

# GROWERS GUIDE

YOUR ONE-STOP  
RESOURCE  
FOR HAZELNUT  
FARMING NEEDS

2023

SPECIAL EDITION



FROM OREGON'S ORCHARDS TO THE WORLD





# A WORD FROM LARRY & SHAUN

Dear Friends and Fellow Hazelnut Growers,

Together, we are navigating uncharted waters in the world hazelnut markets. Looking into the future, we fully expect to emerge even stronger for the challenges we face, with more diverse and sophisticated markets.

This is our 28th year as a family-owned hazelnut processor, and we are proud to be part of such an amazing industry. Farmers constantly tell us how much they appreciate the willingness of long-time filbert growers to help, instruct, and educate those new to our industry.

Year after year, George Packing Company (GPC) and Northwest Hazelnut Company (NWH) have produced combined profit shares for our hazelnut growers in the millions of dollars. With your support, our focus and mission remain the same today as when Shaun and I started our company: to increase our growers' profitability.

We continue to heavily invest in our new markets, leading the way in promoting hazelnuts in both domestic and international markets. The pandemic, exchange rates, hyperinflation, trade conflicts, and other issues are still dramatically affecting the Oregon hazelnut prices for the short term. However, our long-term efforts to build strong market relationships has allowed GPC/NWH to effectively market and sell the nuts farmers bring to us every year. Our rapidly increasing capacity and state-of-the-art facilities allow us to process the crop with world-class efficiencies and the highest quality, gaining Oregon hazelnut farmers millions in increased field prices.

Obviously, the past year has been devastating to our pricing structures. There has been a significant financial impact felt by processor and farmer alike. However, we are very optimistic that this adversity will create opportunities, and we are very excited about the market opportunities that we are working on for the future of our industry.

This Farmer's Guide presents useful tips and resources in one easily accessible place to help you prepare for this year's harvest. As always, at GPC and NWH, our growers come first. Thank you for your business!

Warmest regards,

  
Larry George  
GEORGE PACKING COMPANY

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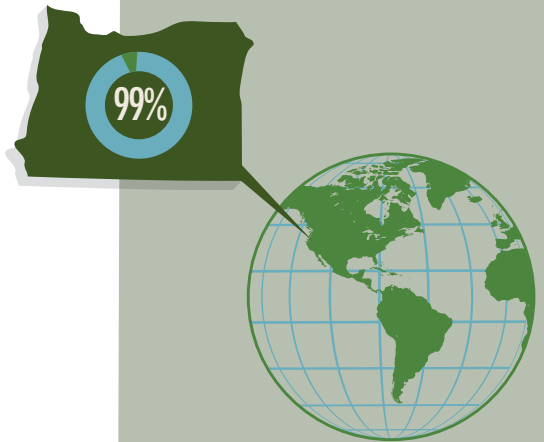


# HAZELNUT PRODUCTION OREGON'S GROWTH

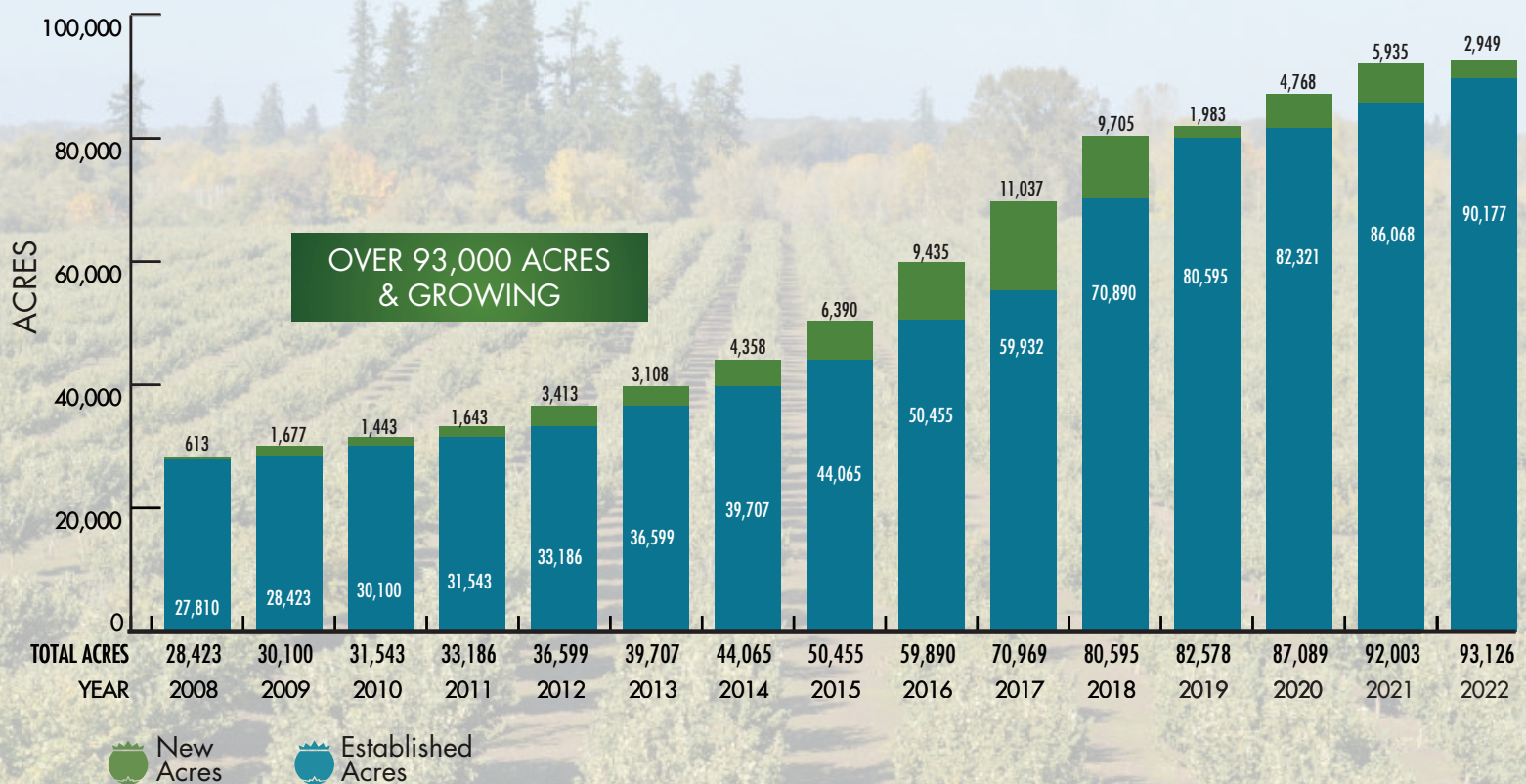
Our industry has experienced 15 years of rapid growth and expansion, with the total acreage nearly tripling in size. Fully mature and producing acreage currently stands around 50-70,000 acres, while about 64,000 new acres have been planted since 2008. Total acreage for the industry now stands at approximately 93,000 acres, while new orchards are still being planted at a slower rate. Some farmers are transitioning from crops like cane berries and grass seed to hazelnuts as the popularity of hazelnuts grows. Older hazelnut orchards susceptible to the Eastern Filbert Blight are being removed at a rate of around 500-1,000 acres per year.

