



Jan. 14-16, 2026

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Progressive
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READER INSIGHTS

56th Northwest Ag Show set for Jan. 14-16

The 56th Northwest Ag Show will offer attendees a glimpse at all of the newest agricultural equipment and services.

The show is produced by the Capital Press.

The Oregon Farm Bureau is the title sponsor of the Ag Show, which opens its doors at 9 a.m. Jan. 14-16 at the Oregon State Fair and Expo Center in Salem.

“We are honored to again welcome Oregon Farm Bureau as a sponsor to the show,” Joe Beach, editor and publisher of the Capital Press, said.

Major sponsors for the 2025 show include:

- Northwest Hazelnut.
- Kubota.
- Ernst Irrigation.
- Irrigation King.
- Energy Trust of Oregon.
- AgWest Farm Credit.

The Oregon Dairy Princess Ambassadors will distribute Tillamook cheese and milk products at the show on Wednesday, Jan. 14 from 10 a.m. to noon.

The show will offer four core pesticide safety credits from Oregon and Washington state OSHA in morning and afternoon sessions on Wednesday, Jan. 14, in Columbia Hall.

The sessions will run from 8 a.m. to noon and repeat from 1 to 5 p.m. There is no charge, and participants can register at the door.

Beach recommends planning to spend a whole day at the show.

“The Northwest Ag Show is the perfect place to find vendors who are on the cutting edge of agriculture technology and services,” Beach said. “For 56 years, the Northwest Ag Show has been the place where producers and suppliers meet and form relationships.”

Admission is free, though there is a \$10 fee for parking.



Kubota is a major sponsor of the 56th Northwest Ag Show, Jan. 14-16. (Capital Press file photo)

NORTHWEST AG SHOW

What: One of the largest ag shows in the region, featuring more than 80 exciting exhibitors, informative speakers and valuable classes.

When: Jan. 14-16

Time: 9 a.m. to 5 p.m. Wednesday and Thursday, 9 a.m. to 2 p.m. Friday.

Where: Oregon State Fairgrounds and Expo Center, 2330 17th St. NE, Salem in the Jackman-Long Hall and Columbia Hall.

Speakers: Two days of speakers on a variety of topics.

Safety seminars: Oregon OSHA will offer two sessions of pesticide classes free of charge at 8 a.m. to noon and 1 to 5 p.m. on Wednesday, Jan. 14, in Columbia Hall. Register at the door.

Cost: Free

Parking: \$10

Producer: Capital Press

Information: northwestag-show.com

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Four free pesticide credits offered at show

OSHA core credit courses will be available Thursday, Jan. 14 at the Northwest Ag Show.

Four core credits are available to Oregon license holders. There is no charge for the courses, and participants can register at the door.

A series of four courses, worth a total of four credits, will be offered in Columbia Hall from 8 a.m. to noon. The courses will be repeated from 1 p.m. to 5 p.m.

SESSION A MORNING

8-9 a.m.: Hazard communication, Cory Stengel

9-10 a.m.: Pesticide and Personal Protective Equipment, Cory Stengel

10-11 a.m.: Respiratory protection, Cory Stengel

11 a.m.-noon: Tips and Tricks to an Effective PPE Management Program, Cory Stengel

SESSION B AFTERNOON

1-2 p.m.: Hazard communication, Cory Stengel

2-3 p.m.: Pesticide and Personal Protective Equipment, Cory Stengel

3-4 p.m.: Respiratory protection, Cory Stengel

4-5 p.m.: Tips and Tricks to an Effective PPE Management Program, Cory Stengel



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‘Growers first’ — George Packing Co. pushes growers, industry forward

By ALIYA HALL
For the Capital Press

With the Oregon hazelnut industry facing significant consolidations over the past few years, George Packing Co. and Northwest Hazelnut Company is asking farmers to expect more from their processors.

“When growers are looking at what kind of processor they want to partner with, they need to look and hold the processor accountable,” Larry George, owner and chief executive officer of George Packing Co., said. “Are you doing promotion? Can you roast? Can you pasteurize? If a processor is pushing the market, they’re going to be able to do those things, in contrast to taking a strategy of being a commodity processor.”

Family owned and operated since 1993, George Packing Co. and Northwest Hazelnut Company was built on the concept of determining what growers would want from a processor—and being that.

