake River dams and took a deep dive into the safety measures, like lab testing and hold inspections, that ensure U.S. wheat meets Japan's strict standards.

"This program enables team members to deepen their understanding of the current U.S. supply situation and motivates these managers to buy more U.S. wheat," said Rick Nakano, USW country director in Japan, who led the trade team. "By seeing the U.S. wheat supply system from seed to shipment, the team members can confidently report back to their companies about the quality and reliability of the U.S. wheat crop, reinforcing the trust that is so crucial to the success of this trade relationship." ■

Wheat takes center stage at state fair

By Sarah Márquez
Communications Manager,
Washington Grain Commission

From Aug. 29 to Sept. 19, 2025, the Washington State Fair showcased Washington wheat in “Our Foods, Our Farms, Our Washington,” a robust agricultural exhibit at the heart of its 125th anniversary celebration. As one of the state’s top agricultural commodities, Washington wheat had the honor of occupying the exhibit’s largest footprint.

Drawing over two million visitors annually, the state fair and its anniversary celebration were a prime opportunity to demonstrate the wheat industry’s evolution, from tradition to technology, and bridge the gap between the public and Washington small grain producers.

Washington wheat production plays a vital role in our state’s heritage, economy, and future, but — as many producers know — the public isn’t always aware of the industry’s impact on the economy, food systems, and communities. That’s why



The Washington Grain Commission (WGC) joined industry partners to create a wheat exhibit that brought Washington wheat to life. WGC worked with the fair’s exhibit designer, Alan Bruess, to build a custom grain display featuring Washington’s four main wheat classes.

one of our strategic goals at the Washington Grain Commission (WGC) is to educate Washingtonians on the importance and impact of Washington’s small grain production. Along with informing these local consumers on the economic and health benefits of small grains, our goal is to ensure Washington wheat and barley growers are recognized as leaders who contribute unparalleled value to our state’s culture and economy.

This year’s fair carried visitors through the past, present, and future of Washington wheat farming, with the goal of teaching the general public just how much of an impact this export-dependent crop has on not only Washington, but the world. ■

WASHINGTON GRAIN COMMISSION



Agriculture took center stage at this year’s Washington State Fair — and its 125th anniversary celebration — in Puyallup, Wash.



Along with informational posters highlighting wheat facts, grower stories, and insight into WGC’s mission, the fair’s exhibit included video features of Washington Association of Wheat Growers (WAWG) members, soft white wheat in various stages of growth, and a wall of end-use products from U.S. Wheat Associates’ overseas offices, connecting wheat grown in Washington with global markets.

Factoring in future needs

Breeding winter barley for the dryland growing regions of the Pacific Northwest

By Bob Brueggeman

*Associate Professor, Barley Breeding/
Molecular Genetics, Robert A. Nilan
Endowed Chair in Barley Research
and Education, Washington State
University*

Is there a future for winter barley production across the dryland growing regions of the Pacific Northwest (PNW)? There is no clear answer to this question, as many factors must be worked out, and no winter barley varieties adapted to this region are currently available or under production. As a barley geneticist, this question is fascinating. Many of the agronomic obstacles facing winter barley production in nontraditional growing regions can be overcome through genetics, but major questions concerning markets, profitability, and production need to be worked out before barley is a viable option for farmers. Thus, these factors also come into consideration when deciding on the genetic targets in the breeding program.

The Washington State University (WSU) winter barley breeding program story starts with the fact that barley in Washington is predominantly spring feed, grown on dryland production regions within winter wheat rotations. Also, barley acreage has been in a major decline due to lower profitability compared to spring wheat. However, the overall lower productivity of spring wheat and cereals that experienced low precipitation and untimely high temperature events over the last few growing seasons suggests that a winter barley option could provide profitable yields under these adverse environmental conditions. If winter barley could



Picture of the winter barley trials taken on June 12, 2025, at Spillman Farm, in Pullman, Wash.

consistently produce — I've heard the magic number of 3 tons per acre — this crop would be a profitable option for dryland farmers.

The WSU barley breeding program initiated the winter breeding program in 2021 with the initial goal of providing dryland winter malt barley varieties, as Great Western Malting expressed interest in contracting winter malt barley in the dryland growing regions of Washington state. This decision was based on the yield and quality advantages winter malt barley has over spring-sown malting barley, due to better utilization of stored soil moisture and avoiding the summer heat during grain fill. However, as Great Western Malting closed their malting facility in Vancouver, Wash., they did not contract any barley

in Washington state in 2025 — essentially pulling the rug out from under the program's aim of developing the winter and spring varieties recommended by the American Malting Barley Association.

That said, the superior-yielding experimental lines within the program would be excellent feed barley lines, while the high-yielding lines with adequate malt quality could be considered dual-purpose as both feed and craft malt barley. The advantage of winter over spring barley during years of drought and heat is evident by the overall yield differential observed between the WSU winter and spring barley experimental lines during the 2025 growing seasons. The top 20 winter experimental lines in the advanced yield trials at Spillman Agronomy Farm in Pullman, Wash., delivered average yields of 4.46 tons per acre, while the top 20 spring experimental lines brought average yields of 2.56 tons per acre. Of course, winter was mild in 2024, which means these winter trials did not suffer any significant survival issues. Despite mild winters becoming more common in the region, cold tolerance (i.e., winter hardiness) remains a major concern for winter barley varieties adapted to the PNW's dryland growing regions.

