



Company/CEO Update ~ Shawn O'Connell

By now, I hope most of you have had a chance to watch the presentations the PNW staff put together for our virtual grower meeting. If you have not, please go to pnw.coop and take the time to watch these videos. Everyone did a fantastic job with a tremendous amount of useful information.

I am not sure where the time goes anymore. One day we are in the middle of harvesting the biggest crop we have ever seen and the next minute we are looking at harvest starting again in 5 months. We still have a lot of grain to ship over the next several months, but we are on track to get done just before harvest starts.

With only 4-5 months left before harvest we will be spending our time wisely as we have several projects that will be started in the next few weeks. Right after harvest we sat down as a group and identified areas where we need to focus on improving. Even though the list is long and impossible to complete in one year we found several areas where we wanted to start.

- 1.) Garfield** - We have more than doubled the lifting capacity at Garfield. Between the concrete elevator and the crib house we can lift almost 14,000 bushel per hour. This means your truck will get back to the field faster.
- 2.) SRT** – We will be adding a scale before the pit, so trucks do not have to back up to dump in the pit. Also, we will be adding a kiosk system like our Dusty station to help facilitate the paperwork process and decrease your wait time on the scale. We expect to increase lifting capacity by 20% with these few changes. More trucks dumped per hour means faster return time back to the field.
- 3.) Ewartsville** – We will be installing a pit and a 12,000 bu/hr leg. It will be installed between the steel tanks and the ground pile. This will allow us to quickly dump any size truck (no more backing up to a belt conveyor!!!!). This will be used for grain only; pulses will still have to be dumped inside the crib.

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Company/CEO Update ~ Shawn O'Connell

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- 4.) **Genesee** – We are installing a reclaim system in one of the ground piles that will allow us to load trucks at harvest. By doing this we can continue to dump on the ground pile and use the 16,000 bu/hr lifting capacity until harvest is completed.
- 5.) **Spangle** - Reconstructing the open pit to allow grain to flow freely into the leg. This will increase lifting capacity from roughly 4,500 bu/hr to over 10,000 bu/hr
- 6.) **McCoy** – We will be adding the same kiosk system that we have at Dusty. This system has been proven to be easier to use and help decrease your wait time on the scale. We will also be adding another grain probe that will be located by the outbound scale. We feel by having the probe located by the outbound scale allows better traffic flow for both inbound and outbound trucks.

I am really excited about these projects. Everything we are doing is designed to be able to return your truck back to the field faster, so your combine isn't sitting idle waiting for trucks. I hope you will realize the benefits of these improvements this coming harvest.

I know a lot of members are still asking about the status of our finances. This is understandable, especially after these last two years. Please keep in mind our fiscal year ends on May 31st. So, we still have 4 months to go before we can close out our year. However, I am very pleased to report that we are doing very well and showing a strong positive number and I expect our profitability to improve even more by our fiscal year end. I am looking forward to sending out patronage checks this coming July. It is because of our members continued support and the determination of our employees that have helped turned things around. I want to personally thank each and everyone for your continued support. I am looking forward to the end of a great year and the beginning of an even better year.

Seed Varieties We Are Offering This Spring

Soft White Spring Wheat: Ryan, Seahawk, Tekoa, WB 6121, Whit, JD and Melba

DNS: WB 9668, WB 9303 and AP Renegade

Barley: CDC Connect, Lenetah and Haybet Hay Bly. Also carrying Ottana Oats.

Canola: CP9978TF & CP955RR

Peas: Banner, Aragorn & Ginny

Lentils: Pardina & Brewers

Chickpeas: Billy Beans, Nash, Sierras & Sawyers

Seed/Agronomy ~ By Kyle Renton

For being in a La Nina weather pattern, our predicted “cold/wet” winter had not materialized...until now! As I write this, we have a 12-14” of snow in Genesee and still snowing. We were fortunate to have snow cover on the Southern Palouse when the polar vortex moved in the 2nd week of February. Time will tell if there was winter damage on the Northern Palouse but if any damage occurred, it should be isolated on the ridge tops where the wind chill was the lowest. Fortunately, the wheat should have hardened off with it gradually getting cold. We do have a good supply of Whit or WB 6121 in reserve if some reseeding has to occur.

As of right now, most of our growers have their spring grain choices locked in along with record acreage of canola due to strong market values of both crops. Pulses, being the slowest to react to stronger commodity have many producers scratching their heads on what to grow. We hope this letter will help clear the water. Due to COVID, we didn't have our In-Person Grower's Meeting. Instead, we all stared at our computer screens and posted our recorded presentations on our website: pnw.coop The Grower Meeting Link is on our main page and clicking on it will take you to all of our individual presentations located on the Agronomy Page of our website. Last, you no longer need a password or login to view anything on the agronomy site. Many growers liked the virtual format other than they missed visiting with their neighbors or downing a few donuts with coffee...next year!

