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**Narrator:** Terry Hunt  
**Date:** February 25, 2004  
**Interviewed By:** Julie Kerksen  
**Place:** Washington State Grange, Olympia, WA

**Julie Kerksen:** This is Julie Kerksen. I'm here with Terry Hunt at the Washington State Grange on February 25, 2004. Mr. Hunt, maybe we can start out by talking about your background a little bit. Where did you grow up?

**Terry Hunt:** I was born and raised in [north] central Washington in Douglas County, about 75 miles [north] of Wenatchee. Doesn't seem far up there when you get up there in the desert, but that's where it is, about 75 miles [north] of Wenatchee, up on the plateau. So that's where I was born and raised anyway.

**JK:** So you were on a farm?

**TH:** Yeah, I was born and raised on a wheat and cattle ranch. Lived most of my life on the ranch even though we also bought a small place in the Columbia basin, down at Ephrata. I was in the third grade because I remember moving down there and I did go to school in Ephrata. That did let me go through school in Ephrata. So we had an irrigation place down there, a small irrigation ranch right there by the town of Ephrata. So between there and the wheat and cattle ranch that we had in Douglas County, that's where I spent my whole life.

**JK:** What were you growing in Ephrata?

**TH:** In Ephrata, it was basically a hay operation, for the cattle. We raised our own hay and stuff. It was a small place – it was 80 acres in there, and we finally grew it to a little over a hundred and some acres. And I ended up having circle [irrigation] on it in later years. But it was a hay operation for the cattle. And we also a lot of times would move the cattle to the basin in there, and feed them down in there, so it was a lot better weather than where they were at. So it made a good operation for us.

**JK:** Did you enjoy growing up living in a rural...

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**TH:** Yes, I enjoyed [the farm] very much. I loved doing farm work. I started when I was real small doing that kind of thing. Probably the first time I remember my dad actually letting me do anything, I was six or seven years old. I remember I was in the back end of a wheat field, about two miles from the house, and he had a farm truck loaded with wheat. It needed to go to the house, and he had to also get the combine to the house, so he stood me up on the seat, pointed the truck towards the house, told me I could steer it to the house and when I got there, to turn the key off. So that's how it got started and it was fun, and from then on I did a lot of that type of work. By the time I was nine and ten, I was usually in the field all day long if I was on the ranch. I was usually driving some equipment on the ranch all day long – usually a tractor or something like that.

**JK:** So were most of your chores in the field as opposed to with animals, or both?

**TH:** Yes, we had both. Of course ours was a cow/calf operation – the cow/calf operation means that we raise calves and we sell them in the fall. We usually calve out in about February or March, and a lot of times I was in school, so I didn't get so much into the calving until I got out of [school]. But once the cows are calved, then they go to range. So basically they're on the range all summer. We do have to go check them, move them, from one pasture to the other, keep water in front of them, or whatever it takes.

So we do work with the cattle, but most of it was fieldwork. And at that time we were running about 2,000 acres of wheat ground each year that we had to work with. Over the years we moved up, and probably now, we have ground in CRP [Conservation Reserve Program], but between that and what we farm, we would be over 10,000 acres in right now, of crop ground.

**JK:** What is CRP?

**TH:** CRP is the conservation program that the federal government has out. They let you plant your ground to grass for a certain number of years and they pay you to keep it into grass for them. It's usually a ten-year contract. And so that's what we have done with some of the ground. It does help out, and so we have done that with some of our ground.

**JK:** Are your parents the original purchasers of the ranch? They started the ranch?

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**TH:** Actually my parents started a ranch in the [19]30s in the Depression time. I should say we have almost like two ranches because the ranch that they originally started is about fifteen miles north of the home place where I live now, even though I still have that ranch, too. We have all of it together. We are operating a little over 20,000 acres total. So it is large. They started in the [19]30s when there wasn't much out there to start with. They were both born and raised in that country. In fact, one of my granddads homesteaded Steamboat Rock. Where Steamboat Rock is now is a state park; where their house was is where the state park is set today. So that's very interesting. It was exciting. They came out in 1905 from Missouri and homesteaded there.

The other grandfather came out in 1910 and homesteaded actually a piece of ground that I ended up buying. I did not know it at the time I bought it. It was a piece of ground that I ended up buying on another ranch and come to find out it was part of my granddad's homestead at the time. They came out in 1910 and homesteaded that. So my folks were raised right there in the area, and they have always been there.

**JK:** So they bought land that's a little bit north from where you are now?

**TH:** Yeah. The main place is closer to Mansfield, if anybody knows where that is in Douglas County. And then I have ground that's north of that – the biggest part of our ground is north of that and runs clear down on the Columbia River. In fact we border the Columbia River in a few places.

**JK:** Did you always plan to work on the ranch when you were growing up? Was that always what you wanted to do?

**TH:** I always loved the farming. I knew that it was hard, but it was always a challenge to me, and I loved that part of it. I always thought that that's what I wanted to do. I was born when [my parents] were later in life, and they were getting close to wanting to retire, and plenty tired of working on the farm. So my dad gave me the opportunity at that time [in my junior year of high school], and said, "You know, I'm really getting tired, I really don't want to keep doing what we are doing. If you want to farm, you are more than welcome to do that, but you will have to take it over and start doing that. Or if you don't want to, we will pay for your education – anything that you want to do, we will totally pay for that, but probably, we'll get rid of the ranch."

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So it fell kind of on tough shoulders at that time. Of course, a junior in high school, you've got to think back, you know, exactly what do you want to do? I had two things that I always wanted to do. And I always thought that I really wanted to farm, probably that's number one. But my second thing, I always thought that I would love to try to be a lawyer. And I thought, I would really kind of like to go to law school and be a trial lawyer. Probably today I will tell you I made the best decision. [Laughs] I made the decision when I was a senior in high school. I had made my decision and told Dad, "I'm going back to the ranch. If it doesn't work, then I'm going to try to go to law school." Which would have been a tough road for me, no question about that. But I thought that that's what I would like to do.

So anyway, I went back to the ranch. I had met my wife in high school – we were high school sweethearts. And so, after I graduated – she graduated a year later and I had already been on the ranch and doing the things, and we decided that we were going to get married. We were young, but we were going to get married and take on that endeavor and we never looked back, from that point.

**JK:** Did your parents retire at that point?

**TH:** My parents basically retired. My dad was always involved with any decisions. He and my mom continued living in the Ephrata [area], in a nice home there. They lived out the rest of their life there on that particular place. And my wife and I raised our family and ran the upper ranch all the time, and would help out [in Ephrata] if they needed it, or whatever they needed at that point. But that's basically what it came down to.

**JK:** You ran the ranch on your own with your wife at a pretty young age.

**TH:** At a pretty young age, that's true. Even though, you have to remember, my dad was no farther than a phone call away, and it's amazing how smart your dad gets. [Laughs]

**JK:** Do you feel like your education helped you in any way in terms of how to run the ranch, or was it really just growing up on the ranch and having the experience?

**TH:** I think the education helped. I wish probably that I could have had the opportunity to get further education than I did. I think that that might have

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even helped also. I do think though that being raised on the ranch, I had an experience over the amount of years that I was raised on that ground. I knew that ground and I still know that ground today, probably better than anybody else who would walk on that ground. And that makes a lot of difference in how you run something, or how you do something.

In school, in high school, I was pushed into some leadership roles. I've been in the Grange for as many years as I've been living, almost. My folks started what they called a Junior Grange, in their Grange in Ephrata. When they started it, [the members] put me in as Master of the Junior Grange, which is like the president. And I was twelve years old at that time. By the time I was sixteen, seventeen, and a senior in high school, the local FFA [Future Farmers of America] had put me in as chapter president. And that was total surprise because we had a mix-up in the leadership, as far as our advisor that year – he had got into trouble and the school had fired him. And I was not even planning on ever doing anything like that, but by the end of that fall they had put me in as president, so the next year I was president. I had never even been in anything like that up to that point, and so that threw me into leadership.

And I'll tell you that type of thing, [those] two roles alone, sounded small, but [those] two roles alone, I think, structured a lot of my life if I look back on it today. Because I had to make decisions even then in both of them. So I think that structures you where you're going and some of the things you're doing. The older I get and the more I look back on it, and the position I'm in today is a position that I never, ever expected to be in, never even had any idea that I wanted to be in this position and they just voted me into this position – they didn't give me a chance. [Laughs] So I think a lot of that is from that point. And I think you're right, you just gain a lot of leadership and a lot of things that you do when you look back. As far as being on the farm, I don't think I could have gotten any better experience than being raised on it. It's just like you buying a new house – you don't know what the new house is until you're there for a lengthy part of time. That's the same way it is with the farm. I can never gain that knowledge on other farms or anything else that I would walk into.

**JK:** Can you talk a little bit about how the ranch has changed since you were growing up there?

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**TH:** From the time that I was born till the time that I came on the ranch, we had probably bought a couple of smaller ranches next to us, and gained a little bit. By the time that I took over the ranch and my dad passed away in 1985, I had doubled the ranch in size from buying other ranches, so it has grown a lot.

**JK:** When did you take over the ranch?

**TH:** I took over the ranch in – I graduated from high school in [19]62 and moved to the ranch, was married late in [19]63 when my wife graduated from high school, and then we both moved onto the ranch at that point. And the ranch has grown in size a lot. I have not seen as much as my granddad did, which homesteaded Steamboat Rock, because he lived till he'd seen somebody walk on the moon. Now, you have to think about that a little bit. You have to think about somebody in that lifespan that came out here in 1905 in a horse and wagon, and moved everything here and built their home there, to watching a man walk on the moon – that is something really different.