Cold tolerance is the major constraint to winter barley production extending north, due to the lack of cold-tolerant winter barley genotypes that can handle the abiotic stresses — which means stress from nonliving components, like temperature — encountered during harsh winters. Although the genetics for cold tolerance are present in the barley germplasm pool, barley has been far behind wheat in selecting for cold hardiness. The development of winter hardy lines is a major goal that must be achieved

Line	temp	avg seedling survival	2025 yield t/a
WAW-140963	-8C	100%	4.51
WAW-141132	-8C	100%	3.55
WAW-141917	-8C	97%	4.09
WAW-161632	-8C	95%	3.57
WAW-141944	-8C	94%	4.41
WAW-141364	-8C	94%	3.4
WAW-161632	-8C	93%	3.57
WAW-162310	-8C	89%	3.48
WAW-142010	-8C	85%	4.29
WAW-161619	-8C	85%	4.4
WAW-141225	-8C	85%	3.97
WAW-161615	-8C	76%	4.77
WAW-141222	-8C	76%	4.24
WAW-150683	-8C	75%	3.48
WAW-150120	-8C	71%	4.28
WAW-161645	-8C	61%	3.88
WAW-160839	-8C	54%	4.11
WAW-170472	-8C	48%	3.6
Thunder	-8C	34%	3.99
WAW-162303	-8C	18%	4.47
WAW-161602	-8C	8%	3.43

TABLE 1. Growth chamber cold tolerance test results of WSU experimental winter barley lines. The experimental lines were tested down to -8 degrees C with the heat map column showing the average seedling survival percentages with the Thunder check highlighted and showing 34% survival. The last column shows the average yields in tons per acre from the 2025 WSU yield trials grown at Spillman Farm Pullman, WA. There was no significant winter kill to any barley line in this field trial.

to bring Washington farmers adapted varieties for our region, which is why introducing these genetics into the WSU barley breeding program is a major objective. We have already begun transferring cold tolerance genetics (called introgression) into the breeding program and, in collaboration with Dr. Kim Garland-Campbell's U.S. Department of Agriculture's Agricultural Research Service's wheat breeding program, can efficiently have this material evaluated through grant funding provided by the Washington Grain Commission. Dr. Garland-Campbell's group developed a method of screening winter wheat varieties in growth chambers and modified the parameters for winter barley. Her program has been evaluating promising winter barley lines for the last two years. This research has helped identify lines with increased cold hardiness within the program (see Table 1). Additionally, this testing is enabling us to produce quality data on cold tolerance traits (phenotypes), on both natural and crossbred (biparental) populations, which will enable us to identify regions and genes that can be utilized as genetic markers for program selection. As this cold tolerance testing within the winter wheat program has had good correlation with winter survival in the field, we are confident that these tests will ultimately identify cold-tolerant winter barley lines that translate to winter survival under field conditions.

Although resources for WSU's barley breeding program have proportionately favored the development of malt barley varieties over the last six years, the loss of markets in the region has brought that resource allocation into question, shifting back to a traditional focus on feed barley varieties. However, the

program will continue developing spring and winter malt barley to meet the demands of the local craft malting, brewing, and distilling industries. As there is a growing market for food barley, there will also be considerable effort and resources directed at developing biofortified (crops bred to increase their nutritional value) winter and spring food barley varieties.

As a geneticist and breeder, developing winter barley varieties is an exciting challenge. We are making headway toward achieving our goal of winter-hardy feed, malt, and food barley varieties that could provide farmers with greater profitability and sustainability. However, many questions still linger concerning the adoption of winter barley varieties into the traditional rotations — heavily impacted by availability, markets, and prices. So once again, this article is an open invitation for farmers, end users, and seed dealers to provide your feedback on what barley classes you believe WSU's barley breeding program should focus on to get more barley acreage on the map. ■

Summer trade team activity



Representatives from some of Southeast Asia's top flour mills visited Washington State University's wheat breeding greenhouses with Dr. Kimberly Garland-Campbell (left) and Dr. Arron Carter (in background), to see how Washington's high-quality wheat is rooted in research from field to flour.



After meeting Washington Grain Commission Chairman Kevin Klein in a club wheat field, members of the Korean Crop Survey Trade Team enjoyed a first-hand harvest tour, complete with combine rides with the farmers who produce the wheat that becomes their flour and foods.



In July 2025, the Japanese Mid-Level Management Trade Team toured Eastern Washington, including joining HighLine Grain Growers' executive leadership, Washington Grain Commission's Mike Carstensen, and staff from both U.S. Wheat and the Washington Grain Commission as a BNSF train arrived at HighLine's Four Lakes facility for a full day of wheat loading.

WHEAT WATCH

WASHINGTON GRAIN COMMISSION

Market driven by quality, domestic demand



By Allison Thompson,
Owner, The Money Farm

Spring wheat futures remain under heavy pressure, with Minneapolis contracts grinding to fresh lows. On paper, it looks like another year where wheat has no story of its own, simply following corn lower. But out in the northern Plains, harvest results are telling a more complicated tale. Yields and quality are proving highly variable, protein premiums are surfacing, and domestic demand is showing up in cash bids. In other words, while the futures chart looks ugly, the real story of 2025 spring wheat may be written by quality and demand, not flat price.

The best way to describe this year's spring wheat crop across the northern Plains is inconsistent. Some regions are producing respectable yields with solid quality, while others are cutting wheat with lighter test weights, variable protein, and, in some cases, falling number issues. That variability makes it nearly impossible to define a clear "trendline" crop. Unlike corn or soybeans, where national average yields dominate the story, spring wheat

has always been a quality-driven market, and 2025 is proving once again that not all bushels are created equal.

What makes this year notable is the contrast to last year. In 2024, the crop faced plenty of quality issues, but the market essentially shrugged them off. Futures stayed under pressure, and cash bids didn't fully reflect the supply of milling-quality wheat. This year feels different. With yields and quality again proving variable, the market may not be able to ignore the problem.

That reality is already showing up in the countryside. While futures keep grinding lower, the cash trade is displaying strength in select places. Protein premiums are surfacing, with millers and exporters bidding up for higher-end bushels. It's a reminder that when quality is inconsistent, buyers will pay up — even in the middle of a broadly bearish futures environment.