**Interesting Fact:** Even with this massive growth, Oregon still only accounts for about 5-6% of the world's production of hazelnuts!

THE WILLAMETTE VALLEY  
ONLY PRODUCES 5-6%  
OF THE WORLD'S HAZELNUTS,  
BUT 99% OF THE  
UNITED STATES'  
HAZELNUT HARVEST.



## New & Established Acreage from 2008 to 2022



DATA SOURCE:  
Pacific Agricultural Survey LLC  
USDA NASS (National Agricultural Statistics Service)



# HAZELNUT PRODUCTION WORLD MARKETS



Oregon is still a very small part of the world hazelnut industry. Although Oregon hazelnuts make up about 99% of the US hazelnut harvest, we are only 5-6% of the total world production, with Turkey producing nearly 67% (2/3) of the world's hazelnuts. Oregon has become one of the world's top five hazelnut producing regions; the USA moved from fifth to a tie for third largest hazelnut producer in the 2021-2022 season.

**Interesting Fact:** The 2022 California almond crop is estimated to be 2.8 billion "kernel meat" pounds. Based on current forecasts, that would make Oregon's 2022 record hazelnut crop roughly 2% of the California almond crop in kernel weight.

## Estimated World Hazelnut Production Inshell Basis – Metric Tons

COUNTRY	2021-2022				2022-2023			
	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
TURKEY	95,000	790,000	<b>885,000</b>	105,000	105,000	760,000	<b>865,000</b>	120,000
ITALY	25,000	50,000	<b>75,000</b>	10,000	10,000	140,000	<b>150,000</b>	20,000
USA	5,900	69,150	<b>75,050</b>	12,000	12,000	74,000	<b>86,000</b>	8,000
CHILE	1,000	45,000	<b>46,000</b>	500	500	55,000	<b>55,500</b>	2,500
CHINA	500	28,000	<b>28,500</b>	1,500	1,500	55,000	<b>56,500</b>	5,000
AZERBAIJAN	2,400	60,000	<b>62,400</b>	3,000	3,000	55,000	<b>58,000</b>	5,000
GEORGIA	1,000	55,000	<b>56,000</b>	5,000	5,000	55,000	<b>60,000</b>	5,000
IRAN	500	26,000	<b>26,500</b>	500	500	12,000	<b>12,500</b>	600
SPAIN	500	5,000	<b>5,500</b>	500	500	10,500	<b>11,000</b>	1,000
FRANCE	700	7,000	<b>7,700</b>	700	700	8,500	<b>9,200</b>	800
OTHERS	0	30,000	<b>30,000</b>	0	0	30,000	<b>30,000</b>	0
WORLD TOTAL	132,500	1,165,150	<b>1,297,650</b>	138,700	138,700	1,255,000	<b>1,393,700</b>	167,900
WORLD CONSUMPTION (T, Supply - End, Stock)				<b>1,158,950</b>				<b>1,225,800</b>

## Kernel Basis – Metric Tons

COUNTRY	2021-2022				2022-2023			
	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
TURKEY	47,500	395,000	<b>442,500</b>	52,500	52,500	380,000	<b>432,500</b>	60,000
ITALY	11,625	23,250	<b>34,875</b>	4,650	4,650	65,100	<b>69,750</b>	9,300
USA	2,596	30,426	<b>33,022</b>	0	0	32,560	<b>32,560</b>	3,520
CHILE	420	18,900	<b>19,320</b>	210	210	23,100	<b>23,310</b>	1,050
GEORGIA	200	11,200	<b>11,400</b>	600	600	22,000	<b>22,600</b>	2,000
AZERBAIJAN	912	22,800	<b>23,712</b>	1,140	1,140	20,900	<b>22,040</b>	1,900
IRAN	380	20,900	<b>21,280</b>	1,900	1,900	20,900	<b>22,800</b>	1,900
CHINA	225	11,700	<b>11,925</b>	225	225	5,400	<b>5,625</b>	270
SPAIN	225	2,250	<b>2,475</b>	225	225	4,725	<b>4,950</b>	450
FRANCE	280	2,800	<b>3,080</b>	280	280	3,400	<b>3,680</b>	320
OTHERS	0	12,600	<b>12,600</b>	0	0	12,600	<b>12,600</b>	0
WORLD TOTAL	64,363	551,826	<b>616,189</b>	61,730	61,730	590,685	<b>652,415</b>	80,710
WORLD CONSUMPTION (T, Supply - End, Stock)				<b>554,459</b>				<b>571,705</b>

SOURCES:

INC Industry sources, Black Sea Hazelnut Exporters Association, Oregon Hazelnut Industry Office, Hazelnut Committee of Chile, Hazelnut Processors and Exporters Association of Georgia, and China Chamber of Commerce for Import and Export of Foodstuffs.



# YEARLY GROWING CALENDAR

A lot of work goes into raising prized Oregon hazelnuts—or filberts, as we often call them. Hazelnuts thrive in the mild climate of the Willamette Valley. Follow this annual growing calendar to maintain a healthy orchard.

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Pruning	🌳	🌳										🌳
Fertilizing		🌳	🌳									
Moss & Lichen			🌳								🌳	
Winter Moth			🌳	🌳								
Flail			🌳	🌳	🌳	🌳	🌳	🌳				
Cultivate					🌳	🌳	🌳	🌳				
Weed Control			🌳	🌳		🌳					🌳	
Sucker Control					🌳	🌳	🌳	🌳				
Omnivorous Leaftier				🌳	🌳							
Foliar Boron Application					🌳							
Aphid Control				🌳	🌳	🌳	🌳					
Leafroller Control				🌳	🌳							
Obliquebanded Leafroller						🌳	🌳	🌳	🌳			
Sun Scald Protection					🌳							
Filbertworm							🌳	🌳				
Bacterial Blight Control								🌳	🌳			
Leaf & Soil Analysis								🌳				
Pre-Harvest Care								🌳	🌳			
Harvesting									🌳	🌳		
Management	🌳	🌳	🌳	🌳	🌳	🌳	🌳	🌳	🌳	🌳	🌳	🌳
Eastern Blight			🌳	🌳	🌳							









For more tips on growing hazelnuts, contact our office: 503-537-9606.  
Read more at our OSU Resources Page: [Filberts.com/osu-resources](https://filberts.com/osu-resources)

# OREGON HAZELNUT VARIETIES

The Oregon State University (OSU) traditional hazelnut breeding effort dates to the 1960s, developed by visionary growers looking to the future. OSU leads the team of breeders and extension scientists who develop new, highly productive, disease-resistance varieties. This guide illustrates the main varieties traditionally grown and currently being planted in the Willamette Valley.

