



Pulse Growers

pulsepoint

October 2003 Vol. 3 No. 4

Pulse
Days 2004
information inside!
See page 9 for details.

Evaluating Pulse Markets

- ⇒ Marketing the 2003 Harvest
- ⇒ Pulse Companies
- ⇒ China's Bean Industry

12rh

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

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Chairman's Message

Shawn Buhr

Chairman of the Board, SPG



The Importance of Vision

Things have changed a great deal since my last report, when conditions for everyone were good to very good. For many of us, 2003 will not be fondly remembered, as the intense heat and lack of rainfall reduced the opportunities for a large crop. Fortunately, harvest weather has been excellent and the grades of our pulse crops will be the best in years. In spite of the difficulties in production over the last few years, we are confident that the future for this industry remains a shining light.

In July of this year, Board and Staff took the opportunity to meet, which provided an excellent team-building environment. During these meetings, we affirmed the Board's vision:

Saskatchewan will be a world leader in the production, processing, and marketing of high quality and high value pulse products for a viable and profitable pulse industry.

And mission:

To provide leadership for an innovative, profitable and sustainable Saskatchewan pulse industry, through research, market development and communication in collaboration with stakeholders.

While the importance of our Vision and Mission may not be immediately apparent, it is these that guide your Board's actions. Our vision emphasizes the importance of high quality and higher value products for a profitable industry (growers, processors, and exporters). Our mission describes our role in achieving the vision.

Research continues to be the key area that will allow Saskatchewan Growers to make this vision a reality. Currently, we are in the process of creating the 2004 budget. Because of better crops and your increased investment, we will have substantial monies to


invest in research. Also because of the hard work of staff, we also will have a greater opportunity to access more federal research dollars than ever before.

Ongoing consultation with the federal government is paying dividends. We continue to see more federal researchers assigned to pulse research across the country in concert with the Pulse Canada Research strategy. It is a goal to expand the current breeding team from two to four, and I can say that this will happen.

We continue to make progress on the Pulse Field Lab, which will be a key piece of infrastructure for the expanded research team we are assembling. Concept drawings are currently being developed and we intend to have finalized construction details by Pulse Days 2004.

For our industry's largest crop – peas – we believe we can finalize an agreement in the near future that will ensure that Saskatchewan producers will not only have continued access to the world's best varieties, but will have pea breeders around the world actively breeding for our agronomic zones. We have little to gain by increasing investment in domestic pea breeding if it discourages investment elsewhere. By entering into an agreement with other pea breeders, we can greatly increase the leverage of our research dollars and in effect, "have our cake and eat it, too."

Because of space limitations, I have limited my comments to research area only. There are other areas of strategic importance that occupy the Board's and staff's time. I have outlined the Vision and Mission of the Board, because it is with these in mind that we determine the importance of any issue and ultimately dedicate resources towards a solution.

In closing, I want to remind all growers to vote in the upcoming elections. The Saskatchewan Pulse Industry is a success story because of the strong support of all its stakeholders. Please take the time to vote. 

board

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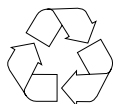
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Evaluating Pulse Markets

Although it's never far from our minds, now that the crop is in the bin for another year, marketing becomes top priority. This issue of *PulsePoint* features a look at pulse markets close to home and around the world.

15 Pulse Company List

Need to know where you can sell this year's pulse harvest? A list of companies currently dealing in the pulse business may help you to market your crop.

21 Market Muse: Marketing the 2003 Pulse Harvest

Quality this year will far surpass last year's crop, but it is creating shortages in off-grade product. Brian Clancey offers a perspective on how the 2003 harvest will impact markets.

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Gordon Bacon provides a look at China as an emerging player in the global pulse industry.



departments



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Shape the direction of Saskatchewan's pulse industry by running for the SPG Board.

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Pulses in the Health Food Market: The Gluten-Free Diet

in brief

The gluten-free market is a significant opportunity for value-added pulses.

Celiac disease (CD) is an inherited disorder in which the absorptive surface of the small intestine is damaged by a substance called gluten. Gluten is the general name for the storage proteins called "prolamins" found in wheat, rye and barley. The only treatment for CD is a strict gluten-free diet for life.

Undiagnosed and untreated, CD can result in malnutrition, increased risk of osteoporosis, cancer, development of other autoimmune conditions such as thyroid disease, miscarriage, infertility in both women and men, neurological conditions and other health problems. Because the symptoms of CD vary so widely in the nature and severity, especially among adults, misdiagnosis such as irritable bowel syndrome, fibromyalgia, chronic fatigue syndrome and allergies are common. CD can occur at any age and is sometimes triggered after a viral infection, surgery, pregnancy or severe stress.

Recent research¹ has revealed that CD is the most under-diagnosed disease in North America, affecting 1 in every 130 to 170 people, or 1.5 – 2 million Americans and 200,000 – 250,000 Canadians who have the disease. Unfortunately, only a fraction of these have been diagnosed, as most health professionals were taught that it was a rare disease and are not aware of the many new presentations of CD. It is estimated that for every 1 person diagnosed, there are 90 who remain undiagnosed. CD has been found in many



different ethnic groups and the worldwide incidence is 1 in 266 people.

There are specific blood-screening tests for CD, but the only definitive test is a small intestinal biopsy. A gluten-free diet should never be initiated before having a blood test and biopsy, as this can interfere with making the correct diagnosis.

More Info

Canadian Celiac Association
Phone: 1-800-363-7296
www.celiac.ca

Gluten-Free Diet: A Comprehensive Resource Guide by Shelley Case
www.glutenfreediet.ca

Discover the Pulse Potential cookbook by Saskatchewan Pulse Crop Development Board
Contains many gluten-free recipes. Contact foodfocus@quadrant.net

Pulses and the gluten-free diet

Pulses are a healthy option for people with celiac disease. Compared to many of the other gluten-free grain alternatives, pulses are an excellent source of dietary fibre, protein, iron, and other minerals and vitamins (see Table 1). For example, pulses have two major advantages in the gluten-free market. One is that pulses are high in iron, as iron deficiency anemia is a common nutritional concern for celiacs, along with vitamin B deficiencies. Secondly, pulses help with another problem that arises as a result of a diet low in whole wheat fibre, wheat bran and other dietary fibres: constipation. Pulses are a good source of fibre.

In the gluten-free diet, all forms of wheat, rye and barley must be strictly avoided (see Table 2). This can be a major challenge, as gluten is found in so many different foods, such as: breads, baked products, cereals, pastas, soups, sauces, seasonings, salad dressings, snack foods, prepared meats (hot dogs, deli meats, hamburger patties), flavored coffees and teas, candy and some medications. Fortunately, many foods are gluten-free by nature, including pulses, plain meat, fish, poultry, nuts, seeds, milk, yogurt, cheese, fruits, vegetables and wheat alternatives (amaranth, buckwheat, flax, millet, quinoa, sorghum, and rice).

The gluten-free market is growing rapidly in North America and Europe. A wide variety of specialty products, from ready-to-eat baked goods and mixes for breads, buns, bagels, muffins, cakes, cookies, pastries and pizza crusts; pastas; cereals; soups; sauces; entrees; and other foods are available in health food stores, grocery stores and pharmacies, as well as directly from gluten-free vendors. There are also gluten-free cookbooks with specific instructions and recipes for using gluten-free alternative flours and grains.

Most gluten-free baked products, cereals, pastas, grains and flours tend to be lower in vitamins, minerals and dietary fibre than their gluten-containing counterparts, as they are often made from refined flours and starches, and are not fortified with iron and B vitamins. Traditionally, a combination of white rice flour, tapioca starch, corn starch and potato

Table 1: Nutrient Composition of Gluten-free grains and pulses

250 mL (1 cup)	Protein (grams)
Lentils	17.9
Chickpeas	14.5
Faba Beans	12.9
Split Peas	16.3
White rice (enrich)	4.0
White rice flour	9.4
Potato starch	1.1
Corn starch	0.3
Tapioca starch	0.7
Garfava Flour	34.9
Chickpea Flour	23.2

Table 2: Gluten-containing ingredients to avoid

Barley	Malt Flavoring
Bulgur	Malt Syrup**
Cereal Binding	Oat Bran***
Couscous	Oats***
Durum	Rye
Einkorn	Semolina
Emmer*	Spelt (Dinkel)*
Farro*	Triticale
Graham Flour	Wheat
Kamut*	Wheat Bran
Malt**	Wheat Germ
Malt Extract**	Wheat Starch

* Types of wheat

** Derived from barley

*** The issue of cross contamination of oats with wheat and/or barley remains a concern in North America, therefore, oats are NOT recommended by celiac organizations in Canada or the U.S. at this time

Source: *Gluten-Free Diet: A Comprehensive Resource Guide* by Shelley Case

starch were used in gluten-free baked products and pastas were made with white rice, potato or corn. However, there is a trend to incorporate healthier ingredients into gluten-free products, not only for improved nutrition, but also for taste and texture qualities. Legume flours (such as romano bean, faba bean – also known as “fava bean,” chickpea, lentil), ground flax, amaranth, quinoa and brown rice flours are now being used. Authentic Foods in Gardena, California has developed “Garfava” flour, which is a mixture

Dietary Fibre (grams)	Iron (mg)	Preparation
15.6	6.6	cooked
12.5	4.7	cooked
9.2	2.6	cooked
16.3	2.5	cooked
0.7	2.0	cooked
3.8	0.6	
0.0	3.5	
1.2	0.6	
0.0	1.3	
12.0	7.9	
20.9	7.5	

Source: *Gluten-Free Diet: A Comprehensive Resource Guide* by Shelley Case

Table 3: Pulse products in gluten-free mixes

Bette's Gourmet Four Flour Blend
Garfava flour, sorghum flour, cornstarch, tapioca flour

Bob's Red Mill Gluten-Free All Purpose Baking Flour
Chickpea (garbanzo) flour, faba flour, potato starch, tapioca flour, sorghum flour

Kinnikinnick All Purpose Gluten-Free Mix
White rice flour, tapioca starch, sugar, fructo-oligosaccharide, gluco delta lactone, dextrose, whole egg powder, sodium bicarbonate, egg white powder, pea fibre, soy lecithin, sodium carboxymethylcellulose, pea protein, fructose

Sylvan Border Farm General Purpose GF Flour Mix
Potato flour, white rice flour, brown rice flour, amaranth, quinoa, white cornmeal, chickpea flour, soy flour

Source: Case Nutrition Consulting, 2003


of chickpeas (known in the US as garbanzo beans) and faba beans that have been specially processed. Other companies are processing romano (cranberry) beans or chickpeas into flour. These pulse flours are sold separately and are also combined with other gluten-free flours in baking mixes (See Table 3).