Much of the wheat market conversation centers on exports and for good reason: the U.S. competes with Russia, Europe, Canada, and Australia in the global trade space. But for spring wheat, domestic demand is every bit as important. U.S. millers rely on high-protein wheat



East of Lacrosse, Wash., a John Deere 9R 540 and Unverferth grain cart combo process 650 bushels per minute — one of many ways our farmers prioritize efficiency and ensure a steady supply of consistent quality for international buyers.

for flour blends used in breads and specialty products. When protein is inconsistent, domestic users feel it first. That's why cash bids in the northern Plains already reflect stronger protein spreads, especially for those locations sourcing to domestic mills. It isn't just foreign buyers driving demand; American millers are bidding up as well, locking in supply to keep their formulas balanced.

That dynamic puts producers in the driver's seat if they've got the quality. Bushels that meet protein specs are finding a home at premiums, while lower-quality wheat is sliding toward feed channels at a discount. It creates a two-tiered market, where the spread between high and low quality is as important — if not more important — than the flat futures price.

Basis levels across the northern Plains are already reflecting the story. Elevators with demand for protein are not only offering clear premiums, but better basis levels. Conversely, other locations with lower quality channels are discounting heavily for bushels. For many growers, the reality is the cash value of their crop hinges more on protein, test weight, and basis than on what the Minneapolis board is doing day to day. That dynamic is worth monitoring as we near year's end and into 2026.

Don't get me wrong, global developments still matter to the spring wheat market. Unfortunately, the current tone isn't exactly supportive. Russia's crop appears to be getting bigger, not smaller, and conditions in Australia have recently improved. Canada, however, seems to be facing the same variability challenges as the U.S., with yields and quality swinging from field to field. Remember, the global wheat crop is far from "in the bin," and the back-and-forth headlines only highlight the uncertainty. While the market often clings to the narrative of abundant, cheap, high-quality wheat, the reality is more complicated. The global supply picture isn't nearly as comfortable as the headlines suggest.

Technically, spring wheat also remains tied to the corn market. Without its own story, wheat has shadowed corn's market action. The problem is that corn itself is locked in a heated yield debate, with the U.S. Department of Agriculture (USDA) holding at record-high projections, while private tours and field-level reports suggest a smaller crop. That uncertainty has kept corn choppy and leaning defensive, which, in turn, has kept the pressure on wheat exchanges. Until the market resolves whether U.S. corn yields really are closer to USDA's lofty number or more in line with private estimates, spring wheat will struggle to separate itself. In other words, wheat's technical story can't be told without acknowledging that the corn yield debate is still the driver under the surface.

Outside forces continue to play a major role in wheat's

direction. Heavy fund shorts remain in place, leaving the market vulnerable to sharp bouts of short covering if a catalyst emerges. The U.S. dollar also remains an important factor — when its value shifts, it directly alters U.S. export competitiveness, influencing how global buyers view American wheat. Broader macro sentiment, from fund flows to energy prices, further spills into grain markets. For spring wheat, that means the flat price isn't just a function of supply and demand in the northern Plains; it's also being shaped by speculative positioning, currency moves, and outside money flows. In short, wheat's path forward may be dictated as much by outside forces as by its own fundamentals.

For producers in the northern Plains, this is shaping up to be a two-market year. If you've got the protein, it makes sense to take advantage of premiums while they're available. Those spreads can widen further and capturing strong cash bids now helps reduce risk while still leaving flexibility if futures manage to recover later. If your crop falls on the lower-quality side, patience may be the better play. Futures remain weak, and feed values aren't likely to improve quickly, but the basis could strengthen with time. Any decision to hold grain should be weighed carefully against the cost of storage and the realistic potential for stronger bids down the road.

Looking forward, there's one more wrinkle in the acreage story. With futures trading at multiyear lows, the market may eventually need to push values higher to incentivize 2026 spring wheat planting. That conversation hasn't started yet, but it will as we move into the new year. If acres slip in the U.S. or Canada, quality wheat could become even more valuable down the road.

Flat price alone isn't likely to bail out producers this season. Instead, marketing opportunities will come from quality spreads, domestic demand, and local basis strength. That makes one thing clear: knowing exactly what you have in the bin — and marketing it accordingly — is more important than ever.

Spring wheat may not have its own bullish story yet, but the details are starting to matter. Futures charts look ugly, and new lows are still being printed, but the real market is being defined by quality, protein spreads, and domestic demand. Last year, quality concerns didn't translate into stronger cash bids, but this year, the market may not be able to ignore them. For growers in the northern Plains, success will come down to knowing what's in the bin and marketing it accordingly. In a year like this, flat price won't tell the whole story — quality will. ■

Allison Thompson is the owner of The Money Farm, a grain marketing advisory service located in Ada, Minn. She is also still actively involved in her family's grain farm, where her husband and father grow corn, soybeans, and wheat.

The trend is your friend?

IDENTIFYING THE MARKET TREND LETS PRODUCERS CHOOSE THE TOOLS THAT BEST FIT

By Howard Nelson
Special to Wheat Life

The title of this article is one of those catch phrases that you may have heard over the years. It relays the fact that to make money trading commodities, you will make money as long as your trades align with the trend: selling short in a downtrend and being long in an uptrend. The difference is, I have posed this phrase as a question: "Is the trend your friend?" The wheat producer, by that title alone, is continually long wheat. If wheat is grown in your cropping system, you're long wheat this year, next year, and the year after that; you just don't know the quantity that you have to market. People with long positions make money in uptrends, not downtrends. Wheat producers should change this phrase to "uptrends are our friend!"

Let's take a look at the trends the Portland soft white wheat market has shown for the past 53 years, since 1972. We're going to use the date range of April 1 to April 30 of the following year for each marketing period (13 months). I use the phrases "upward trending" and "downward trending" for the markets because they seldom move in a direct line. There are times the prices "correct" and go up in a downward trend or go down in an upward trend.

Chart 1, for the year 2010-11, shows what I feel is a good example of the upward-trending market. It has a market

low in June, and a market high in February. You can see what I mean by upward trending with many ups and downs between the market low and high. Let's divide the 13-month marketing period into four marketing periods: spring/preharvest, summer/harvest, fall/postharvest and winter/postharvest to see if any characteristics emerge. In Chart 2, upward-trending markets for both time periods, 1978-2014 and 2006-14, typically have an early low, before July 1, in the marketing period. You could call the timing of the market low to be a "tell" indicating when you may expect the market high to occur, during the winter/post-harvest period.