I've experienced some of that, but not all of that. I've experienced from a tractor that you set out there in dirt, and you've just got a seat on it, you're there, and you start working acres and it takes you days to work small fields – to now, you get on and I work two or three fields in one day. So things have totally changed, the equipment. One tractor that we're using now in the ranch maybe would replace seven of the ones that we ran before – I mean it does that much work. So that is huge.

Harvest equipment was totally different that you see today. I think the first combine I ever drove – it took me almost all harvest to talk [my dad] into [letting] me drive his combine. I was eleven years old, and he wasn't going to let me drive his combine, and I said, "Yes, I want to." He had a funeral one day and I remember him telling me – and there was one other guy that stayed there with us that was driving the other combine – and he said, "If you service the combine, you can go ahead and drive it this afternoon while I'm gone to the funeral." From then on, I always had a job, driving a combine. [Laughs]

So I've seen many things, from harvesters that were very small and maybe you cut thirty acres a day, or forty acres a day, now we're almost cutting that an hour, in two hours anyway, with one machine. So I've seen many things.

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Probably the most major thing that occurred in agriculture, the biggest change, is back then you started out the year, you might have had some money, you put the crop in the ground. You never knew whether you were ever going to get it back; you weren't sure of anything. You gathered it all in, you sold all of it, you packed all the money in, you set it down, or whatever you wanted to do. You figured out whether you made more than you spent, and hoped that you did and that's what kept you surviving. But that's basically how it was then – you put everything in and maybe you made good money that year, maybe you didn't. That has totally changed.

Now, margins are like they are in anything else. You put budgets together, you hopefully make two to three percent when you come out at the end of the year for all your hard work. It didn't used to be that way; it used to be we'd even double our money in one year, sometimes, but maybe the next year you might lose that much, too. But scientific-wise, we have totally changed, even in the money or in how we do business. And we do business more like the business now, even though a farmer hasn't changed much. Our bankers are still basically our lawyers; we have to make the everyday decisions that we all have to do, so we haven't changed that much. But we've changed in the manner that we do that, and that's the only way that agriculture is going in this country and will probably survive in this country. So there's been some huge changes. It used to be that I never worried about when I started in each year, how close that margin was, I always figured I was going to make a big amount of money. And a lot of times you did. You made huge amounts. Today the margins are so close that you don't go there. I think the first tractor that I ever bought probably cost me seven or eight thousand dollars. Now a tractor is \$180,000, so you can kind of see where you go from that. That's a change.

**JK:** You were saying how the margins are stable; now they're smaller but they're more stable than they used to be.

**TH:** I don't know if they are more stable, even though there is a lot of stop-gaps that we have built into it to make it more stable. Probably the margin part of it, market-wise, we've got down to where it is a little more stable. But the one thing that we don't have, and especially in what we do, we don't irrigate. On this ranch that I'm at, we don't irrigate. The only place that we irrigated was on the smaller ranch in Ephrata, which we had about 80 to 120 acres under irrigation down there. So the weather becomes more a factor than anything else – the elements. Disease and anything else becomes more



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of a factor to you. That takes away your margin. That's what can kill you. When your margins are so close today, that can be the biggest factors that you have running against you. So yeah, we brought some other stopgaps in. There is some things you can do.

**JK:** Like what?

**TH:** They won't let the markets fall too far away from us at a time. There's some stopgaps in it to hold the markets to where we hope we can [make money]. Such as in the Board of Trade – that drives our markets a lot, so we have put some stopgaps [in]. We've also got better crop insurance than we've had before. That does help out, but like anything else, crop insurance will not bring you back to where you are. A lot of times it just saves you from [losing] half the ranch at a time; maybe you only [lose] a tenth or a third this time, because that's the loss I took. So that kind of things have been big helps to us. What we need to do today in agriculture though, is drive the foreign markets better than we are driving them today, and we need to feed people. Today I think we have, last I looked, we still have some type of an embargo system on about fifty countries that we cannot sell or ship into. People don't know that. When you do that you're limiting yourself. We're not feeding the world, and we should be feeding the world, absolutely. We can do that, and why aren't we? I don't know, but we should be feeding the world. I've always told everybody, you know, if you want people to fight, you starve them to death and they'll fight. But if you don't want them to fight, you feed them. And it's hard to fight when you're stomach's full. [Laughs] So I think that's some of the things that we have to look at. That is some of the changes.

**JK:** You talked a little about the change in equipment. Has technology affected the farm in other ways?

**TH:** Absolutely, and it's going to even more so now. Essentially we have satellite equipment and that type of stuff, that now we can [use] in fields – it isn't as critical on us yet, even though it's getting even more so, and we're looking more at it – but we got things now that we can put on our harvesters that will tell us exactly what part of the fields is yielding so much, and which part's down. And by doing that, the satellite images will tell us – we can run them right out on our computers – they will tell us exactly this is where you're low on this type of fertilizer, or this is where you're low on [something else], or whatever you're doing in that, by satellite images. If you're geared up enough



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– of course this all costs money, this is where your margin gets to be less and you really have to make it up. But you can feed this to other equipment then, that's putting on fertilizer for you, or whatever it's doing, to tell it, "OK, now I need more right here in this particular spot than I needed on down the line," and it will absolutely do that.

So yes, it's all changing, and it's probably changing for the better, because we can be more efficient, but it's nice to be more efficient if you have markets for your commodities. [Laughs] So that weighs into it a lot. And as we grow, as a nation and as a world and anything else, I think that you will see, that is going to be a key factor in agriculture – how we do that to keep boosting our availability of what we are farming. Probably my farm, back in the day that my dad first started, and they were raised in that and even back in times before that – they were looking at \$2.50 wheat, and probably 10 bushel, or 15 bushel, where we're raising 40 bushel on that same acre today, so you can see the change. Now how much more we're going to keep going ahead – but it's just more like better varieties and better management and the better tools that we have to do that.

But it all does cost money. Actually, when I started farming back in the [19]60s, the price for the amount of wheat that went into a loaf of bread was about three cents, and the plastic clip – and we still use them today, in fact I bought a loaf of bread the other day that had one of them on it – that's on the end of it costs five cents, so a little plastic clip costs more than that. But today, the price of that wheat today, that goes into that loaf of bread – and I think we could buy bread for twenty-five cents a loaf, or maybe even less than that back then – but today the price that they're paying us now and that goes into that loaf of bread is about five cents. It isn't much more; in fact I'm not even sure it's that high today. It might even be four. That little plastic clip is more money today than it was then, and that loaf of bread is now a dollar and half or two dollars. [Laughs] It hasn't changed much at the farm level, and like I told you, the first tractor I had probably was five or six thousand dollars, and now they're 180,000. My first combine that I bought was I think, 10-12,000 dollars, and the last one we bought was right about 190,000, so, you can kind of see. It has made it different though, because that combine today can do way more than that combine could do then, but still it does cost you more.

**JK:** It seems like it's almost a vicious cycle, because you increase the efficiency and you increase the amount of wheat that you are producing, but

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that probably lowers the prices, doesn't it? Because there's more on the market?

**TH:** Yes, it could lower the market, if we could get our markets open to countries that definitely need it. You have to kind of understand two things that drive markets. If our dollar is strong, and the dollar is strong world-wide, people can't buy the commodity we have, as much as if our dollar's weak. If our dollar's weak, they'll buy a lot of our commodity. You want a strong dollar out there, but the farmer's on the end; the strong dollar doesn't help him worldwide because of that. You have to be able to sell that, and we have to be able to bring it in to do that. [The political will of the governments can and does close our markets to certain countries.]

But yes, it does, you're absolutely right. And that's why we have programs such as CRP that will take [ground] out, put it into grass for wildlife, and preserve the ground as long as we can. It's a great program, because it does preserve and rebuild our ground, and it lets it revitalize itself. And as the years go by, and as our growth in this world and in this nation gets bigger and we do need more, that ground's going to go back into operation, we know that. And so [those] type of things are good programs, and they're helping us in that way. And that's the only way some of the farmers and the ranchers can [survive].

**JK:** So that land is wildlife land?

**TH:** A lot of it. In our particular area, wildlife has boomed in it. It has come back into it way more than we even thought it would, and has developed itself. And from other areas that I have talked to, especially in the Dakotas, and the places that used it, that is also true. They're finding out that wildlife is more abundant, because there's more cover. But yes, in our area, [CRP] has been a boom for wildlife. There have been some problems with it, there's no question about that. When you bring it back into things like that, you also bring it back to a more natural state. You might not want all the diseases that were there before, so you've got other things to combat at that point and you have to watch out for. I'm not too sure that this isn't a program that will continue to be used because it has done other benefits that we found out are probably greatly beyond what we expected, especially in the wildlife and the habitat areas and things like that that we weren't expecting. But the other thing it could run into [is] a rotation system down the line. Someday we might be bringing this ground back out and putting some of it that we've got now

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back into other things. That could happen. It's a big challenge when you bring it back out because it never does as well right off the bat, coming back out, until you rebuild it, revitalize it.

**JK:** You said that you grew your acreage site over the years. Did you also grow the size of your cattle ranch?

**TH:** We did in some respects. The acreage that we [have is] both range land and farm ground, so we do both. But the cattle herd, as we grew that – you have to have water, and where we're at, water is highly valued. What we do in our area for water basically is runoff water from the winter; in other words, we get a snowfall, and whatever runs off and lakes up for us, that's our lakes that waters our cattle, basically. It's runoff water. That has not been real [heavy]. We've had snow cover, but it's been a lot [more] minor than in years past. So when you get into that, you have the water part of it driving it. So we grew our herd, but we also did some tradeoffs with some neighbors. Maybe they wanted to pass through some of ours, and did not want to farm some of theirs, so we ended up farming, and said, you pasture this, we'll do this. So you get into some of that tradeoff in there.

