

pulsepoint

March 2007 Vol.7 No.2



Canadian Publication Mail Agreement 40021625

Protecting Your Investments

Using Pulses in Fish Food
Spotlight on Seed Quality
New Crop Protection Programs



Centurion

**Legendary
grassy weed
control.**

People are talking about Centurion® everywhere. And for good reason. Centurion's ease-of-use is legendary. It protects canola, flax and pulse crops in one post-emergent pass. And it is ruthless against 16 of Western Canada's toughest grassy weeds. Yet it easily tank-mixes with Liberty®. Plus, there are no residual or re-cropping concerns to speak of.

Save 4% instantly with the Flax Virtual Pak!™

You save 4% on Centurion when you tank-mix with the proven broadleaf control of Buctril® M. With no forms to fill out. No waiting for rebates.



Bayer CropScience

1 888-283-6847 www.bayercropscience.ca or contact your Bayer CropScience representative.



Jim Moen
Board Chair



Consultations Continue Regarding Green Lentils

Greetings to pulse growers! Spring is in the air and market prospects are more encouraging as we head into a new growing season.

March is a time for finalizing cropping plans. I'm sure that you have got your plan in place for this spring and may be fine-tuning it right now.

With more attractive prices projected on many crops, there are more profitable options available to growers this spring. We have been coping through a period of low prices. Profitability has been a challenge, particularly on crops like large green lentils where prices have been particularly low.

Our Board is concerned about the lack of profitability being experienced by growers and those involved in pulse processing and marketing. To examine ways to increase profitability and reduce risk on large green lentils, we hired Mercantile Consulting Venture Inc. (MCV) to do a study on *Market Risk Management Tools for Green Lentils*. This report has been presented and released for public consultation.

In their study, MCV notes that Canada has become the dominant player in world green lentil markets, accounting for up to 85% of annual trade. Unfortunately our high volumes and excess supply have also made us the low price leader.

MCV has identified different levels of market intervention that producers, processors and buyers could use to obtain better prices for the Canadian lentil industry. They recommended that growers and the trade first come to consensus on the principle that some type of coordinated control on the pricing and movement of green lentils will benefit the industry. It is important for growers to understand that there are a range of options, the most basic being the provision of unbiased,

consistent market intelligence to the industry to better match supply with demand. Other options with high levels of market intervention include a loan rate program and a voluntary lentil marketing co-operative.

I want to emphasize that the SPG Board has no plans to pursue those options requiring high levels of market intervention. Based on the feedback received to-date, we will take a closer look at the concept of providing timely, unbiased, consistent market intelligence to growers and the industry. However, no decision will be made until our consultations are complete.

Over the next month we will survey 200 lentil growers and hold four industry meetings. Your opinion is important to us. To access a copy of the report or provide us with your views, please go to our website at www.saskpulse.com or contact our office at 306-668-5556.

In closing, it is a privilege to serve as a Director on your pulse board. As I enter my last year on the board, I can tell you that it has been an excellent experience. I encourage you to consider running for a Director position when elections take place this fall. We have an excellent Board and staff, both at Saskatchewan Pulse Growers and at Pulse Canada. Your levy dollars are being put to good use, with strategic investments that will increase demand for Saskatchewan-grown pulses and improve profitability for pulse producers, processors and those involved in the pulse trade.

I hope you have a successful production and marketing year in 2007.

Jim Moen

BOARD

CHAIR

Jim Moen
Cabri, SK
(306) 587-2214

VICE-CHAIR

Maurice Berry
Carievale, SK
(306) 449-2241

DIRECTORS

Lloyd Affleck
Beechy, SK
(306) 858-2558

John Bennett
Biggar, SK
(306) 948-2852

David Nobbs
Kindersley, SK
(306) 463-3277

Barbara Podhorodeski
Shipman, SK
(306) 426-2350

Murray Purcell
Pike Lake, SK
(306) 241-4732

SASKATCHEWAN
pulse
Growers



Published for:

Saskatchewan Pulse Growers
104 - 411 Downey Road
Saskatoon, SK S7N 4L8
Phone: (306) 668-5556
Fax: (306) 668-5557
Email: 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
Email: news@sunrisepublish.com
Website: www.sunrisepublish.com

Publication Dates:

January, March, June, October

Publisher:

Twila Reddekopp

Editor:

Erin T. Athmer

Contributors:

Erin Taman Athmer, Gordon Bacon, David Bindle, Brett Bradshaw, Scott Chapman, Geoff Howe, Eric Johnson, Peter McLeod, Jim Moen, Amanda Olekson, Garth Patterson, N. Lee Pengilly, Pierre Petelle, David Shield, Shelly Weber

Art and Production:

Komar Gryba, Trevor Sellar

Marketing:

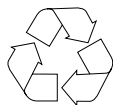
Linda Hamm

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:

Geoff Howe Photography



Please Recycle

Protecting Your Investments

As spring approaches it is important to finalize seeding intentions and determine the best way to protect your investments. Be sure read the stories in this issue which focus on seed quality and crop protection products.

Also in this issue, you will find a special section dedicated to the recent developments around the Own Use Import (OUI) program run by Health Canada's Pest Management Regulatory Agency (PMRA). Here you will find information from PMRA, CropLife Canada and Pulse Canada who represented Saskatchewan Pulse Growers as a member of the OUI Task Force.

Remember we want to hear from you! If you have comments, questions or concerns, please call 306-668-5556 or send a note to pulse@saskpulse.com. Good luck this spring!



FEATURES IN THIS ISSUE

- 5 Spotlight on Seed Quality**
It is recommended that pulse growers test for seed-borne diseases such as ascochyta, botrytis and sclerotinia in all pulses, as well as anthracnose in lentil.
- 7 Fishy Business**
Saskatchewan-grown peas and faba beans could soon find their way into fish food.
- 9 Spotlight on Research: Snack Attack!**
Researchers at the University of Manitoba are studying the viability of pulses in processed food.
- 11 New Leadership at the Crop Development Centre**
Dorothy Murrell is the new Managing Director at the Crop Development Centre in Saskatoon.
- 13 New Program Levels the Playing Field**
A federal Task Force was formed to analyze the concerns that were raised from the widespread use of the OUI program.
- 17 The Path Forward: Pulse Canada's Position on the Own Use Import (OUI) Task Force**
Canada's regulatory environment has a large impact on grower's access to new technology and crop protection chemicals at fair prices.
- 19 CropLife Canada Encourages Cooperation**
Unprecedented cooperation between government, farmers and registrants has resulted in tremendous recent progress in harmonization.
- 23 Pulse Companies List**
A list of companies who are licensed and secured, or exempted by the CGC who purchase pulse crops and submit check-off to SPG.
- 27 New Herbicides on the Horizon**
Chickpea producers could soon have access to two new herbicides.
- 31 The Challenges and Risks of Niche Varieties**
The key to successful niche varieties is not overproducing.
- 33 Market Muse: Lentil Outlook from Bangladesh**
Crop production in Bangladesh is estimated to be average in most regions.
- 35 Growing Clearfield® Lentils in 2007**
Three different varieties of Clearfield® lentils will be available this spring.

DEPARTMENTS

- 3 Chair's Message**
- 20 Pulse Days Review**
- 36 On Point: News Briefs**
- 38 Closing Thoughts**

Spotlight on Seed Quality

IN BRIEF

It is recommended that pulse growers test for seed-borne diseases such as ascochyta, botrytis and sclerotinia in all pulses, as well as anthracnose in lentil.

Spring is a promising time – seeding plans are being finalized and producers are anxious to get on the land; dreams of a bumper crop and good prices abound. Experienced producers know healthy crops begin with quality seed.

Of all the preparation work that needs to be done, nothing is more critical than assuring the availability of quality seed. If you are buying Certified seed, you know what the Blue Tag means – guaranteed germination rates, genetic purity, and uniform maturity. Many growers also opt to include disease testing information. Choosing Certified seed is identified as one of the best management tools available to producers.

However, not everyone is in a position to purchase new seed every year and many depend on utilizing their own supplies. For more and more producers that means having all bin-run seed tested at an accredited lab well before seeding commences – the first steps of which may have been taken during harvest last fall.

Shanna Stolhandske-Dale, Lab Manager and Accredited Analyst with 20/20 Seed Labs (Saskatchewan) Ltd. says, “The best time to get a representative seed sample occurs when the crop goes into the bin, looking to end up with about two cups to submit for testing; a little bit more if the seed is large and if you’ll be requesting a disease package. The next best option is to probe the bin to gather the sample. Don’t just open the bin or chute door and grab what’s most convenient. That will result in a non-representative sample, plus those areas are the most likely to see damaged and/or dead seeds. Obviously, your results will be based on the sample you submit.”

According to Stolhandske-Dale, pulse growers are well advised to consider three tests for their pulse seed; germination, vigour and a disease package determined by the type of pulse crop. The germination test takes seven days and is regulated by the Canadian Food Inspection Agency. It is conducted under ideal growing conditions; for peas and lentils, 20°C for seven days; for chickpeas, 25°C for seven days.

The test for vigour includes a cold-stress test in which germination is tested under much cooler conditions; for pulses, 5°C for seven days and then warmer conditions for the next five days.

It is recommended that pulse growers test for seed-borne diseases such as ascochyta, botrytis and sclerotinia in all pulses, as well as anthracnose in lentil. A full disease package will take at least seven days to complete.

Producers receive an accredited report from the lab including the germination profile. For example, if the germination rate was 80% there will also be an explanation for the remaining 20%. This non-germinated portion may have been the result of a variety of causes, including disease, mechanical damage or dead seed.

Stolhandske-Dale advises producers not to use seed that has been treated with pre-harvest glyphosate. In the event the seed was tested early and the results indicated glyphosate damage, it would be wise to have the seed tested again in the spring, she adds.

“The germination levels may further decrease over the winter as the stored seed will metabolize the glyphosate, resulting in a higher percentage of non-germinated seed.

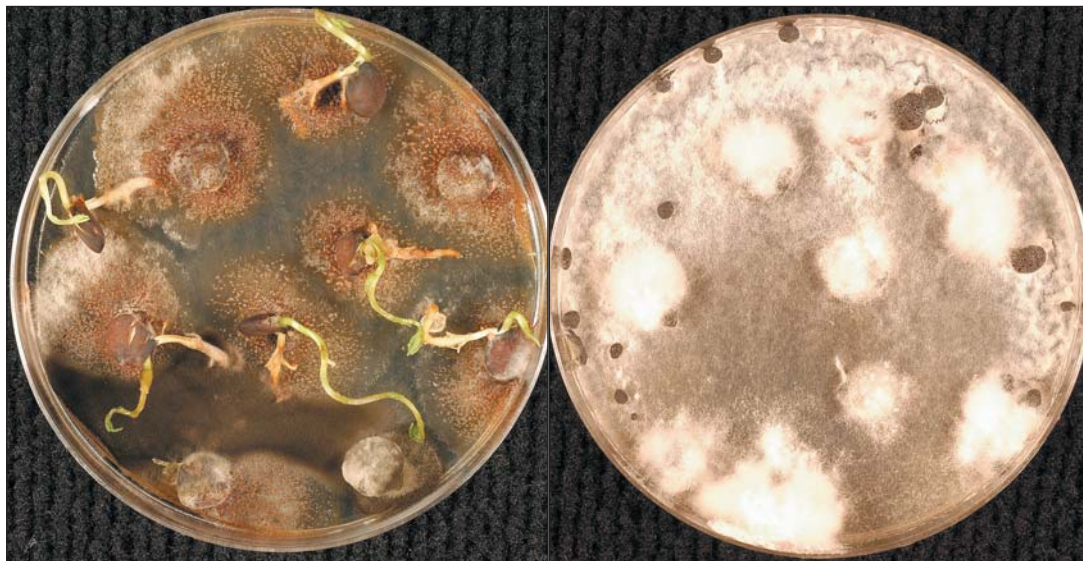
More Info

For past summaries of seed-borne pulse diseases tested at commercial seed testing labs, refer to the Canadian Plant Disease Survey online at: www.cps-scp.ca/cpds.htm. The 2006 season results will be available online in March 2007.

For more information on seed quality, check the Saskatchewan Agriculture and Food website: www.agr.gov.sk.ca/docs/production/seed_borne_pulse_crops.asp

Left: Lentil seed plated on growth media during a lab test for seed-borne diseases. The lentil seed in this sample was highly infected with *Ascochyta lentis*. (Photo by SAF)

Right: Pea seed plated on growth media during a lab test for seed-borne diseases. The white fungal growth is caused by *Sclerotinia sclerotiorum*. Small, black sclerotia bodies have formed in this culture. (Photo by SAF)



The explanation is simple in that the seed is a living organism and will respond accordingly.”

She goes on to say this can occur without a farmer knowing. If for example, an area was spot-sprayed because of thistle patches, glyphosate damaged seed may result.

Costs for seed tests vary from lab to lab depending on the methods and equipment used.

Saskatchewan Agriculture and Food’s (SAF) Provincial Plant Disease Specialist, Penny Pearse confirms the importance of having seed tests done. According to Pearse, “Generally speaking, the 2006 season was very dry in July and August and that is reflected in quality seed with germination levels looking very good and seed borne diseases at low levels. One exception is field pea. There may be a higher level of mechanical damage due to the exceptionally dry conditions during harvest in some fields.”

Pearse cautioned that even though the provincial levels of seed-borne diseases may be low, it may disguise a wide range of variation. Individual growers need to assess what that means in their area. Some pulse crops in 2006 developed significant ascochyta infection, so it is still important to refer to a laboratory test and not to assume that a seed lot is free of disease.