## TRADITIONAL VARIETIES (WITHOUT GASAWAY GENE)

	NAME ESTABLISHED DATE	ESTIMATED KERNEL YIELD %	BLANCHING* SCORE	PERCENT DOWN**	RECOMMENDED POLLINIZERS + (ADDITIONAL)	NUT WT. (GRAMS)	GOOD NUT %
	<b>Barcelona</b> EST 1895	39-43	4.5/5.0	95% BY OCT 14	Gamma, York, McDonald	3.3-3.8	70-85
	<b>Casina</b> EST pre-1980	50-53	6.0	95% BY OCT 8	Felix, York	1.4-2.2	78-89
	<b>Clark</b> EST 1999	48-51	2.6-3.5	95% BY OCT 8	Felix, York	2.5-2.8	69-81
	<b>Ennis</b> EST 1980	43-46	6-7	95% BY OCT 14	J5, Casina, Felix, York	3.1-4.6	64-92
	<b>Lewis</b> EST 1997	46-48	4-5	95% BY OCT 7	Wepster, York, Felix (Tonda di Giffoni, Hall's Giant)	2.7-2.9	83-90
	<b>Sacajawea</b> EST 2006	48-50	2.5-3.5	95% BY SEP 26	McDonald, York (Lewis)	2.8	84

\*Blanching Scale = 1 (99%) to 7 (0%) pellicle removal

\*\*Nut drop is also affected by crop load, drought stress, EFB infection stress, weather, and age of the trees.

### SOURCES:

catalog.extension.oregonstate.edu/em9073/html Growing Hazelnuts in the Pacific Northwest: Hazelnut Varieties (Jeff L. Olsen, Shawn Mehlenbacher, Rebecca L. McCluskey, David Smith. EM9073. Oregon State University, November 2013)

Smith, David & McCluskey, Rebecca & Mehlenbacher, S.A.. (2018). New hazelnut cultivars from Oregon State University. Acta Horticulturae. 1226. 47-52. 10.17660/ActaHortic.2018.1226.6. (online at [http://www.actahort.org/books/1226/1226\\_6.htm](http://www.actahort.org/books/1226/1226_6.htm))

Cumulative Table X. Cumulative nut and kernel weight (g), percent kernel, and frequency of good nuts and defects in the replicated yield trial planted in 2006.



# OSU VARIETIES (GASAWAY GENE)



	NAME ESTABLISHED DATE	ESTIMATED KERNEL YIELD %	BLANCHING* SCORE	PERCENT DOWN**	RECOMMENDED POLLINIZERS + (ADDITIONAL)	NUT WT. (GRAMS)	GOOD NUT %
	<b>Dorris</b> EST 2012	38-43	2.4-2.9	95% BY OCT 14	York, Felix, McDonald, Yamhill (Gamma)	3.4	79-81
	<b>Jefferson</b> EST 2009	40-45	4-5	95% BY OCT 14	Felix, Eta, Theta (York)	3.7	76.84
	<b>McDonald</b> EST 2014	46-52	3.5	95% BY SEP 26	Wepster, York (Dorris)	2.4	88
	<b>PollyO</b> EST 2018	44-48	3.5	95% BY SEP 26	McDonald, Wepster, York	2.75	85
	<b>Wepster</b> EST 2013	42-46	3.0	95% BY SEP 26	McDonald, York, Felix (Yamhill, Jefferson)	2.4	80
	<b>Yamhill</b> EST 2008	43-49	4.4-5.0	95% BY SEP 26	York, Dorris, Wepster (Gamma, Jefferson)	2.3	75-91

## OSU'S WORLD-CLASS HAZELNUT BREEDING PROGRAM

Led by Shawn Mehlenbacher, Ph.D., and Senior Research Assistants Becky McClusky and David Smith.



# PREMIUM HAZELNUTS

## BLANCHING SCALE



Blanching Scale =  
1 (99%) to 7 (0%) pellicle removal.

0 = 100% pellicle removal  
exclusive to NWH.



 **LEVEL 0**  
**NWH Exclusive**



**LEVEL 1**



**LEVEL 2**



**LEVEL 3**



**LEVEL 4**



**LEVEL 5**



**LEVEL 6**



**LEVEL 7**



# HOW TO CHOOSE NEW PLANTINGS



Before planting a new orchard, one should give serious consideration to varieties, orchard design, orchard site (soil and slope suitability), pre-plant soil management, and other factors. Some varieties are much more sensitive to Eastern Filbert Blight (EFB). See the chart below for a relative spectrum of EFB susceptibility. With new plantings, one should consider mixing in a number of pollen-compatible varieties, with suggestions at the present time leaning toward the new EFB-resistant gene pollinizer varieties released by OSU's Hazelnut Breeding Program, which are Eta, Felix, Gamma, Theta, and York. Here is a list of new varieties with the Gasaway resistance gene and their recommended pollinizers.

## NEW VARIETIES AND THEIR RECOMMENDED POLLINIZERS:

Jefferson=40%Theta, 40%Eta, 20%Felix  
Dorris=York, Yamhill, McDonald  
Yamhill=York, Dorris, McDonald, Wepster  
Wepster=McDonald, York, Felix  
McDonald=Wepster, York, Felix  
Sacajawea=McDonald, York, Felix  
PollyO=McDonald, Wepster, York

## RELATIVE SPECTRUM OF EFB SUSCEPTIBILITY

Highly Susceptible	Susceptible	Less Susceptible	Some Resistance	Gasaway Resistance
Ennis Daviana Casina Piedmont	Barcelona Butler Hall's Giant Willamette	Lewis Clark Gem	Sacajawea Tonda di Giffoni	Yamhill Jefferson Dorris Wepster McDonald Theta Eta Felix York Gamma PollyO

SOURCE: David C. Smith, Hazelnut Breeding Program, Department of Horticulture, Oregon State University  
Follow David's work at [Facebook.com/Hazelnut-Breeding-Program-Oregon-State-University](https://www.facebook.com/Hazelnut-Breeding-Program-Oregon-State-University)

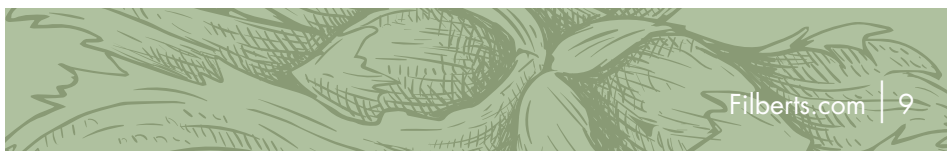


## RECOMMENDED POLLINIZERS



NAME	KERNEL YIELD %	BLANCHING* SCORE	NUT WT. (GRAMS)	GOOD NUT %
<b>Eta</b>	48	3	2.8	75
<b>Felix</b>	50	1.8	2.5	95
<b>Gamma</b>	52	6.0	2.5	80
<b>Theta</b>	50	2.5	2.3	85-93
<b>York</b>	44	4.4-4.8	2.8	81-84

\*Blanching Scale = 1 (99%) to 7 (0%) pellicle removal



# DIRECTORY FOR HAZELNUT NURSERIES & PLANTS

## **Birkemeier Farms**

22186 South Haines Rd  
Canby, OR 97013  
Richard E. Birkemeier  
www.growinghazelnuts.com  
503-313-1368  
nancy@birkemeierfarms.com

## **Bruck Filbert Nursery**

PO Box 2837  
Wilsonville, OR 97070  
Vernon Bruck  
503-682-5749  
vpbruck@hotmail.com

