



Pulse Growers

pulsepoint

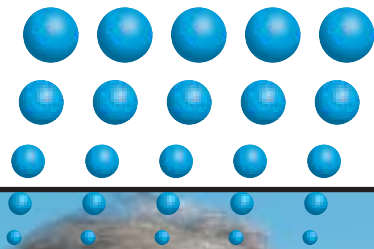
January 2004 Vol. 4 No. 1



What's Ahead for the Pulse Industry?

Windows of Opportunity
Global Pulse Markets
Options for Producer Security
Special Section:
2003 Regional Variety Trials

Always Thinking Ahead



rhizobia that is equally effective on both peas and lentils

SelfStik and BioRhiz are rhizobium inoculants produced in Western Canada specifically for Western Canadian conditions. Through years of research, the strain and carrier have been optimized to produce a product that is equally effective on both peas and lentils. One product will help your peas and lentils reach their full yield potential.

SelfStik is a peat-based inoculant with a built in sticking agent; no messy sticking agents are needed. Plus, SelfStik contains a minimum of one billion organisms per gram to help ensure your legume crops can reach their full nitrogen fixation potential.

BioRhiz is a liquid inoculant that is easily applied directly to your seed, and it's produced under sterile conditions to ensure a very high rhizobium count.

"We use Becker Underwood inoculant on our peas. It's easy to work with and it seems to work real well. Since we've been using it we've had good crops, under proper growing conditions. The peas have always come through and the next year we usually follow it up with wheat. We have had excellent results on the pea stubble, and we have never had such good yields in wheat before."

Nadine Jones,
Shell Lake, SK

Manitoba and Southern Saskatchewan call Jim Campbell: (204) 255-8401
Northern and Southwest Saskatchewan call Brian Crowley: (306) 373-3060
Alberta call Norm Standish: (403) 782-7743



the future of rhizobium inoculants


**BECKER
UNDERWOOD®**


Ames, IA USA • Saskatoon, Sask CANADA • Littlehampton, West Sussex UK

Chairman's Message

Shawn Buhr

Chairman of the Board, SPG



The Value of A Dollar

As I reflect what I have used this report to communicate in past issues, I realize that I have often discussed the actions of your Board in the area of research. This is not a complete surprise, as I have been highly involved in the Board's research agenda during my last five years on the Board – it is what I am most familiar with. However, the Board is active in many other areas that are also critically important to our future success: the areas of market development, producer security and communications, to name but a few.

Recently, we received a draft copy of a report produced by Richard Gray and Terry Scott. Your Board had commissioned this report to provide an estimate of the economic value of past pulse research funded by SPG. At this point, it is still a draft copy, so we can not share the full results yet. However, I can say that the results of the reports simply confirm what most Saskatchewan farmers already know. Agriculture today has trained farmers very well to know the value of a dollar – margins today are just too tight not to have to watch costs closely. Why then do I say that farmers already know what this report is going to say? During the discussion about increasing our levy to support more research, Saskatchewan farmers were loud and clear in their support. This confirms that our farmers see their research investment as a very good use of their money. The Gray/Scott report confirms this in spades: every dollar that you have invested in research over the last twenty years has been returned in economic benefits to our farmers and our province many times over.



You may be thinking that if we knew what the report was going to say, why did we commission it? I believe that our industry has not marketed itself to its full ability. We often talk about the 140 or so processors and the 1200 jobs that the pulse industry has created in rural Saskatchewan, but the pulse industry has created much more for the province of Saskatchewan. When I look around my farm, I know what growing lentils and peas has allowed our farm to do and it's even more than a job for someone at the processing plant.

In 2003-2004, our research budget is a record \$2.85 million dollars. As we invest this money, it is our intent to see that our dollars are leveraged by other sources. We've had success with Agriculture Canada increasing their investment in pulse research, and with the Gray/Scott report, we now have more ammunition to entice other funding agencies to spend even more.

The bigger challenge now is closer to home. In the last two years, the government of Saskatchewan has reduced their agricultural research budget by \$6.5 million dollars. As we increase our budget, we are expecting all our partners to do the same. We have had a long-term beneficial relationship with SAFRR and we expect that it will continue. The Gray/Scott report confirms that investment into pulse research is money well-spent. We will be working hard to encourage a sufficient SAFRR research budget so that they can continue to help us build an industry that is – and will continue to be – one of Saskatchewan's best success stories.

SPG board

CHAIRMAN

Shawn Buhr
Lucky Lake, SK
(306) 858-2408

VICE-CHAIRMAN

Don Meier
Star City, SK
(306) 863-4379

DIRECTORS

Lloyd Affleck
Beechy, SK
(306) 858-2251

Dean Corbett
Macrorie, SK
(306) 243-2047

Germain Dauk
Naicam, SK
(306) 874-2006

Ron Hundebly
Elbow, SK
(306) 854-4629

Jim Moen
Cabri, SK
(306) 587-2214



Published for:

Saskatchewan Pulse Growers
104 - 411 Downey Road
Saskatoon, SK S7N 4L8
Phone: (306) 668-5556
Fax: (306) 668-5557
e-mail: pulse@saskpulse.com
website: www.saskpulse.com

Published by:

Sunrise Publishing
2213B Hanselman Court
Saskatoon, SK S7L 6A8
Phone: (306) 244-5668
Fax: (306) 244-5679
e-mail: news@sunrisepublish.com
Web Site: www.sunrisepublish.com

Publication Dates:

September, December, March, June

Publisher:

Twila Reddekopp

Editorial Director:

Penny Eaton

Editorial:

Randy Baldwin, Marlene Boersch, Shawn Buhr, Penny Eaton, Brian Kelly, Greg Kostal, Jim Moen, Greg Simpson

Art and Production:

Trevor Sellar

Marketing:

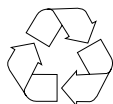
Linda Hamm, Colleen Kitter

Saskatchewan Pulse Growers and Sunrise Publishing make no expressed or implied warranties of merchantability or fitness for a particular purpose or otherwise, concerning the use of any product, advice provided, and market insights, and assumes no liability for any injury or damage, direct or consequential, which may be incurred from the use of such products or services therein. Federal, Provincial and Municipal laws and regulations supersede the information contained herein.

Canadian Mail Publications
Sales Agreement #40021625
Postmaster please return undeliverable copies to
Saskatchewan Pulse Growers
104 - 411 Downey Road
Saskatoon, SK S7N 4L8
ISSN 1701-9125
PRINTED IN CANADA

Cover Photo:

Stuart Kasdorf Photographics
Props courtesy of Witch's Brew
Metaphysical Books & Gifts



Please Recycle

What's Ahead for the Pulse Industry?

Rising freight costs, developing global markets, new pulse variety research, and uncertain payment security for producers – all of these play a role in the future of the pulse industry, both short- and long-term. What will be the determining factor in 2004?

9 Ocean Freight Rates: The True Cost

Marlene Boersch speculates that skyrocketing ocean freight rates may be around for longer than first thought.

11 Global Pulse Markets: What's to Come

Greg Kostal theorizes on the effect of recent pulse price support policies in India.

17 *Special Section:* 2003 Regional Variety Trials

The regional variety trials are being funded by Saskatchewan Pulse Growers this year. Find out how the different varieties compare.

25 Windows of Opportunity for Selling Pulses

Greg Simpson explains that timing is everything when trying to sell pulses at top prices.

departments

3 Chairman's Message

Shawn Buhr examines the value of investing in pulse research.

5 Eastern Europe: Emerging Players in the Pulse World

Jim Moen and Pulse Canada investigate how pulse production is developing in Eastern Europe.

10 Call For Resolutions

Resolutions for the Annual General Meeting must be in by January 8, 2004.

14 Pulses: The Power Behind the Paddle

Pulse Canada is teaming up with an Olympic athlete to promote awareness of the benefits of pulses.

23 Crop Production Week 2004 Agenda

Find out more about the many events taking place during Crop Production Week in Saskatoon.

29 Getting Paid For Your Crop: Options For Producer Security

How can producers ensure payment on the sale of their pulses? Read the results of a study commissioned by SPG.

32 Regional Pulse Meetings 2004

Seven pulse meetings will take place around the province this winter. Make plans now to attend the one nearest you.

33 Pulse Days 2004: January 12-13 in Saskatoon, SK

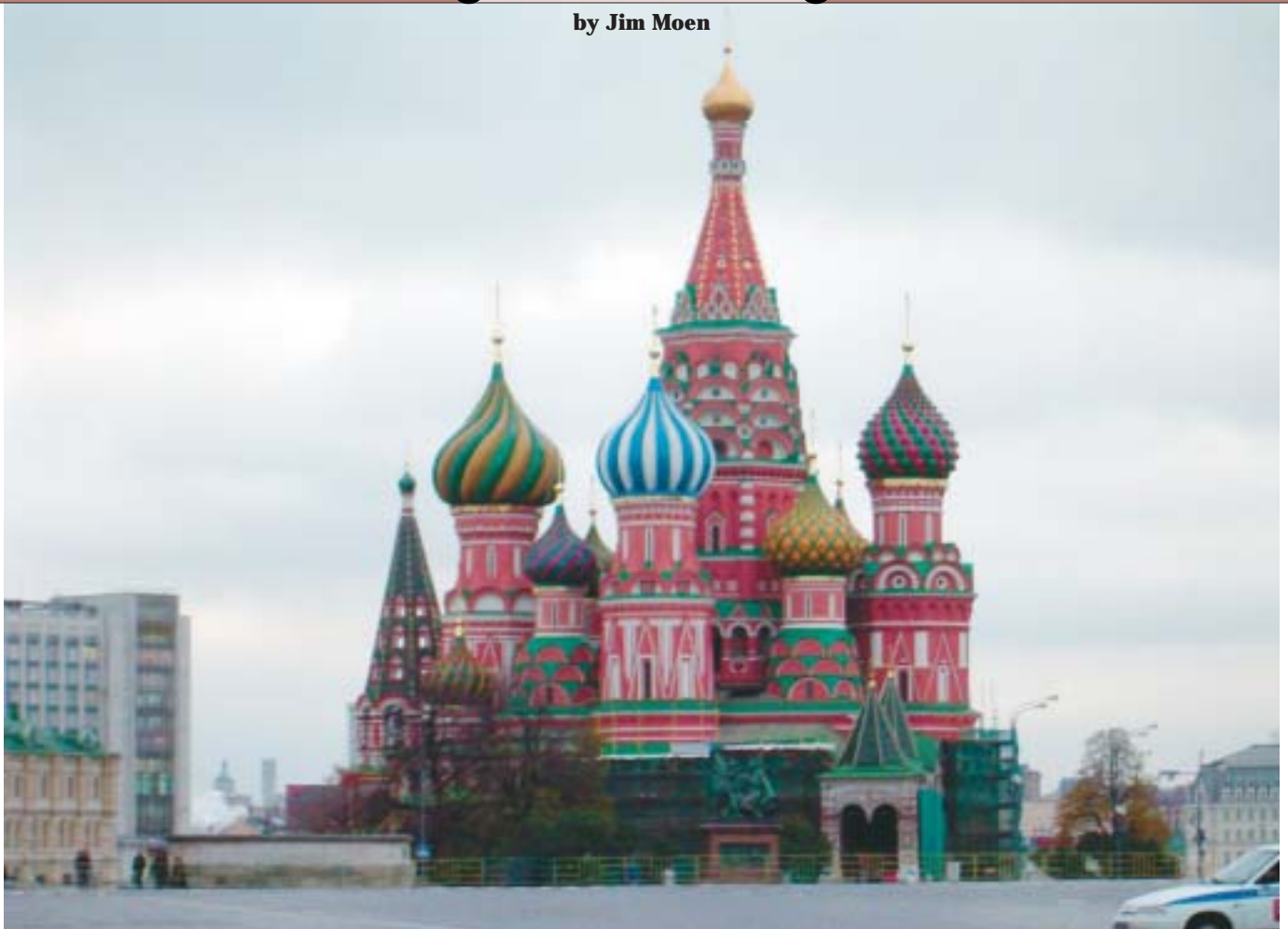
More information about the biggest pulse event of the year.

36 On Point

News items of interest about SPG and the pulse industry.

38 Closing Thoughts

Garth Patterson highlights a few of the beneficial ways the checkoff is being invested.



Eastern Europe:

Emerging Players in the Pulse World

Cabri area pulse producer Jim Moen recently returned from Russia and Ukraine. He traveled with Pulse Canada CEO Gordon Bacon, who is based out of Winnipeg. Their mission, which ran from October 7 to 24, 2003, was to meet with researchers, government and industry officials in Russia and Ukraine to discuss issues of mutual interest in the pulse industry. They wanted to get an understanding on how pulse production is developing in Eastern Europe. During this time, Gordon and Jim also attended an international pulse trade meeting (CICLS-IPTIC) held in advance of the ANUGA Food Show in Cologne, Germany, and met with Food and Agriculture Organization (FAO) and World Food Program officials in Rome, Italy.

The main pulse crop produced in Russia and Ukraine is field peas, and most peas are fed to livestock. Lentils, beans and chickpeas are being grown on a very limited basis.

