

# Gem State Producer



December 2018 • Volume 22, Issue 8  IDAHO FARM BUREAU



Dairy Hall  
of **8** Fame

World-class tractor  
collection in **10** Boise

Idaho ag export  
value increases **32**

## Time to unify in support of American agriculture



**By Zippy Duvall**

*American Farm Bureau Federation President*

We live in a time when everything, from the shoes on your feet to where you like to buy your chicken sandwich, seems like a political statement. It can be frustrating that everything has become so political, but it's also great to see people so engaged in

## *The Zip Line*



the national discussion.

I heard that early voting in this year's elections was up 50 percent compared to two years ago. That's great! At least this time when everyone is so absorbed by politics has driven more participation by citizens of all stripes.

One thing that should not be political is American agriculture.

No matter what party affiliation you have, we all eat! We all want our nation to be "food secure" — able to feed our people and not have to depend on other countries for our most basic need.

Even in this time of political division, we have more in common than not. We all want a strong na-

*See DUVALL, page 6*

## Ag needs to send a clear message on immigration



**By Bryan Searle**

*Idaho Farm Bureau Federation President*

Idaho Farm Bureau Federation's political action committee, Agra-PAC, made financial contributions to 88 candidates this year who were most philosophically aligned

with IFBF's policies and beliefs.

Eighty-five percent of those candidates won their races during the primary and general elections, which shows the power of being unified and staying engaged. That was a big achievement and kudos to those who helped make it happen.

On a similar note, the 2019 Idaho Legislature will convene with a lot of new faces. Twenty-five of the 105 members of Idaho's House of Representatives and Senate will

begin their first year in the legislature when the legislative session gets underway in early January.

Almost 40 percent of Idaho legislators will have served one term or less.

It's important for IFBF and the entire agricultural industry to stay vigilant and engaged with these new members, as well as veteran legislators. The responsibility rests with each one of us to build a good working relationship with

*See SEARLE, page 7*

## Farmers speaking for farmers



**By Rick Keller**

*Idaho Farm Bureau Federation CEO*

During difficult times on the farm, there is a tendency for many voices to raise and "speak" for farmers. Many non-farm groups claim to speak for farmers and ranchers.

Although their intent appears genuine, the banker speaking for farmers and colleges and universities speaking for farmers do not accurately represent farmers. Neither do government agencies, agribusinesses, consumer groups, congressional and legislative staffs or any other group speaking for farmers.

Farmers and ranchers can and do speak for themselves.

Farmers and ranchers belong to one of the most venerable and most ba-

sic professions—agriculture—the producing of food, fiber, and fuel. Farm Bureau is the voice of that profession — one of the great voices in Idaho and America.

Through Farm Bureau — which you, the members finance, staff and control — you speak as one.

The voice of farmers and ranchers speak and vote only after thought and study, and not on impulse. Farmers and ranchers know the importance of allowing time for ideas

*See KELLER, page 6*



# IDAHO FARM BUREAU

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Photo by Sean Ellis

Potatoes are harvested in a field near Aberdeen earlier this year. The total value of agricultural production in Idaho increased 3 percent in 2017, to \$7.49 billion.

# Idaho ag production value increased 3 percent in 2017

By Sean Ellis

*Idaho Farm Bureau Federation*

POCATELLO – The total value of agricultural production in Idaho last year was up 3 percent over the previous year, according to USDA’s National Agricultural Statistics Service.

NASS put total Idaho ag production value in 2017 at \$7.49 billion, up from \$7.29 billion in 2016.

It had decreased both in 2016 and 2015 compared with the previous years.

Total ag production value is probably going to be up again in 2018 as well, said University of Idaho Agricultural Economist Ben Eborn.

“It looks like overall, Idaho (farm production value) should be up slightly from last year but not a lot,” he said.

According to NASS, Idaho’s total crop production value in 2017 was \$3.06 billion, up 1 percent from 2016, and livestock production in 2017 totaled \$4.43 billion, up 4 percent.

The rankings of Idaho’s top five farm commodities by value of production remained unchanged in 2017 compared with 2016.

Milk was again the state’s top farm commodity in terms of value of production at \$2.52 billion in 2017, up 7 percent over 2016, and milk accounted for 34 percent of the state’s total agricultural value last year, up from 32 percent in 2016.

*See AG VALUE, page 4*

Cover: Photo by Steve Ritter

Rob Bearden, aka the Tractor Doctor, stands next to a 1910 Olmstead 25-50, the only tractor of its kind known to still exist. It is one of 50 antique tractors located at the Jack’s Urban Meeting Place facility in downtown Boise. See story on page 10.



# AG VALUE

Continued from page 3

While milk generates a good chunk of the farm value in Idaho, the state's dairy industry continues to face challenging milk prices, said University of Idaho Agricultural Economist Garth Taylor.

But even though milk prices are tough right now, the state's dairy industry continues to increase production, which is why total dairy value increased last year, he said.

"Milk prices are tough right now, but those dairy people have not turned off the production spigot," Taylor said. "They just have not found the off switch on production."

The total production value of the state's cattle and calves industry last year was \$1.38 billion, down less than 1 percent from 2016, as Idaho's beef industry remained in the No. 2 spot.

Potatoes remained at No. 3 with \$975 million in total value in 2017, up slightly from \$968 million in 2016.

Hay stayed in the fourth spot with \$718 million worth of production, up 7 percent from 2016, and wheat remained in the No. 5 spot at \$426 million, up 1 percent.

The value of production report differs slightly from farm cash receipts rankings because the value of production rankings include those parts of a crop that are used on the farm and not sold. For example, a lot of hay is used on the farm and wheat ranks ahead of hay in farm cash receipts.

The state's top five farm commodities in 2017 had a combined value of \$6.01 billion, which accounted for 80 percent of the state's total farm production value, the same as in 2016.

Sugar beets passed barley to nab the No. 6 spot in value of production last year with \$305 million, up a third of a percent over 2016.

Barley production value was put at \$230 million in 2017, down 29 percent from 2016's \$322 million total. That decrease was due mainly to a large decrease in barley acres in Idaho last year, although barley acreage in the state did rebound this year.

Corn for grain remained at No. 8 with \$99 million in production value in 2017, a 19 percent increase over 2016. Corn for grain value in Idaho had increased by 23 percent in 2016 compared with 2015.

The production value of dry edible beans, which include chickpeas, totaled \$83 million in 2017, up 16 percent over 2016.

Hops, which remained in the No. 10 spot with \$69 million in production value, had the biggest percentage increase at 35 percent.

Hops had a 66 percent increase in production value in 2016 compared with 2015 and last year entered Idaho's top 10 for the first time.

From 2015 to 2017, the value of Idaho hop production has increased from \$31 million to \$51 million to \$69 million as acres



Photo by Steve Ritter

The total value of agricultural production in Idaho was up 3 percent in 2017, to \$7.49 billion.

have expanded rapidly. Idaho bumped Oregon last year to become the nation's No. 2 hop producing state.

Idaho commodities outside of the top 10 that declined in value last year include peppermint oil, down 12 percent to \$29.6 million, lentils, down 44 percent to \$8.8 million, and apples, down 15 percent to \$8.15 million.

The NASS report shows that

Idaho ranked No. 1 in the nation in four farm commodities last year (potatoes, barley, trout and Austrian winter peas) and No. 2 in five commodities (hops, sugar beets, alfalfa hay, peppermint oil and wrinkled seed peas).

Idaho ranked third in cheese production, fourth in milk production, dry onions, lentils and spring wheat, and fifth in dry edible beans.



Photo by Michael Williamson

Grapes are harvested recently from a vineyard in southwestern Idaho. The state's 2018 wine grape crop is substantially bigger than the one in 2017, which was hammered by a bitter cold snap.

## Idaho's 2018 wine grape crop rebounds nicely

By Sean Ellis

*Idaho Farm Bureau Federation*

CALDWELL – This year's weather was kind to Idaho wine grape growers and the state's 2018 crop looks markedly better than last year's crop, which was hammered by a bitter January cold snap.

"This year's crop is looking awesome," said Idaho Wine Commission Executive Director Moya Shatz Dolsby. "We had a very steady growing season. It's

been very even, which is what we want."

Idaho's 2017 wine grape crop was severely reduced because of frigid January temperatures that reached minus 27 degrees in some parts of southwestern Idaho, where most of the state's wine grapes are grown.

Idaho's wine grape growers typically harvest about 2,500 to 2,900 tons per year but only brought in 400 last year.

**'The yields from this harvest will transform into some delicious wines'**

This year was a totally different scenario, said Huston Vineyards owner Gregg Alger, who only harvested about 15 tons of wine grapes last year, far less than his typical 120 tons. This year, he brought in 135 tons.

Alger, who grows grapes near Caldwell in the Sunny Slope area of Idaho, the heart of the state's grape growing region, said all his

grapes ripened nicely and had plenty of time on the vine.

"We just had a beautiful crop load this year; it was all just gorgeous," he said. "We had a long, long fall and the fruit ripened really nicely."

Skyline Vineyards Manager Dale Jeffers said he delivered just over 200 tons

*See WINE GRAPES, page 25*

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# KELLER

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Continued from page 2

to mature, for you work with nature, which cannot be hurried.

The voice of farmers and ranchers has distinctive qualities. Their voice is practical. The farmer has his feet on the ground. She has faith in proven natural laws rather than in untried and experimental theories. Always alert to new ideas, they still hold firmly to the fundamentals on which this country was founded and has developed.

The voice of farmers and ranchers is independent. Farmers and ranchers face problems and think and act with the courage of their own convictions and consciences.

The voice of farmers and ranchers is realistic. You refuse to act on proposals until

arguments on both sides have been considered. Your decisions are based not on emotion or wishful thinking, but on facts.

The voice of farmers and ranchers is constructive. Farmers are creative. Fault finding never planted or raised or harvested a crop. When farmers or ranchers speak, they offer a constructive plan.

The voice of farmers and ranchers is heard on things which they believe are fundamentals and their conclusions are based on long-range thinking.

Farmers and ranchers speak with confidence – for they are proud people. They are proud of their profession, proud of their organization and proud of its record.

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**The voice of farmers and ranchers is independent. Farmers and ranchers face problems and think and act with the courage of their own convictions and consciences.**

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Farm Bureau takes great efforts to ensure that its delegates who develop and make its policy are actual bona fide farmers and ranchers, whose principal occupation and interest is farming or ranching.

Prior to being seated as a delegate during Farm Bureau's annual convention, where policies are voted on, their credentials are reviewed, and they must verify to their peers, who are full-time farmers and ranchers, that they too are farmers and ranchers.

This process authenticates and ensures it is and will be farmers and ranchers speaking for and voting for farmers and ranchers.

When Farm Bureau speaks for and represents farmers and ranchers, it speaks from the knowledge of what its members believe and of what a majority of its members have voted.