## **Bush's Fern View Nursery**

90536 Territorial Rd  
Junction City, OR 97448  
Dwayne Bush  
541-935-6362  
Jeanmarie03@yahoo.com

## **Burnt Ridge Nursery & Orchards, Inc.**

432 Burnt Ridge Rd  
Onalaska, WA 98570  
Michael Dolan  
www.burntridgenursery.com  
360-985-2873  
mail@burntridgenursery.com

## **Chapin Orchards, LLC**

9965 Wheatland Rd N  
Salem, OR 97303  
Matt Schuster  
503-510-4731  
mattanddestinee@gmail.com

## **Creekside Valley Farms, LLC**

4570 SE Lafayette Hwy  
Dayton OR 97114  
www.creeksidevalleyfarms.com  
503-864-4422  
office@creeksidevalleyfarms.com

## **Flying Feather Orchards**

14975 NE Tangen Rd  
Newberg, OR 97132-6890  
Michael Severeid  
503-858-7865  
michael@willamettehazelnut.com

## **Folsom Farm Services LLC Tree & Orchard Planting**

PO Box 9221  
Salem, OR 97305  
Caleb Folsom  
503-999-9193

## **Grassy Pond Nursery**

12190 Wilco Hwy  
Mount Angel, OR 97362  
Charlie Bochsler  
503-910-8459  
grassypondnursery@gmail.com

## **Greer Brand Industries, Tree Moving**

6290 Lardon Rd NE  
Salem, OR 97305  
Roger Greer  
www.greerbros.com  
503-999-0787  
rgreer@greerbros.com

## **Hazelwood Orchards, LLC**

17215 SW Christensen Rd  
McMinnville, OR 97128  
Jeff Newton  
503-550-9023  
jeff@hazelwoodorchards.com

## **Holden Wholesale Growers, Inc.**

10374 Hazelgreen Rd  
Silverton, OR 97381  
Verl Holden  
503-873-5940  
holdenwholesale@frontier.com

## **North American Plants**

9375 SE Warmington Rd  
McMinnville, OR 97128  
Yongjian Chang  
www.naplants.com  
503-474-1852  
ychang@naplants.com

## **Ron's Nut Farm & Nursery**

PO Box 9346  
Salem, OR 97305  
Ron Chapin  
503-569-2380  
sales.ronsnutfarm@gmail.com

## **TRECO®-Oregon Rootstock & Tree Co. Inc.**

PO Box 98  
Woodburn, OR 97071  
www.treco.nu  
1-800-871-5141  
brent\_smith@treco.nu

## **KCK Farms LLC**

11483 SE Amity-Dayton Hwy  
Dayton, OR 97114  
www.kckfarms.com  
503-864-9422  
info@kckfarms.com

## **W&J Orchards**

32755 Dever Conner Dr NE  
Albany, OR 97321-9519  
Wayne Chambers  
541-928-7940  
phlbrt@live.com



# HAZELNUT INDUSTRY COMMITS TO OSU Hazelnut Agronomy Research to Maximize Yields & Quality

## NEW OSU ENDOWMENT

### Supports Dr. Nik Wiman's Research



For nearly two generations, Oregon hazelnut growers have been focused on developing hazelnut varieties that are resistant to the Eastern Filbert Blight. For simple survival, our industry has invested heavily in the Oregon State University (OSU) Hazelnut Breeding Program and even created an "endowment" to permanently fund the breeding research position.

Now with over 90,000 acres planted, farmers up and down the state are asking more questions about increasing yield and improving quality through agronomy. Such research will increase per acre production and therefore higher per acre returns for growers. With market pressures like we have seen over the past few years, future profitability will rest on expanding "per acre" yields, and reducing defects such as mold, insect damage, and shrivel.

Many experts believe that, with additional research in agronomy, we can increase gross returns per acre by 15-25%. The addition of Dr. Nik Wiman in 2012 as OSU's Orchard Crops Extension Professor has been a huge benefit for our industry.

Nik Wiman earned a BS (biology) and MS (entomology) from Montana State University, where he worked on biological control of weeds in rangeland. From there, he transitioned into tree fruit entomology, working for nearly a decade on mating disruption, biological control, and pest population dynamics in Wenatchee, Washington. He ultimately earned his PhD (entomology) from Washington State University in 2011.

On October 13, 2022, George Packing Company was a signer of an **Endowed Fund Gift Agreement** with the Oregon State University Foundation to create the **HAZELNUT CHAIR AT THE NORTH WILLAMETTE RESEARCH & EXTENSION CENTER**. The objective is for the hazelnut industry to raise \$2 million in the next 8 years to create a permanent and stable funding source for hazelnut agronomy research. Currently, Nik Wiman's position is subject to state legislative funding, OSU budget allocations, and independent fundraising – none of which lend themselves to long-term planning (which we need for a permanent crop like hazelnuts). This endowment will give long-term funding stability to Nik Wiman and his team's hazelnut agronomy research. Please remember to support Nik Wiman's efforts with an investment from your farm into the endowment – Nik Wiman's research is adding more money to everyone's pocket!

## OSU College of Agriculture

HAZELNUT RESEARCH + EXTENSION PROGRAM

NORTH WILLAMETTE RESEARCH AND EXTENSION CENTER

15210 NE Miley Rd, Aurora, OR 97002 | 503-678-1264

[www.extension.oregonstate.edu/crop-production/nuts](http://www.extension.oregonstate.edu/crop-production/nuts) | [Facebook](https://www.facebook.com/OSUHazelNutExtension) OSUHazelNutExtension

### Jay W. Pscheidt

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ENTOMOLOGIST

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### Heather Andrews

ORCHARD CROPS FACULTY RESEARCH ASSISTANT

[heather.andrews@oregonstate.edu](mailto:heather.andrews@oregonstate.edu)



# EXCLUSIVE BENEFIT TO OUR GROWERS YEAR-ROUND CHEMICAL & FERTILIZER PROGRAM

George Packing and Northwest Hazelnut Companies will help prepay your hazelnut orchard chemical and fertilizer bill all year long. *PLUS*, we give back to our growers! You'll receive a 2% rebate\*/patronage on your chemical/fertilizer purchases made in 2023, in addition to any rebate paid by your supplier.

Our experienced management team works with our growers to ensure maximum production from their orchards and maximum profit for their families.



## HOW IT WORKS

- Choose your Partnering Chemical Company or call our office to add yours to our program.
- Sign a **seasonal contract** to cover the chemical bills.
- Purchase the necessary chemicals and fertilizers approved for hazelnut orchards and charge them to our account.
- Chemical costs will be deducted from the final payment for your crop.
- Receive your 2% rebate\* in the next calendar year, in addition to any rebate/patronage provided by your supplier.

\*Subject to change.

**SIGN UP TODAY**  
and qualify before  
your next chemical  
& fertilizer purchase!  
**Ask for Aaron McGraw**  
503-537-9606  
Cell 971-241-9424



**Aaron McGraw**  
GROWER RELATIONS



## PARTNERING Chemical Companies

### **Helena Agri Enterprises LLC**

503-393-2121

Salem

### **Marion Ag Service, Inc.**

503-633-4281

St. Paul

### **Nutrien Ag**

503-393-1141

(All Locations)

### **Oregon Vineyard Supply**

503-435-2700

Aurora/McMinnville

### **Pratum Co-Op Warehouse**

503-364-3353

Salem

### **Simplot Grower Solutions**

541-369-2826

Halsey/Independence

### **Sure Crop Farm Service**

541-998-1121

Junction City

### **Valley Ag**

[www.valleyag.com/locations](http://www.valleyag.com/locations)

(All Locations)

### **Western Ag Improvement**

503-868-7510

Dayton

### **Wilbur-Ellis Company**

541-369-2896

(All Locations)

If your regular supplier is not listed, please call us to inquire about setting up an account with them.