Russian agriculture is going through a period of great change as it is switching to an open market system. Agricultural production is down considerably, and pulse production is one-tenth the size that it was in 1991 when the Soviet Union broke up. Russian farmers see pulses as hard to

in brief

It may take some time before Russia and the Ukraine can fully realize their pulse potential.

...because a good price is
only part of a good deal.

At Western Grain we offer an experienced operation team and a family-run company. At Western Grain we believe our success is built upon the success of the farmers!

Western Grain – we welcome and appreciate your business.

PEAS • CHICKPEAS • LENTILS • CANARY SEED • MUSTARD • FEED GRAINS



Garry Mihalicz

CGF *brokerage and consulting*

Utilize the power of the Internet

List your commodities on the Internet for sale through CGF for \$12.00/lot plus GST. We analyze and digitally photograph each lot providing buyers with a complete description of your commodities.

Cash Grain Brokers of Special Crops, Feed Grains and Oil Seeds.

Also **Freight Brokers** – we shop the market for the best freight rates.

Weekly Newsletter – CGF EXPRES\$: The Key to Maximizing Your Bottom Line

717 43rd Street E., Saskatoon, SK S7K 0V7

Phone: (306) 244-1124 Toll-Free: 1-800-667-6378

E-mail: info@cgfbrokerage.com Web site: www.cgfbrokerage.com



Merv Berscheid



WAGON WHEEL SEED CORP

Box 229 Churchbridge, SK S0A 0M0

PHONE: 306-896-2236 CELL: 306-896-7799 FAX: 306-896-2696

WWW.WAGONWHEELSEEDS.SK.CA

We have the following available for sale:

Yellow Peas ➤ Certified and Foundation **DS Admiral**

➤ Certified, Registered and Foundation **Eclipse**



Green Peas ➤ Certified **Toledo**

➤ Certified and Foundation **Stratus**

➤ Certified **Cruiser**

➤ Certified and Registered **Montero**



Maple ➤ Certified and Foundation **CDC Acer**

Silage ➤ Common and Certified **40-10**

Chickling Vetch ➤ Certified and Foundation **AC Greenfix**

Pinto Beans ➤ Certified and Registered **CDC Pintium**

Inoculants ➤ all types and kinds

Seed Treatment ➤ Poly Tec Polymer Coating

NOW GET ALL THE BENEFITS FROM IN-FURROW APPLIED GRANULAR INOCULANTS



With Valmar's easy to use airseeder mount applicator, just fill the hopper, set your rate and go! Inoculant is injected into airseeder towers for precise placement in the seed furrow. This allows you to:

Get higher rhizobia numbers

Avoid fertilizer or fungicide compatibility problems that may arise with on-seed products

Get more uniform and consistent nodulation of rooting system



CALL NOW FOR MORE DETAILS:
(204) 353-2782
sales@valmar.com

grow and harvest, and pulses are easily damaged by adverse weather.

Ukraine is also experiencing major agricultural change. The country is home to 25% of the world's black soil, and has tremendous production potential. Most communal farms have been split up, with farmers receiving title to about ten acres of land. These land titles will be transferable within two years. The six million landowners will probably lease or sell their land to those with capital to accumulate and farm larger land holdings. Recent efforts to custom-farm land in Ukraine have met with mixed success.


Ukraine and Russia generally had a poor crop in 2003 due to a cold spring and dry hot summer, but had a good crop in 2001 and 2002. The future direction of the pulse industry in Russia and Ukraine is not clear at this time. Farmers are very short of capital for equipment and crop inputs. Fertilizer and herbicides are expensive, and inoculants are not used. Marketing systems are being developed, in part through projects like the Canadian Grain Commission's Canada-Ukraine Grain project. One of the goals of this project is to get normal cash market functioning so a futures market can be established. Other projects from the Canadian International Development Agency (CIDA) are being administered by groups such as the Saskatchewan Trade and Export Partnership (STEP) and through Alberta Agriculture's involvement in developing an extension service for Ukrainian agriculture. Research in general is poorly funded, the livestock industry in both countries is being re-built and grain production systems along with the economy are undergoing massive political and structural changes. Pulse yields and prices relative to returns from other crops may not make pulses competitive in all areas and more investigation will be needed to identify specific areas in each country where pulse production provides good economic returns.

Opportunities do exist for Canadian plant breeders to collaborate with Russia and Ukraine plant breeders, as we share similar climates and soil types. We share similar challenges related to frost tolerance, crop maturity and plant diseases. Our plant breeders, and those in Eastern Europe are striving to make improvements in crop standability and shattering resistance. Canadian pulse genetic



Jim Moen points out varieties of feed peas on display in the Ukraine.

improvement teams should become thoroughly familiar with breeding efforts and germplasm collections in Russia and Ukraine. Canadian and Russian/Ukrainian scientists should work together to identify mutually beneficial projects and develop detailed proposals for consideration by Canadian grower and government funders of research. Areas of collaboration could include genetic improvement of pea, chickpea, lentil, bean, soybean, lupin, fababean and vetch.

Both Russia and Ukraine have tremendous agricultural production potential. It will probably take some time for their agricultural systems to evolve and for farms to become modernized and more efficient. Ukraine and Russia have a market advantage, as they are located close to Europe, Asia and the Middle East. In the future, Russia and Ukraine may become significant competitors for Canada in pulse exports. 

Jim Moen is a director with Pulse Canada and the Saskatchewan Pulse Growers. For more information, contact Jim at jim.moen@sasktel.net or Pulse Canada at 204-925-4455.

Tap into the **POWER** of **PROTEC**TM

the ultimate pulse seed coating

PROTECTM + Inoculant*

- Provides 30-day shelf-life
- Prevents seed damage
- Custom application saves time
- Highest live rhizobia count in the industry

Inoculating with the
PROTEC COATER
seals multiple inputs
directly to seed for:

- Healthier and more vigorous plants
- The most uniformly treated seed in the industry
- Greater flowability –
no plugged lines in seeder
- Safe handling – no hassle, no mess
- Treats the seed, not the soil,
with ALL seed treatments

Contact your **PROTEC** dealer today.

PROTECTM
the ultimate pulse seed coating

For more information, call toll-free

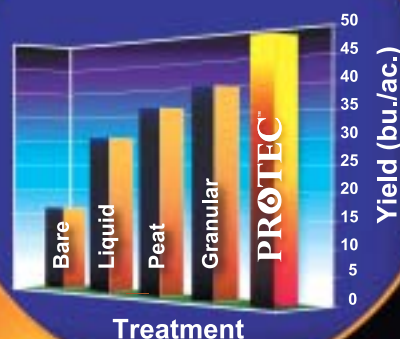
1-888-526-2837

or visit our website at

www.ProtecCoater.ca



Peas Yield Assessment
WCA Swift Current 2002



*Inoculant provided by

Nitragin

*Inoculant-
treated
seeds
produce
increased
root
nodule
size and
mass*



BioCoatTM
Technologies Inc.

Ocean Freight Rates: The True Cost

in brief

Higher ocean freight costs could be around for as long as two years.

Much has been said in recent weeks about ocean freight rate increases and their implications for international trade. Already, the trade has seen a decline in importers' interest in Canadian grains, oilseeds, pulses and special crops. Hurting export performance even more has been the fact this spike in shipping costs has come at the same time as a sharp rise in the Canadian dollar. This article addresses the issue of skyrocketing ocean freight rates, the spillover impact on container rates, and the implications for Canadian pulse exports. We've taken some of the trade rhetoric beyond the anecdotal to provide factual information and an assessment of what it means to the western Canadian pulse industry.

First, some background. Ocean freight rates have been rising throughout the year, fueled by an increase in demand for bulk vessels, mainly from China. Jim Buckley, CEO of the Baltic Exchange, summarized the phenomenon as follows: "To put it in extremely simplistic terms, China is importing huge amounts of raw materials and exporting manufactured goods, and that's drawing ships into the Pacific."

The impact on prices has been sharp, because the supply of cargo ships is generally both tight and inelastic. For example, in October, the rate from the U.S. Pacific Northwest to Taiwan was about \$36 per tonne, compared to about \$21 in early September.

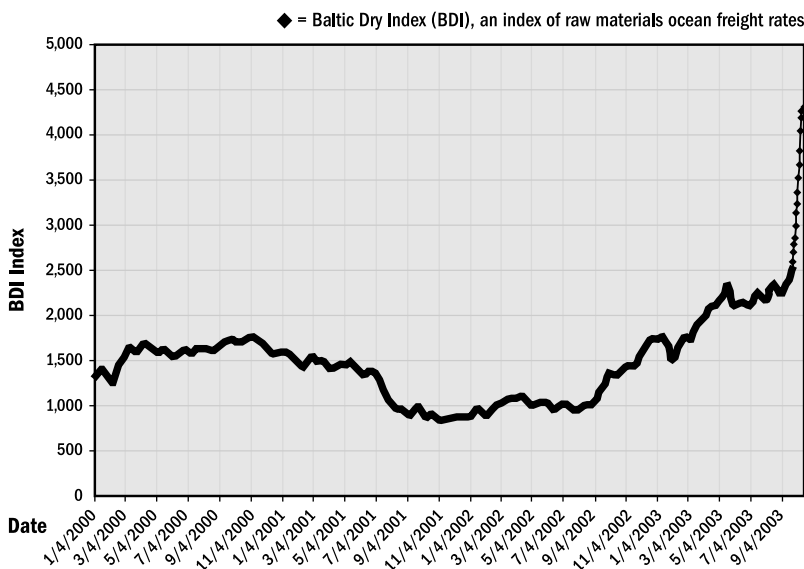
The chart below helps illustrate just how fast and furious the price change has been.

Some suspect this spike in ocean shipping prices could just be a one-time blip. "But it is not just iron ore and coal," notes Michael McClure, VP of Navios, a ship broker, "The strength can be seen among all major commodities that ocean freight is carrying." The net result has been a 45 per cent increase in bulk freight charges during a very short time-frame.

While it's true that what goes up must come down, and that in the markets, it often

Figure 1: BDI Index

Source: The Baltic Exchange, 2003



RESOLUTIONS



Saskatchewan Pulse Growers has issued a Call for Resolutions for its Annual General Meeting (AGM).

The meeting will be
Monday, January 12,
at 12:30 PM, during
Pulse Days 2004.

Resolutions must clearly note the
person who is proposing them.

A seconder will be called for at the
Annual General Meeting.

Robert's Rules of Order will apply.

Deadline: 5:00 pm, January 8, 2004



Resolutions should be mailed to:
Saskatchewan Pulse Growers
104-411 Downey Road
Saskatoon, Saskatchewan, S7N 4L8
or faxed to: (306) 668-5557
or e-mailed to: pulse@saskpulse.com
by Thursday, January 8, 2004

continued from page 9

happens equally fast in both directions, many analysts fear these high rates will be around for more than just the next few weeks or months. Over the course of reviewing this issue, we've begun to suspect these higher freight rates could be around for as long as two years. This will affect trade flows to some extent.

Not just bulk, but container rates are also affected. Since a significant portion of special crops move via ocean-going containers, the cost to move them around is also impacted.

Recent research has shown that freight rates on the Asia to Europe route soared 42% in the second quarter of 2003. Revenue was 12% higher than a year ago in the April-June period, and high utilization of existing capacity is expected to continue. With carriers entering a period of likely sustained profitability, capacity should expand. But the pace of usage is rising so quickly, analysts figure demand will continue to outstrip supply during 2004 and 2005.


All of this unrest, both in bulk and container freight markets, is filtering back to provide a strong disincentive to exporting bulk goods.

The sharp rate increases are causing some importers to delay purchasing pulses from the U.S. and Canada. Other importers are shifting suppliers. For example, some North African importers are purchasing agricultural goods from local European markets due to lower freight costs. The rate from North America to Algiers/Tunis was recently estimated at \$36-\$40 per tonne, compared with \$20-\$22 per tonne to the same destination from France.

In general, those suppliers furthest away from importing markets are feeling the effects of higher freight rates the most, because it effectively increases the cost for buyers to import pulses. This, in turn, reduces demand, especially for crops like pulses where consumption is particularly sensitive to price (pulses have a negative price elasticity of demand).

Financing is also an issue, as the freight portion of a trade, especially on longer hauls, costs more than it used to. Shorter hauls mean lower interest costs, because of the shorter transit time. This is a major disadvantage for Canadian pulse shippers to South Asia (our biggest market), and also Australian shippers to Europe (a small market for them).

There is another upshot of these huge rate increases that has not been discussed, and that is the market's perception of value. It has created a divergence between the buyers' and sellers' perception of pulse values: The importer sees a steeply increased landed value relative to last year; while the farmer sees that he is getting less than last year and is tempted to hold out for better prices.

The oft-mentioned 'standoff' between buyers and sellers that has characterized pulse markets this fall is related to this misperception. The danger is that it will have cost Canada market share before prices normalize again. 

Marlene Boersch is a partner in Mercantile Consulting Venture, based out of Winnipeg, Manitoba. For more information, contact mboersch@mts.net.

Global Pulse Markets: What's To Come?

in brief

Niche opportunities exist in India, but large-scale exports come down to price and buying power.