Farm Bureau is farmers speaking for farmers, "the voice of agriculture."™

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# DUVALL

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Continued from page 2

tion, a strong economy, strong communities, strong families and strong food production.

By the time you read this, we will know the outcome of this year's elections. Whether the media declares it a red wave or a blue wave, I'm hoping and praying for a green wave — a wave of elected leaders who will be committed to supporting American agriculture as we work to grow our crops, raise our animals and feed, fuel and clothe our nation.

When the new Congress is sworn in and gets to work,

Farm Bureau will be working to educate the new members about the issues that impact our ability to sustain our farms and ranches.

We'll let them know that we must continue to rein in government regulations that increase the cost of farming and ranching and, in some cases, even prevent us from being productive.

We'll continue to press for solutions to our growing ag labor problem — probably the greatest threat to farmers' ability to grow their operations so they can support

growing farm families.

We will ask them to work with us to better our struggling farm economy, including opening more markets for our exports. We'll push for resources to fix our crumbling infrastructure, bring more rural Americans into the internet age with broadband access, and support agricultural research to continue the innovation we need to be economically and environmentally sustainable.

We will urge them to support our continued growth toward energy independence by

growing energy crops on our farms and incentivizing the use of renewable fuels.

Whatever the outcome of these mid-term elections, let's come together behind our shared goal of supporting and growing American agriculture. There's a quote by Thomas Jefferson on the wall at the American Farm Bureau office in Washington, D.C., that sums it up quite well:

"Agriculture is our wisest pursuit, because it will in the end contribute most to real wealth, good morals and happiness."

# SEARLE

Continued from page 2

our elected legislator.

It behooves us to speak with one voice and present a unified message to these lawmakers so they have a clear understanding of where agriculture stands on the various important issues facing our state and also how important the farming and ranching industry is to the state's economy.

A national example of why it's important to send a clear, unified message can be seen in the fate of the immigration bill proposed earlier this year by Rep. Bob Goodlatte, R-Va.

Goodlatte, chairman of the House Judiciary Committee, which has jurisdiction over the nation's immigration laws, introduced the "AG and Legal Workforce Act," which would replace the H-2A agricultural guest worker program with a new, more workable agricultural guest worker program known as the H-2C program.

The bill includes some provisions that would help address the farm labor shortage in this nation, which has reached a crisis level. Labor is interwoven between different sectors of the economy and no matter the business, we all compete for an adequate labor supply, which drives wages higher.

Because a few Republicans didn't support the bill, it has not advanced. One of the reasons some congressmen didn't support it was that they heard mixed signals from agricultural groups on the legislation. We experienced that here in Idaho from some organized agricultural groups that spoke

on behalf of farmers and ranchers on this legislation, yet these groups did not even understand the proposed bill.

The lack of available farm workers is probably the biggest crisis we have in agriculture at the moment and it's worse than it's ever been.

All farm groups in the nation should be working on this issue together and coming up with a plan with a clear message that can be presented to Congress in a unified voice.

Instead of getting some help with the Goodlatte bill, agriculture got nothing and it's back to square one on the issue.

Chairman Goodlatte will retire at the end of the year and this leaves us with no proposed legislation to help with the labor shortage. In my discussion with officials from American Farm Bureau Federation, of which you are a member and which represents six million people around the nation, this type of legislation takes years to get a sponsor and to move forward.

We will continue to work hard each day for solutions to address the labor shortage.

First, Farm Bureau has to come together with a clear message on the immigration front and then, working with other ag groups, we need to send a clear signal to Congress on what our priorities are.

Different farm groups have varying priorities when it comes to immigration reform but we're really not that far

apart when it comes to what matters most: ensuring an available, reliable workforce for the nation's agricultural industry while at the same time ensuring the integrity of our nation's borders.

It appears we will never get everything we want on the immigration front but if we speak with one voice and present a clear message, we can get some or possibly many fixes that will be helpful.

During a recent immigration panel which I participated in and that was sponsored by the Idaho Grower Shippers As-

sociation, Executive Director Shawn Boyle, speaking about the need for the industry to have a clear message on this issue, said it nicely: "IGSA is of the opinion that we are more powerful united than divided."

Ensuring there is a reliable supply of workers to help plant, tend to and harvest the nation's bountiful food supply is an issue that is, or should be, important to every farmer and rancher in the nation.

Make sure you engage in this issue and ensure that your voice is heard.

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# Meridian dairyman inducted into Dairy Hall of Fame

By Sean Ellis

*Idaho Farm Bureau Federation*

BOISE – Upon hearing he would be inducted into the Idaho Dairy Hall of Fame, Meridian dairyman Brent Jackson wasn't sure he was deserving of the award.

His peers thought otherwise and Jackson was officially inducted into the Hall of Fame Nov. 8 in front of hundreds of other dairy families during Dairy West's annual convention.

He was selected by a committee of other Idaho dairymen and members of the industry.

"It caught me by surprise," Jackson said of the award. "My first reaction was, I wasn't sure I was the right candidate. I was humbled when I heard. It's a huge honor because I was selected by my peers."

Dairy West CEO Karianne Fallow said the Hall of Fame "is our cornerstone award for a dairy farmer who has been an absolutely committed member of the dairy farmer community."

Jackson, who grew up on a dairy and began milking cows when he was 6 years old, has served on numerous local and state industry boards and has received several milk quality awards. The Jackson Dairy

was one of the first in the Treasure Valley to use artificial insemination.

"For some reason, I've always liked cows, so I was always attracted to the dairy industry," he said.

Jackson said one of the highlights of his dairy career has been greatly improving the genetics of his herds.

"We have really improved the cattle that we have," he said. "That's where I've gotten my greatest satisfaction."

During Dairy West's two-day convention, the Erik Peterson Dairy in Filer was given the group's annual Milk Quality Award.

The award has been presented annually since 1989 and is based on a dairy's routine monthly tests for somatic cell counts, which are an indicator of quality, and bacteria counts, which reflect the cleanliness of cows and the facility.

Peterson said his operation has been producing high-quality milk for a lot of years, not just the past year, and his secret is that "we consistently do things the same way and we concentrate on the minute details. I'm constantly checking the small stuff."

Dairy producers are nominated by processors and the University of Idaho and Idaho State Department of Agriculture officials

then compare the nominated operations' regular monthly quality tests.

Eleven finalists were chosen this year from among Idaho's 490 dairy operations to compete for the award.

Fallow said all Idaho dairy operations produce high-quality milk but these finalists stand out in that category and the award is a way to showcase those operations that rise to the top.

"It goes without saying that all of our dairy farmers are absolutely committed to the quality of their product and to the care of their animals but these farmers are the crème of the crop," she said.

During the Dairy West convention, long-time Idaho State Brand Inspector Larry Hayhurst, who retired April 1, was presented with a Friend of the Industry award.

His award bio noted that "he worked for 27 years protecting [dairy and beef] livestock owners across the state."

Hayhurst said he was "extremely humbled and flattered" by the award. "It means a lot to me. It was a wonderful career. I enjoyed every minute of it. I don't think anybody loves the Idaho livestock industry more than I do."



*Photo by Greg Kreller*

Long-time Idaho State Brand Inspector Larry Hayhurst, left, who retired in April, is presented a Friend of the Industry Award by Idaho Dairymen's Association board member Ted Vanderschaaf during Dairy West's annual meeting, which was held Nov. 7-8 in Boise.



*Photo by Greg Kreller*

Erik Peterson, pictured with wife, Kathy, was presented with a Milk Quality Award during Dairy West's annual meeting, which was held Nov. 7-8 in Boise.



*Photo by Greg Kreller*

Clint Jackson, left, presents his father, Brent Jackson, with an award signifying the elder Jackson's induction into the Idaho Dairy Hall of Fame. Brent Jackson, who runs the family's dairy operation in Meridian, along with Clint, was inducted during Dairy West's annual meeting, which was held Nov. 7-8 in Boise.



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Photo by Steve Ritter

Frick Eclipse steam engine, 1921

## Antique JUMP tractors in Boise are ‘national treasures’

By Sean Ellis

*Idaho Farm Bureau Federation*

BOISE – In the heart of downtown Boise sets one of the world’s premier collections of antique and oddball tractors.

The 50 tractors, which date from the 1890s to 1939, are part of Jack’s Urban Meeting Place, a \$70 million community gathering center funded by the family of the late J.R. Simplot, who was known as “Mr. Spud” because of his role in putting Idaho potatoes on the map.

“I think we have the most diverse collection of antique tractors around the world,” said Rob Bearden, the curator of the JUMP facility’s tractors, whose title is literally Tractor Doctor. “Every tractor you could possibly imagine is pretty much here in one shape or another.”

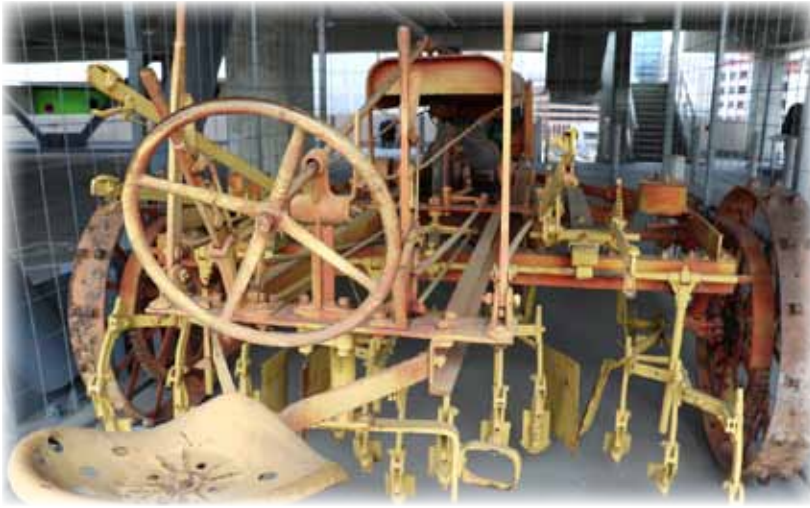
Some of them are the last of their kind, such as a 1910 Olmstead, a four-wheel drive articulating tractor that is the only one left of 28 made.

Some are one of a kind, such as Kerosene Annie, a 1909 Rumely prototype.



