



Pulse Growers

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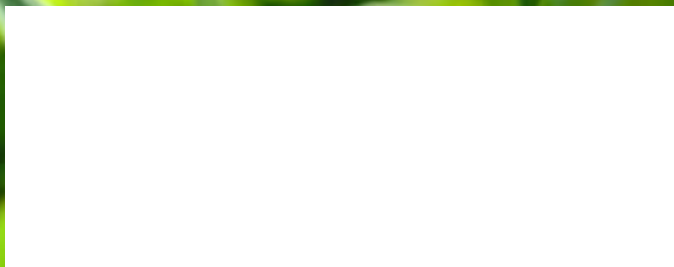
March 2003 Vol.3 No.2

Spotlight on Production

Pulse Seed Quality

Improving Pea Production

Tips for New Bean Growers



Our friends in town might mistake this picture as the backdrop of an advertisement for some Science Fiction movie. Pulse growers know better. You'll recognize it as a healthy lentil crop. While there's no fiction here, there's certainly a backdrop. Innovative, proven technology. Touchdown iQ™, the non-selective herbicide, made this picture possible by giving unparalleled pre-seed burn down control of annual and perennial weeds. Venture® L, the grassy weed specialist for lentils and peas was behind the scenes, too. Meanwhile Bravo® 500 played a leading role in protecting the plants, by stopping foliar diseases before they started. To complete the picture, Reglone® allowed the grower to control harvest timing while protecting yield and grades. And this all-star cast worked flawlessly together. But then they're all part of the same family. Syngenta. And families on the Prairies do have a habit of pulling together.

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CHAIRMAN'S MESSAGE

Shawn Buhr

Chairman of the Board, SPG



Setting Priorities For 2003

In my first Chairman's report, I would like to thank the Board for its support and for the unselfish service they continue to offer our industry. Also, it is with regret and sadness that we say goodbye to Glenn Annand, our retiring Chairman. It is an honor to be Chairman of this strong board, but it is also a daunting task to follow in the large footsteps created by past chairmen. I'd like to welcome Lloyd Affleck to the 2003 Board of Directors.

Recently, your Board completed a Strategic Planning session. This has become an important tool to help identify key priorities and actions for the Board and staff in the upcoming year. At this year's session, these key areas were identified:

- Pulse Research
- Payment Security
- Producer Database
- Pulse Lab Fund Raising
- Shrinkage
- Communications

The Board, like most other growers, views additional research as the key to ensuring that our industry continues to be world leaders in


pulse production and that pulses remain an integral, profitable part of every farm in Saskatchewan. We remain committed to increasing our research budget to \$4 million dollars by 2005-2006 and will make every effort to ensure that these dollars are leveraged more than one-to-one by all levels of government. Your Board also remains committed to the Pulse Field Lab. Although our fundraising goal has not yet been met, the need for the lab is greater than ever.

Also during 2002, the failure of two large licensed pulse processors elevated the need for a mechanism to ensure that producers have better payment security after they have delivered their crop to a processor. Your Board is committed to exploring options with key stakeholders over the next year. Our goal is to have a new payment security system in place for the 2004-2005 crop year.

As producers, we grow many crops and belong to many producer organizations. With cooperation, one common producer database for all producer organizations could meet the needs of every organization, while saving critical dollars that could be reinvested in our industry.

The issue of a one per cent shrinkage

charge upon delivery, which most of us thought was dead effective August 1, 2004, appears to have reawakened. As producers, we should not accept any processor charging shrinkage, so look carefully at any production contract you may sign. Your Board's commitment on this issue is clear: shrinkage is to be regulated to zero per cent for all buyers.

In closing, the biggest priority for all growers in our province is the return of good growing conditions in 2003. Here's to that! 

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Above: SPG welcomes Lloyd Affleck of Beechy, SK to the Board of Directors.



Right: Glenn Annand (with wife Judith) retired in January after six years on the Board.

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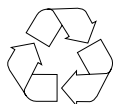
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The Production Issue

Spring has sprung – or it soon will, and pulse growers' minds turn to planting. In this issue, *PulsePoint* reports on our most pressing production concerns.

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Be warned: without favourable weather this spring, grasshoppers will be a major problem.

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Field beans are still a new crop in Saskatchewan. Here are some pointers if you're growing them for the first time.



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Pulse Seed Quality



IN BRIEF

Finding good quality seed this spring will be difficult – but essential.

Seed availability, price and quality were the hot topics of discussion among farmers attending pulse meetings throughout the province this winter. Many of you will already have sourced seed for the 2003 season, but for those of you that haven't already done so, here are a few points to keep in mind about pulse seed quality.

The term "seed quality" can mean different things depending on the intended use of the seed. For the purpose of this article, "quality" refers to planting seed that has good germination and low levels of seed-borne disease.

Why is seed quality lower after the 2002 season?

The unusual 2002 growing season resulted in reduced yield and quality in many of our pulse crops. Dry spring soils and the coldest spring temperatures in the last hundred years resulted in reduced and delayed emergence. In early to mid-summer, dry conditions occurred in most north and central regions, and above average precipitation occurred in some southern regions. July saw extreme heat and flourishing grasshoppers. Then in August, much of the province experienced cool and wet conditions, causing secondary growth, sprouting, staining and mould development on pulse seed.

What seed-borne diseases are evident from the 2002 growing season?

The re-growth of crops in August favoured disease development late into the season. There were reports of ascochyta in all

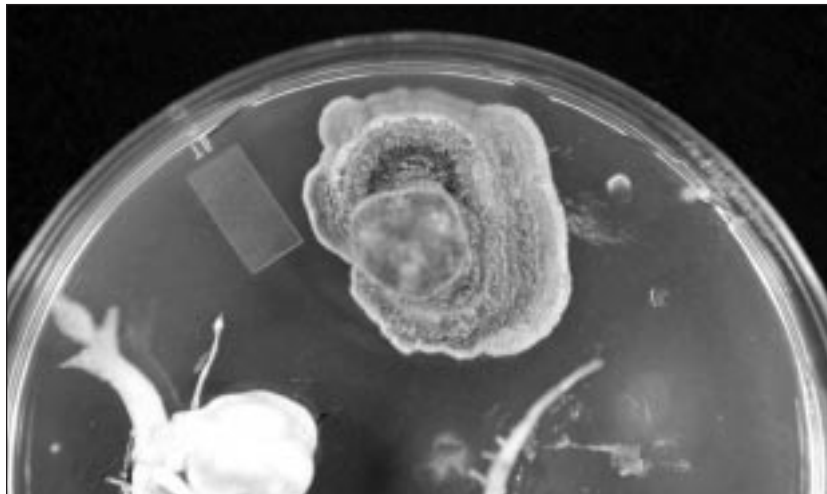


Petrie dishes used in seed test.

pulses and anthracnose in lentil, as well as botrytis grey mould and other secondary moulds. Those field observations have translated into similar observations on seed this winter. To date, all provincial seed testing labs have reported significant levels of seed-borne disease and low germination rates for all crops.

Levels of ascochyta blight are about two times greater in lentil and pea compared to the previous year, and levels in chickpea are about five times greater (*source: Robin Morrall, plant disease consultant*). Another recent disease concern, as reported in the last issue of *PulsePoint*, is the higher levels of seed-borne *Fusarium* that have been showing up in lentil and desi chickpea seed.

Germination must also be considered when selecting a pulse seed lot, and unfortunately, germination is down for many of the pulse



Seed-borne ascochyta blight of chickpea.

crops from the 2002 season. Compared to the long-term average, pea germination is down by about 5%, lentil by almost 20% and chickpea by almost 30% (*Source: Bruce Carriere, Discovery Seed Laboratory*). This could mean increased costs to growers if you need to increase seeding rate to guarantee a good plant stand. A word of caution, however: determine why the germination is low in your planting seed. If it is because of mechanical damage (which is common in field pea this year), then increasing seeding rate is acceptable. However, if germination is low because of high seed-borne disease, then increasing seeding rate may result in more disease inoculum in the field in closer proximity to healthy plants. In this case, a seed treatment would be recommended.

Points to consider when selecting pulse seed:

Seed is the necessary foundation on which to build a good crop. Healthy seedlings will have stronger root systems, be more efficient in water uptake and be better nitrogen fixers. The guidelines for safe levels of seed-borne disease vary according to crop and disease. One of the reasons for this is that some diseases have a higher seed-to-seedling transfer rate than others. For example, there is a greater chance for an ascochyta-infected chickpea seed to develop into an infected seedling than for lentil and field pea. Furthermore, the pathogen attacking chickpea is very aggressive and will spread rapidly once it is in the field. Hence, maximum seed-borne ascochyta levels for chickpea* are very low (0.3%) versus lentil (2-5%) and field

pea ($\leq 10\%$). It is also recommended to avoid planting seed with botrytis levels above 10%, a level at which significant seedling blight can occur in the field. Seed-borne diseases are important because they result in early and even distribution of disease within a field. You can see how fundamental it is to select sound seed in order to reduce disease risk.

Do not use seed from a pulse crop that was treated with pre-harvest glyphosate.

This can cause uneven and unusual seedling development to occur, resulting in a poor plant stand.

There are various seed treatments registered for pulses. Refer to the *Guide to Crop Protection 2003* for registered treatments. Seed treatments will only protect seed that is already viable and will not make a severely diseased or damaged seed lot acceptable to plant. A safe rule of thumb is to expect about 85 to 90% control with any seed treatment. Good coverage of the seed coat is essential to increase the level of control.

Although certified or "blue-tag" seed indicates that the seed has met high standards, such as for germination and genetic purity, you must keep in mind that this does not indicate freedom from disease. You should ask to see the seed test report if you are purchasing certified seed, or have a seed test conducted if you are planning to use your own seed.

Disease control begins with seed choice but must continue throughout the growing season. Make plans to scout your crop during the season to identify early disease symptoms and to determine timing and feasibility of a foliar fungicide application. Not all diseases are economical to control in the field or have fungicides registered, so it is imperative to reduce the initial amount of inoculum present in a field.

In conclusion, the overriding rule for 2003 is to plant the best quality seed available. This means that you may have to look longer and harder for good seed, and potentially pay more. It also means that you may have to plan for the extra expense of a fungicide seed treatment.

* For more information, see "Guidelines for Safe Planting Seed" at www.saskpulse.com

Penny Pearse is the Provincial Plant Disease Specialist and Ray McVicar is the Special Crops Specialist with Saskatchewan Agriculture, Food and Rural Revitalization in Regina. See www.agr.gov.sk.ca for more information.

