

# pulsepoint

October 2005 Vol.5 No.4

**Pulse Days 2006**  
Information inside!  
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## Red Lentil Focus

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**Lentil Grower Profile**

**Lentil Market Overview  
and Outlook**

**Challenges in Red Lentil  
Splitting**



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## CHAIRMAN'S MESSAGE



Dean Corbett

Chairman of the Board



# New Partnership to Advance Saskatchewan's Bean Industry

We were very pleased to announce this past summer at our annual field day the release of a very unique bean variety that we believe will put Saskatchewan on the map in terms of bean production. Years of work at the Crop Development Centre by Dr. Bert Vandenberg and his team of researchers has lead to the development of a pinto bean variety that stays fresh looking and lighter coloured longer than conventional pinto bean varieties. These important characteristics make variety 1533-15 very special – it is unique to Canada and could give us a distinct market advantage over other bean varieties which tend to darken quicker.

Because of this uniqueness, we are giving this new variety special treatment in our Variety Release Program, by preserving its identity right from production and processing through to marketing to the end-user. Walker Seeds and Keg Agro are providing the key – a direct link from the breeding program to the marketplace.

This past summer a commercialization agreement was signed between SPG, the Crop Development Centre (CDC) at the University of Saskatchewan, Walker Seeds Ltd. and Keg Agro Ltd. Under the seven-year agreement, Walker Seeds and Keg Agro will

be licensed to produce, process and market all slow darkening pinto beans developed by the CDC, including variety 1533-15, which is currently in its first year of pedigreed seed production. Walker Seeds will contract the production of the beans and will be responsible for production and marketing

to end-use customers. Keg Agro Ltd. will process the beans.

One of the biggest market opportunities for pinto beans is in North America. Pinto beans are the most widely consumed bean variety in the USA and a major consumer group is Hispanic Americans. Pinto beans are also one of the most popular varieties consumed in northern Mexico. Because product freshness is associated with a white shiny colour, CDC's new slow darkening pintos will be an ideal fit for these markets.

This is a great example of how SPG's variety release program

and the pulse-breeding program at the Crop Development Centre can develop our pulse industry. Slow darkening pinto beans are being developed in Saskatchewan with your check-off dollars. They will be grown, processed and marketed in Saskatchewan to the benefit of the Saskatchewan pulse industry. 

*Walker Seeds*

*and Keg Agro*

*are providing the key –*

*a direct link from*

*the breeding program*

*to the marketplace.*

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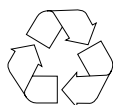
Linda Hamm

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Lane's A/V



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# Red Lentil Focus

This issue of *PulsePoint* focuses on Red Lentils and why they are an important opportunity for Saskatchewan. We feature an overview of lentil markets as well as a market outlook, with a specific focus on red varieties. A Turkish Split Master and recent addition to Saskatchewan provides some insight into the challenges of red lentil splitting in our harsh prairie climate. Pulse Days 2006 is approaching once again! Look for the registration form and agenda information in this issue as well as an updated Pulse Buyer List, now presented as a more streamlined marketing tool.

## 7 Markets for Canadian Lentils

Ever wonder where your lentils go once you sell them and what they are used for? Marlene Boersch gives us a taste for end-use markets and some of the opportunities she sees for Canada in the future.

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# Pulse Crop Storage

## IN BRIEF

Proper storage of pulse crops is important for maintaining value.

Pulse crop production continues to increase in importance throughout Saskatchewan with over five million acres planted to peas, lentils, chickpeas, dry beans and faba beans in 2005.

Monitoring stored grain during and after harvest is an important part of a producer's day-to-day activities. The safe storage of pulse crops is important every year, and the key to avoiding mould and other storage problems is the use of aeration to cool and dry the seed. Testing with a moisture meter should be carried out several times after the crop is binned.

Pulse producers who have harvested crops should take care not to lose what they have: they should monitor their stored crops immediately to prevent any losses due to spoilage. The risk of spoilage becomes more important if the crop was harvested following early frost or wet weather. This risk is greatly reduced if foreign material is removed.

Grasshoppers were much less of a threat this year; however, there were some hot spots where infestations were high. Grasshopper body parts within the sample can cause downgrading through staining, odour and exceeding foreign material tolerances. Grasshopper parts should be removed as soon as possible and in extreme cases, should be removed before binning.

Because of their large seed, stored chickpeas and peas need time for the moisture to equalize throughout the seed. If harvested at high temperatures, there is a strong possibility the seeds will "sweat" in the bin. This occurs as the moisture migrates within the bin.

*For prolonged safe storage, pulse crops should be cooled to less than 15 degrees C and dried to less than 14 per cent moisture.*

For prolonged safe storage, pulse crops should be cooled to less than 15 degrees C and dried to less than 14 per cent moisture. Seed that is cooled to 10 degrees C will store well for long periods. The SPG Pulse Production Manual contains a table outlining the number of weeks for safe storage of peas at specified moisture content and temperature. For example peas stored at 14 per cent moisture and 10 degrees C can be safely





**Retain crop value by following safe storage practices.**

stored for about 95 weeks. Peas stored at 18 per cent moisture and 20 degrees C have a safe storage limit of only 7 weeks. Other pulse crops will be similar.

With the increased interest in the production of red lentils, different moisture content levels must be taken into consideration. Some red lentil splitting factories can achieve higher processing yields with lentils at 13 per cent or lower moisture content. Growers should contact their buyers to determine if price premiums are available for delivering red lentils at 13 per cent moisture or lower.

Pulse crops at 12 per cent moisture or lower are much more prone to chipping and peeling during handling and, of course, handling pulses when the temperature has dropped below minus 20 degrees C should also be avoided for the same reasons.

A bin equipped with an aeration fan can provide both cooling and drying. But, while cooling may be completed in one day, drying can take three to four weeks. To do this, the aeration fan must have adequate power to provide air flow through the grain: the recommended requirement for aeration drying of a pulse crop is about one to two cubic feet of air per minute per bushel; about 2,000 to 4,000 cubic feet per minute for a 2,000-bushel bin.

The cleanliness of a crop is another factor to be considered, as foreign material can greatly reduce airflow and channel air movement around wet spots.

If supplemental heat drying is required, air temperatures should not exceed 45 degrees C to preserve germination, and the sample should not be dried more than 4-5 percentage points per pass through the drier. Remember, the augers within a grain dryer can increase seed coat peeling and cracking.

Pulse growers using long-term storage to help their pulse marketing plan can also make good use of a belt conveyor. Pulse crops often need to be given a rotation in the bin to prevent spoilage and the use of a conveyor can accomplish this with very little seed damage. If you are in the need of a new auger, investigate the idea of moving to a belt system.

Pulse crops are important high-value crops in Saskatchewan and their value should be maintained as much as possible to best meet market needs and return the highest price to the grower. *S*

Ray McVicar is the Special Crops Specialist with Saskatchewan Agriculture and Food in Regina. Contact Ray at [rmcvicar@agr.gov.sk.ca](mailto:rmcvicar@agr.gov.sk.ca) for more information.

# Markets for Canadian Lentils

## IN BRIEF

Lentil markets are complex! Learning more about lentil end-markets will help you with your marketing plan.

### Who are Canada's lentil customers and how do they utilize the lentil imports?

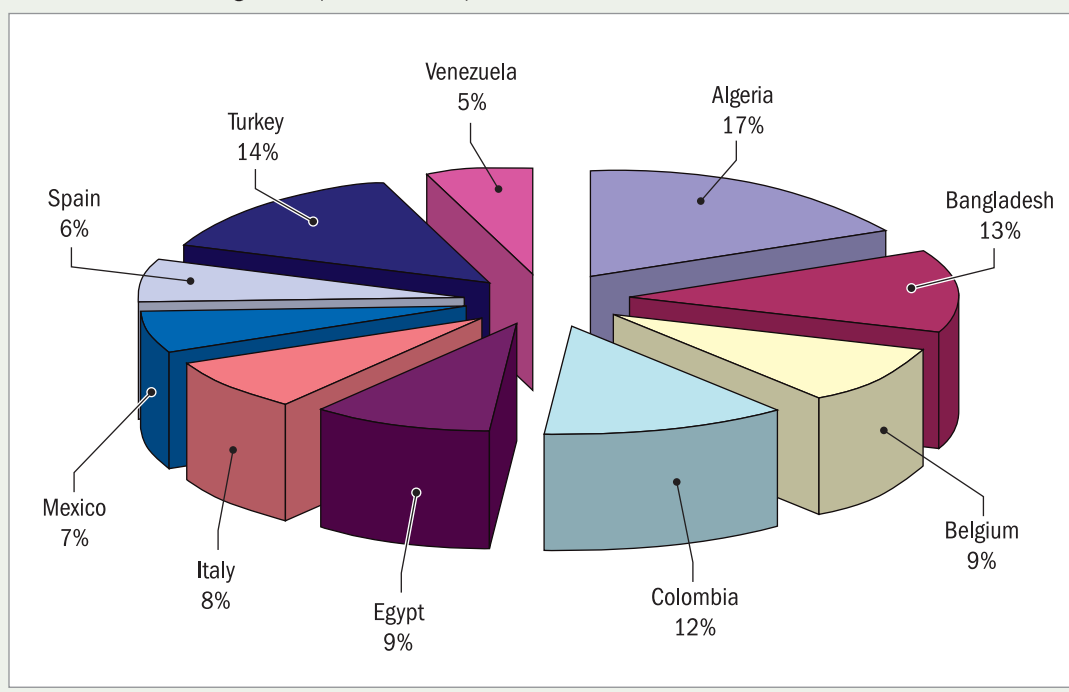
The following chart depicts Canada's top ten lentil importers as recorded over the past six years. These top ten importers represent about 60 percent of Canada's total lentil markets. The remaining 93 destinations make up the remaining 40 percent of the market. All lentil varieties currently grown in Western Canada target human consumption markets.