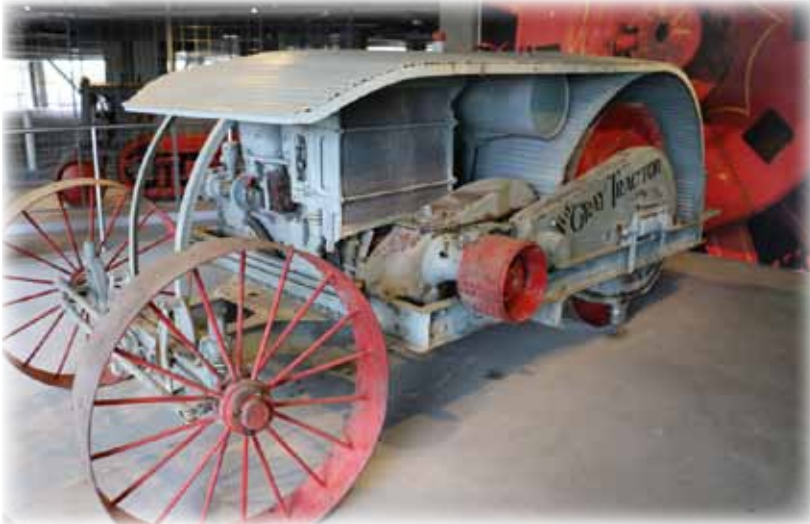
Photo by Steve Ritter

Avery 18-36, 1922



Avery Motor Cultivator, 1916-24

Photo by Steve Ritter



Gray Tractor 22-40, 1924-33

Photo by Steve Ritter



Aultman-Taylor 30-60, 1910-24

Photo by Steve Ritter

Others are one of only a handful of their kind left in the world, such as a 1923 Avery Track Runner, which is one of only two left in the world.

“Just seeing them is a treat enough but being able to work on them, oh man, I’m just really fortunate,” said Bearden.

A few look like something that might appear in a Dr. Seuss book.

“Some of them are pretty wild looking,” Bearden said. “There was no wrong way to build a tractor back then. It was all trial and error.”

They aren’t just old tractors, “They are national treasures, every one of them,” Bearden said.

The tractors are among the 110 pieces of agricultural equipment that Simplot purchased during an auction in 1998 from an agricultural museum owned by Oscar Cooke, a Montana farmer who died in 1995. Bearden said Cooke had the largest collection of tractors and farm implements in the world at the time and Simplot bought the best of the best.

The other 60 farm implements that Simplot purchased from Cooke’s museum are sitting in a warehouse awaiting Bearden’s attention. Where they will be located hasn’t been decided yet.

The JUMP tractors, which are positioned in and around the facility, are a highly visible nod to the state’s agricultural roots, said Kathy O’Neill, the facility’s community engagement director.

Anyone who spends even a small amount of time driving or walking around downtown Boise can’t help but see them.

O’Neill said Simplot’s original vision was to place the tractors in an agricultural museum to ensure people in the valley remembered Idaho’s agricultural roots.

That vision evolved after Simplot passed away in 2008 to include the JUMP facility, which opened in December 2015 and is billed as an interactive creative center designed to inspire people to be innovative and resourceful.

Besides holding a variety of interactive programs and events available to the community, it includes meeting rooms that can accommodate luncheons, conferences and other gatherings.

Thousands of people visit the facility every month.

Instead of just being an agricultural museum that people might visit once, “Now the entire community

*See JUMP TRACTORS, page 12*

# JUMP TRACTORS

Continued from page 11

comes into contact with those tractors and is inspired by those pieces of agricultural equipment,” O’Neill said.

By viewing the antique tractors and seeing how far technology has evolved since then, “People can be inspired to be innovative and resourceful and figure out where we go from here and how we feed the world in the future,” she said. “They really are inspirational like that.”

Idaho Farm Bureau Federation video and broadcast services members Jake Putnam and Steve Ritter were among the last media members to interview Simplot, 15 years ago.

Putnam said he had goosebumps listening to Simplot as he laid out his vision for an agricultural museum as well as a meeting place in downtown Boise.

“To see this vision come to fruition is one of the most amazing experiences as a reporter I have ever had,” he said. “It’s awe-inspiring.”

As he has repaired them, Bearden has spent a lot of time researching the tractors and said that “doing that research is almost as fun as putting them all together.”

People from around the nation and world have come to see the antique tractors, and Bearden said he has learned a lot about them from some older farmers who have visited the JUMP facility.

“Every day is a school day around here,” he said.

He said most visitors without an agricultural background are struck by how large the tractors are. One, an Aultman-Taylor, is almost 16 feet high and has 8-foot diameter wheels.

“The mass of these tractors is pretty incredible to people,” he said. “You get a lot of people that don’t realize how big they really are. They might see one of these old tractors in a movie or something, but they don’t really know how big they are until they’re standing right next to one looking



Photo by Steve Ritter

Minneapolis Steam Engine, 1890-1924



Photo by Steve Ritter

Advance Rumely 20-40, 1920

at the top of the wheel.”

Bearden was hard-pressed to pick a favorite among the tractor collection when asked.

“Oh man, do you have any kids?” he said in

response. “Which one do you like the best? They are all so unique.”

To sign up for a tractor tour, call (208) 639-6610 or email JUMP at [tours@jumpboise.org](mailto:tours@jumpboise.org).

# Idaho Barley Commission presents Hu with Idaho Barley Service Award

RUPERT – In appreciation for outstanding service to the Idaho barley industry, the Idaho Barley Commission presented Gongshe Hu with the 2018 Idaho Barley Service Award during the commission's Oct. 25 board meeting in Rupert.

Hu is a barley breeder with the USDA Agricultural Research Service at the National Small Grains Germplasm Research Facility in Aberdeen.

“Gongshe has contributed greatly to the advancement of the Idaho barley industry through the development of new cultivars of both malting barley and food barley varieties,” IBC Chairman Wes Hubbard said in a news release. “We appreciate his dedication, skill and collaborative work within the barley industry to develop and release varieties to improve the industry and help growers throughout the Pacific Northwest and Intermountain regions.”

Idaho is the No. 1 barley producing state in the country and currently grows 34 percent of the nation's crop, according to IBC Administrator Laura Wilder.

“Gongshe's barley germplasm research program and the release of new cultivars which have become well established through major commercial production have helped expand contract barley acreage in Idaho and provided opportunities for growers to be successful,” she said.

Wilder noted that Hu's ARS program previously released two successful food barley cultivars, Transit and Kardia, and just received approval to release the new food variety Goldenhart last month.

Goldenhart is a spring two-row hullless food barley and has now been released with a limited amount of Foundation class seed available this fall from the University of Idaho Foundation Seed office to licensed producers with some ad-



*Idaho Barley Commission photo*  
Gongshe Hu, left, a barley breeder with the USDA Agricultural Research Service in Aberdeen, receives the Idaho Barley Commission's 2018 Idaho Barley Service Award from IBC Chairman Wes Hubbard Oct. 25 during the commission's board meeting in Rupert.

ditional experimental seed available for field testing.

Hu's barley breeding program has also developed cultivars of great interest to the malting industry, including the recently released Gemcraft, Wilder said.

“Gongshe is extremely hard-working and passionate about developing varieties to help growers with the agronomic

challenges they face, as well as varieties to meet the rising demand for high-fiber food barley for domestic and international markets and quality malt for the brewing industry,” she said. “His contributions have been incredibly important to the overall success and growth of the Idaho barley industry and we look forward to his future work to further benefit the industry.”



Photo by Sean Ellis

The U.S. wheat industry scored a win in the renegotiated NAFTA agreement and the U.S. dairy industry also fared well.

## Dairy, wheat score wins in revamped NAFTA

**By Sean Ellis**

*Idaho Farm Bureau Federation*

POCATELLO – The U.S. dairy industry is one of the big winners in the revamped North American Free Trade Agreement.

That's good news for Idaho's farming economy because dairy accounts for about a third of the state's total farm cash receipts. Idaho's dairy operations brought in \$2.5 billion in farm cash receipts last year, according to USDA data.

This nation's wheat industry also fared well in the United States-Mexico-Canada Agreement (USMCA), which was announced Sept. 30 and, if ratified, will replace the 24-year-old NAFTA.

Wheat, which brought in \$417 million in cash receipts in Idaho last 2017, is the state's fourth largest farm commodity, behind dairy, beef cattle (\$1.8 billion) and potatoes (\$955 million).

U.S. potato and beef cattle industry leaders said their indus-

tries didn't gain anything from the new agreement, but they also didn't lose any of the favorable trade terms they enjoyed under NAFTA.

But the dairy industry was a clear winner in the USMCA.

Under the new agreement, Canada will provide new access for U.S. dairy products, including for fluid milk, cheese, cream, butter, skim milk and powder, and that nation will also eliminate its tariffs on whey and margarine.

The agreement provides U.S. dairy products access to an additional 3.6 percent of Canada's dairy market. The U.S. exported \$619 million worth of dairy products to Canada in 2017.

Canada will also eliminate its Class 7 milk pricing system, which the U.S. dairy industry has charged allows that nation to undercut U.S. sales of certain milk products in Canada and dump surplus concentrated milk proteins onto global markets in direct competition with U.S. exports.

According to U.S. dairy industry leaders, Canada's class 7 milk is a subsidized class of Canadian milk (including butter and milk powder) that is used to stop the import of concentrated milk proteins from the United States. Concentrated milk proteins are used in a variety of products, including protein-fortified beverages and foods, weight management products and sports nutrition products.

Idaho Dairymen's Association Executive Director Rick Naerebout said addressing Canada's Class 7 pricing system was the top goal of the U.S. dairy industry in the NAFTA renegotiation.

"It was a good announcement for U.S. dairy," he said. "It appears we got what we wanted with the agreement."

The U.S. dairy industry didn't gain a tremendous amount of new access to Canada, Naerebout said, "but we do get some incremental gains and that is a positive thing."

Parma dairyman and Darigold board member Allan Huttema said getting Canada to eliminate its Class 7 pricing system is a positive, "but we still let (Canada) maintain a bunch of the market they stole up front."

"It's not as huge a win as it could have been but we're still happy that dairy was addressed in this new agreement," he said. "Overall, I would call it a win."

Getting Canada to eliminate its Class 7 milk pricing system and allow some additional market access to U.S. dairy products were two important objectives of the U.S. dairy sector, according to a joint news release by national dairy industry organizations.

"Maintaining dairy market access in Mexico and improving market access into Canada were (International Dairy Foods Association's) top priorities during the talks to modernize the North American Free Trade Agreement," IDFA President Michael Dykes said in the news release. "This new agreement will preserve our vital partnership with both countries and allow the U.S. dairy industry to seek more export opportunities."

Canada also agreed to grade U.S. wheat

imports in the same manner it grades Canadian wheat. According to U.S. wheat industry leaders, U.S. wheat currently shipped to Canada is automatically downgraded to feed wheat, the lowest classification, which also brings the lowest price.

Idaho Grain Producers Association Executive Director Stacey Katseanes Satterlee said the U.S. wheat industry has been working to resolve that issue for a long time.

"We're pleased to see that as part of the announced changes," she said. "It's a huge thing for U.S. wheat growers."