Lentil seed tested to-date had an average ascochyta infection of less than 1%, which is lower than in the wetter seasons 2005 and 2004 (both at 2%), but similar to 2003 which was also a dry season. Only negligible amounts of anthracnose and botrytis were isolated from lentil seed from 2006 said Pearse. The percentage of samples with no ascochyta infection was 88%.

Chickpea (desi and kabuli) seed also had an average of less than 1% ascochyta infection, which is lower than in 2005 (2%) and 2004 (3%), but similar to 2003. Infection levels were highest in the south-central region of the province, which is an area that has higher disease risk because it typically receives more rainfall than the southwest region. The percentage of samples with no ascochyta infection was 52%. Overall, botrytis infection levels were very low.

Field pea seed produced in 2006 had an average 2% infection, which is lower than in 2005 (5%) and 2004 (7%), but greater than in 2003 (<1%). Infection levels were greatest in the southeast, northeast and northwest regions where ascochyta blight has been prevalent in recent years. The proportion of samples with no ascochyta infection was only 27%, which is much lower than the dry season of 2003 (78%). Botrytis and sclerotinia infection levels were low.

Pearse concludes, “The take-home message from the above data is that there should be ample quality seed available for planting in 2007. However, growers must remain diligent in sourcing seed and using the best quality seed available. Always have a seed test conducted and remember to scout fields during the growing season for ascochyta, anthracnose and botrytis development. Since diseases are very weather dependent, we are unable to predict disease risk until the next season is underway.”

N. Lee Pengilly is a writer, consultant and rancher from eastern Saskatchewan.

Fishy Business



IN BRIEF

Saskatchewan-grown peas and faba beans could soon find their way into fish food.



Around the world, researchers are trying to create a healthier and cheaper fish food for use in the aquaculture industry. Pulses could be logical components of this new fish food.

Due to depleting global fish stocks, those in the 'fish farming' or aquaculture industry are increasingly looking for alternatives. Carnivorous farmed fish like rainbow trout or tilapia, are traditionally fed pellets made up of ground up deep-sea fish. However, this fishmeal is becoming increasingly expensive as stocks are depleted, which cuts into the margins of fish farmers.

Scientists like Dr. Murray Drew, a researcher at the University of Saskatchewan (U of S) are looking for alternatives. Drew is looking at possible plant-based replacement products for fishmeal as part of a study funded by Saskatchewan Pulse Growers.

However, replacing fishmeal is not simple. The fish involved are mainly carnivorous, therefore using a normal plant-based protein supplement like soybeans has not worked in the past. In fact, Drew says a completely soy-based diet caused inflammation in the intestinal tracts of fish, creating structural changes in their guts. As a result, the fish ate less and, consequently, grew considerably slower.

Rather than give up hope, Drew and his colleagues have gone back to the drawing board and are trying to create fish food made up of a number of different agricultural products in order to minimize any 'anti-nutritional' factors present in the plants they are using.

In the U of S aquaculture facility, a small barn containing rows of fiberglass tanks filled with rainbow trout, the research team carefully mixes together fish food with precise amounts

of everything from pea and canola protein concentrate to linseed oil.

"What we need is a lot of different ingredients. So, rather than looking at a pig diet or a poultry diet, that's soybean meal and corn or soybean meal and wheat, what we're looking at for fish diets is to have four or five different protein sources. We think peas have a real place there," Drew says.

An emerging pulse crop may also play a role. Faba bean protein is a product that Drew's team will examine further. "We're just about to get into a growth trial to see how much faba beans can be put into a diet before we start negatively affecting growth," Drew adds.

He believes the feeds need to contain many different types of plants because the makeup of aquatic plants is radically different than traditional agricultural products.

"With fish, there really aren't the same kinds of carbohydrates that there are on land. There's no starch, there's no non-starch polysaccharides, and all those things they're eating in plant ingredients are things they just don't encounter in the ocean. So, they just don't have any methods of dealing with these things."

Drew says the field of aquaculture is growing by leaps and bounds, meaning fish food could eventually become an important market for pulse producers.

"Aquaculture is the fastest growing animal industry in the world. It's growing at around eight to 10% per year compared to around one to two for traditional animal species. The reason for that is every year, there's fewer fish in the ocean and fish are very widely eaten as a protein source in much of the world."

David Shield is a freelance writer based in Saskatoon, SK.

Always read and follow label directions.

CLEARFIELD and ODYSSEY are registered trademarks and
GrowForward is a trademark of BASF. © 2006 BASF Canada Inc.



**More expensive diesel.
More hours on the sprayer.
More trampled crop.**



The Chemical Company

**Or the one-pass
convenience of ODYSSEY.**

Get the convenience and financial benefits of one herbicide application through just the right amount of residual control for CLEARFIELD® canola, CLEARFIELD lentils and peas.

One application just makes good sense.



Ask your retailer how you can save on ODYSSEY® with *growforward* Rewards or visit www.agsolutions.ca

Snack Attack!

IN BRIEF

Researchers at the University of Manitoba are studying the viability of pulses in processed food.



Increasing consumption of pulses by Canadians is one way to increase market share for Saskatchewan pulse producers.

So, it should not come as much of a surprise that researchers have started studying different ways pulses can be used in commercially packaged food.

Dr. Susan Arntfield is heading up a project examining this at the University of Manitoba in Winnipeg. She says there are many different applications for pulses to be used in packaged foods from bean and pea tortillas to roasted pulse snack foods similar to corn nuts.

“We need to find ways we can use the whole pulse, either ground or the whole seed in some application. Snack foods seemed a logical place to try it,” she says.

Unfortunately, there have been a number of bumps in the road to incorporating pulses into processed food. Problems ranging from strange colours in tortillas to difficulties in hydrating peas have popped up in the production line.

That’s where Arntfield and her researchers come in. They are searching for solutions.

Tasty Tortillas

Just how do you de-hull beans? While de-hulling pulses like peas is relatively easy, de-hulling beans is proving to be a little trickier. The bean’s hull is gripped tightly by the inside



of the bean, making it very difficult to remove, says Arntfield.

That’s bad news for those who want to add bean flour to tortillas. Arntfield says bean hulls have created odd colours in tortillas, making them difficult to market. As a result, her team has been working on creative ways to get rid of the hull problem.

“Normally to de-hull, you just add a little bit of water, it soaks in and the hull releases quite readily. That wasn’t the case with beans, so we’ve actually done a small experiment

Snacks from Asia – from left: pea crackers from Taiwan, yellow roasted peas from Singapore, green wasabi peas from Japan. (Photo courtesy Pulse Canada)

where we looked at freeze drying, which helped, or higher temperatures, which will also help in releasing the seed coat.”

Despite these minor setbacks, Arntfield says the tortilla market has the potential to become a major market for pulses. Tortilla consumption is steadily growing across North America, making it an excellent place to help grow domestic pulse markets.

“If you look at the marketplace, there’s a lot of ‘strange’ tortillas. There’s dried tomato tortillas, there’s the green ones with the spinach in them, so why not beans? We’ve actually produced very nice tortillas with both peas and beans, with good rollability. Right now, we’re putting in about 35 percent pea flour or bean flour,” she says.

There are many different applications for pulses to be used in packaged foods from bean and pea tortillas to roasted pulse snack foods similar to corn nuts.

While Arntfield’s group is currently working with wheat tortillas, she says they may be looking at the corn tortilla market in the future.

“We may venture out and try some with the corn flour for two reasons – one, there’s a big market for the corn tortillas, and two, it removes any gluten, so we could target the people with celiac disease.”

Crunchy Munchies

Another problem the group has been examining lies with hydrating peas. One of the potential snack food uses for pulses is the roasted snack food market where roasted peas would be eaten much like peanuts.

However, there is a problem. Before pulses are roasted, they need to absorb water, otherwise you end up with rock-hard, snack food resulting in a trip to the dentist.

“What tends to happen is you get dehydration of the seed and you get a hard object that tends to break people’s teeth. I have

eaten some products in the past and they start off really good, but there’s a hard one at the bottom of the bag... and I really don’t want to take any more chances,” she says.

While some pulses, like marrowfat peas, absorb water fairly quickly, others like green peas and lentils take much longer. A study conducted by Arntfield’s team found that water absorption varied depending on where the lentil was grown.

Conducted in 2005, the study showed that peas grown in central Saskatchewan under good growing conditions managed to hydrate much faster than seeds from eastern Saskatchewan and western Manitoba – areas that received excess moisture that year. Arntfield says she believes the pulses were responding to the extra strain.

“I think there’s just been excess stress put on the seeds. I guess the defense mechanism of not wanting to get too much moisture in is to create a stronger barrier. We have no proof, but the seed is obviously reacting to that stress,” she says.

Arntfield says the team has had a lot of success improving hydration through rapidly heating the pulses, and then quickly exposing them to freezing temperatures.

However, they have had less success in explaining why some pulses do not absorb water very well. While it was once theorized that absorption was due to tiny ‘microcracks’ on the seed coat, she now believes that changes in chemicals called lignins are related to water absorption.

Ultimately, Arntfield says this research has applications beyond snack foods. She says pulses that do not readily absorb water are often considered ‘old’ in overseas markets – even if they have just come off the field. She believes further study into this field could benefit growers.

As for the future, Arntfield says she is not sure when these new products will be available on store shelves, although she says her team will spend the next year researching how best to achieve this.

Arntfield’s value added processing research is funded by Saskatchewan Pulse Growers as part of the Research and Development program designed to assist with the development of a sustainable pulse industry in Saskatchewan.

David Shield is a freelance writer based in Saskatoon, SK.

New Leadership at the Crop Development Centre

IN BRIEF

Dorothy Murrell is the new Managing Director at the Crop Development Centre in Saskatoon.

A well-known seed specialist is the new Managing Director of the Crop Development Centre (CDC) at the University of Saskatchewan in Saskatoon. Dorothy Murrell joined the CDC in January from Svalöf Weibull Seed Ltd. where she was the North American Business Manager for the past seven years.

Murrell grew up in British Columbia and received her Bachelor of Science degree from Simon Fraser University. She continued her education in Ontario where she received her Master of Science in Entomology/Crop Science from the Ontario Agricultural College at the University of Guelph. After a year with Canadian University Students Overseas (CUSO) in Bangladesh, Murrell headed back to Canada and settled into Prairie agriculture, first in Alberta with Agriculture & Agri-Food Canada and then in Saskatchewan where she worked as the Forage Seed Specialist for Saskatchewan Agriculture and Food. In 1997, Murrell became the Production and Corporate Sales Manager for Newfield Seeds in Nipawin, SK and in 2000 moved into her role with Svalöf Weibull Seed Ltd.

Murrell is the President of the Canadian Seed Trade Association and has served on the National Forum on Seed and the Expert Committee on Forage Crops. She is Past-President of the Melfort Branch of the Saskatchewan Institute of Agrologists and a past member of the Saskatchewan Trade and Export Partnership (STEP) Board of Directors. In January 2007, Murrell was awarded a lifetime membership in the Saskatchewan Seed Growers Association.

Murrell brings many years of experience in the seed industry to the CDC. She has worked in seed production, product and market development and management, seeking new varieties for the Canadian farm economy and finding the methodology to market these products. Murrell brings to the CDC a strong network of contacts in farm organizations and seed companies across Canada. Murrell also has many years of

experience working with pulse crops, mainly peas. Newfield Seeds was one of the first companies involved in the development of pulse crops in Canada, and Murrell worked with the Newfield team to develop and market new pea varieties.

Her biggest adjustment will be working within a large academic organization. "The U of S and CDC are highly credible organizations. They are very large infrastructures compared to a small or medium size business setting," said Murrell.

Murrell's main priorities are to build on the current strengths of the CDC and to increase its ability to fulfill its role within Canadian agriculture. She believes that the CDC is the backbone of the development of the western Canadian pulse industry. Murrell says "my vision for the CDC and the Saskatchewan Pulse Growers is to continue to produce world class varieties for the pulse growers of Saskatchewan and continue to build strong partnerships with jurisdictions and industry partners across Canada."