Improve Pea Production With Starter Nutrients


IN BRIEF

Phosphorus management is important for producing high-yielding, high-quality pea crops.

“Proper phosphorus fertility is essential for optimum yield, nitrogen fixation and enhancing crop maturity. Plants deficient in phosphorus exhibit spindly top growth with little branching, reduced root growth, less vigor and more susceptibility to diseases, delayed maturity and low yield.” – Source: Pulse Production Manual, 2000, p.4-14.

Field pea crops require a total of 0.84 pounds phosphate (P_2O_5) to produce a bushel of grain (phosphate in the grain plus phosphate in the corresponding straw). Each bushel of pea harvested from the field removes 0.69 lb P_2O_5 and returns about 0.15 lb P_2O_5 in the corresponding straw upon decomposition. Some of the phosphorus (P) to grow the plant comes from the phosphate fertilizer added at the time of seeding and some from the soil system.

The P in the soil system is made up of the naturally occurring soil P, residual P from previous P fertilizer applications and P released from decomposing crop residues. The available soil P becomes the bank account from which crops can withdraw some P. A soil test then measures the amount of soil P that will be available to the crop during the growing season. The difference between the amount available from the soil and the amount the crop needs becomes the P recommended to be added as fertilizer.

Of course, it is not quite that simple, because factors such as temperature, moisture, P fertilizer use efficiency, soil P reactions,

crop needs, and other factors all come into play. Soil test recommendations take these factors into consideration and are a reliable way to determine the P needs for a crop.

Pea crops are generally seeded early into cold soils where root growth is slow and P-availability is also reduced. The purpose of adding P fertilizer with or very near the seed is to provide a supply of water soluble, plant available P for early uptake. This provides the

Recent research shows that where soils tested less than 30 lb phosphorus per acre, pea crops responded well to phosphate fertilizer. Response drops off for soils testing at levels greater than 30 lb/acre. For these soils, a maintenance rate of 15 lb phosphate per acre should be used.

nutrients necessary for early, healthy root growth so that an extensive root system and a vigorous seedling develops. The more vigorous the seedling, the better the chance of early, numerous nodule establishment to supply the pea plant with much needed nitrogen. Phosphorus also plays an important role in the nitrogen fixation process. Pea crops are known to be good at taking up soil P, however, this only happens when the soil has

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Providing 'starter nutrients' by applying phosphate fertilizer with or very near the seed gets the plant off to a good start.

warmed, under good soil moisture conditions and when the pea plant is vigorous with a well developed root system. So, providing 'starter nutrients' by applying phosphate fertilizer with or very near the seed gets the plant off to a good start. Producers commonly use monoammonium phosphate or liquid 10-34-0 as starter fertilizer. These fertilizers also provide a small amount of nitrogen for early uptake and growth when the soil is cold.

We can't predict how long the soil will stay cold this spring. In the spring of 2002, the soils stayed cold for most of the month of May, whereas in other years, soils warmed up more quickly. One practice producers and agronomists have learned over the years is that applying "starter fertilizer" is always a good decision. Recent research with the new Plant Root Simulator technology developed at the University of Saskatchewan and commercialized by Western Ag Labs, clearly shows reduced P availability at low soil temperatures. The Plant Root Simulator probe acts like the root and absorbs nutrients on to the resin membrane just like roots would absorb nutrients. Using the Plant Root Simulator technology, the rate of phosphate supply at 4 degrees C is only 64 per cent of the supply

rate measured in the same loam textured soil at 20 degrees C.

Recent research in Saskatchewan and Alberta has shown that pea crops in fields with soil test P levels of less than 30 lb per acre responded well to the recommended phosphate fertilizer rates provided by soil test labs. The research goes on to show that if the soil test P levels are greater than 30 lb P per acre, the frequency of response to the added P fertilizer is reduced. For soils testing above 30 lb P per acre a maintenance rate of about 15 lb phosphate (P_2O_5) should be added as starter fertilizer with or very near the seed.

Phosphorus management is important for producing high-yielding, high-quality pea crops. Phosphate fertilizer not only aids in crop growth, but any unused portion also adds to the maintenance of the soil P bank account providing some P for subsequent crops. Soil testing continues to be the single most important tool for producers to identify and correct nutrient deficiencies. 

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New Investment in Pulse Research



IN BRIEF

The SPG Board has approved funding for seven major new projects.

Saskatchewan Pulse Growers is pleased to announce that, as promised, it has begun to increase its investment into research.

In January of 2003, the SPG Board approved funding for seven major research projects. In all instances, SPG was able to use grower funds to attract funding from other agencies and organizations. By sharing the costs of research with others, SPG has been able to stretch its \$1.66 million research and development budget and thus still has money available to fund more projects in the upcoming year.

SPG, along with the Provincial Agriculture Development Fund, will share the cost of funding five pulse research projects. The total commitment from the two organizations is approximately \$850,000. The five projects address key issues in the pulse industry – namely, lentil and chickpea pathology, sustainability of chickpea production and improvement of bean quality. The five successful researchers and their projects are as follows:

Dr. Sabine Banniza: *Investigation into the biology of *Stemphylium botryosum*, a potentially new pathogen in lentil production in Saskatchewan*

Dr. Sabine Banniza: *Investigation into the population structure of *Ascochyta lentis**


Dr. Tom Warkentin: *Strategy for genetic improvement of ascochyta blight resistance in chickpea*

Mr. Jody McConnell: *Lower costs of production in chickpea*

Dr. Kirstin Bett: *Improving the quality profile of dry beans for the Canadian prairies using genetic and metabolomic approaches*

SPG has also contributed \$5,000 to a market intelligence project led by Saskatchewan Agriculture, Food and Rural Revitalization: *Market Intelligence: Processed Pulses – Ethnic Markets in North America*. The overall objective of this project is to assess the retail market potential for ethnic pulse foods in the markets of Vancouver, Toronto and New York and to identify companies as possible investment attraction targets. The ultimate goal is to develop company intelligence and investment attraction plans that will build on Saskatchewan's pulse value-added industry.

Recognizing the need for the Canadian pulse industry to have a facility to demonstrate and test the processing of Canadian pulses, SPG has committed \$32,500 for the construction and installation of a pulse processing and milling facility at the Canadian International Grains Institute (CIGI). This project is a collaborative effort between the provincial pulse organizations, Pulse Canada, CIGI and Western Economic Diversification Canada and is a prime example of key players working together to build a better Canadian pulse industry.

Watch for more funding announcements in the summer issue of *PulsePoint*. 

Joelle Paradis is the Research Manager for Saskatchewan Pulse Growers. You can reach her via email: jparadis@saskpulse.com



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Hoppers May Increase in 2003

IN BRIEF

Grasshopper populations will depend on weather conditions this spring.

The Saskatchewan Grasshopper Forecast Map indicates that grasshopper populations are likely to continue to increase in the province in 2003, with significant increases in the areas rated as moderate, severe and very severe. Saskatchewan Agriculture, Food and Rural Revitalization bases the 2003 predictions on adult grasshopper populations observed during the 2002 fall survey conducted by Extension Agrologists. Data from over 2,100 sites were combined to produce the forecast map.

Although cool to cold early-spring temperatures in 2002 delayed hatching of grasshopper eggs, subsequent hot, dry conditions later in June and July favoured development. The favourable conditions resulted in infestations throughout much of the province, at levels sufficient to cause economic loss. Even with the late hatch, the majority of the species that have an annual life cycle finished the season as adults and were capable of reproduction and egg laying.

The highest levels of grasshopper infestations are expected to occur in the southern and West-Central regions of the province. Areas of very severe and severe infestations have been identified throughout these regions. The severity of a grasshopper infestation will primarily depend on weather conditions and the level of last summer's grasshopper infestation.

Grasshopper populations tend to be higher in the warmer zones, where moisture is limited. Heat in late summer and fall encourages mating and laying of eggs. Warm, dry conditions in spring and early summer increases survival of the hatchlings and the potential for subsequent damage to crops. A cool, wet spring will delay egg hatching and slow grasshopper development. These conditions also favour disease organisms that are detrimental to grasshoppers. Producers should therefore be aware that actual levels of infestation might differ from those predicted in the 2003 forecast map.

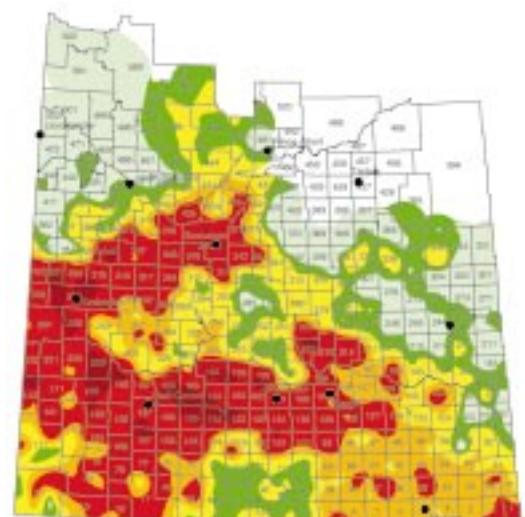
Although grasshoppers tend to exhibit feeding preferences for certain crops, under high feeding pressure, all crops are at risk. Studies have shown that grasshoppers will feed preferentially on lentil pods and flax bolls, thus causing direct and significant yield loss at a lower threshold. The economic threshold on most cereal crops is eight to 12-grasshoppers per square metre. The threshold is estimated at two grasshoppers per square metre during the flowering and podding stages of lentil, especially if two-striped grasshoppers are the dominant species.

Female grasshoppers tend to lay eggs in areas with green growth and a potential food source. Areas such as field margins, fence lines, roadsides and crops grown on stubble should be watched closely when hatching begins in the spring.

When using insecticides to control grasshoppers, take note of precautions regarding user safety, correct use and proximity to wildlife. Keep in mind that the objective is to sensibly control grasshopper populations to protect the crop, not 100 per cent elimination.

Check the SAFRR website for updates on the status of grasshopper populations this spring: www.agr.gov.sk.ca.

2003 Grasshopper Forecast
based on adult grasshopper counts



Infestation	Risk - Cereals
> 24 per m ²	Very Severe
> 12 - 24 per m ²	Severe
> 8 - 12 per m ²	Moderate
> 4 - 8 per m ²	Light
> 2 - 4 per m ²	Very Light - note: economic risk to Lentils
0 - 2 per m ²	None to Very Light

MAP COURTESY SASKATCHEWAN AGRICULTURE, FOOD AND RURAL REVITALIZATION

Scott Hartley is the Provincial Specialist for Insect and Pest Management with Saskatchewan Agriculture, Food & Rural Revitalization. He can be reached at (306) 787-4669.