### More Info

This summary of lentil markets was prepared by Marlene Boersch, Mercantile Consulting. For more information, contact Marlene at [mboersch@mts.net](mailto:mboersch@mts.net).

**Figure 1:** Canadian Lentil Exports to Major Destinations  
(6 Year Average, 1999/2000 – 2004/2005)

Source: Statistics Canada, Mercantile



**Table 1:** Canada's Top 20 Lentil Customers by Destination

RANK BY VALUE	HS CODE: 0713.40	QUANTITY (MT)						% OF 04/05 EXPORT TONNAGE
		1999/00	2000/01	2001/02	2002/03	2003/04	2004/ 05-MAR	
	<b>TOTAL:</b>	<b>483,066</b>	<b>471,789</b>	<b>478,089</b>	<b>319,891</b>	<b>367,754</b>	<b>317,447</b>	
1	Algeria	47,379	32,393	63,264	37,634	36,795	40,880	62%
2	Bangladesh	0	0	45,694	54,755	41,942	39,585	
3	Belgium	15,986	14,463	67,027	12,840	7,783	7,470	
4	Colombia	51,632	37,292	39,571	2,377	31,548	15,324	
5	Egypt	21,291	24,838	25,824	19,383	21,870	18,933	
6	Italy	19,657	19,536	20,380	15,827	18,663	15,327	
7	Mexico	17,240	24,922	12,057	8,422	12,638	19,526	
8	Spain	21,363	18,318	11,394	4,833	10,998	23,354	
9	Turkey	87,360	62,097	1,273	26,525	16,064	10,346	
10	Venezuela	15,082	16,796	14,903	9,009	13,466	6,596	
11	Germany	13,363	19,555	11,780	6,446	9,795	10,572	23%
12	Brazil	8,729	11,119	9,170	7,842	12,768	9,410	
13	Chile	15,560	11,453	10,133	11,112	8,515	8,039	
14	Greece	10,498	9,701	9,876	6,868	7,356	7,554	
15	India	10,885	25,428	23,303	11,981	8,920	6,870	
16	Ecuador	10,450	15,723	8,089	11,477	10,968	6,427	
17	United States	3,199	4,105	6,044	4,572	12,136	4,556	
18	France	16,939	10,920	8,872	5,774	11,064	6,505	
19	Morocco	24,772	27,481	20,077	4,263	4,934	6,567	
20	Peru	12,185	9,135	6,936	7,469	11,865	5,880	

Source: Statistics Canada, Mercantile

**Table 3:** Top 6 Lentil Exporters, 2003\*  
(\*Last year of available data)

RANK	COUNTRY	TONNAGE EXPORTED (MT)
1	Canada	370,190
2	Turkey	216,918
3	USA	97,198
4	Australia	84,595
5	India	83,053
6	China	32,710
	<b>World</b>	<b>985,061</b>

Source: FAO Statistic Division

**Table 4:** Countries with Potential for  
Increased Canadian Lentil Exports

COMPANY	PRODUCT
Egypt	Whole small green and red lentil; split lentil
Sri Lanka	Red lentil and small green lentil, split lentil
India	Whole green lentil
Bangladesh	Whole red lentil; football lentil; split lentil
Pakistan	Whole green lentil; split lentil



**Table 2:** Top Uses for Lentils by Import Region

**ASIA** Dhal\* (usually red decorticated and split lentils); generally served along with rice

'Football' lentils (red or small green lentils, decorticated but not split); generally boiled and eaten with rice.

**SOUTH AMERICA** Soups (large/ medium whole green lentil)

Stews (large/ medium whole green lentil)

Vegetable side dish (large/ medium whole green lentil)

**ARAB/AFRICA** Whole lentil seed (red or small green; only Algeria buys large green seeds) cooked in (tomato) sauce

Lentil paste (from decorticated red or small green seed with rice/carrots)

Rice – lentil blend (with whole or decorticated seed; generally in a 2:1 ratio)

Soup

Lentil paste made into a sauce

**EUROPE/ MEDITERRANEAN** Soup (large and small green seeds, some reds; often with vegetables; vegetables and sausage; with other pulses like beans)

Salads (especially small green and green speckled lentils, often with onions and spices)

Vegetable side dish

Stews

\*Definition – 'Dhal': split pulse; it can be a well-seasoned puree flavoured with curry or ginger and served with curry. Dhal is also the Hindi name for legumes; in the Caribbean, it refers only to split peas or split lentils.

Source: Mercantile

Until a few years ago, Canada has primarily been a green lentil producer and our traditional lentil destinations in Algeria, the Americas (Colombia, Mexico, Venezuela, Brazil, Chile) and Europe (Spain, Turkey, Greece, Italy) reflect this fact. However, with the increase in the production of red lentils and the ability to further process lentils (decortication and splitting), Canada has been making inroads into additional destinations in Asia (Bangladesh, India, Pakistan, Sri Lanka) and the Middle East (Egypt, United Arab Emirates, Saudi Arabia).

The red lentil market has grown to represent about one third (30-35 percent) of our total lentil export market, and may even further its growth in the future.


Our 'traditional' green lentil importers generally utilize lentils whole, and either package or can the product. Red lentil and small green lentil utilization tends to be more complex, and includes the use of decorticated, split, and milled lentil.

Feed lentil exports and lentils used for domestic feeding are generally comprised of off-grade lentils (sample grade due to excessive staining, sprouting, high peeled, split, and broken seed count), or clean-out lentils (lentils that were sieved out during the cleaning process and could not be recovered due to size or light weight). Feed lentil exports are generally only marketed as such in exceptionally bad quality years. *See table 2.*

### Against whom and against what products do we compete?

Our major direct competitors in the export markets are Turkey (red and green lentils), Australia (red and green lentils) and the U.S.A. (green lentils). China can be a threat into the small lentil canning markets. *See table 3.*

In general, Turkey and Australia (and occasionally India) compete with Canadian lentils for the Asian markets. The buyers in the Middle East, U.S. and Turkish lentils are our strongest competition into the Mediterranean countries. Chinese lentils are a threat into European canning markets.

Table 4 lists countries with potential for increased Canadian lentil exports. Price is an important factor to enter all these destinations. 

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



by Greg Kostal

## IN BRIEF

How are lentil markets shaping up for the 2005/06 crop year?

# Lentils – Market's Job in 05/06 is to Increase Demand

The 2004/05 crop year ended with a near record lentil carryout of around 250,000 tonnes, mostly of the green variety and of lower quality. A Vancouver trucker strike also interrupted potential export demand. If importers don't get product on their timeline during the busy Ramadan season, purchases are often either lost to another supplier or lost outright as consumers eat something else.

The 2005/06-prairie lentil harvest is underway. At the time of writing, pesky prairie rains have introduced quality risks but production potential appears to be around 1 MMT. Near such a level, focusing effort on quantifying the exact production level is not important and doesn't influence price discovery. It's important to know that Canadian lentil supply at the start of 2005/06 is poised to be a record and

have some perspective on the "demand-growing-pains" that likely need to occur this year.

The best demand growth analogue year is the 2000 era, a timeframe where Canadian lentil area doubled to 1.7 million acres. The resultant supply increase forced prices to levels that stimulated more export demand, eventually maximized at just under 500,000 tonnes from more traditional levels of around 350,000 tonnes.