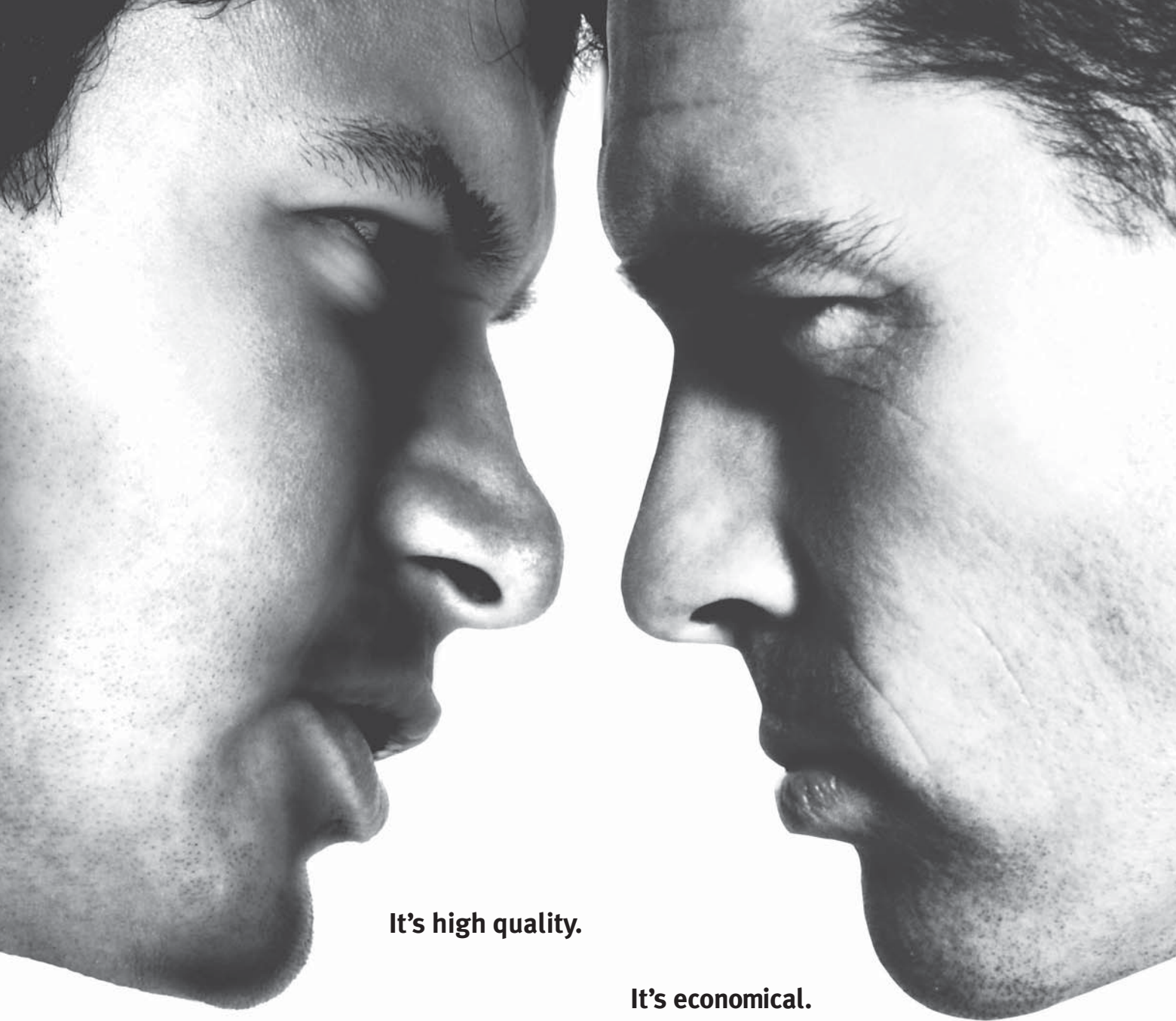
Murrell also plans to continue focusing on specific niche markets, such as bean and faba bean. She would like to maintain the CDC's lead role within the industry and "stay on track" with current breeding goals, while ensuring that the CDC has the ability to take on new goals where appropriate.

The Crop Development Centre is a unit of the Department of Plant Sciences at the University of Saskatchewan. It was established in 1971 with a mandate to increase crop diversification opportunities for Saskatchewan farmers by improving existing crops, creating new uses for traditional crops, and introducing new crops. The CDC's plant breeding program has led to the release of over 240 crop varieties in 14 different crops.

She can be reached at 306-966-5857.



Amanda Olekson is the Communications Coordinator at Saskatchewan Pulse Growers. She can be reached at 306-668-0032 or aolekson@saskpulse.com.



It's high quality.

It's economical.

Relax, you're both right. With *Soil Implant*® you never break the bank to get a quality pulse inoculant. *Soil Implant* is a high-quality granular peat product, the ideal environment for rhizobia. And every batch is quality tested to ensure easy flow. So application is a breeze.

High quality and economy – get both from peat based *Soil Implant*. For more information, contact your retailer today or call 1-800-558-1003.

EMD Crop BioScience also offers *NitraStik*™ powder and *Cell-Tech*® liquid inoculant for pulse crops.

**Soil
Implant[®]+**

EMD Crop BioScience

New Program Levels the Playing Field

Task Force Recommends Changes to Own Use Import Program

IN BRIEF

A federal Task Force was formed to analyze the concerns that were raised from the widespread use of the OUI program.

Saskatchewan Pulse Growers were represented by Pulse Canada on a Task Force set up by Health Canada's Pest Management Regulatory Agency (PMRA). The role of the Task Force was to analyze the concerns that were raised from the widespread use of the Own Use Import program and propose solutions to the PMRA. The following questions were prepared by Saskatchewan Pulse Growers and were answered by Pierre Petelle from Health Canada.

What is the role of the PMRA?

Health Canada's Pest Management Regulatory Agency (PMRA) is responsible for approving pesticides before they can be used in Canada. The PMRA's mission is to protect human health and the environment by minimizing the risks associated with pesticides in an open and transparent manner, while enabling access to pest management tools.

Own Use Import Program

Why and when did OUI come into place?

The Own Use Import (OUI) program was introduced in 1993 as a means of addressing pesticide price differentials between Canada and the US. The goal of the program was that prices in Canada would adjust downward if that product was approved under OUI. The result would be more competitive prices in Canada with very little importation of actual product. During the program's history, four products have been approved for importation under OUI. For the first three products approved under OUI, this is what occurred.

The most recent example is ClearOut 41 Plus, a generic pesticide containing glyphosate. This product was imported in significant amounts in 2005 and 2006.

Can farmers import ClearOut 41 Plus under OUI in 2007? If so, how, when and for how long? How long does the application process take?

Yes they can. PMRA is now accepting import applications and will be issuing permits in March 2007, in time for spring use. Farmers can submit permit applications for the product they will need for the full 2007 growing season. These permits must be used for importation before June 28, 2007, when the current equivalency certificate for ClearOut 41 Plus expires.

PMRA's target is to complete the review of import applications within 30 days of receipt at headquarters. Growers are advised to submit applications as soon as possible and no later than May 4, 2007 in order to ensure that, following permit approval, there is sufficient time to arrange for the product to be imported before June 28, 2007.

An equivalency certificate is issued for a product once it has been found to be eligible for importation under the OUI program.

The equivalency certificate for ClearOut 41 Plus expires on June 28, 2007; one year after the new *Pest Control Products Act* was brought into force. The new Act and accompanying Regulations set a one year expiry date for equivalency certificates issued under the OUI program, at which time information must be provided by the product sponsor to ensure that product formulations have not changed and the conditions for exemption are still valid.

The Task Force chose to develop a package of recommendations to replace OUI rather than attempting to address each of the issues individually.

**Is ClearOut 41 Plus registered in Canada?
Can farmers access Clearout 41 Plus
without using the OUI program?**

There is a Canadian registration for ClearOut 41 Plus, PCP # 28322. However, the decision whether to market a registered product in Canada is made by the company that owns the product, that is, the registrant.

**What are PMRA's concerns with OUI?
How does PMRA plan to address these concerns?**

As a result of the large volumes of product being imported, many concerns were raised by a number of stakeholders. The PMRA had specific concerns related to container disposal and how chemical equivalency is established due to their potential impact on human health and the environment.

The industry container management program for registered products addresses the disposal of pesticide containers in a way and at a level that is generally considered acceptable to both federal and provincial levels of

government. The Agency needed to make sure that OUI containers were also properly managed and because the product being imported did not have a registrant, there was no one with the responsibility to provide a container disposal program for farmers. The current level of container collection for OUI containers is not adequate and the requirement from the PMRA and the provinces is that the collection numbers increase significantly.

The process for determining chemical equivalency under the OUI program in the past has allowed some variability due to the prediction that only small amounts would be imported. The PMRA has been clear that the level of variability and of uncertainty allowed between the Canadian registered product and any future OUI candidate would be significantly less.

Concerns raised by other stakeholders include protection of intellectual property rights, impacts on future registrations of new and generic products in Canada, lower input costs for farmers, the role of third party facilitators, post-registration controls, and provincial regulatory gaps.

Does PMRA want to discontinue OUI?

The PMRA's objective has been to have its concerns addressed. A stakeholder Task Force was assembled in November 2005 to consider the issues raised and to propose possible solutions. The Task Force chose to develop a package of recommendations to replace OUI rather than attempting to address each of the issues individually. These recommendations go beyond the narrow issue of pesticide pricing. Task Force members reached a consensus on a package of recommendations and the PMRA is committed to implementing these.

OUI Task Force

What was the OUI Task Force's mandate and who are its members?

The Task Force was formed to analyze the concerns that were raised from the widespread use of the OUI program in 2005 and to propose solutions to the PMRA. It also looked at broader agricultural issues, such as the technology gap that exists between Canada and the US in terms of newer, safer products, international competitiveness and further regulatory harmonization between both countries.

The OUI Task Force was comprised of representatives from: Canadian Federation of Agriculture, Pulse Canada, Grain Growers of Canada & Canadian Canola Growers Association, Canadian Horticultural Council, Farmers of North America Inc., Alberta Environment, Saskatchewan Agriculture, Agriculture and Agri-Food Canada, CropLife Canada, Canadian Association of Agri-Retailers, Health Canada's Pest Management Regulatory Agency in consultation with Sierra Club and the Ontario College of Family Physicians.

What are the recommendations of the Task Force?

The OUI Task Force made the following recommendations to replace the OUI program.

- The Grower Requested Own Use (GROU) program, to allow growers to import the US version of a Canadian registered product if it is available to their competitors at a lower price;
- Improving the policy for protecting intellectual property rights in order to:
 - a. provide a timely and predictable process for registering generics by aligning with the US approach, where there are a significant number of generic products available;
 - b. increase minor use registrations to benefit Canadian growers;
 - c. provide fair data protection for industry to promote innovation in Canada.
- Accelerating work to reduce regulatory differences between Canada and the US so that companies register their products in both countries at the same time.

How will these programs benefit farmers? Will they provide advantages over OUI?

The package of recommendations presented by the OUI Task Force should help to create a level playing field between Canadian farmers and their major competitors. The package is consistent with the PMRA's goal of helping Canadian farmers access more of the newer, safer technologies available to their global competitors while maintaining a high standard of health and environmental protection.

What is the difference between OUI and GROU?

The first step for both programs is to identify a Canadian registered product with which to

compare the foreign registered product. The GROU program states that the country of origin must be one "with a regulatory system that is substantially harmonized with the Canadian system," while the OUI program is not specific on this point. The country-of-origin provision in the GROU program helps to increase the confidence of the PMRA that the product has undergone a similar risk assessment and that the regulatory standards of the foreign country are comparable to ours. This step is important since there is no registrant to hold accountable in the event of product concerns.

The package of recommendations presented by the OUI Task Force should help to create a level playing field between Canadian farmers and their major competitors.

The next step in determining whether a product is eligible for OUI or GROU is to establish that it is chemically equivalent or materially identical to a Canadian registered product. A "chemically equivalent" product is one which is sufficiently similar in specifications and chemical/physical properties to a Canadian-registered product. A "materially identical" product is one which is sufficiently similar in composition to a Canadian-registered product and any differences in composition have been determined to be not significant with respect to effects on health, the environment, and the effectiveness of the product.

The GROU program relies on registrants to provide the product specification forms, or ingredient lists, to determine if there are any differences that would have a material effect.

The OUI program allows growers to have the two products in question analyzed in a laboratory to determine the chemical composition for comparison. This process can be quite costly and can be very difficult for products with complicated chemical make-ups.

In both programs, the final decision as to a product's acceptability rests with the PMRA, using appropriate science.

Will GROU make product importation more difficult?

GROU is designed to make the product importation process less onerous for farmers because the onus to prove product equivalency no longer rests with them. Under the current OUI, farmers must do a costly chemical analysis to show that it is equivalent to a Canadian-registered product. However, under GROU, PMRA would request information from the product manufacturers so that it can determine whether the US product is identical to the Canadian-registered one.

What progress is being made on the Task Force recommendations?

When will these programs be in place?

PMRA is making significant progress on all of the Task Force's recommendations:

- The GROU pilot project was successful in that eight of 13 products selected by growers as candidates for importation were found to be eligible if the program were in place. A similar program in the UK has approved 63 products for grower importation in two years. The US recently introduced a program modeled closely to GROU and, in December 2006, one product was approved. The PMRA is currently consulting with grower groups and other stakeholders to consider all aspects of transition and implementation and to consider the various points of view.
- PMRA is currently consulting on the new intellectual property/generic registration policy. Comments received will be considered and, depending on the position of stakeholders, the policy could be implemented by mid-2007.
- Harmonization activities continue to be successful. To date, one new label has been approved under the North American Free Trade Agreement label initiative and many other labels are under discussion between the manufacturers and the regulators. Project 914 is a pilot project aimed at expediting, with the help of United States Environmental Protection Agency (EPA) reviews, new chemicals registered in the US but not in Canada. In the initial pilot, reviews of three new chemicals,

that were chosen based on their value in addressing part of the technology gap, were completed in December 2006 after only a four-month period versus the 12 month norm. After the required consultation step, that is currently underway, PMRA anticipates these chemicals will represent close to 250 new minor uses. New pilots and other initiatives to further address the technology gap are under discussion with Canadian and US growers, Agriculture and Agri-Food Canada, the US EPA and US Interregional Research Project number four (US IR-4).

Farmers of North America Inc. has stated that more generics could come in to Canada under the OUI program if it continued to operate as it did when Clearout 41 Plus was brought in. What is PMRA's position on this? Is this the only way that generics could come in to Canada?

The specific issues related to the OUI program have not been addressed from PMRA's perspective. Therefore a continuation of the OUI program would require that the issues related to container disposal and equivalence be addressed prior to approval of any additional OUI candidates. The equivalency determination process would require greater certainty and allow for less variability (e.g. such is often found between generic and innovator products) and the container disposal program would need to demonstrate acceptable results.

Generic products can access the Canadian market through registration, as with all pesticides. The current generic registration system is being revamped to provide a more timely and predictable process for registering generics; increasing minor use registrations to benefit Canadian growers; and including fair data protection for industry to promote innovation in Canada.

Generic products are also eligible under the GROU program as long as the product is registered in Canada and the registrant is willing to participate. ClearOut 41 Plus, a generic product, received a Canadian registration in the spring of 2006.