The current NAFTA agreement is critically important for U.S. wheat farmers who depend on the enormous Mexican market that NAFTA built, "But it did have room for improvements, particularly on grain trade with Canada," the National Association of Wheat Growers and U.S. Wheat Associates said in a joint news release.

Canada's grain grading system automatically designates U.S. wheat as the lowest grade simply because it is foreign, the release stated, which "means U.S. farmers producing the highest quality wheat arbitrarily get less value for their crop."

"We will follow the implementation of this commitment closely to ensure U.S. farmers can finally have reciprocal access to the Canadian market," the wheat organizations stated.

For the U.S. potato industry, nothing has changed under the new agreement, Idaho and national spud industry leaders said.

"There is nothing in it that directly touches upon potatoes at all," said Pat Kole, vice president of legal and government affairs for the Idaho Potato Commission.

The U.S. potato industry had hoped the new agreement would address American spud farmers' desire to ship fresh potatoes into all of Mexico. U.S. fresh potatoes are currently only allowed within 26 kilometers (15.5 miles) of Mexico's border with the United States.

That issue is tied up in a Mexican court and it was not addressed in the USMCA, said John Toaspern, chief marketing officer of

Potatoes USA.

The new agreement also does not change anything for the U.S. beef cattle industry, said Idaho Cattle Association Executive Vice President Cameron Mulrony.

"There was no major change or affect on the beef industry," he said, adding that was the message U.S. cattlemen were sending all along on the NAFTA re-negotiation: "Don't hurt a good thing."

U.S. beef products already enjoyed basically unfettered access to Canada and Mexico under NAFTA, said Leann Saunders, president of Where Food Comes From, a third-party food verification and certification company that has a lot of beef customers.

"The good news is that will continue under the new trade agreement," she said.

Under USMCA, the U.S. will allow 9,600 metric tons of refined sugar from Canadian sugar beets into this country annually, according to Luther Markwart, executive vice president of the American Sugarbeet Growers Association.

The current agreement on sugar between Mexico and the U.S. will remain the same under USMCA, he said.

Idaho sugar beet farmers brought in \$305 million in farm cash receipts last year, ranking that crop as the No. 6 Idaho farm commodity.

The U.S. imports about 3 million metric tons of sugar a year so the 9,600 metric ton amount won't have an impact on U.S. sugar farmers, Markwart said, especially since that could easily be offset by reducing the amount of sugar allowed into the U.S. from Mexico by that same amount.

"Yes, we took a little hit, but it doesn't amount to much and it's nothing to worry about," he said.

A U.S. Trade Representative fact sheet on the USMCA said, "While agriculture has generally performed well under NAFTA, important improvements in the agreement will enable food and agriculture to trade more fairly and to expand exports of

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# NAFTA

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American agricultural products.”

Canada is the top destination for U.S. agricultural products, with \$22 billion worth of U.S. ag products shipped there last year, and Mexico is third at \$18 billion, behind China (\$21 billion).

Mexico and Canada combined purchase 28 percent of all U.S. food and agricultural export in 2017, according to the U.S. Trade Representative's office.

American Farm Bureau Federation officials said the new trade agreement not only locks in existing market opportunities with Mexico and Canada, but it builds on those trade re-

lationships in a number of key areas.

“Trade is critical to agriculture, especially trade with our two closest neighbors,” said AFBF President Zippy Duvall. “The USMCA builds on the success our farmers and ranchers have seen from NAFTA.”

“Agriculture has always come out well under NAFTA,” Satterlee said. “In theory, agriculture will continue to do well under the USMCA with our trading partners to the North and South.”

The agreement is expected to be signed by the three nations by the end of November, but it still needs to be ratified by Congress and it also does not

yet result in the lifting of the retaliatory tariffs Canada and Mexico imposed on U.S. products, including many agricultural commodities, as a result of U.S. tariffs on steel and aluminum imports.

In an Oct. 1 tweet announcing the USMCA, President Donald Trump said the agreement “solves the many deficiencies and mistakes in NAFTA, greatly opens markets to our farmers and manufacturers, reduces trade barriers to the U.S. and will bring all three great nations together in competition with the rest of the world. The USMCA is a historic transaction.”

According to a U.S. Trade Rep-

resentative fact sheet, Canada will also provide new access for U.S. chicken and eggs and increase its access for turkey.

The new agreement also, for the first time, addresses standards for biotechnology “to support 21st Century innovations in agriculture,” according to the USTR fact sheet. “The text covers all biotechnologies, including new technologies such as gene editing...”

According to the USTR, the three nations agreed to several provisions to reduce the use of trade-distorting policies and the agreement includes enhanced rules for science-based sanitary and phytosanitary measures.




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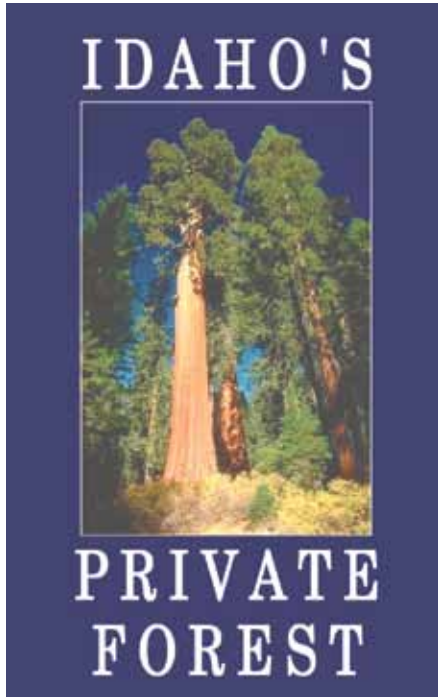


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*Submitted photo*

Every real Christmas tree has a singular beauty of its own and is often the centerpiece of many families' holiday traditions.

# *O Christmas tree, O Christmas tree, thy leaves are so unchanging*

**By Yvonne C. Barkley**

*University of Idaho*

The holidays are here and, for 30-35 million American families, the centerpiece of their holiday traditions is a real Christmas tree. Though the lively debate between folks that prefer live Christmas trees versus those that prefer the fake stuff continues, it is hard to ignore the facts.

Real Christmas trees support hard-working local tree farmers, are organic, carbon neutral, biodegradable, can be recycled, and smell good to boot.

***Not only green when summer's here...***

There are close to 350 million real Christmas trees currently growing on tree farms in the U.S., with approximately 25-30 million sold each

year. Tree farmers spend hundreds of hours cultivating their trees, a job that keeps over 100,000 people employed throughout the country.

On average, tree farmers plant three trees for every one cut each season; trees that hold soil and provide clean air and water, while offering habitat for many bird and small mammals.

***But also when it's cold and clear...***

There are a few things to consider before you shop for your real Christmas tree. First and foremost, what kind of tree do you want?

People often ask what the best variety is, and the answer is the one that best suits your wants and needs. Do you need a tree that will support a lot of heavy ornaments? One native to our region? Or is the most important

feature the heavenly smell your tree brings into your home for those few short weeks of the year?

Before you leave the house, there are a few more things to do.

Measure twice, cut once. Know the height and width of the space your tree will occupy – trees look smaller when they are outside under the open sky.

Pricing. Ask about the pricing. Some tree farms and retail lots measure and price their trees individually, while others sell them by the foot.

Going home. Bring something to secure the tree to your vehicle. Twine is often available at lots but can be slippery. Bungee cords work well, as do straps with adjustable buckles.

Tree stands. Make sure you have a tree stand that does not leak, is large



Submitted photo

Retail Christmas tree lots offer good selections and convenience.

enough to hold the tree stable, and has a reservoir big enough for a sufficient amount of water. A tree can use up to one quart of water a day for each inch of stem diameter, so a tree with a four-inch trunk will need a stand that holds at least one gallon of water.

***O Christmas tree, O Christmas tree, such pleasure do you bring us...***

Now that you know what you want, where do you find it? Retail Christmas tree lots can be run by individuals who rent a space for the season, or by local retail or big-box stores.

Regardless of the retailer, ask questions before you buy. Where are the trees from? Are they cut and delivered

once at the beginning of the season, or will there be several shipments over the course of the season?

Once you choose your tree, test it for freshness. Begin by running a branch through your enclosed hand. Needles should stay firmly attached and not come off easily. Next, bend an outer branch. Branches should be pliable, not brittle. A tree with brittle branches, excessive needle drop, a musky smell, or discolored foliage has deteriorated past usefulness. If in doubt, select another tree. If they all fail the freshness test, go to another retailer.

U-cut Christmas tree farms often provide warm drinks and cookies, music, a chance to make or buy a fresh wreath,

purchase holiday gifts, and most importantly, a place to make wonderful memories with family and friends.

Before heading out to a U-cut tree farm, make sure everyone dresses accordingly. Though fields will be well-groomed, there will be bumps and holes, tree stumps, and other natural hazards. Wear comfortable shoes and old clothes. Bring gloves and, if necessary, rain gear.

Saws are usually provided by the operator but bring your own if you have a favorite. Many tree farms prohibit pets due to safety reasons and to keep dogs from 'marking' trees. If allowed, be

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# UI FORESTRY

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considerate and keep your four-legged family member on a leash.

Once there, have a chat with the tree farmer, who can point you toward the kind of tree you want. Get a saw if you didn't bring one. Many tree farms will give you a tarp to lay your tree on once it is cut, making it easier to drag it to the parking area and keeping it clean in muddy conditions. ATVs are also common on tree farms and may be available to take the elderly or disabled out to the field with the rest of their group.

There will be a lot of trees and everyone will have a favorite. Once you have narrowed the choices, look at each to see if the trunk is straight and it is the correct height and width. Cutting the tree is a two-person job. The sawyer usually lies on the ground with the saw while their assistant holds the tree. As the tree is being sawn, the assistant should gently pull the tree in the opposite direction of the cut so the saw doesn't bind.

Once cut, trees can be carried or dragged to the parking area. Many tree farms provide shaking or blowing services so that you will depart with a perfectly clean tree. Some trees farms will also have a machine that wraps your tree in netting, making it easier to transport.

***O Christmas tree, O Christmas tree, thou tree most fair and lovely...***

If properly cared for, a freshly cut real Christmas tree can last four to six weeks. When a tree is cut, more than half its weight is water, so it makes sense that correctly watering your tree is the most important thing you can do to keep it looking beautiful.

Trees take up water in a thin layer of tissues directly under the bark called the cambium. When cut, air enters this layer and decreases the amount of water absorbed. By making a fresh cut before putting your tree in water, you reopen blocked tissues and allow your tree to absorb water better. A one-inch cut perpendicular to the base of the trunk is all you need. Once cut, immediately put your tree in water. If your tree is wet, or you're not ready to bring it inside, temporarily stored it in a cool location in a bucket of water.

Once inside, place your tree away from heat sources and check the stand daily to make sure the level of water does not go below the base of the tree. It is normal for the rate of water absorption to fluctuate from day to day.