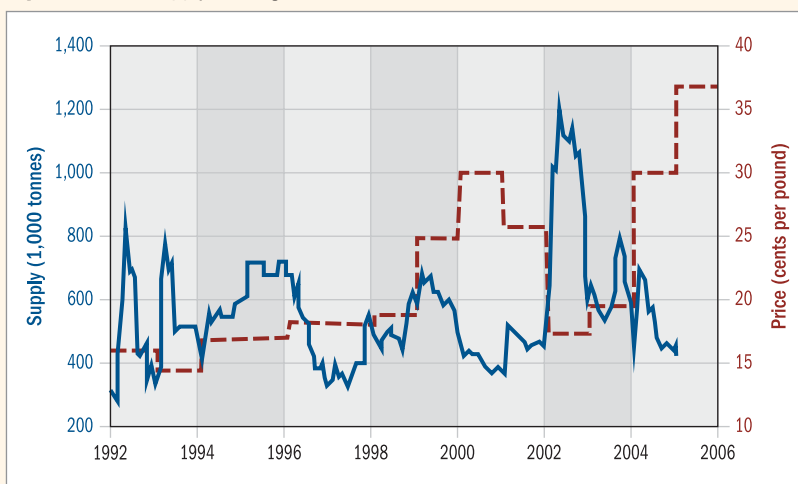
In modest supply imbalances such as 05/06, demand surprises will exist. It's more important to follow and learn from the evolving trends than to predict the demand surprises. In a demand stimulative environment, a higher price trend is unlikely to evolve until:

- The market finds a buyer(s) that will virtually take an infinite amount of lentils at a price farmers are willing to sell at. That price hasn't been established yet.
- A production or a quality threat emerges from a subsequent growing cycle.

Even with an aggressive increase in 05/06 exports, carryout would still remain large, implying that lentils have a lot of demand-increasing work ahead. In retrospect, two years from now, we'll need to say that 2005 was the year where the balance table found a way to increase Canadian lentil exports to what will become a more standardized level of 600-700,000 tonnes.

In the long term, this is a healthy development, particularly with a new prairie acreage threshold of around 2 million. But right now and likely for most of 05/06, growers are apt to find price and delivery opportunities disappointing.

**Figure 1:** Lentil Supply vs. Large Green Price Saskatchewan



Source: Sask. Agrifood/Stats Can

## Red Lentils

It wasn't until the 99/00 crop year that we really began paying attention to red lentils on a larger scale. Understanding the red lentil market is a cumulative process. Many supply-demand-price variations have occurred and to better understand the future is to understand some of the traits that have become transparent over the years.

**1) 00/01** – Turkey experienced a crop problem reducing exportable surplus by roughly 100,000 tonnes from normal. Result: Larger export program for Canada and some upward price response.

**2) 01/02** – Large Canadian crop. Result: Canada had to clear surplus offshore without having the backdrop of a mature domestic market. Weak prices with 13-14 cts/lb, a level that can now be assumed to be low enough when needing to clear surplus.

**3) 02/03** – Canada had a yield wreck of all lentils classes. So did Australia. Result: Barely enough seed was produced to supply traditional processing needs. Prices rose to choke off import demand from the Mid-East. Local production in the Mid-East was sufficient with higher prices crimping consumption and capping at 18-20 cts/lb, a level that can now be assumed to significantly choke demand.

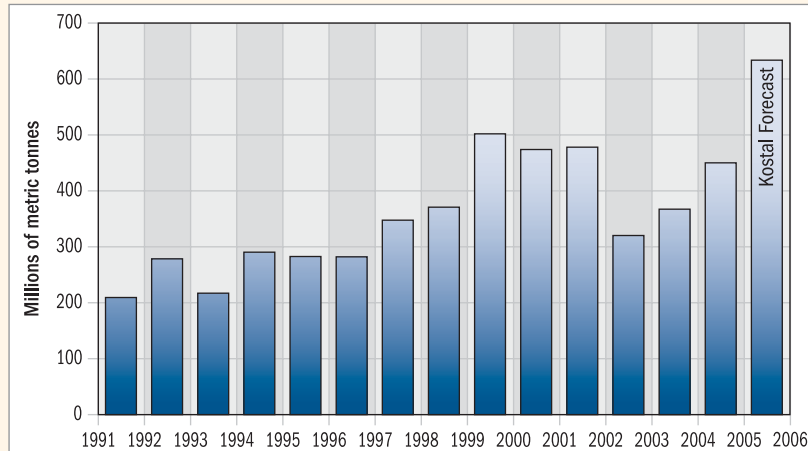
**4) 04/05** – Canada, Turkey and Australia have small red lentil crops. Result: The combination of a more mature prairie domestic processing industry and low supply forced prices high enough to choke off demand from the Mid-East, in the same price range as 02/03 of 18-20 cts/lb.

## Outlook

Exportable surplus from Turkey and Australia should be about 50-100,000 tonnes less than normal this year. Canadian red lentil production is poised to rise to a record 250,000 tonnes, arguably 100,000 tonnes more than normal. Generic demand in a non-rationing year for Canadian red lentils is thought to be around 150,000 tonnes. With reduced world surpluses for 05/06, demand for Canadian red lentils could top 200,000 tonnes.

**Figure 2: Canadian Lentil Exports**

Source: Stats Can



**Figure 3: Red Lentil Cash Price Saskatchewan**

Source: Sask Ag & Food




## Price Ideas

**Short Term:** Market perception about ample supplies and capacity running full should dominate a flat to sloppy price trend.

**Medium Term:** Overall, the global market is not in a price-rationing situation. Canada appears to be in a surplus akin to price discovery in 01/02, but demand is more mature.

With record supply prospects in Canada, market attitudes are likely to evolve into a supply-complacency comfort zone. But the global market is mature for the demand to evolve and grow in the current price range of 13-15 cts/lb.

**Long Term:** Given all the extreme surplus and deficit angles experienced in the past 6 years, Saskatchewan farmgate prices are broadly framed by a 13-20 cts/lb price range. 

Greg Kostal is an independent consultant and market analyst based in Winnipeg, MB



# 2006 Board of Directors Nominations

If you are a registered pulse producer (i.e. you have sold pulses and paid levy within the last two years), 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 MONDAY, OCTOBER 31, 2005.

## 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:*

2004

2005

*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

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***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.

# Mastering the Challenge

## IN BRIEF

Thirty-two year old Fasih Tunc brings 20 years of red lentil splitting experience to Saskatchewan.

Why would Fasih Tunc, a 32-year-old Muslim with no knowledge of the English language, leave his young family and secure job in Turkey to work in Saskatchewan?

"We needed the best," replies Murad Al-Katib, president and chief executive officer of SaskCan Pulse Trading Inc. near Regina.

Fasih was 12 when he joined the pulse-processing company Arbel to train as a master welder of pulse-splitting machinery. During the next 20 years, he also mastered the technique of splitting red lentils: "The secret is to break the seed without crushing it," explains Murad.

It was Arbel, a significant player in the world pulse industry, that selected Fasih to assemble the pulse-processing equipment and become the master splitter at SaskCan, its new partner, now the second-largest pulse-processor in the world.

"A splitmaster's experience and knowledge was a critical element of our success," says Murad. "Without a splitmaster, there would be no SaskCan... When you're splitting lentils, you don't just turn on a machine. It's an art, not a science." Fasih's art, however, was of little use when, four months after his July 2002 arrival, he and four other Arbel technicians fired up the machines to start processing SaskCan's red lentils.

"It was 30 below that day," says Murad, translating for Fasih. "The machinery was frozen and so cold to touch the technicians couldn't take their hands out of their pockets."

Fasih, of course, soon had the machines working and was addressing the other differences. As Murad explains, the temperature in Turkey is 25-35° C every day of the growing season. This produces very dry lentils.

"Moisture is a big issue in Canada. Canadian lentils are the hardest in the world to split. In other production countries – Australia,




PHOTO: LANE'S A/V

India and Turkey – it's hot and dry. We're the only production area in the world where temperatures get cooler as harvest approaches. No one has ever split lentils this far north. Ever."

But some processing challenges are the same world-wide. During its first two years, SaskCan focussed only on the small-seeded red lentils and, says Murad, the smaller the seed, the more difficult it is to process them.

Overall, he says, the greatest challenge was establishing a new plant that, because of its partner Arbel, was expected to be the best in the world: "None of us had the luxury of making new-company mistakes."

But Fasih, SaskCan's production manager now and reunited with his family, loves a challenge. And there's no shortage of those: SaskCan, for example, started splitting green peas this year.