Pierre Petelle is the Acting Section Head of the Office of Policy and Strategic Advice for Health Canada's Pest Management Regulatory Agency. Since 2005, he is also the Project Manager for the Own Use Import Program Task Force for the PMRA.

The Path Forward

Pulse Canada's Position on the OUI Task Force

Pulse Canada is a national organization representing pulse growers and the pulse processors and exporters in Canada.

Pulse Canada accepted the invitation to participate in the Own Use Import (OUI) Task Force because of a strong interest in progress in ensuring (1) that Canadian pulse growers have timely access to new technology and (2) that Canadian pulse growers can purchase crop protection chemicals at fair prices in a competitive marketplace. Canada's regulatory environment has a large impact on these two areas of interest.

The pulse industry benefited from the OUI program as it had operated, and took a strong interest and played an active role on the Task Force to be part of the group tasked with finding solutions to the issues surrounding the OUI program including equivalency, concerns about protection of intellectual property and to work with the entire industry on broader issues of stewardship.

Pulse Canada is of the view that OUI as it currently stands is having a negative impact on bringing new innovative pest management solutions to pulse growers. We also think that the four replacement programs being proposed by the Task Force would – if delivered as promised – improve efficiencies in the registration system.


The first component of the Task Force recommendations lie in correcting a technology gap between Canada and the US. Project 914 is an OUI replacement component that helps fix this problem. It looks at more than 70 actives registered in the US but not in Canada including active ingredients that will benefit the pulse industry. It is a strong start to ensuring that Canadians have access to products to which the US industry has access but Canadians do not.

The second component consists of an effort to accelerate NAFTA labeling and joint

reviews. The pulse industry believes that aggressively pursuing a North American registration approach for registering crop protection products will ensure that Canadian growers have access to new chemistries being developed at the same time as our US competitors. This timely registration will also ensure that all Canadians benefit from newer products with strict environmental and health attributes.

The third component is geared towards enhancing our generic registration system. Canada has a generic chemical industry but it operates under different and more cumbersome regulations than the generic industry in the US. Rapid progress on Product Specific Registration (PSR III) will put the generic industry in Canada and the US on the same regulatory playing field and in doing so, should make the business climate more favourable for the introduction of more generic products. That means greater price competition here in Canada and more incentive to buy at dealers in Canadian communities.

The fourth and final component is the GROU program. Pulse Canada believes that the GROU program can be successful in bringing price parity to products registered in Canada and the US. Success of GROU will hinge upon the willingness of manufacturers of crop protection products to accept North American pricing for their products. In effect, the goal is to remove regulatory differences that have the Canada-US border used as a tool for price differentiation.

Pulse Canada supports the recommendations of the Task Force and believes that now is the time to move forward. 

IN BRIEF

Canada's regulatory environment has a large impact on grower's access to new technology and crop protection chemicals at fair prices.

Pulse Canada 



Gordon Bacon

Gordon Bacon is the CEO of Pulse Canada. The above is an abbreviated version of his presentation to the Standing Committee on Agriculture and Agri-Food in Ottawa in mid-February.

The perfect balance for your operation.

One application of SOLO™ controls grasses and targeted broadleaf weeds, plus gives you great follow-crop flexibility. Strike a perfect balance with SOLO, for the convenience and financial benefits of one herbicide application.

Always read and follow label directions.

AgSolutions and CLEARFIELD are registered trademarks and GrowForward and SOLO are trademarks of BASF. © 2007 BASF Canada Inc.



The Chemical Company

“One-pass weed control is at the top of my list.”

“I want more follow-crop flexibility.”



For CLEARFIELD® canola and peas.

Ask your retailer how you can save on SOLO with **growforward** Rewards or visit www.agsolutions.ca

CropLife Canada Encourages Cooperation

The Own Use Import (OUI) program issue is very important for CropLife Canada because of concerns related to health and safety, product stewardship and the impact on new product development BUT also because of the potential conflict with customers, you the farmer. To help address this concern CropLife was supportive of establishing a multi stakeholder Task Force with strong representation from the grower's community to identify all the concerns related to OUI and to recommend solutions. The PMRA set up the OUI Task Force with a good mix of individuals from Governments, Industry, Farm Organizations and FNA Inc.

The Task Force met over a period of eight months, thoroughly discussed and evaluated all issues and released a report in June 2006. The report was somewhat miraculous in that it not only came up with suggested solutions to some of the issues raised with OUI but the wider issues related to pesticide availability and harmonization, issues that impact pesticide users far more than the existing OUI program. The report was also unique in that *ALL* of the members of the Task Force agreed to the recommendations and signed the report. A brief description of the key recommendations are included below.

Recommendation: Change the current OUI Program to the GROU Program

The proposed GROU program continues to provide a price discipline mechanism for farmers in Canada through a simple, timely process to import many more products than the current OUI program. GROU also provides the registrants of both new innovative products and generic versions of older products a business environment that recognizes their product development, registration or reevaluation costs.

Recommendation: Modernize and harmonize the generic registration process. The PMRA proposal for a new generic registration process shows a lot of similarity to the

United States system. It is thought that this similarity, matched with a clear predictable process, will encourage generic registrants that are in the US already to explore the Canadian market and new registrants to consider the entire North American market for their generic products.

Recommendation: NAFTA harmonization and other activities to address a technology gap. Unprecedented cooperation between government, farmers and registrants has resulted in tremendous recent progress in harmonization. We have already seen a reduction in trade irritants resulting from differing Maximum Residue Limits (MRLs) allowing growers to sell crops in other countries. We have also seen increased access to new products for Canadian farmers and processes are being established to maintain and build on this success. We need to work together to keep the momentum going until we can all agree harmonization is complete.

To ensure the Task Force recommendations continue to provide benefits to farmers the Task Force also recommended that the proposed changes be reviewed as needed and modified. If farmers do not believe the proposed changes are bringing similar or better benefits than the current OUI, the PMRA has warned industry and promised farmers that they will alter GROU or bring back a new version of the OUI program.

What started out as a potential confrontation over the Own Use Import program resulted in the OUI Task Force that brought recommendations to government that can resolve many issues that have affected Canadian farmers for many years. It is important to not only compare the pros and cons of the proposed transition from the current OUI program to GROU but this transition PLUS a more effective generic registration process and long awaited Canada/United States harmonization.

Peter MacLeod is the Executive Director of Crop Protection Chemistry at CropLife Canada and can be reached at macleodp@croplife.ca or 416-622-9771

IN BRIEF

Unprecedented cooperation between government, farmers and registrants has resulted in tremendous recent progress in harmonization.



The Bottom Line

What will these changes mean for farmers?

- Easier access to more products for GROU.
- An effective process for generic registrations.
- Access to new products by creating a process that recognizes research investments.
- Finally addressing harmonization issues that create extra costs for pesticides.

Pulse Days 2007

THE BUSINESS OF FARMING



Thank you to the 930 people who attended Pulse Days 2007. About half of the delegates attended at Prairieland Park – pictured here. (Photo by David Bindle)



Tasty snacks were served at the Pulse Days Reception and Poster Session at Prairieland Park on January 8, 2007. See the recipe on this page for more information or visit our website at www.saskpulse.com.

Lentil Pizza Squares

(Served at the Reception and Poster Session)

- ¼ cup canola oil
- ¾ cup chopped onion
- 1 cup sliced, fresh mushrooms
- 1 garlic clove, minced
- 4 eggs
- 1 ½ cups Rose Lentil puree
- 1 ½ cups low-fat sour cream
- 7 ½ oz. can tomato sauce
- ½ cup diced sweet green pepper

- ¾ cup cornmeal
- 1 tsp. dry, crumbled basil
- 1 tsp. dry crumbled oregano
- ½ tsp. salt
- 1 ½ cups grated, low fat cheddar cheese
- 1 ½ cups grated, low fat mozzarella cheese
- ½ cup sliced pepperoni
- ½ cup sliced ripe olives

Pre-heat oven to 180C (350F). In a skillet, heat oil and add onion, mushrooms and garlic. Sauté until onion is translucent. Remove from heat and let cool. In a large mixing bowl, beat eggs. Blend in lentil puree, sour cream, tomato sauce, cornmeal, basil, oregano, salt, and mushroom mixture. Stir in cheeses. Turn into a 22 x 34 cm (9 x 13") baking dish sprayed with nonstick vegetable spray. Garnish with pepperoni, olives and pepper. Bake 40 – 45 minutes, or until firm to touch. Let stand 10 minutes before cutting. Cut into 12 squares.

Cookbook Blowout SPG is selling *The Amazing Legume* cookbook for \$5 each. The book features many tasty pulse recipes and makes a great gift. To purchase a copy or two, contact Amanda at 306-668-0032 or aolekson@saskpulse.com.





Thank you
to all who attended

Pulse Days 2007 *The Business of Farming*

A Special Thank You to our Platinum Sponsors



The Chemical Company



As well as our Sponsors and Contributors

Dow AgroSciences
Saskcan Pulse Trading Inc.
The Western Producer
EMD Crop BioScience
Simpson Seeds Inc.
Honey Bee Manufacturing Ltd.

CJWW Radio 600
Belle Pulses Ltd.
CFT Corporation
Bayer CropScience
DuPont Canada
Philom Bios

Copies of the presentations and the
proceedings booklet are now on our
website at www.saskpulse.com

See you next year at Pulse Days 2008 –
January 7 & 8, 2008 in Saskatoon



Analyst Marlene Boersch presented her final report on marketing tools for green lentils. Her presentation marked SPG's launch of consultations with growers and industry. You can get a copy of the report at www.saskpulse.com or call 306-668-5556.
(Photo by David Bindle)

Rick Holm was presented with the Pulse Promoter Award from Jeff Bertholet of BASF. From 1999-2006, Rick served as the Director of the Crop Development Centre where he worked closely with Saskatchewan Pulse Growers. Congratulations Rick!
(Photo by David Bindle)



Sask. couple wins with Becker Underwood

"Oh we love it!" says Kim Pederson. She's talking about the "Nod Quad" that she and her husband, Melvin, won from Becker Underwood at last month's Crop Production Show in Saskatoon. "We've never won anything before!"

The quad, a Yamaha Bruin 350 4x4, was part of Becker Underwood's on-site promotional campaign for its premier inoculant brand, Nodulator®. "It was a really fun promotion," says Ferdie Schneidersmann, marketing and business development manager for the company. "Who wouldn't want to win a new quad? I'm very happy for Kim and Melvin."

The Pederson's crop 3,900 acres near Elbow, Sask., about half of that in pulses, and the rest in grains. "We've been in the pulse game for about 12 years," says Kim. "We grow mostly peas and lentils, and we've also grown desi chickpeas before."

The Pedersons will also be using Nodulator this year. Schneidersmann is confident they'll like what they see. "Nodulator provides excellent performance and value," he says. "But as we like to say: 'we say it, you prove it'. So the Pedersons will have a chance to see for themselves what our product can do for their operation."

Meanwhile, the Nod Quad is already getting its workout. "Mel's been using it to get back and forth to the bins, and we'll use it this summer to explore some old farm sites here," says Kim.



Shawn Colburn (l), north Sask. sales manager for Becker Underwood, delivers the "Nod Quad" to Melvin and Kim Pederson. Rick Hryniuk, the Pedersons' Agricore United dealer, is on hand to share in the moment.

"I hope the Pedersons have a very successful 2007," says Schneidersmann, "I know Nodulator will serve them well."



® NODULATOR is a registered trademark of Becker Underwood Inc.



Environmental Farm Plans Show How Much You Care

A Saskatchewan Environmental Farm Plan (EFP) is about more than just protecting the environment, it's about investing in your future -- and your children's future.

EFPs help develop a road map to the future, by managing risks, improving sustainable production, and maintaining water, air, and soil quality and biodiversity. They're about improving farm health and safety, and helping to build a growing awareness of the critical role that farmers play -- have always played -- in protecting the environment.

Sign up for an EFP workshop today. Developed and delivered by farmers, EFPs are working to ensure a viable future for agriculture for today, and for generations to come.



1.866.298.7222

www.saskpcab.com



Pulse Companies List

The *Canada Grain Act* requires some elevators and grain dealers to have a Canadian Grain Commission (CGC) licence and post security to cover their liabilities – what they owe – to farmers. Grain dealers and operators of primary, terminal and process elevators in western Canada are licensed by the CGC. Seed cleaning plants which do not purchase grain, and feed mills do not have to be licensed.

As of December 1, 2006 the *SPG Pulse Companies List* will **only** include companies who are licensed and secured by the CGC (or exempted by regulation), and who are registered to submit check-off to SPG. The list is compiled based on the CGC's *List of Licensees* but also includes those who are exempted by regulation due to the nature of their business. It is the responsibility of the producer to ensure the company s/he is dealing with is reliable. For tips on how to do this, check the CGC's website (www.grainscanada.gc.ca) or call them at (800) 853-6705 or (306) 780-5035 in Saskatchewan.