“The difference between us and most agricultural processing companies is that we view our customer as the farmer,” George said. “We built the whole company around the grower



George Packing Co. and Northwest Hazelnut Company is a major sponsor of the 56th Northwest Ag Show.
(Capital Press file photo)

being the customer, not necessarily the end user. Our priority is the farmer, and it’s obviously led to a great deal of support from the grower community over the last 30 years.”

George said their companies do full hazelnut processing, as well as commodity services like roasting, dicing, pasteurization paste. For example, one of their plants in Idaho focuses

specifically on spreads and fillings that manufacturers would need.

“We basically promote hazelnuts at every aspect of the market, and we try to broaden the base of the hazelnut industry as broadly as we can to where this product is going,” George said.

Along with providing a full service processing company and a full marketing company, another of the company’s focuses is investing in technology and sustainability. For example, the Northwest Hazelnut Company plant is 100% offset with solar power, George said.

One of the biggest misconceptions growers have, George said, is thinking that all processors are the same. Although most processors match George Packing Co.’s price, George said, growers “need to recognize that built into that [price] is what the processor is doing on behalf of the grower.”

“The question is, what is that processor then doing within the market to actually help build the future of your industry as a farmer?” George said. “The reality is that farmers want to see the hazelnut market grow and they are voting with their nuts on what they want to see done.”



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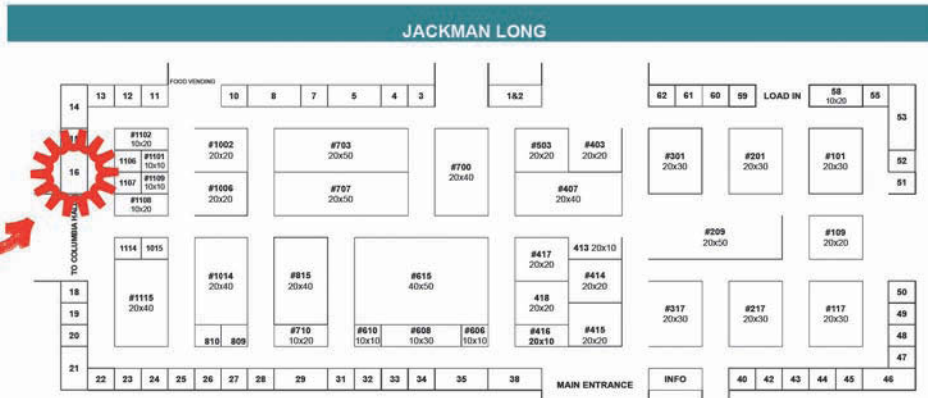
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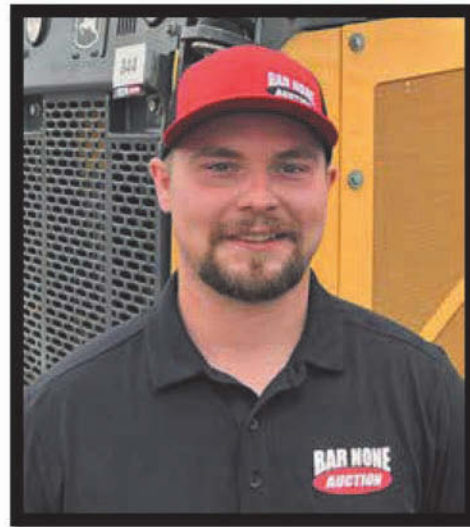
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Kubota opened its new Western Division facility in Elk Grove, Calif., two years ago. The 700,000-square-foot multi-purpose building houses offices, parts and whole goods, a large final assembly area and a state-of-the-art training center. (Courtesy Kubota)

Kubota provides long-term value to its customers

By **BRENNA WIEGAND**
For the Capital Press

As a Kubota regional sales manager over 18 dealerships across Oregon and Southwest Washington, Brad Wilcox often finds himself answering buyers why they should choose Kubota over other brands.

One of the first things that comes to mind is Kubota's healthy return on investment, spanning the lifetime of their machines.

"There is the use you get out of the equipment," Wilcox said. "This is determined in part by the capability, function and reliability of a machine, followed up by its resale value at the end. We manufacture very capable and reliable equipment that is very user

friendly, and our tractors and heavy equipment boast one of the highest resale values among brands.

"A high resale value is a direct indicator of what the market values the worth of a used asset to be, and Kubota offers value from start to finish," Wilcox said. "Sometimes the difference in resale value between a Kubota and Brand X can be more than the new purchase price difference, something people tend not to consider when making a new purchase."

