Saskatchewan Pulse Growers

pulsepoint

October 2004 Vol.4 No.4

Pulse Days 2005 information inside!
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Weathering the Markets

Lentil Market Signals

Who Will Feed Asia?

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Shawn Buhr
Chairman of the Board

Challenge and Renewal in 2004

Given the time of year as I write this, we would normally be on the finishing end of harvest, but this year, we, as most other farmers, are a long ways from wrapping up. The summer that never was for all of us has presented challenges for all crops.

To look on the bright side, Dr. Vandenberg at the University of Saskatchewan told me a few weeks ago that the weather has presented them with two excellent disease nurseries and very clearly identified plants with improved traits for things such as standability and bleaching, to name two. So, with the glass half full, we can be confident that we will have better pulse varieties in the future that will be better prepared to take on another year that presents similar challenges to 2004.

On another note, we are preparing for the annual election of directors at this time of year. It is very important that all growers take the time to fill in and return their ballot. I strongly encourage those interested in becoming a director to complete a nomination form. Saskatchewan Pulse Growers has been successful because we have attracted strong leaders from all over the province.

For myself, the upcoming election is bittersweet. I am finishing my second term and will be retiring in January. It is not that I can't bear the thought of leaving, but I have very much enjoyed the opportunity to meet regularly with some of the province's best minds at our Board table and it would be untrue to say that I will not miss that greatly. However, I am excited for the future knowing what the Board and our staff will accomplish for the industry and I am confident that this Board will continue to lead the pulse industry for the entire country, not just Saskatchewan.

In closing, I simply want to say thank you: to my family for putting up with my frequent absences from home, to the other Board members for their support and efforts, to our staff who always go above and beyond for us, and finally to you the growers for putting your faith in me to serve you and for your continued support of our industry with your check-off dollars.

Anthracnose on lentils was a common sight with the damp conditions this year.

2004 SPG Election timeline

October 29	Nominations close
November 5 to December 3	Growers receive ballots and mail in their votes
December 3	Deadline for returned ballots
January 10	Results announced during SPG Annual Meeting

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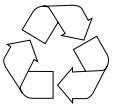

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Marlene Boersch

Market Signals for the 2004 Lentil Crop

in brief

Top-grade lentils will be highly prized – and in short supply – this fall.

Even though we are already well into the early fall, North American grain markets today are still driven by the weather. We have had late seeding in many areas, little sun and heat over the summer, and frost, several times in some areas. The result is that as of September 28, almost 30 per cent of the Prairie lentil crop remains in the fields.

To gain perspective on the Canadian lentil crop, this article provides a provisional market summary by assessing the international prospects for the lentil crop and its importance in global lentil trade.

Good overall supply and demand analysis is still the backbone of any reliable attempt at forecasting markets. Let's start with the supply situation:

Recently Statistics Canada has confirmed the lentil acreage forecast estimate of close to 1.9 million acres. Yield estimates are still difficult to make and range widely from about 800 lbs. to 1,100 lbs. per acre [the 10 year average lentil yield for Saskatchewan is 1,054 lbs./acre]. My own re-adjusted yield estimate is at 977 lbs./acre to generate a production estimate of 831,000 metric tonnes. This is still more than enough to fill my total demand projection of about 700,000 tonnes, which consists of 496,500 metric tonnes for export, plus 200,000 to 210,000 metric

Table 1: 2004 Canadian lentil projection by variety (MCV estimate)

	Acreage	lbs/acre	Production (MT)	Carry-In	Projected Export Demand	Projected Domestic Demand	Projected Carry-Out	Projected Stock/Use Ratio
Large Green	956,760	910	394,920	15,000	223,003	107,100	79,817	0.24
Medium Green	262,640	1,000	119,131	4,500	83,001	29,400	11,230	0.10
Small Green	150,080	1,150	78,286	5,000	62,001	16,800	4,485	0.06
Red Lentil	487,760	1,050	232,306	15,000	123,502	54,600	69,204	0.39
D.S.L./Other	18,760	800	6,807	3,000	5,000	2,100	2,707	0.38
Total	1,876,000	977	831,450	42,500	496,506	210,000	167,444	0.24

Source: Estimates by Mercantile Consulting Venture

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tonnes total domestic usage (for edible purposes, feed, seed, waste).

Also, with no more than 30 per cent of the Canadian crop still out in the fields at the end of September, the very real quality supply scare that we experienced earlier in September has been diffused.

To put our Canadian production into a context, what do we know about the other major lentil producers? The single biggest producer is India. But in spite of the good news on India's precipitation earlier this summer, conditions deteriorated and I think to pencil in more than 900,000 metric tonnes for this year is optimistic. Turkish production is slightly below last year's at about 300,000 metric tonnes; the same for Syria. No big change is expected in Australia. Only the U.S. increased its production by about 110,000 metric tonnes.

Accordingly, because Canada is the single largest lentil exporter in the international market place, increasing Canadian edible lentil production by 300,000 to 310,000 metric tonnes will effectively compensate for the reduced production in India, and readjust world production (for the major producers in Turkey, India, Syria, the U.S., Australia, and Canada) above last years' figure of 2.5 million metric tonnes by about 100,000 tonnes. This is an increase of about 4.4% over last year.

Table 2: 2004–2005 lentil production projection – major producers (in MT, all types)

	2003–2004	2004–2005
India	1,100,000	900,000
Turkey	320,000	300,000
Syria	80,000	65,000
Australia	175,000	180,000
USA	185,000	215,000
Canada	520,000	831,500
Other	150,000	150,000
Total	2,530,000	2,641,500

What about the demand equation for Canadian lentils? The difficulty here is that we are still guessing about our quality outcome except to say that 'it will not be good', and that we may reach about 20 per cent for the top two grades. We will again have some trouble supplying top quality product. Obviously that is bad news for price and – for some markets only – volume projections. High(er) quality lentils will be relatively dear, especially in the early fall when shippers try to fill prior commitments. And low grade lentils will be discounted a lot because they will be in ample supply relative to demand. The somewhat good news is that low(er) prices always buy demand, especially in the developing nations.

Specific Markets:

Northern Europe: Being mostly green lentil buyers, the majority of the Northern Europeans know how to utilize

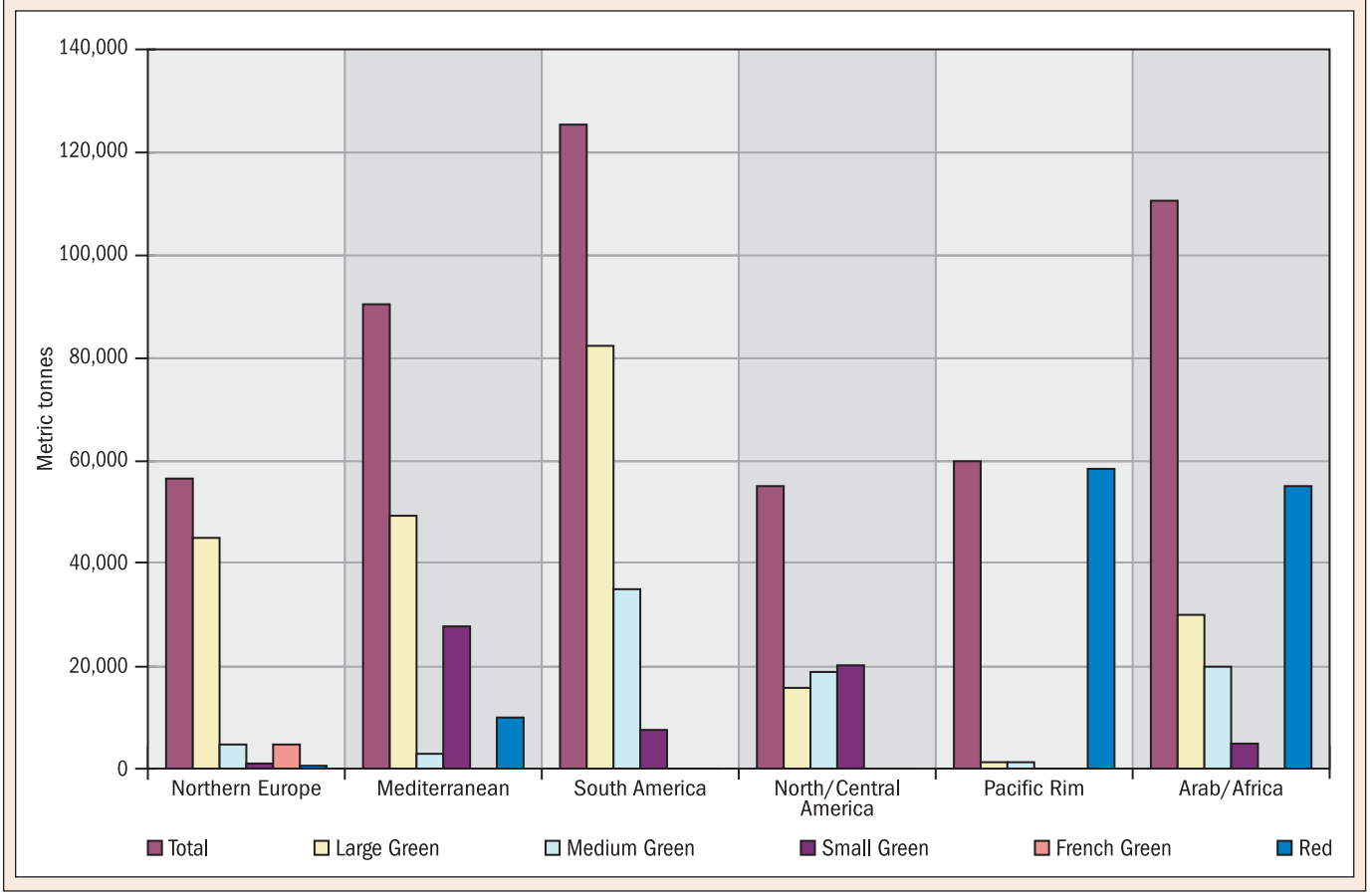
number two grades. They may take extra three's as well, but only at good discounts. Our competition is mostly Turkish lentils, and then Chinese lentils for canning if they are cheap. We will be able to maintain our exports to this region if we have reasonably good number two lentils, and some 'decent' extra three lentils. We have also shipped feed lentils to Europe in the past. However, feed grain supply within Europe is very good this year, so I do not see a lot of off-grade lentils moving offshore for feed, although some of them will be blended into feed pea shipments.

