

# HAZELNUT MARKET NEWS

A NEWSLETTER FOR THE GREAT NORTHWEST HAZELNUT COMMUNITY

2019 | FALL ISSUE



## ASIAN STINK BUG INVADES OREGON HAZELNUT ORCHARDS



The Brown Marmorated Stink Bug is having a big impact on the quality of the 2019 hazelnut crop. Damage includes blanks, corking, shriveled and stained kernels.\*

Initially detected in Oregon in 2004, researchers first observed the Brown Marmorated Stink Bug (BMSB or *Halyomorpha halys*) in hazelnut orchards in 2012. Likely hitching a ride from Asia through the port of Portland, researchers are finding the pest in every major fruit-producing region. The Asian stink bug differs from native stink bugs. This year, the BMSB is reported to have damaged 40% of Italy's hazelnut crop.

Although Oregon processors saw some damage from the BMSB in 2017 and 2018 crops, the 2019 crop is the first to see major damage resulting in failed kernel grades in significant percentages. Growers were not penalized or "docked" in 2019 but this will be an important discussion going into 2020.

Adult BMSB overwinter in sheltered areas such as houses and outbuildings and disperse to vegetation in the spring, causing damage by inserting their mouthparts through the shell and into the hazelnut kernel. The type of damage depends on the stage of nut development during BMSB attack and includes blanks, shriveled or malformed kernels and corking. Significant damage to kernels has been reported by processors in this year's harvest.

OSU's College of Ag researcher, David Lowenstein, published a study in the *Journal of Economic Entomology*, to advance the use of the Samurai Wasp for biological control of BMSB. While the wasp isn't commercially available, and OSU rears it primarily for research, they can be distributed to Oregon locations upon request, Lowenstein said, adding that the Samurai Wasp isn't harmful to people.

As BMSB populations increase, the need for an Integrated Pest Management Program to control this pest is essential. Oregon State hosts a website with the latest news about the Brown Marmorated Stink Bug and how to stop it at [agsci.oregonstate.edu/bmsb/brown-marmorated-stink-bug](http://agsci.oregonstate.edu/bmsb/brown-marmorated-stink-bug). See also [Catalog.extension.oregonstate.edu](http://Catalog.extension.oregonstate.edu); and [sciencedaily.com](http://sciencedaily.com), Oregon State University, "Ideal areas and timing for biological control of invasive stink bug." **ScienceDaily, 12 June 2019.**

\*See examples of damage done by BMSB to hazelnuts on page four.

## THE WORLD IS OUR ORCHARD!

# NORTHWEST HAZELNUT MARKETS YOUR ORCHARDS TO THE WORLD

As you know, our companies have spent more than a decade promoting Oregon hazelnuts with a focused, sophisticated, and financially aggressive marketing plan. The goal: to expand global and domestic markets with stable, high quality, and consistent supplies of premium Oregon hazelnuts.

“Getting the best price for your hazelnuts in the marketplace doesn’t happen in a single ‘home run’ for sales,” says VP of Sales, Rick Peterson. “It’s about developing our client base over years and demonstrating consistency in quality and delivery that they come to rely on.”

With so many new growers entering the hazelnut industry, it is important to communicate what our companies are doing to promote this amazing industry. This year we’ve flown the world over to at least 25 cities, 10 countries and several trade shows, circling the globe to market your crop and fight for our hazelnut industry in Chinese trade and other export markets. Here’s a sampling of our travels this year.



### 7 OUTBOUND TRADE MISSIONS:

Canada, Taiwan,  
China, Japan,  
Korea, Mexico



### 8 INBOUND TRADE MISSIONS:

SE Asia, Middle East, Korea,  
Taiwan, China, Japan,  
Europe

In total, about a dozen inbound agricultural groups, USDA officials, dignitaries and trade groups paid us a visit from all over the globe, including the Middle East, Korea, Taiwan, Bulgaria, China, Japan, England, and several European buyers.