Secondly, Kubota engineers, manufactures and distributes most of its own products.

"Many manufacturers, including some major competitors, brand equipment that has been made by other

suppliers," Wilcox said. "Not all Original Equipment Manufacturer-supplier/distributor relationships last forever, and that may lead to a parts availability issue down the line."

In addition, Kubota boasts a strong network of locally owned, independent Kubota dealers throughout the Pacific Northwest.

"These dealers have factory trained service techs that keep your equipment performing at its best for years to come," Wilcox said. "These independent dealers also compete for your business day in and day out and are here to stay."

Kubota continues to invest in its infrastructure. Two years ago, Kubo-

TWO YEARS AGO, KUBOTA'S WESTERN DIVISION, COMPRISING 11 WESTERN STATES, MOVED INTO A NEW 700,000-SQUARE-FOOT FACILITY IN ELK GROVE, CALIF.

ta's Western Division, comprising 11 Western states, moved into a new 700,000-square-foot facility in Elk Grove, Calif.. The multipurpose facility, now fully functional, comprises a warehouse and distribution center for parts and whole goods, assembly of tractors and loaders, dealer support staff and division management.

It also houses state-of-the-art classrooms for dealer service training.

"This new training facility has been well received by both Kubota staff as well as the dealer staff," Wilcox said. "This is a big step to help ensure our Kubota dealers are the local dealer of choice for the consumer, commercial and municipal customers."

Kubota continues adding to its U.S. manufacturing capability with the June 2025 opening of a second loader/backhoe production facility in Gaines-

ville, Ga. The \$190 million plant will focus on producing front-end loaders and will employ approximately 500 people when fully operational.

Back in Salem, Ore., Wilcox hopes to see a lot of traffic at Kubota's booth at this year's NW Ag Show. The company is a long-time major sponsor of the event.

"We will have a booth packed full of equipment and salesmen from a variety of dealerships in the Willamette Valley," he said. "We would love the opportunity to meet you, learn about your projects or equipment requirements and, if needed, advise you on what equipment would best suit your needs."

AgWest Farm Credit gives back to communities it serves

By ALIYA HALL

For the Capital Press

The AgWest Farm Credit purpose statement is “We champion agriculture by serving as the most trusted resource, helping our customers, employees and their communities thrive,” which applies not only to their business practice—but in their philanthropism as well.

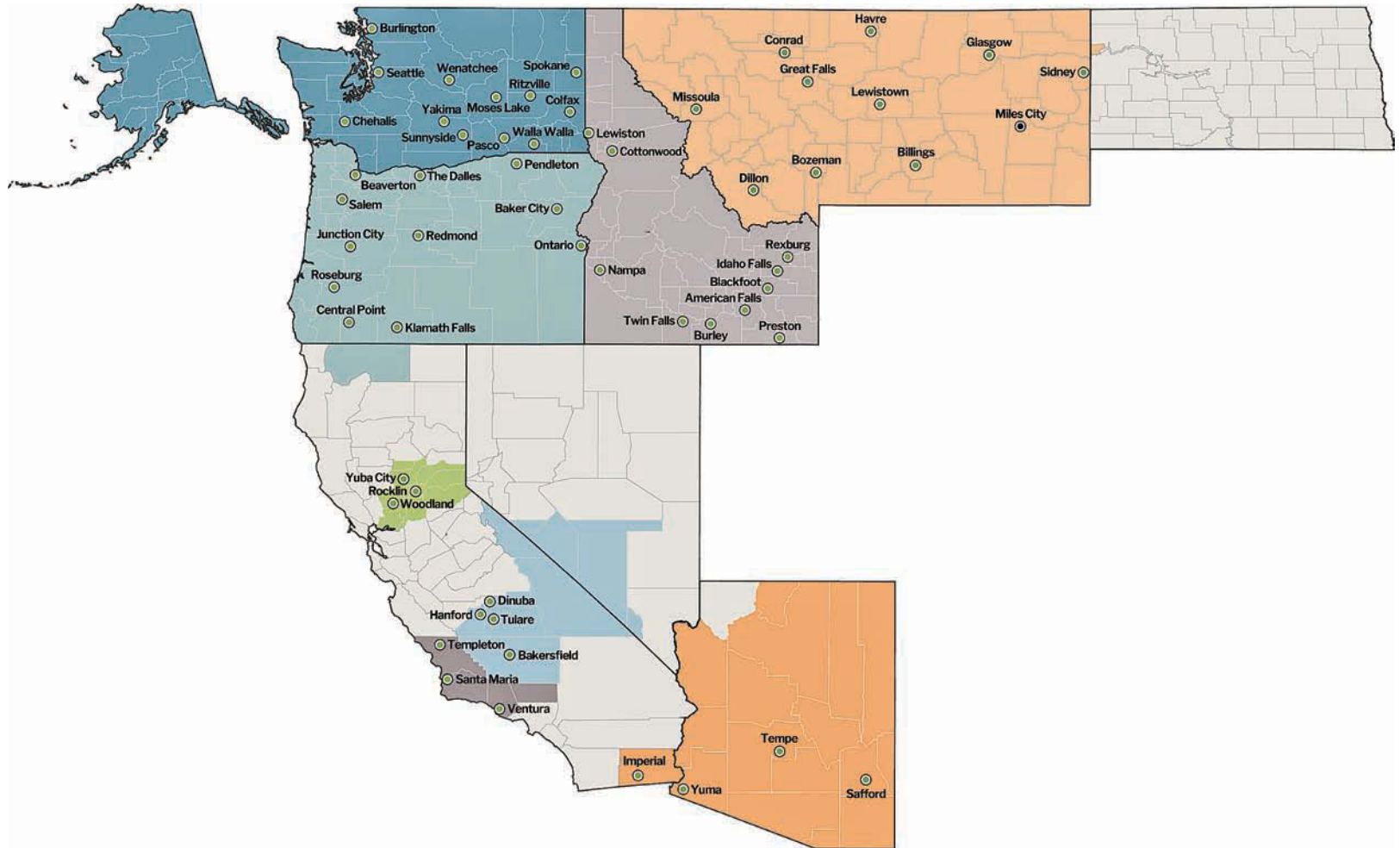
AgWest is a sponsor of the Northwest Ag Show.