Instead of filling four pages of variety descriptions like I normally do, I encourage you to watch the presentations or scroll through our Research Compendium to form your own opinion on what to grow this coming year. Jake Gelineau's winter wheat presentation was filled with a ton of information including several new ww varieties we will be offering next fall. We plan to do a similar video/presentation late August/Early September go over our 2021 plot results to assist in your decision making on what to plant. We have over 40 new winter wheat lines we are currently testing plus another 40 commercial varieties that are currently available. Last, we will be having our in-person summer field days at Oakesdale and Genesee that will have pesticide credits and food! It's a great time to visit and should give you quick glimpse of the up and comers. As I write this, we should still be able to get you any variety you may choose for pulses or spring wheat, and we still have some canola seed tucked away. Already mentioned, but we do have additional spring wheat seed sourced if there is some winter kill. We will send out our seed counts when we get closer to spring work.

Last, I'm happy to announce our 2020 Summer Intern, Shannen Ney, will be joining the staff after graduating from the U of I in December. He will be the Johnson/Colton/Chambers/Pullman regional manager assisting in seed, harvest, marketing, and agronomy. Shannen worked in Genesee during high school with maintenance, shoveling bins and dumping trucks at harvest. The past 3 summers he worked for a local Genesee Grower. Shannen recently got married to his wife Sarah, who works for the City of Moscow and their excited to raise their family on the Palouse. He's a great guy and will help fill the shoes of Jerry Mraz who retired a year ago. I look forward to working with him in the future and introducing Shannen to all you growers this coming summer.



2021 Seed Treat Packages

We are excited to announce Teraxxa received Washington Registration the end of January and received Oregon Registration the first week of February. Idaho finally approved Registration the 2nd week of February. We worked closely with BASF to get this product to the market and excited to be able to offer it this spring. Teraxxa has a new active ingredient, Broflanilide, that eliminates wireworm. All our barley and soft white spring will be treated with Teraxxa F4, Relenya and generic Gaucho. This package also includes a strong fungicide package, and with the addition of this new insecticide will reduce wireworms in your field by up to 90%! This new package increases your seed costs roughly \$2/acre but your ROI for the current spring grain crop, plus following crops, will greatly improve. With the late Idaho registration, we are currently treating DNS in Genesee with our PNW Grand Slam with a high rate of Imidacloprid and Lumivia. It is a new insecticide from Corteva containing the active ingredient Chlorantraniliprole. It too will cause good wireworm mortality. JD club wheat does not have hessian fly resistance, so we chose to use this package on it as well to help control early season hessian fly. Due to higher wheat prices for our seed production and using these new insecticides, our average spring wheat seed is a \$1.00/bu higher than last year. But we have seen up to a 30-40 bu/acre yield increase in those areas of your fields where wireworm populations are high. Not only do wireworms impact yield, but the other issue these thinner stands cause is weed escapes. Did you notice how many spring grain fields last year broke to Italian rye, wild oats or dog fennel in the wetter draws where wireworm thinned the stands? Below are the results of our 2020 wireworm trial at Genesee.

Regarding our barley seed, we have chosen to use Teraxxa as well. Even though wireworm do not have near the economic impact on barley, eliminating wireworms in your field will only help your subsequent crops as well. In addition, our CDC Connect malt barley seed production had to be contracted in Canada last year greatly increasing costs. We are happy to announce though that we recently obtained a license to raise our own Connect seed for next year which will substantially bring down seed costs.

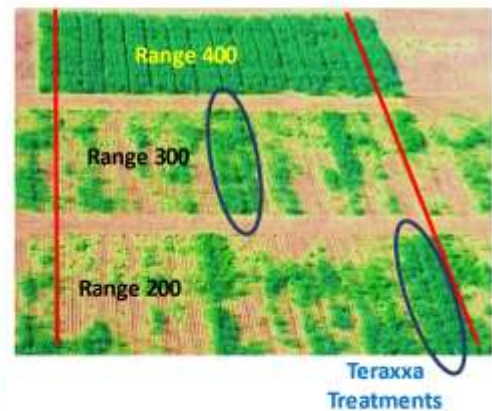
2020 PNW Genesee Spring Grain Insecticide Trials