The Mediterranean: Mediterranean buyers are very discriminating buyers. They purchase in descending volume: large greens, small greens, red lentils. They definitely want and need quality product, especially for packaging and for canning into glass jars. We face competition from the U.S., Turkey, Australia, and domestic Spanish production which – at about 50,000 metric tones this year – is about double that of 'normal.' I think Canadian exports may loose further market share in Spain and Italy to the U.S. In addition, Greece, Italy, and Spain will most likely be difficult with quality claims. Surprisingly, Italian buyers can sometimes be persuaded to buy number two lentils basis lot samples, so make sure you market your lentils this way to the exporters. [For example, to maximize your return to quality, try to market number 2 large greens with an exceptional percentage stained, contrasting colours. But do make sure the shipments exactly match the samples.]

South America: That is where Canadian exporters will try to market a lot of the lower grade product. South Americans love buying number two and extra three green lentils (all sizes, nowadays) because of the lower prices, and will also buy number three lentils, but only basis lot samples to control the amount of stained product. More importantly, virtually all lentil imports to South America are sourced from Canada, so we face little to no competition by other exporting nations.

North/Central America: This is mainly the U.S. and Mexico. Especially Mexico likes good colour, and we will have trouble with our small green lentils. The U.S. buyers make due

Figure 1: Canadian lentil exports by type and destination, 2004–2005



with number two or even extra three grade. We should not expect record volumes to Mexico.

Pacific Rim: Lower prices always buy demand in India, Bangladesh, Pakistan, Sri Lanka. But especially on red lentils we face competition from Turkey and Australia.

Arab/Africa: Algeria buys number two or extra three large and medium green lentils because they are definite price buyers. There might be some potential to Iraq as well. However, Egypt looks for 'good' red and small green lentils. They are very discriminating, and will compare quality and price to domestic, Australian and Turkish lentils. Colour will be a problem. They may not come to Canada for supplies until after Turkey and Australia have shipped their better quality. Exports to Algeria and possible Iraq might be good, but do not expect record shipments to Egypt.

Market seasonalities:

Green lentils: Exporters have some lentils forward sold to importers in the Mediterranean for September and October shipment. The forward sales are smaller than in previous years because importers were gambling on low prices due to harvest pressure. If you do have good quality lentils, you may want to sell into this window as long as the pressure to supply the quality sold prior to the harvest problems is on. Later in the crop year sellers will be very careful not to fall into the same trap, and buyers will readjust their quality requirements and/or buy elsewhere.

Red Lentils: We are definitely too late to supply the pre-Ramadan markets. (Ramadan starts on October 15.) I think that most of our red lentils will end up in the splitting markets staring later in the fall. Make sure you know if any discolouring extends beyond the seed coat to the cotyledon. If not, it should not be discounted for the splitting market.

Overall:

What does this mean for overall demand for Canadian lentils? Basis the above figures, I anticipate an export number of 496,000 metric tonnes. If we can utilize/export lentils for feed, we may even exceed the 500,000 metric tonne mark, but there are a lot of feed grains around in North America and in Europe. Combined with the September production estimate, the export figure would readjust my previously estimated stock-use ratio I used over the summer from 38 per cent to 24 per cent, which is very close to the 2001 crop stock-use ratio, when we had fairly flat prices throughout the year.

To maximize price returns for lentils, it will be important to exploit price spikes, because the overall supply is sufficient, and does not lend itself to generate rising price trends due to supply bottlenecks or demand pressure.

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

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by Greg Cherewyk

Who Will Feed Asia?

Lester R. Brown first asked "Who Will Feed China?" back in 1995 and the question has never been more relevant. In fact, we should expand the question to include the rest of Asia as well. Across the region, dense populations and rapid industrialization have displaced crop land and led to a net decline in food production despite the fact that land is becoming more productive.

At its current rate of growth, China may soon join Japan, South Korea and Taiwan in the club of nations that have lost between 40 and 50% of their grain-harvested areas. Dwindling resources and rising incomes present new challenges that must be addressed in countries such as China where food security concerns have re-emerged as political priorities. China's Prime Minister, Wen Jiabao recently urged peasants to boost production, warning that grain security is a matter of social security. After years of declining grain production, China has, for the first time in its history, become a net importer of food.

The enormous vacuum that has been created in China has sucked up record volumes of soy from the U.S. and South America. Even with government incentives to produce more soy and corn it is unlikely that China will reduce its dependency on imports. And this dependency is placing unprecedented pressures on feed ingredient supplies for neighboring net importers such as South Korea, Taiwan and Japan. Further complicating matters is the fact that China is dropping off the map as the world's second largest corn exporter. Earlier this spring, Zhu Chang-Guo, Deputy Director General of China's State Bureau of Grains warned that exports of corn could drop to 2.5 million tonnes – down from over 16 million tonnes in 2003. With some of the largest livestock populations in the world and rapidly expanding appetites for meat, affordable feed ingredients are fast becoming the top priority throughout the region.

Of course, the challenges faced by countries in the East represent enormous opportunities for Canada. At a recent Canadian Feed

in brief

How do Canadian pulses fit into Asia's growing need for food?

A busy street market in Xinjiang, China.

Pea Seminar hosted by Pulse Canada and the Canadian Embassy in Beijing, Deputy Secretary General Qiao Yufeng of the China Feed Industry Association told nearly 60 invited guests that China's feed requirements will double by 2015 to reach 177 million tonnes. He followed this projection by stating that China's growing feed industry represents huge potential for Canadian feed peas. With 6 feed pea trials currently underway in China and commercial sales made this summer, Pulse Canada is excited about the growing interest in feed peas.

Similar interest has been generated in Taiwan, where 3 feed pea trials are about to wrap up and commercial sales of feed peas also have been made this summer.

Pulse Canada recently hosted a VIP feed buying delegation from South Korea where a 450,000 tonne quota recently opened for feed peas. With tight worldwide feed supplies and nearly 100% reliance on imports for its 15 million tonne market, South Korean feed buying agencies are actively investigating alternatives to corn and soy. A trial purchase of 1000 tonnes of peas arrived earlier this summer and Korean representatives indicated a very strong interest in making a large purchase of feed peas for November/December this year.

Who will feed Asia? With a combined feed requirement of 135 million tonnes in China, Taiwan, Japan and South Korea, it will take more than Canadian feed peas. However, there is a place in these markets for peas and Canadian peas are attracting the attention of some of the region's largest feed manufacturers. These companies are happy to hear reports of record pea crops from Canada this year. Awareness and interest is gradually evolving into demand in Asia, creating opportunities for continued expansion of pea acreage across western Canada. With sustained market development efforts on the feed pea front and increasing efforts by the Canadian trade, Pulse Canada sees feed peas becoming part of the solution to feeding Asia's voracious appetite.

Greg Cherewyk is Program Manager for Pulse Canada in Winnipeg. For more information, contact gcherewyk@pulsecanada.com.

Almost 300 delegates from 28 countries attended the International Pulse Trade and Industry Confederation (CICILS/IPTIC) conference in Beijing, China in June 2004.

Delegates discussed pulse production and trade around the world; the influence of China's accession to WTO on pulse production; market and trade prospects; price speculations for 2004; and pulse quality standards, among other topics.

Shawn Buhr and Lloyd Affleck from the Saskatchewan Pulse Growers Board represented Saskatchewan at the conference.

by Rob Tisdale

Working Together to Develop Standard Contracts

in brief

Growers and trade are developing templates that will form the foundation for production and delivery contracts.

Participants in the Special Crops industry in Canada use comprehensive supply contracts and delivery contracts as tools to enable both short and long term supply agreements between producers and dealers to facilitate both domestic and export trade.

When the Special Crops industry began in Canada in the mid-sixties, the contracting companies were few in number and already reasonably experienced in contract production of pedigreed seeds. As most producers know, the pedigreed seed industry has a very well-established and understood set of proscribed procedures that all seed producers and seed dealers must follow. In those early years, many special crop producers were also seed growers.

During the following decades, the rapid expansion of special crops production meant that there were many new players entering this new and exciting "growth" business. As with any human process that expands rapidly, experience usually precedes education. That experience usually means a large number of individuals are unprepared and unable to sustain themselves through the many circumstances that will occur. The net result is summed up in one word: chaos. One of Webster's definitions most aptly describes chaos as: "a state of things in which chance is supreme." This sounds familiar to me! In the last five years in the pulse industry, I think we have seen enough mergers, buy-outs, closings, bankruptcies, foreclosures, and auctions that would support this definition.

The purpose of a contract is to limit chance or risk for the parties involved. Last year at a brain storming session, the leaders of our industry from pulse grower organizations and the Canadian Special Crops Association (CSCA) agreed that it would be beneficial to our industry to promote the understanding of what a contract should be in order to reduce the chaos in our industry. I chair the committee that was formed, which has representation from both growers and dealers. This committee has a mandate to develop a broad form contract for both production and delivery of special crops. It is intended that this broad form contract will be the foundation for all contracts between producers and dealers.