"It was no accident that Fasih came to us," says Murad. "He's a master splitter." Fasih just smiles. His English may not be fluid enough for an interview, but he has no difficulty understanding it. Besides, he knows he's good. 

**Combating cold winters and moisture issues are some of the challenges Fasih Tunc faces when splitting red lentils in Saskatchewan.**

Margaret Hryniuk is a freelance writer based out of Regina.

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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](http://www.grainscanada.gc.ca) or call (800) 853-6705 or (306) 780-5035 in Saskatchewan.

**Note:** "Registered Pulse Buyers" refers to companies that have registered with SPG to deduct and remit the pulse check-off; it does not imply endorsement. For a full listing of buyers, processors and brokers see [www.saskpulse.com](http://www.saskpulse.com).

Company	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Faba Beans	Telephone	City/Town	More Info
Agricom International Inc.	◆		◆			◆		604-983-6922	North Vancouver, BC	<a href="http://www.agricom.com">www.agricom.com</a>
Agricore United – Beans & Special Crops	◆	◆	◆	◆	◆	◆		403-382-3400	Lethbridge, AB	1-888-442-8398
Agricore United – Dry Bean				◆				403-223-2772	Taber, AB	<a href="http://www.agricoreunited.com">www.agricoreunited.com</a>
Agricore United – Head Office	◆	◆	◆	◆		◆		204-944-5411	Winnipeg, MB	<a href="http://www.agricoreunited.com">www.agricoreunited.com</a>
Agricore United – SK Special Crops	◆	◆	◆	◆	◆	◆	◆	306-751-4920	Regina, SK	<a href="http://www.agricoreunited.com">www.agricoreunited.com</a>
Agricore United – SK Special Crops	◆	◆	◆	◆	◆	◆	◆	306-343-5079	Saskatoon, SK	<a href="http://www.agricoreunited.com">www.agricoreunited.com</a>
Agtech Processors Inc.			◆					306-721-5171	Regina, SK	1-800-667-7778
Belle Pulses Ltd.	◆	◆			◆			306-423-5202	Bellevue, SK	<a href="mailto:bellepulses@sasktel.net">bellepulses@sasktel.net</a>
Best Cooking Pulses Inc.	◆							306-586-7111	Rowatt, SK	<a href="http://www.bestcookingpulses.com">www.bestcookingpulses.com</a>
Big Sky Farms Inc.		◆						306-682-5041	Humboldt, SK	<a href="http://www.bigsky.sk.ca">www.bigsky.sk.ca</a>
Blue Hills Processors Ltd.	◆	◆	◆		◆	◆		306-868-4488	Avonlea, SK	<a href="http://www.bhpl.ca">www.bhpl.ca</a>
Bornhorst Seeds Ltd.	◆	◆						306-366-2158	St. Gregor, SK	<a href="mailto:bbornhorst@sasktel.net">bbornhorst@sasktel.net</a>
Brett-Young Seeds Limited Partnership		◆						800-468-6509	Gilbert Plains, MB	<a href="http://www.byseeds.com">www.byseeds.com</a>
C. B. Constantini Ltd.		◆	◆					306-373-9730	Saskatoon, SK	<a href="mailto:lyn.mcmillan@cbconstantini.com">lyn.mcmillan@cbconstantini.com</a>
C. B. Constantini Ltd.		◆	◆					604-669-1212	Vancouver, BC	<a href="mailto:michaelchong@cbconstantini.com">michaelchong@cbconstantini.com</a>
Canary Island Seed Associates Inc.	◆	◆	◆		◆			306 885 4444	Sedley, SK	<a href="mailto:sedleyseeds@cableregina.com">sedleyseeds@cableregina.com</a>
Canpulse Foods			◆					306-463-4444	Kindersley, SK	<a href="mailto:canpulsekindersley@sasktel.net">canpulsekindersley@sasktel.net</a>
Cargill Limited		◆						204-947-0141	Winnipeg, MB	<a href="http://www.cargill.ca">www.cargill.ca</a>
Cargill Animal Nutrition		◆	◆		◆	◆		403-329-4462	Lethbridge, AB	<a href="mailto:monica_higgins@cargill.com">monica_higgins@cargill.com</a>
Chesterfield Stock Farm (1997) Ltd.		◆						306-460-9344	Mantario, SK	
Conida Seed Co.				◆				208-829-5411	Hazleton, ID USA	<a href="mailto:cbarlow@trinidadbenham.com">cbarlow@trinidadbenham.com</a>
C-Shore International Inc.				◆	◆	◆		818-909-4684	Glendale, CA	<a href="http://www.beantrader.com">www.beantrader.com</a>
Diefenbaker Seed Processors Ltd.	◆	◆	◆	◆	◆	◆	◆	306 644-4704	Elbow, SK	<a href="mailto:lionelector.stulor@sasktel.net">lionelector.stulor@sasktel.net</a>
Elite Stock Farm Ltd.		◆	◆					306-243-2005	Outlook, SK	<a href="mailto:elite.sf@sasktel.net">elite.sf@sasktel.net</a>
Export Packers Company Ltd.	◆		◆	◆	◆	◆	◆	905-792-9700	Brampton, ON	<a href="http://www.exportpackers.com">www.exportpackers.com</a>
Fill-More Seeds Inc.	◆	◆	◆		◆	◆		306-722-3353	Fillmore, SK	<a href="http://www.fillmoreseeds.com">www.fillmoreseeds.com</a>
Finora Inc. - Assiniboia	◆	◆	◆	◆	◆	◆		306-642-5920	Assiniboia, SK	<a href="mailto:assiniboia@finora.com">assiniboia@finora.com</a>
Finora Inc. - Wilkie	◆	◆	◆	◆	◆	◆		306-843-2507	Wilkie, SK	<a href="mailto:wilkie@finora.com">wilkie@finora.com</a>
Finora Inc.	◆	◆	◆	◆	◆	◆		604-597-5060	Surrey, BC	<a href="mailto:finora@istar.ca">finora@istar.ca</a>
GH Schweitzer Enterprises Ltd.	◆		◆	◆	◆	◆		306-962-4751	Eston, SK	<a href="http://www.schweitzer.sk.ca">www.schweitzer.sk.ca</a>
Grainex International Ltd.	◆	◆	◆	◆				604-535-9794	Surrey, BC	<a href="mailto:tim@grainexcan.com">tim@grainexcan.com</a>
Great Sandhills Terminal Marketing Centre		◆						306-628-4452	Leader, SK	<a href="mailto:gary.lang@gst.ca">gary.lang@gst.ca</a>