WB 9668 DNS w/ 25 plants/foot sq

Seeded March 24th, 41F Soil Temp, Emergence 4/21



Entry	Treatment	200 & 300	400	200,300,400
		Yield	Yield	Ave Yield
214	Teraxxa F4/Relenya/Poncho	94.4	121.0	103.3
213	Teraxxa F4/Poncho	85.9	117.4	96.4
206	ALB 6 - Fiprinol	76.8	122.8	92.2
212	SY 2 - 1.33 Cruis/Vib	67.8	119.2	84.9
209	ALB 9 - Wireworm	63.8	110.7	79.5
211	SY1 - ST3 1.33 Cruiser	49.9	116.8	72.2
208	ALB 8 - Wireworm	44.5	114.3	67.8
210	ALB 10 - Wireworm	48.7	103.5	67.0
204	ALB 4 - Wireworm	26.3	117.4	56.7
203	ALB 3 - Wireworm	27.8	110.1	55.3
207	ALB 7 - Wireworm	25.4	112.5	54.5
205	ALB 5 - Wireworm	24.2	115.0	54.5
202	ALB 2 - Wireworm	28.7	99.8	52.4
201	ALB 1 - Wireworm	29.6	97.4	52.2
	MEAN	49.6	112.7	70.6
	SDEV	24.3	7.7	17.8



2021 Seed Treat Packages ~Continued

Unfortunately, Teraxxa or Lumivia is not yet labeled on pulses which would greatly help all you lentil growers. For lentils, we will continue to go a higher rate of Imidacloprid and will again use Intego for aphanomyces root rot suppression. This oomycete fungicide increased yields up to 400 lbs/acre in our previous years' trials.

Our large chickpea seed, both Sierra and Nash will again have Intego for metalaxyl-resistant Pythium. This one fungicide alone adds \$3-4/acre in additional seed costs, but there were numerous competitors fields last year that had numerous ½ acre "holes" due to seed decay when Intego is not used for Pythium protection. In addition, we are going to use a maximum TBZ (thiabendazole) rate of 2 oz/cwt and adding Rancona for Ascochyta blight. This should provide early season protection from blight seeing how we will have heavy infection carrying over from last year's chickpeas. The other product we will be treating on both our small and large chickpea varieties is LALRise, a new Bacillus product offered from Lallemand. This will be applied on the seed along with our seed treats and will live on the seed up to 1.5 years after application. This bacterium feeds on mineralized phosphate making it available to plant and increasing yields from 80-200 lbs/acre. No longer will we need to use Tagteam and this option gives us about a 35% savings per acre over Tagteam. We will also be offering Lallemand brand chickpea inoculants, either peat (LaFix Duo ST) or liquid (LaFix Duo SL). We were able to get this bought in at a comparable price to our traditional inoculants, but this high-quality inoculant has a 2X or greater population of rhizobium per bag!

One of the advantages of having our own research/trialing program is the ability to test an array of seed treat products and rates. Since we do not offer treat on demand, we carefully choose products/rates that will give you at least a 4 to 1 return on your seed treat investment. Our ultimate priority is selling the best genetics with the best possible treat packages. If you've been considering adding additional products to your seed, Jake Gelineau has come up with a solution for those interested!

Seed Ordering/Seed Outlets

I know I'm biased, but I honestly feel we have the best seed/field staff in the industry and provide the best quality seed in the market at a competitive price. We spend a lot of time/effort to ensure that your seed is weed free, has great vigor and is treated with the best protection available. So please consider PNW for your seed needs this Spring and contact any of the following individuals for advice or to place an order. We will continue to allow seed returns at each of our locations with the exception if seed has been contaminated. Canola seed can only be returned in un-opened bags. Thank you for your business!

PNW Seed Locations

- Genesee East End Elevator: Wes (208791-3323) & Tony
- Chambers: Mark Hiesel (208) 669-0993
- Steptoe: Daniel, Ronny & Bryce. (509) 397-4664
- Garfield & Oakesdale: Josh Kelnhoffer (509) 288-1590
- Tensed: Keith Sczenski (509) 290-1962
- Rosalia: Rob & Steve (509) 995-9035
- Fairfield: Randy & Tim. (509) 283-2333
- Billing/AR/AgCelerate: Brian Sloat & John Kromm. (866) 986-2008
- Agronomy or Seed questions: Kyle Renton. (208) 791-1116



Agronomy Advice:

Mike Devoe (208) 790-2666; Jay Rubin (509) 595 -8265; Jake Gelineau (208) 553-8617
 Kyle Renton (208) 791-1116; Josh Kelnhoffer (509) 288-1590; Keith Sczenski (509) 290-1962