In addition to flours and baking mixes, pulses are being used in several pasta products. Adrienne's Gourmet Foods in Santa Barbara, California, produces a line of four different shapes of lentil pastas under the brand name

Papadini. In Canada, Natural Noodles from Penticton, BC, produce a variety of pastas, including lentil/brown rice, lentil, mung bean, pea and wild rice.

Most commercial canned soups and dried soup mixes are not gluten-free, as they contain barley, wheat noodles or hydrolyzed wheat protein. However, there are some gluten-free soups and many of these contain pulses. Dixie USA manufactures a line of dried soup mixes called "Legumes Plus" made from peas or lentils. The "Health Valley" canned organic soups are made from beans, lentils or split peas. Dried soups from "Taste Adventure" also contain beans, lentils or split peas.

In the June 2003 edition of *PulsePoint*, Dr. Robert Tyler discussed the new processing possibilities for the pulse constituents starch, protein, and fibre. One of the largest gluten-free specialty companies in North America, Kinnikinnick Foods in Edmonton, incorporates pea fibre and pea starch into baked products, not only for the nutritional properties but for functionality as well. The majority of their gluten-free products are also milk free, and as a result, other proteins have been used to replace the milk protein. Ted Wolff, President and Researcher stated they have recently replaced the soy protein with pea protein in some of their products, and they are currently investigating the use of fractionated beans and chickpeas in their cereal and snack food product lines. As Kinnikinnick Foods is one of the leaders in the gluten-free market, it will be interesting to see if other gluten-free companies incorporate pulse constituents into their products.

As these and other companies are realizing, the gluten-free market offers significant opportunities for value-added pulses in Canada. Growers, researchers, food processors, marketers and others will need to learn more and do more to access this increasingly valuable market. Now is the time. 

Shelley Case, B.Sc., RD is a Regina-based consulting dietitian, author, speaker and member of the medical advisory boards of the Canadian Celiac Association, Celiac Disease Foundation and Gluten Intolerance Group. She is also on the advisory boards of *Gluten-Free Living* magazine and *Living Without* magazine. Contact Shelley by email: info@glutenfreediet.ca

Notes

- 1 "Prevalence of Celiac Disease in At-Risk and Not-At-Risk Groups in the US: A Large Multi-Center Study," *Archives of Internal Medicine*, February 10, 2003, Fasano, A., Bertl, I., et al.

in brief

SPG is funding a new pilot pulse milling facility that will advance value-added processing.

Developing Processing Expertise

This fall, Canada's first pilot pulse processing and milling facility will open at the Canadian International Grains Institute (CIGI) in Winnipeg. Organizations committing funds for its creation include Saskatchewan Pulse Growers, Alberta Pulse Growers, Alberta Agriculture, Food & Rural Development; Agriculture & Food Council (Alberta); Manitoba Pulse Growers, Pulse Canada Research, Western Economic Diversification, and CIGI.

The facility will support marketing efforts of the Canadian pulse industry by providing testing of peas, beans, chickpeas and lentils to determine their processing characteristics and suitability for end-use

products. It will also allow for the training and education of existing and potential customers and for collaborative projects with Canadian researchers and domestic and international customers.

"This facility will help us to do a better job of marketing pulses," says Dr. Linda Malcolmson, Director of Agri-Foods at CIGI. "We will be able to offer technical help to customers, support the efforts of Canadian plant breeders by providing them information on new cultivars and, as a value-added initiative, support the industry overall."

The facility will allow for the de-hulling and splitting of a variety of pulses which can then be tested for recovery, colour, water hydration and cooking properties. Pulses will be evaluated on both a pilot scale to reflect the commercial process and on a laboratory scale for smaller quantities where conditions can also be optimized for experimentation. Desi chickpeas and beans will also be ground into a flour for testing in a number of specialty end products.

"We aim to ensure what we evaluate is the same as what is being processed commercially," says Malcolmson. "We are pleased the pulse industry is involved and that we have domestic processors willing to work with us."

Equipment for dehulling and splitting pulses is key in the new CIGI facility.



GRAPHIC COURTESY CANADIAN INTERNATIONAL GRAINS INSTITUTE

Ellen Goodman is Communications Writer for the Canadian International Grains Institute in Winnipeg. For more information about CIGI and its programs, contact egoodman@cigi.ca

Pulse Days 2004

Securing Success: *Shaping the Pulse Industry of the Future*

January 12 – 13, 2004

What is the future of the pulse industry in Saskatchewan? In Canada and the world? How can we work toward a more successful pulse industry? Find out on January 12 and 13 at Pulse Days 2004 in Saskatoon. Our annual convention has become the largest producer conference in the world, for a good reason. It's where producers, researchers, traders, and exporters come to do business and learn about advancing the industry.

Don Nakonechny is a seed grower from Ruthilda, SK. He has attended Pulse Days "for years and years." He says the reason he always marks Pulse Days in his calendar is because "there's always something new you can learn, every year, whether it's new research, markets, or trends in the industry." The other benefit he points out is the large number of producers that attend. "The whole week is awesome – it's an excellent chance to share knowledge and learn more from other growers."

Greg Howe, Manager of Canadian Select Grains in Eston, SK did not attend Pulse Days last year because of scheduling conflicts. However, he's planning to go this year. Why? He says one motive is the information provided, "but the main reason is because everyone is there, from growers to processors and buyers, right through the spectrum of the pulse industry. The best part about Pulse Days is the opportunity to meet with others in the industry."

Pulse Days organizers are planning another great line-up of speakers. "We're very excited about our speakers again this year," says Penny Eaton, Communications Manager with SPG. "What we try to do at Pulse Days is provide people with information that may not be easy to access in their own communities, such as global market and production trends, emerging opportunities, new research, and current policy issues." Eaton notes that some growers have wondered why more production information is not presented at the event. "Pulse Days is a better fit to disseminate industry-wide trends and information. Then we can focus on providing customized, regional information 'on location' at a series of extension meetings later in the winter."

FEATURED SPEAKERS

Dr. Graham Parsons is the President of the Organization for Western Economic Cooperation, based in Regina, SK. He is well-known as the author of *Saskatchewan: This Year Country*, about realizing the economic potential of Saskatchewan. Dr. Parsons will be presenting his thoughts on how the agricultural industry in Saskatchewan – and especially the pulse sector – can be successful. What needs to change in order for us to become First Movers and take advantage of opportunities?

Richard Worzel is a professional futurist who attempts to "bring clarity to tomorrow" and works with corporations and industry associations to plan intelligently for the future. He is an author and frequent media commentator on business and economic trends, as well as a Chartered Financial



Analyst who started his career as a stock market professional. Mr. Worzel will be discussing consumer trends as they relate to the agricultural economy. How can the agriculture industry prepare itself for the changes ahead?

Dr. Tom Warkentin is one of the leading plant scientists in pulse research today. Specializing in peas and chickpeas at the University of Saskatchewan's Crop Development Centre, Dr. Warkentin is currently developing strategies for disease resistance in chickpea and conducting regional variety research. At Pulse Days, Dr. Warkentin will be discussing pulse breeding, focusing specifically on how quality starts with seed selection.

Eric Johnson is a leading Biologist with Agriculture & Agri-Food Canada, and conducts research at the AAFC Research Station at Scott, SK. His work on weed control and the use of Group 2 herbicides is on the cutting edge of pulse agronomy research. Mr. Johnson will be sharing thoughts on winning the weed war for pulse growers.

Lisa Gruener is Director of Programs for Pulse Canada in Winnipeg, MB. In this role, Ms. Gruener works to develop new markets, improve market access, and create a national food strategy for pulses. She'll be describing current trends toward healthier eating in North America, and how pulses have a natural advantage in the health food market.