Drilling a hole in the base of the trunk does not improve water uptake, nor does the water temperature. There is no need to add bleach, aspirin, fertilizer, or other things to the water to make your tree last longer. Research has shown that plain tap water is best.

***Each shining light, each***

***silver bell; no other sight spreads cheer so well...***

Once set in its stand, it's time to decorate your tree. Place your tree so that the best side is showing. Inspect all light sets prior to placing them on the tree and replace worn sets and burned out bulbs. Using lights that produce low heat will extend the life of your tree.

Start loosely wrapping strands of lights at the top and work your way down the tree. While some people like to wrap each branch with lights and others prefer to just circle the outside, there really is no wrong way to string lights. Do it the way you like best.

The next step is usually a garland of some sort. This can be wired ribbon, beads, strands of popcorn and cranberries, paper chains, or whatever your creativity creates.

Lights and garland create a nice background for your ornaments. They can match or not, be new or old, store bought or hand-made – once again, the choice is yours. Hang heavier ornaments lower on the tree and in the interior where the branches are thicker and offer more support.

Finally, add your tree topper and tree skirt. Arrange the skirt so you can easily access the tree stand daily to add water.

To be safe, never overload electrical circuits and always turn off the tree lights

when leaving the house or when going to bed.

***O Christmas tree, O Christmas tree, how steadfast are your branches...***

Once the holidays are over, there are many ways to responsibly dispose of your real Christmas tree.

Check your local newspaper to see if curbside recycling is available where you live. Many places will collect trees during regular pickup schedules following Christmas. If not available, take your tree to a drop-off recycling location. Some nonprofit organizations pick up trees; Boy Scout troops, for example, often offer a pickup service for a small donation.

You can put your Christmas tree in the garden or backyard and shelter birds; by adding fresh orange slices, strung popcorn, or bird seed ornaments, you can feed them as well.

Real Christmas trees are biodegradable and can be chipped and used as mulch in your landscape.

***O Christmas tree, O Christmas tree, much pleasure can you give me...***

Wishing you all Happy Holidays and a healthy and Happy New Year.

*Yvonne Barkley is an associate extension forester for the University of Idaho. She can be reached at yvonnec@uidaho.edu*

# Give For Good, Give Forever—What is Your Legacy?

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- What are my personal and financial needs?
- What assets do I have available for funding my gift?
- What is the best way to make my gift and fulfill both my family and my charitable objectives?

As you review your situation and explore the different ways to give, the Idaho FFA Foundation would welcome the opportunity to assist you with information about planned giving opportunities with Idaho FFA.

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In addition, the Idaho FFA Foundation works with the Idaho Community Foundation in establishing endowment funds to permanently provide for our mission of promoting premier leadership, personal growth and career success of Idaho FFA members and agricultural education students by providing strategic financial resources for the Idaho FFA Association, or as designated.

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To learn more, please contact Marcia Jedry, Idaho FFA Foundation Executive Director at 208-869-6594 or mejdry@idffafoundation.org

Or visit: [www.idffafoundation.org](http://www.idffafoundation.org)

FFA—Growing Leaders, Building Communities and Strengthening Agriculture

# New NAFTA includes a win for U.S. wine industry

By Sean Ellis

*Idaho Farm Bureau Federation*

POCATELLO – The U.S. wine industry scored a win in the new NAFTA agreement reached between Canada, Mexico and the U.S.

The agreement, announced Sept. 30, is intended to replace the 24-year-old North American Free Trade Agreement with the United States-Mexico-Canada Agreement (USMCA).

The wine industry's USMCA win was overshadowed in many news reports by the wins garnered by this nation's dairy, wheat and poultry industries. But the lesser known wine provision included in the new agreement could have a notable impact on U.S. wine exports to Canada.

Under terms of the USMCA, British Columbia has agreed to end its practice of not allowing imported wines to be stocked on grocery shelves in the Canadian province, which has a population of 4.8 million people.

According to the Wine Institute, which represents 1,000 California wineries, Canada has agreed to end that policy by Nov. 1, 2019.

“This agreement represents real progress towards improved market access for U.S. wines in Canada,” Wine Institute CEO Robert “Bobby” Koch stated in a press release. “We still have much work to do in other areas of market access [in Canada], but this is a significant accomplishment.”

U.S. wine exports totaled \$1.53 billion in 2017 and 97 percent

of those were from California. Canada was by far the top foreign market for U.S. wines in 2017, accounting for \$444 million worth of U.S. wine exports.

While the USMCA wine provision will mainly directly benefit California wineries, it could also indirectly benefit Idaho wineries because increased domestic wine exports benefit the entire U.S. wine industry, said Idaho Wine Commission Executive Director Moya Shatz-Dolsby.

According to the IWC, Idaho's 52 wineries produced 372,601 gallons of wine in 2016, enough to fill 156,686 12-bottle cases. Idaho farmers harvest about 3,000 tons of wine grapes each year off of 1,300 acres.

According to a 2013 study, Idaho's wine industry had a \$169 million impact on the state's economy that year. The study by Stonebridge Research Group also found the industry was responsible for 1,226 Idaho jobs.

While the vast majority of U.S. wine exported to Canada is from California, “there is some wine from the Pacific Northwest that is sent there,” said Michael Kaiser, vice president of WineAmerica, which represents wineries in all 50 states.

“We're happy that the British Columbia grocery store issue will be resolved next year,” he said. “This will allow Northwest wineries to have more opportunities to get their wine to the market in British Columbia.”

British Columbia regulations exclude all imported wine from grocery store shelves.

Imported wine can be sold with-



*Photo by Sean Ellis*

The renegotiated NAFTA agreement includes a win for the U.S. wine industry.

in a grocery store but only in a special “store within a store” that is physically separated from the grocery store and has controlled access and separate cash registers.

The U.S. Trade Representative last year filed a complaint with the World Trade Organization against British Columbia's wine policy.

Under the terms of USMCA, British Columbia agrees to end the practice and the U.S. agrees to drop its WTO complaint.

According to the U.S. Department of Agriculture, U.S. wine

exports to British Columbia totaled \$56 million last year and U.S. wine had a 10 percent share of that market.

In a May 25 news release, U.S. Secretary of Agriculture Sonny Perdue said, “We want customers in British Columbia to have the opportunity to buy our great American wine. The practice of discriminating against U.S. wine is unfair and cannot be tolerated any longer. Our wine producers rely on export markets and they deserve fair treatment, especially by our northern neighbors in British Columbia.”

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# Reflecting on and using the marketing lessons learned

By Clark Johnston

*JC Management Co.*

As the end of the calendar year approaches, it is once again a time to reflect on the past 12 months. By taking the time to think and ponder we are able to remember the marketing lessons learned and how we will be able to use those lessons in the months and years ahead.

It really doesn't matter which year it is or what is happening in the political arena; if you are dealing with marketing agricultural commodities, you are continually being challenged by outside influences on the markets and this year is no exception.

One of the biggest challenges we face when it comes to marketing our commodities is that the lion's share of the news we have available to us is national and world. Don't get me wrong, this is important to know and keep updated on; however, it is just as important to keep current on the local news.

The local news could consist of which elevators and/or flour mills are currently in the market and what their bids are. What are the basis levels and has the local basis strengthened or weakened over the past few days or weeks? What is the current status of transportation in your region and what will happen if that changes?

Let me give you an example of how the market could and does change literally overnight or during the course of a day. A few weeks ago, one of the flour mills in the Ogden market had a very nice bid for soft

white wheat if you were looking at the basis. The cash bid was good but just not at the level most producers had their eye on.

What eventually happened was one or several of the large elevators in the area contracted enough wheat with them to take them out of the market until April. Yes, they currently don't have a bid from December through the month of March. It now doesn't matter if you historically market your wheat during the January, February and March time frame if this flour mill isn't in the market.

This isn't the first year this has happened but rather this is beginning to be the trend in that market. You may not have had any influence on this happening but by knowing this and keeping it in mind you could have been one of those that contracted their wheat before they bought in their needs.

These decisions in the market can be easily made when we have developed a structured marketing plan for the year. A plan that includes having your commodities hedged when possible and then trading the basis.

This current marketing year we have seen the basis for soft white wheat in southeast Idaho strengthen by 60 cents or more per bushel. This is what the resellers are watching and is why they contracted their wheat.

We are often asked how you as producers can take advantage of the opportunities in the market like the large grain companies. Our answer is, you need to hedge your inventory and then focus on the basis moves in your region.



Clark Johnston

This is not as difficult as some think. It does, however, take some education and then marketing just a little differently than in the past. Don't get me wrong, what you have been doing in the past wasn't wrong and still isn't wrong, but as the markets change you will need to make adjustments to your plan.

The Idaho Farm Bureau Federation will be rolling out a program this winter to assist you in the current marketing year as well as the years to come. This program is called the Risk Analysis & Marketing Program (RAMP).

There will be more information on this program available to you at the annual convention in December and during the winter months. This is a program designed to assist you in preparing a strategic marketing program to your specific operation.

Contact either Zak Miller or Melissa Nelson in the Pocatello office at (208) 239-4341 to begin using all the tools that are available to you in the years ahead.

*Clark Johnston is a grain marketing specialist and owner of JC Management Co. of Ogden, Utah. He can be reached at [clark@jcmanagement.net](mailto:clark@jcmanagement.net)*



# WINE GRAPES

Continued from page 5

of wine grapes last year. “This year I delivered a skosh over 2,000 tons,” he said.

He said quality was excellent, too.

“I’ve been hearing good things from winemakers about the quality and how the grapes got through fermentation,” Jeffers said. “Everybody seems pretty happy.”

Idaho wine grape growers began harvesting in mid-September and most of the grapes are in by now, with only a smattering of late varieties still on the vine

and some grapes that will be used to make ice wines will continue to be picked as late as December.

“Everything looked tremendous this year,” said winemaker Martin Fujishin, owner of Fujishin Family Cellars in Caldwell. “The crop yields definitely bounced back from what we saw last year. Everything came in right where we want it to numbers-wise.”

Michael Williamson, who manages Williamson Orchards and Vineyards in the Sunny Slope area, said last year can best be

described as terrible and he only harvested about 5 percent of his normal wine grape crop in 2017.

His grapes last year were impacted by temperatures that reached minus 20 degrees near his vineyard.

“We had a pretty good rebound this year from last year,” he said. “I’m very happy with the results and yields we got this year.”

According to an IWC news release, grapes ripened at a more gradual pace this year than during previous year and growers attribute that to the long, hot summer,

which caused vines to slow their water consumption and photosynthesis. Combined with a warm fall and minimum rain, this helped the grapes finish ripening at the start of harvest.

According to Dolsby, the longer harvest season indicates that wines from the 2018 vintage will have well-developed flavors, including bright, fruit-forward notes with balanced acids and tannins.