Garb Inoculant Update/Tailgate Applicators ~ Jake Gelineau

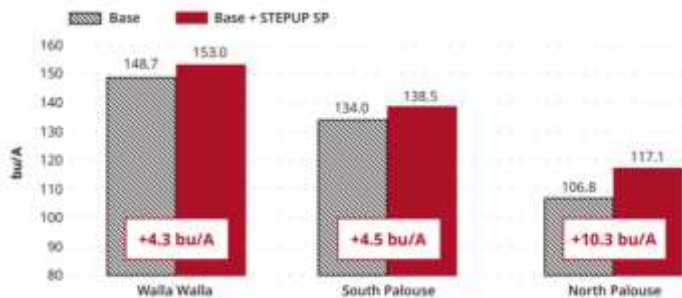
New for this spring we will be offering an option for liquid inoculant on chickpeas. We will be carrying products from Lallemand for both liquid and peat inoculants. The peat-based products may offer a slight advantage over liquid under prolonged cold soil conditions. An example of this would be if it turns cold after planting and the seed sits there for several weeks before germinating. The liquid product adds convenience and consistency of application. The liquid product can be applied using an application tank that will be available to purchase from us. These are 10-gallon cone bottom tanks with a shurflow pump that runs a spray tip applying inoculant to the seed before it enters the drill box. The applicator can be mounted to the seed truck or the drill if running a seed cart. I built a couple of these to test last year and we had them in service for about 2,000 acres of Nash. AgPro in Lewiston is going to build replicas of these for us. Wilber-Ellis has graciously agreed to cost-share ¼ of the price and we will cover ¼ as well. Grower cost will be approximately \$300 and will be added to your seed bill if you want one. Both growers who had these for testing last year loved this system and will not go back to the peat bags. We are by no means saying growers must make the switch, in fact we are anticipating most growers will stick with the peat for this spring. The idea is to give an option for liquid as it is not being applied at the seed plants like we have done in the past.

The other nice thing about these applicators is the other possibilities for use. We will be offering two products that could go on your wheat crop this spring or fall. The first is a micronutrient package from Wilber-Ellis called STEPUP SP (pulses are also on label, but testing will need to be done to see if it will be compatible with inoculant). This is a nutritional seed treatment containing protein hydrolysate obtained from proteins and amino acids, soluble potash, Manganese and Zinc. The formulation is 4% N, 4% K₂O, 2.5% Mn (Chelated), and 2.5% Zn (Chelated). Chelated formulations encapsulate Mn and Zn enabling them to stay plant available instead of being tied up in the soil. This product results in enhanced germination and growth, increased respiration, stimulates root development, and helps with disease tolerance. Maybe a nice addition on your spring wheat? Available in 2.5 gal jugs at \$156/gal at a 1oz/cwt rate. Total cost is \$1.25/acre for spring cereals.

We are also offering a liquid Zinc product from Wilber-Ellis called STEPUP Zn. This micronutrient product contains 7% N and 9% Zinc with both EDTA and IDS chelates. Chelated Zn will move with rainfall and remain active and available to plant roots. This product can be used in conjunction with STEPUP SP. In addition, there are several different nutrient or biological products in the market that several of you have expressed interest in the past, and now you would have the opportunity to self-apply these seed treat products or even have your own on-farm research trials if so desired. StepUp Zn – 2.5 gal jugs at \$60/gallon at a 4 oz/cwt use rate. Total cost is \$1.85/acre for spring cereals.

Enhances Growth and Stimulates Development

STEPUP SP 4-Year Average Performance on Winter Wheat (2016-2019)



STEPUP SP and Zn 2-year Yield Average on Spring Wheat



Garb Inoculant Update/Tailgate Applicators ~Continued

Another change this season is we are using another Lallemand product called Techno Start that contains Bacillus. This product will go into the slurry tank alongside the fungicide at the seed plant and will remain viable on the seed for 18 months. Techno Start contains a rhizobacteria (*Bacillus velezensis*) that helps the plant solubilize both organic and inorganic Phosphorus making it more available in the soil. This eliminates the need to use TagTeam which also contained Bacillus enabling us to use a more cost-effective peat or liquid rhizobium. This product will be included on all our chickpea seed for 2021 and is included in our seed price.

Confused or need a bit more information? There is a PowerPoint presentation recorded on our website where I walk through what your options are this spring for inoculant. We do have a time constraint on figuring out interest for the liquid inoculant and applicators as we need to get the applicators made and ensure we have enough liquid inoculant available. We encourage you to reach out to your field staff contact or local office if you want to pursue this option. We will also be reaching out so we can get it figured out as soon as possible. I would be remiss if I didn't mention pricing as this may affect your decisions as well. The liquid product is more expensive. The peat option equates to \$1.47/cwt (\$22/bag for 1,500 lbs of seed) while the liquid option works out to \$3.10/cwt (\$310/bag for 10,000 lbs of seed). Is it worth paying up to go liquid? I think for growers covering a lot of acres it makes a lot of sense, you set the pressure and once its dialed in you can pretty much forget about it. The nice thing is this product does not change viscosity with temperature change, so flow is extremely consistent. In the end it is what makes the most sense to you. If you have any questions or would like to get an applicator ordered, please give me a call at 208-553-8617. Have a great spring!
 Jake Gelineau



Wheat Market Update ~ Randy Olstad

China, Covid and world weather are the driving topics in the market today.