Greg Kostal is a Senior Consultant with Sparks Companies, Inc. in Winnipeg, MB. An agricultural economist, Mr. Kostal brings extensive experience in the analysis and assessment of trends in Western Canadian

Pulse Days 2004: January 12–13, 2004

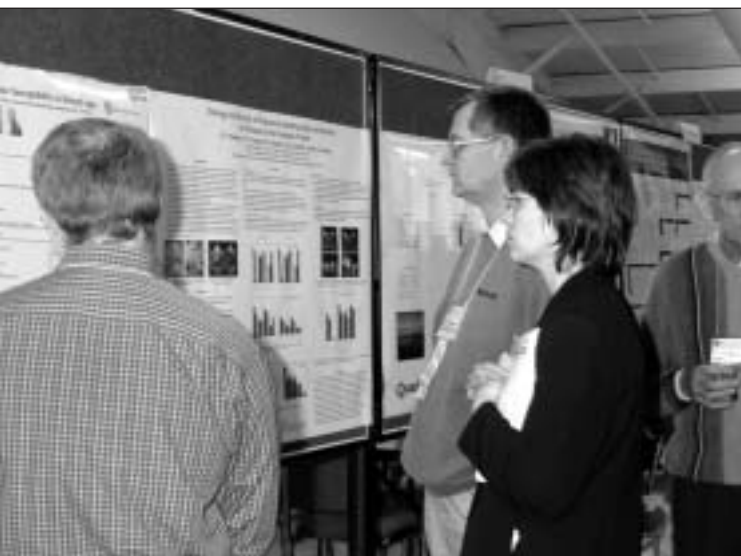
oilseed, grain and pulse markets. He will be part of a panel of experts speculating on the 2004 price and production of pulses in Canada and around the world.

Watch for details on more excellent speakers: our next issue of *PulsePoint* will feature more details on Pulse Days speakers, on topics including:

- Learning from the Australian Chickpea Experience
- Getting Paid for Your Crop: Risk Management for Producers
- Market Opportunities for Pulses in Mexico
- Hot Prospect: The North American Hog Feed Industry

NEW "TASTE SASKATCHEWAN" COOKING SESSION

Pioneers brought with them a heritage rich in culture and tradition, along with hearty pea soups and baked beans. Today, health-conscious consumers incorporate pulses into their daily diets via trendy spreads, salads and entrees. This is your opportunity to experience the best lentil, pea, bean or chickpea dishes in Saskatchewan. Submit your own favourite pulse recipe or just come see the show. Four finalists will defend their dish before a panel of distinguished culinary experts and pulse producers. Win great prizes and see your recipe appear in *PulsePoint* magazine! Recipe deadline is December 15. See page 31 for contest details.



REGISTER SOON

Pulse Days is a big event – as many as 1,700 have attended in previous years. To accommodate everyone, we offer two venues to catch all the action: the Saskatoon Inn, where you can see our speakers in the flesh, and live via satellite at Prairieland Exhibition Park, where the huge Western Canadian Crop Production Trade Show takes place. Make sure you reserve your first choice of locations by registering early.

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

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

- Pulse Research Poster Session: get up-close and personal with the best and the brightest in cutting-edge pulse research
- Wine & Cheese Reception: meet producers, buyers, researchers, international guests and others in a trade-show atmosphere
- One day's free admission to the Western Canadian Crop Production Trade Show

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

See you at Pulse Days 2004!

SEND IN YOUR REGISTRATION FORM TODAY

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

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

Pulse Days 2004

REGISTRATION FORM

Space is limited!
Register Now!

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Name: _____

Address: _____

Town/Province: _____ Postal Code: _____

Phone: _____ Email: _____

☐ I prefer to attend both days at Saskatoon Inn

☐ I prefer to attend both days at Prairieland Park

PULSE DAYS PARTICIPANT 2

Name: _____

Address: _____

if different than above

Town/Province: _____ Postal Code: _____

Phone: _____ Email: _____

☐ I prefer to attend both days at Saskatoon Inn

☐ I prefer to attend both days at Prairieland Park

Deadline for early registration is Friday, January 2, 2004

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A5A – 116 – 103rd Street East,
Saskatoon, SK S7N 1Y7
Fax: (306) 664-4404 (credit card orders)

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

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

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

Name: _____

Address: _____

Town/Province: _____ Postal Code: _____

Phone: _____ Email: _____

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



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Keeping Saskatchewan on the Competitive Edge

in brief

Producer investment through the pulse checkoff is paying off.

The Saskatchewan pulse industry has seen average production grow by a remarkable 150% percent each year over the past two decades. Today, Saskatchewan produces over 97% of Canada's lentils and chickpeas and 70% of its peas. Saskatchewan's pulse industry is worth just under one billion dollars per year. Given the increasing demand for pulses in Asia, Africa, India, the Middle East and here at home, all indications point to an even brighter future.

Thanks to producer investment in pulse research and development, Saskatchewan has become a world leader in pulse production, and we're proud of it. Varietal development, improved crop production technology and the willingness of our producers to adapt to new technology has made the Saskatchewan pulse industry second to none. We've expanded, in large part, by taking advantage of technologies developed in other parts of the world. But now that we've exhausted these methods, the threat of losing our competitive edge is very real.

A study conducted by Pulse Canada in 2001 indicated Saskatchewan pulse research was dangerously under funded, to the tune of a \$20 million dollar annual shortfall. The canola industry was investing ten times more into research than pulse growers, at a time when pulses nearly equaled canola in farm gate revenues. Countries such as Australia had greater access to resources and were making concentrated efforts to invest in their future, despite the fact the Saskatchewan pulse industry is about five times larger than that of our competitors down under. Something needed to be done.

In the spring of 2002, over 70% of Saskatchewan pulse producers supported rais-

ing the checkoff to support increased research. On August 1, 2003 the checkoff applied to pulse sales increased from 0.75% to 1.0%. This is the second stage of two-step process to ramp up Saskatchewan's pulse research. The original checkoff of 0.5%, established at the conception of Saskatchewan Pulse Growers in 1984, was raised to 0.75% on August 1, 2002. The new 1% checkoff puts Saskatchewan's levy on par with Alberta, North Dakota, Idaho, Washington and Australia and sets the stage for a dynamic, sustainable and profitable pulse industry.

"Building consensus on what we need to do and how it will be done was foremost," says Garth Patterson, Executive Director of SPG. "In the spring of 2002, our Board discussed the potential checkoff increase at 11 regional winter pulse workshops, nine town hall meetings, in letters to growers and through newspaper advertising," he continued. "Feedback from growers indicated over 70% supported raising the checkoff for increased research." And with over 22,000 pulse growers in Saskatchewan, that's an impressive backing.

Patterson notes the goal is to increase the annual research commitment to \$4 million by 2005, which is expected to attract \$16 million in public funding. In fact, in spring of this year, Minister Serby announced the Saskatchewan Agriculture Development Fund (ADF) was supporting five projects related to beans, chickpeas and lentils, all with matching funds from SPG.

"As always, we're going to lever our checkoff funds as much as possible," remarked Patterson. "At every opportunity, we seek matching funds to make our research dollars go further."

While the Saskatchewan pulse industry has been quick to embrace technologies

developed in other countries, a great deal of progress has already been made on the R & D front right here in the province. For instance, the *Pulse Production Manual*, developed for SPG in 1995, is considered the world's best and most complete guide to pulse production.

The Variety Release Program, established in conjunction with the University of Saskatchewan's Crop Development Center (CDC) in 1997, gives SPG distribution rights to all the pulse varieties developed at the CDC. This royalty-free seed distribution program has increased the volume of certified seed planted and has improved the export quality of our pulse crops. In fact, the CDC has developed 29 new pulse varieties through the Variety Release Program.

Dr. Tom Warkentin, a renowned plant breeder at the CDC, points out how producers benefit directly from research. In the area of field pea breeding alone, "the powdery mildew resistant, yellow cotyledon cultivars CDC

"Whatever we can do to increase our competitive edge, through research, by improving agronomics or expanding markets, improves the lot of Saskatchewan pulse producers."

Mozart, CDC Handel, and CDC Minuet, all developed at the Crop Development Center, are currently among the top-yielding field pea in Saskatchewan," he notes. Varietal development of this nature not only helps growers become more profitable, but also contributes to the long-term sustainability of pulse production in Saskatchewan.

Research has also resulted in new markets. For instance, research and market development has led to a 400,000 tonne per year Western Canadian feed pea market that was previously non-existent.

Lyle Minogue, a pulse grower from Lacadena, Saskatchewan, and a former Chair of the SPG board of directors, wholeheartedly agrees research has a positive, direct impact on the profitability of producers. Lyle, who has been growing pulses for over 30 years, took a break from harvesting to share his views. "During this year's harvest, every day I've gone


out it's been hot and windy. But, I'm still getting crops with 35 bushels to the acre. Research gave that to me. Twenty-five years ago, I would have had nothing in a year like this."

The cost of the checkoff to the grower is marginal, especially in view of these tremendous returns. Based on historical yields and prices, the new 1.0% checkoff will cost \$1.45 per acre for pea growers, \$1.63 for lentil growers, \$2.21 per acre for chickpea growers and \$2.52 per acre for bean growers.

Terry Ardell, a seed producer from Vanscoy, Saskatchewan, has been growing pulse seed for the past 20 years. "What we've already accomplished in variety improvement over the last decade alone has been dramatic," says Terry. "Whatever we can do to increase our competitive edge, through research, by improving agronomics or expanding markets, improves the lot of Saskatchewan pulse producers. There's no disputing that."

The value-added sector is another growth area. Currently there are 136 special crop processors in the province, employing 1,259 people and generating a payroll in excess of \$31 million a year. And, for every one million acre increase in pulse crop production, roughly 400 new jobs are created in the processing industry, not to mention the economic spin-offs with inoculant companies, trucking firms, export containers, crop protection companies and so on.

With the new checkoff in place, SPG has developed a long-term research strategy, a "blueprint for action," as Patterson puts it. The funds are earmarked for two specific areas: (1) research dedicated to improving on-farm production and profitability, such as higher-yielding varieties, improved disease management and better agronomic practices, and (2) research to increase the market demand for pulses, such as the development of new uses and the discovery of new health benefits. New projects related to herbicide and disease research, canning quality, variety trials and breeding techniques are already underway.