# HAZELNUT CLEANING & DRYING PROCESS



Farm families in the GPC processing network invest millions expanding cleaning and drying capacity for your crops. We keep cleaning and drying costs low while maintaining the highest quality hazelnuts for world markets.

Learn more at [Filberts.com/grower-resources](http://Filberts.com/grower-resources)



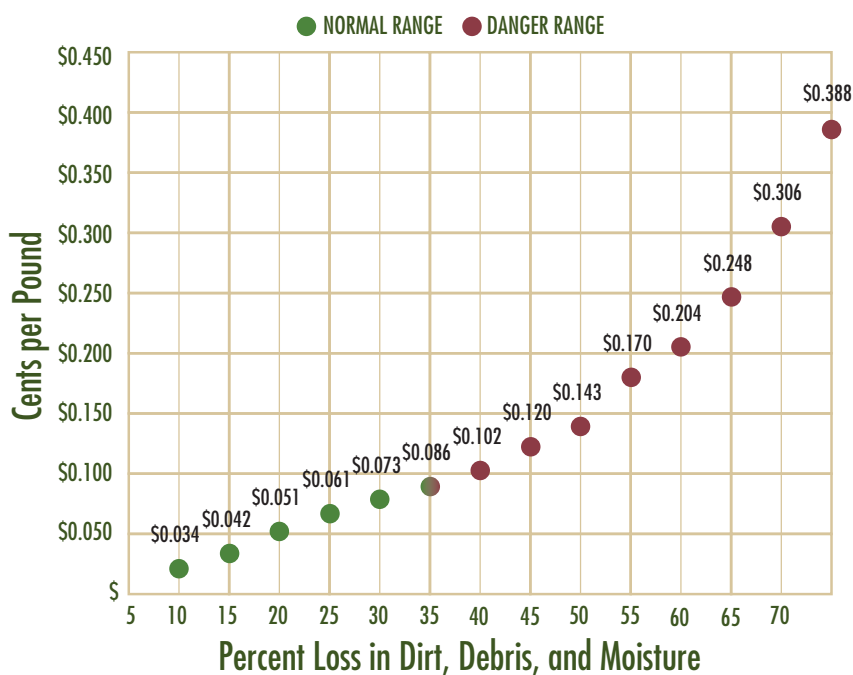
## HARVESTING CLEAN & DRY MEANS HIGHER RETURNS

As a hazelnut grower, you know harvesting in dry weather maintains quality and saves on grower dockage. But did you know it can make you big money? **Look closely at cleaning and drying costs — you'll see \$0.05-\$0.10 or more of your field price chiseled away by bringing in wet and dirty hazelnuts.**

Most hazelnut processors subsidize the cost of cleaning and drying. However, **the more dirt, debris, and moisture (DD&M) the grower brings in, the more the grower pays of the cleaning and drying costs.** The Hazelnut Growers Bargaining Association designed its sliding scale to reward growers who maintain their hazelnuts and deliver the high quality that Oregon markets demand.

A grower with 10% DD&M pays just a little over \$0.03/lb., while growers with 40% DD&M pay over \$0.10/lb. — that's 3x as much! **By harvesting early, you not only save money, but you help boost Oregon hazelnuts' reputation as the highest quality in the world.**

### COST PER POUND FOR CLEANING & DRYING



## Harvest Early, Often & Dry!!!

# GEORGE PACKING COMPANY PARTNER RECEIVING STATIONS

Delivering your crop to George Packing Company has never been easier! We have 21 conveniently located receiving stations in the Pacific Northwest — from Lane County, Oregon, up to Chilliwack, British Columbia. Please look over the map below to find the station nearest you. We are grateful to the companies and families who run these stations for their partnership with George Packing Company and our sister company, Northwest Hazelnut Company.

With almost 29 years of constant investment into the latest processing technologies, our growers have consistently realized the highest returns in the industry for their harvest. Please consider delivering your 2023 crop to one of our convenient and friendly receiving stations!



● Fraser Valley  
Hazelnuts  
(CANADA)



## RECEIVING STATION DIRECTORY

### Aurora Receiving Station (BD)

19988 Highway 99E, Aurora, OR 97032  
503-982-8030

### Bush's Fern View Farms (BD)

90612 Territorial Highway, Junction City, OR 97448  
541-935-4083

### Chapin Dehydrating (BD)

2161 Waconda Road NE, Gervais, OR 97026  
503-510-4731

### Christenson Receiving Station (BD)

12545 SE Kimsey Road, Dayton, OR 97114  
503-435-9357

### Ernst Nursery (BD)

6180 Gearin Road NE, St. Paul, OR 97137  
503-510-4444

### Fraser Valley Hazelnuts

6678 Sumas Prairie Road, Chilliwack, BC V2R 4K1  
604-792-7488

### Golden Tree Farms (BD)

15195 NE Ribbon Ridge Road, Newberg, OR 97132  
503-537-9606

### Gingerich Farms (BD)

29995 S Elisha Road, Canby, OR 97013  
503-651-3742

Mid Valley Ag Drivers





- Greenberry Hazelnuts**  
27500 Llewellyn Road, Corvallis, OR 97333  
541-231-5426
- Jack Scott Dryers (BD)**  
1769 Franklin Street, Lebanon, OR 97355  
541-259-1547
- Kauer Farms (BD)**  
7325 SE Amity Dayton Highway, Amity, OR 97101  
503-835-1006
- Kropf Farms (BD)**  
24305 Powerline Road, Harrisburg, OR 97446  
541-995-8362
- Kirk & Sons Hazelnuts**  
4205 Wigrich Road, Independence, OR 97351  
541-936-0896
- Lingo Lane Receiving Station (BD)**  
28814 Lingo Lane, Junction City, OR 97448  
541-521-2293
- Mid Valley Ag Dryers (BD)**  
7550 65th Avenue NE, Brooks, OR 97309  
503-551-4507
- Miller Dehydrator**  
256 Bethel Drive, Eugene, OR 97402  
541-688-5281
- North Valley Orchards**  
11706 SW Springhill Road, Gaston, OR 97119  
435-232-3509
- Pierce Receiving**  
24175 NE Dayton Avenue, Newberg, OR 97132  
503-538-2363
- Ropp Seed & Mfg. Company (BD)**  
35531 Kennel Road SE, Albany, OR 97322  
541-979-2897
- Sinn Hazelnut Farms Inc. (BD)**  
6331 Brush Creek Drive NE, Silverton, OR 97381  
503-851-7245
- Triple M Farms (BD)**  
7505 Windsor Island Road, Salem, OR 97303  
520-343-5139
- (BD)** "Bulk Deliveries" accepted. Please call ahead.