1.) China world grain demand has been something that U.S. producers have been dreaming about for a long time. It seems like China has a bottomless need for corn, beans, and wheat. China hog operations have been growing at a good clip and China has been selling their wheat reserves into their domestic market at values higher than world values. The wheat of choice so far for China has been SWW for the simple reason its cheapest. DNS exports to China have been limited due to the ergot grade factors. This has put Canada in the forefront in DNS exports to China.

2.) Covid has disrupted grain shipments around the world. Importing countries are wanting to build the grain reserves and are chasing the market somewhat.

3.) Brazils dry spring crop conditions made for late plantings and now those late plantings are leading to a late harvest. This could swing more demand for Corn and Soybeans to the U.S. until the South American crop can be harvested and shipped. Argentina is dry and need of rain. Russia had a large 2020 wheat crop, but they went into winter dry and experienced extreme cold weather. Russia now has a 38% export tax on their wheat to keep their domestic values lower. The U.S. weather hasn't been much better in the Midwest. Montana did see some early October snow but since then has been on the dry side. Western Kansas and Colorado have been dry this winter. Then last week we saw a cold blast that took temps to extreme lows all the way down to Brownsville, Texas. This storm system did bring snow with it. But when 18% of the Texas crop headed out how good is a little snow?

We haven't seen grain values this high since 2012/13 and it's too early to predict what kind of winter kill percentage has been done in the midwestern U.S. "I have been told that wheat is a weed and is hard to kill," we will see. But will we see the China demand will continue? The Australian wheat crop was close to a record this year at 33 million metric ton and will be an export force in months ahead. We are seeing increased seeding in U.S. corn, soybeans, wheat, and canola. With decreases in pulses.

Corn and soybeans will be the go-to crops in the Midwest this year. After that you will see a big increase in Canola acres in Montana, North Dakota, Idaho, and Washington. I see DNS and pulses losing acreage in these states and could be the sleeper markets in the coming months into next year.

Canola/Barley Update ~ Riley Brown

Malt: PNW will be offering malt barley contract at, \$200/ton on the 1st 3000 lbs, Variety is Connect instead of Copeland. Malt barley is one of the few spring crops that has not experienced a strong rally in the last six months. The reason being feed and veg oil demand has been substantial while Covid restrictions have left malt demand stagnant at best. Rumors in the marketplace that China has bought 1 million metric tons of feed barley from Canada and 2 million metric tons from France which points to them still having strong feed demand into next crop year. With malt and feed values getting closer it means maltsters either need to hope there are enough growers committed to their rotations to maintain production or they will need to compete to make sure their acres get into the ground.

Canola: Looking at the charts for canola, corn, soybeans, and palm oil there has been a major push to the upside over the last few months, to the point where the market is incredibly tight and is rationing old crop demand by continuing to push the price higher. The main culprit for the rally is China, they have had a huge appetite for oilseed crops and veg oil pushing the prices higher as they try to supplement a weak domestic corn crop while growing their pig herds. We will see an expansion of acres locally. Logistics will play a big part this year, having a home at harvest time and a backup plan are advisable given the drastic year-over-year increase.

Pulse Market Update and 2021 Spring Pulse Program ~ Mac Reynolds

Spring is almost here, and it is time to evaluate your options for pulse crops this year.

With the current values on wheat and canola it is a little disappointing to see that pulse crops have been slow to react to the increased demand we are seeing for US products. On the garbanzo market we look to India for direction. This year India has a 4.4% increase in planted garbanzo acres over last year, however, industry estimates have the area of large kabuli garbanzos seeded down 13% from last year. The reduction in India's large kabuli acreage should help increase demand for US Chickpeas.

China continues to be a good market for US Green Peas. Buyers like our varieties and quality that they are purchasing and are willing to pay up for the peas relative to other origins. As we move towards the end of our shipping season and transition into new crop there should be some additional opportunity for increased values. I do not anticipate a huge upswing in pea values, but 2-3 cents above current market values should be in the cards.

Lentil markets continue to be sluggish, as we move into new crop, I anticipate values will start to increase. Vessel delays have caused shipments to arrive later than anticipated for our international markets and buyers have their nearby needs covered. Buyers will be looking to cover in their needs this summer before harvest and that should help prices as we get into May and June.