It's like Lyle Minogue says, "It doesn't matter how smart a farmer you think you are, or how well you're doing, we all need a little help." Let's keep the Saskatchewan pulse industry on the competitive edge. 

Patty Martin is co-owner of AgriBiz Communications Corp. in Saskatoon. For more information, please contact patty@agribizcommunications.com.

Pulse Companies: Buyers – Processors – Brokers

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

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

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

Broker	Processor	SPG Buyer	Company	Food Peas	Feed Peas	Lentils	Beans	Chickpeas	Faba Beans	Telephone	City/Town	More Info
		Y	Agricom International	◆		◆	◆	◆		604-983-6922	North Vancouver, BC	www.agricom.com
		Y	Agricore United – Head Office				◆			204-954-1516	Winnipeg, MB	www.agricoreuntied.com
	Y	Y	Agricore United – SK Special Crops	◆	◆	◆	◆	◆	◆	306-751-4920	Regina, SK	www.agricoreuntied.com
	Y	Y	Agricore United – SK Special Crops	◆	◆	◆	◆	◆	◆	306-343-5079	Saskatoon, SK	www.agricoreuntied.com
	Y		Agrivision Processing Co.	◆		◆		◆		306-645-2155	Rocanville, SK	agrivision@sk.sympatico.ca
	Y	Y	Agtech Processors Inc.			◆				306-721-5171	Regina, SK	1 (800) 667-7778
	Y		Aldor Farms Ltd.					◆		306-574-2167	Tyner, SK	
	Y		Anderson Seed Cleaning	◆		◆				306-296-4545	Frontier, SK	
	Y		Annand Agro Services Ltd.	◆		◆		◆		306-354-7675	Mossbank, SK	annand.ag@sk.sympatico.ca
	Y	Y	Argail Enterprises		◆	◆	◆	◆		306-858-2251	Beechy, SK	argail.ent@sk.sympatico.ca
	Y	Y	Bailey Brothers Seeds	◆		◆	◆	◆		306 935 4702	Milden, SK	stoneyridge@sk.sympatico.ca
	Y		Baxter Seed Cleaning	◆			◆			306-862-5723	Codette, SK	
	Y		Baxter Seed Farm	◆		◆				306-445-5414	North Battleford, SK	
	Y		Beeler Seeds	◆	◆	◆	◆	◆		306-528-2128	Nokomis, SK	www.geocities.com/beeler_seeds
	Y		Behnke Seed Fams Ltd.	◆		◆	◆	◆		306-336-2655	Lipton, SK	
	Y		Beld Enterprises	◆						306-547-4664	Preeceville, SK	
	Y	Y	Belle Pulses Ltd.	◆	◆	◆				306 423 5202	Bellevue, SK	bpl_bpl@qlo.com
		Y	Berdex Canada Ltd.	◆		◆	◆	◆		204-944-8924	Winnipeg, MB	www.berdex.mb.ca
	Y		Bergstrom Farms Ltd.	◆		◆		◆		306-573-4625	Birsay, SK	bergstromfarms@sk.sympatico.ca
	Y	Y	Best Cooking Pulses Inc.	◆		◆				306-586-7111	Rowatt, SK	www.bestcookingpulses.com
		Y	Big Sky Farms Inc.		◆					306-682-5041	Humboldt, SK	www.bigsky.sk.ca
		Y	Birsay Pork Farm		◆	◆			◆	306-573-2074	Birsay, SK	
	Y	Y	Blue Hills Processors Ltd.	◆	◆	◆		◆		306-868-4488	Avonlea, SK	www.bhpl.ca
	Y	Y	Boersch Farms			◆				306-695-2693	Indian Head SK	www.boerschfarms.com
		Y	Bornhorst Seeds Ltd.		◆					306-366-2158	St. Gregor, SK	bornhorstseeds@hotmail.com
	Y		Bouvier Seeds			◆				306-648-2748	Gravelbourg, SK	
	Y		Boyes Seeds	◆						306-327-4782	Kelvington, SK	
		Y	Brett-Young Seeds	◆	◆	◆				800-468-6509	Gilbert Plains, MB	www.byseeds.com
		Y	C. B. Constantini Ltd.		◆	◆				306-373-9730	Saskatoon, SK	
	Y		Calwell Seeds & Cleaning Ltd.			◆				306-378-4173	Elrose, SK	
	Y	Y	Canadian Select Grains Ltd.			◆		◆		306-962-4227	Eston, SK	www.csgca.com
		Y	Canary Island Seed Associates	◆	◆	◆	◆	◆		306 885 4444	Sedley, SK	sedleyseeds@cableregina.com
	Y		Canora District Seed Cleaning	◆						306-563-4303	Canora, SK	
		Y	Cargill Limited		◆					204-947-6262	Winnipeg, MB	todd_bystrom@cargill.com
	Y		Ceylon Pulse Plus	◆		◆		◆		306-454-2245	Ceylon, SK	
Y			CGF Brokerage & Consulting	◆	◆	◆	◆	◆		306-244-1124	Saskatoon, SK	www.cgfbrokerage.com
	Y		Clancy Seeds	◆						306-768-3566	Carrot River, SK	
		Y	ConAgra Grain		◆					204-942-5550	Winnipeg, MB	www.conagra-canada.com
		Y	Conida Seed Company (div. of Trinidad Benham)				◆			208-829-5411	Hazelton, ID USA	
	Y	Y	Copeland Seeds	◆	◆	◆		◆		306-378-2286	Rosetown, SK	copeland.seeds@sk.sympatico.ca

Pulse Companies: Buyers – Processors – Brokers

Broker	Processor	SPG Buyer	Company	Food Peas	Feed Peas	Lentils	Beans	Chickpeas	Faba Beans	Telephone	City/Town	More Info
	Y	Y	Crown Ag International Inc.	◆	◆	◆	◆	◆		306-522-8111	Regina, SK	www.crownag.ca
	Y		Cut Knife & District Seed Cleaning	◆		◆				306-398-4740	Cutknife, SK	
	Y		Danielson, Lionel	◆						306-594-2173	Norquay, SK	
	Y		Dartmore Farms Ltd.	◆		◆		◆		306-862-5015	Aylsham, SK	
	Y		Dell Seeds	◆		◆				306-554-3117	Dafoe, SK	
	Y		Delorme Seeds	◆	◆	◆	◆	◆		306-642-5793	Assiniboia, SK	
	Y	Y	Diefenbaker Seed Processors Ltd.	◆	◆	◆	◆	◆		306 644-4704	Elbow, SK	lionelector.stulor@sk.sympatico.ca
	Y		Epp's Farm Service	◆		◆				306-223-4377	Eston, SK	
	Y		Eskdale Seed Farm Ltd.	◆		◆				306-675-2222	Leross, SK	
		Y	Export Packers Company Ltd.	◆		◆	◆	◆	◆	905-792-9700	Brampton, ON	www.exportpackers.com
	Y		Farley Seeds	◆		◆				306-757-7223	Regina, SK	
		Y	Farmer Direct Co-operative Ltd.	◆	◆	◆		◆		306-352-2444	Regina, SK	www.farmerdirect.ca
	Y		Fast Seed Farm	◆		◆				306-463-3626	Kindersley, SK	wl.fast@sk.sympatico.ca
		Y	Feed-Rite		◆					306-682-2668	Humboldt, SK	www.feedrite.com
	Y		Ferndale Seed Farms	◆		◆				306-645-4423	Rocanville, SK	
		Y	Fertile Valley Processors		◆					306-856-2222	Outlook, SK	
	Y	Y	Fill-More Seeds	◆	◆	◆		◆		306-722-3353	Fillmore, SK	www.fillmoreseeds.com
	Y	Y	Finora Canada Ltd. - Assiniboia	◆	◆	◆	◆	◆		306-642-5920	Assiniboia, SK	assiniboia@finora.com
	Y	Y	Finora Canada Ltd. - Wilkie	◆	◆	◆	◆	◆		306-843-2507	Wilkie, SK	wilkie@finora.com
	Y		Flaxcombe Seed Processors	◆	◆	◆				306-463-3730	Flaxcombe, SK	
	Y		Fraser Seeds	◆						306-745-3830	Yarbo, SK	
	Y		Fraser's Seed Farm Ltd.	◆	◆	◆		◆		306-895-2042	Paynton, SK	
	Y		Geddes Seeds and Processing Ltd.	◆		◆				306-895-4307	Paynton, SK	
		Y	GH Schweitzer Enterprises	◆	◆	◆	◆	◆		306-962-4751	Eston, SK	www.schweitzer.sk.ca
	Y		Gibbs, Bryan			◆				306-842-5990	McTaggart, SK	
	Y		Gilchrist Seed Farms Ltd.	◆		◆		◆		306-882-2901	Rosetown, SK	
	Y	Y	Global Pulse Processors Inc.	◆	◆	◆		◆		306-773-2441	Swift Current, SK	global.steve@sasktel.net
	Y		Grassy Acres	◆						306-752-4017	Melfort, SK	
		Y	Great Sandhills Terminal Marketing Centre	◆	◆	◆		◆		306-628-4452	Leader, SK	earl.hawthorne@gst.ca
		Y	Great Western Grain Company Ltd.	◆	◆	◆		◆		306-825-4000	Lloydminster, SK	rwn@sk.sympatico.ca
	Y		Greenleaf Seeds Ltd.	◆	◆	◆	◆			306-873-4261	Tisdale, SK	
	Y		Greenshields Seeds Ltd.	◆		◆		◆		306-524-2155	Semans, SK	
Y			Grupo Canada		◆	◆	◆	◆		204-478-1727	Grand Marais, MB	dnyznyk@grupocanada.com
	Y		Hanmer Seeds	◆		◆		◆		306-484-4327	Govan, SK	www.lentilsCanada.com
	Y		Heenan Agri Ltd.			◆				306-522-9375	Regina, SK	
	Y		Hetland Seeds	◆	◆					306-874-5694	Naicam, SK	
	Y		Hjertaas Seed	◆		◆		◆		306-452-3882	Redvers, SK	
		Y	Horizon Agro Inc.	◆	◆	◆				204-746-2026	Morris, MB	www.horizonagro.com
	Y	Y	Horizon Seed Processors	◆	◆	◆				306-253-4233	Aberdeen, SK	merlin.horizon@sk.sympatico.ca
	Y		Hurd Farms Ltd.	◆						306-762-9240	Melfort, SK	
	Y		HWY. 26 Cooperative Seed Cleaning	◆		◆				306-397-2353	Edam, SK	
		Y	International Grain Trade Canada Inc.	◆	◆	◆	◆	◆	◆	604 685 5259	Vancouver, BC	www.igtcan.com
	Y		Je-Jo Farms Ltd.	◆		◆				306-342-2058	Glaslyn, SK	
	Y		JLS Perault Farms Ltd.	◆						306-275-2237	St. Brieux, SK	jlsperault.farms@sk.sympatico.ca
	Y		Junop Brothers	◆		◆				306-493-2995	Delisle, SK	
	Y		Keg Farms Ltd.	◆		◆	◆	◆		306-867-8667	Outlook, SK	gcarlson@sk.sympatico.ca
	Y	Y	Keyser Farms Ltd.	◆	◆	◆		◆	◆	306-723-4949	Cupar, SK	keyserfarms@sk.sympatico.ca
		Y	Klempnauer Seeds Ltd.	◆	◆	◆	◆	◆		403-655-2420	Grassy Lake, AB	www.klempnauer.ab.ca
	Y		Kostenuk Bros. Seeds Inc.	◆						306-742-4545	Wroton, SK	k.kostenuk@sk.sympatico.ca