FOCUS ON INDIA: SUPPORT PRICES INCREASING

In the past decade, high support prices for wheat and rice have contributed to a declining interest in the production of oilseeds and pulses in India. Recognizing a growing dependence on oilseeds and pulses and overproduction of wheat and rice, India's government targeted pulses and oilseeds for crop diversification, and in February 2002, after the Rabi crop was largely planted, raised respective support prices by nearly 10%. The government enacted another policy initiative later in 2002 by increasing the import duty on all pulse crops from 5% to 10%.

The government has just announced intentions to increase the pulse support price by roughly another 15%. Because the government was accused of making 2002 changes too late, the government is taking action now in an effort to impact Rabi plantings in the coming month. Rabi season crops are generally planted in November-December and harvested in March-April. This season is important for prairie growers because chickpeas, lentils and peas are the main pulse crops planted during this time.

But will it make a difference? – In the short term, probably not on a large-scale basis. Average wheat yields are roughly four-fold to that of most pulse crops in India, in part because of irrigation. Even with the proposed increase in support prices, pulse support prices would only be 2.25-2.5 times that of wheat (see *Table 1*).

Indian pulse production typically ranges from 12-14 MMT in a given year, and given a bet-

Table 1: Comparing Chickpeas to Wheat in India

Comparison	Wheat	Chickpeas
2002 support price (rupees per quintal)	620	1220
2003 support price (rupees per quintal)	630	1400
2002 yield (kilograms per hectare)	2700	620 ¹
2002 production actual (MMT) ²	67	4.3 ³
2003 production target (MMT)	78	15(all pulses)

Note: 46 rupees equals US \$1; 1 quintal is 100 kilograms

¹ India's average total pulse yield typically is about 550 kg/ha

² MMT = million metric tonnes

³ India's total pulse crop was 12.2 MMT in 2002/03

Source: Indian Agriculture Ministry

ter monsoon rain season (which would elevate water levels in reservoirs), a 13.5-14 MMT crop size is the most probable outcome for 2003-04.

Observation – The government has a 15 MMT pulse production target for 2003-04. Although the government is trying to make pulse production more attractive compared with grains, the magnitude of the support price increase is likely still not large enough to achieve the desired result. Yield variability should still remain the most important issue in determining production outcome. Be on the guard for further government program-tweaking in coming years. If the government remains on its mission to elevate pulse production, it will succeed eventually. Even so, import patterns are more dependent upon price than production and should continue that way into the foreseeable future. When prices are high, Indian consumers will eat less, substitute and defer purchases; and conversely, when prices are low, will increase their consumption.

India can be expected to import about 2 MMT of pulses from all origins in any given

FINORA

"The Special Crops Company"

Green and Yellow Peas • Canary Seed
Lentils • Chick Peas • Mustard

Finora Offers:

- Prompt delivery opportunities
- Timely payment
- Great customer service

1-800-898-1122

Assiniboia (306) 642-5920
E-mail: assiniboia@finora.com

Wilkie (306) 843-2507
E-mail: wilkie@finora.com

Finora is CGC licensed and bonded.

Good seed treatments applied poorly lose almost all field benefit.

**To get *all* the protection you paid for,
Get a G3 Treating System.**

TREAT YOUR SEED RIGHT!



*G3 treating systems deliver high-accuracy
seed treating on cereals, flax, and pulse crops,
including soy and white beans.*

Graham Seed Treating Systems
www.grahamseed.ca Ph. 1-866-556-2846 (Toll-Free)
Ph. 403-556-2846/Fax 403-556-6604
e-mail: gseed@telusplanet.net
R.R. 1, Site 9, Box 9, Oids, AB, Canada, T4H 1P2

See our web site for the latest in seed-treating info – www.grahamseed.ca

Expand rotations and profits.



There are as many crop rotations as there are farmers and each is unique. At Agricare United, our experienced Special Crops staff help identify opportunities for your operation. You'll find them listening to your concerns and offering advice – on your farm and in your field.

Beans & Special Crops

Including beans, chickpeas, peas, lentils and mustard.

Tim Ferner, Regina – (306) 751-4920

**Harry Munro,
Saskatoon/Nipawin** – (306) 862-5393

Carman, MB – Toll Free 1-888-384-2838

Lethbridge, AB – Toll Free 1-888-442-8398

**Agricare
United**

www.agricareunited.com

Advice. Expertise. Profitability. At Agricare United

year. This situation will likely persist until such time that the Indian economy expands to create greater consumer buying power. Export opportunities come down to price and if India routinely cranks out 15 MMT of production in the future, its willingness to pay on large-scale tonnage will be low.

TRENDS FOR 2003-2004

Indian policy is just one of the fundamental forces being watched. A number of unusual circumstances frame the 2003-2004 crop year. Those include: record-high ocean freight rates, unprecedented moves in currency, and a EU-15 crop deficit. These ripple effects are having a major role in Western Canada pulse price discovery. Here are a few trends.

Peas – Canadian peas landed in India are just as costly as last year's peak, yet prairie farm gate prices are substantially lower. It's unprecedented to see West Coast feed pea movement to Spain while the Thunder Bay shipping season is still ongoing, but this is what is happening. Canadian feed pea prices landed in Spain are similar to that in India, which has forced feed peas into a price leadership role. Feed peas currently work into Spain with opportunity for further sales in the coming 2-4 months, ahead of a larger new crop of South American soy competition. There's an opportunity to export 50-100,000t a month to Europe during this time, something that the pea balance table desperately needs in the absence of curtailed Indian subcontinent edible pea purchases.

European users are also familiar with peas in feed rations. A high price trend of soymeal could spur increased interest for feed pea imports from non-traditional sources like China or the US domestic market. However, there are problems with lack of familiarity and consistent supply. Even if the economics work today, there is no guarantee economic incentives would exist in six months. Without the EU feed market, pea farmgate prices would likely be C \$20/t lower than today's bids. \$5/bu generic farmgate Saskatchewan bids will be tough level to crack.

Chickpeas – Canada harvested an extremely small chickpea crop, yet market action is dull, with Desi prices near historic lows. This is a statement that Canada really isn't a required



participant in the global chickpea trade. Nonetheless, global supplies of large caliber Kabulis are tightening.

Will Canadian pulses continue to compete in Indian markets?

Lentils – One cannot fully blame a stronger Canadian dollar for a lower price trend in green lentils in the past 6 months; otherwise red lentils would have reacted in similar fashion. 2002-2003 was about quantifying the extent of price inelastic green lentil demand. With consecutive prairie crop problems (either in quality or quantity), some buyers have been weaned to consuming lower quality. Prices are simply moving towards a historical norm.

FINAL THOUGHTS

Interest in Canadian pulses has exploded in the past five years. In that time, we have experienced high and low price cycles, taken on emerging competition, better understood consumptive habits and seasonal trends, and have experienced production & quality misfortunes locally and abroad. We can leverage these trends to a better understanding of the future. That's what I will bring to Pulse Days 2004 and look forward to being on the Price/Production Outlook Panel. See you there!

Greg Kostal is a Senior Consultant with Sparks Companies, Inc. in Winnipeg, Manitoba. He will be part of a panel of experts at Pulse Days 2004 speculating on the price and production of pulses in Canada and around the world in the coming year. Contact Greg at gkostal@sparksco.com or see him in person at Pulse Days in Saskatoon.





in brief

Pulse Canada is teaming up with an Olympic athlete to promote awareness of pulses.

Pulses: the Power Behind the Paddle

Pulse Canada is proud to partner with Pauline Van Roessel as she aims to represent Canada at the 2004 Summer Olympics in Athens. "Pauline grew up on a pulse-growing farm in Alberta and has risen to world excellence in Women's 8+ rowing competition. We believe that our support will help power Pauline and her team to a Olympic medal performance," says Jack Froese, Chair, Pulse Canada.

Pauline is enthusiastic about the partnership. "Pulse crops convey the concept of healthy diet, healthy alternative to red meat, cheaper means of attaining high protein, versatility and expansive menu options, and the extremely high energy to low fat ratio. All of these points are key for athletes," she says.

Pauline rowed second from the bow in the National Team Eight, which just arrived home with a Bronze Medal from 2003 World Championships in Italy. This Bronze Medal gives Canada a berth in Athens next summer.

Pauline was born and raised on a mixed farm in Alberta. "I am certain I lived a fairly normal life of a farm girl of that era," she recounts. "I helped feed the cattle, manually stacked hay and straw bales, hoed acre after acre of sugar beets, carried hand-move irrigation pipes through waist-deep alfalfa in my big brother's hand-me-down rubber boots with five patches near the sole, chased cows that were in the pasture, chased cows that got out onto the road, chased cows up the alley and

BASF

EXTEND YOUR CON



SAVE up to \$9.75/acre with the CLEARFIELD Bag 'n Box Bonanza!*

*Some conditions apply. ODYSSEY, CLEARFIELD, the unique CLEARFIELD symbol and "Bag 'n Box Bonanza" are trademarks or registered trademarks of BASF. AgSolutions is a registered trademark of BASF Corporation and "Stays Cleaner Longer" is a registered trademark of BASF AG; both are used under license by BASF Canada Inc. ABSOLUTE is a trademark of BASF Agrochemical Products, used under license by BASF Canada Inc. ©2003 BASF Canada Inc.



into the squeeze, drove the silage truck before I could fully depress the clutch and see over the steering wheel, moved wheel-lines amidst a black cloud of mosquitoes, sat on an open swather in plus 30C heat unable to breathe for the dust and the bugs, and all of the other scenarios one can recall of the farming days of yesterday," she laughs.

From a very early age, Pauline was encouraged athletically. "As the second-youngest of six, I had many athletic role models in my presence everyday. It was not uncommon for neighbours to drive down the road in the early morning or late night and see any multiple combinations of Van Roessel kids out for a jog. In Grade 3, when all the students were asked what they wanted to be when they grew up, I stated that I wanted to be an Olympic runner. This elicited giggles from my classmates who did not see that as a career. Instead, I chose basketball and played for the University of Lethbridge Pronghorns. Years later, I decided I wanted to pursue another sport at a competitive level. Although rowing was an unknown, I had been greatly inspired by the performance of all the Canadian

Olympic medal winning crews and athletes. By April 2002, I raced at the World Championships. Nothing more was needed to motivate me to train harder, set higher goals and raise my own expectations."

Pulse Canada is pleased to partner with Saskatchewan and Manitoba and Alberta Pulse Growers, and the Canadian Special Crops Association on this project. Pauline is a perfect spokeswoman for the pulse industry because she understands farming and the focus on growing a quality food product and she understands today's elite athlete and their demands for a high energy, low fat diet. Watch for Pauline and the Canadian Olympic Rowing Team in competition and remember the power behind the paddle: pulses.




Pauline Van Roessel,
Olympic Rower

For updates on the Canadian team, see www.rowingcanada.org. For more information about Pulse Canada and its programs, see www.pulsecanada.com or call (204) 925-4453.



For CLEARFIELD® canola and field peas.

Keep your fields cleaner, longer with ODYSSEY® herbicide. Control a broad spectrum of grass and broadleaf weeds, including multiple flushes of shallow-germinating weeds – right through to crop flowering. For more information about ODYSSEY call  **BASF AgSolutions®** at 1-877-371-BASF (2273) or visit our website at www.clearfield.ca

New Frontiers in Plant Health Diagnostics



Explore a new world of seed science, technology and plant health testing with 20/20 Seed Labs Inc. Our leading edge philosophy continues to push new frontiers with comprehensive, detailed, and timely results for the success of our clients' businesses.

Contact us for a complete list of services and tests including our new Fungal Screen that provides seed treatment recommendations. Results are all supported by real-time, web-based access.

20/20
SEED LABS INC.

*Canada's only private,
independent and fully accredited
seed testing laboratory*

20/20 Seed Labs Inc.
509 - 11 Ave. Suite 201,
Nisku, AB T9E 7N5

Toll free: 1-877-420-2099
Phone: 780-955-3435
www.2020seedlabs.com



**CFT
CORPORATION**



Your dependable source of transportation services

CFT CORPORATION

2020 Winston Park Drive Suite 300
Oakville, Ontario L6H 6X7 Canada

Telephone: (905) 829-5829 Fax: (905) 829-5219
Toll Free: (800) 561-8238 Email: cft@cftcorp.com

www.cftcorp.com



Blue Hills Processors



Daycon Mechanical Systems / Northland Superior Supply
"The Solution to your Pulse Processing Requirements"

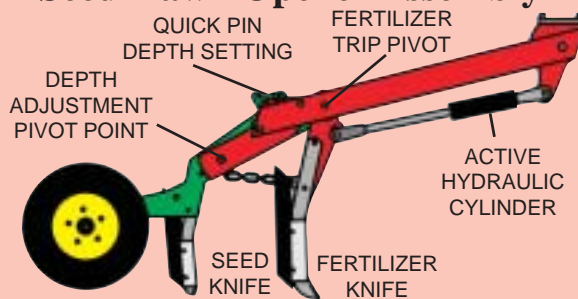
- Proven complete Process/Plant Design & Construction
- Advanced Turnkey engineering
- Economical facility upgrades
- High capacity loading systems (bulk for rail/container/truck & bagging)
- Project feasibility costing
- Precision, high capacity cleaning, processing & bagging equipment

Daycon Mechanical and Northland Superior are industry leaders in the Pulse industry. Our most recent project is the state-of-the-art Blue Hills Processor's facility in Avonlea, SK. Daycon Mechanical has a proven record of on-time/on-budget plant design and construction, while Northland Superior manufactures processing equipment, that consistently exceeds performance requirements, while minimizing costs.

