

# pulsepoint

October 2007 Vol. 7 No. 4

**Pulse Days 2008**  
Information inside!  
See page 16



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## Taste the Future

Celebrity Chefs • Lentil Markets



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**Jim Moen**  
Board Chair



# A Strong Canadian Dollar...

We have just gone through another eventful Saskatchewan growing season and I hope your harvest went well. We are seeing stronger prices for pulse crops and at the same time a stronger Canadian dollar.

It is well established that many crop protection products vary in price between Canada and the US; sometimes benefiting Canadian farmers, and other times benefiting American farmers. Now that the Canadian dollar is at par with the US dollar, consumers are becoming increasingly concerned over price disparities between goods in Canada and the US. Producers are also asking what it will mean for input costs, particularly crop protection products. There are two effects;

## 1. Cheaper products across the border.

A quick look at price lists for American dealers versus Canadian dealers will tell you that there are going to be opportunities to get less expensive products in the US. The bottom line is that we need to be able to "cross border shop" the same way that other business people do.

**2. New innovative products coming into Canada.** The chemical companies that have discovery labs (to generate the new chemistries) will bring new products into countries with strong currencies *first*. When the Canadian dollar was at 65 cents it was not as attractive for a company

reporting in Euros or American dollars to introduce new products into Canada. Now it is attractive – provided that our regulatory atmosphere is fair.

SPG has been working to increase competition in crop protection products through Pulse Canada and their participation in the Pest Management Regulatory Agency's (PMRA) Industry Task Force on Own Use Import (OUI). We want producers to have access to better

crop protection products and therefore our strategy has been to create a competitive and transparent environment that continues to encourage new product registration. We are utilizing a number of tactics to achieve our goal, including minor use registration, harmonization of NAFTA labels, producer

own use import program and registration of generic products.

## Minor Use Registration

Agriculture and Agri-Food Canada, Saskatchewan Agriculture and Food, and SPG, in conjunction with other provincial grower organizations and governments, have provided research funding to support registration of products for pulse crops. Current projects include glyphosate on chickpea; sulfentrazone on chickpea; Nova on field pea and dry beans; and Gaucho, Kocide Solo/Basagran and Allegro on dry beans.

...continues on page 8

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**Published for:**

Saskatchewan Pulse Growers  
104 - 411 Downey Road  
Saskatoon, SK S7N 4L8  
Phone: (306) 668-5556  
Fax: (306) 668-5557  
Email: pulse@saskpulse.com  
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**Published by:**

Sunrise Publishing  
2213B Hanselman Court  
Saskatoon, SK S7L 6A8  
Phone: (306) 244-5668  
Fax: (306) 244-5679  
Email: news@sunrisepublish.com  
Website: www.sunrisepublish.com

**Publication Dates:**

January, March, June, October

**Publisher:**

Twila Reddekopp

**Editor:**

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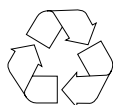
Linda Hamm

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Canadian Mail Publications  
Sales Agreement #40021625  
Postmaster please return  
undeliverable copies to  
Saskatchewan Pulse Growers  
104 - 411 Downey Road  
Saskatoon, SK S7N 4L8  
ISSN 1701-9125  
PRINTED IN CANADA

**Cover Photo:**

Geoff Howe



Please Recycle

# Taste The Future

In this issue you will find stories that show how pulses will play a part in transforming our diets. New to *PulsePoint* is a cooking column with recipes contributed by "Celebrity Chefs." We encourage you to try the recipes in your kitchen and to submit your favorite recipes to us for future consideration.

If you need further help including pulses into your family meal plans, be sure to read the story by Amy Jo Ehman about her experiment in eating locally-produced foods for one year. The research spotlight falls on a facility in Winnipeg that is looking closely at pulse processing.

Finally we share some production news about chickpeas and offer a generous helping of tips and advice about lentil markets.

There is much to be thankful for in the Canadian pulse industry!

\*The recipe for Golden Fava (pictured on the cover) can be found on page 26.



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# Chickpea Ascochyta Blight Sentinel Plant Project

## IN BRIEF

The goal of this project is to develop improved communication tools for growers and agronomists.

A group of scientists, growers, and agronomists undertook a new project this spring under the direction of Mark Goodwin, from Pulse Canada, with funding from the Agriculture and Agri-Food Canada (AAFC) Pest Management Centre Reduced Risk Program and Saskatchewan Pulse Growers. The project will run for three years.