Pulse Companies: Buyers – Processors – Brokers

Broker	Processor	SPG Buyer	Company	Food Peas	Feed Peas	Lentils	Beans	Chickpeas	Faba Beans	Telephone	City/Town	More Info
	Y		Kyle Seed Cleaning			◆				306-375-2350	Kyle, SK	jcarlson@sk.sympatico.ca
	Y	Y	Lakeside Pulse & Special Crops Ltd.	◆	◆	◆	◆	◆		204-255-5550	Winnipeg, MB	www.lakesidespecialcrops.com
	Y	Y	Lashburn Ag Ventures Ltd.	◆	◆	◆				306-285-3511	Lashburn, SK	lashburnagventures@sk.sympatico.ca
	Y		Lenmar Seed Farm	◆		◆				306-335-2994	Lemberg, SK	
	Y		Lepp's Seed Farm	◆		◆				306-254-4243	Hepburn, SK	
		Y	Linear Grain Inc.		◆		◆		◆	204-745-6747	Carman, MB	www.lineargrain.com
		Y	Louis Dreyfus Canada Ltd.	◆	◆					403-205-3322	Calgary, AB	www.louisdreyfus.ca
	Y	Y	Mainline Pulse Inc.	◆	◆	◆		◆		306-395-2705	Chaplin, SK	www.mainlinepulse.com
		Y	Mainline Terminal		◆					306-435-4905	Moosomin, SK	
	Y		Manitou Custom Seed Cleaning	◆		◆		◆		306-259-4944	Young, SK	
		Y	Maviga N A	◆		◆	◆	◆	◆	306-721-8900	Regina, SK	www.maviga.ca
	Y		Maze Seed Farms Ltd.	◆		◆				306-398-2637	Unity, SK	mazeseeds@sk.sympatico.ca
	Y		Meadow Lake Co-op Seed Cleaning	◆						306-236-4144	Meadow Lake, SK	
	Y		Meyers Seed and Cleaning Inc.	◆						306-929-4946	Meath Park, SK	
		Y	Mid-Sask Terminal		◆					306-946-2225	Watrous, SK	
		Y	N.M. Paterson & Sons Ltd.		◆	◆	◆			204-956-2090	Winnipeg, MB	www.patersongrain.com
	Y		Nelson Seed Farms Ltd.	◆		◆				306-825-4000	Lloydminster, SK	rwn@sk.sympatico.ca
	Y		Nelson's Seed and Cleaning Ltd.	◆		◆		◆		306-357-4601	Wiseton, SK	
	Y	Y	Newfield Seeds Company	◆	◆	◆	◆		◆	306-862-4678	Nipawin, SK	www.newfieldseeds.ca
		Y	No-Bull Marketing Ltd.	◆	◆	◆	◆	◆	◆	403-643-2855	Carmangay, AB	www.no-bullmktg.com
		Y	North East Terminal Ltd.		◆					306-338-2999	Wadena, SK	www.northeastterminal.com
		Y	North West Terminal Ltd.		◆					306-228-3735	Unity, SK	www.northwestterminal.com
	Y		NorthFork Seeds			◆				306-692-1616	Marquis, SK	northforkseeds@sk.sympatico.ca
	Y		Notukeu Processing Inc.	◆		◆		◆		306-582-6000	Vanguard, SK	www.notukeu.com
	Y		Palmier Seed Farm			◆		◆		306-472-3722	Lafleche, SK	
		Y	Parent Seed Farm Ltd.	◆	◆	◆	◆	◆	◆	204-737-2625	St Joseph, MB	www.parentseed.com
	Y	Y	Parkland Pulse Grain Co. Ltd.	◆	◆	◆		◆		306-445-4199	North Battleford, SK	parkland.pulse@sk.sympatico.ca
	Y		Parrheim Foods	◆				◆		306-931-1655	Saskatoon, SK	www.parrheimfoods.com
		Y	Parrish & Heimbecker Ltd. (Lethbridge)	◆	◆	◆	◆	◆		403-320-9440	Lethbridge, AB	www.parheim.mb.ca
		Y	Parrish & Heimbecker Ltd. (Winnipeg)		◆	◆		◆		204-987-4318	Winnipeg, MB	www.parheim.mb.ca
	Y		Pask Farms	◆						306-745-2571	Atwater, SK	paskfarms@sk.sympatico.ca
	Y		Pasqua Farms Ltd.	◆		◆		◆		306-694-2981	Moose Jaw, SK	
	Y		Peter Seed Farm			◆				306-642-4925	Assiniboia, SK	
	Y		Peterson Seed Farms	◆						306-594-2355	Norquay, SK	
	Y		Petracek Seed Farm Ltd.	◆		◆				306-745-3829	Churchbridge, SK	psf@sk.sympatico.ca
	Y		Pheasant Hill Seed Farm	◆		◆				306-333-2069	Abernethy, SK	
	Y		Phillips Seeds Ltd.	◆						306-873-5569	Tisdale, SK	phillips.c@sk.sympatico.ca
		Y	Pioneer Grain Co. Ltd. (div. of James Richardson)		◆	◆				204-934-5748	Winnipeg, MB	www.jri.ca/pioneer
		Y	PN Enterprises Ltd.	◆	◆	◆	◆	◆		604-507-1131	Surrey, BC	www.pneltd.com
		Y	Poplar Valley Organic Farm Ltd.	◆		◆				306-767-2640	Zenon Park, SK	poplarvalley@sasktel.net
		Y	Prairie Mountain Agri Ltd.	◆	◆					204-937-6370	Roblin, MB	
	Y	Y	Prairie Pulse Inc.	◆	◆	◆		◆		306-249-9236	Vanscoy, SK	info@prairiepulse.com
		Y	Prairie West Terminal Ltd.		◆					306-932-4446	Plenty, SK	wsmith@p-w-t.ca
		Y	Prairieland Grain Co. Ltd.	◆	◆	◆				204-483-3636	Hartney, MB	
	Y		Premium Grain	◆		◆				306-864-3696	Melfort, SK	
		Y	Prime Pro Seeds International Inc.	◆	◆	◆		◆		306-296-2055	Frontier, SK	www.primeproseeds.com
	Y	Y	Pro Can Seeds Ltd.	◆	◆	◆		◆		306-882-4482	Zealandia, SK	procan@sk.sympatico.ca
	Y		Proven Organics			◆				306-648-3282	Gravelbourg, SK	
	Y	Y	Pulse Depot Rosetown Inc.	◆	◆	◆		◆		306-882-4440	Rosetown, SK	info@pulsedepot.com