- March USDA Bill Bomersheim
- May SE Asia Buyers Tour
- July Chinese Consul Gen. Wang Donghua
- July Middle East Buyers Tour
- July Taiwan Buyers Tour
- Aug Korean Buyers Tour
- Aug China Foodservice Tour
- Sept Japan Baking Tour (IBIE)
- Sept Bulgarian Hazelnut Producers Tour
- Sept Tom Cannon, Winston Churchill Fellow
- Oct U.S.-Mexico Trade Mission

DECEMBER 2018



Meeting with Chinese Economic Minister General Tian Deyou, Washington D.C.

DECEMBER 2018



Larry George with USTR Chief Agricultural Negotiator Ambassador Gregg Doud, USTR Director for Agriculture Keith Schneller.

MARCH 2019



USDA's Bill Bomersheim visits NWH to help advocate for industry grants.

APRIL 2019



Rick Peterson in Taiwan ports with U.S. Department of Agriculture FAS official Ken Isley on the first-ever trade mission to Taipei, Taiwan.

MAY 2019



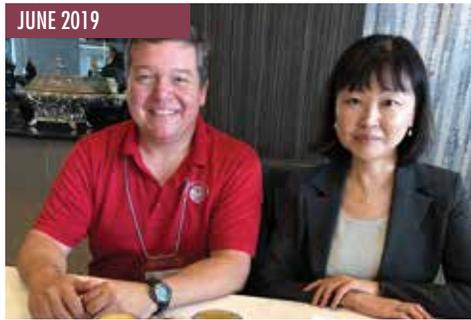
Shaun hosts consumer oriented food buyers from SE Asia (Korea, Taiwan, Vietnam) who visit NWH.

MAY 2019



SIAL China 3rd largest food innovation exhibit in the world. US Ambassador to China, Terry Branstad pays a visit.

JUNE 2019



Rick Peterson at ODA Trade Mission to Tokyo and Osaka, Japan.

JUNE 2019



Larry & Naomi at IFT 19 in New Orleans.



### Domestic & Int'l TRADE SHOWS:

Shanghai SIAL  
New Orleans IFT 19  
Las Vegas IBIE 19



Plus, NUMEROUS VISITS to major manufacturers in Europe, Asia, and North America



JUNE 2019



Larry & Shaun visit Ferrero R&D in Alba, Italy – the "Willy Wonka Factory of Hazelnuts" to qualify new Oregon varieties for innovation.

JUNE 2019



Rick attends eCommerce Trade Mission to Alibaba Group in Shanghai, the world's largest eCommerce company.

JULY 2019



Chinese Consul General Wang Donghua meets with Shaun George at a dinner sponsored by NWH building bridges for Oregon hazelnuts.

AUGUST 2019



Rick hosts Inbound Trade Mission of agricultural buyers from Korea.

SEPTEMBER 2019



Christy, Naomi & Rick at IBIE '19 – the Int'l Baking Industry's largest Expo in Las Vegas.

OCTOBER 2019



Rick travels with WUSATA Trade Mission to Seoul and Busan, Korea.

OCTOBER 2019



U.S.-Mexico Trade Mission with Ag Secretary Sonny Perdue.



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## ASIAN STINK BUG

# OREGON PROCESSORS FIND DAMAGE DURING PROCESSING



We noted many examples of kernel damage from the Brown Marmorated Stink Bug during processing at Northwest Hazelnut. Damage is difficult to spot on whole kernels as a tiny black pinhole may be the only outward sign, if any. Once sliced open, ugly brown stains mar the nutmeat and give it a sour taste.

*Read more about the stink bug on page one.*

## HAZELNUT LEGACY PROJECT



Oregon State University  
Foundation

**Help grow the OHREE Hazelnut Legacy Project!**  
**\$75,000 Matching Grant for OSU Hazelnut Research**

This year, owners of Willamette Hazelnut, George Packing and Northwest Hazelnut set up a \$75K matching grant if growers and processors match the contribution by the end of the Nut Growers Society meeting on January 16. Call 1-800-354-7281 to pay by debit or credit card or mail your tax-deductible gift to: OSU Hazelnut Research Fund, 4238 SW Research Way, Corvallis, OR 97333-1068.



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