In the last three years, there has been extensive work done by Craig Zawada, a lawyer from Saskatoon, who was commissioned by the Agriculture Institute of Management in Saskatchewan.

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Translating lab analysis into Producer Profits

In the last three years, there has been extensive work done by Craig Zawada, a lawyer from Saskatoon, who was commissioned by the Agriculture Institute of Management in Saskatchewan. I understand that this paper has been endorsed by the SPG and other organizations. I have reviewed his work and I too can endorse it as excellent material that all producers should read to better understand the contract process. It has one limiting factor. It is over 50 pages. I understood all of it, but I have been working with production contracts for over 30 years, so to me it all made sense. I would guess that a grower who is just getting into contract production may find the paper challenging to understand unless he/she has someone with experience to go through it with them.

A favorite process that we human beings accept readily is the process of endorsement: "Hey, if George says it's good then that's good enough for me." Translation: "I haven't a clue what this all says, but George is smart and successful and he says it's okay, so then it must be okay." The special crops export trade universally uses GAFTA (Grain and Feed Trade Association headquartered in London, UK) standard contracts to form the basis for international trade. GAFTA contracts are designed for almost every form of export process and they have a spotless record for contract execution and dispute resolution. The GAFTA contracts have been the solid foundation for generations of traders that allows our international trade to function as efficiently as it does. A new trader coming into the business finds out immediately that GAFTA contracts must be referenced on an export contract and the bonus is they only have to read and understand them once in their career in order to trade with reasonable security on an ongoing basis.

Success for everyone can flourish in an environment of confidence and trust

That is all this process is about. Two contract forms producers and dealers can read and understand, once, that covers the general understanding of volume, grade, price, delivery and payment. The producers' and buyers' specific details are described on the face of the contract. This should result in a business environment with the increased security and trust that both parties have intended.

Success for everyone can flourish in an environment of confidence and trust.

We anticipate having the contract forms endorsed and available at the Saskatchewan Pulse Growers Pulse Days conference in January 2005.

Rob Tisdale is the Manager of Agricore United's Pulse Division in Winnipeg, MB. Rob will be speaking about the new contracts at Pulse Days 2005. For more information, contact him at rtisdale@agricoreunited.com.

by Penny Eaton

Pulse Power!

From the Farm to the Olympics

in brief

Pauline Van Roessel is a champion for pulses in healthy diets.

Eight years ago, Pauline Van Roessel, a farm girl from Bow Island, Alberta, was a math and physical education teacher in rural Alberta. By 2004, Pauline had become one of the top eight rowers in the country and represented Canada at the Olympic Games in Athens.

How did this come about? From a young age, Pauline was very athletic, competing in running, cycling and basketball. After the inspirational performance of Canada's rowing athletes at the 1996 Olympic games, Pauline decided to take up the sport of rowing. She took a sabbatical from teaching, and put in years of grueling training. Despite intense training that required rowing two and three times a day, six days a week, Pauline said, "I've never looked back. I knew the instant I completed my first race that, I had found a sport like no other, and I would do everything possible to get a National team tryout. So began my journey to the Olympics."

Pauline was invited to join the National Rowing Team in 1998, and began a training schedule that would last for the next six years. In the midst of her grueling training regime, Pauline graduated with Distinction with a degree in Industrial Design in 2002. Later that year, she competed for Canada in the World Cup and World Rowing Championships, earning silver medals at both. In 2003, Pauline raced in the Women's Eight in the Henley Royal Regatta, the Remenham Cup, World Cup Regatta, and the World Rowing Championships, winning among the top three and setting new personal best records.

Unfortunately, Canada was shut out of the Olympic medals in the women's eight in Athens. "It's disappointing, when you work that hard, obviously," said Pauline, "and all of us in that boat shared the same dream. But there are no guarantees. We're very proud to be among the world's best in the sport of rowing."

As in sport, there are few guarantees in farming, with which Pauline is well-acquainted. Growing up, she helped feed the cattle, stacked bales, hoed acres of sugar beets, moved irrigation pipes, chased cattle, operated an open swather in plus 30-degree heat, and many of the other scenarios familiar to farm life. Pauline's rural roots remain very strong. So strong that Pulse Canada is sponsoring a cross-Canada speaking tour for Pauline to share her Olympic experience and talk about the role of pulses in the healthy diet of an Olympic athlete. "Pulse crops convey the concept of a healthy diet, cheaper means of attaining high protein, versatility, and the extremely high energy to low fat ratio," said Pauline. "All of these points are key for athletes."

The Canadian Women's Eight rowing team in competition at the Athens Olympics. *(Pauline Van Roessel, second from left)*

"This is a great partnership," said Janette McDonald, Executive Director of the Alberta Pulse Growers and Advisor to Pulse Canada who is coordinating the rowing sponsorship. "Pauline is one of few Canadians from a farm background who have reached the heights of Olympic competition."

"Pauline's story of determination, strength and healthy living is inspirational. We're very proud to support her," said McDonald.

Pauline Van Roessel will share her story at Pulse Days 2005 in Saskatoon. Don't miss it!

Penny Eaton is the Communications Manager for Saskatchewan Pulse Growers. Contact Penny at (306) 668-5556 or peaton@saskpulse.com.

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– Pauline Van Roessel
2004 Olympic Athlete
Canadian National Rowing Team Member

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Pulse Companies: Buyers – Processors – Brokers

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

Please take the time to ensure you're dealing with a reliable company. Ask questions of the company. Ask for references. Contact the Canadian Grain Commission to ask about licensing and security. 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 to deduct and remit the pulse checkoff; it does not imply endorsement.

Broker	Processor	SPG Buyer	Company	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Faba Beans	Telephone	City / Town	More Info
		Y	Agricom International Inc.	◆		◆			◆		604-983-6922	North Vancouver, BC	www.agricom.com
		Y	Agricore United – Head Office	◆	◆	◆	◆	◆	◆	◆	204-944-5411	Winnipeg, MB	www.agricoreunited.com
	Y	Y	Agricore United – SK Special Crops	◆	◆	◆	◆	◆	◆	◆	306-751-4920	Regina, SK	www.agricoreunited.com
	Y	Y	Agricore United – SK Special Crops	◆	◆	◆	◆	◆	◆	◆	306-343-5079	Saskatoon, SK	www.agricoreunited.com
	Y		Agrivision Processing Co.	◆		◆		◆	◆		306-645-2155	Rocanville, SK	agrivision@sasktel.net
	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@sasktel.net
	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		Bergstrom Farms Ltd.	◆		◆		◆	◆		306-573-4625	Birsay, SK	bergstromfarms@sasktel.net
	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	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	Y	Bornhorst Seeds Ltd.	◆	◆						306-366-2158	St. Gregor, SK	bbornhorst@sasktel.net
	Y		Bouvier Seeds			◆					306-648-2748	Gravelbourg, SK	
	Y		Boyes Seeds	◆							306-327-4782	Kelvington, SK	
		Y	Brett-Young Seeds Limited Partnership		◆						800-468-6509	Gilbert Plains, MB	www.byseeds.com
		Y	C. B. Constantini Ltd.		◆	◆					306-373-9730	Saskatoon, SK	lynn.mcmillan@cbconstantini.com
	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 Inc.	◆	◆	◆		◆			306 885 4444	Sedley, SK	sedleyseeds@cableregina.com
	Y		Canora District Seed Cleaning	◆							306-563-4303	Canora, SK	
	Y	Y	Canpulse Foods			◆					306-463-4444	Kindersley, SK	canpulsekindersley@sasktel.net
		Y	Cargill Limited		◆						204-947-0141	Winnipeg, MB	www.cargill.ca
		Y	Cargill Animal Nutrition		◆			◆	◆		403-329-4462	Lethbridge, AB	andrew_barwegan@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	Community Pork Ventures Inc.		◆						306-867-8916	Outlook, SK	www.communitypork.com
		Y	Conagra Grain Canada	◆	◆	◆				◆	204-925-5566	Winnipeg, MB	www.conagra-canada.com
		Y	Conida Seed Co.				◆				208-829-5411	Hazelton, ID USA	cbarlow@trinidadbonham.com
	Y	Y	Copeland Seeds Ltd.	◆		◆					306-378-2286	Rosetown, SK	copeland.seeds@sasktel.net
	Y		Cut Knife & District Seed Cleaning	◆		◆					306-398-4740	Cutknife, SK	
		Y	Dandilee Spice Corp.	◆	◆			◆			306-745-2510	Gerald, SK	dandilee@sasktel.net