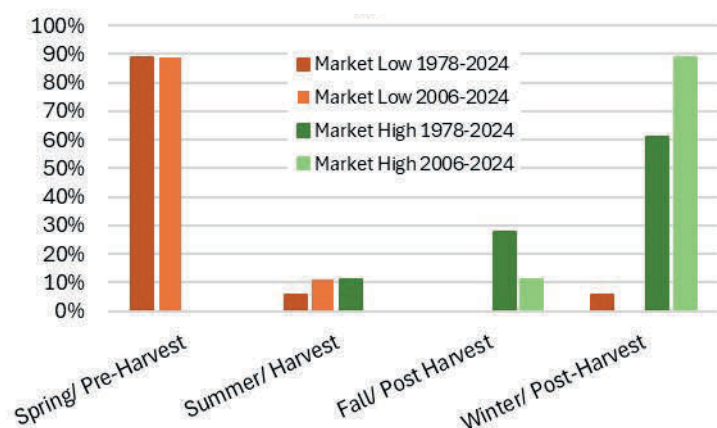
Chart 3, for the year 2022-23, shows what I feel is a good example of a downward-trending market. It has a market high in May and a market low in April. It also has many ups and downs between the market high and low. If we again divide the marketing year into four periods, we can look to see if any characteristics emerge for a downward-trending market (see Chart 4 on page 62). Its main characteristic is the high occurs during the first period, spring/preharvest. This requires you to recognize this trend quickly and determine if you want to forward price a portion of your anticipated crop.

The downward trend often penalizes you with lower prices the longer you wait, while the upward trend may

Chart 1: Portland soft white wheat prices for the 2010-11 marketing year



Chart 2: Characteristics of an upward-trending market



Characteristics of the occurrence of market highs and lows during four marketing periods in an upward trending market for the years 1978 to 2014 and 2006 to 2014.

reward you with higher prices by not taking action.

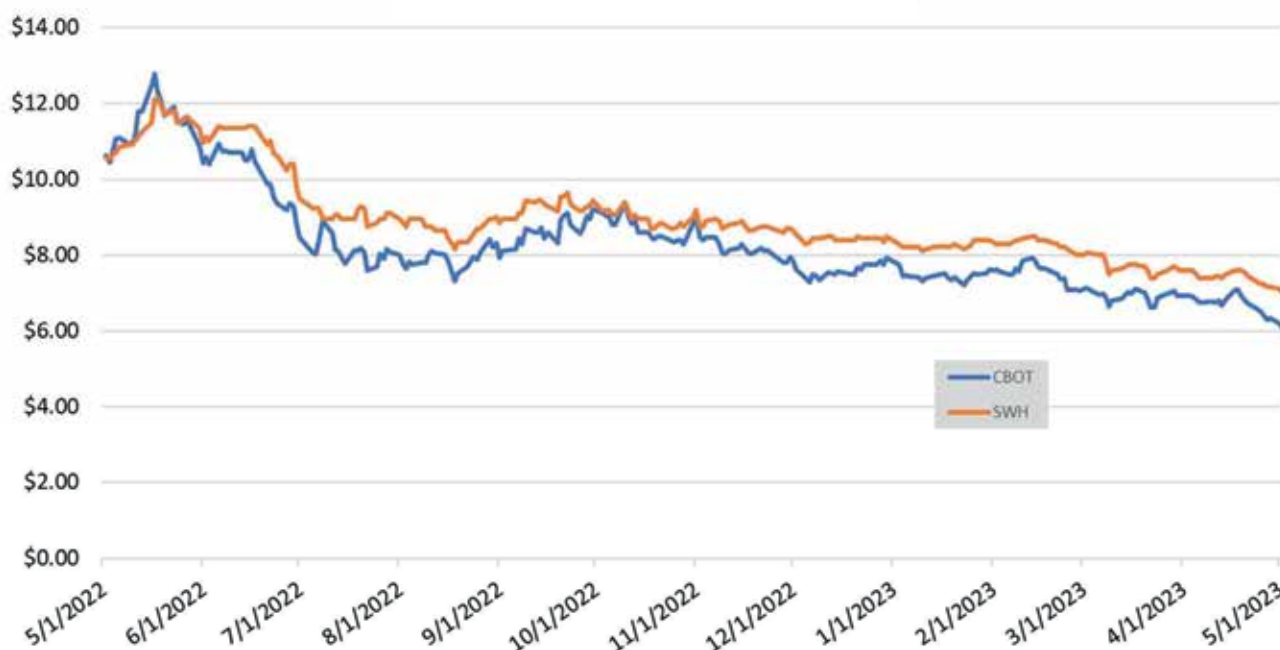
Since 1973, there have been 23 years (43.4%) that have been upward trending, 25 years (47.2%) that were downward trending, and five years (9.4%) that didn't fit either pattern. Four of the five years that didn't fit the pattern were what I call a late-low, an upward-trending market where the low came in the summer or early fall. This market presents itself as a downward-trending market only to make a late-low and then move higher into an upward

trend. Trying to categorize the markets into nice and neat groups isn't always easy, and some years don't fit. Of the 53 years, 48 (90.6%) fit into either the upward or downward trend type.

We need a way to verify that the trend we have identified is true. This is where we look at the market fundamentals. Does the stocks-to-use ratios and their year-to-year or in-year changes support the market trend? The fundamental reports for each marketing year start in May using trends to make their projections. As we progress through the year, the trends are replaced with estimates and then actual data, so it takes several months of adjustments to zero in on the supply and demand situation. Market prices tend to show the supply and demand situation earlier than the reports, and it is good when both the technical and fundamental indicators support the trend.