# Registered Pulse Buyers

Company	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Faba Beans	Telephone	City/Town	More Info
Great Western Grain Company Ltd.	◆	◆	◆		◆	◆		306-825-4344	Lloydminster, SK	bob@greatwesterngrain.ca
Greenshields Seeds Ltd.	◆		◆					306-524-2155	Semans, SK	ggreenshields@sasktel.net
Hillsburgh Stock Farm (1997) Ltd.		◆						306-867-2106	Outlook, SK	hillsburgh@sasktel.net
Horizon Agro Inc.	◆	◆	◆					204-746-2026	Morris, MB	www.horizonagro.com
Horizon Seed Processors	◆		◆					306-253-4233	Aberdeen, SK	horizon.seed@sasktel.net
IT&T Trading Inc.	◆	◆	◆	◆	◆	◆	◆	604-681-8675	Vancouver, BC	itakagi@itttrading.com
J K Milling Canada Ltd	◆	◆	◆	◆	◆	◆	◆	306-592-2002	Buchanan, SK	jkm@jkmilling.ca
J K Milling Canada Ltd	◆	◆	◆	◆	◆	◆	◆	604-696-9955	Vancouver, BC	www.jki.com.au
James Richardson International Ltd.	◆		◆					204-934-5621	Winnipeg, MB	www.jri.ca
Kalshea Trading International Ltd.	◆	◆	◆	◆				204-737-2400	Altona, MB	kalshea_trading@hotmail.com
Keg Agro Ltd.			◆	◆			◆	306-867-8667	Outlook, SK	sulven@kegagro.ca
Keyser Farms Ltd.	◆	◆	◆		◆	◆		306-723-4949	Cupar, SK	keyserfarms@sasktel.net
L. A. Grain Ltd.	◆	◆	◆		◆	◆		403-327-9787	Lethbridge, AB	jasongetty@lagrain.ca
Lackawanna Products Corp.	◆	◆	◆		◆	◆	◆	306-862-2723	Nipawin, SK	rslackawanna@sasktel.net
Lakeside Processors Ltd.		◆						306-554-3264	Wynyard, SK	lakesideprocessors@bogend.ca
Lakeside Pulse & Special Crops Ltd.	◆		◆		◆			204-255-5550	Winnipeg, MB	www.lakesidespecialcrops.com
Linear Grain Inc.		◆		◆				204-745-6747	Carman, MB	www.lineargrain.com
Louis Dreyfus Canada Ltd.		◆						403-205-3322	Calgary, AB	www.louisdreyfus.ca
MAS International Foods Ltd.			◆			◆		416-244-2605	Mississauga, ON	buttamir@hotmail.com
Mainline Terminal Ltd.		◆						306-435-4905	Moosomin, SK	derek.sebastian@cargill.com
Maviga N A Inc.	◆		◆	◆	◆	◆	◆	306-721-8900	Regina, SK	www.maviga.com
Mid-Sask Terminal Ltd.		◆						306-946-2225	Watrous, SK	mst@midsaskterminal.com
Naber Specialty Grains Ltd.	◆	◆	◆	◆	◆	◆	◆	306-752-4115	Melfort, SK	nsgl@sasktel.net
North East Terminal Ltd.	◆	◆						306-338-2999	Wadena, SK	www.northeastterminal.com
North West Terminal Ltd.	◆	◆						306-228-3735	Unity, SK	www.northwestterminal.com
Northern Feeds inc.		◆						306-883-5671	Spiritwood, SK	northernfeeds@sasktel.net
Notukeu Processing Inc.	◆	◆	◆	◆	◆	◆		306-582-6000	Vanguard, SK	www.notukeu.com
Nuvison Commodities Inc.		◆	◆			◆		204-758-3401	St. Jean-Baptiste, MB	nuvison@mts.net
Oleet Processing Ltd.		◆	◆	◆	◆	◆	◆	306-543-4777	Regina, SK	markfuessel@otfarms.ca
Parent Seed Farm Ltd.	◆	◆	◆	◆	◆	◆	◆	204-737-2625	St Joseph, MB	www.parentseed.com
Parkland Pulse Grain Co. Ltd.	◆	◆	◆		◆	◆		306-445-4199	North Battleford, SK	parklandpulse@sasktel.net
Parrish & Heimbecker Ltd. (Lethbridge)	◆	◆	◆	◆	◆	◆		403-320-9440	Lethbridge, AB	www.parheim.mb.ca
Parrish & Heimbecker Ltd. (Winnipeg)		◆	◆		◆	◆		204-956-2030	Winnipeg, MB	www.parheim.mb.ca
Paterson Grain, a division of Paterson Global Foods Inc.		◆	◆	◆	◆	◆	◆	204-956-2090	Winnipeg, MB	www.pattersonglobalfoods.com
Pioneer Grain Co. Ltd.	◆	◆	◆					204-934-5961	Winnipeg, MB	www.jri.ca
Poplar Valley Organic Farm Inc.	◆		◆					306-767-2640	Zenon Park, SK	poplarvalley@sasktel.net
Prairie Pulse Inc.	◆	◆	◆		◆	◆		306-249-9236	Vanscoy, SK	info@prairiepulse.com
PrairieLand Grain Co. Ltd.	◆	◆	◆	◆				204-483-3636	Hartney, MB	www.prairielandgrain.com

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Company	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Faba Beans	Telephone	City/Town	More Info
Prime Pro Seeds International Inc.			◆	◆		◆		604-990-2500	Vancouver, BC	simon@primeproseeds.com
Pro Can Seeds Ltd.	◆		◆		◆	◆		306-882-4482	Zealandia, SK	procan@sasktel.net
Profood Canada Ltd.		◆	◆		◆	◆		403-270-3700	Calgary, AB	profood@shaw.ca
PSC Elstow Research Farm	◆	◆	◆		◆	◆	◆	306-667-7446	Saskatoon, SK	ken.engele@usask.ca
Pulse Depot Rosetown Inc.	◆	◆	◆		◆	◆		306-882-4440	Rosetown, SK	info@pulsedepot.com
Quantum Processing Ltd.			◆					306-759-2040	Central Butte, SK	quantum.processing@sasktel.net
Redvers Ag & Supply Ltd.		◆						306-452-3444	Redvers, SK	redvers.agricultural@sasktel.net
Regina Seed Processors Ltd.	◆		◆		◆	◆		306-586-8955	Richardson, SK	
Roy Legumex Inc.	◆	◆	◆	◆	◆	◆	◆	204-758-3597	St. Jean-Baptiste, MB	www.legumex.com
R W Organic Ltd.		◆						306-354-2660	Mossbank, SK	rworganic@sasktel.net
R Young Seeds Inc.	◆	◆	◆		◆	◆		306-355-2221	Mortlach, SK	ryoungseeds.colin@sasktel.net
S. S. Johnson Seeds Ltd.	◆	◆	◆				◆	800-363-9442	Arborg, MB	www.johnsonseeds.com
Sask Wheat Pool – Seed Cleaning Plant			◆					306-692-0671	Moose Jaw, SK	merchandising@swp.com
Sask Wheat Pool – Special Crops	◆	◆						306-569-4411	Regina, SK	www.swp.com
Saskcan Pulse Trading Inc.	◆	◆	◆	◆	◆	◆		306-525-4490	Regina, SK	www.saskcan.com
Sedley Seeds	◆	◆	◆		◆			306-885-4444	Sedley, SK	www.sedleyseeds.com
Shafer Commodities Inc.								403-328-5066	Lethbridge, AB	swindjack@shafercom.com
Shamrock Seeds Ltd.	◆	◆	◆		◆	◆		306-249-4151	Saskatoon, SK	shamrockseeds@sasktel.net
Simpson Seeds Inc.	◆		◆			◆		306-693-2132	Moose Jaw, SK	www.simpsonseeds.com
Smith Seeds	◆		◆		◆	◆		306-263-4944	Limerick, SK	ron@smithseeds.ca
South West Terminal Ltd.	◆	◆						306-672-4112	Gull Lake, SK	www.swt.sk.ca
Southland Pulse Inc.	◆	◆	◆		◆			306 634-8008	Estevan, SK	shawnm@southlandpulse.net
Sunrise Foods International Inc.	◆	◆	◆	◆	◆	◆	◆	306-931-4576	Saskatoon, SK	sunrise.g.neufeld@sasktel.net
Superior Grains Inc.	◆	◆	◆		◆	◆		701-965-6241	Crosby, ND	les@superiorgrains.com
SW Seed Canada Ltd.	◆	◆						306-862-4678	Nipawin, SK	garth.lyons@swseeds.com
T.W. Commodities	◆	◆	◆		◆	◆		306-773-9748	Swift Current, SK	www.twcommodities.com
Terminal 22 (1998) Inc.		◆						306-334-2222	Balcarres, SK	www.t22.ca
Terramax Holding Corp.	◆	◆		◆		◆	◆	306-699-7368	Qu'Appelle, SK	www.terramax.sk.ca
The Rice Company			◆					916-784-7745	Roseville, CA	www.riceco.com
Tradewind Commodities Ltd.	◆	◆	◆		◆	◆		306-436-4450	Milestone, SK	paul.tradewind@sasktel.net
Van Burck Seeds Ltd.	◆	◆						306-863-4377	Star City, SK	vanburckseeds@vectorbroadband.com
Veikle Grain Ltd.	◆	◆						306-398-4714	Cut Knife, SK	veikle.seeds@sasktel.net
Vigro Seed & Supply (A division of Weyburn Inland Terminal)		◆	◆					306-885-2144	Sedley, SK	vigro@wit.ca
Walker Seeds Ltd.	◆	◆	◆	◆	◆	◆	◆	306-873-3777	Tisdale, SK	www.walkerseeds.ca
Western Commodities Trading Inc.		◆	◆		◆	◆		306-872-2280	Spalding, SK	blair.wct@sasktel.net
Western Grain Trade Ltd.	◆	◆	◆		◆	◆		306-657-3455	Saskatoon, SK	vicki@westerngrain.com
Weyburn Inland Terminal Ltd.		◆						306-842-7436	Weyburn, SK	www.wit.ca
Whitewater Coulee Cleaners Ltd.	◆	◆	◆					306-293-2101	Bracken, SK	



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Swift Current	January 31, 2006
Moose Jaw	February 1, 2006
Sedley	February 2, 2006



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# Lentils: A Key to Grower Success

## IN BRIEF

The Farleys provide tips for success in growing red lentils.



PHOTO: LANE'S A/V

Bill Farley took over the family farm in 1958. It comprised 640 acres of wheat, flax and barley. Today, he and his partners – wife Lil and son James – have 2,900 acres, with 900 acres in lentil, mostly Blaze red.