Pulse Companies: Buyers – Processors – Brokers

Broker	Processor	SPG Buyer	Company	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Faba Beans	Telephone	City / Town	More Info
	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@sasktel.net
	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@sasktel.net
	Y		Ferndale Seed Farms	◆		◆					306-645-4423	Rocanville, SK	
		Y	Fill-More Seeds Inc.	◆	◆	◆		◆	◆		306-722-3353	Fillmore, SK	www.fillmoreseeds.com
	Y	Y	Finora Inc. - Assiniboia	◆	◆	◆	◆	◆	◆		306-642-5920	Assiniboia, SK	assiniboia@finora.com
	Y	Y	Finora Inc. - Wilkie	◆	◆	◆	◆	◆	◆		306-843-2507	Wilkie, SK	wilkie@finora.com
	Y	Y	Finora Inc.	◆	◆	◆		◆	◆	◆	604-597-5060	Surrey, BC	finora@istar.ca
	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 Ltd.	◆		◆	◆	◆	◆	◆	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	Grainex International Ltd.	◆	◆	◆	◆				604-535-9794	Surrey, BC	tim@grainexcan.com
	Y		Grassy Acres	◆							306-752-4017	Melfort, SK	
		Y	Great Sandhills Terminal Marketing Centre		◆						306-628-4452	Leader, SK	gary.lang@gst.ca
		Y	Great Western Grain Company Ltd.	◆	◆	◆		◆	◆		306-825-4344	Lloydminster, SK	bob@greatwesterngrain.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	horizon.seed@sasktel.net
	Y		Hurd Farms Ltd.	◆							306-762-9240	Melfort, SK	
	Y		HWY. 26 Cooperative Seed Cleaning	◆		◆					306-397-2353	Edam, SK	
	Y		Je-Jo Farms Ltd.	◆		◆					306-342-2058	Glaslyn, SK	
	Y		JLS Perault Farms Ltd.	◆							306-275-2237	St. Brieux, SK	jlsperault.farms@sasktel.net
	Y		Junop Brothers	◆		◆					306-493-2995	Delisle, SK	
	Y	Y	Kalshea Trading International Ltd.	◆	◆	◆	◆				204-737-2400	Altona, MB	kalshea_trading@hotmail.com
	Y		Keg Agro Ltd.			◆	◆				306-867-8667	Outlook, SK	gcarlson@sasktel.net
	Y	Y	Keyser Farms Ltd.	◆	◆	◆		◆	◆		306-723-4949	Cupar, SK	keyserfarms@sasktel.net
	Y	Y	Klempnauer Seeds Ltd.	◆	◆		◆	◆	◆		403-655-2420	Grassy Lake, AB	www.klempnauer.ab.ca
	Y		Kostenuk Bros. Seeds Inc.	◆							306-742-4545	Wroxton, SK	k.kostenuk@sasktel.net
	Y		Kyle Seed Cleaning	◆	◆	◆	◆	◆	◆		306-375-2350	Kyle, SK	jcarlson@sasktel.net
			Lackawanna Products Corp.	◆	◆	◆		◆	◆		306-862-6200	Nipawin, SK	lackawanna@sasktel.net
		Y	Lakeside Pulse & Special Crops Ltd.	◆	◆	◆		◆	◆		204-255-5550	Winnipeg, MB	www.lakesidespecialcrops.com

Pulse Companies: Buyers – Processors – Brokers

Broker	Processor	SPG Buyer	Company	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Faba Beans	Telephone	City / Town	More Info
	Y	Y	Lashburn Ag Ventures Ltd.	◆	◆						306-285-3511	Lashburn, SK	lashburnagventures@sasktel.net
	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	Mainline Terminal Ltd.		◆						306-435-4905	Moosomin, SK	
	Y		Manitou Custom Seed Cleaning	◆		◆		◆	◆		306-259-4944	Young, SK	
		Y	Maviga N A Inc.	◆		◆	◆	◆	◆	◆	306-721-8900	Regina, SK	www.maviga.ca
	Y		Maze Seed Farms Ltd.	◆		◆					306-398-2637	Unity, SK	mazeseeds@sasktel.net
	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 Ltd.		◆						306-946-2225	Watrous, SK	mst@midsaskterminal.com
		Y	N.M. Paterson & Sons Ltd.		◆	◆	◆				204-956-2090	Winnipeg, MB	www.patersongrain.com
	Y	Y	Naber Specialty Grains Ltd.	◆	◆	◆	◆	◆	◆	◆	306-752-4115	Melfort, SK	nsgl@sasktel.net
	Y		Nelson Seed Farms Ltd.	◆		◆					306-825-4000	Lloydminster, SK	rwn@sasktel.net
	Y		Nelson's Seed and Cleaning Ltd.	◆		◆		◆	◆		306-357-4601	Wiseton, SK	
	Y	Y	Newfield Seeds Company Ltd.	◆	◆						306-862-4678	Nipawin, SK	www.newfieldseeds.ca
		Y	No-Bull Marketing Ltd.	◆	◆	◆		◆	◆		403-643-2855	Carmangay, AB	www.diversifoods.ca
		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@sasktel.net
	Y		Notukeu Processing Inc.	◆	◆	◆		◆	◆		306-582-6000	Vanguard, SK	www.notukeu.com
		Y	Nuvision Commodities Inc.		◆						204-758-3401	St. Jean-Baptiste, MB	
	Y		Oleet Processing Ltd.	◆	◆	◆	◆	◆	◆	◆	306-543-4777	Regina, SK	cliffzlelke@otfarms.ca
	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	parklandpulse@sasktel.net
	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	Y	Parrish & Heimbecker Ltd. (Winnipeg)		◆	◆		◆	◆		204-987-4318	Winnipeg, MB	www.parheim.mb.ca
	Y		Pask Farms	◆							306-745-2571	Atwater, SK	paskfarms@sasktel.net
	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@sasktel.net
	Y		Pheasant Hill Seed Farm	◆		◆					306-333-2069	Abernethy, SK	
	Y		Phillips Seeds Ltd.	◆							306-873-5569	Tisdale, SK	phillips.c@sasktel.net
		Y	Pioneer Grain Co. Ltd.	◆	◆	◆					204-934-5961	Winnipeg, MB	www.jri.ca
		Y	Poplar Valley Organics	◆		◆					306-767-2640	Zenon Park, SK	poplarvalley@sasktel.net
		Y	Prairie Mountain Agri Ltd.	◆	◆						204-937-6370	Roblin, MB	
	Y		Prairie Pulse Inc.	◆	◆	◆		◆	◆		306-249-9236	Vanscoy, SK	info@prairiepulse.com
	Y	Y	Prairieland Grain Co. Ltd.	◆	◆	◆	◆				204-483-3636	Hartney, MB	www.prairielandgrain.com
	Y		Premium Grain	◆		◆					306-864-3696	Melfort, SK	
		Y	Prime Pro Seeds International Inc.	◆		◆	◆		◆	◆	306-296-2055	Frontier, SK	www.primeproseeds.com
	Y		Pro Can Seeds Ltd.	◆		◆		◆	◆		306-882-4482	Zealandia, SK	procan@sasktel.net
		Y	Profood Canada Ltd.		◆	◆		◆	◆		403-270-3700	Calgary, AB	profood@shaw.ca
	Y		Proven Organics			◆					306-648-3282	Gravelbourg, SK	
		Y	PSC Elstow Research Farm	◆	◆	◆		◆	◆		306-373-9922	Saskatoon, SK	engele@sask.usask.ca
	Y	Y	Pulse Depot Rosetown Inc.	◆	◆	◆		◆	◆		306-882-4440	Rosetown, SK	info@pulsedepot.com
	Y	Y	Quantum Processing Ltd.			◆		◆	◆		306-759-2040	Central Butte, SK	quantum.processing@sasktel.net

Pulse Companies: Buyers – Processors – Brokers

Broker	Processor	SPG Buyer	Company	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Faba Beans	Telephone	City / Town	More Info
Y			Rayglen Commodities	◆	◆	◆	◆		◆	◆	800-729-4536	Saskatoon, SK	www.rayglen.com
	Y		Reavie's Seed Cleaning	◆							306-769-8887	Arborfield, SK	
		Y	Redvers Ag & Supply Ltd.		◆						306-452-3444	Redvers, SK	redvers.agricultural@sasktel.net
	Y		Regina Seed Processors Ltd.	◆		◆					306-586-8955	Richardson, SK	
	Y		Riverview Seeds Limited	◆							306-862-4333	Nipawin, SK	
		Y	Roy Legumex Inc.			◆		◆	◆		204-758-3597	St. Jean-Baptiste, MB	www.legumex.com
	Y	Y	RW Organic Ltd.	◆	◆	◆		◆			306-354-2660	Mossbank, SK	rworganic@sasktel.net
		Y	R Young Seeds Inc.	◆	◆	◆		◆	◆		306-355-2221	Mortlach, SK	ryoungseeds.colin@sasktel.net
	Y	Y	S.S. Johnson Seeds Ltd.	◆	◆	◆				◆	800-363-9442	Arborg, MB	www.johnsonseeds.com
	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	Sask Wheat Pool	◆	◆						306-569-4411	Regina, SK	www.swp.com
	Y	Y	Saskcan Pulse Trading Inc.	◆	◆	◆	◆	◆	◆		306-525-4490	Regina, SK	www.saskcan.com
	Y		Schumacher Seeds Ltd.			◆					306-493-8274	Delisle, SK	craigsch@lincsat.com
	Y	Y	Sedley Seeds	◆	◆	◆		◆			306-885-4444	Sedley, SK	www.sedleyseeds.com
	Y	Y	Shamrock Seeds Ltd.	◆	◆	◆	◆	◆	◆		306-249-4151	Saskatoon, SK	bbradley@shamrockseeds.com
	Y		Shewchuk Seeds	◆				◆			306-497-2800	Krydor, SK	
		Y	Shooters Hill Livestock Inc.		◆						780-985-3499	Calmar, AB	ayeup@telus.net
	Y		Silhouette Seeds	◆		◆					306-423-6283	Domremy, SK	silhouette@sasktel.net
	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@sasktel.net
		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	southland@sasktel.net
	Y		Sudom Seeds	◆		◆			◆		306-868-4620	Avonlea, SK	b.sudom@sasktel.net
		Y	Sunrise Foods International Inc.	◆	◆	◆	◆	◆	◆	◆	306-931-4576	Saskatoon, SK	sunrise.g.neufeld@sasktel.net
	Y		Sunset Farms Ltd.	◆		◆		◆	◆		306-626-3388	Pennant, SK	
		Y	Superior Grains Inc.	◆	◆	◆		◆	◆		701-965-6241	Crosby, ND	les@superiorgrains.com
	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	mbratrud@t22.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	Y	Tradewind Commodities Ltd.	◆	◆	◆	◆	◆	◆		306-436-4450	Milestone, SK	tradewind@sasktel.net
	Y		Trawin Seeds	◆							306-752-4060	Melfort, SK	
	Y		Valleau's Cleaning Plant	◆		◆					306-277-4208	Ridgedale, SK	
	Y		Valleyview Seed Cleaning	◆		◆		◆	◆		306-856-4445	Outlook, SK	vall@sasktel.net
	Y	Y	Van Burck Seeds Ltd.	◆	◆						306-863-4377	Star City, SK	vanburckseeds@sasktel.net
		Y	Vanderveen Commodity Service Ltd.		◆					◆	204-745-6444	Carman, MB	vcsltd@mts.net
		Y	Veikle Grain Ltd.	◆	◆	◆					306-398-4714	Cut Knife, SK	veikle.seeds@sasktel.net
	Y	Y	Vigro Seed & Supply (A division of Weyburn Inland Terminal)	◆	◆	◆		◆	◆		306-885-2144	Sedley, SK	vigro@wit.ca
	Y	Y	Walker Seeds Ltd.	◆	◆	◆	◆	◆	◆	◆	306-873-3777	Tisdale, SK	www.walkerseeds.ca
	Y		Wallace Enterprises Inc.	◆		◆		◆	◆		306-574-4299	Tyner, SK	w.wallace@sasktel.net
		Y	Western Commodities Trading Inc.		◆	◆		◆	◆	◆	306-872-2280	Spalding, SK	blair.wct@sasktel.net
	Y	Y	Western Grain Cleaning & Processing	◆	◆	◆		◆	◆		306-657-3455	Saskatoon, SK	vicki@westerngrain.com
		Y	Weyburn Inland Terminal Ltd.	◆							306-842-7436	Weyburn, SK	www.wit.ca
	Y	Y	Whitewater Coulee Cleaners Ltd.	◆	◆	◆					306-293-2101	Bracken, SK	
Y			Yanez International Commodities	◆		◆	◆				306-242-1538	Saskatoon, SK	www.rodrigointl.com/