“The yields from this harvest will transform into some delicious wines,” she said.

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Jeff Stewart (at left) with his Farm Bureau Insurance agent, Lee Pounds.

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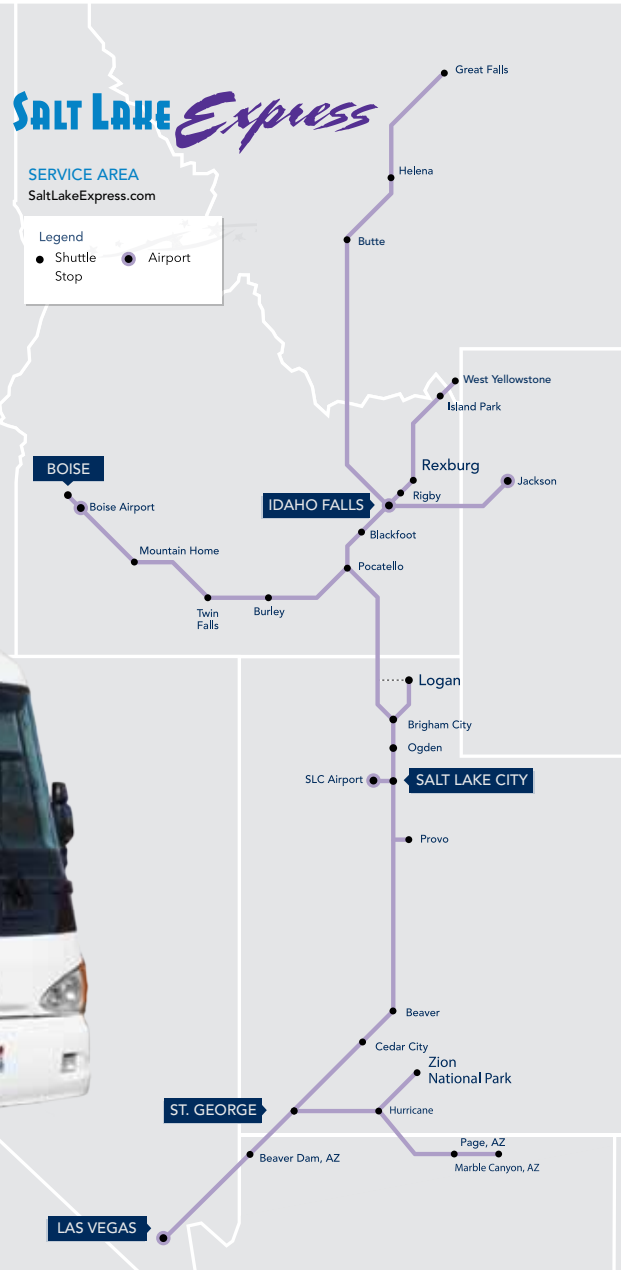




Photo by Bill Schaefer

Local military veterans participate in Idaho Farm Bureau's 8th Annual Salute to Idaho Veterans Nov. 9 at the IFB headquarters building in Pocatello.

## 500 attend Idaho Farm Bureau's salute to veterans

By Sean Ellis

*Idaho Farm Bureau Federation*

POCATELLO – About 500 people packed the Idaho Farm Bureau headquarters building in Pocatello Nov. 9 for the group's 8<sup>th</sup> Annual Salute to Idaho Veterans.

Veterans of every military branch were among those who attended the three-hour event, which is held to show veterans as well as current active duty military members that the community deeply appreciates the sacrifices they make to protect our nation's liberties, said Idaho Farm Bureau Federation President Bryan Searle.

He fought back tears as he thanked the veterans in atten-

dance.

"What an overwhelming privilege to be able to stand here and look in your eyes," said Searle, a farmer from Shelley. "I want to express my appreciation for your service. America is great because of you."

Searle said he has met with the governor and members of Congress on numerous occasions, but those moments don't compare to meeting with the people who have helped protect the country.

"I have the highest respect for the governor and members of Congress, but I have a higher respect for you," he said. "Thank you from the bottom of my heart for your courage and

commitment and dedication so I, my family and others in this great country can enjoy the great freedoms we have."

Many of the roughly 180 veterans attending the event said they were moved at the reception they received and some contrasted it to the hostile reception they received after returning from serving in the Vietnam War.

"I'm grateful to be in this state because California does not do this for the veterans," said Robert Williamson, a retired member of the Navy who served during the Vietnam War. I think it's really great for Farm Bureau to be doing this. It really means a lot to me. It made my eyes leak a little bit."

Tom Crowell, a Navy veteran, remembers getting spit at walking down the streets of San Francisco following the Vietnam War.

"I don't think you'd see this in a lot of other states, but Idaho and Farm Bureau have really stepped up to the plate in honoring the veterans and we're grateful for that," he said. "It's amazing to see this respect for the people that have made this country free."

Hundreds of people packed the Farm Bureau atrium during the ceremony and scores more watched from the upper levels of the building.

"I was very humbled by the number of people that showed



Photo by Bill Schaefer

Military veterans are recognized Nov. 9 during Idaho Farm Bureau's 8th Annual Salute to Idaho Veterans. The event drew about 500 people, including about 180 former and current military members.

up and participated," said Army Sgt. Maj. (Ret.) Leslie A. Chapman, the event's guest speaker.

Army and Vietnam veteran Richard Hollingsworth said that when he

attended the first Farm Bureau Salute to Idaho Veterans eight years ago, "it was my first welcome home; it let me come out of my closet. It let me stand proud for what I had done. It showed me that someone really understood some of the things that combat veterans have gone through."

Paul Roberts, CEO of Farm Bureau Mutual Insurance Co. of Idaho, said Farm Bureau recognizes how important it is to recognize all military members, retired and current active duty personnel, for their service.

"Their service is the reason we have those freedoms we have today," he said. "We honor every man and woman who has worn the uniform of the armed forces that have watched over America."

Roberts said that while he has never experienced what it feels like to wear the uniform or go through what military members

do, "I do know gratitude. I'm honored to be in your presence today. Thank you for your service and all the sacrifices for your country."

The event included a traditional flag ceremony, free photo portraits for veterans and current military members, and a complimentary commemorative coin of the event.



Photo by Bill Schaefer

About 180 former and current military members were recognized Nov. 9 during Idaho Farm Bureau's 8th Annual Salute to Idaho Veterans, which was held at the IFB headquarters building in Pocatello.

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## This Month's Top Farm Bureau Agents



Agent of the Month  
 Marcy Brodine,  
 Twin Falls County



Rookie of the Month  
 Trudy Crawford,  
 Ada County



Region of the Month  
 Magic Valley  
 Scott Badger, Regional Executive



Photo by Steve Ritter

The total value of Idaho farm product exports rose 6 percent last year.

## Total value of Idaho farm exports on the rise

By Sean Ellis

*Idaho Farm Bureau Federation*

POCATELLO – The total value of Idaho agricultural exports increased 6 percent in 2017, according to USDA data that became available in October.

More timely Census Bureau data shows the total value of Idaho farm product exports rose 4 percent through the first three quarters of 2018 compared with the same period in 2017.

The USDA farm export data for states is released almost 10 months into the next year and

is more comprehensive, while the Census Bureau farm export data is released quarterly but doesn't capture all of the state's agricultural exports.

The Census Bureau data is more timely but doesn't capture Idaho farm products that moved to another state before being shipped overseas.

However, both sets of data show that Idaho farm exports are ticking up since 2017 after declining in 2016 and 2015. Idaho set records for farm exports from 2011-2014 before they decreased the next two years.

According to USDA, the total value of Idaho farm exports in 2017 was \$1.99 billion, up 6 percent from 2016.

The Census Bureau data shows that Idaho farm product exports through the first nine months of 2018 totaled \$634 million, a 4 percent increase over the same period in 2017.

"The trend is along the same lines with both sets of data," said Laura Johnson, who manages the Idaho State Department of Agriculture's marketing division.

The increases happened despite some challenges posed

by retaliatory tariffs imposed on some U.S. farm products by some of the United States' main trading partners.

Despite the retaliatory tariffs, there are still a lot of market opportunities for Idaho farm products around the world, Johnson said.

"There are increased headwinds in some countries, such as China, but there are other markets that have good growth prospects for us, such as Taiwan and Southeast Asia," she said.

Both the 2017 and 2018 in-



creases were led by dairy, Idaho's No. 1 farm commodity in terms of farm cash receipts.

The USDA data shows that Idaho dairy product exports totaled \$356 million in 2017, up 11 percent from 2016's \$320 million total. The Census Bureau data show that Idaho dairy product exports through the first nine months of 2018 totaled \$163 million, up 20 percent from the same period in 2017.

Total U.S. dairy exports hit \$5.4 billion in 2017, up 15 percent from 2016.

Idaho Dairymen's Association Executive Director Rick Naerebout said the dairy export picture would be even better if the domestic industry wasn't facing retaliatory tariffs in some major markets.

"We still have a robust export

market, it's just being stifled by the tariffs right now," he said.

For example, there has been a 20 percent decrease this year in U.S. cheese exports to Mexico, which is the top export market for U.S. cheese and imposed a 20 percent tariff on U.S. cheese earlier this year.

"Losing that 20 percent is a big deal," Naerebout said.

The Census Bureau data show that Canada remained the top destination for Idaho farm exports through the first three quarters of 2018, as \$186 million worth of farm products from the Gem State were sold there during that period, a 12 percent increase over the same period in 2017.

Mexico remained in the No. 2 spot at \$123 million, a 4 percent increase over 2017, and China was third at \$41 million, an in-

crease of 0.14 percent.

Australia jumped into the top 10 in a big way at \$30 million, an 83 percent increase over 2017. Seventy-six percent of the Idaho farm products sold there were dairy products and 92 percent of those were cheese.

The Census Bureau data also show that live animal exports from Idaho soared 140 percent to \$24 million through the first three quarters of 2018. Almost all of that total was from dairy steers going to feedlots in Canada.

The USDA data shows that Idaho beef product exports reached a record \$179 million in 2017.

Processed vegetable exports, at \$296 million, and fresh vegetable exports, at \$158 million, also both set records in 2017.

Idaho wheat exports totaled \$296 million in 2017, up 10 percent from 2016 but well below the record of \$563 million set in 2011.

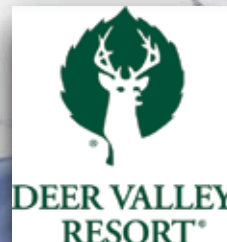
Exports included in the "feed and other feed grains" category totaled \$106 million in 2017, down slightly from \$110 million in 2016.

The \$1.99 billion total for Idaho farm exports in 2017 was a three-year high but below the record \$2.29 billion total in 2013.

