

Subscribe to our weekly California email newsletter at CapitalPress.com/newsletters

California

Five growers to join San Joaquin ag hall of fame

STOCKTON, Calif. — Five area growers will be inducted into the San Joaquin County Agricultural Hall of Fame at a banquet next month.

Sponsored by the Greater Stockton Chamber of Commerce, the hall honors those who have contributed to agriculture and to their community in significant ways. The hall is in its 32nd year.

This year's inductees are:

- Phil Brumley of Escalon, a rancher-turned-almond and walnut grower who started his own agricultural financial services and appraisal service and has been active with the San Joaquin County Farm Bureau and other groups.

- Frank DeBenedetti of Linden, who took over his father's orchard business and served for nearly two decades on an advisory council for Diamond Walnut Growers while being active in numerous civic groups. His father, Fred, was a 1990 hall inductee.

- John Graffigna of Lodi, a second-generation wine grape grower who has also operated produce packing sheds while being involved with the Lodi District Grape Growers Association and other growers' groups.

- James McLeod of Tracy, who was recognized around the world for producing top-quality apricots and walnuts and developed bulk bin shipping methods for fruit and other crops. He also served 22 years as a member and director of the Association of California Water Agencies.

- Paul Polk of Linden, who is being posthumously inducted after developing innovative farming methods while working with his wife's family to produce a variety of crops, including peaches, walnuts, tomatoes and hay. He died in 2007 at the age of 74.

The honorees will be recognized at the annual Agricultural Hall of Fame banquet on Oct. 20 at the Robert J. Cabral Ag Center, 2101 E. Earhart Ave., Stockton.

Tickets are \$45. Call (209) 547-2770 or visit <http://stocktonchamber.org/ag-hall-of-fame/>.

More competition overseas spurs domestic walnut market

By TIM HEARDEN
Capital Press

FOLSOM, Calif. — An increase in walnut production overseas is among the market pressures that reinforce the need for California's walnut industry to boost domestic demand, a top industry official says.

China — once the biggest customer for California walnut exporters — is reportedly expecting a 10 percent increase in its own production this year, while Chilean growers have weathered springtime rains and are anticipating their own record crop, said Dennis Balint, chief executive officer of the California Walnut Commission.

Other factors working against California walnut shipments include the devaluation of Chinese currency and the strength of the dollar, making U.S. walnuts less competitive, and high import duties on U.S. walnuts, the California Farm Bureau Federation notes.

Also in the mix is the fallout from the 2014 labor dispute at West Coast ports, which caused a delay in shipments resulting in customers abandoning contracts and then purchasing walnuts at a lower price, the CFBF explains.

"As their crops grow, they need less of our product," Balint said. "So we open a market like Turkey, which performed very well this past year, but we know there's some political unrest there."

The foreign market pressures come as record yields in California in 2014 and 2015 have left what Balint projects is a 75,000-ton carryover supply, and growers are an-



Tim Hearden/Capital Press

Walnuts are poured into a bin to be trucked off to a processing plant during the most recent harvest in October 2015. The industry is stepping up its efforts to boost domestic demand as prices have fallen in recent months and as overseas markets have become more competitive.

anticipating their third straight record crop this fall.

In all, 670,000 tons are expected to come out of orchards statewide, up 11 percent from last year's production of 603,000 tons, according to the National Agricultural Statistics Service.

The large supplies and increased global competition have led to the first protracted price slide for walnuts in years, as the average price per pound to the grower has dropped from about \$2.05 in 2013 to about 85 cents.

The walnut panel has still had some success in recent months with retail campaigns in several key markets overseas, including in South Korea, where a sales contest at two leading grocery chains in March and April achieved year-to-year sales increases of 140 percent

and 420 percent, respectively, according to a news release.

But the commission has set its sights in recent years on domestic demand, investing more than \$17 million in the last two marketing years on U.S. sales and resolving to spend more in the coming months.

As of 2014, just 22 percent of U.S. households purchased walnuts, according to the CWC. The panel believes an increase to 30 percent of households buying walnuts could use up an additional 70,000 additional tons.

So far, the commission believes its efforts are showing success. After 10 weeks of national cable and spot-market television commercials and eight months of national print and digital ads, year-to-date shelled shipments domestically are up nearly 10 percent, accord-



Tim Hearden/Capital Press File

Dennis Balint, right, chief executive officer of the California Walnut Commission, speaks about the industry as the commission's Jennifer Olmstead listens during a 2013 workshop in Red Bluff, Calif. Balint says the commission is stepping up its domestic marketing efforts to try to offset receding prices.

ing to the panel.

The commission plans another round of print ads beginning October and TV commercials beginning in November.

"We are trying to move more product into the marketplace," Balint said. "We just did fully utilize a crop of 603,000 tons. If someone told me 10 years ago that we could move a crop that size at any price I would have questioned their sanity. There is demand out there, but demand builds more slowly than the crop is developing. That's the concern."