by Florian Possberg

Canadian Hogs Are Hungry For More Peas

in brief

A consistent supply is needed to increase the use of peas in hog rations.

Prairie hogs will be finding a lot more locally grown peas in their rations as the harvest of 2004 wraps up. Big Sky Farms, headquartered in Humboldt, is a good example of this trend. Big Sky has 31 production sites in eastern half of Saskatchewan. Big Sky Farms weans over 700,000 pigs annually from 28,000 breeding sows. Most are finished in company owned units, and the balance is either custom-fed on Saskatchewan farms or sold as feeder pigs, mainly into the US corn states. Almost all of the feed that is used is manufactured in twelve Big Sky feed mills located on or near units.

Peas fit into hog diets

Peas have a number of advantages in hog diets, as follows:

1. Nutrition

The formulation of modern pig rations is a matter of sophisticated science. Diets are formulated for energy and protein and are tailored to the pig's age, genetics, housing, health and market grade requirements. The number one source of energy in hog diets worldwide is corn. Corn delivers the most calories per unit, followed by wheat and then barley. The energy sources in most Big Sky hog diets are primarily barley and wheat. For protein, the standard is soymeal. We currently use soymeal, canolameal and peas as protein sources.

Figures 1 and 2 show how peas meet the nutritional needs of hog diets for both protein and energy. Proteins are made up of many amino acids. The most limiting amino acids

Figure 1: Crude protein levels for wheat, barley, peas, soymeal and canola meal compared to minimum and maximum levels in grower and finisher hog rationns

Source: Big Sky Farms

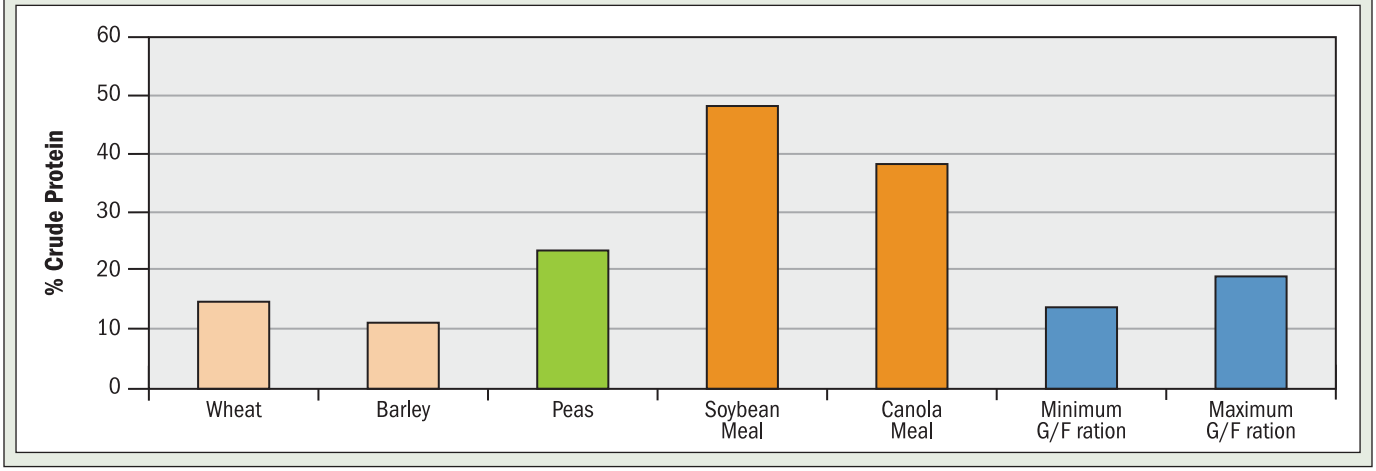
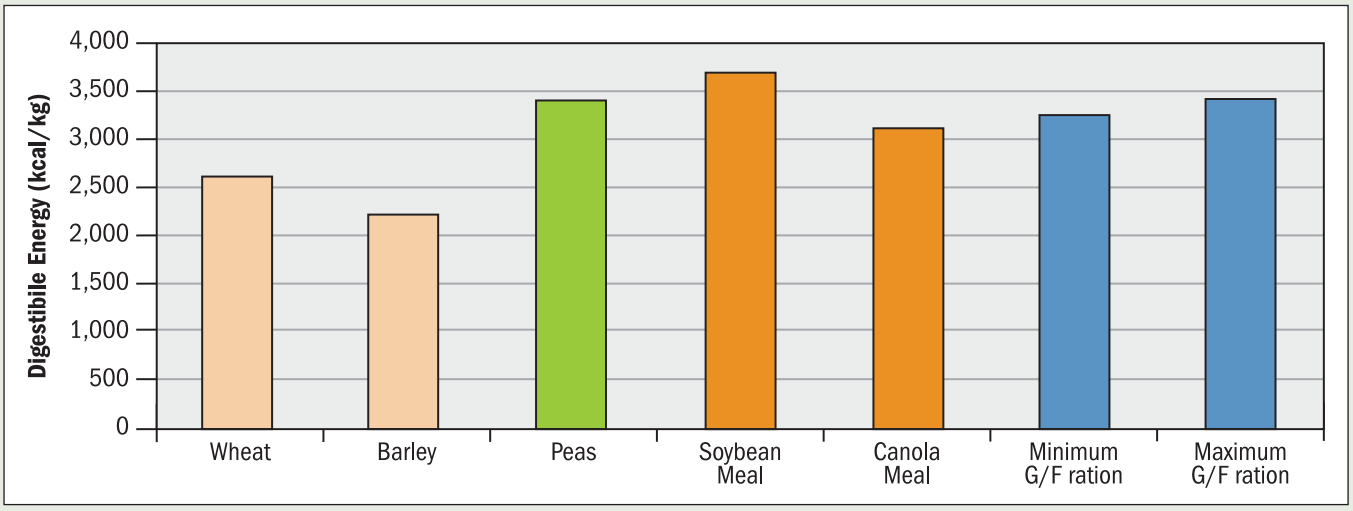


Figure 2: Digestible energy for wheat, barley, peas, soybean meal and canola meal compared to minimum and maximum in grower and finisher hog rations

Source: Big Sky Farms



for hogs are lysine, threonine and tryptophan. Peas are one of the few protein sources that are well balanced in all three for pig diets.

2. Economic value

Because peas are great for both protein and energy, a major consideration for their use is their current relative price. In our area, barley generally provides the most kcal of energy per dollar, followed by wheat. However, these cereal grains do not provide enough protein. Since soybean meal and canola meal have much higher protein levels than peas, the effective feeding value of peas needs to be determined. Pea usage is driven by two factors; availability and price. When pea prices reach a point that protein, energy and lysine are too expensive versus alternative sources, i.e.: synthetic lysine, soymeal and or canolameal, the levels through formulation are reduced.

3. Palatability

Peas are highly palatable and research at the Prairie Swine Center has shown that levels could be fed over 30% in grower and as high as 40% in finisher diets without any negative effect on feed intake.

However, palatability can be severely undermined by the presence of FM (foreign matter). **The 8% FM that is allowed for export peas is simply unacceptable for use in pig diets.** In particular, high levels of weed seeds can be very negative to palatability. Pea pods affect flowability and digestibility. We do not buy peas with greater than 1.0% FM.

The major constraint to using pea use in hog diets: Availability

Ability to access a dependable supply continues to be a significant deterrent to using higher levels of peas in our rations. We could at times use higher levels of peas in our diets, but a consistent supply is not always available. As a result, we have had to cap peas at 25%. Rarely is it price that limits our ability to include peas as opposed to supply.

Our feed mills ingredient supply for high-use items may be five days or less. Growers often view pea sales to feed mills as a market of last resort. We have withdrawn peas from our rations in March because supplies have dried up – only to find many growers trying to move peas in July.