Call us at our toll free number for further information **1 877 990 4500**

Daycon Mechanical Systems
Northland Superior Supply Co. Ltd.
110 Lowson Cres.
Winnipeg, Manitoba R3P 2H8
www.northlandsuperior.com

New Design Team Makes Major Engineering Improvement to the Seed Hawk Opener Assembly



The new opener features:

- Quick pin depth setting that changes both seed and fertilizer depth exactly the same amount.
- No need for wrenches to set the seed and fertilizer depths.
- Spindle and hub packer bearing design for long life.
- Designed for better residue flow.

Please phone for more information, free video & price list.

**Seed Hawk The One-pass Drill that Seeds,
Bands and Packs.™**



SEED HAWK INC.

Box: 123, Langbank, SK, S0G 2X0,
Phone: (800)667-4295 or (306)538-2221,
Fax: (306)538-2228

2003 Regional Variety Trials

SPG in brief

Compare characteristics of pulse varieties with this handy guide.

In 2003, Saskatchewan Pulse Growers provided a one-year grant of over \$85,000 to fill an urgent need for pulse crop regional variety testing in Saskatchewan. In past years, regional variety testing of annual crops was supported through a provincial government grant to the Crop Development Centre (CDC), but funding was cut to \$5,000 after the 2002 season. Data derived from Co-op Tests provide a rudimentary assessment of the potential of varieties in Saskatchewan. However, these trials are conducted for only two seasons at a limited number of sites. This project will augment the co-op harvest data with information from at least two additional seasons.

The CDC collaborated with researchers already onsite at several locations (such as the Agri-ARM sites) in order to make best use of project dollars. The project collected data on varieties from the CDC program as well as Cebeco, Svalof Weibull, Agriculture & Agri-Food Canada (AAFC), and other breeding programs.

Methodology

Field pea, lentil, chickpea, and dry bean variety trials were conducted at 8-14 locations per crop in their target areas of adaptation in Saskatchewan. The number of entries per trial were 24 for pea, 20 for lentil, 24 for chickpea, and 16 for dry bean. Trials were set up and managed by the pulse crop breeding program at the Crop Development Centre, University of Saskatchewan (CDC).

Benefits

This project effectively evaluated new pulse varieties in the key production areas of Saskatchewan. Results were analyzed, summarized, and are being reported to facilitate decision making for growers, seed growers, breeders and seed companies. By supporting this project, SPG facilitated the breeding of pulse crops for Saskatchewan by organizations and companies both

within and outside the province.

Another benefit of supporting this project is that the data was communicated at summer tours, extension events and will be reported at the regional winter pulse meetings.



Note

The data reported here will be reviewed in early December by the Saskatchewan Advisory Council on Grain Crops. SACGC is a body of experts, including plant breeders, pathologists, extension agents, and seed company representatives, which reviews data from regional variety trials of grain crops and recommends publication of the data in grower publications. Please note that this information is unofficial and is provided as a service to our readers. The SACGC-approved data will be published in January in the Saskatchewan Agriculture, Food and Rural Revitalization (SAFRR) publication, *Varieties of Grain Crops 2004*. SPG

More Info

The final results from the 2003 variety trials will be reported in SAFRR's *Varieties of Grain Crops*, available in January 2004.

Lentil

Main Characteristics of Varieties

Market class	Variety	Years tested*	Yield % of Laird		Height (cm)	Days to flower	Maturity rating	Resistance to		Cotyledon colour	Seed Weight (g/1000)
			Areas 1-2	Areas 3-4				Ascochyta blight	Anthrachnose Race 1		
Large green	Laird	9	100	100	41	53	VL	VP	VP	yellow	67
	CDC Glamis	8	110	105	39	54	VL	G	VP	yellow	60
	CDC Grandora	7	107	107	40	53	VL	G	VP	yellow	69
	CDC Sovereign	7	115	107	40	52	L	G	P	yellow	66
	CDC Sedley	6	115	106	39	51	M	F	VP	yellow	68
	CDC Plato	5	126	109	38	52	ML	G	P	yellow	62
Medium green	CDC Richlea	8	132	114	35	50	M	VP	VP	yellow	51
	CDC Vantage	8	133	124	33	49	M	G	VP	yellow	52
Small green	Eston	8	118	110	30	48	E	VP	VP	yellow	33
	CDC Milestone	9	137	127	31	49	E	G	VP	yellow	37
	CDC 1066E-4 (proposed name: CDC Viceroy)	4	143	136	34	49	E	G	G	yellow	33
French green	CDC LeMay	5	121	114	35	48	E	F	VP	yellow	32
	common	5	122	113	32	49	E	P	VP	yellow	31
Small red	Crimson	6	117	112	29	49	E	VP	VP	red	35
	CDC Blaze	5	123	117	30	47	E	G	P	red	34
	CDC Redcap	7	119	117	30	49	E	G	F	red	35
	CDC Redwing	7	118	109	30	50	E	G	VP	red	38
	CDC Robin	6	124	110	30	49	E	G	G	red	30
	CDC 1254S-1 (proposed name: CDC Redberry)	3	133	130	34	50	EM	G	G	red	42

*Coop and Regional Trials in Saskatchewan since 1995. Direct comparisons to Laird.

Relative maturity ratings: E - early; M - medium; L - late; VL - very late.

Resistance ratings: VG - very good; G - good; F - fair; P - poor; VP - very poor.

Additional Information:

Indianhead lentil is a black-seeded variety released for green manure use. **CDC Matador** is a brown-seeded variety with yellow cotyledons. Seed supplies are limited for **CDC LeMay**, **CDC Plato**, **CDC Viceroy** and **CDC Redberry**.

Detailed agronomic information may be found in the **Pulse Production Manual** available from the Saskatchewan Pulse Growers.

Understanding The Variety Tables

excerpt from "*Varieties of Grain Crops, 2004.*"

RELATIVE YIELD OF VARIETIES

Grain yield results from the interplay of genetic factors and non-genetic factors. Variety trials are designed to measure the differences among varieties that are due to genetic causes. It is important to minimize variability due to non-genetic factors such as soil type, nutrients, moisture, weeds, diseases, and other pests.

Experimental designs using replication (repeated plantings of the varieties) and ran-

domization (the position of the varieties within the test are assigned by chance) are then used to estimate the precision with which the genetic factors can be measured. Yield potential of a variety is estimated by measuring the weight of grain produced per unit area.

Comparisons among varieties for yield potential involves an evaluation of both their absolute amounts of grain and their relative yield. Relative yield is the yield of one variety

expressed as a percentage of a second variety.

Yields obtained in these trials are not identical to those obtained under commercial production conditions. However, the average yield for these varieties, obtained over a number of years at several locations, would remain in relatively the same ratio regardless of whether the grain yields were measured in small plots or large-scale fields. Relative yields are the best estimates of expected yield advantage in the areas indicated.

Dry Bean

Main Characteristics of Varieties

Variety	Type	Number of years tested*	Yield as % of CDC Pintium			Days to flower	Maturity	Pod clearance (%)	Seed weight (g/1000)	Growth habit
			Irrigation	Area 2	Area 3					
CDC Pintium	pinto	7	100	100	100	50	E	80	350	I
Othello	pinto	6	96	96	89	52	L	51	323	III
CDC Pinnacle	pinto	5	102	103	98	53	L	67	352	III
CDC Altiro	pinto	6	102	86	77	47	E	64	357	III
CDC Camino	pinto	6	97	86	76	52	L	81	323	I
CDC Minto	pinto	5	101	95	95	51	M	62	410	III
Earliray	pinto	5	82	89	80	50	E	65	349	I
Envoy	navy	3	81	78	95	53	M	73	184	I
CDC Whitecap	navy	5	101	95	95	56	M	75	194	II
AC Polaris	great northern	5	106	84	97	52	L	70	310	III
CDC Crocus	great northern	7	101	94	85	47	E	59	355	III
CDC Nordic	great northern	6	77	79	68	52	L	62	319	I
CDC Polar Bear	great northern	4	98	87	77	52	L	65	339	III
US 1140	great northern	6	88	87	81	51	L	53	289	III
CDC Rosalee	pink	4	100	97	85	50	L	65	247	III
Viva	pink	4	94	102	80	51	L	50	242	III
AC Redbond	small red	5	104	102	97	51	M	65	290	II
CDC Espresso	black	7	68	77	71	47	M	87	191	I
CDC Nighthawk	black	5	62	61	67	58	L	77	165	II
UI906	black	5	93	96	71	60	L	76	148	II
CDC Jet	black	4	92	105	111	58	L	80	175	II

*Coop and regional trials grown in narrow rows. Direct comparisons to CDC Pintium
Growth habit: I - determinate bush; II - indeterminate bush; III - indeterminate vine.

Maturity ratings: L - late; M - medium; E - early

PLANT DISEASE RESISTANCE

Resistance to the most important diseases in western Canada is generally assessed in each crop before the variety is registered. The methods used to assess resistance in each crop are different. In some cases, spores of the pathogen are applied to plants in the greenhouse or in the field. In other cases, assessment is based on naturally occurring infection in the field. Each variety is rated on a five-point scale of very poor (VP), poor (P), fair (F), good (G), very good (VG). New varieties are not tested side-by-side with all existing varieties. Because of variation in disease levels from year to year, each new variety is assigned a rating relative to a few existing varieties that serve as disease level standards or checks.

Varieties differ in resistance because of differences in their genetic makeup and/or differences in the genetic make-up of the pathogen that causes the disease. However, the genetic make-up of a pathogen can change over time,

and overcome the resistance in a variety. In such cases, a variety with good resistance can quickly display poor resistance to a particular disease. Unfortunately, because not all varieties are tested side-by-side every year, the ratings of older varieties may be less reliable.

A number of factors can affect the level of disease symptoms observed at a given location in a given year. Environmental conditions such as moisture and temperature, the genetic make-up of both the variety and the pathogen, and the amount of the pathogen present can all affect the level of disease. Although a variety with good resistance can show disease symptoms under favourable conditions, a susceptible variety would have much more disease under the same conditions.

For example, ascochyta blight of chickpea is a very aggressive fungal disease. It can completely kill susceptible varieties within two weeks of symptoms first appearing.

Chickpea varieties grown commercially in Saskatchewan to date have ascochyta blight resistance ratings from very poor to fair. This resistance weakens as plant development nears the flowering stage. Cool, moist environmental conditions favour the disease, and if these conditions persist early in the growing season, the disease symptoms can occur much earlier than the flowering stage. This is especially true on chickpea grown outside the Brown Soil Zone (the area of best adaptation) or on heavy textured soils such as clays and clay loams.

In these conditions, varieties with ascochyta blight resistance ratings from very poor to poor do not show good resistance to ascochyta and can be defoliated, with girdled branches and dead plants. If conditions turn warm and dry, the diseased plants can re-grow from auxiliary nodes, often producing flowers and pods. However, these late pods and seeds will most likely be frozen in the first fall frost and have no commercial value.

Field Peas

Main Characteristics of Varieties

Variety	No. of years tested*	Yield % Alfetta			Leaf type**	Relative maturity***	Vine length (cm)	Resistance to							weight g/1000 seeds
		1,2 and South 3	North 3 and 4	Irrigation				Mycosphaerella blight	Powdery mildew	Seed coat breakage	Lodging	Bleaching	Seed coat dimpling†	Green seed coats††	
FOOD TYPE YELLOW SEED															
Alfetta	7	100	100	100	SL	M	60	P	P	F	F	n/a	F	G	290
AC Melfort	4	98	86	87	SL	M	70	F	VG	F	F	n/a	G	F	240
Badminton	4	107	102		SL	E	65	P	P	G	F	n/a	F	G	250
Carneval	7	89	85	107	SL	M	75	F	P	F	G	n/a			230
CDC Bronco	4	119	128	119	SL	M	75	F	VG	G	G	n/a	G	G	230
CDC Golden	4	122	114	120	SL	M	85	F	VG	G	G	n/a	G	G	230
CDC Handel	5	112	99	112	SL	L	75	P	VG	G	F	n/a	G	F	220
CDC Mozart	7	116	110	115	SL	M	70	F	VG	G	F	n/a	G	F	230
CDC Minuet	5	109	108		SL	M	70	F	VG	F	F	n/a	G	F	190
Croma	5	101	100		SL	E	70	P	P	G	F	n/a	G	G	300
Cutlass	4	122	125	117	SL	M	75	F	VG	F	G	n/a	F	G	220
Delta	4	101	98		SL	E	70	P	P	G	F	n/a			250
DS Admiral	5	101	110	96	SL	E	80	F	VG	G	G	n/a	G	G	240
DS Stalwarth	4	97	95	103	SL	M	80	P	VG	G	F	n/a	G	G	240
Eclipse	5	111	110	116	SL	M	80	F	VG	G	G	n/a	F	G	250
Grande	7	93	91	93	N	L	90	F	P	G	F	n/a	G	F	220
Integra	4	85	100		SL	E	75	F	P	G	G	n/a	F	F	280
Mandy	4	88	94	96	SL	M	60	P	P	F	F	n/a			270
Miami	5	102	102		SL	E	80	P	P	F	G	n/a	G	F	240
Miser	4	113	126		SL	M	80	F	VG	G	F	n/a	G	G	190
Nicole	4	106	105		SL	M	65	P	P	F	F	n/a	G	G	260
SW Belfield	4	112	121	114	SL	E	70	P	P	F	F	n/a	F	G	220
SW Bravo	4	88	95		SL	E	75	F	P	G	G	n/a	G	G	260
SW Circus	4	104	116	108	SL	E	75	F	P	F	G	n/a	F	G	220
SW Capri	4	102	108		SL	E	75	F	P	F	G	n/a	F	G	210
SW Prize	4	100	97		SL	E	80	F	P	G	G	n/a	G	G	240
SW Salute	4	114	115		SL	E	75	P	VG	F	F	n/a	F	F	220
SWING	5	95	99		SL	E	75	F	P	VG	G	n/a	G	G	250
Topeka	5	113	108		SL	E	65	F	VG	G	F	N/A	G	G	260

^{*}Coop and regional trials in Saskatchewan.