We are seeing a bit of a transition in feed markets as well. Due to the relatively high values of corn and soybeans many feeders are turning back to pulse crops as an alternative feed source. As we move into the summer months this should help reduce remaining supplies and give support to better new crop values across the board.

Despite the mess that is global logistics we continue to see demand for US Pulse Crops. Recently we have started to see prices appreciate in peas and garbanzos and I think as we get into summer there will be an opportunity for prices to come up a little more. For the near-term, logistics struggles will keep the lid on prices but as we get into late summer we should (hopefully) see vessel schedules start to normalize and help keep cargo moving at a more normal pace.

PNW Pulse Program Spring 2021

Garbanzos

Nash/Sierra/Sawyer

1st 500 pounds of production at \$28/22/5

Billy Beans

1st 1,000 pounds of production at \$20/cwt

All Billy Beans will be contracted at this level

Billy Beans Optional

Up to next 750 Pounds of production at \$15/CWT

Green Peas

1st 500 pounds of production at \$14/CWT

Lentils

Lentil program coming soon.

SWW SPRING - 8 year ave

U of I/WSU/PNW



	2013	2014	2015	2016	2017	2018	2019	2020	8 year AVE
WSU RYAN		76.0	54.0	86.0	61.0	103.0	95.0	124.0	85.6
WSU TEKOA		79.0	47.8	91.0	53.4	104.9	92.0	125.0	84.7
WSU SEAHAWK		74.0	48.0	89.0	58.5	101.0	88.0	115.0	81.9
WB 6121	75.6	74.0	50.7	84.0	55.0	102.0	88.0	116.0	80.7
WHIT	74.5	76.4	51.3	79.0	57.0	98.0	83.0	116.0	79.4
JD	70.5	72.1	48.1	83.0	56.0	79.0	87.0	114.0	76.2
MELBA	70.7	69.1	51.0	79.0	54.0	76.0	81.0	116.0	74.6
Year AVE:	72.8	74.4	50.7	84.4	56.4	94.8	87.7	118.0	80.4



DNS - 8 year ave

U of I/WSU/PNW




	2013	2014	2015	2016	2017	2018	2019	2020	8 year AVE
AP RENEGADE						101.0	79.5	114.4	98.3
WB 9303							71.5	106.0	88.8
WSU GLEE	78.2	77.0	52.8	79.0	56.0	98.0	73.1	110.0	78.0
ALUM		70.0	48.0	79.0	55.0	90.0	69.7	100.0	73.1
WB 9518	72.5	72.0	49.3	78.0	48.5	80.0	67.1	100.7	71.0
WB 9668	71.0	70.0	47.5	75.0	49.0	78.0	62.3	104.4	69.7
Year AVE:	73.9	72.3	49.4	77.8	52.7	89.4	70.5	105.9	72.9



BARLEY - 8 year ave

U of I/WSU/PNW



	2013	2014	2015	2016	2017	2018	2019	2020	8 year AVE
CHAMPION	5326	4405	3830	5997	4069	6086	5276	7045	5254
LENETAH	4922	4254	3827	6019	4394	6067	5248	6925	5207
CONNECT					3360	5697	4844	6083	4996
COPELAND	4583	3866	3331	5794	3263	5351	4675	6000	4608
HAVENOR BG					3520	5462	4544	4782	4577
SALUTE BG					3490	5152	4711	6424	4944
Year AVE:	4944	4175	3663	5937	3683	5636	4883	6210	4781



CHICKPEAS - 8 year ave

U of I/WSU/PNW


	2013	2014	2015	2016	2017	2018	2019	2020	8 year AVE
Billy Beans	3328	1501	1780	2883	1765	3023	3216	2763	2532
Frontiers	2654	1475	1650	2710	1817	3280	2627	2569	2348
Bronics	3102	1468	1750	2605	1830	2626	2908	2234	2315
Sawyer	2420	1424	1390	2650	1452	2784	2856	2299	2159
Nash	2350	1310	1330	2510	2017	2265	2552	2118	2057
Sierras	2342	1381	1220	2280	1251	2080	2352	1880	1848
WA 043C						2623	3246	1944	2604
Year AVE:	2699	1427	1520	2606	1689	2669	2822	2258	2266



PEAS - 8 year ave

U of I/WSU/PNW

	2013	2014	2015	2016	2017	2018	2019	2020	8 year AVE
BANNER	2440	2135	1910	2694	1987	3536	3746	4116	2821
HAMPTON	2490	1997	1870	2615	1863	3301	3739	4137	2752
GINNY	2750	1930	1900	2214	1770	3358	3820	3935	2710
ARAGORN	2260	2059	1900	2844	1924	3568	3200		2536
COLUMBIAN	1600	1566	1470	1682	1304	2444	2129	2907	1888
Year AVE:	2308	1937	1810	2410	1770	3241	3327	3774	2378