Future use

Use of peas in hog feeds will continue to increase as more acres are planted on the prairies. More growers will come to accept feed mills as a legitimate market. As hog feeders gain confidence of a more consistent supply, more mills will incorporate peas in more rations. While peas in sow and nursery diets are not yet common practice, inclusion rates in grower and finishing rations will continue to increase.

Peas add to the competitiveness of our hog industry in world markets. Keep them coming!

Florian Possberg is President and CEO of Big Sky Farms Inc of Humboldt, Saskatchewan. For more information, see www.bigsky.sk.ca.

by Steve Shirtliffe, Terry Hogg and Aaron Miller

YOUR CHECKOFF DOLLARS AT WORK
Another Project Funded By Saskatchewan Pulse Growers

Optimizing Dry Bean Production

in brief

New research provides tips for growers on dry bean agronomics.

To many in Saskatchewan, dryland bean production is still a relatively new endeavour. A recent research project has some valuable new recommendations for bean growers. The project was co-funded by Saskatchewan Pulse Growers and by Saskatchewan Agriculture, Food & Rural Revitalization through the Agriculture Development Fund.

"The goal is to refine the narrow row agronomic package for dry bean production in the thin black soil zone of Saskatchewan," says Steve Shirtliffe of the University of Saskatchewan and the principal investigator on the project. "The CDC [Crop Development Centre] has developed a number of bean varieties adapted for dryland production, with upright growth, short growing seasons and improved pod clearance. What we need now is to refine the agronomic package to allow producers to profitably grow this crop."

Background

The project looked specifically at narrow-row agronomic production practices for the bean variety CDC Pintium and evaluated the variety Envoy.

Even though CDC Pintium is well suited to Saskatchewan and has a high yield potential, it has still been a challenging crop to grow, "especially these last few years," says Shirtliffe. The years 2001 through 2003 were three of the driest in Saskatchewan's history. In 2002, frost wiped out the Rosthern, Saskatoon, and Melfort sites. In 2003, a hailstorm destroyed the Rosthern site. "Despite these environmental setbacks, we were still able to harvest beans at 12 of the 15 sites. Therefore, given the amount of replication, we are confident in our results," Shirtliffe stated.

Process

Research was conducted at Saskatoon, Rosthern, Redvers, Melfort and Outlook. All sites were dryland except for Outlook, which was irrigated. The beans were direct-seeded into standing stubble at a target density of 45 plants m-2. A granular inoculant specific to dry bean was added to the seed row of specified treatments at a rate of 5.65 kg ha-1. Nitrogen fertilizer was side-banded as 46-0-0 at seeding one inch below and to the side of the seed. CDC Pintium was treated with Vitaflo 280 and Apron FL at the label rate prior to seeding. Each site had a fall application of Edge or Pursuit (⅓ label rate), a pre-seed burn-off with glyphosate, and in-crop weed control with a group 1 herbicide and Basagran, at label rates. The beans were straight harvested when mature.

Table 1: Characteristics of two bean varieties

Variety	CDC Pintium	Envoy
Bean type	pinto	navy
Seed size	large	small
Seed weight (per 1000 seeds)	350 g	150 g

Results

Varieties: CDC Pintium works, Envoy does not

The research project concluded that CDC Pintium is adapted for production in Saskatchewan. With optimum agronomic inputs, the CDC Pintium plots yielded an average of 1050 lbs/ac (range 800 –1300) under dryland conditions (excluding two sites in 2001 that suffered extreme drought). Under irrigation, that average yield using optimal agronomic inputs was 3900 lbs/ac. Envoy is not recommended as a bean variety in Saskatchewan due to its longer growing season and reduced yield potential.

YOUR CHECKOFF DOLLARS AT WORK
Another Project Funded By Saskatchewan Pulse Growers

Inoculation with Rhizobium has no effect on dry bean

One of the main findings of the research was that inoculation with Rhizobium had no effect on the yield of dry bean under dryland or irrigated production. This is not due to the rhizobium inoculant being ineffective. There was a significantly higher amount of nodules observed on plants treated with rhizobium in 2001 and 2002 at Rosthern and Redvers (compared to untreated). This indicated that the rhizobium had infected the roots of the bean plant but resulted in no benefit to the plant.

Nitrogen fertilizer increases yields

In contrast, the addition of nitrogen fertilizer was found to increase yield in dry bean. Under dryland production, there was on average 2.5 kg ha-1 of dry beans produced for every kg ha-1 of nitrogen fertilizer that was added. Under irrigation the ratio was 6.3:1. Therefore, it is not economical to add rhizobium inoculant when producing beans, but it will often pay to add nitrogen fertilizer. Under dryland production, producers should add 50 kg ha-1 when soil N levels are low. Higher levels will usually be economical under irrigation.

Shirtliffe elaborates, "This study was conducted during a period characterized by drought at many of the locations and we were encouraged that overall, there was an economic response to nitrogen fertilizer under dryland conditions. In addition, the soil N level was high at many of the dryland sites. With these conditions, we were surprised that there was [on average] a positive economic return from fertilizing with nitrogen. We would have expected a much greater return if the soil N levels had been lower and there was more plant available moisture," he says. "This is why we'll recommend the addition of nitrogen fertilizer when growing CDC Pintium."

Additional recommendations

- Producers should seed at least 4 viable seeds per square foot to maximize profit under dryland and irrigated production. This rate is higher than many producers are currently using. Assuming a seed weight of 350 g per 1000 seeds, this works out to 125 lbs/ac.
- Producers should avoid soaking dry bean seed whenever possible, as this can reduce emergence.
- Producers should also use a seed fungicide that controls Fusarium.
- A no-till or spring-tillage-only tillage system consistently provided the highest yields compared to fall and spring tillage and burning. The researchers believe that this is due to the water conservation associated with no-till cropping systems.
- The southeast corner has the best environment in Saskatchewan for dryland bean production.

Dr. Steve Shirtliffe and Aaron Miller are researchers at the University of Saskatchewan. Terry Hogg is an agronomist with AAFC in Outlook. For more information, please contact shirtliffe@usask.ca.

by Tasha Nett

Pulses on the Go: Nutricious and Delicious

in brief

Warm up with some hearty pulses this fall.

Recently I attended a family celebration, where everyone had the chance to reflect back and share various memories. One of my autumn memories from childhood is going with my grandmother to take meals out to the field during harvest.

My grandmother had the chore of not only preparing something that was easy to transport, but something that would also keep warm for an extended period of time. Most often she had something in a casserole dish or roaster that had been wrapped in tea towels to keep it in the heat. Although Grandma's dishes were usually more traditional, (my least favourite being pork hocks and sauerkraut!), the same challenges still remain: preparing a meal that's hearty and nutritious and ready for anyone who has just put in long hours in the field. A tasty salad or hot bowl of stew is a great way to have a delicious meal on the go.

LENTIL CHICKPEA STEW

Source: www.saskpulse.com

- 3 medium onions, chopped
- 1 clove garlic, minced
- 5 ml (1 tsp) canola oil
- 4 stalks celery, sliced
- 250 ml (1 cup)chopped carrot
- 5 ml (1 tsp) cumin
- 1 ml (¼ tsp) cardamon
- 1 ml (¼ tsp) cinnamon
- 125 ml (½ cup) Gold lentils
- 750 ml (3 cups) chicken broth
- 250 ml (1 cup) water
- 125 ml (½ cup) canned Chickpeas, rinsed and drained
- 125 ml (½ cup) slivered almonds

In a saucepan or Dutch oven, saute onion and garlic in oil until onion is tender. Add celery, carrot, cumin, cardamon, cinnamon, lentils, chicken broth and water. Cover and simmer 45 minutes or until lentils are tender. Stir in chickpeas and almonds and cook long enough to heat through. Yield: 6 servings.

MEDITERRANEAN SALAD

Source: www.pulsecanada.com

Lentils, veggies and cheese provide a nutritious base for this salad.

- 250 mL (1 cup) Small Green Lentils
- 2 beef bouillon cubes
- ½ medium onion, chopped
- 125 mL (½ cup) thinly sliced celery
- 1 large carrot, grated
- 125 mL (½ cup) sliced fresh mushrooms
- 250 mL (1 cup) grated low fat cheddar cheese
- 500 mL (2 cups) water
- 1 package (42 g / 1½ oz.) dried tomatoes
- 2 medium potatoes, peeled, cubed and cooked
- 125 mL (½ cup) chopped cucumber
- 1 can (398 mL / 14 oz.) baby corn, drained and chopped

Dressing:

- 45 mL (3 tbsp) lemon juice
- 5 mL (1 tsp) celery salt
- 2 cloves garlic, minced
- 125 mL (½ cup) canola oil
- 5 mL (1 tsp) Mrs. Dash extra spicy seasoning
- 10 mL (2 tsp) finely chopped fresh dill weed

- pita pockets
- lettuce

Rinse and drain lentils. In a medium saucepan, combine lentils, water and bouillon cubes. Bring to a boil, cover, reduce heat and simmer 30 minutes or until lentils are tender. Drain and cool. Cover dried tomatoes with boiling water and let stand 2 minutes. Drain and slice into slivers. Combine lentils, tomatoes, potatoes, onion, celery, cucumber, corn, carrot, mushrooms and cheese. Toss lightly. In a blender, combine lemon juice, oil, Mrs. Dash seasoning, celery salt and garlic. Blend for 1 minute on high. Stir in dill. Drizzle dressing over salad and toss again. Serve in a pita pocket or on a lettuce bed.

Contact Us

Have a question or an experience cooking with pulses you would like to share? Send your comments to pulse@saskpulse.com.

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

in brief

News from and about Saskatchewan Pulse Growers (SPG).