^{**}N-normal leaf type; SL-semi-leafless.

^{***}Relative maturing ratings compared to Alfetta: VE-very early; E-early; M-medium; L-late

[†]Seed coat dimpling: VG=0-5%; G=6-20%; F=21-50%.

^{††}Green seed coats: Good = 0-10%; Fair = 11-25%.

Relative ratings for disease, seed coat breakage, lodging, bleaching (for green seed varieties), seed coat dimpling, and green seed coats (for yellow seed varieties): VG-very good; G-good; F-fair; P-poor; VP-very poor

— Insufficient data available - less than 6 sites over 2 years.

Additional Information

For detailed production information consult the Pulse Production Manual published by Saskatchewan Pulse Growers.



Field Peas (continued)

Main Characteristics of Varieties

Variety	No. of years tested*	Yield % Alfetta			Leaf type**	Relative maturity***	Vine length (cm)	Resistance to							weight g/1000 seeds
		1,2 and South 3	North 3 and 4	Irrigation				Mycosphaerella blight	Powdery mildew	Seed coat breakage	Lodging	Bleaching	Seed coat dimpling†	Green seed coats††	
FOOD TYPE GREEN SEED															
CDC Montero	5	99	95	104	SL	M	80	F	VG	G	F	F	F	n/a	230
CDC Striker	4	99	98		SL	M	80	F	P	VG	G	G	G	n/a	230
CDC Verdi	5	90	73		SL	L	75	F	P	G	F	G	F	n/a	200
Cruiser	4	91	87		SL	M	75	F	P	VG	F	G	G	n/a	200
Espace	4	96	101		SL	M	75	P	P	F	G	F	F	n/a	230
Logan	4	85	86		SL	E	75	P	P	F	G	G	F	n/a	180
Madoc	6	96	99		SL	E	70	P	P	F	F	F	F	n/a	250
Majoret	5	79	75		95	SL	M	60	P	P	G	G	F	n/a	250
Millenium	5	103	97		SL	E	65	P	P	F	F	F	F	n/a	260
Nitouche	7	94	97		94	SL	M	75	F	P	G	G	G	F	n/a
Scuba	4	82	87	113	SL	E	80	P	P	F	F	F	F	n/a	230
Stratus	5	118	110		SL	M	70	F	VG	G	F	P	G	n/a	270
SW Parade	4	97	88		SL	M	70	F	VG	G	F	F	G	n/a	220
Toledo	4	87	95		SL	M	70	P	P	G	G	F	F	n/a	280
Venture	4	97	88		SL	E	75	P	P	G	F	F	F	n/a	220
MAPLE															
CDC Acer	3	109	100	79	SL	L	60	F	VG	G	F	n/a	G	F	170
CDC April	4	82	70		SL	L	60	F	P	G	F	n/a		n/a	140
CDC Vienna	5	86	81		SL	L	60	F	P	G	F	n/a		n/a	170
Courier	4	98	92		SL	M	75	F	P	F	P	n/a	G	F	210
Whero	3	60	57		N	L	110	P	P	G	P	n/a		n/a	210
SILAGE															
CDC Sonata	4	111	100		N	L	85	F	VG	F	F	n/a	F	F	220
Trapper	7	74	73		N	L	95	P	P	F	P	n/a			140
Victoria	7	80	77		N	M	85	P	P	F	P	n/a			190
40-10	2	91	100		N	L	100	P	P	F	P	n/a	G		170

*Coop and regional trials in Saskatchewan.

**N-normal leaf type; SL-semi-leafless.

***Relative maturing ratings compared to Alfetta: VE-very early; E-early; M-medium; L-late

†Seed coat dimpling: VG=0-5%; G=6-20%; F=21-50%.

††Green seed coats: Good = 0-10%; Fair = 11-25%.

Relative ratings for disease, seed coat breakage, lodging, bleaching (for green seed varieties), seed coat dimpling, and green seed coats (for yellow seed varieties): VG-very good; G-good; F-fair; P-poor; VP-very poor

— Insufficient data available - less than 6 sites over 2 years.

Additional Information

For detailed production information consult the Pulse Production Manual published by Saskatchewan Pulse Growers.

Chickpea – Kabuli

Main Characteristics of Varieties

Variety	Years tested	Yield (% Sanford)		Leaf type*	Ascochyta blight**	Height (cm)	Days to flower	Maturity***	Seed weight (g/1000)
		Area 1	Area 2						
Sanford	7	100	100	U	VP	49	56	L	425
Amit (B-90)	6	130	137	F	F	46	55	M	265
CDC ChiChi	5	117	117	F	P	45	53	M	385
CDC Chico	7	136	147	F	P	45	51	E	265
CDC Diva	4	104	117	U	VP	43	52	M	490
CDC Frontier	3	160	164	F	F	45	54	M	375
CDC Xena	7	116	129	U	VP	44	52	M	470
CDC Yuma	7	113	116	F	P	47	53	L	410
Dwelley	3	86	88	U	VP	45	57	VL	490
Evans	4	90	98	U	VP	50	53	L	430

Chickpea – Desi

Main Characteristics of Varieties

	Years tested	Yield (% Myles)		Leaf type*	Ascochyta blight**	Height (cm)	Days to flower	Maturity***	Seed weight (g/1000)	Seed shape†	Seed coat color††
		Area 1	Area 2								
Myles	7	100	100	F	F	41	50	E	200	A	T
CDC Anna	6	108	113	F	F	42	52	M	210	P	T
CDC Cabri	5	111	111	F	F	43	48	E	295	P	T
CDC Desiray	7	97	108	F	F	37	49	E	210	P	LT
CDC Nika	6	97	104	F	F	39	50	M	320	P	T

Area 1: brown soil zone

Area 2: dark brown soil zone

*Leaf type: F=fern; U=unifoliate

**Ascochyta blight ratings: F- fair; P - poor.

***Maturity ratings: E - early; M - medium; L - late; VL - very late. Maturity will be delayed in areas with a cool moist summer, especially on clay soils.

†Seed shape: P=plump; A=angular

††Seed coat color: T=tan; LT=light tan

Additional Information

Kabuli chickpea is best adapted to stubble or summerfallow production in the Brown soil zone. Desi chickpea is best adapted to stubble production in the Brown and Dark Brown soil zones. Chickpea is a deep-rooted crop, which is efficient in water uptake. Planting on clay soils, regardless of soil zone, increases the risk of prolonged vegetative growth and failure to mature on time. This risk can be reduced by planting on sandier, drought prone soils. Chickpea will tolerate light frosts in the spring. Desi varieties can be seeded in late April or early May. Kabuli varieties should be planted between early to mid May into a warm seedbed, preferably at least 10°C average soil temperature at depth of seeding. This means that kabuli varieties are often later maturing.

Ascochyta blight can completely destroy a chickpea crop. Varieties listed in the recommendation tables differ in their resistance from "Very Poor" to "Poor" to "Fair"; none are rated as "Good". To date, fern-leaf varieties tend to develop less ascochyta blight than

unifoliate-leaf varieties. Susceptibility to the disease increases at the flowering and early podding stage. Field scouting for disease symptoms should begin in early June and continue throughout the growing season. Scouting should concentrate on areas where the risk of early infection is higher, e.g. fields adjacent to previous chickpea crops, where plant densities are higher, and in higher moisture areas. Scouting field margins is not sufficient. Fungicide application(s) may be necessary to protect crops. Disease risk is greater under conditions of frequent showers and/or heavy dew, and for varieties rated as Poor or Very Poor. Ascochyta blight is seed-borne and stubble-borne, therefore, growers should use seed with ascochyta blight levels as close to 0% as possible, and plant chickpea in the same field no more than once in four years.

Chickpea requires planting equipment with a seed-feeding mechanism capable of handling large seeds. Chickpea seeds are highly susceptible to damage and should be handled gently at all times. Seed treatment

with Apron FL (metalaxyl) for seed rot diseases is strongly recommended for kabuli varieties, and may be required for desi varieties if conditions favour seed rotting diseases. Seed treatment with Crown (carbathiin and thiabendazole) is strongly recommended for both desi and kabuli varieties to reduce the severity of seed-borne ascochyta blight. Plant chickpea seeds approximately 6 cm deep. Seeding rates vary with seed size; target 4 plants/ft². Desi varieties are generally earlier maturing and higher yielding compared to the currently available kabuli varieties. The chickpea crop has stiff stems and can be swathed or straight cut at maturity. Thresh kabuli varieties gently to avoid seed splitting. All **kabuli** chickpea varieties listed have normal ("ram's head") seed shape, with the exception of **Amit** which has a round seed shape.

Certified Seed of **CDC Yuma, CDC Xena, CDC Chico, CDC Diva, CDC Desiray, CDC Anna, and CDC Nika** will be available in 2004. For more details on production consult the *Pulse Production Manual* published by the Saskatchewan Pulse Growers.

Crop Production Week 2004 Agenda

Meetings at the Saskatoon Inn, Prairieland Park and Saskatoon Travelodge

Details available at www.cropweek.com
or call Kevin and Marlene Hursh at (306) 933-0138

MONDAY, JANUARY 12, 2004

THE FLAX ADVANTAGE

*Saskatchewan Flax Development Commission
Saskatoon Inn*

- 8:00 AM Registration/Refreshments
- 9:00 AM SFDC Annual Meeting
- 10:00 AM Flax Council of Canada Update – *Eric Fridfinnson*
- 10:15 AM AmeriFlax Update – *Kaye Effertz*
- 10:30 AM Saskatchewan's Fiber Industry – *Alvin Ulrich*
- 11:30 AM Straw Sales: What the Buyer Needs – *Joe Hogue*
- 12:00 PM Lunch (provided)
- 1:00 PM There's Value in Value-Added: Novel Flax Products – *Karlene Karst*
- 1:30 PM There's Value in Value-Added: Toasted Goodness – *Cecil Werner*
- 2:00 PM There's Value in Value-Added: Lignans and More – *Glen Pizzey*
- 2:30 PM Flax Breeding: Past, Present and Future – *Dr. Scott Duguid*
- 3:00 PM Refreshments
- 3:15 PM The Market – *Larry Weber*
- 4:00 PM Closing Remarks

PULSE DAYS 2004 - Day 1 (see www.saskpulse.com for details)

*Saskatchewan Pulse Growers
Saskatoon Inn/Prairieland Park*

- 11:00 AM Registration
- 12:30 PM Annual General Meeting – *Gordon Cresswell*
- 2:00 PM Break
- 2:15 PM Pulse Days Opening Remarks
- 2:35 PM Keynote: Creating Wealth in Saskatchewan – *Graham Parsons*
- 3:35 PM Refreshment Break
- 3:55 PM Learning From The Australian Chickpea Experience – *Kevin Moore*
- 4:20 PM Quality Starts With Seed: Pulse Variety Work Underway – *Tom Warkentin*
- 4:45 PM Winning the Weed War: Developments in Weed Control – *Eric Johnson*
- 5:05 PM Questions/Discussion
- 5:20 PM Finalize Annual General Meeting, if required
- 7:00 PM Wine & Cheese Social (Prairieland Park)

TUESDAY, JANUARY 13, 2004

SEED GROWERS ANNUAL MEETING - Day 1

*Saskatchewan Seed Growers Association
Saskatoon Inn*

- 12:30 PM SSGA Annual Meeting Registration & Coffee
- 1:15 PM Annual Business Meeting
 - President's Report – *Dan Kirkham*
 - Executive Director's Report – *Dave Akister*
 - Committee Reports – *Warren Kaeding, Larry Littman, Gerald Girodat*
 - Financial Report and Budget
- 3:00 PM Refreshment Break
- 3:30 PM Extending Variety Names to Common Seed: Problem Or Solution? – *TBA*
- 5:15 PM Recess
- 6:00 PM Cocktails
- 7:00 PM Banquet & Awards Presentation

PULSE DAYS 2004 - Day 2 (see www.saskpulse.com for details)