LENTILS - 7 year ave

U of I/WSU/PNW

	2014	2015	2016	2017	2018	2019	2020	7 year AVE
PARDINA	1322	1000	2017	1048	1704	2033	2119	1606
MORENA	1341	975	1854	956	1490	1883	2295	1542
MERRIT	1059	940	1791	825	1457	1888	1671	1376
BREWER	1101	870	1756	718	1466	1941	1594	1349
Year AVE:	1206	946	1855	887	1529	1936	1920	1363



CANOLA - 8 year ave

U of I ONLY

	2013	2014	2015	2016	2017	2018	2019	2020	8 year AVE
CP 930RR	2737	2195	2213	2838	1838	2433	2777	3826	2607
CP 955RR	2499	2420	2185	2863	1733	2611	2840	3659	2601
Year AVE:	2618	2308	2199	2851	1786	2522	2809	3743	2604

new crop 2/11/21

Enterprise Budget for 2020 (Estimated average yields & prices)

Inputs/Acre	Feed Barley	BREWERS	PARDINAS	Malt Barley	GREEN PEAS	CLUB	HRSW	SWSW	BILLY BEANS	SIERRAS	RR CANOLA	NASH
Seed Rate: lbs/acre	90	70	40	85	165	90	105	100	125	140	4	150
Seed: \$/LB	\$ 0.265	\$ 0.400	\$ 0.400	\$ 0.310	\$ 0.350	\$ 0.295	\$ 0.333	\$ 0.313	\$ 0.375	\$ 0.540	\$ 11.50	\$ 0.590
\$/ACRE	\$ 23.85	\$ 28.00	\$ 16.00	\$ 26.35	\$ 57.75	\$ 26.55	\$ 34.97	\$ 31.25	\$ 46.88	\$ 75.60	\$ 46.00	\$ 88.50
Inoculant		\$ 1.17	\$ 0.66		\$ 2.75				\$ 2.25	\$ 2.50		\$ 2.60
Fertilizer: 80-15-20	\$ 65.55			\$ 65.55								
\$50/lb 100-15-20						\$ 75.50		\$ 75.50			\$ 75.50	
Average 130-15-20							\$100.55					
150-15-20												
Fungicide: MiCrop 7oz	\$ 6.45	\$ 6.45	\$ 6.45	\$ 6.45	\$ 6.45	\$ 6.45	\$ 6.45	\$ 6.45	\$ 9.21	\$ 9.21	\$ 6.45	\$ 9.21
MiCrop (10oz)												
Airplane ?												
Herbicide: Affinity	\$ 4.45			\$ 4.45		\$ 4.45	\$ 4.45	\$ 4.45				
Huskie	\$ 10.78			\$ 10.78		\$ 10.78	\$ 10.78	\$ 10.78				
Axial Bold	\$ 16.99			\$ 16.99		\$ 16.99	\$ 16.99	\$ 16.99				
Stinger												
Sharpen(2oz)					\$ 11.71				\$ 11.71	\$ 11.71		\$ 11.71
Valor (1oz)					\$ 7.00				\$ 7.00	\$ 7.00		\$ 7.00
Lorox (1.25#)	\$ 28.88	\$ 28.88	\$ 28.88									
Sencor(4oz)	\$ 3.75	\$ 3.75	\$ 3.75									
Clethodim	\$ 10.00	\$ 10.00	\$ 10.00		\$ 10.00				\$ 10.00	\$ 10.00		\$ 10.00
Insecticide: Imidan												
Dimethoate		\$ 6.25	\$ 6.25		\$ 6.25							
Warrior					\$ 3.00							
Airplane ?		\$ 9.00	\$ 9.00		\$ 9.00							
Non -Select Roundup	\$ 5.00	\$ 12.00	\$ 12.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 12.00	\$ 12.00	\$ 9.10	\$ 12.00
Gramoxone												
Sprayer									\$ 9.00	\$ 9.00		\$ 9.00
Total Expense :	\$133.07	\$105.50	\$ 92.99	\$135.57	\$ 116.91	\$ 145.72	\$179.19	\$ 150.42	\$ 108.05	\$137.02	\$ 137.05	\$ 150.02
Average Yield (lbs):	4,947	1,214	1,445	4,378	2,539	71	69	76	2,279	1,663	2,474	1,851
Average Net Price:	\$ 0.064	\$ 0.260	\$ 0.220	\$ 0.083	\$ 0.1400	\$ 5.90	\$ 6.61	\$ 5.90	\$ 0.180	\$ 0.266	\$ 0.185	\$ 0.276
Est. Price:	\$160	\$ 0.260	\$ 0.220	\$200.00	\$ 0.1400	\$ 6.65	\$ 7.36	\$ 6.65	\$ 0.200	\$ 0.280	\$ 0.178	\$ 0.280
Gross Income:	\$316.61	\$315.64	\$ 317.90	\$361.19	\$ 355.46	\$ 418.90	\$456.09	\$ 448.40	\$ 410.22	\$442.36	\$ 457.69	\$ 510.88
Net Income:	\$183.54	\$210.14	\$ 224.91	\$225.62	\$ 236.55	\$ 273.18	\$276.91	\$ 297.98	\$ 302.18	\$305.34	\$ 320.64	\$ 360.86