We usually run about 150 head of cows [with] calf, and we probably got all the way up to 400 at one time, and then back off of that. We have just made an agreement on the ranch here, within the last six months – we had decided that one neighbor wanted to take over our particular part of the pasture, and we were taking over some other ground to do some other things with, and so we decided to let him try to run a big herd of cattle on the whole thing for a while. So we had sold our herd, just did sell it, but it was just about three weeks before the mad cow [disease] came on. So we got a good price for our herd, but today I could not get that price for that. [Laughs]

So that has all changed, and that's a good example of how markets do change in this industry. Even though we do a cow/calf operation and most of them go to feed lots then in the fall and are fed. Usually all of them are killed and put in process before two years go by, a year and a half, or something like that – has nothing to do with mad cow disease. Mad cow disease, as you know, probably doesn't affect anything until they're three or four or five at most. Everything is done before we ever get into that. But the stigma affects the industry. That's just another thing that you have to learn that can affect you and where you will be at [those] stages.

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**JK:** So you're now out of the cattle business?

**TH:** Well, we run a few head, but it isn't the 150 we were running. We run just a few head at the house now.

**JK:** Can you describe a typical day on the ranch, maybe a day at harvest or a busy time, and then a day at a quieter time?

**TH:** I will walk you through a harvest [day]. Our day on the ranch, if we're harvesting, usually we get up early in the morning – and I'm going to back up a few years, because it has changed a little bit as the equipment has changed. But if I back up let's say ten years, or maybe fifteen years, where we would start at daylight, basically, and most of the time that's around 5:00 in the morning, maybe 4:30. We get up, service the equipment, we usually have breakfast, whatever that is, and then we get out and service. If I'm running a crew, and at that time I was running a crew – usually two or three truck drivers, usually at least two to three combine drivers, and that's mainly what you've got, so you got six or seven people that you're running. You don't run any other time of year, but usually at that time because you are trying to get that crop in. So we get out and then start the harvest as quickly as we can in the mornings; usually after daylight we service the things. We usually stop for lunch. Most times lunch was served in the field. The women would bring us lunch or whatever we had decided to do for that day, and we would have lunch in the field. Sometimes if we have extra help, we'd trade off drivers to keep the combines running. And we would usually do that until about 8:00 at night, until it starts getting real dark.

Depending on the machines, sometimes we'd service them in the middle of the day, because we had to, because they couldn't run all the way through. The newer machines we run all day long without that and go back to servicing them later. And then we go in, take showers, and do everything and then have dinner, and it's usually 9:00, 10:00 by the time you get done with that. So you can tell there isn't a whole lot left to the rest of the day. You don't do much after that, there's not a lot of watching TV or anything, usually you're too tired to do any of that. You're just ready to get to sleep, so I can get back up at 5:00 and start this whole routine over again. So that's basically what you've got to do.

**JK:** How long does harvest take?

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**TH:** Our harvest usually ran, I usually figured twenty days. But it could run longer; I've been through longer. If you get any rain or anything in the middle of that, that always stops you, because you can't harvest if you get wet. So then you've got to wait to dry back out. You've usually got people standing around trying to figure out what you're going to do next and all that type of thing. But normally, if you can run straight through, fifteen to twenty days is basically it.

Then in the summertime when we're not harvesting, but we're tilling the ground – now our operation is what we call a summer fallow operation. A summer fallow operation means that we summer fallow the ground; in other words, we till the ground one whole year, we keep the weeds and everything off of it. We start doing that early in the spring, and then we till it two or three times during the year. We work the ground up and we will till it, then we will fertilize it and then we will plant it in the fall to wheat. Then that wheat will be harvested the next August. So it sits there and grows all during the fall, and goes dormant in the winter, and then it's usually ripe and ready to harvest in about August. Actually we start in our area in about late July and end up in August.

So the ground that we have in wheat this year, will not be in wheat the following year. That's the ground that you are re-summer fallowing, which you're getting prepared to go in. So you've always got about half your ground that you're going to harvest, about half that you've summer fallowed all year to go back into crop. As we're doing the summer fallowing, we have to work that ground all year long. So that means if we're doing a tractor job – and we don't do it every day – but that means if we're tilling the ground, and we will go over that ground between four and eight times, probably more like about six on an average times a year, before it's planted. And that's counting one operation of planting. So that we start usually about 7:00 in the morning, and we usually run till 6:00 at night on the tractors in that kind of thing. So the routine stays about the same. You pack a lunch and it all stays about the same.

In the summer, our cattle are on range, around us. We have the range around the ground that is only conducive to running cattle; it's not conducive to farming. Usually it has a lot of rocks on it. That's not conducive to farming at all, so usually it's only conducive to cattle. In our area, we are really dry. We only get eight inches of rainfall a year – that's including what snow that we get during the winter – so we're really dry. So you have to keep the cattle

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moving – they eat the grass down, and once they eat it down, you move them to another pasture that has grass, or water. You could lose water in the pasture. That's [what we] do with the cattle.

Now in the wintertime, we calve. We breed our cows during the summer. We turn our bulls out with our cows; they range with them, from early in May. So the cows start calving in February. We usually calve them out in February. So what we do in the wintertime is basically watch the cattle, make sure that we first got them fed and watered well. But they are with us most all the time. We watch them, making sure they're calving OK. If a cow has trouble calving, we have to help that cow with the calving process. And so usually it's early in the morning, you're up about daylight, making sure that you don't have a cow that's giving you a problem. And a lot of the times we check them at about midnight, in fact. We go out and we usually check the cattle at midnight and make sure that we don't have one that's going to have a problem. We can see them start calving, and we'll watch them, and if they get too long into it, or we see that there is a problem, then we bring them in and help them at that point. We usually spend about 30 [or 40] days of calving in that period – from February into almost the first of April.

**JK:** You were talking about hiring people to help with the harvest. Now, it seems like everybody's going to try to hire the same people at the same time. Is it hard to find help at that time of year?

**TH:** It is, sometimes. Many years ago, when I first took over the ranch, a lot of people prepared to come to work for you for harvest. They liked doing that particular thing, a lot of them would take off of their jobs or whatever it was and say, "I'm going to spend the month with you." It's just a different lifestyle; it's a lifestyle that we remember. So at that time, we had some of that built in. Today that doesn't happen. We very seldom ever have people – even though I will say that probably you have people like me, that are retired and go back on the ranch to help the boys harvest for that thirty days, or whatever it is. I haven't gotten to retirement yet, but from this job, I actually do go back and help them through harvest so far, each year, so that's good. But it is harder. That has become a new problem, but it's a problem that we have taken up the slack with the Hispanic community. They've been very helpful with that, and not only in our industry, but in of course the orchards and any other industries, and they've [come] over into our industry. You are right, there is more people, but once you get your crew set up, most times that crew's back with you each year and does want to work with you. You'd be surprised you

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don't have that major turnover. And it is a short period of time, but it is high intensity, at that time.

**JK:** So where do your products go?

**TH:** We raise our calves to about 500 pounds, then [we sell them]. Usually we do two things: we sell them right off the ranch – in other words, buyers come in, they look at them and say, “Yeah, we want these to go,” and when we were shipping calves, most of my calves went actually to the Midwest. We sold here and they actually went out to the Dakotas or Iowa, and then they went on the corn and stuff like that till they brought them up and they moved them to the feed lot to finish them out, to a big feed lot. But not always. I've had cattle stay right here in the basin, that they've done basically the same thing to – they bought them, moved them out on the corn stubble and the stuff like that, let them come on up to another two or three hundred pounds, then move them to a feed lot and feed them on out to that time. [The other way we sell the calves is through a livestock auction.]

When we harvest our wheat, we can store it on the ranch. We do have bins and storage on the ranch for a lot of it – not all of it, we can't store all of it on the ranch. Or if we decide not to store it on the ranch, it either goes to the local community that has elevators that will store it, then it goes on trains and is shipped. Usually from there, it's put on a train and shipped to Portland, Oregon, which is then is put on ships and shipped overseas. We raise a lot of red wheat, even though we are starting to raise some white. White is prevalent in this state. Red is not, but the red is usually the high-end protein. The whites are used for pastas and stuff like that. The red is used for bread and things like that and pastries. We have our own trucks though; we do have our own semis, and so a lot of times we haul our wheat straight to usually the Tri-Cities, which is Pasco, that area. It's loaded on a barge and goes down the river to Portland, and then put on ships, or transported out of there at that point. But we usually sell it locally.

I always like to tell the story about the farmer. The farmer is one of the only people that pays retail for everything he buys, but he sells wholesale, and he pays the freight both ways. It's always one of them kind of things. [Laughs] Because we do pay our own freight for our wheat clear to Portland, whatever it is that we have to take out of the cost of what we get out of the wheat.



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**JK:** Maybe we could switch over and talk about the Grange. Now you're the Washington State Master?

**TH:** I'm the State Master of the Washington State Grange.

**JK:** What responsibilities does that involve?

**TH:** That's to run the organization as it is in the state. The Washington State Grange is the biggest state Grange in the nation. There are 38 other states that have Granges, but we are the biggest. This state Grange started in 1889, that was the first year. We were actually a state Grange three months before statehood. And that was played politically, because we became a state Grange before they pulled into statehood. That also gave us the chance to partly [help] write the state constitution. So we helped write the state constitution; we do have an RCW in the state. We even have a full statute in the state – I think it's number ten, I can't remember now, but anyway, we do have a full statute in the state. So the state Grange has been around a long time.