*Saskatchewan Pulse Growers
Saskatoon Inn/Prairieland Park*

- 8:00 AM Registration
- 8:30 AM Day 2 Opening Remarks
- 8:45 AM Protecting Your Investment: Tips for Contracts – *Craig Zawada*
- 9:15 AM Getting Paid For Your Crop: Payment Security – *Randy Baldwin*
- 9:40 AM Hedging Our Bets: Report Card on SPG Research Investments – *Richard Gray*
- 10:15 AM Refreshment Break
- 10:35 AM Food Market Opportunities in Mexico – *TBA*
- 11:00 AM Pulses On Your Plate: Consumer Trends – *Lisa Gruener*
- 11:25 AM Market Prospect: North American Hog Feed Industry – *Barb Stefanyshyn-Coté*
- 12:00 PM Luncheon and Awards Ceremony
- 12:45 PM Break
- 1:30 PM Price/Production Outlook for 2004: Panel Discussion – *Chaired by Kevin Hursh*
Panel: *Greg Kostal, Murad Al-Katib, Larry Weber*
- 3:00 PM Refreshment Break
- 3:25 PM Keynote: The Future of Agriculture – *Richard Worzel*
- 4:25 PM Door Prizes

Crop Production Week

WEDNESDAY, JANUARY 14, 2004

SEED GROWERS ANNUAL MEETING – DAY 2 *Saskatchewan Seed Growers Association Saskatoon Inn*

- 8:15 AM Continuation of Annual Business Meeting
- 8:45 AM The Pedigreed Seed Picture: Quantity, Quality, Questions – *TBA*
- 9:30 AM Economic Impact of Pedigreed Seed Industry – *Peter Phillips*
- 10:00 AM Refreshment Break
- 10:20 AM Nominating Committee Report, Election of Officers
- 10:45 AM New Varieties Update – *David Gehl, Brian Rossnagel*
- 11:00 AM Resolutions Committee Report
- 11:30 AM Adjournment
- 11:35 AM Member-to-Member Session (Closed-Seed Growers Only)
Moderator: *Donna Edwards*

MUSTARD INFORMATION DAY & ANNUAL MEETING *Saskatchewan Mustard Development Commission Saskatoon Inn*

- 8:30 AM Registration & Coffee
- 9:00 AM Panel: Producing Quality Mustard – *Randy Preater, Laura Anderson, Walter Dyck*
- 10:10 AM Coffee
- 10:30 AM Harvesting Mustard: Growers' Experiences – *Dave Pederson, Rene deMoissac, Don Rode*
- 10:45 AM Commentary on AAFC Breeding Objectives – *Dave McFarlane, Agricore*
- 11:00 AM Annual General Meeting
- 12:00 PM Lunch
- 1:00 PM Variety Update – *Gerhard Rakow*
- 1:20 PM Mustard Market Outlook – *Larry Weber*

CANOLA DAYS - Day 1 *Saskatchewan Canola Development Commission Saskatoon Inn*

- 1:00 PM Annual Business Meeting
- 2:15 PM Opportunities and Issues in World Canola Markets
– *Mayo Schmidt*
- 3:00 PM Coffee
- 3:20 PM Impact of Pesticides Registrations on Japanese and US Markets
– *Joanne Buth*
- 3:50 PM Reducing Volunteer Canola – *Steve Shirliffe*

WEDNESDAY EVENING GENERAL SESSION COVERING YOUR ENVIRONMENTAL ASS-ETS: ENVIRONMENTAL FARM PLANS *Saskatoon Inn*

- Organized by the Crop Production Week Committee and the U of S College of Agriculture*
- 7:00 PM Welcome & Opening Comments – *Kevin Hursh*
 - 7:15 PM Developing The Environmental Farm Plan Program for Saskatchewan
– *Allan Oliver*
 - 7:45 PM The Ontario Experience – *Bob Bedgood*
 - 8:05 PM Perspectives of a Saskatchewan Producer – *Jim Moen*
 - 8:25 PM Financial and Policy Implications – *Jason Skotheim*
 - 8:45 PM Questions and Discussion
 - 9:00 PM Refreshments and Informal Discussion

THURSDAY, JANUARY 15, 2004

CANOLA DAYS - Day 2 *Saskatchewan Canola Growers Association Saskatoon Inn*

- 8:15 AM Registration & Coffee
- 10:00 AM Canola Markets & Outlook – *Errol Anderson*
- 11:00 AM Best Management Practises – *Glen Shaw*
- 12:00 PM Lunch
- 1:00 PM Crop Markets & Outlook – *Darhl Vercaigne*
- 1:45 PM Biodiesel Industry – *Zenneth Faye*
- 2:30 PM Coffee Break
- 2:30 PM Panel Discussion: Who Should Own & Control Technology? –
Moderator: *Jack Dawes*
Panel: *Keith Pitts, Graham Scoles, Brian Tischler, Rene Van Acker*
- 4:30 PM Adjourn
- 6:00 PM SCGA Cocktails and Banquet

ALTERNATIVE AGRICULTURE FOR THE FUTURE *SK Herb & Spice Association Saskatoon Travelodge Hotel*

- 7:30 AM Industry Updates
Herbs, Spices and Natural Health Products
Organic
Emu
Wild Rice and Non-Timber Forest Products
Hemp, Buckwheat, Quinoa, Mustard
Mustard

See www.saskherbspice.org for more details

FRIDAY, JANUARY 16, 2004

CANADIAN WHEAT BOARD ANNUAL MEETING *Canadian Wheat Board Saskatoon Inn*

- 8:30 AM Registration & Coffee
- 9:00 AM Opening Remarks – *Earl Geddes*
- 9:10 AM Operations/Market Opportunities/New Programs
– *Adrian Measner*
- 10:15 AM Coffee and Networking
- 10:30 AM Weather Outlook – *Bruce Burnett*
- 11:00 AM Market Outlook For 2004: FSU Focus – *Brian White*
- 12:00 PM Lunch
- 1:00 PM Agronomy Outlook – *Mike Grenier*
- 2:00 PM CWB Directors Q&A
- 3:05 PM Coffee With Directors And Staff

SASK AG GRADS ANNUAL MEETING *Saskatchewan Agricultural Graduates Association as indicated*

- 4:00 PM Curling and Hockey
- 7:30 PM SAGA Annual Meeting (Saskatoon Inn)
- 9:00 PM SAGA Mixer (Saskatoon Inn)

SATURDAY, JANUARY 17, 2004

SASK AG GRADS BANQUET *Saskatchewan Agricultural Graduates Association Saskatoon Inn*

- 5:30 PM Cocktails
- 6:30 PM SAGA Banquet

Windows of Opportunity For Selling Pulses

in brief

Timing is everything when trying to sell pulses at top prices.

The expression “windows of opportunity” has been applied to farming procedures such as seeding, herbicide applications and harvest operations. Farmers are acutely aware of the consequences of these operations being too early or too late. Yield and quality of the crop will be adversely affected and will produce less-than-stellar results. As a result, farmers have made adjustments in time management and allocation of resources, thereby becoming world leaders in pulse production. Congratulations!

However, successfully growing the crop is only one part of the equation. The final analysis can only be determined once production is converted into cash. In a mathematical equation, success would likely look something like this:

Quantity + Quality + Price = Success

As an exporter of pulses specializing in lentils, I often reflect on the missed windows of opportunity. I want to share with you some of the experiences that I have had and try to help you to be more successful in marketing your pulses.

Generally speaking, the international markets have several sources from which they can purchase their pulse requirements. These sources all have different times for harvest that will impact supply and demand. For example, Turkey will harvest red lentils in May-June and Australia will harvest red lentils in October-November. Provided harvest condi-

tions are normal and acres seeded are normal in these two countries, Canada's window of opportunity is clearly defined. Demand and prices for Canadian red lentils will likely be the best right at harvest time in August-September. Evidently, the daily bid for red lentils has declined since harvest. This is largely due to the good harvest expected from Australia.

For Eston-type lentils, the window of opportunity is slowly closing. The majority of the demand for this variety is in Northern

“We are now faced with a period that I call the pre-Christmas doldrums. The good news is that there will be other opportunities...in the months ahead.”

Hemisphere countries such as Greece, Italy, Mexico, Spain and Morocco. These countries' consumption rate is at the highest in the winter months. Demand for good, green, freshly harvested lentils starts right at harvest and generally lasts until October or November. Once again, daily bids were the highest at harvest and have declined ever since.

Dark Speckled lentils are a niche market in France. Our only competition comes from French-origin production, which usually falls short of that country's annual consumption.

CROWN^{AG}

INTERNATIONAL INC.

LENTILS

CHICKPEAS

BEANS

PEAS

CrownAg's Uniquely designed Plant brings the World's Quality Markets to you!!

- Identity preserved gentle product handling • High technology processing •
- Indoor temperature controlled processing and shipping •

Licensed and Bonded

SGS Grading on Site

250 Henderson Drive Regina, Sask. S4N 5P7 1-866-CROWNAG 1-306-522-8111 www.crownag.ca

We custom build equipment to fit your needs.
Used equipment available.



Modular Air Screen (portable)



Double Air Screen



Vibratory Screener

For more information, call us at:

406-727-6514 or U.S. toll-free 1-800-977-6514

P.O. Box 3167, Great Falls, MT 59403 www.benchindustries.com



BUCKLE UP, THIS BELT IS FAST.

**WHEN YOU NEED A QUICKER WAY TO
MOVE YOUR CROPS, COME TO BRANDT.**

We build the highest capacity auger-free conveyor on the market. The Brandt ten inch grain conveyor consistently moves wheat in excess of 6000 Bu/hr and soybeans in excess of 7500 Bu/hr* It includes a standard windguard, adjustable discharge hood and larger, stronger undercarriage. Wrap the equipment in Brandt's exceptional powder paint finish and you have a grain conveyor that will keep your crops moving quickly for years.

BRANDT. WHEN YOU NEED A QUICK BELT

Brandt
DELIVERING VALUE

*Independent testing performed by Alberta Farm Machinery Research Centre confirmed that the capacity of the conveyor was in excess of 6000 Bu/hr when conveying wheat with a moisture content of 11.3% and a conveyor angle of 25 degrees. Capacity of the conveyor was in excess of 7500 Bu/hr when conveying soybeans with a moisture content of 11.2% and a conveyor angle of 25 degrees. Capacities will vary depending on commodity, moisture content and angle of incline.

For more information, contact your local Brandt dealer
or call **1-866-4BRANDT (1-866-427-2638)** or visit us at www.brandt.ca.



The opportunity for Canada is to fill the balance of the French requirements. As it turns out this year, France has good production and they will require fewer imports until February or March. So watch for this opportunity when it opens up for more imports.


Religious holidays also present window of opportunity. Ramadan is a Muslim holiday that affects consumption patterns for pulses. This holiday is a moving target as the holiday rolls ahead 10 calendar days every year. Laird lentils, for example, are imported by Algeria at a higher rate prior to Ramadan. This year, we needed to react quickly at harvest in order to have the lentils in port prior to this holiday. The imports for Algeria, along with demand from Spain and Italy helped to make bid prices strong during August and September.

Now that these markets' immediate demands have been filled, we are now faced with a period that I call the pre-Christmas doldrums. This expression is used to describe the reduced demand we experience in the week leading up to the Christmas holiday. It doesn't matter if you are an exporter or an importer, conscious decisions are made to avoid having shipments leaving processing facilities or arriving at ports around the world during the week of Christmas. When you couple this phenomenon with the strength in the Canadian dollar, and the fact that 90% of this

year's crop is No. 1 quality, you can see how Canadian product is relatively expensive in this period of lower demand. This window of opportunity has passed.

The good news is there will be other opportunities. Generally speaking, there is good opportunity in the months ahead. Easter or Lent is a time for fasting (meatless diet) in many countries. Also, the United States dollar index is bottoming out as the economy seems to have turned the corner. A renewed interest to purchase food for Iraq by the World Food Program will all contribute to opening new window of opportunity.

In summary, consider the following points:

1. Become familiar with the countries that you compete with on supply.
2. Know the high seasons for demand by importing countries.
3. Sell when the price is going up and/or when buyers are actively bidding.
4. Develop long-term relationships with marketing companies; ones that you can trust.
5. Remember that if you miss the opportunity, someone else will be there to take it. 

Greg Simpson is the President of Simpson Seeds Inc. a processing and exporting facility in Moose Jaw, SK. For more information, contact ssi@simpsonseeds.com



**ROY
LEGUMEX^{INC.}**

Since 1948

GOT A PULSE?

CGC Bonded

Buyers and Processors of:

- Yellow and Green Peas
- Lentils (all types)
- Chickpeas (all types)
- Beans (all types)
- Canaryseed

Please call or visit our Web site for
pricing and delivery information

1-800-785-7857 (toll free)

www.legumex.com

250 Caron Street (Box 40), St. Jean, MB R0G 2B0

**SIMPSON
SEEDS INC.**



CELEBRATING 25 YEARS

With over 25 years of
providing pulse growers access to
world markets, Simpson Seeds is a reliable buyer,
shipper and supplier of high quality lentils
and kabuli chickpeas.

Simpson Seeds Inc.