Located west of Regina, the Farleys first grew red lentils in 1992, seeding 80 acres of Red Crimson, a new variety at the time.

“We were amazed at the yield,” says Bill. “A big storm came through that year and,

despite 40 per cent hail damage, we still got 25 bushels to the acre. So we were very pleased, and have grown more acres ever since.”

Although they’d been lentil producers since 1978, the Farleys still had lots to learn. For example, they’d been growing Laird and Richlea green lentils, but switched to Richlea only, primarily because it withstands weathering better and is of medium size.

**Bill and James Farley agree on the importance of crop rotation and an accurate field history, particularly for red lentil.**





As long-time lentil producers, they already knew the financial importance of timing. The Indian sub-continent is a big market, says Bill, so there's a strong demand for high-quality lentils before Ramadan, the ninth month of the Muslim year, during which dietary restrictions, including abstinence from meat, are observed. So the lentil samples have to get to the buyer or processor as soon they're harvested: "The earlier you seed and the quicker you get them off, the better the market."

Bill suggests two additional tips for selling red lentils. First, buyers and processors require samples before making any purchase: "Most will not buy without seeing a sample," he says. "It's all visual quality."

The second tip is market awareness.

"Most good growers keep a close eye on the market. They talk to processors, government people in agriculture and international

*To achieve a premium price for red lentils, attention must be paid to every aspect of the production cycle.*

trade, and the Canadian Wheat Board, which has one of the best weather surveillance systems in the world. Lots of companies, such as CGF Brokerage, Wild Oats, Stat Publishing, Weber Commodities, Simpson Seeds and Walkers put out newsletters, so producers should get on a mailing list. *PulsePoint* is also a source of market information," says Bill.

James advises potential red lentil growers to contact processors and buyers before they buy seed, in fact: "They should find out the market prospects and maybe even get a production contract."

But, although Bill says brokerage firms can find a market for crops "not up to snuff," market information is worth little if a poor-quality crop is offered. To achieve a premium price for red lentils, attention must be paid to every aspect of the production cycle, beginning before the seed goes in the ground. For exam-

**Storage is of utmost importance and a conveyer belt reduces crop damage.**





PHOTO: LANE'S A/V

ple, says James, red lentils should not be grown on fields with a history of high weed populations: "Lentils are not competitive with weeds. A weedy crop can cut production in half."

The land on which red lentils are grown should drain well: "Lentils don't like too much water. Lying in water for two or three days will kill it," says Bill.

Both James and Bill emphasize the importance of crop rotation: "Don't put red lentils on land that grew green lentils for at least three or four years. As pedigree seed growers, we need a field history of land use, but everyone growing red lentils should have this," says James.

Other tips include the use of clean seed certified or tested for high germination and low disease. The entire field should be inoculated with an approved inoculant to aid in fixation of nitrogen, and the fields should be smoothed with a roller for ease of harvest. During the growing season, red lentil fields should be checked for disease or pests more often than cereals or flax; this could be twice a week, depending on the year.

Harvest is critical too. Because it's important to prevent seed damage, for example, the

combine should be set at a lower speed than for cereals. And, says James, if the crop can be taken off with a slightly higher moisture level – above 14 per cent – there will be less cracking and splitting.


Achieving the optimum moisture level is tricky, however: "We may take off pulses that are tough, but we utilize aeration," says Bill, to which James adds, "Processors like to buy a

product that is 14 per cent (moisture) or less, so you don't want to take them off too tough."

Storage is of utmost importance, with clean, tight, good-quality bins being key, says James. The Farleys use steel hopper bins that allow no entry of moisture

or rodents and, because a belt conveyer is used to transfer the crop to the truck, reduce the mechanical damage resulting from augering.

"A higher priced, quality crop needs high-quality storage. This crop is worth the money needed for good bins," says James.

And money is what this crop is all about. As Bill says, "If I hadn't grown lentils, canola and flax, I wouldn't be farming today." 

**Red lentil fields should be checked for disease or pests more often than cereals or flax.**

*"Don't put red lentils on land that grew green lentils for at least three or four years."*

Margaret Hryniuk is a freelance writer based out of Regina.



## IN BRIEF

SPG has invested over \$1.1 million in pulse quality and utilization research projects.



# SPG Research Funding to Increase Demand for Pulses

Diet, lifestyle and body weight management are important factors in preventing chronic diseases such as diabetes, heart disease and cancer, however, rates of obesity and its related-diseases are dramatically increasing in North America. This is a serious problem that places a significant burden on our health care system. How can anything good come out of this? The silver lining for our industry is that both the Canadian Diabetes Association and the Canadian Heart and Stroke Foundation recognize pulses as beneficial. Pulses are a balanced source of energy and protein, are high in fibre, indigestible starches and folate. As a source of these com-

Pulses provide many health benefits.




ponents, pulses can offer many benefits for nutrition and health including cholesterol and blood lipid lowering, improved blood glucose control, and promotion of satiety (that full feeling that makes you eat less). However, there is a need for scientific evidence that demonstrates the effectiveness of pulses in the prevention and management of chronic diseases.

Both Pulse Canada and SPG recognize that increasing the processing and utilization of our pulse crops for the development of new markets is key to our industry's profitability and sustainability. Pulse Canada has identified three target markets in North America:

1. Health and wellness,
2. Whole pulse foods, and
3. Pulse fraction products.

To achieve market development in these areas, adequate scientific and technical information on the functional and quality attributes of pulses and their components must be known. This information is fundamental to understanding the behaviour of pulses and their components in order to determine suitable applications, end-uses, and their competitiveness.

SPG recently received 21 research proposals related to pulse quality and utilization of Saskatchewan peas, lentils and chickpeas. I am very pleased that we have been able to fund 10 of these proposals for a total of \$1,143,222 over four years.

We will continue to direct the majority of our research funding towards the development of new varieties, with increased emphasis on the evaluation of quality related attributes. Combined with the new funding described on the next page, we expect our industry to be in a very strong position over the next ten years to have an increased presence in North American diets. 

Garth Patterson is the Executive Director of Saskatchewan Pulse Growers.

**Table 1:** SPG Funded Pulse Quality and Utilization Research Projects

RESEARCH PROPOSAL	LEAD RESEARCHER	ORGANIZATION	FUNDING
Low Glycemic Index (GI) Starch from Canadian Grown Pulses	Liu, Qiang	Agriculture and Agri-Food Canada	\$113,850
Biofunctional and Physicochemical Properties of Pea, Chickpea and Lentil Protein Blends and Hydrolyzates	Boye, Joyce	Agriculture and Agri-Food Canada	\$161,652
Evaluation of Technologies for Production of Edible Snack Foods with Demonstrated Health Benefits from Peas	Arntfield, Susan	University of Manitoba	\$141,450
Comparative Analysis of Functional and Wellness Properties of Lentils: Can Lentils Improve Soccer Performance?	Chilibeck, Philip	U of S – College of Kinesiology	\$199,525
Enhancing the Economic Value and the Use of Field Peas by the Pork and Feed Industries	Patience, John	Prairie Swine Centre Inc.	\$195,700
Studies on Incorporation of Pulse Flours and Fractions into Pasta and Noodles	Tyler, Robert	University of Saskatchewan	\$82,570
Pea Hull Fibre Fortification of Cereal-based Foods	Dahl, Wendy	College of Pharmacy and Nutrition & Saskatoon Health Region	\$61,050
Development and Commercialization of Pulse-based Pureed Foods	Dahl, Wendy	College of Pharmacy and Nutrition & Saskatoon Health Region	\$33,925
Sensory Analysis of Baked Goods and Gluten-free Products Prepared with Field Pea Starches	Hood, Shannon	Parrheim Foods – Saskatoon	\$27,000
Establishing the Digestible Nutrient Content and Rate of Starch Digestion of Peas for Poultry as Affected by Processing and Pea Cultivar	Classen, Henry	University of Saskatchewan	\$126,500
<b>TOTAL</b>			<b>\$1,143,222</b>





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).



#### New Staff at Pulse Canada

Pulse Canada is completing the financial arrangements with Agriculture and Agri-Food Canada on the Pulse Innovation Project, a three year-\$3 million grant under the Agriculture Policy Framework. The Pulse Innovation Project will develop and implement actions to increase pulse consumption in North America.

The goal is to achieve a 'demand pull' for pulses in a market that demands quality and has the affluence to buy the finest ingredients. By working with food companies and food ingredient suppliers, the Pulse Innovation Project hopes to ensure that the end results are products you can find on the grocery store shelf. The project will also include a "Health and Wellness" strategy that will link the pulse industry, and the value of pulses in health and nutrition, to the actions of health organizations like the Heart and Stroke Foundation, with federal and provincial government health departments, Dietitians of Canada and, of course, the food industry.