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Covering Your Assets: Production and Delivery Contracts



IN BRIEF

Before you sign a contract, be sure to do your homework.

The question of production and delivery contracts has been a pet issue of mine over the last year or so. In the article that follows, I will give you five suggestions of what you should do before you enter into any of these contracts in order to properly cover your assets.

If you follow these five suggestions, you will hopefully end up with a good contract and a good business relationship:

- Ask questions about the other side;
- Read and understand the contract you are being offered;
- Compare the contract with other contracts;
- Negotiate; and
- Get professional help

1. Ask questions about the other side

In contract negotiation, knowledge is power. You can often gain some of that knowledge by asking questions of the other party to the contract. Here are some things that you should ask about in a production contract. Some of them will also apply to a delivery contract. In a production contract consider these things:

- ✓ Who will provide the seed?
- ✓ How many acres are involved?

- ✓ What volume of crop do you have to produce?
- ✓ What is the price for the product, including any discounts based on quality?
- ✓ Who will determine the grade and how will it be determined?
- ✓ Who will determine dockage and how?
- ✓ What are the terms of payment including the date, the method and any interest payable on late payment?
- ✓ Who will provide storage?
- ✓ Who will cover other crop production costs?
- ✓ What is the delivery obligation, including location and timing?
- ✓ Who bears the risk of loss until the product is delivered?
- ✓ Who owns the crop or has title to the product, including when does title pass to the buyer, on delivery or on payment?
- ✓ What security do you have once delivery is made?
- ✓ What right is there to plow down the crop, including whether it has to be inspected first and who has the final say. Are there crop inspections required and who pays the cost of them?
- ✓ Is there a liquidated damages provision where you may have to pay if you do not produce a crop?

- ✓ Are there indemnities from you to the buyer to cover any liabilities that the buyer may encounter?

2. Read and understand the contract you are being offered

It is very important that you read the contract that is being offered to you. Good contracts are in easily readable language and there is no reason for not reading them. If you do not understand any part of the written contract, ask for an explanation. Take notes of any explanation provided to you.

These contracts are not carved in stone. You should not conclude that because the contract is a printed form, that it is not negotiable.

3. Compare the contract with other contracts

Not all contracts are the same. Each company may have a slightly different form of contract. You should make it your business to acquire some of these contracts and then compare the details in them. Are some more favorable to you as the seller than others? This may help you to identify areas that may be negotiable to your advantage, such as price, grade, dockage, payment terms or delivery requirements.

4. Negotiate

You will be presented with many prepared contracts that look like a standard form of contract for the buyer. These contracts are not carved in stone. You should not conclude that because the contract is a printed form, that it is not negotiable. Contracts are negotiable. These forms can be changed if you find some part of a contract that is unacceptable in an otherwise good contract, ask for changes or deletions to the contract. If these changes or deletions will not be made, perhaps it is not the right contract for you. You will have a decision to make. It may give you some indication of whether you want to deal with the other side if they are not willing to change their form of contract at your request.

5. Get professional help

Professional advice about contract terms may well be worth your while. Ask your lawyer how much it will cost for him to review and comment on a contract for you. It may be that this contract will be something that you will use again and again in the future. This will reduce the legal costs for each contract. In addition, getting the advice just once may also help you to identify issues in other contract situations in the future.

This article is an excerpt from Mr. Annand's paper entitled "Production and Delivery Contract Law: Determining Legal Responsibility" presented January 8, 2003 during Crop Production Week. Mel Annand is the Law Director at the Centre for Studies in Agriculture, Law and the Environment at the University of Saskatchewan. For more information, see www.ag.usask.ca/centres/csale.

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Tips For New Bean Growers

PHOTO: BLACK BOX IMAGES, COURTESY SASKATCHEWAN PULSE GROWERS

Introduction

In Saskatchewan, dry bean has been grown as a row crop for about 10 years in the irrigated area near Lake Diefenbaker. Dryland bean production in narrow-rows has begun in recent years. There were approximately 5,300 ha (13,300 acres) of dry bean production in Saskatchewan in 2001, and production stayed about the same in 2002.

Dry bean is the most widely traded pulse crop in the world. There are hundreds of market classes of dry bean produced. Over 100 countries import dry bean. Major importers are Mexico, Brazil, Japan and the UK. However, imports to these countries make up less than half of total world imports.

Major exporting countries are China, USA, Argentina and Canada. Annual world exports range from 2 to 2.5 million tonnes. Canada exports approximately 200,000 tonnes of dry bean annually, much of which goes to the UK and USA. Due to the increased consumption of Mexican and Caribbean-style foods, significant market opportunities exist in Canada for increased domestic use and exports of dry bean to USA, Mexico and Caribbean countries.

Dry bean is used almost exclusively as food and is therefore a high-value crop. Very little is used in livestock feed, as it requires some processing before it can be fed. For this reason, growers must take extra care to maintain high quality in their dry bean crop.

Adaptation

Regional adaptation and field selection are two very important factors to consider when growing dry bean in narrow rows. Bean is not widely adapted to every region and soil type. The crop is best suited to medium-textured loams in regions that are not prone to late-spring or early-fall frosts. Because the crop has no frost tolerance, areas that are prone to frost should be avoided.

Early experience suggests that narrow-row production of dryland dry bean is best suited to the thin black soil zone where late summer rainfall amounts tend to be higher, and late-spring or early-fall frosts are typically not a high concern. Growers in other areas of the province are experimenting with dry bean production to determine if the crop is more widely adaptable than currently thought.

Rotational considerations

Dry bean crops leave little residue on the soil, so growers should consider protecting their fields from erosion by planting dry bean on cereal crop stubble and by following dry bean with a cereal crop.

Heavy crop residue slows soil warming in the spring, slowing germination and emergence of the crop, and increasing the risk of seed rot and seedling blight. For this reason, some growers prefer to plant dry bean on fallow fields.



IN BRIEF

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Dry bean seedlings are susceptible to the soil residues of a number of herbicides. Residues become of greater concern following dry years. See the *2003 Guide to Crop Protection*, for more information on soil residual herbicides.

Dry bean should not be grown in the same field more often than once in four years to reduce the risk of soilborne and residue-borne diseases. Sclerotinia stem rot (white mould) is a major concern in bean production, and planting bean in a field with a history of sclerotinia in other broadleaf crops within the past four years should be avoided.

Varieties

For information on the dry bean narrow-row regional variety trials, see *Varieties of Grain Crops – 2003*, available at SAFRR offices or www.agr.gov.sk.ca. Generally, the best bean varieties for dryland narrowrow production systems have early maturity and carry their pods higher off the ground to allow for the successful use of a swather or a straight-cut header. In short-season regions, only varieties with a maturity rating of “early” should be grown. Two lower-risk varieties are CDC Pintium (pinto bean) and CDC Espresso (black bean).

Seeding

The narrow-row production system for dry bean allows the use of seeding equipment designed for other crops. Bean crops seeded with airseeders or other solid-seeding implements emerge in rows 15 to 30 cm (6-12 in.) apart which do not allow between-row cultivation.

In Saskatchewan, dry bean should be seeded between May 25 and June 5. Earlier planting increases the risk of seedling death due to late-spring frosts. Seeding later increases the risk of crop injury by early-fall frosts. Seeds germinate and develop slowly if the average soil temperature at depth of seeding is less than 12°C.

The recommended seeding depth for dry bean is 5-6 cm (2-2½ in.). Dry bean seed is comparatively large and absorbs moisture from the soil when it germinates and starts to develop. For this reason, the seedbed should be moist for proper growth. Shallow seeding increases the risk of the seedling drying out after germination, while seeding too deep

weakens seedlings and increases the risk of soil-borne diseases.


Ensure that seeding equipment delivers seed uniformly at an even seeding depth. A common problem for first time growers is the occurrence of gaps in the seed row followed by dense numbers of seedlings due to uneven seed flow. The gaps allow weeds to become established, and the dense bean areas can increase the risk to plant diseases.

Weed Control

Dry bean is a short-stature crop that does not often form a complete canopy until mid-July. It is a very poor competitor to weeds and must be grown on fields that are relatively weed-free. Control of perennial weeds such as Canada thistle and sow-thistle must be done in the year previous to dry bean production.

As dry bean is not seeded in Saskatchewan until May 25, there is time to apply a pre-emergent burnoff herbicide to control early emerging and perennial weeds before the crop emerges. Bean is susceptible to soil residues of many herbicides used for broadleaf weed control prior to seeding, with the exception of glyphosate, Gramoxone, and Pardner/Koril. This may make the control of glyphosate-resistant canola volunteers more difficult.

For an up-to-date list of registered herbicides, consult the product labels or the *2003 Guide to Crop Protection*. Pre-harvest perennial weed control with glyphosate is registered in dry bean. Application should be done when the seed moisture is below 30 per cent, the stems are green to brown and the pods are mature, with 80 to 90 per cent of leaves already dropped. Do not use planting seed that has received a pre-harvest application of glyphosate.

Bean plants in the wheel tracks of ground sprayers/applicators may be later maturing than the rest of the crop. This can seriously complicate the timing of harvest. Tramlines should be considered in narrow-row bean production to reduce this problem. 

This article is an excerpt of the publication *Farm Facts: Dry Bean in Saskatchewan*, produced by Saskatchewan Agriculture, Food & Rural Revitalization. For more information see the full factsheet or consult the *Pulse Production Manual* from Saskatchewan Pulse Growers.

Assuring Protection for You... and Your Pulses



After a strange and difficult year for some growers on the prairies last year, many are questioning what to do this season. Not only are they trying to determine what crops to plant, but they are also seeking ways to protect themselves from the unknowns that the weather and the environment could throw their way.

According to a recent article on CBC Saskatchewan's website (*Pulse crops could amount to more than a hill of beans*), the new U.S. farm bill could be good news for those growers considering pulse crops for the coming growing season.

In the article, a University of Saskatchewan professor speculates that U.S. growers may increase production of wheat, barley and corn as the new bill offers greater supports for these crops. He notes that a decrease in American production of pulse crops such as peas, beans, lentils and chickpeas, may translate into higher prices for Canadian growers.