# GEORGE PACKING COMPANY PARTNER RECEIVING STATIONS

## AURORA RECEIVING STATION DEPOT (BD)

19988 Highway 99E, Aurora, OR 97032

Office: 503-982-8030

- Fast transport to local washer & dryer
- 30 ft. truck scale
- Bulk deliveries accepted (please call ahead)

Harvest Hours: 8am–6pm, Monday-Saturday, and by appointment.



## BUSH'S FERN VIEW FARMS (BD)

90612 Territorial Highway, Junction City, OR 97448

Dwayne Bush: 541-935-4083

Pedro: 541-935-5222 (during dryer season)

- High-capacity washer: de-stick, de-rock
- 6 bin dryers
- 2 stack dryers
- Covered storage
- 30 ft. truck scale
- Accepts bulk deliveries (please call ahead)

Harvest Hours: 8am–5pm, Monday-Saturday, and by appointment.

## CHAPIN DEHYDRATING (BD)

2161 Waconda Road NE, Gervais, OR 97026

Matt Schuster: 503-510-4731 | Austin Chapin: 503-569-4365 | Bruce Chapin: 503-510-1493

- High-capacity washer: de-husk, de-stick, de-rock
- 6 stack dryers
- Traceability and inventory tracking
- Covered storage
- Additional capacity available
- 70 ft. truck scale and fast unload
- Accepts bulk deliveries (please call ahead)

Harvest Hours: 8am–6pm, daily, and by appointment.



## CHRISTENSON FARMS RECEIVING STATION (BD)

12545 SE Kimsey Road, Dayton, OR 97114

Kelli Christenson: 503-435-9357

Larry Christenson: 503-474-7036

- High-capacity washer: de-husk, de-stick, de-rock
- 3 stack dryers
- Covered storage
- Hospitality room
- 60 ft. truck scale
- Bulk deliveries accepted (please call ahead)

Harvest Hours: 7:30am–6pm, daily, and by appointment.



### ERNST NURSERY (BD)

6180 Gearin Road NE, St. Paul, OR 97137

Bruce Ernst: 503-510-4444

- High-capacity washer: de-husk, de-stick, de-rock
- 4 dryers
- 11 bulk bays
- Full length truck scale
- Bulk deliveries accepted

Harvest Hours: 7am–7pm, daily.



### FRASER VALLEY HAZELNUTS

6678 Sumas Prairie Road, Chilliwack, BC V2R 4K1

Office: 604-792-7488



### GOLDEN TREE FARMS (BD)

15195 NE Ribbon Ridge Road, Newberg, OR 97132

Office: 503-537-9606 | Chris McGraw: 888-700-6899

- High-capacity washer: de-husk, de-stick, de-rock
- 7 stack dryers
- 8 bin dryers
- Hospitality room
- 70 ft. truck scale
- Bulk deliveries accepted

Harvest Hours: 7am–7pm, Monday-Saturday, and by appointment.



### GINGERICH FARMS (BD)

29995 S Elisha Road, Canby, OR 97013

Office: 503-651-3742

- High-capacity washer: de-husk, de-stick, de-rock
- 5 stack dryers
- 2 stadium dryers
- Covered storage
- 70 ft. truck scale
- Bulk deliveries accepted (please call ahead)

Harvest Hours: 7am–6pm, daily.





# GEORGE PACKING COMPANY PARTNER RECEIVING STATIONS

## GREENBERRY HAZELNUTS (BD) (DBA THE NUT HOUSE)

27500 Llewellyn Road, Corvallis, OR 97333

Eric Dapp: 541-231-5426 | Pam Venell: 541-990-7898

- High-capacity washer: de-husk, de-stick, de-rock
- 7 stack dryers
- 100 ft. truck scale
- Belt trailer accessible receiving
- Bulk deliveries accepted (please call ahead)

Harvest Hours: 24/7,  
and by appointment.



## JACK SCOTT DRYERS (BD)

1769 Franklin Street, Lebanon, OR 97355

Jack Scott: 541-259-1547

- High-capacity washer: de-husk, de-stick, de-rock
- 200,000 lb. drying capacity
- 20 ft. truck & tote scale
- Bulk deliveries accepted (please call ahead)

Harvest Hours: 7am–7pm, daily,  
and by appointment.

## KAUER FARMS (BD)

7325 SE Amity Dayton Highway, Amity, OR 97101

Office: 503-835-1006

- High-capacity washer: de-husk, de-stick, de-rock
- 9 stack dryers
- 60 ft. truck scale
- Bulk deliveries gladly accepted

Harvest Hours: 7am–6pm,  
and by appointment.



## KIRK & SONS HAZELNUTS

4205 Wigrich Road, Independence, OR 97351

Lance Kirk: 541-936-0896

- High-capacity washer: de-husk, de-stick, de-rock
- 4 stack dryers
- 70 ft. truck scale (full size)
- No bulk deliveries accepted

Harvest Hours: 7am–6pm,  
and extended hours as needed.



### KROPF FARMS (BD)

24495 Powerline Road, Harrisburg, OR 97446

Barney Kropf: 206-227-6412 | Leroy Kropf: 541-510-5416

- High-capacity washer: de-husk, de-stick, de-rock
- 10 bin dryers
- 3 stack dryers
- 35 ft. truck scale
- 60 ft. truck scale available on request
- Bulk deliveries accepted (please call ahead)

Harvest Hours: 7am–9pm,  
and by appointment.



### LINGO LANE RECEIVING STATION (BD)

28814 Lingo Lane, Junction City, OR 97448

Chad Stroda: 541-521-2293

Cody Stroda: 541-915-9487

- High-capacity washer: de-husk, de-stick, de-rock
- 6 stack dryers
- 80 ft. truck scale
- Covered storage
- Bulk unloading
- Additional capacity available
- Totes available onsite

Harvest Hours: 7am–7pm, daily.

### MID VALLEY AG DRYERS (BD)

7550 65th Avenue NE, Brooks, OR 97035

Henry Beutler: 503-551-4507 | Tim Beutler: 503-551-4736

- High-capacity washer: de-husk, de-stick, de-rock
- 5 stack dryers
- 10 bin dryers
- 75 ft. truck scale
- Hospitality room
- Bulk deliveries accepted (please call ahead)

Harvest Hours: 7:30am–6pm, Monday-Saturday,  
and by appointment.



### MILLER DEHYDRATOR

256 Bethel Drive, Eugene, OR 97402

Office: 541-688-5281 | Mark Paden: 541-688-5281 ext. 220

- High-capacity washer: de-husk, de-stick, de-rock
- 26 bin dryers
- 35 ft. truck scale
- Provides grower sample
- No bulk deliveries accepted

Harvest Hours: 7am–7pm, daily.



# GEORGE PACKING COMPANY PARTNER RECEIVING STATIONS

## NORTH VALLEY ORCHARDS

11706 SW Springhill Road, Gaston, OR 97119

Sean Kohlmeier: 435-232-3509

- Washer: de-stick, de-rock
- 1 stack dryer
- 8 bin dryers
- Tote scale
- No bulk deliveries accepted

Harvest Hours: 7am-6pm, and by appointment.