*As of March 1, 2007

Company	*DBA refers to Doing Business As	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Fababeans	City/Town	Prov.	Telephone	More Info
Agricom International Inc.		■	■	■	■	■	■	■	North Vancouver	BC	604-983-6922	www.agricom.com
Agtech Processors Inc.				■					Regina	SK	306-721-5171	1-800-667-7778
Belle Pulses Ltd.		■	■			■			Bellevue	SK	306-423-5202	bellepulses@sasktel.net
Best Cooking Pulses Inc.		■							Rowatt	SK	306-586-7111	www.bestcookingpulses.com
Blue Hills Processors (2003) Ltd.		■	■	■		■	■		Avonlea	SK	306-868-4488	www.bhpl.ca
C. B. Constantini Ltd.			■	■					Saskatoon	SK	306-373-9730	lynn.mcmillan@cbconstantini.com
C. B. Constantini Ltd.			■	■					Vancouver	BC	604-669-1212	michael.chong@cbconstantini.com
Canary Island Seed Associates Inc.		■	■	■					Sedley	SK	306-885-4444	sedleyseeds@cableregina.com
Cargill Limited - Animal Nutrition			■	■		■	■		Lethbridge	AB	403-329-4462	andrew.g.barwegen@cargill.com
Cargill Limited			■						Winnipeg	MB	204-947-0141	www.cargill.ca
Commodious Trading Inc.		■		■			■		Saanichton	BC	250-652-7807	dnewman@commodious.ca
Diefenbaker Seed Processors Ltd.		■	■	■	■	■	■	■	Elbow	SK	306-644-4704	lionelector.stulor@sasktel.net
Dunnington Holdings Ltd. DBA T.W. Commodities		■	■	■		■	■		Swift Current	SK	306-773-9748	www.twcommodities.com
Export Packers Company Ltd.		■		■	■	■	■	■	Brampton	ON	905-792-9700	www.exportpackers.com
FGDI, L.L.C.		■	■	■			■		Blenheim	ON	519-676-7510	www.fcstone.com
Fill-More Seeds Inc.		■	■	■		■	■		Fillmore	SK	306-722-3353	www.fillmoreseeds.com
Finora Inc.		■	■	■	■	■	■		Surrey	BC	604-597-5060	finora@istar.ca
Finora Inc.		■	■	■	■	■	■		Assiniboia	SK	306-642-5920	assiniboia@finora.com
Finora Inc.		■	■	■	■	■	■		Wilkie	SK	306-843-2507	wilkie@finora.com
GH Schweitzer Enterprises Ltd.		■		■	■	■	■		Eston	SK	306-962-4751	www.schweitzer.sk.ca
Globeways Canada Inc.		■		■	■	■	■		Mississauga	ON	905-812-0210	www.sara-inc.com
Grain Solutions Inc.			■						Viking	AB	780-336-4800	www.grainsolutions.com
Great Sandhills Terminal Marketing Centre Ltd.			■						Leader	SK	306-628-4452	gary.lang@gst.ca
Great Western Grain Company Ltd.		■	■	■		■	■		Lloydminster	SK	306-825-4344	bob@greatwesterngrain.com
Horizon Agro Inc.		■		■					Morris	MB	204-746-2026	www.horizonagro.com
J.K. Milling Canada Ltd.		■	■	■		■	■		Buchanan	SK	306-592-2002	jkm@jkmilling.ca
J.K. Milling Canada Ltd.		■	■	■		■	■		Vancouver	BC	604-696-9955	www.jki.com.au
Johnson Seeds Ltd., S.S.		■		■				■	Arborg	MB	800-363-9442	www.johnsonseeds.com
Lackawanna Products Corp.		■	■	■		■	■	■	Nipawin	SK	306-862-2723	rslackawanna@sasktel.net
Lakeside Pulse & Special Crops Ltd.		■		■		■			Winnipeg	MB	204-255-5550	www.lakesidespecialcrops.com

Pulse Companies List

Company	*DBA refers to Doing Business As	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Fababeans	City/Town	Prov.	Telephone	More Info
Linear Grain Inc.		■			■				Carman	MB	204-745-6747	www.lineargrain.com
Louis Dreyfus Canada Ltd.			■						Calgary	AB	403-205-3322	www.louisdreyfus.ca
Maviga N.A., Inc.		■		■	■	■	■	■	Regina	SK	306-721-8900	www.maviga.com
Mid-Sask Terminal Ltd.			■						Watrous	SK	306-946-2225	banderson@midsaskterminal.com
Mobil Grain Ltd.		■	■	■	■	■	■		Regina	SK	877-487-8347	www.mobilgrain.com
Naber Specialty Grains Ltd.		■	■	■	■	■		■	Melfort	SK	306-752-4115	nschl@sasktel.net
North East Terminal Ltd.			■						Wadena	SK	306-338-2999	www.northeastterminal.com
North West Terminal Ltd.		■	■						Unity	SK	306-228-3735	www.northwestterminal.com
Oleet Processing Ltd.			■	■	■	■	■	■	Regina	SK	306-543-4777	markfussell@otfarms.ca
Parent Seed Farms Ltd.		■	■	■	■	■	■	■	St Joseph	MB	204-737-2625	www.parentseed.com
Parkland Pulse Grain Co. Ltd.		■	■	■		■	■		North Battleford	SK	306-445-4199	kirby.b@parklandpulse.com
Parrish & Heimbecker Ltd.		■	■	■	■	■	■		Lethbridge	AB	403-320-9440	www.parheim.mb.ca
Parrish & Heimbecker Ltd.			■	■		■	■		Winnipeg	MB	204-956-2030	www.parheim.mb.ca
PATERSON GRAIN - a division of Paterson GlobalFoods Inc.			■	■	■	■	■	■	Winnipeg	MB	204-956-2090	www.patersonglobalfoods.com
Pioneer Grain Company Ltd.		■	■	■					Winnipeg	MB	204-934-5961	www.jri.ca
Prairie Pulse Inc.				■		■	■		Vanscoy	SK	306-249-9236	info@prairiepulse.com
Prairie West Terminal Ltd			■						Plenty	SK	306-932-4446	kdormer@p-w-t.ca
Prime Seeds International Inc.				■	■		■		Vancouver	BC	604-990-2500	simon@primeproseeds.com
Pulse Depot Rosetown Inc.		■	■	■		■	■		Rosetown	SK	306-882-4440	info@pulsedepot.com
Roy Legumex Inc.		■	■	■	■	■	■	■	St Jean-Baptiste	MB	204-758-3597	www.legumex.com
Saskatchewan Wheat Pool Inc. - Seed Cleaning Plant				■					Moose Jaw	SK	306-692-0671	merchandising@swp.com
Saskatchewan Wheat Pool Inc. - Special Crops		■	■						Regina	SK	306-569-4411	www.swp.com
Saskcan Horizon Trading Inc.			■		■	■	■		Aberdeen	SK	306-253-4233	www.saskcan.com
Saskcan Pulse Trading Inc.		■	■	■	■	■	■		Regina	SK	306-525-4490	www.saskcan.com
Seedtec Ltd.		■	■		■		■	■	Qu'Appelle	SK	306-699-7368	www.terramax.sk.ca
Shafer Commodities Inc.			■	■	■	■	■		Lethbridge	AB	403-328-5066	hgoodby@shafercom.com
Simpson Seeds Inc.		■		■			■		Moose Jaw	SK	306-693-2132	www.simpsonseeds.com
South West Terminal Ltd.		■	■						Gull Lake	SK	306-672-4112	www.swt.sk.ca
Southland Pulse Inc.		■	■	■		■			Estevan	SK	306-634-8008	shawnm@southlandpulse.net
Sunrise Foods International Inc.		■	■	■	■	■	■	■	Saskatoon	SK	306-931-4576	sunrise.g.neufeld@sasktel.net
Tradex Commodity Group Inc.			■	■			■		Saskatoon	SK	306-975-7066	www.tradexgroup.net
United Grain Growers Limited DBA Agricore United		■	■	■	■		■		Winnipeg	MB	204-944-5411	www.agricoreunited.com
United Grain Growers Limited - Beans & Special Crops		■	■	■	■	■	■		Lethbridge	AB	403-382-3400	1-888-442-8393
United Grain Growers Limited - Dry Bean					■				Taber	AB	403-223-2772	www.agricoreunited.com
United Grain Growers Limited - Beans & Special Crops		■	■	■	■	■	■	■	Regina	SK	306-791-4920	www.agricoreunited.com
United Grain Growers Limited - SK Special Crops		■	■	■	■	■	■	■	Saskatoon	SK	306-343-5079	www.agricoreunited.com
Veikle Grain Ltd.		■	■						Cut Knife	SK	306-398-4714	veikle.seeds@sasktel.net
Ventures West Processors Ltd. DBA Canpulse Foods				■					Kindersley	SK	306-463-4444	canpulsekindersley@sasktel.net
Walker Seeds Ltd.		■	■	■	■	■	■	■	Tisdale	SK	306-873-3777	www.walkerseeds.ca
Western Grain Trade Ltd.		■	■	■	■	■	■		Saskatoon	SK	306-657-3455	vicki@westerngrain.com
Weyburn Inland Terminal Ltd. (includes Vigro Seed & Supply an operating division of Weyburn Inland Terminal Ltd.)			■						Weyburn	SK	306-842-7436	www.wit.ca

Pulse Companies List

Feed Company	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Fababeans	City/Town	Prov.	Telephone	More Info
These companies are exempted by regulation as they are processing pulses for feed milling and are not reselling.											
Big Sky Farms Inc.		■						Humboldt	SK	306-682-5041	www.bigsky.sk.ca
Chesterfield Stock Farm (1997) Ltd.		■						Mantario	SK	306-460-9344	
Elite Stock Farm Ltd.		■	■					Outlook	SK	306-243-2005	elite.sf@sasktel.net
EXP Feeds Inc.		■		■			■	Shoal Lake	MB	204-759-3000	www.expeeds.com
Hillsburgh Stock Farm (1997) Ltd.		■						Outlook	SK	306-867-2106	hillsburgh@sasktel.net
Hytek Ltd.		■						LaBroquerie	MB	204-424-6009	www.hytekmb.com
Landmark Feeds Inc.		■	■					Winnipeg	MB	204-928-7300	www.landmarkfeeds.com
Northern Feeds Inc.		■						Spiritwood	SK	306-883-5671	northernfeeds@sasktel.net
PSC Elstow Research Farm	■	■	■		■	■	■	Saskatoon	SK	306-667-7446	ken.engele@usask.ca
Western Commodities Trading Inc.		■	■		■	■		Spalding	SK	306-872-2280	blair.wct@sasktel.net

Seed Cleaning	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Fababeans	City/Town	Prov.	Telephone	More Info
This company is exempted by regulation as they clean/bag/ship grain for CGC licensees on a fee for service basis.											
Sedley Seeds	■	■	■					Sedley	SK	306-885-4444	sedleyseeds@cableregina.com

Producer Car Loading Facility	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Fababeans	City/Town	Prov.	Telephone	More Info
This company is exempted by regulation because they handle grain on behalf of producers which is intended for loading into producer cars and they do not purchase or sell grain.											
White Water Coulee Cleaners Ltd.	■	■	■		■	■		Bracken	SK	306-293-2101	jackie.whitewater@sasktel.net

Foreign Company	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Fababeans	City/Town	Country	Telephone	More Info
The following foreign companies have agreed to collect and submit the SPG pulse check-off; however, they are not regulated by the CGC. Instead they are regulated by their own country or state regulations. Please check with the appropriate authorities when dealing with out-of country pulse buyers.											
Conida Seed Co.				■				Hazleton, ID	USA	208-829-5411	cbarlow@trinidadbenham.com
C-Shore International Inc.	■		■	■	■	■	■	Glendale, CA	USA	818-909-4684	www.beantrader.com
Superior Grains Inc.	■	■	■		■	■		Crosby, ND	USA	701-965-6241	les@superiorgrains.com
The Rice Company			■					Roseville, CA	USA	916-784-7745	www.riceco.com

See the difference?



We can... Let our technologists help you.

We are an innovative company committed to leading edge technology, research and development. We take pride in developing new services, products, and identifying better business solutions to help your farm. 20/20 Seed Labs Inc. is Canada's only private, independent and fully accredited seed testing and plant health laboratory.



Life starts with seed

www.2020seedlabs.ca

#201 509-11th Ave.
Nisku, AB
T9E 7N5
1-877-420-2099

Box 1420
Swift Current, SK
S9H 3G6
1-306-741-9309

#9-851 Lagimodiere Blvd.
Winnipeg, MB
R2J 3K4
1-877-420-2099

ISO 9001 : 2000 Certified



**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

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.



**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

New Herbicides on the Horizon

IN BRIEF

Chickpea producers could soon have access to two new herbicides.

Note: The following story deals with research on pesticides not currently registered for pulse crops in western Canada. They should NOT be used until the registration process is complete.

Pulse growers have generally had to try to produce pulse crops with limited crop protection products. Broadleaf weed control continues to be a challenge in crops such as chickpea.

The Pesticide Minor Use Program introduced in 2003 and the Provincial Minor Use Program have provided the resources to screen pesticides for relatively low acreage crops such as pulses. Progress is being made in developing new weed control strategies in pulse crops such as chickpeas.

Several new herbicides that may be of interest to pulse producers **may be registered in 2007**. The two herbicides are carfentrazone (sold under the trade name AIM in the United States) and sulfentrazone (sold under the trade name Spartan in the United States). Sulfentrazone will not be sold under the trade name Spartan in Canada as this is already a trade name for tribenuron in parts of eastern Canada. Tribenuron is the active ingredient in Express in Western Canada. It is anticipated that sulfentrazone will be sold under the trade name Authority when registered in Canada.