Those who have previously grown pulse crops understand the risks involved. Producing high quality yields can have higher costs than those of other, more traditional prairie crops. And, there's also the ever-present threat of weather and environmental challenges.

In Canada, pulse growers have a number of tools that they can use to help them overcome hurdles that Mother Nature presents. Assure® II from DuPont has become increasingly popular with pulse growers and has proven effective in battling wild oats and volunteer cereals.

"My experience with Assure II on my lentils was a good one," says Brent Gessell of Delisle, Saskatchewan. "We had a fair number of wild oats and a couple of fields had quack grass. I was amazed at the season long control I had on quack grass and was impressed with the Assure II performance on wild oats and volunteer grain."

"Assure II herbicide gives growers of lentils, peas, canola, seed alfalfa, beans, fescue, and sugar beets an advantage that no other post-emergent grass herbicide can match," says Greg McDonald, pulse crops product manager with DuPont. "At the 300 ml/ac rate, Assure II provides complete control of wild oats, volunteer cereals, green foxtail, plus season long control of quackgrass."

This year, growers who choose Assure II to protect their

pulses may also be eligible for benefits beyond great weed control. DuPont FarmCare® was launched last year to provide financial rewards and risk protection to growers who purchased DuPont herbicides. A key element of *DuPont FarmCare*, the Risk Protection Benefit is a first-of-its-kind offering in the Canadian crop protection industry. It serves to reassure growers that their herbicide investment will have some protection if the weather and environmental conditions do not co-operate.

Gessell says that while he was confident in the performance of Assure II in terms of weed management last season he was also reassured by the protection offered through his *DuPont FarmCare* membership.

"Assure II certainly brings peace of mind. When I grow lentils I'm faced with high costs," explains Gessell. "Lentils are a high cost crop to grow and again, if I can be assured that at least my chemical costs are going to be protected it brings me a lot of peace of mind."

Assure II has a wide window of application allowing growers to spray when they want. Application depends more on weed stage than crop stage, and for optimal control of wild oats, Assure II should be applied prior to tillering. If tillers are present, growers should use a higher rate of Assure II. To control quackgrass, growers can apply between the two to six-leaf stage.

"Assure II and DuPont FarmCare offer a powerful one-two punch for pulse growers," says McDonald. "Assure II provides excellent protection from a variety of weeds and allows growers to keep their options open in terms of spray timing and recropping. Through *DuPont FarmCare*, pulse growers can use herbicides as they are intended, knowing that their herbicide investment will have some protection if environmental challenges impact yields."

Because markets for crops can fluctuate dramatically from season to season, growers want to have the freedom to plant crops that will give them the highest returns. Assure II doesn't leave any soil residues, allowing growers to keep their options open to seed any crop the next year.

For growers considering pulse crops this year, keep an eye on the markets to determine what our neighbors to the south are planting. And, if you do decide on a pulse crop, consider protecting your crops with Assure II and protecting your returns through *DuPont FarmCare*.

For more information on *DuPont FarmCare* or Assure II, contact your herbicide retailer or the *DuPont FarmCare* Hotline 1-800-667-3925

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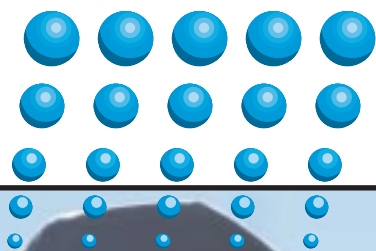
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Ron Leonard,
Harris, SK



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Price Trends for Pulse Crops

IN BRIEF

Take a look at when prices peaked during the year for each pulse crop.

One of the questions we're asked constantly in the grain brokerage business is: "When is the best time to sell my crop?" These graphs show each month's prices for lentils, peas and chickpeas over the last ten years. The green dots represent the highest price level for that crop in a particular year. By looking at where the dots cluster, you can see when the highest prices occur.

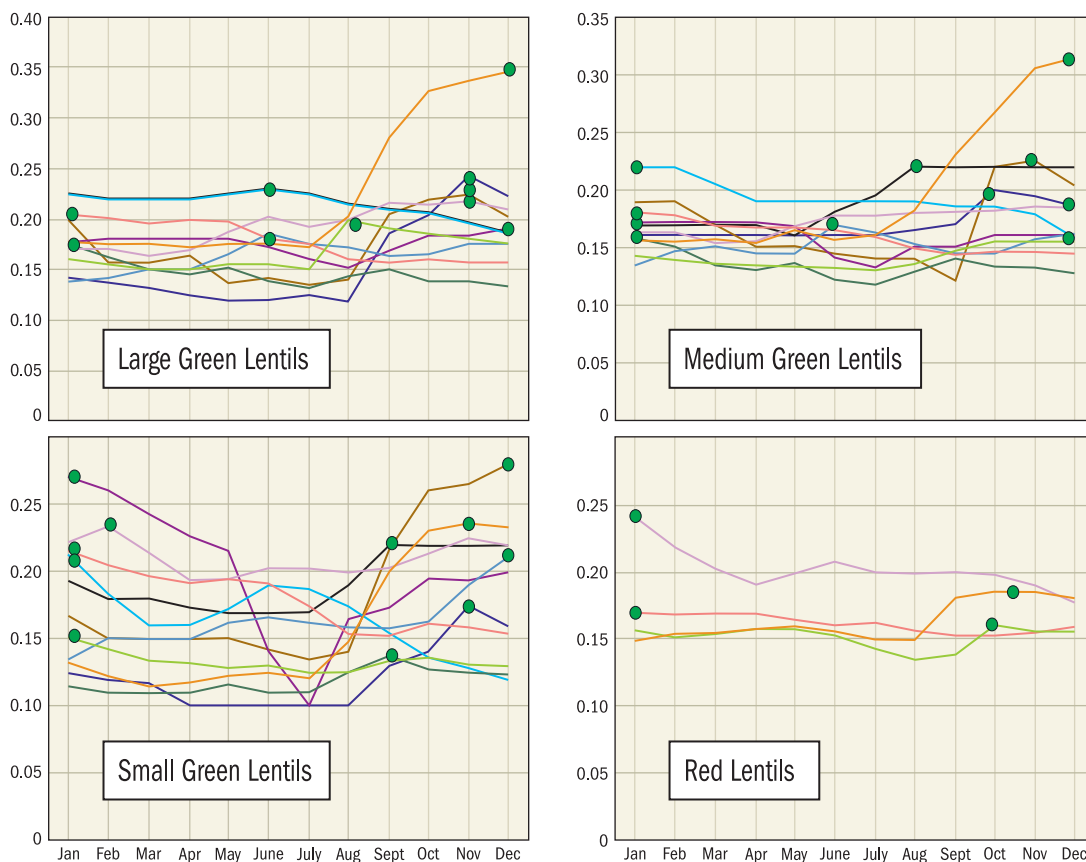
Lentils: Other than a very few years, it is usually the fall or the January-February period that is the best time for selling at the highest prices. We should keep in mind that this might change as demand from India is affected by the Ramadan season moving forward ten days to two weeks each year.

Yellow peas: It's more of a hodge-podge, but it appears that the high points occur in December and through the January-February-March quarter. Green peas: For the most part, prices trended higher throughout November-December-January.

Chickpeas: Although there's only four years of data to go on, it appears the best time to sell desi chickpeas is September right through until December. For kabuli chickpeas, the best time is again the fall or in January-February.

Looking at past price trends can be very useful in planning your pulse sales, but remember that there are many factors that influence price and profit on your farm, such as weather trends, supply and demand, foreign policy, and competing products, and others.

Merv Berscheid presented this information at Pulse Days 2003 in January. He is co-owner of the grain brokerage company CGF Brokerage & Consulting in Saskatoon. For more information, see www.cgfbrokerage.com or call 1-800-667-6378.



Legend

- 1992
- 1993
- 1994
- 1995
- 1996
- 1997
- 1998
- 1999
- 2000
- 2001
- 2002

Vertical axis indicates price (in \$/lb)

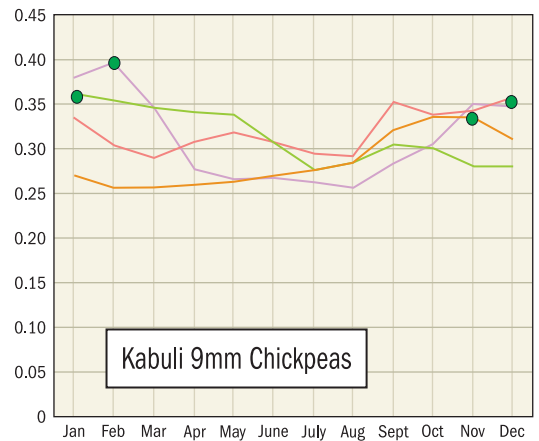
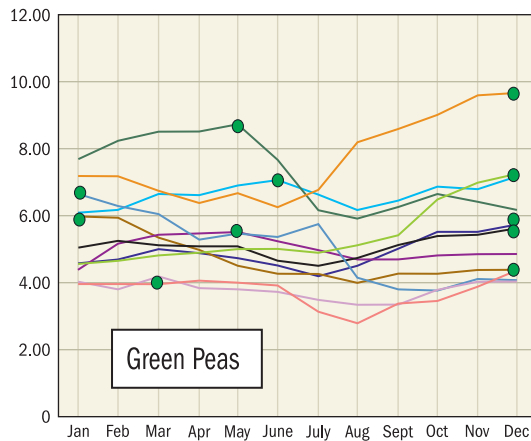
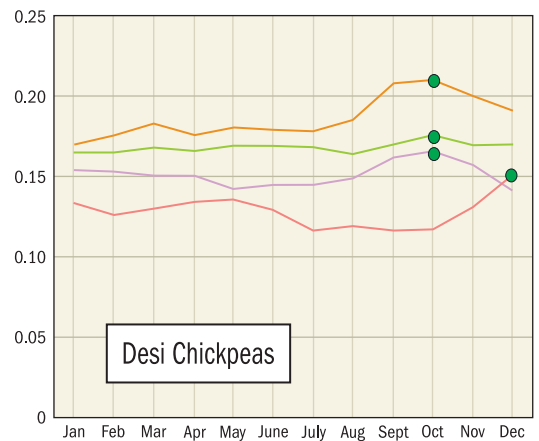
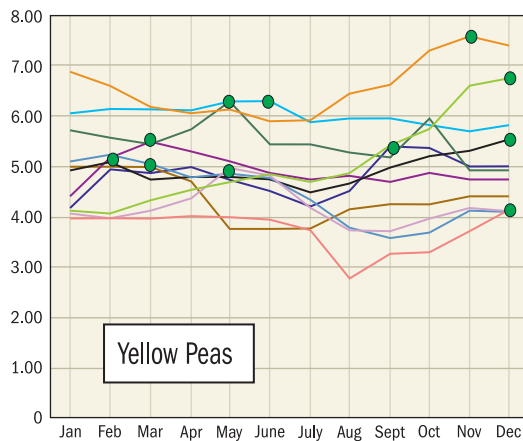
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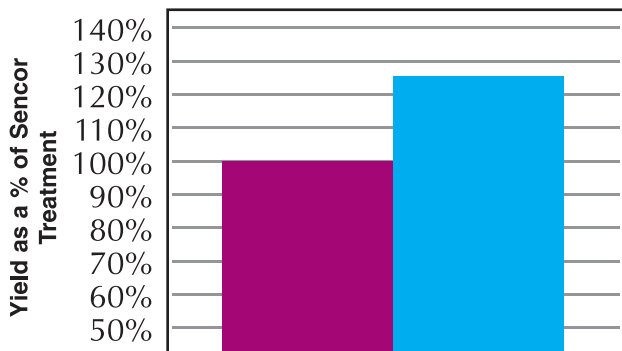
Vertical axis indicates price (in \$/lb)