At this time we have in excess of 50,000 members. We put out a publication every month called *Grange News* that goes into 47,000 households in this state. We have 300 local Granges in the state that we call Community Granges – actually they were called Subordinate Granges. We are changing names a little bit because not everybody understands what subordinate is, so we call them Community Granges today. My position has always been called Master. The national Grange first started in 1867, so it's been around. We now call ourselves Master or President; if I'm talking to the news media a lot of the times, they just refer to President and I do too, because I don't have to explain it at that point. It's a lot easier.

But what I have to do here is I have to oversee the 300 local Granges, or help them in any way that I possibly can. I have about 50 deputies – I call them deputies – [these] people [are] in each county that can answer for me to these Granges, to help them all out. But what we do is we set policy for the state, and what we want to see in the state laws and things.

Right now we are in probably one of the biggest fights that we've been in in history. The state Grange in 1934 put what they called in this state the blanket primary system; that's the system that we actually vote under today, in our primary. That's how we do it, that we can vote for anybody, regardless

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of party or anything else. The Supreme Court has not heard us; we have taken it all the way there. We won in four courts, we lost in one. And so right now, we're trying to restructure that thing, because they are saying that there might be one section of it that's unconstitutional. So we are in a huge fight right now of preserving that right, that you can vote for anybody that you want. This is just one of things that the Grange has done over the years.

[Another] thing is public power; we put it into place in the 1930s also. That was a Grange movement to be able to bring power to the farms to be economically feasible to the farms, and so we did. Rural mail, that was another one that most people don't know about. We did that nationwide, that was brought in. The Grange put that into place. And many things like that. Everybody says, "Well, you only deal with agriculture." Yeah, we do, but it affects everybody, such as rural mail, such as public power, such as the blanket primary – it all affects everything.

One of the other major issues we got into a few years ago, in 1977, in fact, was the Family Farm Water Act; we preserved water to keep it on the grounds so the farmers have it. In other words, they couldn't move the water from the ground. Back then, we had a lot of California people trying to actually move our water from here to California, and that's how this all came to be. Said you can't take it away from the ground; you've got to let the ground raise the food first, and we will do that. So that was huge.

One of the other things that we've done that most people don't realize is school busing. The federal law came in and said that all kids have the right to go to school, but there was no way to get them there, so the Grange is the one that put the school busing into place. So we've had a rich history [nationally], and we've had a rich history in this state. And that's kind of what we do.

In short, my job here is mostly to implement what the Subordinate [or Community] Granges want, or what they get in to me as far as legislation-wise; to make sure that we're on track with the legislation, to make sure that the legislators are hearing what the people are [saying]. And most of the time, we have found ourselves, pretty much, of the issues that we stand on – everything from judicial system through the schools, education, we fight for most all of them type of things, through transportation of everything – we stand pretty much where the people in this state stand. There isn't hardly any difference; it's a good cross-section.

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And it's good for legislators too, and they know that. They look to us in a lot of cases to say, "OK, where are you guys at and what are you thinking?" Because we aren't a special interest. We look across the board, what is good for the people. It's like I belong to some other organizations – special interest groups. Yes, they do a great job, but they only focus on that one little part of it. We focus on the livelihood of this state and the livelihood of the people and what's good for all.

**JK:** Can you describe a typical day working here?

**TH:** I'm not sure there is a typical day. But we will try. [Laughs] Each Master runs this in his own way as he comes into this. Before I get into that, I might say that every two years they have a new election. I am not on any term limit. That is one thing that this state doesn't have. There is some states that do have it for this organization; we don't. So they can re-elect me, whatever they want. Some of them have said that. I've been in for four years, was just re-elected for another two years.

When I was elected originally, I thought that I could probably be here a few days a month and on the ranch the rest of the time. That did not work for me. [Laughs] I am here about twenty days a month, at least, if it isn't twenty-five, and I try to get home on weekends sometimes. The wife joins me over here at other times. We always seem to meet some place. Anyway, a typical day here for me: I get to the office at about 8:00, and usually I check my calls and see what else has come in during the night, if anybody's wanting anything. And my typical day is just to decide what is on the burner first – if there's any Granges out there that need [something], if there's anybody that's got any questions that I need to take care of.

And then the next thing is usually, especially this time of year, and even not this time of year, I'm using my legislative director, which I have one on staff with me all the time. She usually comes in; we go over what all we're looking at, if there's anything that came up. A good example is the mad cow [disease]. Washington, DC, called us the day it came up; we knew what was coming down, and I think we talked to Washington, DC, out of this office probably every day off and on through that period of time. Not that we were trying to, they were just keeping us up to speed, and also trying to find out where we should be going with this. So we have to cover all that.

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We cover a lot of water issues. And so every day, we're working either on water issues or that type of thing, regardless of what it is. We go over some of that, we get them lined out. I work through whatever I have to do for the Granges locally, and that type of stuff. But our main focus is the legislative part of that, out of this office. But I also feed all the Granges all the information that we get. This year, to make my job a little bit more hectic, they have also now put me in as Vice President of the national organization. Now I have to go to Washington, DC, every so often.

But that's a pretty normal day. The office is open until 5:00. I have a staff of seven with me – I have people doing membership, and I have people doing communication, and I have people doing legislative. I also have an accountant on staff, a receptionist and a gal that really kind of takes care of me, and makes sure that I get my meetings right, that I'm in the right place. If they leave it to me, I have three meetings on top of one another, so they found out, don't do that, don't leave Terry to make sure that he's taken care of at this point. And I usually end up leaving around 6:00. No big deal on that. I do live here. But I found out that last hour between 5:00 and 6:00 is pretty quiet and I can get more done and I can get out of the traffic.

**JK:** How much time do you spend meeting with legislators? Do you do that often?

**TH:** Yes. I don't do it as often as I used to, because I do have a Legislative Director. In fact I was the legislative director here for a while; before they moved me into this position I did that. I do meet with them periodically. [My Legislative Director] meets with them of course when they are in session; she meets with them daily, and I do also have another guy with us out of the Secretary of State's office that working with us also. He's retired out of there now. And so he's been a great help to me in the last two or three years because he knows election law like you can't believe, so that's what I need. But yes, we do. In fact, in the last few days I think I've met with about ten legislators in two days. Not normally. Talk to them a lot on the phone; bring them forward with a lot of where we're at, keep them up to speed. Asking them to make sure that they will let me know if they have an issue or if they want me to cover something for them on some issues or if they want our input. That's most generally where we go on that type of thing.

A lot of email communication. A lot of phone communication. And also, I'm not a legislator, but at the same time I was elected Master, [my wife] was

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elected County Commissioner for our county. So now I'm married to an elected person, and it's really kind of different. [Laughs]

**JK:** You said that your involvement with the Grange started while you were a kid growing up.

**TH:** Yes.

**JK:** What did you do in the Grange then?

**TH:** Actually, the first involvement I had was many years ago, I'm assuming in the [19]40s. My mom used to play for dances. She played piano, and they'd have country dances a lot, and she would do that every weekend night, probably Friday and Saturday, I'm assuming. I would sleep on Grange benches then, because it was always in a Grange hall. My folks were always Grange members. They were charter members of two Granges that started. When they start, if you're the very first members in, if you're the ones starting that, that's a charter member, and they were charter members of two Granges.

When I was twelve years old, we started what they called a Junior Grange, and I was President of that. We started one in our local area, and I became President of that to start out with. So my involvement got to be there very early, and I was always raised in the Grange. I was President or Master of the Junior Grange for I think about four years, and then I was able to graduate into what they called Subordinate Grange, which is the local Grange today. I held two or three offices in there for two or three years. Right after I was married, which I was only 20, I think – by the time I was 21, they had put me in as President or Master of the local Grange. So I was that for a number of years, and then from there I just stayed in the Grange of course and worked with them. I worked as Deputy Master for my county; one of the State Masters wanted me to do that. I did that for a while, helped them out in that light. Stayed in the organization.

A few years ago, I'm going to tell you it was [19]96, the Master before me in this office called me one day on the ranch and said, "Terry, would you be my legislative director during the legislative season over here?" And I said, "Sure, I'll come over and do that. I'd like to try that." So I and my wife came over and did that. I did it for four years; she was with me one year, over here and then back and forth. She was with me each time, but then she became

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County Commissioner and then the Master decided not to stay in this position. I was going to resign that year, kind of ironic – I was going to resign being legislative director and tell them that I would help my wife with the County Commissioner's job that she was in, but I didn't have a chance. They had decided that they were going to vote me into this position, and it set me back, because it took me a minute or two to accept the job. I will say that. There was some hesitation there, and I wasn't quite sure where the Grange was going at that time. I really had some hesitation. But I decided to take it. I did take it. And so that's how I became Master. I had never held a state office up till that point, until they voted me in. That's kind of unusual; that doesn't happen very often at all. And the National [Grange] has kind of done the same thing to me. I've never held basically anything there. They just walked out there and said, "We're going to put you in this position."