Balint said the industry shouldn't expect lower prices alone to boost demand. More people will try walnuts if they see them in a recipe that interests them or they hear about the nuts' health benefits, he said.

"We need to communicate those things to consumers," he said.



Coastal

www.CoastalFarm.com

PROUD TO SUPPORT Members & Families of 4-H

Albany - Eugene - Roseburg - Woodburn - Cornelius - Oregon City - Gresham - The Dalles
White City - Redmond - Klamath Falls, OR Yakima - East Wenatchee - Auburn - Mount Vernon, WA



39-4/#5



**D. Stutzman
FARMS**

P.O. Box 307 • Canby, OR 97013
888-877-7665
www.stutzmanenvironmental.com

Proud Sponsor
Of 4-H

STUDENT RECEIVES 4-H SCHOLARSHIPS AT LINCOLN COUNTY FAIR



Avista representative Kelly Donohue presents Caleb Singer with a \$500 Avista 4-H scholarship and a \$500 Northwest Farm Credit Services 4-H scholarship at the Lincoln County Fair on Aug. 27. Photo: Karen Robertson

DAVENPORT, Wash. — Caleb Singer, of the Odessa Jr. Livestock 4-H Club, received Avista and Northwest Farm Credit Services 4-H Scholarship certificates during the Rodeo Aug. 27 at the Lincoln County Fair.

In recent years, Avista and Northwest Farm Credit Services created new 4-H scholarships to recognize high school seniors who are 4-H members for their leadership, core values, and who personify the 4-H mission through their 4-H career, project completion and service to their community.

Avista and Northwest Farm Credit Services continue to support livestock sales but have also added this "Scholars" program to create awareness and leadership potential in our 4-H youth, regardless of project areas and interests. This year, high school seniors who were currently enrolled in 4-H with plans to attend a



**Brattain
INTERNATIONAL
TRUCKS**

Proud
Supporter
of
4-H

800-228-4346
1720 Fescue St. SE
Albany, OR 97322
www.brattain.com



Pummel Truck Supply Co.

2310 Hoyt St. SE • P.O. Box 12066
Salem, Oregon 97309
(503) 581-2437
or 1-800-695-6996

2016 Polk Flea Market Dates

First Sundays of the Month
9am-3pm
Sat. set-up 12pm-3pm
October 2
Adult Admission: \$1
12 and under: FREE
FREE PARKING



Deb Thomas, Owner • Cell: 503-428-8224
www.polkfleaemarket.com • polkproductions@minetfiber.com

two- or four-year college were encouraged to apply for these scholarships. 4-H applicants from Adams, Asotin, Ferry, Grant, Klickitat, Skamania, Spokane, Stevens, Whitman or Lincoln counties were eligible to apply. Kelly Donohue, Avista representative, presented Caleb with the certificates for a \$500 scholarship from Avista and a \$500 scholarship from Northwest Farm Credit Services.

A 4-H member for 10 years, Caleb is enrolled in the Beef Project in the Odessa Jr. Livestock 4-H Club and selection was based on his project activities as well as leadership and community service participation. Caleb plans to begin his college education at Spokane Community College with the goal to get a criminal justice degree to ultimately pursue a career as a Washington Fish and Game Warden. His parents are Jennifer and Roland Singer of Odessa, Wash.

Lincoln County 4-H'ers have several 4-H scholarship opportunities through the local and Washington state 4-H programs that are made possible by donations from various organizations, businesses, individuals and families. WSU Lincoln-Adams Extension and the Lincoln Co. 4-H Leaders' Council thank the leaders who help mentor 4-H'ers, and sponsors that help support the 4-H program.

The WSU Extension 4-H Youth Development Program is developing young people to become productive citizens who are engaged in positive change, meeting the needs of a diverse and changing society. 4-H is open to all youth between the ages 5 and 19 without discrimination. More information is available on extension.wsu.edu/lincoln-adams/ or at 509-725-4171 or 509-659-3209.



**Branson
TRACTORS**

Proud
Sponsor
of 4-H



THE TRACTOR STORE
(541) 342-5464
5450 W. 11th, Eugene, OR
www.capitalpress.biz/hosted/tractorstore

Proud to
Support 4H





JTI Supply Inc.
Storage Solutions
New Location!
33935 Hwy 99E, Tangent, OR
(541) 928-2937
1-800-982-1099
WE DELIVER ANYWHERE!
www.jtisupply.com



Stockland Livestock Auction wants to thank and congratulate all the dedicated 4H groups making a difference.

Your passion for agriculture is the future of our industry.

Stockland

LIVESTOCK AUCTION

"We'll work hard for your business and harder to keep it."

CALL ANY TIME!

FOR INFORMATION OR TO CONSIGN:

- Kale McGuinness 508-703-3981
- Jack McGuinness 509-703-3982
- TOLL FREE 800-372-6845