Pulse Companies: Buyers – Processors – Brokers

Broker	Processor	SPG Buyer	Company	Food Peas	Feed Peas	Lentils	Beans	Chickpeas	Faba Beans	Telephone	City/Town	More Info
		Y	Quadra Group	◆	◆	◆		◆		306-867-8916	Outlook, SK	www.communitypork.com
		Y	Quantum Processing Ltd.			◆		◆		306-796-4944	Central Butte, SK	quantum.processing@sk.sympatico.ca
Y			Rayglen Commodities	◆	◆	◆	◆	◆	◆	800-729-4536	Saskatoon, SK	www.rayglen.com
	Y		Reavie's Seed Cleaning	◆						306-769-8887	Arboretfield, SK	
		Y	Redvers Ag & Supply Ltd.	◆	◆					306-452-3444	Redvers, SK	
	Y		Regina Seed Processors Ltd.	◆		◆				306-586-8955	Richardson, SK	
	Y		Riverview Seeds Limited	◆						306-862-4333	Nipawin, SK	
		Y	RK Sunview Farms Ltd.			◆				306-776-2468	Rouleau, SK	
		Y	Roy Legumex Inc.	◆	◆	◆	◆	◆	◆	204-758-3597	St. Jean-Baptiste, MB	www.legumex.com
		Y	S.S. Johnson Seeds Ltd.	◆	◆	◆			◆	800-363-9442	Arborg, MB	www.johnsonseeds.mb.ca
	Y	Y	Sask Wheat Pool - Seed Cleaning Plant			◆				306-692-0671	Moose Jaw, SK	merchandising@swp.com
	Y	Y	Sask Wheat Pool - Seed Processing	◆	◆	◆		◆		306-882-4492	Rosetown, SK	merchandising@swp.com
	Y	Y	SaskCan Pulse Trading Inc.			◆	◆	◆		306-525-4490	Regina, SK	www.saskcan.com
	Y	Y	Schumacher Seeds Ltd.	◆	◆	◆		◆		306-493-8274	Delisle, SK	knibbs@direcway.com
	Y	Y	Sedley Seeds	◆	◆	◆	◆	◆		306-885-4444	Sedley, SK	www.sedleyseeds.com
	Y	Y	Shamrock Seeds Ltd.	◆		◆	◆	◆		306-249-4151	Saskatoon, SK	shamrock.seeds@home.com
	Y		Shewchuk Seeds	◆						306-497-2800	Krydor, SK	
	Y		Silhouette Seeds	◆		◆				306-423-6283	Domremy, SK	silhouette@sk.sympatico.ca
	Y	Y	Simpson Seeds Inc.			◆		◆		306-693-2132	Moose Jaw, SK	www.simpsonseeds.com
	Y	Y	Smith Seeds	◆		◆		◆		306-263-4944	Limerick, SK	smith.seeds@sk.sympatico.ca
		Y	South West Terminal Ltd.		◆					306-672-4112	Gull Lake, SK	www.swt.sk.ca
	Y		Southland Processors Inc.			◆		◆		306-296-4778	Frontier, SK	www.southlandsk.com
	Y	Y	Southland Pulse Inc.	◆	◆	◆		◆		306 634-8008	Estevan, SK	www.southlandpulse.net
	Y		Sudom Seeds	◆		◆		◆		306-868-4620	Avonlea, SK	b.sudom@sk.sympatico.ca
		Y	Sunrise Foods International Inc.	◆	◆	◆	◆	◆	◆	306-931-4576	Saskatoon, SK	www.sunrisefoods.net
	Y		Sunset Farms Ltd.	◆		◆		◆		306-626-3388	Pennant, SK	
	Y		T & E Williamson Seeds	◆		◆		◆		306-582-6009	Pambrun, SK	
	Y	Y	T.W. Commodities	◆	◆	◆		◆		306-773-9748	Swift Current, SK	www.twcommodities.com
	Y		Tanner Seeds			◆				306-757-7012	Regina, SK	
		Y	Terminal 22 (1998) Inc.		◆					306-334-2222	Balcarres, SK	bkercher@terminal22.sk.ca
	Y	Y	Terramax Holdings Corp.	◆	◆			◆		306-522-7117	Qu'Appelle, SK	www.terramax.sk.ca
	Y		Thiel Seeds Ltd.	◆						306-747-3947	Shellbrook, SK	
	Y		Tomtene Seed Farm	◆						306-749-3554	Birch Hills, SK	
	Y		Trawin Seeds	◆						306-752-4060	Melfort, SK	
	Y		Valleau's Cleaning Plant	◆		◆				306-277-4208	Ridgedale, SK	
	Y		Valleyview Seed Cleaning	◆		◆		◆		306-856-4445	Outlook, SK	val@sk.sympatico.ca
	Y	Y	Van Burck Seeds	◆	◆					306-863-4377	Star City, SK	vanburckseeds@sk.sympatico.ca
	Y	Y	Veikle Grain Ltd.	◆	◆	◆				306-398-4714	Cut Knife, SK	veikle_seeds@qlo.com
	Y	Y	Vigro Seed & Supply	◆		◆		◆		306-885-2144	Sedley, SK	cap.ic.gc.ca/sk/sedley/vigro.html
		Y	W G Thompson & Sons Limited	◆			◆			519-676-5411	Blenheim, ON	johnthompson@wgthompson.com
		Y	Walhalla Bean Co. (Canada) Ltd.				◆			204-325-0767	Winkler, MB	walbean@mts.net
	Y	Y	Walker Seeds Ltd.	◆	◆	◆	◆	◆	◆	306-873-3777	Tisdale, SK	www.quantumlynx.com/wsl
	Y		Wallace Enterprises Inc.	◆		◆		◆		306-574-4299	Tyner, SK	w.wallace@sk.sympatico.ca
		Y	Werner Agra			◆				306-721-1375	Regina, SK	www.werneragra.com
		Y	Western Commodities Trading Inc.		◆	◆		◆		306-872-2280	Spalding, SK	blair.wet@sasktel.net
	Y	Y	Western Grain Cleaning & Processing	◆	◆	◆				306-445-4022	North Battleford, SK	heidi@westerngrain.com
		Y	Weyburn Inland Terminal Ltd.	◆						306-842-7436	Weyburn, SK	www.wit.ca
Y			Yanez International Commodities	◆		◆	◆			306-242-1538	Saskatoon, SK	www.rodrgointl.com/
		Y	Young Seeds Inc.			◆		◆		306-355-2221	Mortlach, SK	young.fam@sasktel.net

Spotlight on Field Research

in brief

Producers had a first-hand look at pulse field research this July.

Saskatchewan Pulse Growers

co-hosted two pulse field days in July, putting the spotlight on pulse field research that is taking place in the province.

The South East Research Farm near Redvers, Saskatchewan hosted the first field day on Wednesday, July 23. Over 140 producers, researchers, and industry representatives attended the tour, which featured research on dry bean production, liquid fertilizer tests, field pea seeding depth trials, regional pea and bean variety trials, and other projects involving wheat, canola and soybeans.

On July 24, almost 100 attended a second field day in Canora, Saskatchewan, at the East Central Research Foundation site. This tour highlighted some of the following research: nitrogen timing for dry beans, field pea seeding depth trials, regional pea and bean variety trials, and other research on flax, forages, and agroforestry.

Saskatchewan Pulse Growers would like to thank everyone involved in putting on these successful events, especially the staff of the South East Research Farm at Redvers and the East Central Research Foundation at Canora.

The information from the demonstrations presented at both field days is available on the SPG website in the Production section.

Penny Eaton is Communications Manager with Saskatchewan Pulse Growers: (306) 668-5556. Contact Harvey Anderson, Manager, for more information about the South East Research Farm at 'seprdc@sasktel.net'. To learn more about the East Central Research Foundation, contact Kim Stonehouse, Research Farm Manager, at ecrf@sasktel.net.



Terry Good outlines the latest in liquid fertilizer research at Canora.



Dr. Kadambot Siddique (left), Director of Centre for Legumes in Mediterranean Agriculture (CLIMA) in Perth, Western Australia, attended both tours. Here, he takes a moment to chat with Dr. Bert Vandenberg of the CDC.



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Marketing the 2003 Pulse Harvest

in brief

This year's high-quality harvest will provide additional niche market opportunities.

Markets have been certain for several months that this year's Canadian harvest would be much larger than the past two years and there was an expectation quality would be better than last year. But they were not expecting to see the development of a fundamental shortage of offgrade product.

Western Canada's pulse industry initially feared the region would experience its third consecutive drought this year; and that seed-borne disease would be a major problem in lentils, chickpeas and to a lesser extent, field peas.

As it turned out, Canada experienced its third drought in a row – with the system planted squarely over British Columbia.

Long days of steady sun and sweltering heat burned or tanned lentil fields in parts of Saskatchewan, resulting in a brownish or reddish colored seed coat.

Reports from processors through the end of August strongly suggest the average quality of all pulses grown in Saskatchewan and Alberta could be No. 1 grade this year. Suntanning will push a good part of the lentil harvest into the No. 2 grade fraction. From a grading stand point, processors and exporters believe a smaller-than-normal fraction of this year's crop will fall below the No. 2 grade fraction; resulting in a fundamental shortage of extra 3 and No. 3 grade lentils and excessively bleached green peas.

The main quality problem facing processors and exporters is smaller-than-normal seed sizes resulting from an abbreviated growing season. In general, this is not seen as an issue. Pea splitters are happy to be dealing with a more uniformly-sized product, even if it is smaller. Small size is not an issue in over 90% of lentil markets.

However, it is a concern for exporters vying for the so-called Spanish quality lentil market and working to maintain Canada's presence in 9mm or higher kabuli chickpea markets. Initial samples of Spanish quality lentils reveal this year's large green or Laird-type lentil harvest technically meets size specifications set by importers; but falls short of what they would expect a lentil of this caliber to look like.

This offers a unique opportunity for growers. Those who harvested large-calibre, No. 1 grade lentils and kabuli chickpeas and who had not presold their harvest should not rush to deliver what they have grown. Instead, those crops should be not be blended with other lentils and should be marketed on a sample-submitted basis to a shortlist of companies.

There are year-round markets for large-calibre kabuli chickpeas, though growers face new crop competition from Mexico starting in March of each year. While large-calibre lentils can be sold year-round, demand has historically been strongest from harvest through the February-March period.