**JK:** Was the hesitation there because you hadn't expected it, or...

**TH:** The hesitation was there because I really was wanting to make a commitment, and Mary always been a soul mate and worked so close with me. On the ranch we had always [worked] together. We'd never been apart, and we worked side-by-side. She'd drive a truck, combine, she could do anything that I could do, and we worked side-by-side. So this was a whole new adventure when I said that I would take this. She had finally come in and taken a County Commissioner's position, and was voted in by the people to do that in her county. She had supported me over many years, and I thought it was my time to support her. And so it was a hard decision. She had to go back and do some business the day – we didn't know that that was coming – so she wasn't with me the day they elected me to the job. So I told the delegates at the time – and there was about 400 of them sitting in there – I told them, each one is you is going to have to sign this piece of paper, because I said if there's a divorce comes down, you're going to be on my divorce decree right here. [Laughs]

**JK:** You didn't even have a day to think about it?

**TH:** I didn't even have a day; I only had about fifteen minutes. Well, they had nominated me in at about 10:00 in the morning, and taken the vote, and it had taken about fifteen, twenty minutes, so I was sitting there through the whole vote trying to figure out [what to do]. I really had convinced myself there's some other people that really wanted the job very badly. And I thought, this is OK, because there was about six to eight names up and you have to get a

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majority or you aren't voted in. And usually what you do is, you just keep taking the amount of people that has the majority and keep moving them forward. So in other words, I figured, well, there's going to be only three names left here. They'll drop a bunch of us off right off the bat. Didn't happen. They voted me in on the first ballot. So that brought on a whole lot of things, and I didn't have much time. I either had to say yea or nay. The only thing that really kind of held my feet to the fire [was that] I had told the present Master – he had indicated to me three months earlier that he might not take the position. And he asked me, "Would you take the position?" and I said, "Well, no, I don't want to." I said I'm going to do some other things, but I says "If you decide not to take it, I would let my name be brought in for nomination, but that's all the farther I'm going. I don't want anybody to know that I would do anything." But felt very committed to him at that point because he had made the decision and took his name out. And so I had to leave my name in; I had no choice at that point. But I guess I didn't have to accept it. But it was hard.

But it's been good, and the first thing that happened was, good people came around me. I got good people into place. That means a lot, if you've got a good team. I always tell everybody if you want to be a good leader, you make sure you've got good people around you, because they are going to help you lead. You ain't going to lead. And you have to always remember to look back once in a while and see if anybody's following you, or you're not a leader.

**JK:** All right, maybe you could talk a little bit about how the Grange has changed over the years.

**TH:** The Grange has changed in probably many ways, but the first thing that comes to my mind is the Grange years ago was the social point of everything. That's where everybody met, not only to talk about Grange business, but to talk about anything else in the community, or just socialize. You have to remember, a lot of us don't remember too well, but this was before the age of TV; maybe we'd had a radio and stuff like that. But this was a social point. This brought people together. That is one of the changes that we see today – we aren't bringing them together as much. Even though I really believe there is people that do cry out for that, and that we do need that. We have more people probably in the Grange, but we don't have as many people coming to the meetings. I've always told everybody, if I could run a Grange through a drive-in window, I would have everybody in the world. I believe that. And I believe that's where we're coming, even though there is some success stories



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out there, and one of them that kind of brought everything back into focus to me, is the story that I was told of a Grange, here in our state just recently. They were striving to try to see what they could for the, because that's the other thing that we do, we help communities.

I got one Grange that's making so much money, they're buying Jaws of Life and everything else for the community, and so they're doing a large amount of things. But this Grange had decided that they were going to invite a few people from areas in the communities to come in and just tell them what you're thinking, just visit, more than anything else, just to get together and visit. And so they did. They went out to each house. They picked about fifty homes in a community and they would invite these fifty homes. They'd put stickers, or hand them out things at their door, or ask them to come, or mail them – say come to the meeting, we're having cookies and doughnuts tonight, come and get together and meet your neighbors. But they also took a picture of everybody's house and when these people come, they didn't give them a name tag, they pinned a picture of their house on them. Everybody knew who everybody was that way. And they say it has just worked tremendously. And now they have other people saying, "When is it our turn? When are you going to invite our community to do this, our few houses to come in to do that?" So I do think sometimes we lose track of the social part of it, and what we are doing with some of the things.

**JK:** Do you think it's become less agriculturally focused over the years?

**TH:** I don't know that it's become less agriculture focused because everybody thinks that's what the Grange was, we totally was agriculture. Yes, that's probably where it started, but as you heard, all the things that we have done has not only been for agriculture but for everything else. For our schools and for our judicial system, or for transportation. Yeah, it all affects agriculture; I'm not sure that we're focused any less. I think all of us eat; if you eat you have a stake in agriculture. I think everybody has a stake in agriculture today. But I don't know that we're any less [agriculturally based]. In fact, I think I have 4,000 [members] in King County alone. You wouldn't think that's agriculture based. I will tell you that they are probably the most adamant of what happens in agriculture or anything that we run into, such as water issues, shoreline issues, and [those] type of things. That does affect agriculture. So I'm not sure we're any less agriculture based. I like to tell everybody that I'm not worried about the agriculture because all of these people have a vested interest. If you're eating today, you have a vested

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interest in agriculture. And they all seem to want the best for that in what we're striving for, but we do have a good cross section. We have people from real rural counties, Granges from that, all the way to Granges in King County.

**JK:** Is there a typical Grange member, or...

**TH:** Yep, they're a typical Grange member. They don't all come to the meetings. You have to understand that our society today is different than it was years ago. I remember when I went to school, the school activities wasn't really much for the whole family. We did things on Saturday night, or maybe Friday night. Other than that, there wasn't much going on. There was some church activity, maybe we'd have on Sunday, and maybe once during the week. Now the strain is on the family very heavily. The school has very heavily got them involved. Every night of the week there's something going on. So you can't expect them to give you all their time, but they actually want what you want – they still want the availability of talking to the legislators, or to making sure that they understand that this is where the voice of the people is. So they actually want the same things that you want. So they want their name on the organization and the organization has to understand that. Not everybody is going to be able to make that meeting. Unless you've got that drive-through window I've talked about, not everybody's going to make that meeting.

**JK:** So what are the main priorities today of the Grange? What are the main things you're working on?

**TH:** We've been in the fight for over four years trying to save the primary system that we do have in this state, and we are the only state [with that system]. That is the major focal point as of today. We are in a major fight on this hill today to preserve the right for our citizens to vote for anybody that they want in the primary. That is one of the major [issues]. The other one is we are hugely involved with many water issues that are going on, especially the shoreline issues, where they are trying to do setbacks of anywhere from thirty to three hundred feet that you aren't going to touch. If you live on a shoreline, we'll say a little creek – and I've got Grange members that do this, maybe have five acres, and they've got a little tiny creek, or something running through. They want to do a setback where you can't do anything to that. You can own that ground, but you can't really do anything to that ground, so they take your availability away. I had one lady that had I think five acres, for an example; by the time they did the setback, she didn't have

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room enough to build her house the way the dumb thing come down. You couldn't even build a house on this, or anything close to it; all of a sudden you lose everything in the middle of it.

These are huge issues. Salmon issues – we're talking about the salmon issues all the time, especially working with the dams. That issue that has been huge, living in our area. We're all the way down to working with what is going on in the schools today. We really need education, but we don't need to keep throwing money at education unless we're educating the kids. We're already one of the highest in this state; we already pay per kid probably some of the highest amount out there for education. And they're getting education, but where is that money going? We need it to get great education and we could do it. There are places out there that educate kids for half of what we do, I mean as far as money-wise, and yet give them a better education. We need to look at that. We don't need to strap ourselves; we ought to make sure that we're paying our educators a good [wage] to educate kids, and we need to make sure that they're getting it. We don't need to be spending it for something else. And they need to be getting the education to do the things that we need to do today. Sometime we forgot what we're educating these kids for. There's kids coming out of these schools that, yeah, they know how to run the computer, but they forgot to learn how to run the pencil on the paper, I will tell you that. Maybe we need to get back to some of that, because some of that in reality, you still need that.

**JK:** Is there an overlying philosophy of the Grange that these interests all come out of, or are there principles that you're defending in terms of these specific issues, like property rights, or, I don't know, free expression...

**TH:** I'm glad you hit on that because property rights is one of our biggest issues that we have, and we do struggle with daily. Because what is your property rights? Our firm belief in where we have to go is, we don't want anybody taking our rights away to do with our property what we want. Whether you like it as a neighbor, or whether you do not, you still have that right. And today, we're doing that, but we have to be careful. Today we have organizations that want to preserve farm ground. But to preserve farm ground, what are you going to have to give up to do that? Are you giving up growth to do that? And so we have to be very careful. Do we give up the people that's been on that ground for a hundred years or, say on my ground, where I've been on it for fifty years. Do I have the right then to sell some of that ground as development ground? Is that my right? Or do you have the

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right to take it away from me and say, "No, you can't ever do anything with it." Because the price is totally different in how we do that. That might be my retirement; do I have a right to do that or not?

So property rights is a huge issue, and we have looked at that very seriously. And we add growth in this state. We think that the growth management act in this state has its [place], and some of the things that it's done, but it doesn't work for everybody. And there's no way in this state that you can make one shoe [that] fits everybody. I can't make every farmer in this state one shoe [to] fit everybody. I guarantee you, the guy that farms in the Palouse country couldn't farm the ground I'm farming. I'm not sure I could go in the Palouse country and farm that ground. I think I'd make the biggest mess out of that there ever was, because I don't understand it, and they don't understand mine. And growth management is the same way. You got somebody in downtown Seattle that's got it figured out, how to tell me to run growth management on my ranch? I don't think so. I don't think I want to tell him how to run his in Seattle. And so, yeah, rights is a big issue, and we're losing it more and more every day. And we have to be very careful about that. But I think the people are seeing that.

And the other thing that we have to understand is that the more the pendulum swings one way, it always comes back. I try to tell people, it's hard to get that thing to stop in the middle. It always goes the other way so far until everybody is fed up with it there and then it's going to go [back] again. So we live in this cycle of back and forth a lot. And I think that's kind of where we're at in growth management and property rights. I think there could be an uprising in some of that, just like there is in the blanket primary system, as there is today, the fight that we're in. When the people have found out that we are actually taking their right away from them, that's not working. That will not work; they've said no. I've even had party people in my office; I had one in here yesterday – said absolutely, "We do not want the parties to say that we can't vote for whoever we want. Yeah, I'm a party person, but I don't believe that. I think we ought to vote on the best person, regardless of who it is." And the property rights are the same issue.