new crop 2/11/21

* Does not account for insurance, land rent, fuel, machinery and operating expenses

* The brand pesticides or fertilizer rates listed doesn't mean a preference and prices may vary

* Chickpea: fungicide application made only once at time of grass herbicide application, Extra Roundup costs for burndown



STEPTOE: 509-397-4664	ROSALIA: 509-523-5061
FALLON: 509-878-8202	FAIRFIELD: 509-283-2333
GENESEE: 208-285-1729	GARFIELD: 509-635-1227
CHAMBERS: 509-334-4632	OAKESDALE: 509-285-5516

SPRING 2021 SEED PRICES

SOFT WHITE WHEAT - *Teraxxa F4 + Releya + Imidacloprid + Treat Safe*

CERTIFIED WHIT	\$	17.50	/BU	
CERTIFIED SEAHAWK (PVP)	\$	18.75	/BU	
CERTIFIED RYAN (PVP)	\$	18.75	/BU	
CERTIFIED TEKOA (PVP)	\$	18.75	/BU	
CERTIFIED WB 6121 (PVP)	\$	19.10	/BU	
CERTIFIED AP COACHMAN (PVP)	\$	19.50	/BU	
CERTIFIED JD (CLUB WHEAT)	\$	17.70	/BU	W/ Lumivia & 1.8 oz Resonate
CERTIFIED MELBA (CLUB) (PVP)	\$	18.90	/BU	For wireworm & Hessian Fly
CERTIFIED WB-HARTLINE (PVP)	\$	19.00	/BU	

HARD RED SPRING - *PNW Grand Slam w/ Lumivia & 1.8 oz Resonate + Treat Safe*

CERTIFIED WB 9303 (PVP)	\$	20.15	/BU
CERTIFIED WB 9668 (PVP)	\$	20.00	/BU
CERTIFIED AP RENEGADE (PVP)	\$	19.70	/BU

BARLEY - *Teraxxa F4 + Releya + Imidacloprid + Treat Safe*

CERTIFIED AAC CONNECT (PVP)	\$	620.00	/TON
CERTIFIED LENETAH	\$	530.00	/TON

LENTILS - *PNW Home Run w/ Intego, TBZ & 1.0 oz Resonate*

SMALL BROWN LENTILS	\$	40.00	/CWT	1.5 lbs.Return & \$15.00/CWT (TREAT)
BREWER	\$	40.00	/CWT	

PEAS - *W/ PNW Home Run & Imidacloprid*

BANNER (PVP)	\$	35.00	/CWT	1.6 lbs.Return & \$4.00/CWT (TREAT) PLUS \$3.20/CWT (ROYALTY ON BANNER)
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(PEAS DEFERRED UNTIL OCTOBER 10th, ADDITIONAL \$0.50/CWT)

L. CHICKPEAS - *PNW Home Run, High TBZ, Rancona, Intego, Polymer & Bacillus Bacterium*

SIERRA	\$	54.00	/CWT	** ADD \$2.00/CWT FOR
NASH (PVP)	\$	59.00	/CWT	DEFERRAL UNTIL OCTOBER 10th
** SEED EXCHANGE - 1.5 LBS RETURN PLUS \$17.50/CWT TREAT (A & B BEANS) PLUS \$3.50/CWT (ROYALTY ON NASH)				

S. CHICKPEAS - *PNW Home Run, TBZ, Rancona, Polymer & Bacillus Bacterium*

BILLY BEANS	1.25	LBS FOR 1.0 LBS RETURN + \$15.00/CWT TREAT
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MISSION STATEMENT

PNW is a local farmer-owned cooperative that provide sustainable innovation, value, resources and infrastructure to our members, and superior quality and product diversity to our customers.

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Rosalia 120 S 5th Rosalia, WA 99170
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