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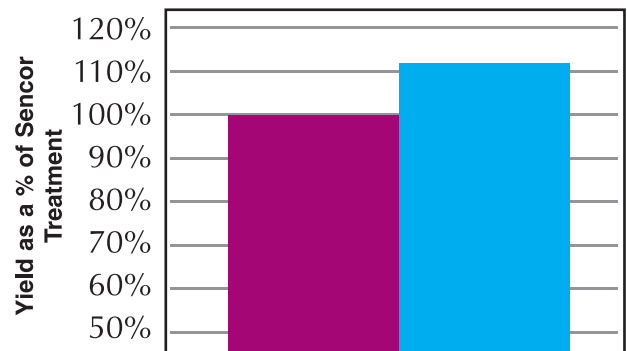
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Pulse Companies: Buyers – Processors – Brokers

Saskatchewan Pulse Growers makes no claim as to the reliability of the companies listed here. It is the personal responsibility of growers to satisfy themselves that any company they deal with is financially sound. Some of the companies on this list are registered with the Canadian Grain Commission, and some are not. Some companies do not need to be registered themselves as they are acting as agents for other companies.

Please take the time to ensure you're dealing with a reliable company. Ask questions of the company. Ask for references. Contact the Canadian Grain Commission to ask about licensing and security: (800) 853-6705 or (306) 780-5035 in Saskatchewan.

Note: For the purposes of this list, “Broker” refers to companies that arrange transactions between buyers and sellers, usually without taking possession of the crop. “Processors” are companies that handle and process the crop; they may or may not be acting as agents for other companies. “SPG Buyers” refers to companies that have registered with SPG and remit the pulse checkoff.

Broker	Processor	SPG Buyer	Company	Food Peas	Feed Peas	Lentils	Beans	Chickpeas	Faba Beans	Telephone	City/Town	More Info
		Y	Agricom International	◆		◆	◆	◆		604-983-6922	North Vancouver, BC	www.agricom.com
		Y	Agricore United – Head Office				◆			204-954-1516	Winnipeg, MB	www.agricoreuntied.com
	Y		Agricore United – SK Special Crops	◆	◆	◆	◆	◆	◆	306-751-4920	Regina, SK	www.agricoreuntied.com
	Y		Agricore United – SK Special Crops	◆	◆	◆	◆	◆	◆	306-343-5079	Saskatoon, SK	www.agricoreuntied.com
	Y		Agrivision Processing Co.	◆		◆		◆		306-645-2155	Rocanville, SK	agrivision@sk.sympatico.ca
	Y	Y	Agtech Processors Inc.			◆				306-721-5171	Regina, SK	1 (800) 667-7778
	Y		Aldor Farms Ltd.					◆		306-574-2167	Tyner, SK	
	Y		Allan Seeds	◆				◆		306-457-2629	Corning, SK	
	Y		Anderson Seed Cleaning	◆		◆				306-296-4545	Frontier, SK	
	Y		Annand Agro Services Ltd.	◆		◆		◆		306-354-7675	Mossbank, SK	annand.ag@sk.sympatico.ca
	Y	Y	Argail Enterprises		◆	◆	◆	◆		306-858-2251	Beechy, SK	argail.ent@sk.sympatico.ca
	Y	Y	Bailey Brothers Seeds	◆		◆	◆	◆		306 935 4702	Milden, SK	stoneyridge@sk.sympatico.ca
	Y	Y	Barton Seed Cleaning Ltd.	◆	◆	◆		◆		306-856-4608	Conquest, SK	
	Y		Baxter Seed Cleaning	◆			◆			306-862-5723	Codette, SK	
	Y		Baxter Seed Farm	◆		◆				306-445-5414	North Battleford, SK	
	Y		Beeler Seeds	◆	◆	◆	◆	◆		306-528-2128	Nokomis, SK	www.geocities.com/beeler_seeds
	Y		Behnke Seed Fams Ltd.	◆		◆	◆	◆		306-336-2655	Lipton, SK	
	Y		Beld Enterprises	◆						306-547-4664	Preeceville, SK	
	Y	Y	Belle Pulses Ltd.	◆	◆	◆				306 423 5202	Bellevue, SK	bpl_bpl@qlo.com
		Y	Berdex Canada Ltd.	◆		◆	◆	◆		204-944-8924	Winnipeg, MB	dnewman@berdex.mb.ca
	Y		Bergstrom Farms Ltd.	◆		◆		◆		306-573-4625	Birsay, SK	bergstromfarms@sk.sympatico.ca
	Y	Y	Best Cooking Pulses Inc.	◆		◆				306-586-7111	Rowatt, SK	www.bestcookingpulses.com
		Y	Big Sky Farms Inc.		◆					306-682-5041	Humboldt, SK	www.bigsky.sk.ca
		Y	Birsay Pork Farm		◆	◆			◆	306-573-2074	Birsay, SK	
	Y	Y	Blue Hills Processors Ltd.	◆	◆	◆		◆		306-868-4488	Avonlea, SK	www.bhpl.ca
	Y	Y	Boersch Farms			◆				306-695-2693	Indian Head SK	www.boerschfarms.com
		Y	Bornhorst Seeds Ltd.		◆					306-366-2158	St. Gregor, SK	bornhorstseeds@hotmail.com
	Y		Bouvier Seeds			◆				306-648-2748	Gravelbourg, SK	
	Y		Boyes Seeds	◆						306-327-4782	Kelvington, SK	
		Y	Brett-Young Seeds	◆	◆	◆				800-468-6509	Gilbert Plains, MB	www.byseeds.com
		Y	C. B. Constantini Ltd.		◆	◆				306-373-9730	Saskatoon, SK	
	Y		Calwell Seeds & Cleaning Ltd.			◆				306-378-4173	Elrose, SK	
	Y	Y	Canadian Select Grains Ltd.			◆		◆		306-962-4227	Eston, SK	www.csgca.com
		Y	Canary Island Seed Associates	◆	◆	◆	◆	◆		306 885 4444	Sedley, SK	sedleyseeds@cableregina.com
	Y		Canora District Seed Cleaning	◆						306-563-4303	Canora, SK	
		Y	Cargill Limited		◆					204-947-6262	Winnipeg, MB	todd_bystrom@cargill.com
	Y		Ceylon Pulse Plus	◆		◆		◆		306-454-2245	Ceylon, SK	
Y			CGF Brokerage & Consulting	◆	◆	◆	◆	◆		306-244-1124	Saskatoon, SK	www.cgfbrokerage.com
	Y		Clancy Seeds	◆						306-768-3566	Carrot River	
		Y	ConAgra Grain		◆					204-942-5550	Winnipeg, MB	www.conagra-canada.com
		Y	Conida Seed Company (div. of Trinidad Benham)				◆			208-829-5411	Hazelton, ID USA	