**JK:** What do you think sets the Grange apart from other organizations? What makes it different?

**TH:** A couple things. First off, we're a family-oriented organization and believe in involving the family – the kids are as welcome as anything else in

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the Grange, all the way up to grandparents and whoever. And the Grange is totally non-partisan. In other words, one thing we don't do, we don't back one party or the other. We don't really back any candidates over one or the other. I have Grange members that are in probably every party out there, from Independents to Democrats and Republicans; they are all good people. We don't give money to any of these campaigns. Surprisingly enough, everybody says, "Well, how can you even get them to do anything?" It works very well, because I don't give money to anybody. They don't need it from me. All they need to know is where the people stand, and that's where this organization comes from. It's where we stand, and we are standing for the people and what the people stand for. I don't care whether you're Democrat or Republican, we stand together on the issues, and these are what it is. And that's where a lot of other organizations are not there.

The other thing that we do, we do a lot of community service work in different ways. I had a lot of Granges that have taken on a new program, and it's went over way bigger than I thought. We call it "Words for Thirds." And what that is, it gives a dictionary to every third grader in your city or town. The Grange gets these dictionaries and we hand them out and we just give them to all the third graders in the class. Whole counties now give every third grader in all of the county, and these third graders are just eating this thing alive. They love that! Their first question is, "Can I keep this book?" [Laughs] It's almost like handing the kid fifteen years ago the first computer, only now we're giving them the first dictionary. And we've even seen letters. I had a letter handed to me that was written by one of these third graders; you could tell he had wrote the letter thanking us so much for giving him the book, and that he was going to use it a lot, and he really liked it. And at the bottom of the letter, it said, "P.S. I've used the dictionary a lot to write this letter." [Laughs] So it's very good, it just is amazing. It's a program that I did not think in this day of electronics and everything else that [would be so successful], but the kids just love it.

But that's things that we do for communities. All of our local Granges should be heavily involved in community interests, whatever it is. And I tell each one of them, "I can't tell you what you're going to need to do in your community." Like the one that got the fifty people together, they're doing something there that probably might not work someplace else. But each one of them, they do that. And that's the type of thing that we're looking forward and doing things to.

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I have one Grange that's done a burn trailer, I think they call it. It teaches people how to get out of a burning home. Very interesting. It's a highly expensive trailer; I think it cost about forty or fifty thousand dollars to put it in place, something like that, but things like that, we do that.

**JK:** Can you talk a little bit about a challenge that you have faced either in your work at the Grange or on the ranch, something that was difficult that...

**TH:** Oh boy. I'm a positive person. I hate remembering challenges. [Laughs] I always look to the positive, try to find the positive in anything. I always say there's got to be something there sooner or later. There's probably challenges in both places and they were given to me at different levels. The challenges on the ranch is of course to keep up with what farming is today and to develop it in the best way, and also not limit yourself to farming. In other words, find out who you are, and what this farm can do for you and other people. Farming has not been good for the last seven or eight years and we've lost a lot of farmers. And we're all in the same boat. But one thing we've learned on our farm, and some of the major decisions that we've made, is you've got to look outside the box. You've got to look outside, not only just farming, but what it is and what it means to you. So we've diversified. And like anything else, you have to do that. And we're doing it yet today. But you've got to diversify.

Today I have three sons on the ranch; they all three live on the ranch. One of the sons today – two or three years ago we had two or three trucks of our own – he has taken over a business of basically brokering for trucks. Right now it's developed into something huge on the ranch. We also run a [repair] shop for them now on the ranch, we run a shop for trucks, and the ranch ourselves. So we've diversified ourselves. But he does all the middle stuff for these trucks. In other words, he takes care of all the insurance and he takes care of everything for these different ones. Way overloaded on that. We've really diversified into that. It's just something that's come on. We've diversified into the wildlife, into the hunting and the recreational part of it. I think that's something else that's out there. We diversified into people that just want to know about farming.

And so that type of thing, I think, you have to learn that you don't get yourself built into... I think many years ago, when I took over the farm, if I'd have said, and I probably did at that time, I probably said, "I'm going to be a farmer, I'm only going to do it this way; this is the way it's going to be, this is the way



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we've always done it for a hundred years." I wouldn't be there today. The farm wouldn't be as big, I wouldn't be there, whatever it is now, three sons wouldn't be there.

I always made one other statement too since I've took three sons on the ranch – probably one of the biggest dilemmas I've ever had. My wife and I, we told all three sons, early on, "We don't expect you to come back to the ranch; we don't expect you to have to take this thing over. We'll do whatever it takes, you're more than welcome not to come back to the ranch." Because I never wanted to feel like [I was pressuring them]. Everybody said, "Well, you were kind of pressured into it." Yeah, but really I wasn't. I had a decision, and I wanted them to have the decision too.

My middle son said that he definitely wanted to come back to the ranch all along. I said, "First off, you're going to have to leave the ranch for at least one year to go to school or whatever it is, I don't care. You're not staying here, you're leaving; you've got to find out what the outside world is." He did. Probably the biggest mistake I ever made. He didn't want to do that; he came back to the ranch. The oldest son did go away to school for two or three years; he was back on the ranch before the middle son come back. My youngest son said he'd never come back to the ranch; he had allergies, and he had all the typical things, and he just didn't like it. And he didn't, for about five years. He came back to the ranch then and said, "You know, I'm OK, and I'm doing all right, but I really kind of like the lifestyle that's here; would you consider..." And of course at that time I had two other sons on the ranch, and I said, "Well, it's not only up to me at this case, it's up to your brothers also." So these are hard decisions you have to make, but they brought him onto the ranch.

They are doing well, but they are diversifying to do it. It's like anything else. There's hard decisions out there that you have to do. And farming will change in the next ten years, way more than it is today. So either we'll diversify more back into farming; we might have to get more back into it as we take out more CRP, or whatever we have to do. We will definitely have to change, and [those decisions] are hard. I think that was some of the hardest decisions that we had to make. Probably the hardest one is making sure that the sons had the availability to come back to the ranch if they wanted to, but they didn't have to. Most farm people will tell you right up front that they want their kids to come back, and most of them will pressure their kids to come



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back. And if the kids don't want to, normally it doesn't work very well. So I think that's a hard decision.

In the Washington State Grange, when I took this particular position, the Grange was in some of a turmoil. Not a lot, but some of a turmoil at the state level. One thing we had done, our Grange building was in Seattle originally, downtown Seattle. In about [19]89, they had decided to sell that property and build a building here in Olympia closer to the legislature where we could work better than we working out of down there. So that decision was made, and we did. We bought this property here in Olympia, and we built this building. Cost us everything that we got out of down there, plus about another, I'm going to tell you \$800,000 to build this building here. We own all of this building; we use the top floor of three floors. We have the top floor for ourselves, and we rent out the other two floors.

When I came in, they were struggling on paying that building off. There were some real uproars and some things that we had to do. There was some turmoil there. There were some things that we had to [do]. We had to take debt away. We did that within two years, we paid this building off. So there is accomplishments there, and I've looked back on it. When I looked on it coming in, I never thought too much about it. I guess I've looked back more and said, "I don't even know how I did that," and really I didn't do it. Really all I did was [be] the vehicle here to let the members do it themselves, and you have to remember that. And I think that's the hard decisions you have to do.

**JK:** What do you find most rewarding about what you do, either on the ranch or in the Grange?

**TH:** I think the most rewarding in both places is seeing the end results of what the people [do]. In this particular organization, the end result [is that] you actually have a little part of shaping what the state does and what you're doing for the people and be able to get to the people and do things like that.

On the ranch, it's much more rewarding, in some cases, because if you like getting your hands dirty on the ranch, it's putting that seed that actually died – because in wheat, when it becomes ripe it dies, and actually it's dead when you harvest it. That seed is developed and totally dead. And so you harvest it, and actually when you put it back in the ground, it becomes new life. And that's kind of rewarding, to go through that process again. With the cattle the same way. It's very rewarding and doesn't always get you to the end results

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you need. You might need money or whatever it is, but it doesn't always get you that, but that part is very rewarding.

And the rewarding part about farming and agriculture is you're doing this, other people can benefit highly from this. In other words, the world can benefit highly if we do this right, because we're raising food, we're taking care of the ground, we're making sure that we're always going to do this. You always hear so much, or you used to, and I don't know that we've heard it so much in the last couple years, but you used to always [hear] from the environmental community, "Well, you're taking away from the ground." No, I'm making the ground actually better. I'm not going to take my livelihood away from myself. I'm actually making it better. I actually came probably from the 10 bushel that my dad was raising on that ground, to the 40 bushel I'm raising today, and you tell me I'm doing worse? There's a problem here, and I'm not going to kill my livelihood, I guarantee you. So I think that's a big benefit, and to be able to show people that – I think that's something that we want to do. To me, that means a lot, and I would like us feeding the world, I really would. I really think just because somebody's politics isn't the same as ours, I don't think we should be starving people at that point. I think if we can raise the food, I think we ought to be doing that.

**JK:** Maybe we can talk about the state of agriculture in Washington. Do you think it's a healthy industry at this point?