**Bottom Right:**  
**Jackie Blondeau joins**  
**Pulse Canada as Director**  
**of Market Development.**

**Below:**  
**Peter Watts and**  
**Julie Kawa, Pulse**  
**Canada's "Pulse**  
**Innovation Project" Team.**

Peter Watts and Julianne (Julie) Kawa have been hired to lead the Pulse Innovation Project for Pulse Canada. Peter, Director of Market Innovation, was born and raised in

Winnipeg and received a Bachelor of Arts from the University of Winnipeg and a Masters degree in International Relations at Laval University in Quebec City. After graduation, Peter worked at the Canadian Wheat Board for nine years where he held the positions of Market Analyst for Europe and the former Soviet Union as well as acting Director of the Market Analysis Division.

Julie Kawa, Manager of Market Innovation with Pulse Canada, is a Ph.D. candidate having completed her M.Sc. and Ph.D. programs at the University of Manitoba. Her Ph.D. thesis is on "The Effect of a buckwheat extract on glycemic control in diabetes mellitus". During her graduate work she coordinated clinical trials and animal trials, has given conference presentations and is a joint author of several papers. Julie has been involved in "Healthy Eating Promotions" at community schools and has been an educational speaker for the Canadian Diabetes Association.

#### Jackie Blondeau Moves to Pulse Canada

SPG would like to congratulate Jackie Blondeau, who was recently hired as Director of Market Development for Pulse Canada. Pulse Canada's Chair, Mr. Jack Froese said that "Jackie's professional strengths and commit-





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



## IN BRIEF

News from  
and about  
Saskatchewan  
Pulse Growers  
(SPG).



About 140 people  
attended the Pulse  
Field tour on July 21  
at the Kernen Crop  
Research Farm.

ment to team work will be a huge asset for the pulse industry and allow Pulse Canada to continue to serve the interests of the pulse trade and pulse growers in Canada.”

Jackie joins Greg Cherewyk on Pulse Canada's market development team. Prior to joining SPG Jackie was involved in industry development with Saskatchewan Agriculture and Food. Jackie is originally from Saskatoon and has a Degree in Commerce from the U of S.

### Pulse Field Tour 2005

SPG and the University of Saskatchewan's Crop Development Centre hosted the 2005 Pulse Field Day at the Kernen Crop Research Farm located just east of Saskatoon. About 140 participants enjoyed viewing the plots and interacting with researchers. Highlights included: Opening Remarks by Provincial Minister of Agriculture, Mark Wartman and an important announcement made by Walker Seeds and SPG on the commercialization of slow-darkening pinto beans (see Chairman's Message for more details). We also had a some international

visitors in attendance: a delegation from China studying Saskatchewan's innovative farm organizations and Kurt Lindbeck a pulse pathologist visiting from Australia. Features of the tour included:

- Pulse variety comparisons
- Weed and disease control in pulses
- Organic agronomy – mechanical and weed control in cereals
- Feed pea potential
- Herbicide interaction and N-fixation
- New Crops – fababean and soybean

### SPG Donating Material to Ag in the Classroom

SPG is donating 200 pulse cookbooks to Ag in the Classroom for distribution to teachers interested in health and nutrition. We are hopeful that students will become more aware of the role of pulses in a healthy lifestyle.



## ON POINT



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

### IN BRIEF

News from  
and about  
Saskatchewan  
Pulse Growers  
(SPG).

SASKATCHEWAN  
pulse  
Growers



#### Pulse Field Lab Project

Construction on the Pulse Field Lab Addition to the Crop Science Field Laboratory is now complete! A grand opening will be held in early November to celebrate the completion of this new facility dedicated to Pulse Research.

SPG would like to thank **Saskatchewan Wheat Pool** for its recent \$10,000 contribution to the project.

#### Contributors to the Pulse Field Lab Project

##### Platinum Level (\$500,000 or more)

Canada – Saskatchewan Agri-Food Innovation Fund  
Western Economic Diversification Canada –  
Diversification de l'économie de l'Ouest Canada

##### Gold Level (\$100,000 – 499,999)

BASF Canada  
Philom Bios Inc.

##### Silver Level (\$50,000 – \$99,999)

Bayer CropScience Inc.  
Becker Underwood Canada Ltd.  
Bourgault Industries Ltd.  
Morris Industries Ltd.  
Nitragin  
Syngenta Crop Protection Canada, Inc.

##### Bronze Level (\$10,000 – \$49,999)

Belle Pulses Ltd.  
Best Cooking Pulses, Inc.  
Bourgault Tillage Tools Ltd.  
Dow AgroSciences Canada Inc.  
E.I. Dupont Canada Company  
MacDon Industries Ltd.  
Ralph McKay  
Saskatchewan Wheat Pool Inc.  
Saskcan Pulse Trading Inc.  
Simpson Seeds Inc.  
Walker Seeds Ltd.

##### Friends (Less than \$10,000 or in-kind)

Affleck Farms Inc.  
A.J. BAT Inc.  
Allan Seeds Ltd.  
Amberfield Farms Ltd.  
Assiniboia Soil Conservation Co-operative  
Barry Reisner  
Benson ADD Committee  
Cecil Reisner  
Don Tait  
Fast Seed Farm Ltd.  
Garth and Carol Ann Patterson  
Germain Dauk  
Lutzer-Latrace Seed Farm  
L.S. McLean  
Mossbank Soil Management Co-op Ltd.  
Parrheim Foods – Saskatoon  
Pasqua Farms Ltd.  
Port of Montreal/Port de Montréal  
Prof. F.A. (Rick) Holm, PAg.  
Robin Morrall  
Saskatchewan Agriculture and Food

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# Pulse Days 2006

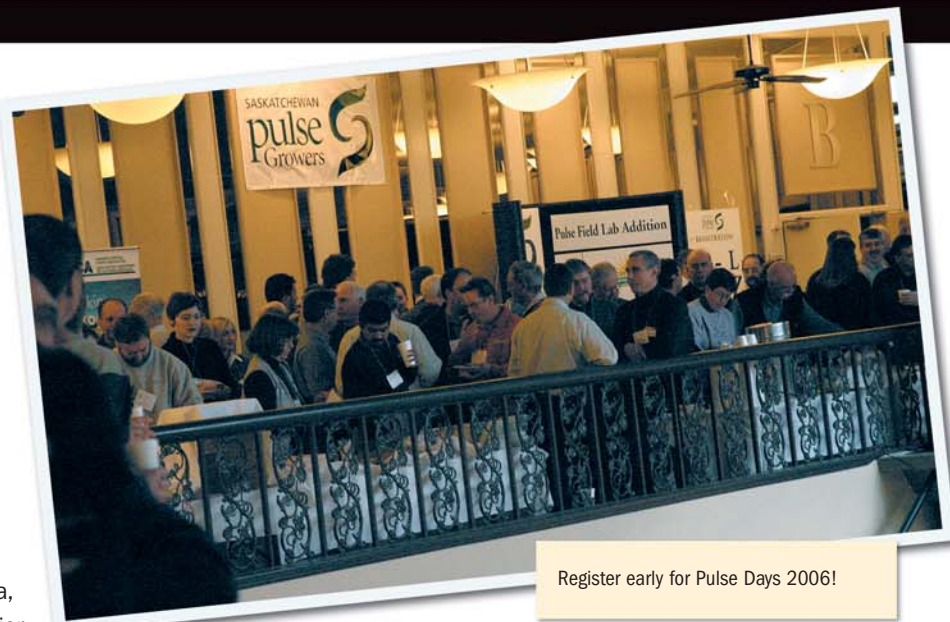
A LOOK TO THE FUTURE

January 9 – 10, 2006

At Pulse Days 2006 we're taking a step forward to look at where our industry is headed and what we need to do to get there.

We'll be looking at consumer food trends and opportunities to expand the pulse market in North America. We'll hear about producer issues directly from producers with a local and an Australian perspective. We'll focus on topics that impact how you manage your business such as the latest inoculant research.

Our market focus this year is South America, with particular attention on Columbia, a major buyer of Canadian lentils and peas. And don't miss our pulse forecast for 2006: a panel of local and international industry experts will predict what's ahead for 2006.



Register early for Pulse Days 2006!

## PROGRAM HIGHLIGHTS

**Dr. David Hughes**, Emeritus Professor of Food Marketing at the Centre for Food Chain Research, Imperial College London, England, will focus on consumer food trends and moving to R&D-driven nutrition.