The Chickpea Ascochyta Blight Sentinel Plant project's objectives are to: i) develop a sentinel spore trap-line for ascochyta blight on chickpea using pre-grown chickpea plants placed adjacent to infected crop residue to measure early spore release, and ii) develop improved communication tools for growers and agronomists.

The goal is to provide growers with information that will help them make wise use of fungicides in their management of the disease.

Dr. Yantai Gan and staff at the AAFC Research Station at Swift Current provided leadership and hard work in the project by growing, positioning, collecting, and analyzing the sentinel plants. They began by growing CDC Xena chickpea plants in their greenhouse. Four grower sites in south western Saskatchewan were selected. At each site, trap-line plants were situated at three different distances from last year's chickpea residue. Weather stations were located at two of the sites.

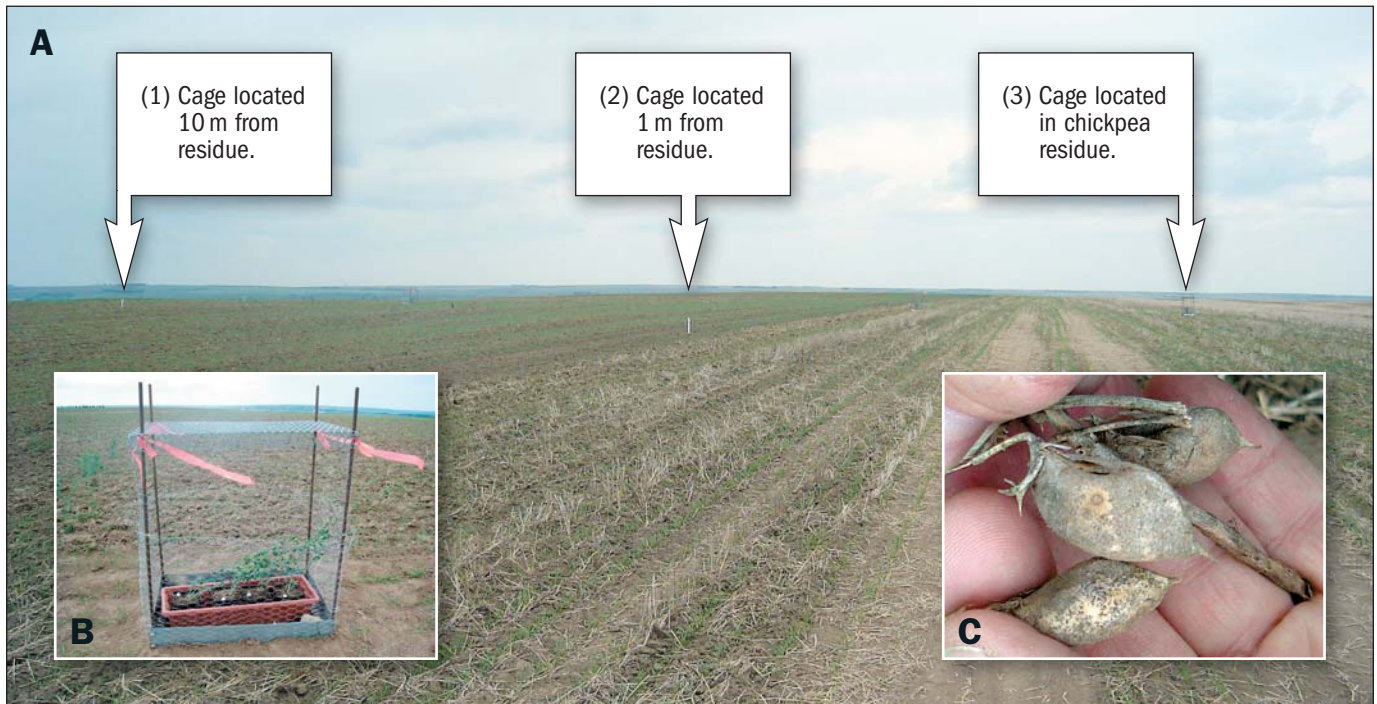
Eleven batches of sentinel plants were placed at the sites every three to four days from May 18 to June 21. As each new batch was positioned at the site, the previous plants



Analyzing sentinel chickpea plants in Swift Current.