**TH:** The state of agriculture in the state of Washington as of the date that we are looking at, which is in 2004 in February – it's not healthy, but it is stable. I will put it that way. I think that we are much stabler in 2004 than we were in 2002, or maybe 2000, because we've had such a downturn that the survivors that are on the ground now are stable. We have lost some farmers in that. There's no question. Did we lose farms? No, not so much; we didn't lose farms because the farms just got bigger. More people have had to take over more ground, or whatever we're doing. We didn't lose the ground so much, even though we do lose some ground every day to growth, but that's to be expected. And if it's done right, it won't hurt agriculture, because we are getting so much stronger in agriculture.

Are we going up from here? I always tell everybody if you're on the bottom, you got no other way to go but up. We're not exactly on the bottom, and I've always told people that there's been times when I've been able to reach up if I reached really high with my arm and if I really stretched that I could touch

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bottom. And I've been there a few times and felt that, and I don't think agriculture's there either. But we've been there and what we've learned through it will benefit this state greatly. Ironically, what we were through last year with other industries in our state, such as Boeing, will benefit agriculture.

**JK:** Why is that?

**TH:** Because, the regulations and the stuff that we have on the business world today in this state has been huge, and it's hurt agriculture. And agriculture is a business that you just can't pick up the ground and move to another state or another country. You've got to live with the regulations and stuff that's handed to you in this state. You can't move it. They have found out that the regulations and the things that they put on other businesses such as Boeing has not worked. My very first question to the Governor when I had a chance to ask him was, "Have you found out what you're doing with Boeing, that you're going to be able to feed through the rest of the business world in this state?" And agriculture is number two of course. And "yes," that was the answer that I got back – "Yes, we are seeing that." So it's ironic how other things will affect agriculture.

So how is it today? I think we're getting better; I think we've learned how to diversify; I think we've learned how to do our things that we need to. A farmer's always been residual because he looks at things totally different and it becomes more of a survival than anything else, and sometimes in that case, that helps us. And I think that's happened in this industry today and I think that's where we're going. Will we be here? Yeah, we're not going to pick up and move. Will agriculture be here? Yeah, it'll be here. Will legislature try to put regulations on it? Yes. Will they learn? Yes, and I think they're learning very quickly. And I think they're doing a good job. And I think the people of this state are looking for that.

So sometimes I think when you're down so far – and this state is down totally, because of what has happened in our industries in this state and the economy, there's no question about it. And we've overspent. We've got to learn that when we do that, and when the economy makes that turn, you have to make the adjustments. It's OK to spend that money when you've got it, but you've got to make [those] adjustments, and that's been hard for this state to learn. But I think they're coming to that now; I do think they are learning that. We're in 2004; this is an election year. And I think it's going to be very interesting to see the leaders that we put into place, to see how they feel and

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what they're looking at. But I think they're all realizing it. Our state is unique: the west side is heavily timbered, heavily populated; the east side is more desert. We're totally unique in this state – two economies. Basically, two totally different economies. So it's very interesting.

**JK:** You've been talking about how many farmers have been lost in the last few years. Is it mainly because of the economic downturn, or is it things specific to the industries?

**TH:** It's mainly because of the economic downturn, there's no question about that. The ones that we do lose, is because of economic problems. And a lot of them have been there for years and years and years. But they haven't changed. There's a lot of times that I would like to not see change, but we have to. Even in my own organization, I tell them that, we have to make a change. I get back to my drive-in window. We have to make changes. That's a very good example, when business has had to make a change; if you look at all your local shops that went up, all your espresso stands. I mean, tell you what, they've learned in a big hurry. There's change out there.

And farming's the same way. I think we've lost especially a lot of the older people in farming. Two reasons: they're tired, they didn't want to farm any longer. They didn't want to make any of the changes. The young people don't want to come back to it when they can only see three to five – I'm not sure you can see ten percent, but you might see a three to five percent return if you do everything correctly, and everything happens right. That's not a very good sign to young people to come into. But they do all understand where we're at and what we are doing. And we understand we are feeding the world, or we want to feed the world, I will say that. But it's mostly economic that we've lost the farms, there's no question; they just didn't want to go there, didn't want to make any differences.

**JK:** Are there any sectors of the agriculture industry that you would see growing, any products that are more in demand?

**TH:** Product in demand, I don't know. I have not seen our last statement of what is growing as far as in this state or other areas, what's getting out. I did see one a while back and there was a couple on the top list that was actually growing. I think some seed crops were actually growing in this state. One of the things that I was questioning that might be growing, especially over here, is the flower industry. I kind of believe that. That's a pretty good industry.

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The wine industry is growing huge in this state. We do have a good wine industry in this state, even though I think they're struggling. I have some good friends in some of that, and they're really struggling in California, so I'm not sure how that's spilling over onto our state.

But I think we've become more stable. We've learned how to live with what we've got. The state has not learned how to live with what they have. And as we do things, they have to do things too. I do think that there is an upturn on a lot of that type of stuff, and I think that we will see more, surprisingly enough. The mad cow thing was one of them. Of course mainly what you heard about was the exports were going down, we were going to lose them. I was to understand the figures that were handed to me right off the bat. The total amount of exports was only ten percent of the cattle industry anyway – two foreign countries or anything else. We weren't talking a large sum. I remember talking to some cattle people about two weeks after it all came out and I said all right, I just had to buy some meat here for a reception that I do every year. I said all of a sudden when I went to buy it the other day, they charged me more money. I said, "Wait a minute. The cattle markets went down, how are they charging more money?" And I asked them, why are you charging... I says, "How can it be more, it's less." They said, "No, it's more money because of the mad cow disease." Well, to me that made no sense at all, because to the farmer it was less. But I did come to find out, believe it or not, actually within two weeks, our consumption here went up in beef over what it had been before the mad cow disease.

**JK:** Why do you think that is?

**TH:** I have no clue. So as you say, sometimes you never know where it's going to come from or where it is. It did stabilize us a little bit because of all of that. And in fact I just checked the other day the futures and a few of the things that was out there. It took a huge hit right off the bat, but it is fairly well stabilized now. I mean, it hasn't come back up to where it was, but it didn't keep going right on down. It did tell me one thing though – it told me the public was more in tune to what was actually going on than we were actually all hearing. In other words, the public was taking it in, where what were actually seeing out there was more scare than anything else, and it really wasn't working that well with the public – the public understood. They were listening to it. If you've seen the mad cow on the TV at the time where she was falling down, or whatever this was, that was filmed in England many

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years ago. They've never ever had a picture of the one that was even in this state.

**JK:** So what do you think the impact of the mad cow scare has been on the industry in the state?

**TH:** Well, the impact of course, more than anything else, is to bring the awareness to what is going on and how that cow actually got into this state, or where that cattle come from and how it got the disease. And we need to be looking at all of [those issues]. And that's what we need to be taking care of and looking at. As far as other impact than that, yes, it had some economic impact right off the bat, especially [on] the dairy farms that have these cattle, and it is all dairy cattle that we're talking about. It isn't feed cattle or anything else, it is all dairy cattle. But it does have an effect across total lines, of all of them, even though it is in the dairy herds that we're talking about.

It does have some devastating effects, probably on that local community down there, and I really don't know exactly what all's come out of that yet. Of course that ranch, or any other ranches, they're going to be under quarantine, they're going to be watched. It's going to have a devastating effect. I just got hit the other day in my office here with a question that was brought before me, which I hadn't even thought about – insurance companies trying to bail out of insuring feedlots and everything else because of this. That's just downfalls of everything that goes on, and I hadn't even thought about that, of insurance companies that was wanting to try to save what they think what might even happen to them out there. Sure, all of these things are factors.

So it does trickle all the way down, and it does have an effect through the whole economy. Even though I think it could have been worse – I'm an optimist. I think it will get way better, I think we will learn through it. I don't think we will kill ourselves. We haven't done it yet in the middle of it. I think we can stabilize the industry, and I think we need to put into place what needs to be into place on some of this. There is some things that other countries are doing that we will not let happen in this country, and I think this might let us do that. For right now, I've understood – in fact I've just talked to my legislator two days ago; said that there [are] tests that they can run in other countries on live cattle today that tells them immediately whether they have it or not. We will not even do that in this country because of some of the chemicals that they have to use, we won't let them do that. We won't let them



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do that until we kill the cow. Well, wait a minute, where are we going? We've got to learn something here, guys. I think that will all come into focus.

**JK:** You talked a little about some of the areas that are getting stronger. Are there any that are especially difficult at this point?

**TH:** I think across the board, the whole industry is struggling. Sure, there's parts of it that are struggling more than other parts. Right now is a good example of that, the cattle industry; of course it's struggling more than anybody else, and they were on the high road until that hit. There was no question about it. They were probably one of the bright stars in the industry because they had turned the corner. They were actually making money again on their cattle, or whatever they were able to do. Now it's probably a struggle where they're making money worth a push. It's probably a struggle for a lot of the cattle people or anybody else like that to even go out and get a loan today, to stay in the operation of business. Probably the bank's going to look at them and say, "I'm not sure where you're going today, and I'm not sure where it's going to go tomorrow – I don't want to take a chance with you." That makes it very tough.

But the whole industry is that way, and we've kind of been in some of that, even though I do think some of that is getting finally turned around and we are looking a little bit better. But I think it's across the board. And I think our legislators have seen that we need some relief on regulations. We can't just keep handing regulations to that part of the industry and say you've got to do this. Air quality was a good example of that. They were saying that with the dust we put in the air [we were causing pollution]. Then we come to find out that more air quality from dust off of roads had more to do with anything than we ran into, yet they weren't willing to put regulations on that. But don't put any regulations on me here, just put regulations on me over there. A good example is, we want to clean our air up; right now, any pollution in the air is over fifty percent to do with automobiles, but we aren't touching that part because we don't want to get out of the cars yet. Everybody likes their car, so everybody's going to stay there. So we have to understand when we start talking about regulations, yeah, we might improve that one percent over here, we might put enough regulations on the guy that burns his field off and say you can't do that, but of course you didn't pollute but a minute part of this air ever – but the cars that go up and down the road every day polluted four times more than you did, but wait a minute, we're not going to do that



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because we don't want to get out of the cars yet today. So we have to come to reality.