Each year their goal is to donate around 1% of their pre-tax earnings to organizations, land grant institutions and individuals across the country. In 2025, AgWest Farm Credit has donated \$3,653,804 to rural community grants and Local Advisory Committee Guided Giving with \$667,179 of those funds supporting rural Oregon.

AgWest Farm Credit’s Local Advisory Committee (LAC), which consists of three to five farmers per branch meet quarterly to discuss challenges in their areas and help distribute donations. Brock said that, “they’re the eyes and ears of what’s going on in the communities.”

“In terms of giving back to our communities, our customers and our employees, it really comes back to helping those rural areas grow,” Bryan Brock, Oregon president of AgWest Farm Credit and lead of Oregon’s Lending and Crop Insurance teams, said. “We’re very proud of what we do there, and it’s fun to be part of an organization like that.”

This year in Oregon, there



In January 2023, Farm Credit West and Northwest Farm Credit Services merged to become AgWest Farm Credit. AgWest Farm Credit serves 58 locations, with headquarters in Spokane, Washington. (Courtesy agwestfc.com)

have been 47 rural community grants awarded, totaling \$120,250. Of those funds, \$79,750 were categorized as community centers and nonprofits, such as Grants Pass’ Josephine County Farm Collective and Mobile Integrative Navigation Team.

Other grants were awarded to the Umatilla County Master Gardeners association for Pendleton city park improvements and Elmira Babe Ruth for a new practice field.

“That’s the kind of areas where we’re reaching out to,” Brock said. “Growing up in these rural areas, sometimes they don’t have as many resources.”



This year, 10 organizations throughout Oregon received grant funding of \$546,929 for community and youth projects through the LAC grants. Some of those organizations include: Oregon Dairy Women for a replacement of their “Red Barn on Wheels” trailer that allows them to continue community outreach efforts; Paisley School District in Central Oregon for the construction and building costs associated with their greenhouse; and Haines Fire Protection District

to help repair their fire station.

School districts and fairgrounds where livestock events occur made up majority of the organizations, with grant funding going towards animal equipment or technological upgrades.

In addition to community-based grants, AgWest Farm Credit also started “new producer grants” three years ago. These grants award young or beginning producers \$15,000 to help get their operations off the ground or help them improve and build into the future.

For Brock, the work AgWest Farm Credit does and its stewardship goes “hand in

hand,” from helping their customers with lending and crop insurance needs to supporting the areas around them. As a cooperative, Brock said AgWest Farm Credit is guided by its members and customers and it’s important to give back to where their customers live.