Pulse Companies: Buyers – Processors – Brokers

Broker	Processor	SPG Buyer	Company	Food Peas	Feed Peas	Lentils	Beans	Chickpeas	Faba Beans	Telephone	City/Town	More Info
	Y	Y	Copeland Seeds	◆	◆	◆		◆		306-378-2286	Rosetown, SK	copeland.seeds@sk.sympatico.ca
	Y	Y	Crown Ag International Inc.	◆	◆	◆	◆	◆		306-522-8111	Regina, SK	www.crownag.ca
	Y		Cut Knife & District Seed Cleaning	◆		◆				306-398-4740	Cutknife, SK	
	Y		Danielson, Lionel	◆						306-594-2173	Norquay, SK	
	Y		Dartmore Farms Ltd.	◆		◆		◆		306-862-5015	Aylsham, SK	
	Y		Dell Seeds	◆		◆				306-554-3117	Dafoe, SK	
	Y		Delorme Seeds	◆	◆	◆	◆	◆		306-642-5793	Assiniboia, SK	
	Y	Y	Diefenbaker Seed Processors Ltd.	◆	◆	◆	◆	◆		306 644-4704	Elbow, SK	lionelector.stulor@sk.sympatico.ca
	Y		Eagle Creek Processing Co.	◆		◆		◆		306-882-3332	Rosetown, SK	
	Y		Epp's Farm Service	◆		◆				306-223-4377	Eston, SK	
	Y		Eskdale Seed Farm Ltd.	◆		◆				306-675-2222	Leross, SK	
		Y	Export Packers Company Ltd.	◆		◆	◆	◆	◆	905-792-9700	Brampton, ON	www.exportpackers.com
	Y		Farley Seeds	◆		◆				306-757-7223	Regina, SK	
		Y	Farmer Direct Co-operative Ltd.	◆	◆	◆		◆		306-352-2444	Regina, SK	www.farmerdirect.ca
	Y		Fast Seed Farm	◆		◆				306-463-3626	Kindersley, SK	wl.fast@sk.sympatico.ca
		Y	Feed-Rite		◆					306-682-2668	Humboldt, SK	www.feedrite.com
	Y		Ferndale Seed Farms	◆		◆				306-645-4423	Rocanville, SK	
		Y	Fertile Valley Processors		◆					306-856-2222	Outlook, SK	
	Y	Y	Fill-More Seeds	◆	◆	◆		◆		306-722-3353	Fillmore, SK	www.fillmoreseeds.com
	Y	Y	Finora Canada Ltd. - Assiniboia	◆	◆	◆	◆	◆		306-642-5920	Assiniboia, SK	assiniboia@finora.com
	Y	Y	Finora Canada Ltd. - Wilkie	◆	◆	◆	◆	◆		306-843-2507	Wilkie, SK	wilkie@finora.com
	Y		Flaxcombe Seed Processors	◆	◆	◆				306-463-3730	Flaxcombe, SK	
	Y		Fraser Seeds	◆						306-745-3830	Yarbo, SK	
	Y		Fraser's Seed Farm Ltd.	◆	◆	◆		◆		306-895-2042	Paynton, SK	
	Y		Geddes Seeds and Processing Ltd.	◆		◆				306-895-4307	Paynton, SK	
		Y	GH Schweitzer Enterprises	◆	◆	◆	◆	◆		306-962-4751	Eston, SK	www.schweitzer.sk.ca
	Y		Gibbs, Bryan			◆				306-842-5990	McTaggart, SK	
	Y		Gilchrist Seed Farms Ltd.	◆		◆		◆		306-882-2901	Rosetown, SK	
	Y	Y	Global Pulse Processors Inc.	◆	◆	◆		◆		306-773-2441	Swift Current, SK	global.steve@sasktel.net
	Y		Grand Coulee Processing	◆		◆		◆		306-352-5200	Grand Coulee, SK	
	Y		Grassy Acres	◆						306-752-4017	Melfort, SK	
		Y	Great Sandhills Terminal Marketing Centre	◆	◆	◆		◆		306-628-4452	Leader, SK	earl.hawthorne@gst.ca
		Y	Great Western Grain Company Ltd.	◆	◆	◆		◆		306-825-4000	Lloydminster, SK	rwn@sk.sympatico.ca
	Y		Greenleaf Seeds Ltd.	◆	◆	◆	◆			306-873-4261	Tisdale, SK	
	Y		Greenshields Seeds Ltd.	◆		◆		◆		306-524-2155	Semans, SK	
Y			Grupo Canada		◆	◆	◆	◆		204-478-1727	Grand Marais, MB	dnyznyk@grupocanada.com
	Y		Hanmer Seeds	◆		◆		◆		306-484-4327	Govan, SK	www.lentilsCanada.com
	Y		Heenan Agri Ltd.			◆				306-522-9375	Regina, SK	
	Y		Hetland Seeds	◆	◆					306-874-5694	Naicam, SK	
	Y		Hjertaas Seed	◆		◆		◆		306-452-3882	Redvers, SK	
		Y	Horizon Agro Inc.	◆	◆	◆				204-746-2026	Morris, MB	www.horizonagro.com
	Y	Y	Horizon Seed Processors	◆	◆	◆				306-253-4233	Aberdeen, SK	merlin.horizon@sk.sympatico.ca
	Y		Hurd Farms Ltd.	◆						306-762-9240	Melfort, SK	
	Y		HWY. 26 Cooperative Seed Cleaning	◆		◆				306-397-2353	Edam, SK	
		Y	International Grain Trade Canada Inc.	◆	◆	◆	◆	◆	◆	604 685 5259	Vancouver, BC	www.igtcan.com
	Y		Je-Jo Farms Ltd.	◆		◆				306-342-2058	Glaslyn, SK	
	Y		JLS Perault Farms Ltd.	◆						306-275-2237	St. Brieux, SK	jlsperault.farms@sk.sympatico.ca
	Y		Junop Brothers	◆		◆				306-493-2995	Delisle, SK	
	Y		Keg Farms Ltd.	◆		◆	◆	◆		306-867-8667	Outlook, SK	gcarlson@sk.sympatico.ca

Pulse Companies: Buyers – Processors – Brokers

Broker	Processor	SPG Buyer	Company	Food Peas	Feed Peas	Lentils	Beans	Chickpeas	Faba Beans	Telephone	City/Town	More Info
	Y	Y	Keyser Farms Ltd.	◆	◆	◆		◆	◆	306-723-4949	Cupar, SK	keyserfarms@sk.sympatico.ca
		Y	Klempnauer Seeds Ltd.	◆	◆	◆	◆	◆		403-655-2420	Grassy Lake, AB	www.klempnauer.ab.ca
	Y		Kostenuk Bros. Seeds Inc.	◆						306-742-4545	Wroxtton, SK	k.kostenuk@sk.sympatico.ca
	Y		Kyle Seed Cleaning			◆				306-375-2350	Kyle, SK	jcarlson@sk.sympatico.ca
	Y	Y	Lakeside Pulse & Special Crops Ltd.	◆	◆	◆	◆	◆		306-554-3266	Wynyard, SK	www.lakesidespecialcrops.com
	Y	Y	Lashburn Ag Ventures Ltd.	◆	◆	◆				306-285-3511	Lashburn, SK	lashburnagventures@sk.sympatico.ca
	Y		Lenmar Seed Farm	◆		◆				306-335-2994	Lemberg, SK	
	Y		Lepp's Seed Farm	◆		◆				306-254-4243	Hepburn, SK	
		Y	Linear Grain Inc.		◆		◆		◆	204-745-6747	Carman, MB	www.lineargrain.com
		Y	Louis Dreyfus Canada Ltd.	◆	◆					403-205-3322	Calgary, AB	www.louisdreyfus.ca
	Y	Y	Mainline Pulse Inc.	◆	◆	◆		◆		306-395-2705	Chaplin, SK	www.mainlinepulse.com
		Y	Mainline Terminal		◆					306-435-4905	Moosomin, SK	
	Y		Manitou Custom Seed Cleaning	◆		◆		◆		306-259-4944	Young, SK	
		Y	Maviga N A	◆		◆	◆	◆	◆	306-721-8900	Regina, SK	www.maviga.ca
	Y		Maze Seed Farms Ltd.	◆		◆				306-398-2637	Unity, SK	mazeseeds@sk.sympatico.ca
	Y		Meadow Lake Co-op Seed Cleaning	◆						306-236-4144	Meadow Lake, SK	
	Y		Meyers Seed and Cleaning Inc.	◆						306-929-4946	Meath Park, SK	
		Y	Mid-Sask Terminal		◆					306-946-2225	Watrous, SK	
		Y	Milestone Pulse Corporation	◆	◆	◆	◆	◆	◆	604-608-1613	Vancouver, BC	milestones@shaw.ca
		Y	N.M. Paterson & Sons Ltd.		◆	◆	◆			204-956-2090	Winnipeg, MB	www.patersongrain.com
	Y		Nelson Seed Farms Ltd.	◆		◆				306-825-4000	Lloydminster, SK	rwn@sk.sympatico.ca
	Y		Nelson's Seed and Cleaning Ltd.	◆		◆		◆		306-357-4601	Wiseton, SK	
	Y	Y	Newfield Seeds Company	◆	◆	◆	◆		◆	306-862-4678	Nipawin, SK	www.newfieldseeds.ca
		Y	No-Bull Marketing Ltd.	◆	◆	◆	◆	◆	◆	403-643-2855	Carman, AB	www.no-bullmktg.com
		Y	North East Terminal Ltd.		◆					306-338-2999	Wadena, SK	www.northeastterminal.com
		Y	North West Terminal Ltd.		◆					306-228-3735	Unity, SK	www.northwestterminal.com
	Y		NorthFork Seeds			◆				306-692-1616	Marquis, SK	northforkseeds@sk.sympatico.ca
	Y		Notukeu Processing Inc.	◆		◆		◆		306-582-6000	Vanguard, SK	www.notukeu.com
	Y		Palmier Seed Farm			◆		◆		306-472-3722	Lafleche, SK	
		Y	Parent Seed Farm Ltd.	◆	◆	◆	◆	◆	◆	204-737-2625	St Joseph, MB	www.parentseed.com
	Y	Y	Parkland Pulse Grain Co. Ltd.	◆	◆	◆		◆		306-445-4199	North Battleford, SK	parkland.pulse@sk.sympatico.ca
	Y		Parrheim Foods	◆				◆		306-931-1655	Saskatoon, SK	www.parrheimfoods.com
		Y	Parrish & Heimbecker Ltd. (Lethbridge)	◆	◆	◆	◆	◆		403-320-9440	Lethbridge, AB	www.parheim.mb.ca
		Y	Parrish & Heimbecker Ltd. (Winnipeg)		◆	◆		◆		204-987-4318	Winnipeg, MB	www.parheim.mb.ca
	Y		Pask Farms	◆						306-745-2571	Atwater, SK	paskfarms@sk.sympatico.ca
	Y		Pasqua Farms Ltd.	◆		◆		◆		306-694-2981	Moose Jaw, SK	
	Y		Peter Seed Farm			◆				306-642-4925	Assiniboia, SK	
	Y		Peterson Seed Farms	◆						306-594-2355	Norquay, SK	
	Y		Petracek Seed Farm Ltd.	◆		◆				306-745-3829	Churchbridge, SK	psf@sk.sympatico.ca
	Y		Pheasant Hill Seed Farm	◆		◆				306-333-2069	Abernethy, SK	
	Y		Phillips Seeds Ltd.	◆						306-873-5569	Tisdale, SK	phillips.c@sk.sympatico.ca
		Y	Pioneer Grain Co. Ltd. (div. of James Richardson)		◆	◆				204-934-5748	Winnipeg, MB	www.jri.ca/pioneer
		Y	PN Enterprises Ltd.	◆	◆	◆	◆	◆		604-507-1131	Surrey, BC	www.pnelt.com
		Y	Prairie Mountain Agri Ltd.	◆	◆					204-937-6370	Roblin, MB	
	Y	Y	Prairie Pulse Inc.	◆	◆	◆		◆		306-249-9236	Vanscoy, SK	info@prairiepulse.com
		Y	Prairie West Terminal Ltd.		◆					306-932-4446	Plenty, SK	wsmith@p-w-t.ca
	Y		Premium Grain	◆		◆				306-864-3696	Melfort, SK	
		Y	Prime Pro Seeds International Inc.	◆	◆	◆		◆		306-296-2055	Frontier, SK	www.primeproseeds.com
	Y	Y	Pro Can Seeds Ltd.	◆	◆	◆		◆		306-882-4482	Zealandia, SK	procan@sk.sympatico.ca