Both carfentrazone and sulfentrazone belong to Herbicide Group 14, a novel mode of action for western Canada. This group, also known as protoporphyrinogen oxidase (PPO)

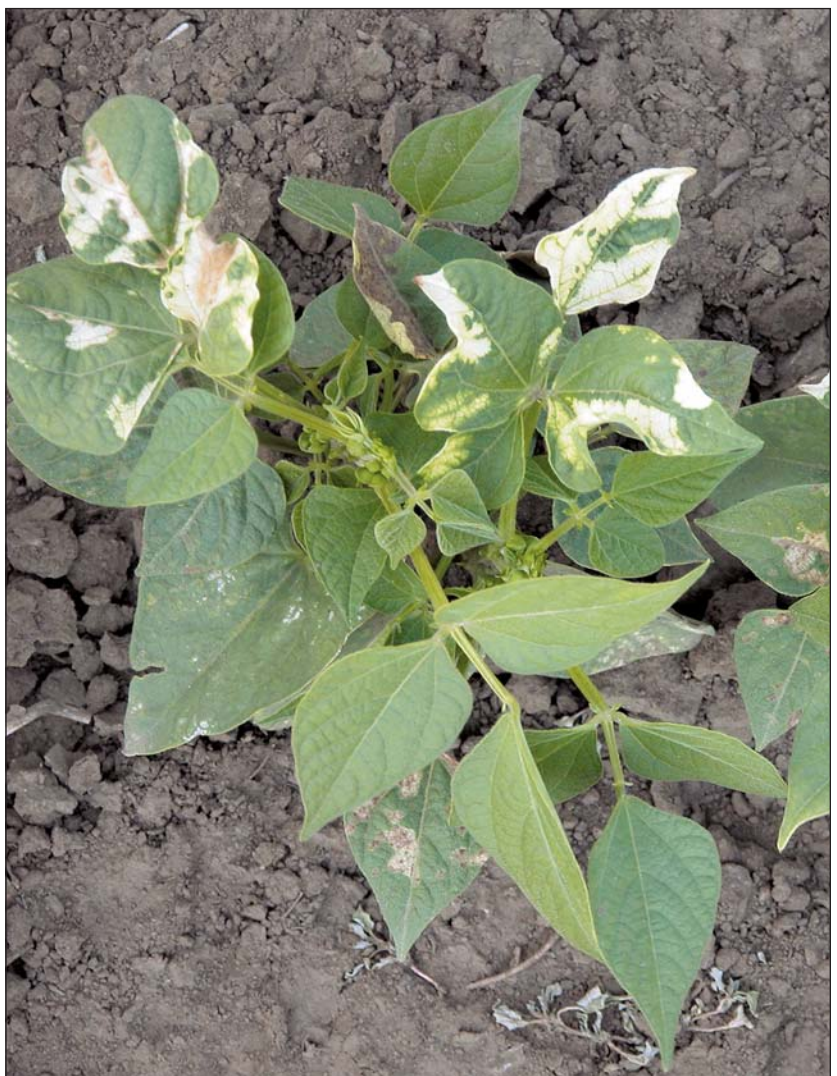
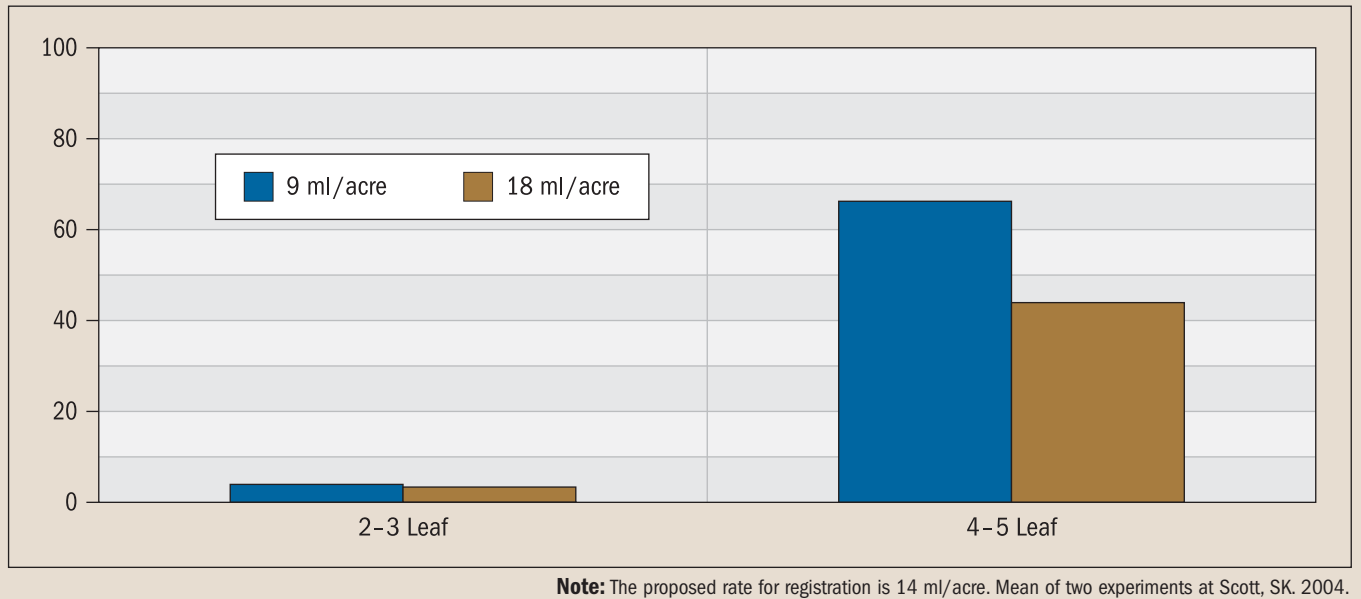


Figure 1: PPO inhibitor symptoms on dry beans. (Image courtesy Eric Johnson)

Figure 2: Effect of carfentrazone-ethyl (AIM) rate and timing on volunteer RR canola biomass (fresh weight)

inhibitors, has been around for about 40 years; however, their use in western Canada is limited. Manitoba bean growers may be familiar with Reflex, which is a PPO inhibitor registered in dry bean. While both carfentrazone and sulfentrazone are PPO inhibitors, their proposed use pattern in western Canada is quite different.

These herbicides work by inhibiting an enzyme present in the plant chloroplasts. This causes the build up of a compound that is normally found in small doses in the plant. As the compound accumulates, it diffuses out of the chloroplast and into the cytoplasm of the cell. Without the protection of the chloroplast, the compound is reactive in the presence of light, causing the formation of singlet oxygen and other toxic metabolites. These end-products cause destruction of the cell membrane, allowing leakage of water and solutes from the cell. Therefore, the first symptoms from these products are water soaked lesions. Necrotic lesions then form on the susceptible plants (Figure 1), followed by plant desiccation.

Carfentrazone (AIM)

Carfentrazone will likely be the first of the two herbicides registered in Canada. It is a newer herbicide and has a Reduced Risk pesticide status due to its low use rate. AIM can be tank-mixed with glyphosate as a burn-down treatment to improve control of some broadleaf weed species. Research conducted at the Scott and Lethbridge research stations

showed that AIM-glyphosate tank-mix controlled volunteer Roundup Ready (RR) canola when applied prior to the four-leaf stage. According to the 2006 North Dakota Weed Control Guide, an AIM-glyphosate tank-mix provides faster and better burn-down control of some broadleaf weed species such as kochia and wild buckwheat.

AIM is a fast-acting, contact herbicide with no soil activity. Therefore, it can be used in a pre-seed burndown tank-mix with no risk of injuring the seeded crop. This will be appealing for pulse growers who have had limited options prior to seeding pulses.

As mentioned earlier, the research conducted in western Canada indicated that AIM provided good control of Roundup Ready canola when applied early. However, if it is applied beyond the four-leaf stage, the weed becomes much more tolerant (Figure 2). Therefore, growers must be aware of the importance of canola staging in order to be satisfied with this product.

Sulfentrazone

Chickpea, flax, and sunflower growers cannot wait to get access to this herbicide. Producers typically have high expectations with new herbicides; however, it is important to know the product's attributes and limitations (Table 1).

The good news is that it works very well on controlling weeds such as kochia, including Group 2 resistant kochia. The introduction of this new mode of action to the Prairies is

Table 1: Attributes and limitations of sulfentrazone herbicide

ATTRIBUTE	LIMITATION
<ul style="list-style-type: none"> ➤ Can be applied with glyphosate burn-off and does not require incorporation ➤ Provides season-long control of kochia, including Group 2 resistant kochia ➤ New mode of action to Prairies – important in management of herbicide resistant weeds ➤ Manages other weeds such as wild buckwheat, lambsquarters, shepherd's purse, redroot pigweed, and Russian thistle 	<ul style="list-style-type: none"> ➤ Soil active; requires moisture for activation ➤ May not provide satisfactory control in drought years ➤ Residual product; will have re-cropping restrictions ➤ Weak on wild mustard and stinkweed

required to deal with the growing kochia resistance problem.

Sulfentrazone is soil applied and the residue controls emerging weeds. It can be tank-mixed with glyphosate and applied just prior to or after seeding (but before crop emergence). However, it does require moisture to activate and be effective. The amount of rain required for activation is dependent on existing soil moisture. The United States label states that 0.5 to 1.0 inches of rain is required seven to 10 days after application for the product to activate. Sulfentrazone does not need to be incorporated, although incorporation may improve weed control if rainfall is not anticipated within 10 days of application.

Not all pulse crops tolerate sulfentrazone. Chickpea and faba bean have excellent tolerance; field pea has good tolerance, while lentil has poor tolerance. **Do not use sulfentrazone on lentil crops.**

Sulfentrazone does a good job of controlling kochia. Our studies have shown that the product is also effective in controlling wild buckwheat, Russian thistle, redroot pigweed, and common lambsquarters. The United States label states that wild buckwheat is only suppressed with sulfentrazone; however, Canadian studies have indicated that wild buckwheat is consistently controlled.

Rates for sulfentrazone will vary depending on soil type. Soil organic matter and clay content are important. As organic matter and/or clay content increases, the product

becomes tied up and efficacy is reduced.

However, these soils will tend to have fewer problems with re-cropping.

Speaking of re-cropping, sulfentrazone is a residual product; therefore, it can carry over and damage sensitive crops. Barley appears to be the most tolerant re-crop followed by spring and durum wheat. Canaryseed is much more sensitive. Tame oat sensitivity to sulfentrazone residues has not yet been established. Lentils are quite sensitive. Research work will continue to determine rates that control weeds effectively but minimize re-cropping risk in most soils.

Growers need to be aware of the consequences of using a residual product. It is important to use the current knowledge available and to make at least a three-year plan on the fields where these products have been applied. Producers may lose cropping flexibility, but remember the weed control benefits the product provided in the first place. In crops such as chickpea, this benefit may more than pay for the inconvenience associated with re-cropping restrictions.

As you can see, sulfentrazone is not a product for the poorly informed. It is important to know its attributes and limitations to use it effectively in 2007 cropping plans.

Eric Johnson is a weed biologist at the Scott Research Farm. He spoke about this topic at Pulse Days 2007 and at the Regional Pulse Development Workshops in southern Saskatchewan in January and February. His presentations can be found online at www.saskpulse.com.

Clean air.... It takes your breath away.

- Clean air is essential for productive agriculture and a healthy environment.
- Saskatchewan's Environmental Farm Plan program helps farmers identify and address potential risks to **air quality**.
- The Farm Stewardship Program encourages the adoption of Beneficial Management Practices (BMPs) to address these risks.
- Receive up to \$50,000 in cost-shared funding for BMPs such as cover crops, sprayer modifications and improved manure storage and application.
- Contact a PCAB Farm Stewardship Advisor for further information and assistance.

1.866.298.7222 www.saskpcab.com

Up to \$50,000 in funding per farm

Canada

PCAB
Provincial Crop Advisory Board
The Provincial Crop Advisory Board for Saskatchewan Inc.

Government of
Saskatchewan



Essentials to Agriculture:

Air Water Soil Bio-diversity

WESTERN GRAIN Trade Ltd.



Because a wheat crop this good is...
grown on pea stubble.

At Western Grain we work to maximize
the bottom line on your farm, from planting decisions
to selling decisions. Call for opportunities in:
peas, lentils, chickpeas, canary seed,
flax and mustard.

SASKATOON
Ph: (306) 657-3455 Fax: (306) 657-3450
Email: heidi@westerngrain.com

NORTH BATTLEFORD
Ph: (306) 445-4022 Fax: (306) 445-4033
Email: vicki@westerngrain.com

Thank You!

— The Dutton family
and our amazing staff

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

Seed-Borne Disease Guidelines

Saskatchewan Agriculture and Food (SAF) recently made available the 2007 versions of the guidelines for seed-borne diseases for pulses. They are posted on the SPG website www.saskpulse.com and are also located at SAF's site at http://www.agr.gov.sk.ca/docs/production/Seed_borne_pulse_crops.asp.

Producers are encouraged to remember that these are 'guidelines' only and are meant to help farmers make decisions based on their seed test results. The guidelines are based on knowledge about disease biology, but are not necessarily research-tested.

SAF is always looking to improve on these. If you have any comments or concerns, please contact Penny Pearce, Provincial Plant Disease Specialist at 306-787-4671 or fax 306-787-0428 or by email to ppearce@agr.gov.sk.ca

Innovative Solutions

Wallace
Meschishnick
Clackson
Zawada

wmcz
Lawyers & Mediators

901, 119 – 4th Avenue South Saskatoon, SK S7K 5X2 (306) 933-0004 www.wmcz.com



Hytek

**Hytek is looking for Feed Grains
Peas, Wheat and Barley**

Please contact:

Dennis Kornelsen

Hytek Ltd.

Box 100 La Broquerie, Manitoba Canada R0A 0W0

Office: 204-424-6009 Cell: 204-346-3109

Fax: 204-424-5177

www.hytekmb.com

The Challenges and Risks of Niche Varieties

IN BRIEF

The key to successful niche varieties is not overproducing.



WALKER SEEDS LTD.