“The more we can elevate them, and the more we can support those beginning, small operations or even kids in school—the better that we’re going to be in the future,” Brock said. “I want to help these areas thrive. We want to help them improve, and we have given some support to help make them be successful.”

Energy Trust of Oregon working with producers to lower costs

By **BRENNA WIEGAND**
For the Capital Press

For John and Marlene Bles, cattle ranching has been a “retirement occupation” for the last 20 years. Irrigation system inefficiencies and rising energy costs at their 950-acre ranch in Southern Oregon drove the Bleses to investigate better options.

Energy-efficiency solutions and cash incentives from Energy Trust of Oregon caught their attention.

“Energy costs had reached 75% of our operating costs,” John Bles said.

With help from

Energy Trust and the National Resources Conservation Service (NRCS), the couple recently installed new irrigation equipment that will save them an estimated 201,000 kilowatt-hours a year and \$11,000 in annual energy costs.

The Bleses run any-

where from 300 to 500 cattle each year, so they irrigate about 700 acres of pasture grass during the warm, dry months of April through September. Some years they grow up to 100 acres of summer hay as well.

Until recently, the ranch’s irrigation sys-

tem included one center pivot and 15 wheel lines. “Wheel-line labor is very difficult,” John Bles said, “and over the last few years, it got really hard to find anyone willing to help out.”

On top of the labor challenges, Bles said his power bills kept going up. Since his irri-

gation system runs on well water with electric pumps, he decided on energy-efficient equipment upgrades that save water and help manage energy costs.

The Bleses met Energy Trust representative Brad Moore at a Sustainable Northwest event to discuss irrigation solutions.

After reviewing a previous energy audit, they narrowed in on new pivot, pump and piping projects that would improve water coverage and reduce energy use. Moore helped calculate the project cost of \$383,000 and an estimated cash incentive of \$91,000 from Energy

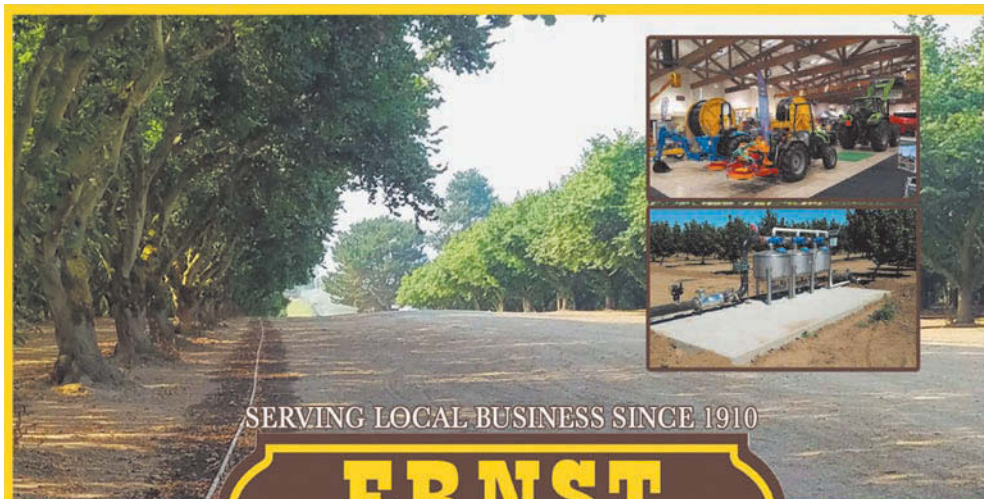
Trust.

A grant from NRCS brought additional funding that covered approximately 75% of the project costs.

The Bleses settled on three irrigation system upgrades and worked with irrigation specialists JW Kearns, Inc., an Energy Trust trade ally contractor in Klamath Falls, to draw up the plans and install the new equipment.

Their first priority was to replace 4,000 linear feet of above-ground mainline pipe that delivers water from the well to the irrigation system spread out over

See Energy, Page C13



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Irrigation King: Selling directly to customers

By **BRENNA WIEGAND**

For the Capital Press

IrrigationKing was established in Tualatin, Ore., by a group of people with many years of experience in the irrigation industry who wanted to try a new way.

“We wanted to sell direct to consumers to give them better prices,” Sales Manager Paul Nanson said. “In the past we have sold irrigation equipment exclusively to dealers and we wanted to break away from that.”

General Manager Chase Berrier started working on the website in 2015.