Similar opportunities exist for growers who have managed to produce exceptionally large whole yellow, marrowfat and maple peas. There are niche markets for these qualities which should be explored by submitting samples to exporters and processors, instead of just delivering the peas.

Ironically, the fact such a large percentage of the crop appears destined to fall into the No. 1 and No. 2 grade fractions is a problem for markets. Spreads between the various grades would be expected to tighten under such a circumstance, because there are more buyers in the world for offgrade than top-grade product.

In pulse-consuming nations, consumers in wealthy neighborhoods eat less pulses and are more willing to pay for special qualities. Poor neighborhoods consume their maximum quantity of pulses when prices are low, reducing usage as prices rise. In Latin America and the Indian subcontinent, more customers fall into the latter than former category.

Canada has good experience in this market niche, developing steady demand for extra 3 and No. 3 grade lentils; green peas with 10% to 40% bleach; and other pulses which do not meet grade, but which are otherwise suitable for human consumption.

Niche markets for these qualities should be explored by submitting samples instead of just delivering the peas.

Exporters who presold into offgrade markets are already finding it hard to originate the qualities they need. While Canada needs to ship feed peas to move this year's crop, growers are not yet willing to sell good quality peas at feed prices, leaving exporters struggling to fill opening season cargoes.

Similar problems have not yet been reported in lentil markets, partly because the countries which take lower grade lentils also tend to buy closer to when they actually need imports. This effectively delays the time until exporters discover whether there is enough demand to sustain prices for No. 2 or better lentils at current levels.

The No. 1 grade market has already made the transition, with bid levels averaging CDN \$21.90 per 100 pounds (cwt) during the opening month of the 2003-04 marketing campaign, compared to last season's average of \$24.26 cwt for extra No. 3 grade large green lentils and \$19.23 cwt for No. 3 grade product. Bids for No. 2 grade large green lentils averaged \$20.07 in August, with some processors expecting bids for generic No. 1 grade product to snuggle closer to the No. 2 price even while superior No. 1 grade lentils maintain their premiums.

For growers, the marketing advice always remains the same. Know what is in the bin and market it accordingly.

It makes sense to sell carryover stocks and offgrade product sooner rather than later. Consumers will come to expect a higher average quality than last year and demand discounts to accept the kind of merchandise they clamored for during the 2002-03 marketing campaign. Growers with exceptional qualities need to put samples in front of reliable exporters and work with them on realizing the full value of the crop.

For generic product, it just makes sense to time sales to meet the cash flow objectives of the business. Since there does not appear to be a shortage of pulses in western Canada, opportunities to take a good profit on a crop should be considered.

Brian Clancey is the President of STAT Publishing, which produces market intelligence for the world's agriculture industry. For more information, see www.statpub.com

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e-mail: pulse@saskpulse.com, or visit our Web site: www.saskpulse.com.

Pulse Canada launches new website: www.pulsecanada.com

Pulse Canada has developed a food pulse website section geared towards a slightly different audience than Pulse Canada's main site. The *Pulses in a Healthy Diet* section gives a general overview of the nutritional aspects of pulses as well as a nutrient breakdown. Specific information is provided in regards to diabetes, heart disease, folic acid, vegetarian eating and pulses in the celiac diet. *Preparing Pulses* focuses on how to buy, store, soak and cook dry peas, chickpeas, beans and lentils, and also provides information on using canned products. Under *Types of Pulses*, a breakdown is given of the different types of peas, beans, lentils and chickpeas, followed by cooking guidelines and suggested applications for each. Nearly 400 recipes will be available in a searchable database by October 1.

In addition to the food pulse section, the new website features an expanded crop information section, including market information and price statistics, as well as a new area on pulse research. A *Members Only* section, accessible by all Canadian pulse producers and Canadian Special Crops Association (CSCA) members, will have detailed market reports, production and consumption statistics and new market intelligence. Visit the new site at www.pulsecanada.com.

Al Slinkard to be inducted into the Canadian Ag Hall of Fame

Dr. Al Slinkard will soon have a new honour to add to his collection. He will be inducted during a ceremony at the Royal Agricultural Winter Fair in Toronto on November 9. Dr. Slinkard's leadership in research, education and communication allowed the Crop Development Centre at the University of Saskatchewan to become the world leader in pulse development.



He has released 19 pulse varieties over the years and his Laird-class lentil is the most widely-grown and recognized in the world.

Feed Literature Database use on the rise

Livestock nutritionists, animal scientists, livestock producers and others with an interest in the feeding value of Canadian peas, beans, lentils or canola for livestock can access a host specialized information online. The Pulse-Canola Feed Literature Database is a compilation of published technical papers on the use of peas, beans, lentils, canola and chickpeas in swine, ruminant and poultry diets. It contains papers from around the world found in scientific journals from 1980 to present.


July 2003 saw the greatest usage to date with 8084 hits, 69% to the database and 31% to the summaries available. Funding for the database is provided by the Saskatchewan and Alberta Pulse Growers, and Saskatchewan Canola Development Commission. To check it out, see www.infoharvest.ca/pcd.

SPG office on the move

After almost 8 years, Saskatchewan Pulse Growers is moving out of the Atrium Building at Innovation Place – but just down the road a bit.

As of October 1, SPG is located at 104 – 411 Downey Road in Saskatoon, SK S7N 4L8, still within the Innovation Place Research Park. Telephone and fax contacts remain the same. Drop by for a visit!

Correction

An outdated biographical note mistakenly appeared at the end of the article on page 13 of our June issue. The correct bio should have read: "Dr. Robert Tyler is Associate Dean (Academic) in the College of Agriculture and Professor in the Department of Applied Microbiology and Food Science at the University of Saskatchewan in Saskatoon. For more information, contact him at bob.tyler@usask.ca." Our apologies for the error. 

in brief

**News from
and about
Saskatchewan
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Selling Peas into the Feed Market

in brief

Pursuing quality can pay off in the feed pea market.

Peas are an excellent choice to include in animal diets, because they are a good source of both energy and protein, they are highly palatable and can be used for almost all classes of livestock and poultry. Obviously, feed manufacturers wish to make the highest quality feed possible, and to do so, must start with top quality ingredients. Fortunately, locating quality peas is not difficult. This fall's excellent harvest conditions have resulted in peas that are dry without weather damage such as sprouting or frost.

Although human-consumption pea prices tend to be higher than feed pea prices, producers may be willing to sell into the local feed market to avoid numerous extra charges such as freight costs, shrinkage, brokerage fees, and discounts for splits and cracks.

Feed manufacturers have exacting specifications for their feed ingredients, such as moisture levels, nutritional specifications, appearance and foreign material content. Here are some guidelines to consider.

Appearance

Yellow, green or a combination of both types of peas is acceptable. Pea seeds can become split or cracked and detached from the papery seed coat during handling, but this does not affect the nutritional quality at all. Average protein levels are determined including the seed coat.

Odour

Peas should have a fresh or slight earthy odour. Odours of mold or mildew should be investigated immediately.

Nutritional Specifications

The average crude protein content of Canadian feed peas is 22%, with a crude fibre

level of 5.5% (90% dry matter basis). Average test weight for peas is 60 lbs/bushel or 365g/500ml. Samples need to be checked prior to use because of the variability in pea nutrient levels. Because of the high digestibility of protein and the strong positive correlation between lysine and crude protein, it may be possible to get a premium for higher crude protein level peas.

Moisture

Under Canadian conditions, peas can be stored for an indeterminate amount of time at 16% moisture or 84% dry matter. Consider your storage conditions to establish a moisture maximum that is conducive to safe storage.

Foreign Material

Foreign material describes that portion of a shipment that is not peas. Split or cracked peas and seed coats are not considered foreign material. Foreign material may be other pulse or cereal kernels, weed seeds, stems, or pods or dirt and stones. As with any ingredient, foreign material alters the nutritional composition of peas. It is important to understand the maximum level of foreign material that will be tolerated, and types of foreign material that cannot be shipped.

Following these guidelines will assist you in accessing the feed pea market. Remember that purchasers have the ability to set the specifications for the ingredients in their livestock rations, but keep in mind that premium product deserves premium price.

Barb Stefanyshyn-Coté is a Livestock Nutritionist with Lumec Farms Ltd. in Leask, SK. For more information, contact lumec@direcway.com.

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RESOLUTIONS



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

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

Resolutions must clearly note the
person who is proposing them.

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

Robert's Rules of Order will apply.

Deadline: 5:00 pm, January 8, 2004



Resolutions should be mailed to:

Saskatchewan Pulse Growers

310-111 Research Drive
Saskatoon, Saskatchewan, S7N 3R2

or faxed to: (306) 668-5557

or e-mailed to: pulse@saskpulse.com

by Thursday, January 8, 2004

2004 Board of Directors Nominations

If you are a registered pulse producer, and would like to be instrumental in building Saskatchewan's pulse industry, fill in the nomination form below. It must be signed by three other registered growers.

Three positions are open for Directors on the Board of the Saskatchewan Pulse Growers. Nominations are being accepted until noon on FRIDAY, OCTOBER 31, 2003.

Responsibilities:

- 10 Board meetings per year (one per month except during harvest and seeding); committee meetings as required
- Average time commitment of board members is 45 days per year
- Terms are for three years, with a maximum of two consecutive full terms

Nomination Form

In accordance with the Saskatchewan Pulse Growers Regulations, I, the undersigned hereby submit my name as a candidate for election to a seat on the Board of Directors of the Saskatchewan Pulse Growers.