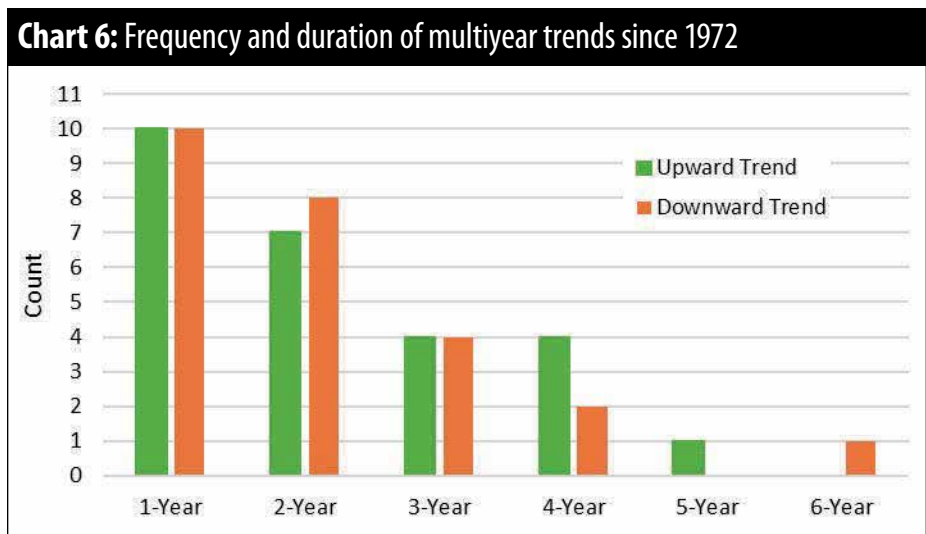
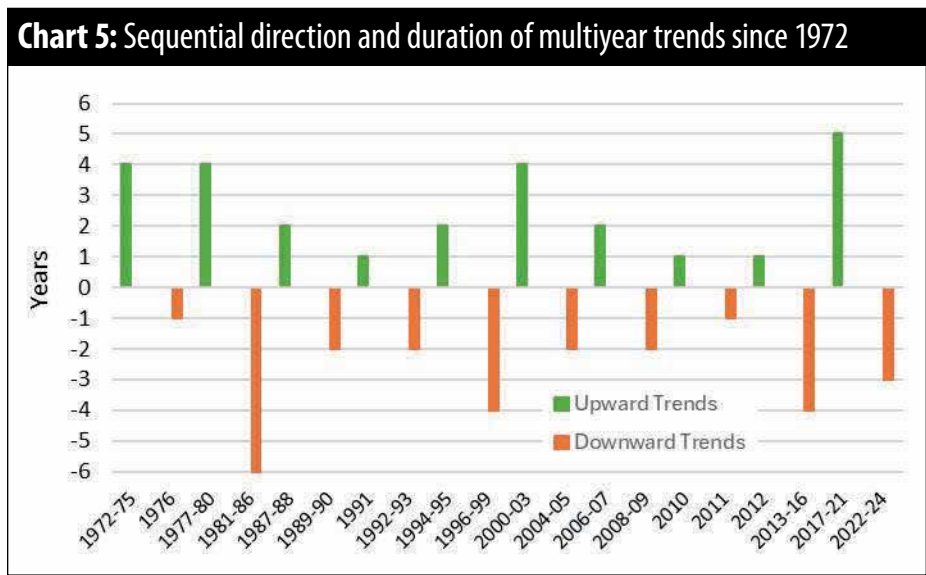
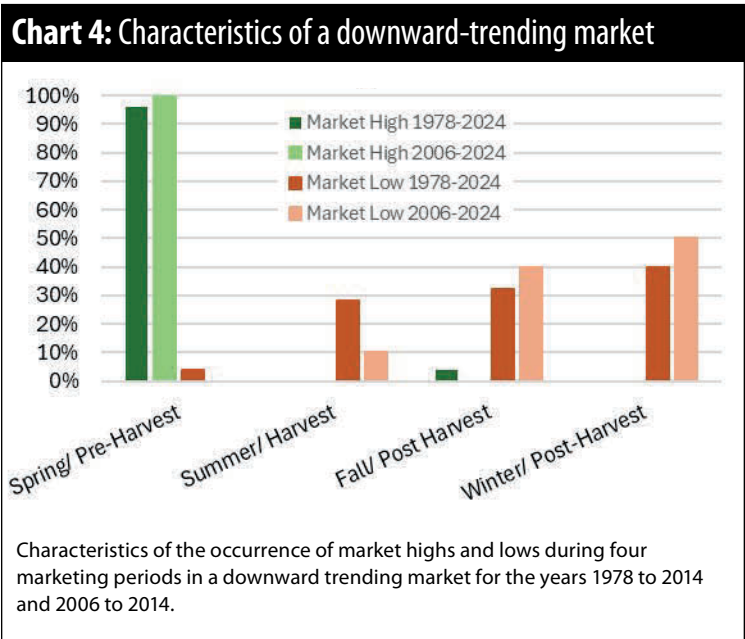
Before we go further, we need to recognize that there is an additional factor that can influence the markets: geopolitical situations. We are currently in one of those periods with the tariffs that have been imposed on exports of U.S. products. We went through a similar situation during the 2018-19 crop year when tariffs were imposed on exports to China. The hard red winter wheat class reacted negatively that year showing a downward trend even though market fundamentals indicated that the market should have been positive. The soft white wheat market class reacted positively that year with an upward trend

Chart 3: Portland soft white wheat prices for the 2022-23 marketing year



aligned with the market fundamental indicators. At the current time, market impacts remain uncertain as we negotiate new trade agreements with our trading partners.

Now we need to discuss multiyear trends, which are trends that continue into the next marketing year. This is more common that you may realize. Chart 5 shows sequentially the direction of the trend and the trend duration starting with the 1972 crop year. During the past 53 years, the trend has changed 20 times, either from up to down or down to up. Five of those trend changes, 25%, happened after only one year, while 75% of the trends continued for multiple years. In Chart 6, the multiyear trends are grouped by duration and by upward or downward trends. When the market trend changed to an upward trend, it continued into a second year 70% of the time. When the market trend changed to a downward trend, it continued into a second year



80% of the time. Beyond that, upward and downward trends continued for additional years about 50% of the time.