**Wendy Dahl**, Coordinator of Nutrition and Dietetic Practice with the Royal University Hospital in Saskatoon, will be discussing opportunities for pulses in health foods with a focus on her research with pulse-based pureed foods.

**Peter Watts**, Director of Market Innovation with Pulse Canada, will talk about the Pulse Innovation Project, a program to develop a "demand pull" strategy for the North American pulse market.

**Michael Pfitzner**, a farmer from Griffith in New South Wales Australia, will focus on some of the issues and challenges facing pulse growers in Australia.

**Ray McVicar**, Special Crops Specialist with Saskatchewan Agriculture and Food will examine Saskatchewan's chickpea industry – where are we now and where are we going?

**Dr. Fran Walley**, Head of the Department of Soil Science at the University of Saskatchewan, will look at where pulse inoculant research is at.

**Humberto Barragán**, a Colombian pulse buyer with SuDespensa de Granos Barragán, will talk about the Colombian market.



# Pulse Days 2006

## A LOOK TO THE FUTURE

January 9 – 10, 2006

Our **Market Outlook Session** will provide you with three unique perspectives on the pulse marketplace for 2006.

- **Boubaker BenBelhassen**, Commodity Specialist with the Food and Agriculture Organization (FAO) of the United Nations will provide an international perspective on pulse markets.
- **Gerald Donkersgoed** with Finora Canada and **Marlene Boersch** with Mercantile Consulting will round off the market outlook session with more of a local perspective.



## REGISTER NOW

Pulse Days is the biggest pulse event of the year with over 1000 people typically in attendance. To accommodate everyone, we offer two venues: see the speakers live at the Saskatoon Inn or live-via-satellite at Prairieland Park, where the huge Western Canadian Crop Production Trade Show takes place.

**Register by Friday December 16 to SAVE 50% on your admission to Pulse Days (SK participants only).** Starting this year, you will also be able to register for Pulse Days on our web site at [www.saskpulse.com/pulsedays](http://www.saskpulse.com/pulsedays).

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.
- One day's **free admission** to the Western Canadian Crop Production Trade Show.
- **Conference Proceedings** 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 and spice producers. For the full agenda, see [www.cropweek.com](http://www.cropweek.com).

For registration information, check out our web site ([www.saskpulse.com/pulsedays](http://www.saskpulse.com/pulsedays)) or call the **Pulse Days Hotline at (306) 664-2125**. Pre-registration hours until December 16, 2005 are Monday to Friday 9AM to noon and 1PM to 4PM.



\*\*\*  
**NEW  
THIS YEAR**  
\*\*\*

**Pre-Register ON-LINE for Pulse Days 2006  
at [www.saskpulse.com/pulsedays](http://www.saskpulse.com/pulsedays)**

Credit card registrations only.  
Pre-registration deadline: **Friday, December 16, 2005**

\*\*\*  
**SK RESIDENTS  
SAVE \$20  
BY REGISTERING  
EARLY**  
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PULSE DAYS 2006  
**At A Glance**

**MONDAY, JANUARY 9, 2006**

- Keynote Presentation: David Hughes, Emeritus Professor of Food Marketing at the Centre for Food Chain Research, Imperial College London, England  
“Moving Agri-Food to R&D-driven Nutrition”
- New Opportunities for Pulses in Heath Foods
- Increasing Pulse Consumption in Our Own Backyard

**TUESDAY, JANUARY 10, 2006**

- Keynote Presentation: Michael Pfitzner, Griffith, Australia  
“Perspective From Down Under”
- Saskatchewan Producer Perspective
- Targeting Sustained Growth for Chickpea Production
- The Great Inoculant Debate
- Market Focus: South America
  - Keynote Presentation: Humberto Barragán, SuDespensa de Granos Barragán S.A.  
“The Colombian Pulse Market”
  - Opportunities in Venezuela and Brazil
- Price and Production Outlook for 2006
  - Keynote Presentation: Boubaker Benbelhassen, Food and Agriculture Organization (FAO) of the United Nations







## CLOSING THOUGHTS



Garth Patterson  
Executive Director

# Transportation a Hot Topic in the Pulse Industry

### THE TEAM

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#### RESEARCH & DEVELOPMENT MANAGER

Dr. Kofi Agblor

#### SEED COMMERCIALIZATION MANAGER

Allison Krahn

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It is time for us to review our transportation needs. The Vancouver truckers' strike illustrates both our industry's reliance on, and vulnerability to our transportation system. Containerized exports of our pulses through Vancouver stopped during the strike and are still being affected (as of the writing of this article). New crop sales cannot be made until the backlog of containers is cleared and we can again reliably deliver to our customers.

This has resulted in a direct loss of income for our industry, including farmers. When our ability to supply export markets is inhibited, our customers either purchase from competitors or build in purchase discounts to compensate for our lack of reliability.

Our industry is much more reliant on the containerized shipment of product than the grains and oilseeds industry. Saskatchewan has a big stake in this because we produce 70% of Canada's pulses and are the world's leading exporter of dry peas and lentils.

During the strike, SPG and our partners in the pulse industry lobbied the federal government to intervene and end the strike. SPG fully supports the recommendations made by the Canadian Special Crops Association to the federal government. These are:


1. A review of the on-line reservation system for delivering full containers to British Columbia terminals in order to create a fair and efficient system for trucking containers.
2. Development of federal policy that would invoke section 47 of the Canada Transportation Act after two weeks of a labor disruption at ports in British Columbia or Quebec if Canada's national transportation capacity is encumbered.



PHOTO: VANCOUVER PORT AUTHORITY

**Canada's pulse industry relies heavily on container shipment through the Port of Vancouver.**

3. Federal declaration that the containerized movement of grains is an essential service. This policy already exists for the transportation of bulk grains.
4. The establishment of a National Transportation Policy Framework or Roundtable to address transportation policy that will increase our competitiveness in the international market place.

We applaud the government's efforts to end the Vancouver truckers' strike and seek long-term solutions to this issue. SPG will continue to raise the profile of our industry's transportation issues with the federal government. 

# Selling Your Pulse Crop?

The screenshot shows a web browser window with the address bar displaying [http://www.saskpulse.com/library/contract\\_templates/index.html](http://www.saskpulse.com/library/contract_templates/index.html). The website header includes the logo for Saskatchewan Pulse Growers and navigation links for Home, Production, Marketing, News, Seed, Library, Animals, and Cooking. A sidebar on the left contains a search bar and links to various resources like Processing For Profit 2005, Pulse Days, Pulse Companies, Pulse Point, Pulse Buyer Status, 2004 SR&ED Tax Credit, Pulse Field Lab, and Pulse Tour 2005. The main content area is titled "Using Standard Contracts To Foster Confidence and Trust" and features a "DOWNLOAD:" section with links to three contract templates: Deferred delivery contract template, Production contract template, and Standard terms and conditions template. Below this is a "Background" section explaining the purpose of standard contracts and the role of the Grain and Feed Trade Association (GAFTA). The footer contains contact information for the Saskatchewan Pulse Growers, including their address, phone, fax, and email.

Saskatchewan Pulse Growers

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**Processing For Profit 2005**

**Pulse Days**

**Pulse Companies**

**Pulse Point**

**Pulse Buyer Status**

**2004 SR&ED Tax Credit**

**Pulse Field Lab**

**Pulse Tour 2005**

**Pulse Field Lab**

**Using Standard Contracts To Foster Confidence and Trust**

This information is from an article by Rob Tisdale, PulsePoint magazine, October 2004.

**DOWNLOAD:**

- Deferred delivery contract template
- Production contract template
- Standard terms and conditions template

**Background**

The purpose of a contract is to limit chance or risk for the parties involved. Last year at a brainstorming 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 Industry Security Committee that was formed, which has representation from both growers and dealers. This committee's mandate was to develop a broad form contract for both production and delivery of special crops. The intent is that this broad form contract will be the foundation for all contracts between producers and dealers.

For example, 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.

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.

Rob Tisdale is the Manager of Agricore United's Pulse Division in Winnipeg, MB. For more information, contact the Canadian Special Crops Association in Winnipeg, at (204) 925-3780 or [office@specialcrops.mb.ca](mailto:office@specialcrops.mb.ca).

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Ph. 306-668-5556 Fax 306-668-5557  
E-mail [pulse@saskpulse.com](mailto:pulse@saskpulse.com)

Before Signing a Contract Check Out the Standard Pulse Industry Contracts at:  
[http://www.saskpulse.com/library/contract\\_templates/index.html](http://www.saskpulse.com/library/contract_templates/index.html)

Recommended by The Canadian Special Crops Association and The Saskatchewan Pulse Growers



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