P.O. Box 1136

Moose Jaw, SK

S6H 4P8

Head Office

Petrolia Road

phone 306-693-2132

fax 306-693-4489

Rail Site Office

Highway #1 West

phone 306-693-9402

fax 306-693-9404

Web: www.simpsonseeds.com

E-mail: ssi@simpsonseeds.com



Seeds of Excellence

Through selection and extensive testing
in North America, SW's breeding program
has brought you such industry standards
as Victoria, Highlight, Grande, Carneval and
Majoret. New varieties from SW include:

Green Peas	SW PARADE
	Nessie
Yellow Peas	SW CAPRI
	SW SALUTE
	SW CIRCUS
	SW BRAVO
	SW PRIZE

SW is committed to the Canadian pulse
industry. We look forward to continuing to
provide Canadian farmers with high quality
adapted varieties showing strong lodging
resistance and yield advantage.

SW Seed Ltd.
Saskatoon, SK
Tel. (306) 477-5232
www.swseed.ca



Getting Paid For Your Crop:

Options For Producer Security

 **in brief**
SPG is considering the best way to ensure producers are paid for pulse sales.

INTRODUCTION

Due to the recent bankruptcies of buyers in the pulse industry, the Alberta, Saskatchewan and Manitoba pulse grower organizations took a leadership role and formed a Producer Security Committee (PSC) to review options for Producer Security on pulse deliveries.

The group hired a management consulting firm, Kelly Associates of Winnipeg, MB to research options for the Producer Security Committee to consider. The first phase of the project included a review of four identified options.

OPTIONS STUDIED

The options selected by the Producer Security Committee (PSC) and specified for study were:

1. Farmer-Paid Provincial Crop Insurance

It was anticipated that the three provincial crop insurance corporations might offer a producer security program through their existing infrastructure with minimal additional administrative costs. The details of the program might include:

- Special crops producers would pay a premium to their crop insurance corporation based on the amount of coverage that they wish to insure. Each farmer would decide on the appropriate

amount of coverage to purchase based on past experience and projected marketing plans for the upcoming crop year.

- The premium could be determined by the risk classification of the dealer/processor to which the farmers plans to sell their production (to provide an incentive for producers to avoid selling to financially weak dealer/processors), or it may be a level premium, to reduce administrative costs.
- The program would be optional, with each producer being able to sign up with their crop insurance agency for this coverage separately from any other coverage they carry.

2. Gradual Transition to a Farmer-Paid, Farmer-Controlled Fund Similar to the Ontario Model

- Funds would be controlled by a board composed of at least a majority of producers. A mechanism for accumulating contributions (like the Ontario AgriCorp program) would have the dealer/processor deduct a set amount from every purchase of pulse crops.
- The current CGC security system would continue to be used while a fund is initially being accumulated. Once the fund had grown to a sufficient size to be sus-

More Info

Want to learn more about the options for producer security?

Attend the follow-up meeting on Wednesday, January 14 in ballroom A of the Saskatoon Inn from 9 AM – 12 PM.

Call SPG for more information (306) 668-5556.

tainable it would begin to provide coverage and the CGC program would be discontinued.

- Farmers would be required to contribute into the fund. The contribution would be expected to decrease once the fund is built up to a sufficient size;
- CGC would pay the administrative costs in the first couple of years while the fund becomes established and/or assist with an initial major contribution to the fund;
- CGC's licensing requirements would be enforced.
- Legislative requirements would have to be established that would allow for the transition from the CGC system.

3. Development of a Farmer-Paid, Farmer-Controlled Fund Similar to the Ontario Model with a Financial Backstop.

This Option differs from the previous Option in that here it is assumed that the CGC would immediately withdraw the existing security system upon initial launch of this option; the financial backstop would be provided by a third party; such as the EDC, and the CGC would not have control over this fund.

- Producers would contribute to a mandatory fund at a percentage of the value of sales. Dealers would collect the contributions and forward them to the fund administrator. This would be similar to the 'gradual transition' model.
- The fund would be controlled by a board of producer representatives, who would set the contribution rates and other important policies within the existing legislative framework.
- During the initial years of operation, the fund would have a line of credit (of perhaps as much as \$20 million) available from the EDC, Farm Credit Corporation, CGC and/or bank(s) that could be drawn on in the case of a large failure. The loan that would result would be repaid from future contributions.
- If the fund did not incur any significant losses, it would be expected to grow to more than \$10 million within five to ten years, depending upon the initial amount contributed by CGC (if any), and the contribution level from producers. At that time, the interest earnings

from the fund would likely pay the annual administrative costs and the amount of the line of credit and the contribution rate might both be decreased.

- The legislative requirements for this Option would have to be established prior to implementation of any changes to the existing CGC security system.

4. Western Canadian Special Crops Clearing House

The Clearing House Option is still at the Concept Stage. The description is therefore subject to change as the Option develops over time.

- All producers and the dealer/processors would be required to individually pre-register with the Clearing House and provide satisfactory security for the type and size of transactions/contracts that they wish to register.
- Producer and the dealer/processor would negotiate a bi-lateral contract. The volumes, timing, pricing, and other terms would all be flexible, within the scope allowed in the 'standardized' contract.
- Dealer/processors would submit the contract to the Clearing House, perhaps through an internet-based system supplemented by a call centre. If the contract is deemed eligible and the transaction legitimate, the transaction would be accepted by the Clearing House. The Clearing House would then take responsibility for the transaction, and accept some specified risks, such as payment, grade/quality, timeliness, delivery, etc.
- If a default occurred by either party, the party would contact the Clearing House which would first utilize dispute settlement mechanisms, such as mediation or arbitration, and if unsuccessful in a sufficiently short time, the Clearing House would 'make good' the contract, by compensating the injured party, either with a financial remedy, or if it was possible, with a physical supply of the grade and crop specified in the contract. The Clearing House would continue to utilize arbitration to settle the dispute, and as necessary would act on the security it held to receive compensation from the defaulting party.



EVALUATION CRITERIA

The following criteria was used in evaluating the four Options, based on the initial goals developed by the PSC and the information available after reviewing the options:

- a) Producers must lead the initiative for change in order to ensure that programs are in their best interests.
- b) Producers must be involved in the development and ongoing monitoring of any new program that is developed.
- c) Producers must be protected from major financial losses.
- d) The program must be cost effective.
- e) The program must provide sufficient coverage during start up.
- f) The program must be affordable to both producers and dealers/processors.
- g) The program must not create unreasonable barriers to entry for dealers/processors.
- h) The program must, over time, be actuarially sound.
- i) The program should initially focus on pulses in order to facilitate timely implementation.
- j) The program should be expandable to other crops.
- k) The program be optional for producers, if possible.
- l) Dealer/processor representatives be involved in implementation and on-going evaluation to increase buy-in and support for the new program (and to ensure that any

ideas that they might have to streamline processes are considered).

RECOMMENDED OPTION

The options were evaluated using a simplified rating system that indicated if the criteria was fully satisfied; partially satisfied; or not met.

Based on this analysis, the recommended Option is the Gradual Transition to an Ontario Model Fund. It is much more attractive, likely lower cost, probably with greater benefits to producers and dealer/processors than the Crop Insurance or Clearing House Options – for ensuring payments to pulse growers. It is also easier to initially implement, and if appropriately planned, can lead to the same Fund characteristics as the other Fund Option.

NEXT STEPS

The PSC has instructed the consultants to proceed with a more detailed analysis of the fund-based options. Consultations will be held with key stakeholders including, pulse traders, producers, regulators, financial institutions and politicians. 

Brian Kelly and Randy Baldwin own Kelly Associates. The PSC is reviewing the Phase One report from this study. Phase Two of the study (currently underway) will survey stakeholders and develop recommendations for implementation. To learn more, attend Randy Baldwin's presentation of this study on Tuesday, January 13 during Pulse Days 2004 in Saskatoon. A follow-up discussion meeting will be held Wednesday, January 14 in Ballroom A of the Saskatoon Inn from 9 AM – 12 PM. Call SPG for more information: (306) 668-5556.

in brief

Attend a meeting in your area to learn more about pulse production and marketing.

Regional Pulse Meetings 2004

Saskatchewan Pulse Growers and Saskatchewan Agriculture, Food & Rural Revitalization are again teaming up to offer the 2004 Regional Pulse Workshops around Saskatchewan. These meetings are an opportunity for producers to meet with other farmers and top pulse researchers and industry representatives in Western Canada.

Make plans now to attend a workshop near you. The program will include:

- Marketing of Pulses
- Chickpea: The Research Continues
- Insects: Who's Eating My Pulses And Will They Be Back Next Year?
- Pulse Varieties: What's New And What Fits The Market
- Diseases: What Is On The Horizon?
- Discussion on levies, research and priorities of the Saskatchewan Pulse Growers Board
- Chance to win door prizes

Location	SAFRR Agrologist	Date
Rosetown	John Ippolito (306) 882-5454	Tuesday, February 3, 2004
Swift Current	Pat Gerwing (306) 778-8285	Wednesday, February 4, 2004
Assiniboia	Garry Noble (306) 642-7225	Thursday, February 5, 2004
Regina	Barry Rapp (306) 787-2344	Friday, February 6, 2004
Wakaw	Don Perrault (306) 682-6700	Monday, February 9, 2004
Delisle	Dave Hryhor (306) 933-5326	Tuesday, February 10, 2004
Raymore	Thom Weir (306) 554-5444	Wednesday, February 11, 2004

All meetings start at 9AM and end at 3PM.

For more information, contact Brian Sim or Susan Aubin, with Saskatchewan Agriculture, Food & Rural Revitalization, at (306) 933-5567. SPG

CALL FOR TENDER

FOR INTERNATIONAL DISTRIBUTION RIGHTS FOR SPECIALITY PULSE VARIETIES

Tenders are invited for the production and marketing rights for the period 2004-2011 of the following pulse varieties and market classes developed by the Crop Development Centre in Saskatoon, Saskatchewan:

CDC Dundurn	Dun pea
CDC Jade Green	desi chickpea
CDC 222B-11 Black	desi chickpea

Tenders will be received until 1:00PM, January 26, 2004.

For more information, contact Saskatchewan Pulse Growers at (306) 668-5556 or refer to the SPG website at www.saskpulse.com

Pulse Days 2004

Securing Success:

Shaping the Pulse Industry of the Future

January 12 – 13, 2004

Pulse Days 2004 is approaching fast. Our annual conference has become the largest producer conference in the world, as a place where producers, researchers, traders, and exporters come to do business and talk about advancing the industry.

FEATURED SPEAKERS

Last issue, we told you about a number of the excellent speakers we've invited to this year's Pulse Days, including:

- Graham Parsons
- Richard Worzel
- Tom Warkentin
- Greg Kostal
- Lisa Gruener
- Eric Johnson

Here are more of the top-notch presenters you can expect in January:

Dr. Kevin Moore is a leading pulse pathologist with New South Wales Agriculture in Tamworth, Australia. Since 1998, when ascochyta devastated chickpea crops all over Australia, Dr. Moore has worked with farmers and researchers to develop disease management strategies to rebuild this industry. Dr. Moore will talk about parallels between the Australian and Canadian experiences.

Craig Zawada is a lawyer with the firm of Wallace Meschishnick Clackson Zawada in Saskatoon, SK, specializing in the areas of intellectual property, environment, and business, including agricultural and ag-biotech issues. He is the author of *A Farmer's Guide to Production Contracts in Saskatchewan*. He'll be speaking to producers about protecting their investment through well-crafted agreements.

Murad Al-Katib is President of Saskcan Pulse Trading Inc, headquartered in Regina, SK. Saskcan has just completed their first year of operations in October and already exports to 25 countries, with their five largest markets in Bangladesh, Pakistan, Turkey, United Arab Emirates and Germany. Murad will be part of a panel of experts contemplating world prices and production in 2004.

Dr. Richard Gray is Head of the Department of Agricultural Economics at the University of Saskatchewan in Saskatoon, SK. He is the author of numerous articles and papers on investment and returns in the agricultural sector. Dr. Gray will be delivering a "report card" on pulse research investment over the last two decades. Which research projects have had the most profound impact on pulse industry development?



Dr. Kevin Moore (left) will share his experience of the chickpea challenges in Australia.

Randy Baldwin is a principal of Kelwin Management Consultants in Winnipeg, MB. Randy will be discussing the results of a research project his firm undertook to study the how to ensure payment security to producers, including the systems in place in other jurisdictions and the option his research suggests as the most feasible and effective for Saskatchewan.

Barb Stefanyshyn-Cote is an award-winning livestock nutrition consultant and researcher based out of Leask, SK. Barb is among the top experts in North America on the use of pulses in livestock rations and has conducted numerous research trials to evaluate swine and poultry performance on pea and pea-canola meal blends. She will be describing the hog feed industry as a market prospect for pulse growers.

See our website

www.saskpulse.com

for more detailed speaker bios.

HURRY—THERE'S STILL TIME...

"TASTE SASKATCHEWAN" CONTEST

Don't forget to send in your pulse recipe by December 15, 2003 for your chance to win a great prize and see your recipe appear in PulsePoint magazine! Up to 100 are expected at this fun, interactive session to uncover the best pulse dishes in Saskatchewan. Four finalists will defend their dish before a panel of culinary experts and pulse producers. Submit your recipe—it has to incorporate a minimum of 1 cup of pulses—or just register to join the fun. See our website or call (306) 652-2691 for complete contest details.