If you can identify the market trend, you can then plan your marketing and choose the tools that best fit that trend. If the market is in an uptrend, you may choose to delay your cash sales as long as you can. You could also use minimum-price contracts (more on this in a later article) if you need to market wheat early in the year for cash flow reasons. If the market is in a downtrend, you need to market your wheat as quickly as possible. Forward pricing and hedge-to-arrive contracts should be used. The trend can be your friend if you know how to use it to your advantage.

The information in this presentation should not be considered a solicitation. Past performance, whether actual or indicated by simulated historical tests of strategies may not be indicative of future results. Trading advice reflects good faith judgment at a specific point in time and is subject to change without notice. There is no guarantee that the advice given will result in profitable trades. Any strategy that involves trading futures or option contracts can involve losses that may be substantial and not suitable for everyone. Each person

should carefully consider if trading futures is appropriate because of their financial condition. ■

Howard Nelson is a retired agronomist and commodity broker. He worked for 31 years in the PNW grain industry and retired in 2020 from HighLine Grain Growers. He has a bachelor's degree in agronomy from Washington State University and currently lives in Kennewick, Wash., with his wife, Cheryl. Nelson can be contacted at howardnelson73@gmail.com.



**FAMILY OWNED
AND OPERATED
SINCE 1953**

- **FARM FUEL**
- **PREMIUM LUBRICANTS**
- **CFN FUELING NETWORK**
- **RENEWABLE DIESEL**
- **TANK RENTALS**



(888) 799-2000

www.colemanoil.com

info@colemanoil.com

PROUD SPONSOR OF WSU ATHLETICS



BX2380



RTV-X1130

***CRUSHING TO-DO LISTS
SINCE 1929***

100

NEARLY 100 YEARS
IN OUR COMMUNITY

Kubota

Because You Can™



**VISIT THE LARGEST INLAND
NORTHWEST KUBOTA DEALER**

509-535-1708 ADAMSTRACTOR.COM

THE BOTTOM LINE

Utilizing an LLC and the concept of discounting

By Norman D. Brock
Attorney, Brock Law Firm

The intent of this article is to illustrate my opinions on how an LLC (a Limited Liability Company) can be utilized to accomplish leveraging valuations of assets through the concept of discounting.

An example to start

Let's start with an example. Assume a husband and wife (H/W), a farm family in Washington, have a net worth of \$15 million. First, I would analyze their balance sheet to determine IF, when both pass, the second estate would qualify for the Washington Estate Tax Agriculture Exemption. Qualification for the Washington Estate Tax Agriculture Exemption is a whole topic to itself, so for purposes of this article, let's assume we decide that the second estate (both estates if H/W deceased together) will not benefit from application of the agriculture exemption. OR, even if they do, the couple still has substantially large enough nonag assets to still have a Washington estate tax problem.

To remind the reader, Washington now gives each person a \$3 million estate tax exemption, BUT the tax rate climbs quickly to 35%. So, if our goal is to reduce the size of your estate, you could, of course, gift \$9 million away, leaving \$6 million, which would cover each H/W exemption of \$3 million! I don't, however, see any client willing to gift that large of a percent of their estate, but, just saying, look at gifting as a first choice.

The concept of discounting

Let's say you own farmland, rental property, or other real estate worth \$5 million. Assuming you die owning these assets outright in your estate, the IRS/Washington State Department of Revenue will usually require a formal appraisal, and you are "stuck" with the \$5 million value in your estate.

Now, let's transfer those same assets into an LLC. Let's assume, for a moment, you do nothing other than set up the LLC, and at death, each spouse still owns 50% of the LLC. What is being valued in your estate: 50% of the net worth OF the LLC assets OR

50% interest in the LLC? To be clear, we are NOW valuing a 50% interest in the LLC. The IRS/Washington State Department of Revenue would argue, likely, that a 50% interest in an LLC is worth exactly 50% of the true full value of the assets held by the LLC, but that is NOT correct, as far as I am concerned. Why? Try selling on the open market a 50% interest in the LLC! Does a 50% ownership have control of the LLC? Get the idea? Now, to keep going here, there isn't much authority, frankly, on how much less a 50% interest in an LLC is worth, i.e. is it 15%, 25%, or 40% discount? But still, a 50% interest is very arguable for a substantial discount.

How to structure the LLC

Here's one way I usually set things up. I would create an LLC and issue H/W each 50% of the authorized and issued voting units and nonvoting units (which is how I capitalize my LLCs). I typically originally issue 25,000 LLC units (arbitrary): 2,500 voting units (split evenly between husband and wife) and 22,500 nonvoting units (again, split evenly).

If the husband and wife then gift a small number of voting units (i.e. 10 voting units) to their two children, the ownership of voting units is now 2% for each child and 48% each H/W! Now, the H/W are each in a minority position of control and marketability as clearly recognized by CASE (court decision) law. You won't find discount in the IRS code nor in Washington Statutes, but case law is solid.

So, if we stopped there, say we have husband or wife and we need to devalue that 48% interest held by the decedent, the question is, given that the decedent now owns only a 48% (in my example) interest in the voting units, what is the appraised value?

There are two discount concepts to consider: 1) lack of control, and 2) lack of marketability. Clearly, husband or wife owning only 48% of the voting units lacks both! So, a discount rate? You will find solid case law for minimum of 15% up to 25% (or more) for each (emphasis added) lack of control and lack of marketability.

To recap: we started with \$5 million

Sponsored by the Agricultural Marketing & Management Organization.

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



and each spouse has \$2.5 million. If we can devalue, applying a 40% discount to that \$2.5 million (I just had an appraisal of 49% discount accepted), the taxable value becomes \$1.5 million! We just cut \$1 million per each spouse or \$2 million out of the total H/W estate!

Now assume the folks go ahead and start gifting the nonvoting units to children and grandchildren. Get the idea? Husband and wife remain in control via being the managers of the LLC. We always utilize simple trusts (another topic) for the children and grandchildren to whom the units of the LLC are gifted to (for control purposes).