According to USDA, Idaho animal product exports totaled \$645 million in 2017, up from \$594 million in 2016, and plant product exports totaled \$1.35 billion, up from \$1.28 billion.

Total U.S. farm exports increased 2 percent last year, to \$138 billion, according to USDA. That was well below

## Farm Bureau Members Ski For Less This Winter



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Photo by Sean Ellis

Meridian dairyman Clint Jackson helps children feed a one-month-old Jersey calf Oct. 24 at Smoky Mountain Pizzeria Grill's new Kuna restaurant. The event was an opportunity for Idaho dairy families to engage directly with customers of Smoky Mountain, which uses only Idaho cheese on all its pizzas.

## Idaho dairy families, with calf, meet customers of Kuna pizzeria

By Sean Ellis

*Idaho Farm Bureau Federation*

KUNA – Customers at a new pizza restaurant in Kuna got a chance to meet a group of Idaho dairy families and pet a calf that will soon make some of the 15

billion pounds of milk produced annually in Idaho.

The Oct. 24 event, sponsored by Dairy West, which represents the state's 490 dairy operations, was held to celebrate the opening of Smoky Mountain Pizzeria

Grill's newest restaurant.

The pizza chain uses only Idaho cheese on all its pizzas, company wide. It also features individual dairy families on its menu and pizza delivery boxes.

The event was “a way to

return the favor to Smoky Mountain and put a pretty cool event on for their customers,” said Kuna dairyman John Wind.

Wind and his family were one of a dozen dairy families from the area that showed

up for the event, which featured a one-month-old Jersey calf that turned into a kid magnet.

Wind said as society's disconnect from farm to table has grown wider in recent years, people are getting more interested in knowing where their food came from and how it was produced.

"I think an event like this is creating that reality for people to know how their food gets from farm to table," he said. "It allows people to put a face to the product."

Dairy West has partnered with Smoky Mountain for the past several years on events that help connect the restaurant's customers directly with dairy families. In past years, some of the chain's delivery customers have been stunned to open their doors and see a cow and dairyman staring at them.

Meridian dairyman Clint Jackson, who has supplied the cows during those surprise pizza deliveries, said the events are an opportunity "to try to help people connect with where their food comes from."

"We want the community to realize that we're their neighbors and we care about the community and that agriculture is still such a big part of the Idaho economy and Idaho's communities," he said. "Whenever they're buying their milk or ordering their pizza, they're helping support local families and we appreciate that."

The Jackson dairy has held

open houses for the public the past several years but not everybody can attend that event, Jackson said.

"So tonight, we're bringing a little bit of the dairy out to the people," he said.

Wind has also held open houses for the public on his dairy and said he welcomes the chance to share his operation's story with people.

"I'm super passionate about it because if I don't tell my story somebody else will and there are a lot of misconceptions about agriculture out there," he said. "We want people to know that our product was made with love and good animal husbandry."

By showing up at the pizzeria and mingling with customers, dairymen have a fun opportunity to show them that the cheese they are eating was made by real people in their own community, Wind said.

"The cheese wasn't created with a little bit of pixie dust," he said. "A lot of blood, sweat and tears go into it; a lot of hard work and passion and commitment go into putting a quality product on the table that American consumers feel comfortable about eating."

Smoky Mountain Chief Operating Officer John Ryan said the company decided from the beginning to source as much local food as possible and it started with using only Idaho cheese on its pizzas and promoting the dairy families that make the milk for that cheese.

"We just believe in all things community and all things local," he said. "In the first couple of years (of working with Dairy West), I learned so much about the hard-working dairy families in our own back yard whose children are going to school with our kids. What a great bunch of people."

Dairy West CEO Karianne

Fallow said the organization does a lot of consumer insight studies and knowing where their food comes from is a key element in consumers' decision-making process.

"So this is an opportunity to both support Smoky Mountain and to celebrate our Idaho dairy farmers and tell their story," she said.



Photo by Sean Ellis

Children attempt to feed a one-month-old Jersey calf Oct. 24 at Smoky Mountain Pizzeria Grill in Kuna. During the event, 12 dairy families from the area showed up to engage directly with the restaurant's customers.

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GRAIN PRICES	10/22/2018	11/26/2018	Trend
<b>PORTLAND:</b>			
White Wheat	6.00-6.20	6.15-6.35	+ .15 to + .15
Hard Red Winter	6.12-6.30	5.97-6.14	- .15 to - .16
DNS 14%	6.70-6.80	6.72-6.87	+ .02 to + .07
Oats	240.00	240.00	Steady
<b>OGDEN:</b>			
White Wheat	4.68	4.87	+ .14
Hard Red Winter	5.02	4.88	- .14
DNS 14%	5.85	5.72	- .13
<b>BLACKFOOT/ IDAHO FALLS</b>			
White Wheat	4.35	4.50	+ .15
Hard Red Winter	4.80	4.80	Steady
DNS 14%	5.40	5.30	- .10
Hard White	5.30	5.15	- .15
<b>BURLEY:</b>			
White Wheat	4.50	4.64	+ .14
Hard Red Winter	4.62	4.39	- .23
DNS 14%	5.30	5.06	- .24
Barley	6.25	6.25	Steady
<b>MERIDIAN:</b>			
White Wheat(cwt)	5.18	5.08	- .10
<b>LEWISTON:</b>			
White Wheat	5.90	5.90	Steady
Barley	No bid	126.50	Unavailable
<b>LIVESTOCK PRICES</b>			
	10/22/2018	11/21/2018	Trend
<b>FEEDER STEERS</b>			
Under 500 lbs	153-215	145-211	- 8 to - 4
500-700 lbs	135-175	132-175	- 3 to steady
700-900 lbs	121-164	119-155	- 2 to - 9
<b>FEEDER HEIFERS</b>			
Under 500 lbs	140-190	134-190	- 6 to steady
500-700 lbs	128-156	119-152	- 9 to - 4
700-900 lbs	110-143	105-142	- 5 to - 1
<b>HOLSTEIN STEERS</b>			
Under 700 lbs	74-107	70-93	- 4 to - 14
Over 700 lbs	70-90	60-81	- 10 to - 9
<b>COWS</b>			
Utility/Commercial	41-75	35-61	- 6 to - 14
Canner & Cutter	35-62	35-52	Steady to - 10
Stock Cows	850-1250	850-1350	Steady to + 100
<b>BULLS</b>			
Slaughter	60-83	55-77	- 5 to - 6
<b>BEAN PRICES:</b>			
Pinto	21.00-23.00	21.00-23.00	Steady
Garbanzo	18.00-19.00	16.00-18.00	- 2.00 to - 1.00

COMPILED BY THE IDAHO FARM BUREAU COMMODITY DIVISION

# IDAHO HAY REPORT

## USDA Market News, Moses Lake, WA

November 16, 2018

Tons: 10,900 Last Week: 10,000 Last Year: 3300

Compared to last Friday, good grades of Alfalfa and Oat hay steady in a light test. Trade slow with good demand especially for Feeder, Organic, and Oat hay as demand exceeds supply at this time of the year. Out of state buyers are also pushing the market. Prices are dollars per ton and FOB the farm or ranch unless otherwise stated.

	Tons	Price	Wt.Avg	Comments
Alfalfa				
Mid Square				
Premium	900	200.00-200.00	200.00	Organic
Good	700	135.00-150.00	143.57	
	300	170.00-170.00	170.00	Organic
Oat				
Mid Square				
Good	250	110.00-110.00	110.00	

# POTATOES & ONIONS

November 20, 2018

## Potatoes

UPPER VALLEY, TWIN FALLS-BURLEY DISTRICT, IDAHO---Shipments

812-786-888(includes exports of 4-6-12)---Movement expected to remain about the same. Trading bales active, others fairly active. Prices generally unchanged. Russet Burbank U.S. One baled 10-5pound film bags non size A mostly 7.50; 50-pound cartons 40-50s 7.00-8.00, 60s 8.00-9.00, 70-100s mostly 8.50; Russet Norkotah U.S. One baled 10-5pound film bags non size A mostly 7.50; 50-pound cartons 40-50s mostly 6.50, 60-70s mostly 7.50, 80-100s 8.00-8.50.

## Onions – Dry

IDAHO AND MALHEUR COUNTY OREGON---Shipments 360-343-372---Movement expected to remain about the same. Trading fairly active. Prices generally unchanged. Yellow lower, others generally unchanged. Yellow Spanish Hybrid U.S. One 50-pound sacks super colossal mostly 6.00, colossal mostly 5.00, jumbo 4.50-5.00, medium 5.50-6.00; White 50-pound sacks jumbo mostly 11.00, medium 9.00-10.00; Red Globe Type U.S. One 25-pound sacks jumbo mostly 7.00, medium mostly 6.00.

# 5 YEAR GRAIN COMPARISON

GRAIN PRICES.....	11/19/2014.....	11/17/2015.....	11/18/2016.....	11/20/2017.....	11/26/2018
<b>Portland:</b>					
White Wheat.....	6.92	4.83-5.40	4.68-5.03	5.17-5.35	6.15-6.35
11% Winter.....	7.17-7.36	5.48-5.68	4.68-4.78	5.41-5.51	5.97-6.14
14% Spring.....	9.35	6.10-6.50	6.29-6.44	7.46-7.56	6.72-6.87
Corn.....	265.00	265.00	255.00	215.00	240.00

<b>Ogden:</b>					
White Wheat.....	6.60	5.18	3.88	3.88	4.87
11% Winter.....	6.31	4.28	3.83	4.33	4.88
14 % Spring.....	7.49	5.40	5.44	6.34	5.72
Barley.....	5.55	6.98	5.85	6.20	no bid

<b>Pocatello:</b>					
White Wheat.....	6.25	4.95	3.30	3.80	4.50
11% Winter.....	6.82	4.00	3.65	4.35	4.80
14% Spring.....	7.12	5.00	4.95	6.00	5.30
Barley.....	6.87	4.55	4.75	4.55	5.15

<b>Burley:</b>					
White Wheat.....	6.30	5.00	3.55	3.70	4.64
11% Winter.....	5.75	3.94	3.50	4.03	4.39
14% Spring.....	6.65	4.80	5.10	5.69	5.06
Barley.....	5.20	6.00	5.00	5.50	6.25

<b>Meridian:</b>					
White Wheat (bushel)....	6.30	5.60	3.60	4.11	5.08

<b>Lewiston:</b>					
White Wheat.....	6.60	5.10	4.45	4.91	5.90
Barley.....	141.50	131.50	101.50	111.50	126.50

<b>Bean Prices:</b>					
Pintos.....	40.00-42.00	22.00	30.00	21.00-23.00	21.00-23.00
Small Reds.....	No Bid	33.00-35.00	34.00-36.00	No Bid	28.00

\*\*\*

# MILK PRODUCTION

October 19, 2018

## October Milk Production up 1.0 Percent

Milk production in the 23 major States during October totaled 16.9 billion pounds, up 1.0 percent from October 2017. September revised production, at 16.4 billion pounds, was up 1.5 percent from September 2017. The September revision represented a decrease of 2 million pounds or less than 0.1 percent from last month's preliminary production estimate.