First Name

Last Name

Address/Town

Postal Code

E-Mail

Telephone

Fax

Signature

I have grown the following pulse crops:

2002

2003

I nominate the above pulse producer as a candidate for election as a director of the Saskatchewan Pulse Growers.

Name of Registered Producer (signature)

Name of Registered Producer (signature)

Name of Registered Producer (signature)

Name (please print)

Name (please print)

Name (please print)

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Please return this form to:

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Telephone: 306-668-5556 Fax: 306-668-5557

Note: Only registered producers can hold office, vote, or nominate others. If your dealings with the Saskatchewan Pulse Growers (e.g. levy submission) have been through your company name, rather than your own name, you may have to sign the "Designated Representative Form" which designates you as a representative of the company for election and nomination purposes. Please contact the Saskatchewan Pulse Growers Office at (306) 668-5556 if you think this might apply to you.

in brief

Pulse Canada investigates China's bean industry and how it fits into the world pulse economy.

China's Bean Industry: Moving West to the Far East



Gordon Bacon (right) of Pulse Canada and Bert Vandenberg of the University of Saskatchewan spent two weeks travelling through some of China's chickpea, pea and bean producing provinces prior to speaking at a Chinese bean conference. Their investigation of the Chinese pulse industry provides an insight into research and production systems in a major pulse exporting country.

China is one of the most amazing agricultural countries in the world. There are 1.3 billion people in China, with 500 million living in rural areas. Almost 350 million Chinese are involved in agricultural production and it is estimated that there is 30% unemployment in this sector. Poverty in rural areas is a major problem, with income of less than one dollar per day in the poorest provinces in China. Per capita income is more than ten times higher in the major cities

Agriculture is an important industry in China and it seems that every inch of land is used through the hard work of rural people. Mountainsides are terraced. Desert is irrigated for as far as the water lasts, while fields and ditches are terraced to hold the water from heavy rains. Roadsides are grazed as ducks, geese, pigs, goats, sheep, and cattle keep the grass and shrubs short. Even the trees that have been planted as part of China's reforestation program are kept neatly pruned, with the branches seen piled in backyards for fuel in the winter.

To get a sense of the pulse industry in China, you will need a view of agriculture in general. With 350 million involved in agricultural production, it is no surprise that there is a lot of hand labour, small fields and what is obviously an austere life. However, there are four provinces in China where state farms operate alongside the small-scale farming.

The state farms in Heilongjiang province, the centre of the bean industry in China, were

set up after the Korean war, when soldiers were put to work to clear vast areas of land that were not already being cultivated. State farms in Heilongjiang average 120,000 acres, with some as large as 250,000 acres. In many respects, these farms are state-of-the-art in agriculture and on some state farms, everything from field size to equipment looks a lot like agriculture in North America. In fact, both the central government in China and government at the provincial level are supporting this large-scale production and the use of more technology.

Pulse production in China occurs on a large scale where you will see a 500-acre field of beans. The large-scale bean fields on a state farm might be seeded with zero-tillage equipment, sprayed by an aerial applicator and yield a tonne per acre. One-third of China's bean exports come from Heilongjiang province and half the beans in the province are grown on state farms. However, even on state farms the move to more mechanization is still a work in progress. One farm with more than 6,500 acres of beans were still cutting and thrashing the beans by hand. Perhaps it is important to note that this 'farm' had a population of 12,000 on 50,000 acres of cultivated land. On a per-person basis, the big farm suddenly doesn't seem so big.

The majority of farms in China are small with fields the size of gardens or lawns. One stop in northwest China had both chickpeas and beans growing on the same farm. The chickpeas had been cut and left to dry, and the




farm family was starting to cut beans. The dry chickpeas were being forked onto a rack to be taken home for harvest. Wheat crops were being thrashed with either a tractor or a horse pulling a concrete roller around and around on a concrete pad. Sun drying of thrashed crops is another labour-intensive job as bags of grain were spread out during the day to dry and re-bagged for the night. Perhaps one of the more unusual sights was to see a large combine unloading at the edge of a field onto a large tarp where people were waiting with bags.

Out of this diverse agricultural system has developed a pulse exporting nation that continues to grow. Chinese figures show that in 2002, they exported more than 21,000 tonnes of lentils, nearly 8,000 tonnes of chickpeas and more than 470,000 tonnes of beans with hand labour playing a big role in the planting and harvesting of these crops.

China's future as a pulse exporter is dependent on more than the price of pulses versus other crops. The US is pressuring China to change their policy of keeping the Yuan (Chinese currency) undervalued. A low Yuan helps Chinese exports. China has joined the WTO and support programs for agriculture will have to change to meet WTO rules.

Large markets for Chinese pulses have been the Food For Oil program run by the United Nations for Iraq; World Food Program purchases for food aid (Chinese pulses are low priced relative to other producing nations); as well as shipments to Cuba through an arrangement between the governments of these two countries. Clearly, the US bean industry has its sights set on Cuba and Iraq and World Food Program procurement is not set in stone. China is also an importer of some agricultural crops and efforts to attain self-sufficiency could shift their production base. Growing affluence and the shifts in diet that this brings, migration of the population to urban areas and the gap between rich and poor in China round out a picture that is incredibly complex.

China's land mass, population and cost of production make it the world's wildcard in pulse production and exports. When watching the pulse markets, the smart thing to do will be to keep one eye way out west all the way to the Far East. 

Harvesting chickpeas in a village in the Xinjiang region in northwest China.

Gordon Bacon is CEO of Pulse Canada in Winnipeg. For more information, see www.pulsecanada.com or call (204) 925-4453.



Reviewing Producer Payment Security

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Saskatchewan Pulse Growers has partnered with the Alberta and Manitoba Pulse Grower organizations to review options for producer payment security. Many of you have told us that you want an affordable system that will guarantee you coverage in the event of non-payment by a pulse buyer.

We have contracted the services of Kelly and Associates of Winnipeg to review "fund-based," "insurance based" and "clearing-house" options to the current system of licensing and bonding of pulse buyers. They will also be reviewing American and Australian systems. Study results will be communicated at Pulse Days 2004.

If a new producer security system is considered best for the industry, implementation could take significant time, especially if changes to Federal legislation are required. In the meantime, these are some risk management practices that you may want to consider adopting now:

1. Deal with grain buyers that have a reputation for prompt and full payment.
2. Spread out your risk by selling to more than one buyer.
3. Sell in smaller quantities. This has to be weighed off against considerations of markets, transportation and storage.
4. Read and understand any contract that you sign. For assistance, seek legal advice or refer to *A Farmer's Guide for Production Contracts in Saskatchewan* by Craig Zawada at www.saskpulse.com or www.sccd.sk.ca/aims.

We will be consulting with growers and industry prior to pursuing any changes to the current system. I encourage you to attend Pulse Days 2004 to participate in this important issue. 

RULES TO REMEMBER WHEN CONTRACTING

Some basic rules should be kept in mind when entering into any contract. They include:

1. Get it in writing. A "handshake deal", is just as much a contract as one that is written down, but the difference lies in proving the terms. Written agreements provide better evidence of what was intended. But this doesn't mean that every written contract must be signed as-is. Be particularly careful when handed a "standard form contract". Simply because it is professionally typeset and looks intimidating does not mean that it cannot be amended. Remember that you can simply walk away if the contract terms are just too harsh to accept.

2. Ensure accuracy. Read the contract carefully to be sure it matches what has been promised. If something is missing, or requires clarification, have it included or amended before signing.

3. Consult experts when necessary. If parts of the contract are confusing, contact a lawyer or other person who can provide independent advice. Even where the language seems straightforward, a review can point out risks which may not be obvious, and can save thousands of dollars.

4. Keep the channels of communication open. If problems arise during a contract's term, talk to the other party as soon as possible to try and find a solution. Whether it is due to embarrassment or anger, it is often human nature to avoid talking to the other side when difficulties occur. It is remarkable how many problems can be solved or kept from escalating just by communicating and working through the issue.

Source: *A Farmer's Guide to Production Contracts in Saskatchewan*, by Craig Zawada, 2003.



TASTE SASKATCHEWAN RECIPE CONTEST

Share your recipe for the best pulse dishes in Saskatchewan! Four finalists will present their recipe to a panel of distinguished culinary experts and pulse producers. Enter your recipe today and plan on attending this food session during Pulse Days 2004. You could win a weekend getaway at Saskatoon Inn or Temple Gardens Mineral Spa & Resort, dinner for two, or one of a number of other great prizes.

Enter now! Don't forget to include a few notes about yourself and why this is your favourite pulse dish.

Contest Details:

- Deadline for recipe submissions: December 15, 2003.
- Recipe must incorporate a minimum of 250 mL [1 cup] of pulse(s).
- Recipes should be original.
- All recipes submitted become property of Saskatchewan Pulse Growers. Winning recipes and those not among the winners may be published in subsequent magazines, cookbooks, or websites.
- Each recipe submitted must include the entrant's name, address, and phone number. Contestants may enter more than one recipe, but please include name, address and phone number on each recipe.
- Please be specific with directions, measurements, and sizes of cans, packages, and pans.
- Recipes should be typed or printed clearly.
- Recipes will be prepared on finalists' behalf. Finalist will present recipe before judges on Tuesday, January 13.
- Finalists will receive one complimentary pass to the session.
- Finalist will be contacted by Friday, January 2.

Send recipes to:

Food Focus Saskatoon Inc.
A5A - 116 - 103rd St E
Saskatoon, SK S7N 1Y7
Tel. (306) 652-2691
Fax. (306) 664-4404
Email: foodfocus@quadrant.net

See Registration Form
on Page 11

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