Saskatchewan Pulse Growers

Saskcan Pulse Trading Inc. Contributes $10,000 Toward Field Lab

Saskcan Pulse Trading Inc. announced recently that it will contribute $10,000 toward Saskatchewan Pulse Growers' pulse field lab research facility, and challenged all other pulse processors to do the same.

"This field lab is a long-term investment in the strength of the pulse industry," said Scott Cunningham, Marketing Manager at Saskcan Pulse. "Saskatchewan is one of the dominant lentil suppliers in the world – if we want to continue to add value to our industry, it's crucial for us to research new varieties, better agronomy, and improvements in quality. We hope that other Saskatchewan processors will also come to the table and meet or beat our investment in the pulse field lab."

Saskcan Pulse Trading's facilities.

"Saskcan Pulse has been an important partner to our industry and to Saskatchewan Pulse Growers," said Shawn Buhr, Chairman of the Board. "We're thrilled with this latest example of industry commitment to our research goals." The contribution from Saskcan Pulse Trading will kick off the final round of fundraising for this $3 million facility. Garth Patterson, SPG Executive Director, added, "We have already raised 40% of our goal of $750,000 from industry."

Saskcan Pulse is one of the major Canadian players in global value-added lentil exports, and operates the largest lentil-splitting facility in the Americas. The field research facility will be located at the University of Saskatchewan in Saskatoon, and SPG anticipates the lab to be operational by summer 2005.

Research Project Studies Net Energy in Feed Peas

Saskatchewan Pulse Growers and Alberta Pulse Growers are working with Gowans' Feed Consulting to evaluate whether Net Energy should replace Digestible Energy as the world standard for measuring the energy component of feed ingredients, and whether Net Energy is a better comparison of the energy component of feed peas and soybean meal.

Table 1: Energy values (kcal/kg) in Digestible Energy (DE) and Net Energy (NE) systems (Noblet et al., 1994)

Ingredient	DE	NE
Corn	3,780	2,970
Wheat	3,870	2,900
Peas	3,880	2,640
Soybean Meal	3,910	1,930

When Net Energy evaluation is utilized, the energy value of pea ranks higher than that of soybean meal.

The objective of the research project is to help pulse producers capture a greater share of the domestic and export feed market. The study consists of three parts:

- Assessing potential economic benefits to pulse producers of the adoption of NE.
- Developing a Net Energy Strategy that outlines and prioritizes the research needed to address the concerns of feed buyers.
- Conducting a review of the strategy with research scientists and nutritionists.

The research project will provide an understanding of the benefits of NE for feed pea sellers, as well as a plan to optimize that benefit. It will be complete by Winter 2004.

Encore 2004 Celebrates Saskatchewan Food and Flavours

There's a party coming up that you don't want to miss. Encore 2004 is a celebration of food and flavours that are unique to Saskatchewan.

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

Starting with a culinary concert, it will feature on-stage cooking, comedy, music and drama. After the show, participants can taste Saskatchewan food, tour the marketplace and enjoy as the party continues with an Encore Reception.

The team of Elizabeth Baird and Emily Richards, Canadian Living Cooks that appear daily on Food Network Canada, will prepare some delicious dishes using fresh Saskatchewan ingredients. Brigitte Gall, a comedian who is proud of growing up in Creelman, SK, will host the evening. She has performed in comedy clubs all over North America and has her own show, "Me, My House and I", on the W Network. Brad Johner will add some musical flavour to the mix. Brad received a 2004 JUNO nomination, a 2003 Western Canadian Music Award for "Outstanding Country Album" and many other high-profile honours. He grew up on a farm near Midale, Saskatchewan and now lives in Saskatoon. Brad dabbles in cooking and particularly enjoys eating Saskatchewan fish and wild game. "Food is entertainment. Music is entertainment," Brad says. "Anytime you combine food with live entertainment, you'll have a fun evening!"

Encore 2004 is a feast of Saskatchewan flavours – a celebration of fine food ingredients: pulses, meat, dairy, poultry, and grains that are grown right here by our Saskatchewan producers. The event is being organized by the Growing Saskatchewan Committee, a group of organizations that promotes agriculture and the goodness of Saskatchewan food to youth and consumers. Funding for committee activities is provided by the Canadian Adaptation and Rural Development in Saskatchewan (CARDS) Program. The CARDS Program is funded by Agriculture & Agri-Food Canada.

This party has it all! Tickets are only $35, available from Centennial Auditorium and Ticketmaster outlets and by calling (306) 938-7800 or 1-800-970-7328. Buy online at: www.ticketmaster.ca. For information, contact the CARDS Office: (306) 975-6847 and watch for the first issue of Growing Saskatchewan magazine, available in October 2004.

Emily Richards and Elizabeth Baird of *Canadian Living Cooks* are headliners at Encore 2004.

ENCORE
SASKATCHEWAN'S DINNER PARTY

SPG Working On Database Improvements

Saskatchewan Pulse Growers is working to improve our records. When you sell your pulse crops, the buyer provides your name and full mailing address information to SPG so that you will receive your election ballot, *PulsePoint* magazine, and other SPG communications.

Problems arise when buyers are not made aware of an address change, or when growers use a slightly different name to sell their crops at one processor than they do at the next. With almost 200 different buyers and processors of Saskatchewan pulse crops, it can be a big job sort out the "near duplicates" in our mailing list.

Shelly Weber at the SPG office is working hard to address this issue. She may be giving you a call to verify your correct name and address information. If you have questions, please contact Shelly at (306) 668-0590 or email sweber@saskpulse.com.

2005 Board of Directors
Nominations

DEADLINE EXTENDED

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.

Two positions are open for Directors on the Board of the Saskatchewan Pulse Growers. Nominations are being accepted until noon on FRIDAY, OCTOBER 29, 2004.

Responsibilities:
- 10 Board meetings per year (one per month except during harvest and seeding); conference calls as required
- Average time commitment of board members is 50 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:

	2003	2004
	_____	_____
	_____	_____
	_____	_____

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)
Telephone	Telephone	Telephone
Fax	Fax	Fax

Please return this form to:

Saskatchewan Pulse Growers, #104-411 Downey Road, Saskatoon, Saskatchewan, S7N 4L8
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.

Pulse Days 2005

CREATING A CLIMATE FOR GROWTH

January 10 – 11, 2005

Delegates have reported that "I get the information I need for decision making and future planning" at Pulse Days.

"Climate" is defined as "the meteorological conditions that characteristically prevail in a particular region," as well as "the prevailing set of attitudes." What is the current climate in the pulse industry? Sunny skies? Storm warnings? A high-pressure system?

At our annual Pulse Days conference, we will talk about the topic that people in agriculture are always interested in: the weather. A climate surveillance expert will explain how weather patterns around the world will affect cropping decisions in the future. We'll take a look at new opportunities brewing on the horizon, such as new uses for pulse crops, and characteristics of pulse markets in Spain, one of Canada's largest pulse trading partners. We'll hear from a farm girl-turned-Olympic athlete who is spreading the message of pulses in a healthy diet. We'll also scan for storms ahead, in the form of new disease threats facing growers. And don't miss our pulse forecast for 2005: a panel of industry experts will predict what's ahead for 2005.

PROGRAM HIGHLIGHTS

Bruce Burnett, the Director of Weather & Crop Surveillance at the Canadian Wheat Board will discuss how global weather patterns will effect cropping decisions around the world and right here at home.

Pauline Van Roessel is a former math teacher who trained to become one of Canada's top rowers at the Olympic Games in Athens, Greece. Listen to Pauline's experiences at the biggest athletic competition on the globe – and how pulses helped her get there.

Does it seem like there are new pulse diseases popping up across the Prairies over the last few years? **Penny Pearse** is Saskatchewan's top plant disease expert. She'll talk about why this happens, whether links can be made to other crops and current research on fighting pulse diseases.

Achieving and maintaining high quality in our pulse crops is critical to gaining market share in the world pulse economy. **Bryan Nybo**, manager for the producer-owned Wheatland Conservation Area, has surveyed buyers, farmers, processors, and equipment manufacturers to find out how different harvesting techniques can affect quality. Come and hear the surprising results.

Rob Tisdale has a long experience with the sometimes chaotic special crops industry. He'll be presenting new production contracts that producers and buyers can use to help reduce that chaos and improve trust on both sides of the bargaining table.

Pulse Days 2005

CREATING A CLIMATE FOR GROWTH

January 10 – 11, 2005

What's in store for pulse markets in 2005? Our annual **Price-Production Outlook Session** will survey three market experts for their views:

- **Shaun Wildman** is the head of special crops marketing at Saskatchewan Wheat Pool. He'll provide a Saskatchewan perspective on pulse markets for 2005.
- **Ivan Sabourin**, president of Roy Legumex Inc. in Manitoba, will speculate on Canadian production prospects and pricing for 2005.
- This will be **Greg Kostal**'s third stint as a speaker at Pulse Days. An independent economic analyst, Greg will highlight some of the major global factors to watch that will impact pulse production and price trends in the coming year.
- The moderator will be **Jack Dawes**, familiar to thousands for his long involvement in Saskatchewan agricultural media and business.

Watch for the December issue of *PulsePoint* for more details of speakers at Pulse Days 2005, or check our website for all the latest information: **www.saskpulse.com**

REGISTER NOW

Pulse Days is the biggest pulse event of the year. To accommodate everyone, we offer two venues to catch all the action: the Saskatoon Inn, where you'll see the speakers live; and live via satellite at Prairieland Park, where the huge Western Canadian Crop Production Trade Show takes place.

You can reserve your first choice of locations by registering early. Saskatchewan producers will also save 30% by registering before **December 17**. Your Pulse Days pass gives you access to an excellent program, a chance to talk with hundreds of others who are the best in the business, AND a host of additional benefits:

- Pulse Research Poster Session: get up-close and personal with the best and the brightest in cutting-edge pulse research
- Wine & Cheese Reception: enjoy rubbing shoulders with producers, buyers, researchers, international guests and others in the industry in a trade-show atmosphere
- One day's free admission to the Western Canadian Crop Production Trade Show
- Conference Booklet, with notes on each of the presentations.
- Free information on the latest products and services in the pulse industry.