Multiple LLCs/Keeping assets separate

Now, let's get a bit more creative here. Assume a \$15 million+ estate, made up of farmland, a couple of rental houses, and maybe throw in a storage unit. Together, say this portion of assets total \$10 million+. Now, do we create one LLC and contribute all these varied properties to the one LLC? I'm not a great fan of combining higher risk properties i.e. a rental

Family Investments LLC				Assets: 100% Farm Property LLC 100% Rental Houses LLC 100% Storage Unit LLC
	Voting Units	Nonvoting Units	Percent of Total	
Husband & wife	2,480 (48%)	22,500	99.92%	
Child 1	10 (2%)	-0-	00.04%	
Child 2	10 (2%)	-0-	00.04%	
TOTAL	2,500	22,500	100%	

Farm Property LLC Family Investments LLC – 100%	Rental Houses LLC Family Investments LLC – 100%	Storage Unit LLC Family Investments LLC – 100%
---	---	--

home with say the farmland (a much lower risk asset).

I will utilize up to three LLCs here:

- LLC 1 for the farm property.
- LLC 2 the rental houses.
- LLC 3 the storage unit.

Then, I'll form one LLC called "Family Investments LLC" in turn, owning the three referenced LLCs. See the diagram above.

Final thoughts

To summarize, I strongly believe that proper restructuring of a client's estate, utilizing one or more LLC(s), and positioning for discounting, is a very effective estate planning tool to keep in mind! ■

Norm Brock has been representing farm families throughout Eastern Washington, Idaho, and Northwestern Oregon for more than 50 years. He works out of the firm's Davenport and Spokane offices and can be reached at (509) 721-0392 or brocklbf.com.

Are you a WAWG member?

The Washington Association of Wheat Growers fights every day to ensure that Washington's family farms continue to prosper and grow.

We need your support.

Please consider joining today.
(509) 659-0610 or visit wawg.org



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

343 S Columbia, Connell WA 509-234-2631 WWW.CONNELLGRANGE.COM

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



A winter sunset over HighLine Grain in Davenport. Photo by Tara Williams Blackford.



Westen Titchenal (11) riding in the combine with his dad, Tysen, in Edwall. Photo by Tysen Titchenal.



Karl Sieverkropp with Calvin (6 months), Millie (4), and Kolter (2) at K & M Family Farms in Creston. Photo by Moriah Sieverkropp.

Your wheat life...



Stanley Bothman (2 ½) helping mom fertilize outside of Cheney, WA. Photo by Michelle Bothman.



Winter in Garfield County. Photo by Resa Cox.



Stormy skies
in Grant County.
Photo by Marlena Poe.

**Send us your
wheat life photos!**

Email pictures to
editor@wawg.org.

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

HAPPENINGS

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

OCTOBER 2025

3-4 OKTOBERFEST. Bier gartens, food, music, kinderplatz. Leavenworth, Wash. leavenworth.org/oktoberfest/

4 FRESH HOP ALE FESTIVAL. Over 70 breweries, wineries and cideries, live music and food. SOZO Sports Complex in Yakima, Wash. freshhopalefestival.com

4 RIVERFEST. Celebrate our rivers and learn why they are so important to our region at this free, family-focused event. 9 a.m. to 3 p.m. at Columbia Park in Kennewick, Wash. riverfestwa.com

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

10-11 OKTOBERFEST. Bier gartens, food, music, kinderplatz. Leavenworth, Wash. leavenworth.org/oktoberfest/

17-18 OKTOBERFEST. Bier gartens, food, music, kinderplatz. Leavenworth, Wash. leavenworth.org/oktoberfest/

20 WASHINGTON WHEAT FOUNDATION MEETING. 1 p.m. at the Wheat Foundation Annex in Ritzville, Wash.

29 EPA & PESTICIDE WORKSHOP. Workshop on pesticide labels related to EPA decisions and the Endangered Species Act at the William A. Grant Water & Environmental Center in Walla Walla, Wash., from 12:30 to 4:30 p.m. No background knowledge is required. Pesticide credits pending approval. To register, email andrea@wawg.org. Event sponsored by AgWest Farm Credit.

NOVEMBER 2025

5-7 WASHINGTON STATE WEED ASSOCIATION CONFERENCE. Trade show, workshops, break-out sessions, credits requested. Wenatchee Convention Center, Wenatchee, Wash. Register at weedconference.org

14 WASHINGTON STATE CROP IMPROVEMENT ASSOCIATION ANNUAL CONFERENCE. Northern Quest Casino, Spokane, Wash. Register at washingtoncrop.com

17-19 2025 WASHINGTON GRAIN GROWERS CONVENTION. Industry presentations, break-out sessions, exhibitors. Coeur d'Alene Resort, Coeur d'Alene, Idaho. Register at wawg.org/convention/registration/

18 WASHINGTON WHEAT FOUNDATION MEETING. Meeting begins at 10 a.m. at the 2025 Washington Grain Growers Convention in Coeur d'Alene, Idaho.

DECEMBER 2025

6-7 HOMETOWN CHRISTMAS. Santa, parade, shopping. Waitsburg, Wash. waitsburgcommercialclub.org/events

9-10 WSU WHEAT ACADEMY. Increase your knowledge of disease diagnostics, insect pest management, herbicide decisions and nutrient management. Registration required. Pullman, Wash. <https://smallgrains.wsu.edu/event/2025-wsu-wheat-academy/> ■

McKay Seed Company, Inc.



McKay Seed Company is proud to continue our partnership with Albaugh so that we can bring our customers the best possible seed treatment. Designed by scientists in order to protect against your specific regional threats, our SYNERGY custom seed treatments give our customers the tools they need to succeed.

