

Wheat Markets

Washington wheat is marketed around the world, and is combined with production from Oregon and Idaho and sold as Pacific Northwest (PNW) wheat. About 85 percent of Washington and PNW wheat is exported and 15 percent is sold into the domestic market. The Washington Grain Commission (WGC) monitors Washington and PNW wheat production and marketing.

- Commissioners have continuously recognized the need to broaden overseas markets for Washington grown wheat as emerging wheat growing countries have cut into U.S. market share.
- The WGC dedicates 15 percent of its budget to market development with the lion share of that funding appropriated to U.S. Wheat Associates, the industry's export market development organization, which supplies training and information to customers in over 100 countries.
- Standards and grades for wheat help ensure that quality wheat is marketed. The WGC works closely with the Federal Grain Inspection Service (FGIS) and the Washington State Department of Agriculture (WSDA) to keep standards and grades fair for growers and merchandisers, and to address wheat quality issues for new and established varieties from the test plot to the marketplace.
- Wheat export markets are highly competitive and often brutal, requiring constant surveillance by the WGC to make sure PNW wheat maintains its fair share of the export market.
- Single desk marketing, predatory pricing, transportation and export subsidies, and excessive import duties are just a few of the advantages and tactics competing countries employ to undercut U.S. wheat sales.
- Working closely with U.S. Wheat Associates (USW), the National Association of Wheat Growers (NAWG) and Washington Association of Wheat Growers (WAWG), the Washington Grain Commission will continue to fight for fair trade and a level playing field in export markets.