Remember 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 .

For registration information, call the Pulse Days Hotline, at (306) 664-2125. Pre-registration hours before December 17, 2004 are Monday to Friday, 9AM to noon and 1PM to 4PM.

See you at Pulse Days!

PULSE DAYS 2005

At A Glance

MONDAY, JANUARY 10, 2005

- Keynote presentation:
  Bruce Burnett, Director of Weather & Crop Surveillance, Canadian Wheat Board on "World Weather: How Will It Effect Global Cropping Decisions?"
- A Producer's Success with New Lentil Varieties
- New Disease Threats Facing Producers
- Improving Quality Through Advanced Harvesting Techniques

TUESDAY, JANUARY 11, 2005

- Uncovering Opportunities: New Uses For Pulse Crops (panel discussion)
- Market Focus: Spain
  - Spain's Importance as a Pulse Trading Partner
  - The Spanish Edible Pulse Market: What Growers Need To Know
  - Spanish Feed Industry: Opportunities for Canada
- Production Contracts: New Information for Growers
- Price and Production Outlook for 2005
- Keynote presentation:
  Pauline Van Roessel, Olympic Athlete, on "Pulses: The Power Behind the Paddle"
- New! Pulse Days Wind-Up
  Finish the conference with a short social – talk to other Pulse Days participants and enjoy samples of savoury pulse dishes.

Garth Patterson
Executive Director

Sound Business Practices To Help Ensure Payment

the team

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Saskatchewan Pulse Growers

Each year, the majority of business between growers and pulse buyers is completed successfully, but there are always some deals which have "gone sour" for various reasons. Recently, producers have become more concerned about payment due to bankruptcies and closures of some pulse buyers.

SPG has been collaborating with the Canadian Special Crops Association, the Alberta Pulse Growers, and the Manitoba Pulse Growers on an Industry Security Committee to review the issue of producer security with respect to payment for crop delivered. After a detailed review, the Committee has decided to work with the Canadian Grain Commission to improve the current system of licensing and security for pulse buyers.

These pulse buyer status reports will provide growers with current information on companies that are promptly submitting pulse checkoff and those that are not.

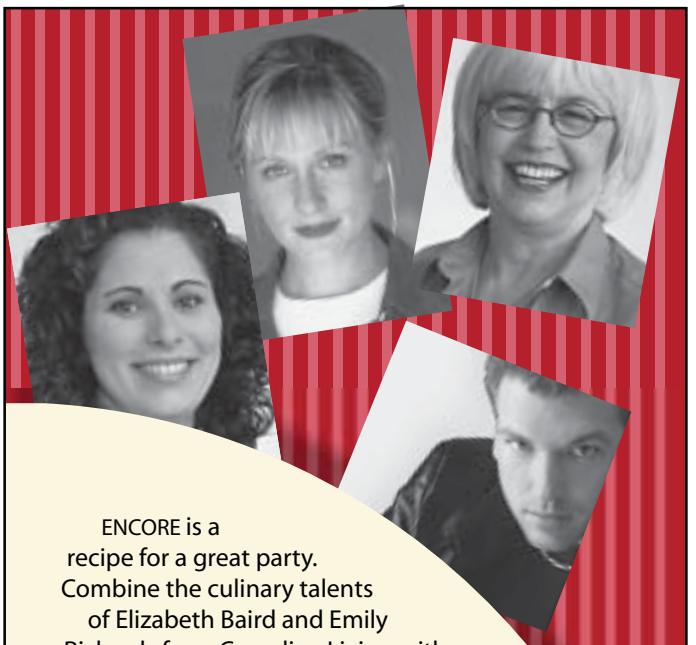
In addition, SPG is taking the following actions:

1. Collaborating with the Canadian Special Crops Association to develop recommended production and delivery contracts by January 2005. *(see Rob Tisdale's article on page 11)*
2. Increasing SPG communications with pulse buyers on issues of buyer registration, checkoff collection and checkoff expenditures.
3. Reporting the status of pulse buyer checkoff submissions on our website by October 2004. These pulse buyer status reports will provide growers with up to date information on those companies that are promptly submitting pulse checkoff and those that are not.

I recommend that you consider the following payment risk management practices when selling your crop:

1. Deal only with pulse buyers that have a reputation for prompt and full payment within 15 days of delivery. According to Section 81.2 of the Federal Bankruptcy and Insolvency Act, farmers, fishermen and aquaculturalists who deliver products to a company within 15 days of bankruptcy or receivership have a claim against that company that is secured and ranks above every other claim. If you ever do fall into this situation, seek legal advice as soon as possible.
2. Deal only with pulse buyers that are registered to collect the SPG checkoff. Please refer to "Pulse Exporters" on www.saskpulse.com for the list. Contact SPG if you become aware of an unregistered buyer.
3. Beware of the consequences of deferring payment. You may find that you are not protected in the event of bankruptcy, and those "two birds in the bush" suddenly don't look as good as the "one bird" you could have had in your hand.
4. Spread out your risk by selling to more than one buyer.
5. Sell in smaller quantities, when economical. Pricing opportunities, trucking premiums and storage issues have to be considered.
6. Read and understand any contract that you sign. Use the industry production and delivery contracts once they are developed, and refer to *Grain and Seed Contracts for Farmers* by Craig Zawada. You can find this on www.saskpulse.com in the Marketing section.

Mother Nature made production risk management a challenge this year. Sound business practices will help you minimize your risk of marketing losses.



ENCORE is a recipe for a great party. Combine the culinary talents of Elizabeth Baird and Emily Richards from Canadian Living with the quality ingredients produced in this province. Add laughs by Brigitte Gall, the musical styling of Brad Johner, a healthy dose of Saskatchewan style and a pinch of drama. Now we are cooking!

ENCORE is a celebration of our food and flavours that begins with a culinary concert featuring on stage cooking, comedy, music and drama. After the show taste Saskatchewan food, tour the marketplace and enjoy as the party continues with an ENCORE reception.

Great food, wine, music, and laughs... all superb ingredients mixed just right for an evening in tune with our Saskatchewan spirit. ENCORE. Redefining Saskatchewan's dinner party. Bravo! ENCORE!

ENCORE 2004

SASKATCHEWAN'S DINNER PARTY

OCTOBER 29, 2004, 7pm

CENTENNIAL AUDITORIUM

SASKATOON, SASKATCHEWAN

TICKETS: $35.00 AVAILABLE AT THE CENTENNIAL AUDITORIUM BOX OFFICE, ALL TICKETMASTER OUTLETS OR BY CALLING 938-7800 OR 1-800-970-7328. BUY ONLINE AT WWW.TICKETMASTER.CA

411 on Growing Saskatchewan

By Laurie Dmytryshyn

Showing pride in the products we produce in Saskatchewan is what Growing Saskatchewan is all about. Food, health, wellness and the environment are important subjects for us all. Growing Saskatchewan explores these types of topics with a focus on our experiences in this province.

Funded by the CARDS program, with support from farm organizations, food processors and government, Growing Saskatchewan will undertake several initiatives including this Growing Saskatchewan magazine, a culinary event called ENCORE and an interactive website.

Growing Saskatchewan magazine seeks to provide recipes and tips on using Saskatchewan food products, profiles of the people working to bring safe and nutritious food to your table, and information about food safety and health. All this will be woven with Saskatchewan experiences and pride. The magazine also has a particular aim of reaching kids. Several articles relating to children, in particular, the Hungry Mind section has lots of fun information to spark imaginations and feed inquisitive brains.

ENCORE 2004

On Friday October 29, 2004, Growing Saskatchewan presents ENCORE 2004: Saskatchewan's Dinner Party (see page 22 for more information). This event is a party that has it all - a real feast of Saskatchewan flavours. Canadian Living's Elizabeth Baird and Emily Richards will cook on stage with Saskatchewan ingredients. Brigitte Gall showcases her comedic talents, as host for the evening and our own country music star, Brad Johner, rounds out the entertainment. After the stage show the party continues with a Saskatchewan reception. **The event will be held at the Centennial Auditorium in Saskatoon. Tickets are $35 each and are available by calling the Centennial Auditorium Box Office at 938-7800 or Toll Free 1-800-970-7328 or purchase at www.ticketmaster.ca.**

www.growingsaskatchewan.ca

Check out our new website at www.growingsaskatchewan.ca and watch the site grow over the coming year. A section of the Internet site will be devoted to the readers of our magazine. The site will also include more recipes, special events, and other interesting information related to homegrown Saskatchewan food, youth and agriculture.

For more information or to give us feedback contact editorial@growingsaskatchewan.ca or call 306-975-6849.

CARDS

Growing Saskatchewan

StabilizedNitrogen

Improved Seedling Safety

AGROTAIN® lets you seed-place or side-band up to 50% more urea or UAN fertilizer by preventing germination damage caused by fertilizer toxicity. AGROTAIN makes single shoot systems more efficient, improves crop emergence, and maximizes yield and net returns.

Better broadcast use efficiency

When urea or UAN fertilizers are broadcast, the gassing-off of nitrogen starts in a matter of hours and as much as 30% of the nitrogen is lost to the atmosphere within the first 72 hours. On winter wheat, forages and other top-dress applications, AGROTAIN reduces the loss of nitrogen into the atmosphere and thus, improves fertilizer use efficiency and maximizes net returns.

Talk to you local fertilizer retailer about AGROTAIN and keep urea as urea.

AGROTAIN®

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Always read and follow label directions.