Pulse Companies: Buyers – Processors – Brokers

Broker	Processor	SPG Buyer	Company	Food Peas	Feed Peas	Lentils	Beans	Chickpeas	Faba Beans	Telephone	City/Town	More Info
	Y		Proven Organics			◆				306-648-3282	Gravelbourg, SK	
		Y	Quadra Group	◆	◆	◆		◆		306-867-8916	Outlook, SK	www.communitypork.com
		Y	Quantum Processing Ltd.			◆		◆		306-796-4944	Central Butte, SK	quantum.processing@sk.sympatico.ca
Y			Rayglen Commodities	◆	◆	◆	◆	◆	◆	800-729-4536	Saskatoon, SK	www.rayglen.com
	Y		Reavie's Seed Cleaning	◆						306-769-8887	Arborfield, SK	
	Y		Regina Seed Processors Ltd.	◆		◆				306-586-8955	Richardson, SK	
	Y		Riverview Seeds Limited	◆						306-862-4333	Nipawin, SK	
		Y	RK Sunview Farms Ltd.			◆				306-776-2468	Rouleau, SK	
		Y	Roy Legumex Inc.	◆	◆	◆	◆	◆	◆	204-758-3597	St Jean-Baptiste, MB	www.legumex.com
		Y	S.S. Johnson Seeds Ltd.	◆	◆	◆			◆	800-363-9442	Arborg, MB	www.johnsonseeds.mb.ca
	Y	Y	Sask Wheat Pool - Seed Cleaning Plant			◆				306-692-0671	Moose Jaw, SK	merchandising@swp.com
	Y	Y	Sask Wheat Pool - Seed Processing	◆	◆	◆		◆		306-882-4492	Rosetown, SK	merchandising@swp.com
	Y	Y	SaskCan Pulse Trading Inc.			◆	◆	◆		306-525-4490	Regina, SK	www.saskcan.com
	Y	Y	Schumacher Seeds Ltd.	◆	◆	◆		◆		306-493-8274	Delisle, SK	knibbs@direcway.com
	Y	Y	Sedley Seeds	◆	◆	◆	◆	◆		306-885-4444	Sedley, SK	www.sedleyseeds.com
	Y	Y	Shamrock Seeds Ltd.	◆		◆	◆	◆		306-249-4151	Saskatoon, SK	shamrock.seeds@home.com
	Y		Shewchuk Seeds	◆						306-497-2800	Krydor, SK	
	Y		Silhouette Seeds	◆		◆				306-423-6283	Domremy, SK	silhouette@sk.sympatico.ca
	Y	Y	Simpson Seeds Inc.			◆		◆		306-693-2132	Moose Jaw, SK	www.simpsonseeds.com
	Y	Y	Smith Seeds	◆		◆		◆		306-263-4944	Limerick, SK	smith.seeds@sk.sympatico.ca
		Y	South West Terminal Ltd.		◆					306-672-4112	Gull Lake, SK	www.swt.sk.ca
	Y		Southland Processors Inc.			◆		◆		306-296-4778	Frontier, SK	www.southlandsk.com
	Y	Y	Southland Pulse Inc.	◆	◆	◆		◆		306 634-8008	Estevan, SK	www.southlandpulse.net
	Y		Sudom Seeds	◆		◆		◆		306-868-4620	Avonlea, SK	b.sudom@sk.sympatico.ca
		Y	Sunrise Foods International Inc.	◆	◆	◆	◆	◆	◆	306-931-4576	Saskatoon, SK	www.sunrisefoods.net
	Y		Sunset Farms Ltd.	◆		◆		◆		306-626-3388	Pennant, SK	
	Y		T & E Williamson Seeds	◆		◆		◆		306-582-6009	Pambrun, SK	
	Y	Y	T.W. Commodities	◆	◆	◆		◆		306-773-9748	Swift Current, SK	www.twcommodities.com
	Y		Tanner Seeds			◆				306-757-7012	Regina, SK	
		Y	Terminal 22 (1998) Inc.		◆					306-334-2222	Balcarres, SK	bkercher@terminal22.sk.ca
	Y	Y	Terramax Holdings Corp.	◆	◆			◆		306-522-7117	Qu'Appelle, SK	www.terramax.sk.ca
	Y		Thiel Seeds Ltd.	◆						306-747-3947	Shellbrook, SK	
	Y		Tomtene Seed Farm	◆						306-749-3554	Birch Hills, SK	
	Y		Trawin Seeds	◆						306-752-4060	Melfort, SK	
	Y		Valleau's Cleaning Plant	◆		◆				306-277-4208	Ridgedale, SK	
	Y		Valleyview Seed Cleaning	◆		◆		◆		306-856-4445	Outlook, SK	vall@sk.sympatico.ca
	Y	Y	Van Burck Seeds	◆	◆					306-863-4377	Star City, SK	vanburckseeds@sk.sympatico.ca
	Y	Y	Veikle Grain Ltd.	◆	◆	◆				306-398-4714	Cut Knife, SK	veikle_seeds@qlo.com
	Y		Ventures West (CanPulse)	◆		◆		◆		306-931-8760	Saskatoon, SK	camwear@sk.sympatico.ca
	Y	Y	Vigro Seed & Supply	◆		◆		◆		306-885-2144	Sedley, SK	cap.ic.gc.ca/sk/sedley/vigro.html
		Y	W G Thompson & Sons Limited	◆			◆			519-676-5411	Blenheim, SK	johnthompson@wgthompson.com
	Y	Y	Walker Seeds Ltd.	◆	◆	◆	◆	◆	◆	306-873-3777	Tisdale, SK	www.quantumlynx.com/wsl
	Y		Wallace Enterprises Inc.	◆		◆		◆		306-574-4299	Tyner, SK	w.wallace@sk.sympatico.ca
		Y	Werner Agra			◆				306-721-1875	Regina, SK	www.werneragra.com
	Y	Y	Western Grain Cleaning & Processing	◆	◆	◆				306-445-4022	North Battleford, SK	heidi@westerngrain.com
		Y	Weyburn Inland Terminal Ltd.	◆						306-842-7436	Weyburn, SK	www.wit.ca
Y			Yanez International Commodities	◆		◆	◆			306-242-1538	Saskatoon, SK	www.rodrgointl.com/
		Y	Young Seeds Inc.			◆		◆		306-355-2221	Mortlach, SK	young.fam@sasktel.net

The Pulse Event of the Year: Pulse Days 2003

IN BRIEF

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Pulse Days 2004

Next year's Pulse Days will be held January 12-13, 2004 in Saskatoon.

Left: Producers at Prairieland take notes during Pulse Days presentations on Monday.

Even after the devastating production year of 2002, optimism was high at Pulse Days 2003. Almost 1,200 attended the annual meeting and conference of Saskatchewan Pulse Growers in Saskatoon, SK. The theme of the conference was "Meeting the Challenge: Opportunities and Pressures Within the Pulse Industry." The agenda featured presentations on globalization and global trends in agriculture, the US Farm Bill, on-farm food safety, and focus on pulse markets in North Africa and the Middle East. One of the most popular sessions this year was the Market Outlook Bearpit, in which a panel of three industry experts debated their ideas on price and market trends for the coming year.

"Presentations on global market trends and market forecasts are what keep Saskatchewan producers



Market outlook panelists Merv Berscheid, Marlene Boersch, and Brian Clancey each gave their best shot at what producers can expect in pulse markets this year.

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competitive in today's economy," said one respondent in the annual producer survey at the conference.

SPG Don Jaques Memorial Scholarship

A \$15,000 scholarship was presented to Ms. Dilrukshi Thavarajah, a Ph.D. student at the University of Saskatchewan who is studying nitrogen fixation in pulses. Each year, the scholarship is presented to an individual



Mavis Jaques (right) congratulates Dilrukshi Thavarajah, the 2022 recipient of the SPG Don Jaques Memorial Scholarship.

whose research has a significant impact on the pulse sector. The award commemorates Don Jaques, who was the Administrator of Saskatchewan Pulse Growers from 1984 until his death in 1997.

Pulse Primer for Celiacs

SPG hosted a nutrition education session featuring pulses and the gluten-free diet required by those with celiac disease. Shelley Case, a registered dietitian and nutrition counselor, explained what gluten is, where it is found and how pulses can help celiac sufferers. Watch for more information on this topic in future issues of *PulsePoint*.

Penny Eaton is Communications Manager with Saskatchewan Pulse Growers. She can be reached at (306) 668-5556.

Pulse Research Poster Session

There were 36 entries in this year's Pulse Research Poster Session during the Wine & Cheese Reception at Prairieland Park. Posters covered the gamut from genetic improvement; sustainable production and agronomy; pest and disease management; and quality and utilization for pulses as food and feed products.

With so many excellent posters, judges had a difficult time choosing winners, but in the end, the Best Graduate Student Poster went to Mark Kuchuran. Best Undergraduate Student Poster was a tie, presented jointly to Angus Grant and Jane Fiala.

Angus Grant's poster explained whether grasshoppers prefer to feed on the cultivated lentil compared to four wild species. Further research may make it possible to breed lentil varieties that are less damaged by grasshoppers by using wild lentil species in breeding programs. The study found that two wild lentils may be the best candidates for introducing traits for reduced grasshopper preference into cultivated lentil varieties. For more information, see www.saskpulse.com.



Mark Kuchuran won Best Graduate Student Poster (shown here with Garth Patterson, SPG Executive Director) for his entry entitled "Evaluation of lentil varieties for resistance to botrytis gray mold."



Angus Grant's poster (pictured above) tied for Best Undergraduate Student Poster. The poster examines grasshopper feeding preferences among different species of lentils.



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Bayer Crop Science announces support for pulse field research lab

At Pulse Days 2003 in Saskatoon, Bayer Crop Science announced a contribution of \$20,000 toward the Saskatchewan Pulse Growers' Pulse Field Research Lab Capital Campaign. Potentially, an additional \$30,000 contribution will be made in the fourth quarter of 2003 or first quarter of 2004, with an interesting twist: the contribution is set as a percentage of sales for 2003 on pulse protection products. Sales over the targets will create additional contribution above the \$50,000 commitment. If growers purchase more Bayer pulse products, the Capital Campaign will benefit with an additional contribution by Bayer CropScience. Products in the program include the herbicides Sencor® Solupak, Select® and Fusion®. "Bayer CropScience supports the future of the pulse industry in Canada, said Eric McEwen, Manager of Pulse and Oilseed Herbicides with Bayer. "We think Canada can be the global leader for pulse crops and a new research centre can move this objective forward."