## PIERCE RECEIVING

24175 NE Dayton Avenue, Newberg, OR 97132

Zech Boeckman: 503-538-7739

- High-capacity washer: de-husk, de-stick, de-rock
- 3 stack dryers
- 70 ft. truck scale

Harvest Hours: 7am-6pm, Monday-Saturday, and by appointment.

## ROPP SEED & MFG. COMPANY (BD)

35531 Kennel Road SE, Albany, OR 97322

Byron Ropp: 541-979-2897

- Washer: de-husk, de-rock
- 7 bin dryers
- Hospitality room
- 70 ft. truck scales
- Expanded bulk receiving capabilities

Harvest Hours: 8am-6pm, and by appointment.



## SINN HAZELNUT FARMS (BD)

6331 Brush Creek Drive NE, Silverton, OR 97381

Jonathan Sinn: 503-851-7245 | Jordan Sinn: 971-218-6374

- High-capacity washer: de-husk, de-stick, de-rock
- 8 stack dryers
- Covered storage
- Additional capacity available
- 80 ft. Truck scale & fast unload
- Accepts bulk deliveries (please call ahead)

Harvest Hours: 8am-6pm, Monday-Saturday, and by appointment Sundays.



## TRIPLE M FARMS (BD)

7505 Windsor Island Road, Salem, OR 97303

Daniel McKay: 503-932-0489

- High-capacity washer: de-husk, de-stick, de-rock
- 2 stack dryers
- Covered storage
- 35 ft. truck scale
- Bulk deliveries accepted

Harvest Hours: 7am–6pm, daily,  
and by appointment.



# THINKING ABOUT OWNING A CLEANER & DRYER?

**With the rapid growth in the industry, many growers are asking if we need more cleaners and dryers.**

**Our answer: Depends on where you are.**

The entire hazelnut industry is set up to keep margins low and maximize return to the growers; the receiving station business is the same. This means that you need to be able to source a large volume of hazelnuts from your farm and neighbors to make the cleaning/drying business viable. We estimate that most cleaning and drying facilities will cost \$2-3 million, and the financial break-even point is around 6,000,000 merchantable pounds per year.

There are many factors to consider to make sure you have a successful investment. Call Larry George at 503-537-9606 (or email him at [larry@hazelnuts.com](mailto:larry@hazelnuts.com)) if you want to set up a meeting to determine if you have the right mix of location, need, and real estate for a successful new cleaning and drying facility.





# HAZELNUT INDUSTRY ORGANIZATIONS



The idea for an industry office to house different entities with overarching goals goes back to 1949. Oregon's hazelnut industry organizations evolved to meet the industry's needs and avoid duplication of efforts. These four organizations named below share one industry office and staff. Each is responsible for different projects, and each is funded by grower, processor, or vendor dollars.

ORGANIZATION	MAKE-UP	FUNDED BY	RESPONSIBILITIES
<b>Hazelnut Marketing Board (HMB)</b>	<ul style="list-style-type: none"> <li>• 5 Growers (geographic rep)</li> <li>• 4 Handlers</li> <li>• 1 Public Member</li> <li>• Voted on by growers &amp; handlers &amp; appointed by the US Secretary of Agriculture</li> </ul>	Handlers are assessed \$12 per ton of merchantable product handled.	<ul style="list-style-type: none"> <li>• Administer Federal Marketing Order 982</li> <li>• Administer quality &amp; volume regulations</li> <li>• Oversee promotion program</li> <li>• Provide industry production &amp; use statistics</li> </ul>
<b>Oregon Hazelnut Commission (OHC)</b>	<ul style="list-style-type: none"> <li>• 6 Growers (geographic rep)</li> <li>• 1 Handler</li> <li>• 1 Public Member</li> <li>• Recommended by NGS &amp; appointed by the Oregon Director of Agriculture</li> </ul>	Growers are assessed \$20 per ton of merchantable product sold to handler. Handlers collect funds & send to OHC.	<ul style="list-style-type: none"> <li>• Administer Oregon State Commodity Commission Act</li> <li>• Administer production research with OSU &amp; private entities</li> <li>• Work with OSU Extension</li> <li>• Responsible for commodity commission legislation</li> <li>• Responsible for working with EPA to obtain special use chemicals</li> </ul>
<b>Nut Growers Society (NGS)</b> OF OREGON, WASHINGTON & BRITISH COLUMBIA	<ul style="list-style-type: none"> <li>• 5 Growers (geographic rep)</li> <li>• 1 OSU Extension</li> <li>• Growers nominated &amp; voted on by growers</li> </ul>	Dues (\$100 annually). Sponsorships.	<ul style="list-style-type: none"> <li>• Disseminate industry information from other organizations via the newsletter &amp; proceedings of the annual meeting</li> <li>• Hold Annual Winter Meeting</li> <li>• Hold Summer Tour</li> </ul>
<b>Associated Oregon Hazelnut Industries (AOHI)</b>	<ul style="list-style-type: none"> <li>• 3 OHC Officers</li> <li>• 3 Largest Handlers</li> <li>• NGS President</li> <li>• Person familiar with current issue</li> <li>• AOHI is pursuing</li> </ul>	Contracts with NGS to do Summer & Winter Trade Shows.	<ul style="list-style-type: none"> <li>• Federal &amp; state legislative matters</li> <li>• Other industry issues as needed</li> </ul>



The Nut Growers Society sponsors two meetings each year where hazelnut growers can attend workshops, tour orchards, visit with packers, and peruse trade booths for hazelnut farming-related industries and equipment manufacturers. The Annual Meeting takes place every January and the Summer Tour every August at rotating locations.





# HAZELNUT INDUSTRY GROWER ADVOCACY



The Hazelnut Growers Bargaining Association (HGBA) is a farmers' cooperative established in 1972. The grower-member association was created to provide growers and processors transparency and stability in the buying and selling of hazelnuts.



295  
Active  
Members



75%  
Amount of today's total  
crop represented

## WHY JOIN THE HGBA?

By providing one of the country's most transparent and pro-farmer contracts, the HGBA is the envy of other commodity groups. We have a strong industry because of our open dialogue, cooperation, and trust established between growers and processors.

## ADVOCATES FOR GROWERS

The HGBA contract is unique to our industry. As a pro-grower contract, it sets a guaranteed starting price in the fall, which member cash processors must pay growers regardless of market fluctuations. Because of this contract, Oregon farmers can count on a specific price, giving them all the upside over the entire market year, without the downside risk.

## BENEFITS OF HGBA MEMBERSHIP

- Supports grower involvement and uniform pricing
- Sets payment terms within 45 days of final delivery
- Negotiates early guaranteed minimum price
- Transparent market intelligence
- Active membership that advocates for growers
- Multiple packer support

## SUPPORTS ITS PROCESSORS

The contract supports its processors by clearly defining rules for grading, dockage, cleaning and drying, transportation, and payment terms while requiring packers to treat all their growers the same.