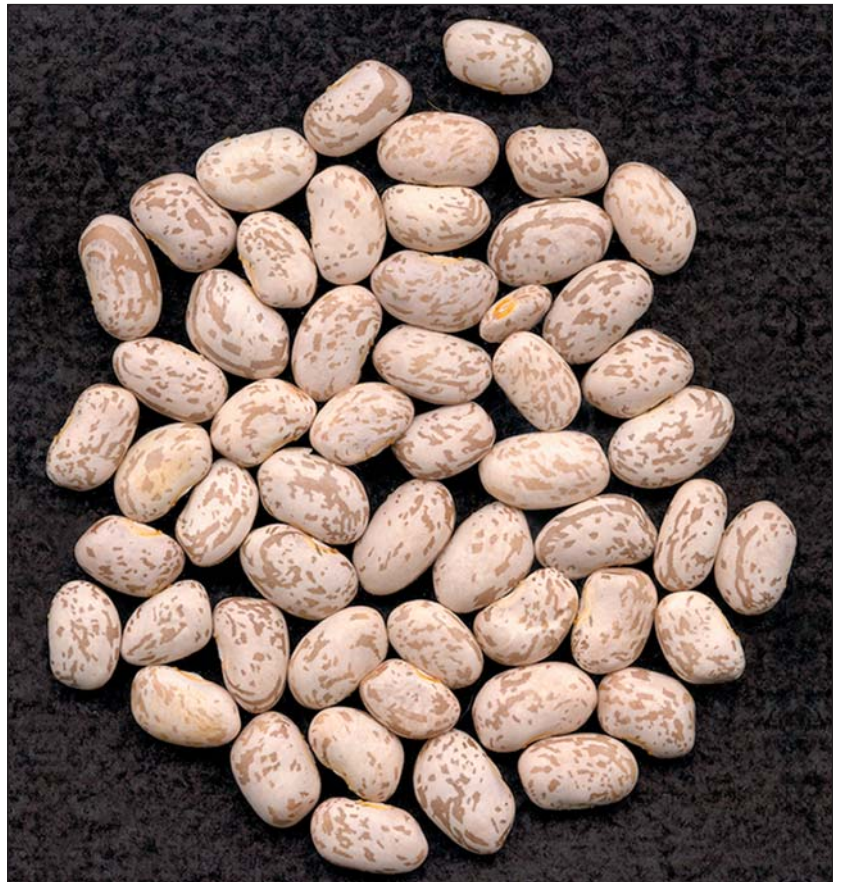
Les Aubin is the Country Operations Manager at Walker Seeds in Tisdale. The company is a major contractor for special crops in western Canada, focusing on dry pea, lentil, chickpea and bean production. Walker Seeds also has the largest marrowfat pea operation in Canada. With a higher pay-out there are definite rewards to growing niche, but freelance journalist, Brett Bradshaw, spoke to Aubin about the challenges and risks that go along with niche production.

What kinds of challenges are involved in growing niche variety crops?

LA: Each variety or commodity has a challenge in terms of other competition. One of the natural factors of all these mixed varieties is the limitation of where you can market it.

A common error made over and over again in Canada is once one variety is doing well everyone moves to that. For example, marrowfat peas bring on average \$7–10 a bushel, which makes sense considering the extra time and maintenance involved, but there is only x amount needed, according to demand.

Two years ago a lot of peas were without a contract and there were all these peas without a place to go. The key is not over-



Slow-darkening pinto beans.

producing. That is a big part of our job, watching the markets, monitoring production in other countries and watching to see what the quality of crops in these other places will be like. Right now we're watching to see if India will have a chickpea crop this year.

What can producers do to ensure they will have a place to sell to?

LA: I'd recommend that producers grow these niche varieties on a contract for this reason. We [companies like Walker] limit the acres but in the long run there's more benefit and less risk than going without one.

Producing these crops can be tricky and the market is picky when it comes to these varieties. If the quality isn't great they can be hard to get rid of. We know what our buyers want in term of size and colour.

"I'd recommend that producers grow these niche varieties on a contract... in the long run there's more benefit and less risk than going without one."

– Les Aubin,
Country Operations Manager,
Walker Seeds

As a company how do you select varieties?

LA: Traditionally we don't. That's done by seed breeders or the University of Saskatchewan in conjunction with the Saskatchewan Pulse Growers.

Each market is a little different and allows room for a range of varieties within a commodity. Mostly it's trial and error.

How should producers decide on varieties?

LA: Each farmer has to ask himself what his limitations are. How many acres he can afford to do, what his other crops are going to be and rotations are all factors in what else he can take on. More knowledge is definitely required.

Are certain producers and operations more suited to growing niche crops?

LA: The crops are high maintenance for the farmer. They take more time, need to be swathed, and timing is vital for harvest. It is definitely not a fit for everyone. As farms get larger, time becomes less available. When you have 10–15 thousand acres, when its time to go – you go. Producers don't necessarily have the time to wait on a few quarters to make sure they are developed correctly. These varieties are best for small to medium farmers.

Saskatchewan produces between 10–15,000 tonnes of the 20–25,000 tonne worldwide demand for marrowfat peas.

Are there other varieties that could be developed to that extent here?

LA: There is a new bean variety, the slow-darkening pinto bean. We gave it a brand name: White Mountain. Most of the demand will be in Northern Mexico and the Southern US. The important part about the pinto bean is that they are white with brown speckles; once on the shelf they only have a matter of months before they turn cream or brown. This new variety stays white.

To our buyers in Mexico, they see that as a sign of a fresh bean. We have been reproducing seed stock the last couple of years and this year a few Select growers will get some for production. It appears to have a huge advantage over the last variety so we think it will do really well.

From a producer side, they usually only had two to three months after harvest to market the beans before they lost their colour. With this new variety, they will be able to hold on to even May or June and capitalize where the markets are becoming short. This will help prevent flooding the market in the fall and creating a downward pressure; ultimately building some stability in the market.

To find out more about niche varieties, please contact Allison Krahn, Commercial Manager at Saskatchewan Pulse Growers 306-668-0591 or akrahn@saskpulse.com.

Brett Bradshaw is a freelance writer based out of Regina, SK.



Lentil Outlook from Bangladesh

IN BRIEF

Crop production in Bangladesh is estimated to be average in most regions.

The following report was submitted by Dr. Bert Vandenberg, a University of Saskatchewan Pulse Crop Breeder who attended the International Traveling Workshop on Lentil in early February in Bangladesh. Key lentil researchers from Bangladesh, Pakistan, India, Nepal, United States and Canada attended. The group gave formal presentations on current research and traveled through major lentil production districts in Bangladesh.

Green Lentil Cropping Scenario

Red lentil is the preferred pulse for human consumption in Bangladesh. It is grown throughout the country, but production is most heavily concentrated in the central part of the country between Dhaka and the western border with India. Consumption is in the form of soup or dhal made from decorticated, unsplit (football) lentils. The crop is primarily sown throughout November (concentrated in the middle of the month) on the stubble of the monsoon rice crop, and harvested by hand beginning in late February to mid-March. The temperature during this period is moderate and rainfall is infrequent. December 15–January 15 is the winter period when temperatures decline to the 8–18°C range. Intense foggy weather can develop during this time and this is the cause of one of the main constraints to lentil production, the fungal dis-

ease stemphylium blight. Susceptible lentil varieties sustain yield losses of up to 60% if this disease is established. Rainfall during the cropping season adds to the yield potential of the lentil crop but heavy rainfall can cause lodging and the associated low pressure systems with high humidity encourage further development of stemphylium blight. Baseline expectation of commercial lentil yield is about 800 kg/ha if no rainfall occurs during the dry season. Rainfall during late January-early February (pod-filling stage) can increase yield potential but the increase is offset by potential yield reduction due to blight, flower blasting and lodging if heavy prolonged rainfall occurs. Newer varieties of lentil with improved resistance to stemphylium blight are becoming available – current estimates are that about 50% of the lentil crop is sown to new varieties.

The 2006–2007 Lentil Crop in Bangladesh

Bangladesh has 64 agricultural districts and a large agricultural extension service and accurate data for production area is available on a timely basis. Crop production data is collected regularly by sub-district and block. The 2006–2007 estimate for the area planted to lentil is 196,000 ha. The area increased by approximately 20% from last year in response to high lentil prices. Current retail prices are

Table 1: Pulse consumption and demand – Bangladesh

5 Year Average Demand (Production + Imports - Exports) in Tonnes			
	Production	Import	Exports
Total Peas	17,000	20,041	0.0
Total Lentils	122,000	75,907	62.2
Total Chickpeas	10,000	62,441.8	5.6
Total Beans	49,000	2,204	7.8
	Consumption Per Capita*	5 Year Average Demand in tonnes 2000 – 2204	
Total Peas	0.9	37,040.6	
Total Lentils	N/A	197,844.4	
Total Chickpeas	N/A	72,436.2	
Total Beans	0.3	51,196.2	
Total Buckwheat	N/A	1,700.0	
Total Canary Seeds	N/A	0.0	
Total Mustard Seeds	N/A	48,425.4	
Total Sunflower Seeds	0.0	34.0	
Other Pulses	3.1	N/A	
Total Pulses/Special Crops	4.3	408,676.8	

* Consumption (Year 2003) Quantities in Metric Tonnes

Source: www.fao.org

Table 2: Canadian pulse exports to Bangladesh

Value (CDN \$)	2002	2003	2004	2005
Peas	9,262,197	24,510,220	24,356,202	16,357,858
Lentils	883,902	11,472,758	2,384,675	576,556
Chickpeas	8,201,957	2,849,662	644,104	266,838
Beans	0	0	0	0
Total exports	18,348,056	38,832,640	27,384,981	17,201,252
Quantity (MT)				
Peas	32,708	79,881	116,567	73,515
Lentils	2,122	25,633	4,206	1,110
Chickpeas	21,705	7,085	2,083	1,066
Beans	0	0	0	0
Total exports	56,535	112,599	122,856	75,691

Source: Agriculture and Agri-Food Canada

65–70 thaka/kg for local production and 50–52 thaka/kg for imported lentil (67 thaka = 1 US dollar). At this price, lentils are no longer affordable to the poor in Bangladesh. Lentils from other origins are recognizable by larger size, polish, and are generally considered to be less tasty than the local type.

Yield and production estimates are affected by the variation in weather and unofficial imports from West Bengal and Nepal. The weather in January and February was wetter

and cloudier than normal. Stemphylium blight developed aggressively on susceptible varieties and will definitely cause yield decline in the form of blasted flowers and pods and poor filling resulting in smaller seeds. The unfavourable weather conditions were widespread across Bangladesh and all fields (estimated 50%) of susceptible lentil varieties showed damage by stemphylium blight and lodging. These are easily distinguished from healthy fields by the dark grey, prematurely ripened areas of fields. Early sown fields (November 1–10) were severely affected and most of these crops were being harvested ahead of schedule the week of February 15. The quality of the harvested crop will be affected by stemphylium because of variability in seed size. For the early sown portion of the crop, some sprouting has occurred, caused by scattered heavy rainfall that occurred in the February 10–15 period. Estimated average yield loss for this part of the crop is 20%, assuming that no further deterioration occurs due to onset of wet weather that would again depress the yield potential of the late sown susceptible varieties.

The fields sown to stemphylium resistant varieties show improved yield potential due to the rainfall, particularly if sown after mid-November. Stemphylium blight developed to a slight degree on early sown portions of resistant lentil fields, but any yield reduction will be offset by the gain in productivity. None of these fields were being harvested yet, indicating that the flowering and pod-filling period was extended. The fields with the highest yield potential had excellent growth. Some lodging had occurred due to heavy showers, but at this point yield will not be affected unless additional rainfall in late February to early March has the potential to cause losses due to sprouting of the seeds in the pod.

Keeping all factors in mind based on the situation on February 20, 2007, we can estimate that 50% of the crop will yield 20% below the long term average of 800 kg/ha. The remaining 50% of the crop will yield 30% above the long term average. The total production is estimated at 165,000 tonnes. The estimate could be lowered if further wet weather causes sprouting which will reduce milling yield.

Dr. Bert Vandenberg is a Pulse Crop Breeder at the Crop Development Centre at the University of Saskatchewan in Saskatoon.

Growing Clearfield® Lentils in 2007

IN BRIEF

Three different varieties of Clearfield® lentils will be available this spring.



Lentil growers attending Pulse Days in Saskatoon in January had a chance to learn more about the features and benefits of the Clearfield® Production System for Lentils, including how to access Canada's first herbicide-tolerant lentil varieties. Here's a recap on the steps to grow Clearfield lentils in 2007.

For the upcoming growing season three Clearfield lentil varieties will be commercially available to growers – CDC Impact CL (small red), CDC Imperial CL (extra small red) and CDC Improve CL* (large green). Each variety is bred from leading CDC lentil varieties to maintain proven agronomic traits, but also includes tolerance to herbicides Odyssey and Odyssey DLX.

There are four steps to growing Clearfield lentils that start with obtaining a Clearfield Commitment. The Clearfield Commitment is an agreement growers of Clearfield lentils sign at the time of seed purchase. It's essential to ensuring the purity, quality, vigor and sustainability of Clearfield lentil varieties. This Commitment can be obtained from a Clearfield lentil qualified retail.

After signing a Clearfield Commitment, growers can purchase Clearfield lentil seed, which is distributed by Saskatchewan Pulse Growers through the Variety Release Program.

Through this program Clearfield lentil seed is booked directly from a Select seed grower.

At the time of purchase, record onto the Clearfield Commitment the Clearfield Confirm number, along with the pounds being purchased and acres to be seeded. A Clearfield Confirm number is assigned only to seed that tests positive for the presence of the Clearfield trait at a Clearfield Confirm certified lab. It guarantees the purity of seed being sold and is a key component of the Clearfield Commitment and the Clearfield Production System's sustainability.

Following this process, growers can seed their Clearfield lentil crop and enjoy the weed control and agronomic benefits of this new lentil system.