HARD RED WINTER WHEAT

LCS Jet • Keldin • Kairos • WB4640

BEYOND RESISTANT SOFT WHITE WINTER WHEAT

Stingray CL+ • Piranha CL+ • Sockeye CL+ • VI Voodoo CL+

COAXIUM SOFT WHITE WINTER WHEAT

Nova AX • LCS Kraken AX • Norwest Duet • Norwest Tandem
Inspire • SY Dayton • AP Exceed • LCS Shine • WB1621

CLUB WINTER WHEAT

Pritchett • Castella • Crescent

Rosalia, WA
(Wilhelm)
509-523-3471

Almira, WA
509-639-2293

Moses Lake, WA
509-766-9894

Driven by
ALBAUGH, LLC
SEED TREATMENT TECHNOLOGY

WASHINGTON WHEAT FOUNDATION ANNEX

(IN RITZVILLE, WASH.)



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)

\$150/DAY PLUS \$50 CLEANING DEPOSIT

Contact Keri Gingrich
at the Washington Wheat Foundation rental line
(509) 659-0610



BEHIND EVERY GREAT YIELD

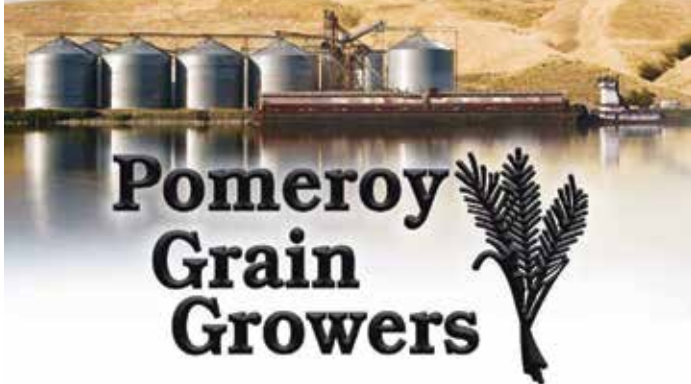
IS THE BEST EQUIPMENT



Designing and manufacturing top-quality seed, fertilizer, and chemical equipment for over 30 years.

AGPROINC.COM
1112 Airway Ave.
Lewiston, ID 83501
(208) 746-2212

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

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

Farming. Loans.



At State Bank Northwest, our AG Loans are the products we grow. We care for them the way you nurture and watch over your fields. Whether it's the first seed or the first meeting, everything has a beginning. If you need a helping hand, our loan team is here to get to know you and your unique situation. Stop by your nearest branch or give us a call today.

Learn More about our Ag Loans:



Spokane Valley - 509-789-4335 — Northpointe - 509-464-2701

Garfield - 509-635-1361 — Rockford - 509.252.6080

Colfax - 509.252.6070 — Palouse - 509.252.6090

StateBankNorthwest.com

EQUAL OPPORTUNITY LENDER MEMBER FDIC

Advertiser Index

Adams Tractor	63
AGPRO	69
AgraSyst	33, 45
Albaugh	9
Bank of Eastern Washington	39
Barber Engineering	41
Barr-Tech	21
BASF	5
Brown Land	40
Butch Booker	21
Byrnes Oil Company	45
Central Machinery Sales	17
Class 8 Trucks	36, 69
CO Energy	21
Coldwell Banker Tomlinson	37
Coleman Oil	63
Connell Grange	65
Correll's Scale Service	46
Country Financial	37
Custom Seed Conditioning	45
Edward Jones	47
Eljay Oil Company	46
Farm & Home Supply	41
Fluid Roofing	21
Great Plains Equipment	48
Jones Truck & Implement	70
Kincaid Real Estate	21
Kralman Steel Structures	35
Land & Wildlife Real Estate	17
McKay Seed Company	68
Mike's Auto	39
North Pine Ag Equipment	71
Northwest First Realtors	70
PNW Farmers Cooperative	71
Pomeroy Grain Growers	69
ProGene	36
R & H Machine	13
Scales Unlimited	7
Spectrum Crop Development	15
Spokane Conservation District	37
State Bank NW	69
T & S Sales	15
Terraplex Pacific NW	39
The McGregor Company	11
Tomcat's Welding	40
Tri-State Seed	13
Walker Furniture	72
Western Reclamation	35
Wheatland Bank	41
Washington State Crop Improvement Association ...	37
WSU Wheat Academy	29
Yunker Brothers	40



Our Roots Run Deep Lic. in WA & OR



MARK GRANT
Accredited Land Consultant
Owner, Designated Broker

SPRING VALLEY FARM
6 Miles N. Walla Walla **SOLD!**

WOODEN ROAD FARM
845.6 Acres \$799,000

(509) 520-1906
info@northwestfirstrealtors.com
NorthwestFirstRealtors.com

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

DURACUT TE

40ft HEAVY TRAILED CUTTING ROLLER



Is your rotary mower slowing you down, not covering the acres or not doing the job? They take horsepower and fuel to run.

Do you like to size your stubble after harvest or clean up other fields and crops?

Are you harrowing your stubble and dragging weed seeds all over?

You may also add water to the drums for more penetration into the soil and more cutting power for tough conditions.

How about doing it all in one pass? Less fuel, more production and incorporate your seeds in the top to help with early growth after harvest to spray in the fall.

CONTACT US TODAY!

BEDNAR

NORTH PINE AG EQUIPMENT, INC.

(509) 994-2133

cschmidt@att.net

2110 E Babb Road, Rosalia WA

OFFICES:

Genesee
208-285-1141

Colfax
509-397-4381

Rosalia
509-523-3511

Fairfield
509-283-2124

• Grain Marketing & Storage

• Pulse & Specialty Crop Processing

• Quality Pulse & Cereal Seeds

• Rail & River Shipping Terminals

• Hedging Futures & Options



"A Family of Farmers"

1-866-986-2008

www.pnw.coop

Fall into Comfort



Cozy up your home for the holidays...for Less!



WALKER'S
FURNITURE
& MATTRESS

Spokane | Spokane Valley | Coeur D'Alene | Sandpoint
Moses Lake | Hermiston | Pendleton | Milton-Freewater
East Wenatchee | Yakima | Kennewick

Or Visit Us Online at: **WALKERSFURNITURE.COM**

SCAN HERE