**JK:** You hear nationally about a shift from family farms to corporate farming, or whatever you want to call it. Has that happened in this state as well?

**TH:** Yeah, under [those] terms that's happening all over. But remember, family farms today will always be family farms or somewhat family farms, as [with] my farm. I don't call it a corporate farm; it's big enough to be. There are four or five families involved in this particular farm. I could incorporate tomorrow, be a corporate farm. Some of them are that way; that's where we get a lot of this, a lot of families have to do that. We will see bigger. We've also seen the bigger ones getting out. For a good example, the orchard industry has really taken a hit, which is really bad, there's no question about that, probably is starting to get back on its feet. But when some of the big companies like Dole and some of them, when that hit, they're out. That all went back to either family stuff, or whatever it is; it had to. The big companies didn't stay there with it.

**JK:** Because it wasn't profitable enough?

**TH:** Wasn't profitable enough, right. They were losing too much money. They couldn't take the bottom line on it out there any longer. They just couldn't make it the way that they had to do it. So they had to get out of some of that. I think that the family farm will always be around, but the family farm today might be a 50,000 acre farm, which is really not that large in some places. You take some of that in Wyoming and some of [those] states, it's 100,000 acres. They need all of that to run everything on. And so they're not that big. They're still family operations and stuff like that. But we need all of it. We need the family part. We also need the corporate part, there's no question about that. You have to have a balance. If you're corporate, you'll never be able to run it as effectively, I think, as a family could run it. The reason I say that is, if you're corporate, everything's kind of put on an assembly line system and you know exactly what you're doing and how you're going to do it. I'm not sure you're operating it totally as cheaply or as effectively as a family farm could be. Even though with the science that we have today – I've talked about the satellite technology earlier – everybody has the availability of doing these types of things. But no, I don't think we'll ever lose the family farm. They are getting bigger. Some of them that are actually family farms today will be called or are called corporation farms because they

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are going to incorporate themselves. And there will be some big corporations taking over some of that, there's no question about that. We will lose something when that happens. I don't think we'll ever see all of that go away.

**JK:** You talked a little about selling agricultural products in foreign markets. How much of our products get exported?

**TH:** Each product is different, and I don't know across the total board. I will tell you [with] wheat – a lot of it. Most of our wheat is exported. Very little of it I think is kept here or milled here. We don't use much of it here at all. Beef, cattle, and that type – not much. I think it's less than ten percent of the whole industry from what I understand. Interesting, the hay market and things like that, that is being highly transferred. Some of that hay is going overseas into Japan and some of [those] countries. And surprisingly they need it, they want it; that's a big industry here in the state.

Some of the other markets – I know our fruit industry, a lot of that's being shipped, I think. I don't know what the numbers are on that, but I know most of it's shipped out of state. I am not surprised if forty or fifty percent of that isn't shipped overseas. I'm not sure on that figure, but it would be a high number.

That is one of the things that has hurt us though, because we can raise fruit like we do, but we've also taught other countries such as China how to do that. So they're taking over the foreign markets on us, and that didn't help us at all. And that can happen in other situations in our wheat market and stuff like that.

But for this state alone the export is a high number, and everything comes through this state. I don't care whether you're shipping wheat out of Montana, it comes through this state, or Oregon, or whatever, but it comes through the west coast. And it's amazing. Everything that is shipped out of this country does. So in this particular state, it's critical, what is going over in foreign markets.

**JK:** So the global economy affects Washington not only in terms of markets but in terms of competition?

**TH:** Absolutely. Absolutely.

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**JK:** So other countries are now selling goods that...

**TH:** Right. Absolutely. Other countries are filling in a lot on that. In fact, the South American countries are a lot into wheat and that type of stuff. They ship a lot of that, and that becomes a part of our markets that we have to battle all the time with what we're doing over there. And then just getting into some of these countries – because they're getting more restrictive of how they let things in, or what comes in, and what the shape of the product is when it comes in. Of course, we have the availability of doing that, but it does cost something. But as we keep putting regulations on ourselves...

The other thing that we do in this country, we do let some exports in. [They] do ship cattle into this country, believe it or not, which we've got to take a harsh look at. And basically it comes out of Canada and Mexico. It comes in from two places, so we do bring stuff into this country. We also bring fruit into it, which is a little bit hard, because the regulations on both the cattle and the fruit and the stuff that we import into this country, we don't have the regulations on that we have on this country. In other words, they can use any pesticide that we don't use up here; they can use it down there. We can still ship it into this country, but we aren't allowed to use it in this country. So that puts more strain on how we do our business, and how cost effectively we can do it, and how cost effectively they can do it. So we have to take a look at all these things.

**JK:** It seems like there is a growing interest in organic foods and natural foods. Do you think that's a big enough market to be affecting the overall picture in Washington State at this point?

**TH:** I don't think that it's affecting it all over. I think it will have its own niche. I think it's a specialty market like anything else. I think it will probably always be there, in one form or another. Remember this, if you can get food, and you can get food the way that we can get it – you go into a grocery store and you buy anything you want. And you can eat fairly well today on probably less than twenty percent of your budget a month. Most foreign countries, it's over fifty percent of their budget goes for food. But if ours ever got to that point, then I don't think you're going to question where that food comes from, because you want to eat. Today you have the availability, so I can say, "Well, I'd rather eat the more organic," or whatever it is.

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I think that market will always be there, as long as we are in that mode. The organic market is a good market. If you want to raise high yield food, or you're needing to put out a production, you're not going to totally be in that particular issue, because you can't. So you've got to get more money for it, is what I'm saying. So that market takes a different trend than anybody else. Now when I start affecting your food bill... If I said that everything had to be organic, and that just cut my availability to raise instead of 40 bushel of wheat, 20 bushel of wheat, so that means that I've got to make as much money on that 20 as I made on that 40, what's that wheat going to cost you? What's that loaf of bread going to cost you, or anything else down the line? I don't think the trend would be there so much then. But I do think it's an option now, and it should be an option, and it does cost more. And they get more for it, and that's what it should be. Another one of these property rights issues almost.

**JK:** Genetic engineering – do you think that's a positive thing or a negative thing?

**TH:** The genetic engineering, I think it's positive as long as we make sure on what we are doing. I haven't seen anything totally against genetic engineering or what should be telling me that we don't need genetic engineering. I think that there's a lot more positive that could be brought out of that than there is to not have it. But like anything else, I think we need to take a look at it, we need to make sure that it's right, and I don't think that we need to be doing something that we don't actually know what the end result is going to be until we do know what that it is. In other words, I don't think we mass-produce something or something like that until we know what the end results are going to be. I think it's just another tool.

**JK:** What do you think the role of the state's universities are in Washington agriculture? Do you think that they contribute substantially to our knowledge, or are they too removed from what farmers actually do?

**TH:** The universities in the state, I think I would like to see them do more than what they're doing towards some of the agriculture issues. I think that they're doing a good job where they're at. I think they're like any other institution; they're running into a huge problem money-wise. When you're now talking about maybe less than two percent of our population really is in the getting-your-hands-dirty agriculture part of it, I would bet to say that still probably almost fifty percent of the population is related to agriculture one

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way or another, believe it or not. These figures just blow my mind when people were showing them to me, how much people rely on [agriculture]. Our government is a huge part of that, that relies on agriculture. But I think, as a whole, our higher institutions are doing a fairly good job. I think they have to be very careful. I see some things being cut in agriculture in some of them. And I think that we have to remember, life survival is going to depend on agriculture. There's not going to be any question about that sooner or later; life survival is depending on that. When you quit eating, they can quit teaching it. [Laughs]

**JK:** What advice would you give a young person today if they wanted to have a career in agriculture? How would you tell them to prepare?

**TH:** I think that they have to look at agriculture as a whole and what it is, and the lifestyle that it is, that it's not going to change from that lifestyle. I think they have to understand that. I think that it's a very rewarding thing that they can be into. I think it's something that very few people anymore will have that chance to be into. I do think that possibly, they need to be very prepared for [the fact that] they are not going to be the Bill Gates of the world. But everybody says, "Well, don't you worry about what you're going to be, or what you've got ten years from now, or fifteen?" And I try to tell everybody, you know, the dear Lord brought me on this earth, and I came on this earth with nothing, and I'll bet I leave with the same amount I came on this earth with, regardless of what else ever happens out here. And I have to remember that. I don't need a whole lot. But I've sure loved the lifestyle that I've had, and I think that I've made the right decisions. You know, you always question, well, what if I'd told my dad, "No, I'm not going to farm. I'm going to go to law school." Well, where would I have been today? You know, I don't know that, but I really feel that I've made the right decision. I probably don't have the money in the bank that I could have had otherwise. I'm not sure I need it. When I leave here, I guarantee you that I ain't going to know it.

I think that kids or anybody that wants to be in agriculture today have to look forward. It's a lifestyle. It's the reward that they get for feeding the world, is actually what it means. We're not going to quit eating. It's kind of the reward that you get for putting your little something on to giving somebody else in the world that opportunity.

**JK:** Is there anything else you'd like to talk about?

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**TH:** Nope. I've spent my fifteen minutes. [Laughs]

**JK:** Thank you very much.

**TH:** You're welcome.

**END OF VIDEOTAPE**

**END OF INTERVIEW OF TERRY HUNT ON FEBRUARY 25, 2004**