Spring Cash Advance program available April 1

The federal government has again approved Saskatchewan pulse crops to qualify for the

cash advance program for Spring 2003. The Canadian Canola Growers Association is administering this program on behalf of SPG. Full program details are available from CCGA, at www.ccca.ca, or toll-free at (877) 745-2256.

University of Saskatchewan studying potential of faba bean

The University of Saskatchewan has initiated a targeted breeding program in response to emerging market opportunities for faba bean. Some feel that faba bean has never achieved its full potential in the pulse industry in western Canada. Compared to field pea, the faba bean crop has better potential for protein and forage production potential in animal agriculture systems, especially in marginal cropping regions with undulating, light textured, stony soils. The crop is also quite beneficial in crop rotations because of the high potential for nitrogen fixation, and the snow trapping potential of faba bean stubble – the only pulse crop with this feature. The ultimate objective of the project is to develop short season, market-acceptable, high yielding varieties of faba bean for domestic feed, export feed and export food markets. Researchers expect that acceptable

IN BRIEF

News from
and about
Saskatchewan
Pulse Growers
(SPG).



Eric McEwen with Bayer Crop Sciences presents Shawn Buhr, SPG Chairman with a cheque for \$20,000. The funds will go toward the Pulse Field Lab Capital Campaign.

CALENDAR



March 20, 2003

SAC Annual General Meeting & Conference

Saskatchewan Agrivision Corporation

Saskatoon, SK

(306) 384-4491

Email: agrivision@myexcel.ca

May 28, 2003

Seeding Trends 2003

Seager Wheeler Farm

Rosthern, SK

(306) 933-5326

June 14-16, 2003

Bio-Products Conference

Ag-West Biotech

Saskatoon, SK

(306) 975-1939

Email: darlene.gowans@agwest.sk.ca

June 18-20, 2003

Western Canada Farm Progress Show

Regina Exhibition Park

Regina, SK

(306) 781-9200

www.wcfps.com

July 23, 2003

Pulse Tour 1

SPG/South East Research Farm

Redvers, SK

(306) 668-5556 or (306) 452-3161

www.saskpulse.com

July 24, 2003

Pulse Tour 2

SPG/East Central Research Farm

Canora, SK

(306) 668-5556 or (306) 563-5551

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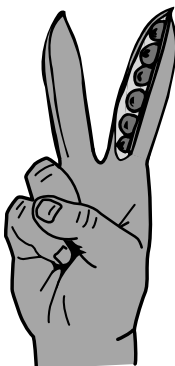
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breeding lines of faba bean will be available for pre-breeder seed production within five years.

Pulse checkoff eligible for tax credit

As part of the Scientific Research & Experimental Development (SR&ED), producers can obtain tax benefits on checkoff amounts that are used to support research and development.

The investment tax credits earned may be used to offset federal tax owing in the current year; carried forward up to 10 years to offset federal tax; or carried back up to 3 years to reduce federal tax paid in those years. The rate for 2001 was 57%; the 2002 rate was not available at press time. It will be posted on the SPG website (www.saskpulse.com) by March 17. Producers are strongly advised to consult their accountant for accurate tax information as it pertains specifically to their farm operation.

Larry Janzen of Rosthern, SK receives 2002 BASF Pulse Promoter Award

Each year, the BASF Pulse Promoter Award is presented to an individual who has made an extraordinary contribution to the development of the pulse industry. Larry Janzen has been a true pioneer in the testing and introduction of pulse crops in Saskatchewan. His work with the Seager Wheeler Farm and with the University of Saskatchewan's Crop Development Centre has been instrumental in the development of a bean industry in Saskatchewan.

Born and raised in Rosthern, SK, Larry went on to teach high school math and science for eight years before making the transition into farming in 1978. Larry and his wife Doreen have been central to the establishment and development of the Seager Wheeler Farm at Rosthern. From fixing creaky floors to developing new crop varieties and soliciting financial support, his leadership was key to




the farm being named a National Historic Site in 1994.

Rick Mitzel, with BASF Canada (left) presents Larry Janzen with the Pulse Promoter Award.

In accepting the award, Larry credited the "missionary zeal" of Drs. Al Slinkard and Bert Vandenberg in developing the pulse industry. "I've been working with beans for 5 to 7 years...It's been a great ride," he said. "I'm hoping we can have the same success with beans as we've had with peas and lentils. Once we hit the level of confidence that we have in other pulse crops...I really believe that we as an industry have arrived, in terms of beans."

Producers warned of the dangers of using unregistered products

It is important for pulse producers to use only registered crop protection products. Using unregistered products can result in improper residues showing up in grain samples. Application of an unregistered product also carries the risk of having the crop impounded and made non-saleable.

Always read and follow product label recommendations or check the *2003 Guide to Crop Protection* from Saskatchewan Agriculture, Food & Rural Revitalization, before using any crop protection products. 



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The Results Are In: Pulse Days Grower Survey

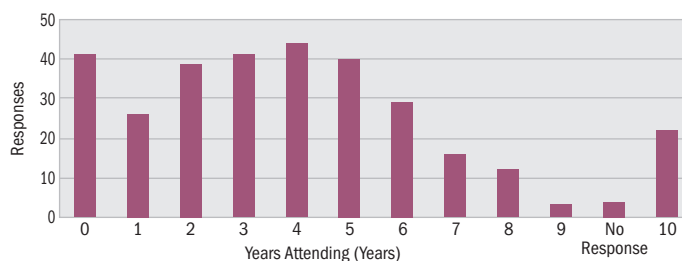
IN BRIEF

These are the results of the survey distributed at Pulse Days 2003.

At Pulse Days 2003, 351 surveys were collected from Saskatchewan growers, of which 175 were turned in at Prairieland and 176 collected at the Saskatoon Inn. Here, results of the survey questions are reported.

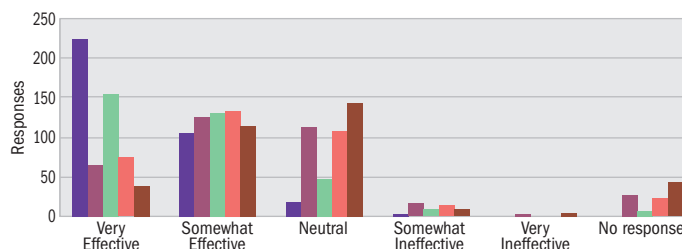
Repeat Attenders

Most respondents have been attending Pulse Days between two and five years, although a significant number attended the conference for the first time in 2003.



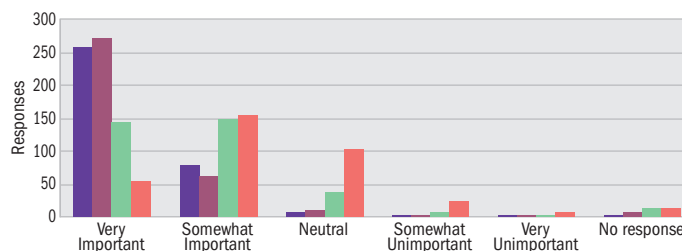
Communications Initiatives

How effective are these initiatives in providing information to growers?



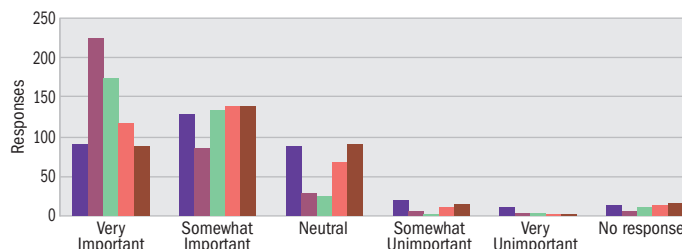
Type of information

How important is it for SPG to provide these kinds of information?



Influence on Seeding Intentions

How important were these factors in determining your pulse seeding intentions this year?



Garth Patterson
Executive Director, SPG



Value-Added Opportunities for Producers

THE TEAM

EXECUTIVE DIRECTOR

Garth Patterson

VARIETY RELEASE MANAGER

Joelle Paradis

COMMUNICATIONS MANAGER

Penny Eaton

ADMINISTRATIVE ASSISTANT

Cathy Northey

ACCOUNTING CLERK

Tammy Oviatt

ADMINISTRATIVE ASSISTANT

Brenda Scott

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Two key changes to our variety release program will make it easier for producers to participate in value-added opportunities. The marketing of specialty “niche” type pulses offers producers the chance to become involved in a value chain. Secondly, the development of international seed markets could result in higher export values for pulses as seed.

Niche Release Program

The Crop Development Centre (CDC) at the University of Saskatchewan is developing new pulse varieties with specific market attributes. Market intelligence for this is acquired in cooperation with Pulse Canada staff. CDC’s Dundurn dun pea is the first

quality are closely managed in order to meet market requirements. Cross-contamination of yellow and green peas with dun pea could also reduce the value of yellow and green peas. We will be requiring those with the rights to the Dundurn pea to turn a portion of their returns back to the pulse industry in order to compensate for the use of checkoff funds in the research.

International Distribution

Starting in 2003, the CDC will tender the international distribution rights for pulses in order to generate income for the CDC pulse research programs. This is an opportunity for Saskatchewan pulse growers to participate in seed production for international markets.

This is a great chance for growers to partner with pulse processors and buyers to establish a Canadian presence in new pulse markets.

“niche” variety in a new market class that the Board will tender out under this program. Dun pea is used as a substitute for yellow pea and chickpea in the manufacture of flour in India. The annual market volume is about 150,000 metric tonnes. Australia is currently the sole supplier of dun peas to this market.


We will be tendering out the production and marketing rights to CDC Dundurn pea and other niche pulses when there is an opportunity for our industry to move into a new market class with identity preservation requirements. This is a great chance for growers to partner with pulse processors and buyers to establish a Canadian presence in new pulse markets.

“Why can’t all growers have access to CDC Dundurn pea if checkoff funds have contributed to its development?”

We think that returns to our pulse industry can be maximized if the seed production and

If SPG’s checkoff comes from Saskatchewan growers, why are we allowing distribution of seed to our competitors?

We recognize that once a public variety is released, there are no borders. In the past, pulse seed has moved both north and south to the benefit of both the American and Canadian industries. Examples include Richlea lentil and CDC Mozart pea being grown in the USA; and Sanford, Dwelley and Myles chickpeas, as well as Crimson lentils, being grown in Canada. Our new policy will return some funds back into our research programs when others benefit from varieties developed here.

Our core variety release program will continue to provide ample supplies of new pulse varieties with no royalty requirements. These new niche and international policies are intended to return additional value to our industry. 



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