## MANAGEMENT TEAM

**Terry Ross**  
**Ken Pietrok**  
**Frank Prantl**  
**Jim Parsons**  
**Kelsey Stairs**

**Terry Ross 503-278-2912**  
**HazelnutBargaining.com**  
**PO Box 767**  
**Amity, OR 97101**

## BOARD OF DIRECTORS

**Steve Horning** | PRESIDENT  
Monroe, Oregon

**Zach Christensen** | VICE PRESIDENT  
McMinnville, Oregon

**Justin Scharf** | SECRETARY  
Amity, Oregon

**Barney Kropf** | TREASURER  
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**Bill Bauer**  
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**Sean Kohlmeyer**  
Gaston, Oregon

**Lance Kirk**  
Independence, Oregon

**Jim Pardey**  
Hubbard, Oregon



## OREGON'S HGBA MEMBER PROCESSORS



# SUPPORT LOCAL HAZELNUT BUSINESSES

We are featuring seven innovative local hazelnut companies that are creating and marketing new products with Oregon hazelnuts. In addition to their many retail products, they offer varieties of amazing selections for purchase. Please be sure to check out these companies as we need to support those that support our industry! Visit their websites and order today!



## PACIFIC HAZELNUT CANDY FACTORY

14673 Ottaway Rd NE, Aurora, OR 97002  
503-678-2755 | [pacific hazelnut@gmail.com](mailto:pacific hazelnut@gmail.com)  
[PacificHazelnuts.com](http://PacificHazelnuts.com)

Andrew acquired Pacific Hazelnut Candy Factory in the historic village of Aurora, Oregon, back in 2010 and has grown it into what *Oregon Family Farmer* now calls "a must-see destination in Oregon." Pacific Hazelnut has been helping to grow the retail hazelnut market by continuing to expose it to many new retailers, Oregon stores, and new markets in co-manufacturing. The factory has a "one-stop gift shop" offering tasty treats made right on the premises, in addition to pre-made gift boxes and customized gift baskets. Be sure to stop by the factory or order online to get your hazelnut treats, seasoned or chocolate covered!

## KING FRESH

4386 Desart Rd, Silverton, OR 97381  
503-873-3287 | [kingfresh@kingfreshllc.com](mailto:kingfresh@kingfreshllc.com)  
[KingFreshllc.com](http://KingFreshllc.com)

King Fresh began as a produce business, branching out into hazelnuts in the fall of 2007 when they planted their first orchard. Since then, this mother-daughter team began processing and packaging hazelnuts, eventually outgrowing the family kitchen as they developed the unique flavors they proudly sell today.

You'll find King Fresh products gracing the shelves at many fine specialty markets including Market of Choice, Roth's Fresh Markets, and World Foods.



## PREMIUM GROWERS

8633 Wabash Dr NE, Salem, OR 97305  
503-592-7176  
[PremiumGrowers.com](http://PremiumGrowers.com)

Three friends who grew up in the same rural community in Oregon now manage Premium Growers. With great pride, the three friends not only grow the nuts—they transform them into tasty and healthy snacks. They came together to bring a new version of a very old, healthy snack to the world through experimenting with roasting.

Many of you know Premium Growers from their dominant sales position at [www.Amazon.com](http://www.Amazon.com), but you can buy great gifts directly on their website at [www.PremiumGrowers.com](http://www.PremiumGrowers.com)



## KEN & JUNE'S HAZELNUTS

8046 McKay Rd NE, St. Paul, OR 97137  
503-633-2191 | [info@kjhazelnuts.com](mailto:info@kjhazelnuts.com)  
[KJHazelnuts.com](http://KJHazelnuts.com)

For over 20 years, Ken & June's Hazelnuts, Melcher Family Farm has created innovative retail hazelnut products for grocery store shelves and specialty stores across the Pacific Northwest. The Melcher family has been farming hazelnuts for over 60 years. Their farming operation now includes this family-run hazelnut business. The third generation has grown this small business to a highly respected regional brand, marketing Oregon hazelnuts to the entire Northwest!

You can purchase their products online at [www.kjhazelnuts.com](http://www.kjhazelnuts.com), as well as their farm store located just outside of St. Paul, Oregon. Their hazelnuts can also be found at New Seasons Markets, Market of Choice & Roth's Fresh Market grocery chain.



## ASH CREEK

PO Box 430, Monmouth, OR 97361  
800-478-5791 | [info@AshCreekOregon.com](mailto:info@AshCreekOregon.com)  
[AshCreekOregon.com](http://AshCreekOregon.com)

Hidden amidst the dense black walnut and poplar forests surrounding Monmouth, Oregon, Ash Creek has served as the life source of this family farm since the 1800s, when the original members immigrated from Scotland. The sweet, cool water of Ash Creek feeds their orchards of Jefferson variety hazelnuts, which are large in size and buttery and strong in flavor. You'll find their roasted and chocolate covered hazelnuts for sale at [www.AshCreekOregon.com](http://www.AshCreekOregon.com) and at other specialty online retailers.



## HAZELNUT HILL

PO Box 134, Junction City, OR 97448  
541-510-4464  
[HazelnutHill.com](http://HazelnutHill.com)

One of the few tree-to-table producers of hazelnut products in the U.S., Hazelnut Hill is a family-owned business located just north of Eugene, Oregon. They source their hazelnuts from the family's 400-acre farm and roast and make all products on-site to ensure the freshest, high-quality nut-based products. Their product lineup includes chocolate covered hazelnuts, nut butter, pancake mix, brittle and more. Find their products online at [www.HazelnutHill.com](http://www.HazelnutHill.com) and specialty shops throughout the region.



## BAIRD FAMILY ORCHARDS

[BairdFamilyOrchards.com](http://BairdFamilyOrchards.com)

The Baird Family Orchards grow many varieties of apples, peaches, cherries, nectarines, pluots—and yes, hazelnuts—on their farms in Dayton, Oregon, and Maryhill, Washington.

What once started as a small apple growing operation in 1979 has expanded to the family offering their delicious varieties of fruits, nuts, and jams at more than 15 farmers markets in Oregon.





# ALWAYS INVESTING IN THE HAZELNUT INDUSTRY

- Highest-capacity, most efficient and sustainable processor in North America.
- First U.S. hazelnut processing plant to achieve the internationally recognized SQF food safety certification.
- The world's first 100% solar-powered hazelnut processing plant.

**Hazelnuts.com | 503.982.8030**







# GROWERS SERVING GROWERS

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PACKING CO.  
HAZELNUTS

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OF GROWERS

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- 👑 **Highest Grower Profit Shares**
- 👑 **No-Risk, Optional Contract**
- 👑 **We Earn Your Business Every Year**

**Contact us to take your orchards to the world**  
**503-537-9606**

Aaron McGraw | [AaronM@hazelnuts.com](mailto:AaronM@hazelnuts.com)

Eric Groves | [Eric@hazelnuts.com](mailto:Eric@hazelnuts.com)

Shaun George | [Shaun@hazelnuts.com](mailto:Shaun@hazelnuts.com)

Larry George | [Larry@hazelnuts.com](mailto:Larry@hazelnuts.com)

**BE SURE TO KEEP UP-TO-DATE WITH...**  
CURRENT NEWS at [Hazelnuts.com/press](http://Hazelnuts.com/press)  
GROWER RESOURCES at [Filberts.com/grower-resources](http://Filberts.com/grower-resources)



FAMILY • TRADITION • FUTURE



**GEORGE**

*Packing*

COMPANY  
HAZELNUTS



HIGHER GROWER RETURNS

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