**Production per cow** in the 23 major States averaged 1,934 pounds for October, 20 pounds above October 2017. This is the highest production per cow for the month of October since the 23 State series began in 2003.

**The number of milk cows** on farms in the 23 major States was 8.72 million head, 8,000 head less than October 2017, and 1,000 head less than September 2018.

## October Milk Production in the United States up 0.8 Percent

Milk production in the United States during October totaled 17.9 billion pounds, up 0.8 percent from October 2017.

**Production per cow** in the United States averaged 1,912 pounds for October, 21 pounds above October 2017.

**The number of milk cows** on farms in the United States was 9.37 million head, 30,000 head less than October 2017, and 2,000 head less than September 2018.

## 5 YEAR LIVESTOCK COMPARISON

	11/17/2014	11/17/2015	11/18/2016	11/20/2017	11/21/2018
<b>Feeder Steers</b>					
Under 500 lbs.....	250-352	180-265	116-179	148-216	145-211
500-700 lbs.....	210-292	150-220	105-147	135-172	132-175
700-900 lbs.....	180-246	135-188	97-129	129-161	119-155
Over 900 lbs.....	160-212	100-149	80-104	100-138	105-138
<b>Feeder Heifers</b>					
Under 500 lbs.....	230-345	160-250	110-160	137-189	134-190
500-700 lbs.....	196-275	141-196	95-143	125-162	119-152
700-900 lbs.....	171-227	130-167	95-115	110-157	105-142
Over 900 lbs.....	150-212	107-142	76-86	98-115	103-121
<b>Holstein Steers</b>					
Under 700 lbs.....	150-230	102-150	73-85	85-100	70-93
Over 700 lbs.....	135-204	89-137	72-80	82-97	60-81
<b>Cows</b>					
Utility/Commercial.....	92-125	57-84	48-70	48-75	35-61
Canner & Cutter.....	80-110	51-76	40-55	35-61	35-41
Stock Cows.....	1225-2275	975-1325	900-1290	1100-1450	850-1350
<b>Bulls – Slaughter</b>					
	105-147	75-115	53-78	52-89	55-77

## CATTLE ON FEED

Released November 21, 2018

### United States Cattle on Feed Up 3 Percent

**Cattle and calves on feed** for the slaughter market in the United States for feedlots with capacity of 1,000 or more head totaled 11.7 million head on November 1, 2018. The inventory was 3 percent above November 1, 2017.

**Placements** in feedlots during October totaled 2.25 million head, 6 percent below 2017. Net placements were 2.18 million head. During October, placements of cattle and calves weighing less than 600 pounds were 640,000 head, 600-699 pounds were 525,000 head, 700-799 pounds were 450,000 head, 800-899 pounds were 363,000 head, 900-999 pounds were 180,000 head, and 1,000 pounds and greater were 90,000 head.

**Marketings** of fed cattle during October totaled 1.89 million head, 5 percent above 2017.

**Other disappearance** totaled 69,000 head during October, 5 percent below 2017.

## CATTLE MARKET REPORT AND ANALYSIS

November 26, 2018

Detecting small changes to the show lists from week to week is difficult. Decisions tend to be last minute and frequently are not based on reason but emotion -- attempting to capture or avoid price changes in the spot market. Because the small volume of sales in the spot market determines the base price for grid and formula cattle, those cattle owners also make last minute decisions about numbers of cattle to offer for sale each week and those decisions also may be arbitrary. The show lists can never be viewed in isolation but must have context regarding packer inventories and anticipated slaughter needs. In normal times, slaughter volumes are determined by packer margins but for the past many months, packers will process all they can, given the current profit levels.

Sales volumes were good in all regions at sharply higher prices. Live prices were quoted at \$116-117 and dressed sales from \$180-185. Cattle owners released offerings to short bought packers who were willing to take on inventory and benefit from the large processing margins.

The upper mid west was delivered a winter storm over the weekend as heavy snow and high winds covered an area from the south up to Iowa, Michigan and Illinois and points east. This winter has started with more weather, both cold and wet, than previous years. People tend to forget some of the more severe winters of the past.

**Cattle Futures.** Futures rallied with the COF report and improved cash prices.

The market will await the complete story for Friday's session. Cattle owners are somewhat successful in selling cattle over the current board price. Today's futures session will close early.

**Carcass weights** are released each Thursday [lagging the market by two weeks] and are a closely watched barometer indicating the position of cattle feeders in the nation's feedlots. The last report released for the week of November 10th, had steer carcass weights up 5# at 904# which is 2# over last year. Heifers carcass weights are up 3# to 838# which is 4# over last year. This week's report cast some concern as to current conditions of fed supplies but muddy pens may change the direction in the coming weeks.

**Forward Cattle Contracts:** Packer forward contracting slowed this past week. The largest activity was in dairy. Some supply chain cattle have started being reported at \$6-8 premium to the board.

The weekly breakdown of fed cattle moving to the beef processing plants is as follows. 1) formulas 55%; 2) negotiated 20% [both live and flat dressed]; 3) forward contracts 25%. Some of the formula arrangements are week to week negotiated prices and not committed cattle to one plant.

**The Cutout.** The beef cut out was modestly lower in mid week trading. Retail attention is focused on rebuilding of beef inventories before Christmas.

Transportation cost touches every aspect of beef production. The movement is primarily by truck and includes delivery of cattle from farm to feedlot, feedlot to beef plant and finally beef plant to distribution. The decline of oil prices from \$70 to \$50 per barrel is positive for both cost and margins of all participants in the beef space. The 50% grind has been pressuring the composite cutout price. The large price decline is thought to be caused by the continuing large cow slaughter. Both beef and dairy cows are moving to slaughter plants at a rate well over last year.

**Beef Feature Activity Index.** Retailers will plan for the healthy economy to translate into robust sales at the nation's meat counters with beef a feature item for the holidays. The middle meats will lead the way. Ribs have been especially strong this year.

# CLASSIFIEDS

## Farm Equipment

New Holland 717 Chopper, hay and 2 row corn head. \$1000. Older 10' pull behind billion seeder. Rebuilt. \$1000. Nampa, Id Call 208-573-3209.

Challenger MT 755, 2209 hrs, annual service by Western States, Trimble A/S, (reduced) \$125,500; 500hp US Motor, 480 volt, hollowshaft irrigation motor, \$20,000. '74 GMC 10-wheeler truck \$12,000. Call 208-220-5588 or e-mail: deegt@aol.com.

New Squeeze chute, green, hand pull, \$1,300. Midvale, Id 208-355-3780.

Balewagons: New Holland self-propelled or pull-type models, parts, tires, manuals. Also interested in buying balewagons. Will consider any model. Call Jim Wilhite at 208-880-2889 anytime.

## Miscellaneous

Pool table with all accessories \$500, Professional Poker table \$750. Parma, ID 208-989-4205.

Six-foot aluminum sliding patio door. \$100. Idaho Falls, Id. 208-589-1741.

## Real Estate/Acreage

Lot for Sale - 1/2 Acre Country Lot. Build a New Home or New Mfg Hm. City water, Gas, Utilities available. Must obtain all permits. Shelley Area. 208-528-5337. Leave message.

## Wanted

Paying cash for old cork top embossed bottles and some telephone insulators. Call Randy. Payette, Id. 208-740-0178.

Paying cash for German & Japanese war relics/souvenirs! Pistols, rifles, swords, daggers, flags, scopes, optical equipment, uniforms, helmets, machine guns (ATF rules apply) medals, flags, etc. 549-3841 (evenings) or 208-405-9338.

Old License Plates Wanted. Also key chain license plates, old signs, light fixtures. Will pay cash. Please email, call or write. Gary Peterson, 130 E Pecan, Genesee, Id 83832. gearlep@gmail.com. 208-285-1258.

Our Idaho family loves old wood barns and would like to restore/rebuild your barn on our Idaho farm. Would you like to see your barn restored/rebuilt rather than rot and fall down? Call Ken & Corrie 208-530-6466.

# DEADLINE DATES: ADS MUST BE RECEIVED BY DEC. 13 FOR JANUARY PRODUCER

## FREE CLASSIFIEDS

Non commercial classified ads are free to Idaho Farm Bureau members. Must include membership number for free ad. Forty (40) words maximum. Non-member cost- 50 cents per word. You may advertise your own crops, livestock, used machinery, household items, vehicles, etc. Ads will not be accepted by phone. Ads run one time only and must be re-submitted in each subsequent issue. We reserve the right to refuse to run any ad. Please type or print clearly. Proof-read your ad.

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or e-mail Dixie at: [dashton@idahofb.org](mailto:dashton@idahofb.org)

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1 Program 36238: \$500 Bonus Cash offer exclusively for active Farm Bureau members who are residents of the United States. Offer is valid through 1/2/2019 for the purchase or lease of an eligible new 2018/2019 model year Ford vehicle. This incentive is not available on Shelby GT350®, Shelby® GT350R, Mustang BULLITT, Ford GT, Focus RS and F-150 Raptor. This offer may not be used in conjunction with most other Ford Motor Company private incentives or AXZD-Plans. Some customer and purchase eligibility restrictions apply. Must be a Farm Bureau member for 30 consecutive days prior to purchase. Limit one Bonus Cash offer per vehicle purchase or lease. Visit [FordFarmBureauAdvantage.com](http://FordFarmBureauAdvantage.com) or see your authorized Ford Dealer for qualifications and complete details. Dealers please claim #36238 for the Farm Bureau Program in Smart VINCENT.

2 Program 36696 and 33915: \$500 Conquest Bonus Cash offer exclusively for active Farm Bureau members who are residents of the United States. Offer is valid 10/15/2018 through 1/2/2019 for the purchase or lease of an eligible new 2018/2019 model year Ford or Lincoln vehicle. Customer must have a registered 1995 or newer non-Ford/Lincoln/Mercury vehicle in their name for at least 30 days, to be eligible for this additional \$500 incentive. Not available on Shelby GT350®, Shelby® GT350R, Mustang BULLITT, Ford GT, Focus RS and F-150 Raptor. This offer may not be used in conjunction with most other Ford Motor Company or Lincoln Motor Company private incentives or AXZD-Plans. Some customer and purchase eligibility restrictions apply. Limit one Bonus Cash and Conquest offer per vehicle purchase or lease. Visit [FordFarmBureauAdvantage.com](http://FordFarmBureauAdvantage.com) or see your authorized Ford or Lincoln Dealer for qualifications and complete details. Dealers please claim #36696 or #33915 for the \$500 Conquest Bonus Cash in Smart VINCENT.

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