“The whole goal was to become an online retailer that makes it



Irrigation King is a long-time exhibitor and sponsor of the Northwest Ag Show. (Courtesy Irrigation King)

quick and easy to purchase what you need with good prices and fast shipping, almost to an

Amazon level,” Nanson said. “It’s a lot different than your typical irrigation dealer, that’s for sure.”

They made about \$25,000 in sales during their first few months in business in late 2016, and in 2017 sold \$418,000 of product.

“Sales doubled every year for the next few years, and we ended up getting more salespeople

and adding warehouses in Texas and Florida to better cover the country,” Nanson said.

Something that sets IrrigationKing apart from most websites, including Amazon, is providing customer service on the level of the local dealer.

Unlike many parts dealers, IrrigationKing posts its prices and shipping costs upfront

so customers can make quicker decisions.

“We always answer the phones, and we have live chat and email so there are a lot of ways to get a hold of us and all of us are very good at helping customers figure out how to use our products and what they need to set everything up,” Nanson said. “Our primary customer is somewhere between a back-

yard farmer and a hobby farmer with orders averaging between \$200 and \$400, and there isn’t a lot of support for those people.

“We basically fill the gap between garden hoses at Home Depot and the bigger dealers who don’t necessarily consider 3 to 20 rolls of drip tape a sizable order,” Nanson said.

“We specialize in products for the smaller farmers with an acre or two, including a lot of 80 to 100 gallon-per-minute tripod sprinkler kits and a lot of drip tape and drip systems that we help people design,” he said.

“A lot of things like pressure loss and calculations can be confusing when you first start looking at all the parts and pieces and how they connect together, so we try to have kits here and there, where we package things together and reduce the number of decisions for the customer,” he said.

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Ernst Irrigation: Full service help for farmers

By **BRENNA WIEGAND**
For the Capital Press

The Ernst name has been a Main Street mainstay in the tiny town of St. Paul, Ore., since 1910.

“We have gone through the generations with our customers during good times and bad,” Patrick Dolan, Ernst Irrigation general manager and co-owner, said. “Trust and relationships are what truly matter most to us as a company.”

The same goes for vendors, including many they’ve worked with for several generations.

“When you take care of your customers, they will take care of you,” Dolan said. “When you provide your customer with consistent quality products and services at a fair price and support them fairly and consistently during and after the sale, you build mutual trust.”

Ernst Irrigation is a full-service irriga-



Ernst Irrigation is a long-time sponsor of the Northwest Ag Show. (File photo)

tion, electrical, tractor and consumer product dealership that boasts a full fabrication shop with an inventory that includes half-inch through 12-inch steel and aluminum.

Tractor shop technicians service all brands and sizes, while their small engine shop handles lawnmowers, utility vehicles, chainsaws and other handheld products. Another shop is dedicated solely to centrifugal and manure pump repair.

They sell, install and service well pumps, Danfoss variable frequency drives and provide full irrigation, drip and micro irrigation designs using AutoCAD design software.

With a staff that includes an electrical supervisor and a journeyman electrician, Ernst Irrigation can provide entire irrigation systems from the water source to the field, including all electrical needs from the utility drop on.

“With one call, we can handle it all,” Dolan said. “For example, if your well pump quits, you may call an irrigation company out to fix it, only to find that it’s an electrical issue requiring a licensed electrician.

“Or you may call an electrician, only to discover you need your pump pulled, leading to longer down time when time is critical,” Dolan said.

Ernst carries a full line of LS and Deutz

tractors, Kymco 4-wheelers and utility vehicles, Bad Boy zero turn mowers and ECHO handheld products.

“Farm automation is here,” Dolan said. “We carry AgSense Crop Link, Field Commander and FarmHQ which provide remote monitoring and control of your irrigation equipment and pumps from your handheld device.”

This technology alerts the user of any type of issue with a pump, pivot, linear or hard hose traveler and can prevent situations where vast amounts of water are wasted.

“Such equipment is like having another set

of eyes in the field,” Dolan said. “It is reasonably priced, and the annual subscription runs about a dollar a day.”

The Ernst Irrigation crew looks forward to meeting up with old and new customers and vendors at the Northwest Ag Show.

“We understand that all of our customers always have a choice,” Dolan said. “We hope that you continue to trust us and choose us as we continue to grow together, and, if you have yet to do business with our company, we invite you to consider Ernst for your irrigation, tractor and electrical needs.”

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