LIVE WEBCAST in 2004

If you can't make it in person to Pulse Days this year, consider joining us via the Internet. Saskatchewan Pulse Growers will again be broadcasting Pulse Days from our website with live audio and slides of the presentations. You can join simply by visiting our website (www.saskpulse.com) and going to the "Pulse Days 2004" section.

SPECIAL MEETING: PRODUCER SECURITY

A special follow-up meeting is planned for Wednesday, January 14, 2004, to discuss producer security. At Pulse Days, Randy Baldwin will be presenting the results of a study on the available options to ensure payment for pulse producers for their crop, including the option recommended for Saskatchewan. This is your chance to have input, ask questions, and participate in this important issue. For more information, call the SPG Office, at (306) 668-5556.

REGISTER NOW

Registration has already begun for Pulse Days 2004. Don't wait to get your passes! To accommodate everyone, we offer two venues to catch all the action: the Saskatoon Inn, where you can see the speakers in the flesh, and live via satellite at Prairieland Exhibition Park, where the huge Western Canadian Crop Production Trade Show takes place. Make sure you reserve your first choice of locations by registering early.

Saskatchewan producers will save 30% by registering before January 2.

Your Pulse Days pass not only provides access to an excellent program, but also a number of other complimentary benefits:

- Pulse Research Poster Session: get up-close and personal with the best and the brightest in cutting-edge pulse research
- Wine & Cheese Reception: enjoy rubbing shoulders with producers, buyers, researchers, international guests and others in the industry in a trade-show atmosphere
- One day's free admission to the Western Canadian Crop Production Trade Show
- Proceedings Booklet, which includes presentation notes from each of the conference speakers

Don't forget that Pulse Days is part of Crop Production Week, a whole week of activities organized by Saskatchewan commodity groups, including flax, canola, mustard, wheat, seed growers, and herb & spice producers. For the full agenda, see www.cropweek.com.

See you at Pulse Days 2004!

SEND IN YOUR REGISTRATION FORM TODAY

For registration information, contact Food Focus Saskatoon Inc., at (306) 652-2691. Pre-registration hours before January 2, 2004 are Monday to Friday, 9 AM to noon and 1 PM to 4 PM.

See www.saskpulse.com for agenda information, hotels on the bus route, speaker biographies, links and more...

Pulse Days 2004

REGISTRATION FORM

Space is limited!
Register Now!

PULSE DAYS PARTICIPANT 1

Name: _____

Address: _____

Town/Province: _____ Postal Code: _____

Phone: _____ Email: _____

☐ I prefer to attend both days at Saskatoon Inn

☐ I prefer to attend both days at Prairieland Park

PULSE DAYS PARTICIPANT 2

Name: _____

Address: _____

if different than above

Town/Province: _____ Postal Code: _____

Phone: _____ Email: _____

☐ I prefer to attend both days at Saskatoon Inn

☐ I prefer to attend both days at Prairieland Park

Deadline for early registration is Friday, January 2, 2004

Payment Enclosed:

Within SK:
\$20 CDN x _____ persons registered = \$ _____

Outside SK:
\$40 CDN x _____ persons registered = \$ _____

PAYMENT OPTIONS: (*sorry, no refunds)

☐ I would like to pay by MasterCard

☐ I would like to pay by VISA

☐ My cheque is enclosed (cheque payable to Saskatchewan Pulse Growers)

Cardholder Name (PLEASE PRINT)

Cardholder Signature

Card Number

Expiry Date

Return Registration Forms to: Food Focus Saskatoon Inc.
A5A – 116 – 103rd Street East,
Saskatoon, SK S7N 1Y7
Fax: (306) 664-4404 (credit card orders)

You can also register by phone. Call (306) 652-2691 during office hours.

"TASTE SASKATCHEWAN" COOKING SESSION (same rates as above)

Cooking Session takes place Tuesday, January 13 from 1 PM to 4 PM at the Saskatoon Inn.

Name: _____

Address: _____

Town/Province: _____ Postal Code: _____

Phone: _____ Email: _____

☐ I submitted a recipe for the contest (Recipes due by December 15)

For more information about SPG activities, please call: (306) 668-5556
e-mail: pulse@saskpulse.com, or visit our Web site: www.saskpulse.com.

in brief

**News from
and about
Saskatchewan
Pulse Growers
(SPG).**



Al Slinkard newest member of Canadian Ag Hall of Fame

In a ceremony in Toronto on November 9, Dr. Al Slinkard was honoured for his numerous contributions to the pulse industry. Dr. Slinkard was very appreciative of the honour, which he described as "the highlight of my career...Induction into the Canadian Agricultural Hall of Fame is the greatest honour that anyone in Canadian agriculture could ever receive. My wife and I thank you from the bottom of our hearts." Congratulations from all the pulse growers of Saskatchewan – past, present and future!

Federal funding for pulse research

The Canadian Adaptation and Rural Development (CARD) program has approved funding for four Pulse Canada research projects. Saskatchewan Pulse Growers has also provided funds toward the following projects:

Vitamin Analysis: (conducted by the Canadian Grain Commission) will measure the vitamin content for pulse crop samples grown in various environmental conditions. This information will be useful for human and animal nutritionists who wish to work with

pulses in their dietary specification. In addition, data on vitamin contents in pulses could serve as the basis for nutritional labelling of food products and will be extremely useful in developing pulse crops as nutraceuticals or functional foods.

Cooking Time and Quality: (conducted by Canadian International Grains Institute) will provide a means for measuring the cooking quality of Canadian pulses and results that are recognized and acknowledged around the world. The ability to measure cooking time/quality will allow competitor comparisons. It will also provide a method for pulse breeders to assess the new crop lines and to work toward pulse varieties that are of higher quality than our competitors.

Value Added: (conducted by various agencies) will determine the premium opportunity areas for pulse developments in the value added sector, targeting markets that provide the highest return for Canadians. The development of the value chains for the pulse industry will require 4 phases: (1) Determine value added opportunities and start a pulse quality assessment system; (2) Initiate R & D on new opportunities and initiate value chain devel-

CONVEYORS INDUSTRIAL CAPACITY

Full tubes and a non-slip drive system gives the TCH series of Convey-All conveyors the kind of big capacity that will rival any auger.

Plus Convey-All conveyors last longer, require less power to drive and there's no seed damage.

For all your conveyor requirements – belt tube conveyors, transfer conveyors and custom in-plant conveyors, **call Convey-All today!**



CONVEY-ALL INDUSTRIES INC.
130 Canada Street, Box 2008, Winkler MB R6W 4B7

1-800-418-9461
www.convey-all.com

opment; (3) Build industry relations; and (4) Support the development of strong connections within the value chains.

Maximum Residue Limits (MRL) For Crop Protection Products: are a current obstacle to international trade and are likely to escalate over time. This project (conducted by Mark Goodwin) will use pulse crops as a pilot project to:

- provide Canadian farmers and the pulse trade in Canada with a warning system to potential trade barriers related to residues of crop protection products,
- coordinate harmonization of residue limits for high priority crop protection products,
- provide a framework for assessment of end-market acceptance for new crop protection products /minor use candidate crop protection products, and
- identify differences in residue analytical methodology between Canada and major trading partners.

For more information, contact Brenda Scott, bscott@pulsecanada.com.

Roundtable on special crops value chains

Who are our customers? In the past, producers have often believed our customers were grain companies such as Agricore and Saskatchewan Wheat Pool or exporters such as Walker Seeds or Simpson Seeds. But the truth is, our *real* customers are the people who consume our products in the 152 countries that we export to, such as Spain, India and Peru. The Value Chain Roundtable on Special Crops has been created with the purpose of enhancing the relationship between producers and those customers.

The Roundtable consists of forty representatives from all parts of the special crops industry – producers, exporters, processors, manufacturers, researchers and government




PHOTO COURTESY PULSE CANADA

employees – who have come together to try to improve Canada's agricultural competitiveness through value chains. Germain Dauk is a pulse producer from Naicam, SK who co-chairs the Roundtable along with Michael Presley, head of the Ford Directorate in Ottawa.

Meeting customer needs is a key Roundtable goal.

The Roundtable has four working groups:

- (1) *Market Intelligence:* among other projects, developing a database of companies that use special crops as food ingredients.
- (2) *Identity Preservation:* looking at systems to satisfy markets that require traceability and food safety concerns.
- (3) *Visioning:* marketing Canada's good reputation and pristine image as well as looking at how Canada can ensure quality throughout the value chain.
- (4) *Government regulations:* analyzing policies such as those in Heath Canada and suggesting ways to change and streamline regulations to facilitate international trade.

One of the early conclusions of the Roundtable group is that the mission statement of every producer, processor, exporter, researcher and manufacturer should have the word "customer" in it. Being more aware of the consumer's needs in all the procedures on our farms can promote Canada as the world's preferred supplier of pulse crops. 



Growers Benefit From The Checkoff

the team

EXECUTIVE DIRECTOR

Garth Patterson

RESEARCH & DEVELOPMENT

MANAGER

Joelle Harris

COMMUNICATIONS

MANAGER

Penny Eaton

ADMINISTRATIVE ASSISTANT

Tasha Nett

ACCOUNTING CLERK

Esther Zvacek

CONTROLLER

Helen Baumgartner

CONTACT US

104-411 Downey Road
Saskatoon, SK S7N 4L8
tel. (306) 668-5556
fax (306) 668-5557
pulse@saskpulse.com



The pulse checkoff rate has increased to 1.0% in order to fund increased pulse research and development. Here is a summary of the benefits growers are receiving from their investment.

Research and Development

Growers are capturing significant benefits from their checkoff investment, according to a study by Richard Gray and Terry Scott, which will be presented at Pulse Days.

- We invested \$1.57 million in 2003, and expect this to increase to \$2.85 in 2004. Matching government funding has been accessed wherever possible.
- Twelve agronomy projects were supported, some of which included pink seed disease in pea, chickpea agronomy and disease, weed control and variety demonstrations.
- Eleven pulse genetic projects were funded with the goals of improving varieties in existing market classes and creating new opportunities with new market classes.
- Five processing/value added projects were funded. Examples include pea flour in aquaculture, canning quality assessment, and quality assessment facilities at the Canadian International Grains Institute.

Market Development

Through funding from SPG and others, Pulse Canada leads our international efforts.

- Tariff rates have been reduced on feed peas going into China.
- A strategy for increasing human consumption in North America has been implemented.
- We are monitoring the European Union's policy on maximum residue limits for crop protection products to ensure that our market access is not restricted.
- Pulse Canada convinced NAFTA to use pulses as a test crop to increase harmonization of registration of crop protection products, which should improve our access to these products.

Communications

We provide production and market information in a number of ways:

- World-class speakers at Pulse Days.
- An annual report, including audited financial statements, available to any pulse grower.
- *PulsePoint* magazine.
- Our website is continuously updated with information.
- We cooperate with SAFRR to provide winter meetings and summer field days.
- A bi-weekly electronic news service, *The Pulse Brief*.


Variety Release

For the past seven years, growers have benefited from access to 33 new varieties of pulses developed by the Crop Development Centre. All Select Status seed growers have access to this seed, at cost, without royalties.

- CDC pea varieties were the first to incorporate resistance to powdery mildew.
- New CDC varieties of lentils, chickpeas and beans have improved disease resistance and quality attributes, which are reducing growers' crop protection costs and opening new markets to us.

Policy

- SPG successfully convinced SK Crop Insurance to increase coverage for peas in 2003.
- A committee was established to review options for providing producer payment security. The results will be reported at Pulse Days.
- We are participating in the Canada Grains Council's On-Farm Food Safety Committee to ensure that any government programs in this area are in the best interests of farmers.

These are only highlights of how the Board is investing your checkoff to your benefit. I encourage you to come to Pulse Days 2004 to learn more. I wish you a safe and prosperous holiday season! 



THE KING OF SEED PROTECTION

NOW APPROVED FOR CHICKPEAS.
CONTROL SEED-BORNE ASCOCHYTA BLIGHT IN YOUR
CHICKPEA AND LENTIL CROPS THIS SEASON.
TREAT YOUR SEED WITH CROWN SEED PROTECTANT.

Gustafson 
The Leader in Seed Protection Technology

Gustafson Partnership, 10-2712 37th Avenue NE, Calgary, AB T1Y 5L3, 1-800-880-9481, www.gustafson.ca

Crown® is a registered trademark of Crompton Co./Cie.

Gustafson (logo) is a registered trademark of Gustafson LLC, used under license.

Read label before using.

Take it to the Bank



The most profitable inoculant.

Farmer trials prove that TagTeam is the most profitable inoculant. TagTeam delivers a 3 to 1 net return and 11% higher yield than other inoculants. That's why farmers have made TagTeam the leading pulse inoculant.*



TagTeam®

THE PHOSPHATE AND NITROGEN INOCULANT

www.philombios.com
1-888-744-5662



Smart farmers read the fine print.

In 116 farmer-applied, split-field demonstrations, TagTeam increased yields of pea, lentil, chickpea and dry bean by an average of 11% versus a competitive inoculant – that's an average of \$14.57 more profit per acre after costs based on average commodity prices (1998-2002). *TagTeam is used on more acres than any other brand of inoculant according to the Ipsos Reid 2003 Pulse Growers Study. ®TagTeam is a registered trademark of Philom Bios Inc.