For more information on Clearfield lentils and to source a list of Clearfield lentil qualified retailers contact your BASF Business Representative or AgSolutions by BASF at 1-877-371-BASF (2273). A complete list of Select Seed growers can be sourced from SPG by calling 306-668-5556 or at www.saskpulse.com.

**CDC Improve CL will be available in limited quantities in 2007.*

Scott Chapman is the Clearfield® Brand Manager with BASF, located in Winnipeg, Manitoba.

In Summary

Four steps to growing Clearfield® lentils in 2007:

1. Obtain a 2007 Clearfield Commitment from a Clearfield lentil qualified retail. After reviewing, record the intended number of Clearfield lentil acres to be grown, sign the commitment and leave two copies with the retail.
2. Locate a Clearfield lentil Select seed grower and book your seed.
3. Bring the signed Clearfield Commitment when picking up or invoicing seed. Record the Clearfield Confirm number for the seedlot being purchased, along with the pounds being purchased and confirm the acres being seeded.
4. Seed your crop and spray with Odyssey or Odyssey DLX, according to label directions.



For more information about SPG activities, please call 306-668-5556 or email pulse@saskpulse.com or visit our website at www.saskpulse.com.

IN BRIEF

News from and about Saskatchewan Pulse Growers (SPG).



2006 Investment Tax Credit

Producers who contribute pulse check-off to SPG are eligible to earn an investment tax credit through the Scientific Research and Experimental Development (SR&ED) program. The tax credit is based on check-off funds spent on research and development that meet specific criteria set out by the Canada Revenue Agency.

For the 2006 tax year, 59% of the Saskatchewan pulse check-off qualifies for the SR&ED tax credit.

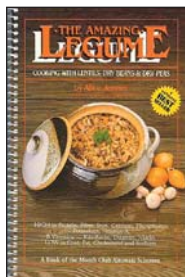
Producers can calculate their total check-off contribution by referring to their pulse sales receipts, which show the check-off allocation. To claim the federal credit, producers must file a T2038 (IND) for farm proprietorships or a T2SCH31 for farm corporations.

All check-off investment tax credit applied against taxes payable, or refunded, must be reported by the producer as income in the subsequent year.

For more information on the process of claiming the tax credit, please consult your accountant or visit the Canada Revenue Agency website at www.cra-arc.gc.ca/taxcredit/sred/publications/checkoff-e.html.

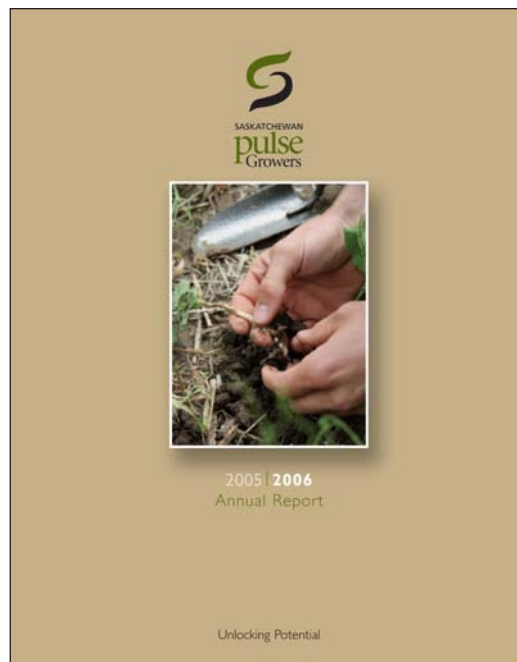
Pulse Cookbooks On Sale!

SPG is selling *The Amazing Legume* cookbook for \$5 each (plus shipping). The book features many tasty pulse recipes and makes a great gift. To purchase, please contact Amanda at 306-668-0032 or aolekson@saskpulse.com.



Annual Report Now Available

The 2005–2006 SPG Annual Report is now available in electronic and print formats. To download a copy, please visit our website at www.saskpulse.com.



2005 – 2006 SPG Annual Report

To receive a copy by mail, please contact the SPG office by telephone, 306-668-5556 or send an email to pulse@saskpulse.com.

Red Lentil Capacity Expanded

Simpson Seeds Inc. announced construction of a new pulse splitting plant in Moose Jaw, SK. It will be located at the Simpson Seeds Inc. rail plant on the #1 Highway, north of Moose Jaw. Construction should be complete by the end of 2007 with split lentils rolling out by early 2008.

With the recent growth in the red lentil acreages, and increasing demand for red lentils, Simpson Seeds Inc. identified the need for increased market capacity. The plant will be a “Canadian hybrid” in that it will be able to operate in a variety of prairie weather conditions and will process red and green lentils along with chickpeas.

“I feel that with increasing demand and the new red lentil varieties being developed by our world class breeders at the Crop Development Center, that Canada can be a very competitive player in the world scene,”



For more information about SPG activities, please call 306-668-5556
or email pulse@saskpulse.com or visit our website at www.saskpulse.com.

said President Greg Simpson. "Our superior agronomic practices and a farmer commitment to quality, means Canada will continue to be a world leader in pulse production – and we want to be a part of that."

Scholarship Winners

The winner of the 2006 SPG Don Jaques Memorial Post-Graduate Fellowship is Lasantha Ubayasena who is studying at the University of Saskatchewan. The fellowship was established to recognize and support outstanding academic achievement and research in pulse crops. The award is named to commemorate the many years of service by Don Jaques, who administered SPG from the organization's inception in 1984 until his tragic death in 1997.



Ubayasena

The winner of the A.E. Slinkard Post-Graduate Scholarship is Warren Ward. The scholarship is an acknowledgment of the outstanding contributions made to pulse research and extension by Dr. Al Slinkard, Professor Emeritus at the University of Saskatchewan.



Ward

Both winners were recognized during the Awards Program at Pulse Days 2007.

Lentil Projects Take Top Prizes

Congratulations to the winners of the 2007 Pulse Days Research Poster Session:

First Place (Tie): Jesse Bruce and Sally Vail

Third Place: Leah Fedoruk

Jesse Bruce presented his poster "*Effects of Harvest Treatment on Milling Efficiency of Red Lentil in Saskatchewan*" in the Agronomy and Sustainable Crop Production category.

Sally Vail presented her poster "*New Sources of Resistance to Anthracnose in Lentil*" in the Crop Genetic Improvement category.

Leah Fedoruk presented her poster "*Optimizing Herbicide Application in Imidazolinone Tolerant Lentil*" in the Agronomy and Sustainable Crop Production category.

Getting too many copies of *PulsePoint*?

When you sell your pulse crops, the buyer provides your name and full mailing address to SPG so that you receive important information such as election ballots, *PulsePoint* magazine and other material.

Problems arise when buyers are not made aware of an address change, or when growers use a slightly different name to sell their crops. Help us be more efficient by letting SPG know if you are getting more than one magazine. Please contact Shelly at 306-668-0590 or send an email to pulse@saskpulse.com.

Average Lentil Crop Expected in India

Harvest is nearing completion in India. Very little rainfall occurred between planting in November and February 1. Above normal night temperatures occurred during this period, resulting in early harvest and reduced yield potential. Beginning in February, above average rainfall and cooler temperatures occurred.

Late sown lentil crops and chickpea were able to benefit from February rains. It is expected that the lentil crop will be average. Chickpea yield will likely be higher than average because the crop matures later.

Reduced Lentil Production Expected in Turkey

A recent Pulse Canada report indicated that lentil yields are expected to be below average in Turkey due to low rainfall received during the growing season.

IN BRIEF

News from and about Saskatchewan Pulse Growers (SPG).





Garth Patterson
Executive Director



Great News! More Crop Protection Products Coming

THE TEAM

EXECUTIVE DIRECTOR

Garth Patterson

DIRECTOR OF OPERATIONS

Joelle Harris

DIRECTOR OF RESEARCH

Dr. Kofi Agblor

COMMERCIAL MANAGER

Allison Krahn

COMMUNICATIONS MANAGER

Erin Athmer

COMMUNICATIONS

COORDINATOR

Amanda Olekson

CONTROLLER

Helen Baumgartner

ACCOUNTING CLERK

Melanie Goring

RECORDS ADMINISTRATOR

Shelly Weber

CONTACT US

104 - 411 Downey Road

Saskatoon, SK S7N 4L8

Tel (306) 668-5556

Fax (306) 668-5557

pulse@saskpulse.com

www.saskpulse.com

SASKATCHEWAN

pulse
Growers



The stars have finally lined up for pulse growers. After years of asking for access to more crop protection products at competitive prices we are about to benefit from new programming proposed by the Pest Management Regulatory Agency (PMRA) and supported by the Industry Task Force on Own Use Import (OUI).

If successful, this suite of programming will give farmers:

- Labels that are harmonized with the US.
- A program to import equivalent products from the US without going through a third party. It is called the Grower Requested Own Use Import Program (GROU).
- Expansion of label uses that are already registered in Canada.
- A program that will increase competition by allowing easier registration for generic chemicals.

GROU is a replacement program for the OUI program. PMRA will determine the equivalency of products, negating the need for farmers to work with third parties. Grower organizations have proposed 26 products for GROU (see list to the right). At the time of writing, it is our understanding that PMRA has approved eight of these products and has the support of the registrants to proceed.

Farmers saved millions of dollars on glyphosate in the past few years using the OUI program to import ClearOut 41 Plus from the US. However, SPG's position is that the OUI program has outlived its usefulness to farmers. Our rationale is:

- Environmental concerns have been raised by a number of organizations because of the poor return rate of ClearOut 41 Plus containers.
- Farmers no longer need OUI to access ClearOut 41 Plus, as explained in the follow-

ing quote from Dr. Karen Dodds, Executive Director of PMRA during her presentation to the Standing Committee on Agriculture and Agri-Food on February 13, 2007. "We've been clear, ClearOut 41 Plus is now registered in Canada, but the registrant has decided not to market it in Canada... They're accessing the Canadian market through a different channel and avoiding the responsibilities of a registrant."

- Other glyphosate products are now priced as competitively as ClearOut 41 Plus.
- It is unlikely that other products will be approved for OUI because PMRA has indicated that it will be stricter on equivalency determination than for ClearOut 41 Plus.
- The Task Force recommendations will give farmers access to more products **AND** increased competition. OUI cannot do this.
- PMRA has promised to keep the OUI Program "in the ready" should their new programs not benefit farmers.

PMRA needs to move **NOW** if farmers are to access GROU products from the US this spring! You need to tell your neighbors, MP's and MLA's that you want new programming!

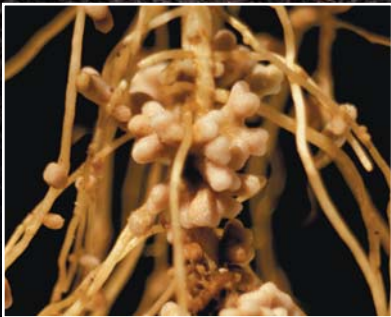
Our mission is to ensure that farmers are profitable and sustainable. Pulse Canada and SPG are fully supportive of this new programming and will be pushing for quick implementation.

Proposed Products for GROU

Roundup WeatherMax
Quadris
Headline
Pursuit
Pardner
Select
Horizon
Lontrel
Curtail M
Banvel II
Everest
Reflex
Liberty
Touchdown iQ
Assert 300SC
Dual II Magnum
Accent
Assure II
Poast Ultra
Refine Extra Toss-N-Go
Achieve Liquid
Atrazine 90WG
Basagran
Buctril M



Don't just inoculate. Nodulate.



Nodulator[®] fixes nitrogen effectively while offering you a better return on your inoculant investment. That means you get reliable quality and better value while maximizing your pea and lentil yield potential.

Ask your retailer for Nodulator, now in liquid, peat and granular formulations. And this year, don't just inoculate. Nodulate.



Nodulator[®]

Inoculants

Performance you can count on[™]

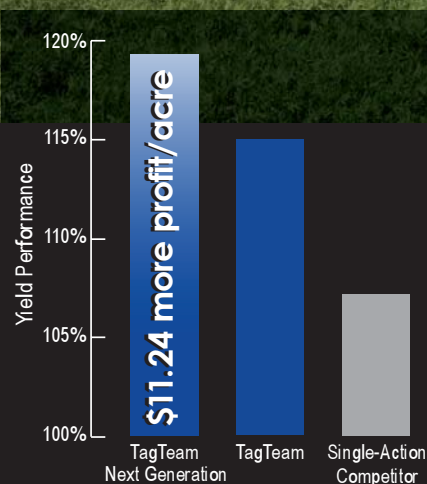


**BECKER
UNDERWOOD[®]**

Becker Underwood 3835 Thatcher Avenue, Saskatoon, Saskatchewan S7R 1A3
Tel: (306) 373-3060 www.beckerunderwood.com www.nodulator.com

© NODULATOR is a registered trademark of Becker Underwood Inc.
TM "Performance you can count on" is a trademark of Becker Underwood Inc.

Next Generation



TagTeam®

MultiAction™ Legume Fertility

Take the Value Challenge

Next Generation TagTeam inoculant brings a patent pending new strain of rhizobia and formulation improvements to the market. Next Generation TagTeam sets a new standard in value and performance for pea and lentil inoculants. Talk to your retailer about taking the TagTeam Value Challenge and experience the value of Next Generation TagTeam on your farm in 2007.

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



Smart Farmers Read the Fine Print

*On average, Next Generation TagTeam inoculants for pea and lentil outperformed competitor, single-action (nitrogen fixing only) inoculants by 12% in inoculant responsive small plot sites. That's an average of 5 bushels per acre, and a net return, after the cost of the inoculants are removed from the returns, of \$11.24/acre based on five year average commodity prices (2001-2005). ©TagTeam is a registered trademark of Philom Bios Inc. ©2006 Philom Bios Inc. All rights reserved. 3286 10.06