PHOTO COURTESY SASKATCHEWAN AGRICULTURE AND FOOD





**Sentinel chickpea plants were placed in wire cages in the field. There were 3 cages at each site: (1) 10 m from chickpea residue, (2) 1 m from residue, and (3) on residue. Photo A was taken in a field, located east of Swift Current. Photo insert B shows a close-up of a wire cage. Photo insert C shows sporulating chickpea residue from the field on the right.**

were removed and placed in a humidifier and then a growth chamber to encourage disease development. Plants were examined to determine infection levels and count lesions.

After disease levels and weather data were recorded, Saskatchewan Agriculture and Food (SAF) prepared and distributed a one-page update to growers, agronomists and media identified in the project. The report included lesion counts on the sentinel plants, rainfall, humidity levels, temperature, and wind conditions during the time the batch was in the field, as well as the weather forecast. The report also included comments on commercial fields in the area, and an integrated pest management tip.

### Preliminary Results

The second batch of sentinel plants was placed on-site on May 22. Although not visible to the eye, leaves cultured from these plants showed that ascochyta blight spores had infected the sentinel plants a full week before lesions began to show up on commercial crops. We will work to improve this “early warning system” to chickpea growers for next year.


For batches placed after May 25, the proximity of the site to last year’s chickpea residue was not important, suggesting that wind-borne spores are just as important as rain-splashed spores.

Rainfall and humidity were more important factors in increasing disease than was temperature. For example, disease symptoms ramped up quickly when the fourth batch

(placed in the field on May 28) was exposed to 99% humidity and rainfall. Average daily temperatures during the project were equal to or less than 17°C, which is within the optimal range for blight development.

### What’s Next

Growers and agronomists involved in the project will be interviewed this fall to determine the effectiveness of the information provided this spring and to seek advice on how to improve methods of providing early-warning of the disease in the future. This feedback will be used to improve the current decision support system and the disease management recommendations for 2008.

Ascochyta blight of chickpea is a very aggressive disease that must be managed using an integrated approach involving improved varieties, proper fertility and planting, effective fungicide applications, and grower experience and knowledge. The goal of this “reduced risk” project is to educate growers as to product performance and timing. An integrated approach, including well-timed fungicide applications, will hopefully reduce the dependency on fungicides, and provide benefits to the environment and improved economic returns to chickpea producers. 

Penny Pearce is the Provincial Plant Disease Specialist with SAF. Ray McVicar is the Provincial Special Crops Specialist with SAF. Both work out of the SAF offices in Regina, SK.

# Grey Cup Snacks from Celebrity Chefs




## IN BRIEF

From our kitchen to yours, celebrity chefs share their favorite pulse recipes.

SPG is pleased to announce a new feature in *PulsePoint* magazine. The Celebrity Chefs column will tantalize your tastebuds and provide new ideas on how to include pulses in your meals.

Fall in Saskatchewan would not be complete without the gentle hum of combines in the fields and an animated radio announcer giving the play-by-play for the latest Canadian Football League (CFL) game in the background of the cab.

In this issue, SPG Board Chair Jim Moen and his wife Nancy provide a recipe for Jim's favorite football snacks which are great for the long days in the field or while watching an intense Rider game. Also, two CFL players born in Saskatchewan make time during a very busy season to share their favorite pulse recipes. We hope you'll try all three and that your fans will come back asking for more.

Do you have a favourite pulse recipe to share with our readers? Send it via email to [pulse@saskpulse.com](mailto:pulse@saskpulse.com) or fax it to 306-668-5557, along with your contact information. Bon appetite! 

### Nancy's Chickpea Snacks

Jim Moen, Chair,  
SPG Board of Directors



2 cups (500 ml) Kabuli chickpeas  
3 tbsp (45 ml) olive oil  
popcorn flavoring

Wash well. Put chickpeas in a large pot and cover with water. Let stand covered overnight. In morning drain and rinse well. Return chickpeas to a large pot, cover with water and bring to a boil. Cook until tender. When cooked, drain and rinse well. In a large bowl, add chickpeas and 3 tablespoons of olive oil. Mix well. Place chickpeas on a greased cookie sheet, sprinkle with popcorn flavoring (dill pickle, ranch or garlic salt). Jim prefers sea salt. Cook in a pre-heated 375 °F oven for approximately 45 minutes, stirring occasionally. Cool and enjoy.

**Comments from Jim:** These snacks are great when watching Rider games. Go Riders!

### Mexican Salad

Brian Guebert,  
Winnipeg Blue Bombers



1 cup (250 ml) cooked rice  
1 can kernel corn  
1 red pepper, chopped  
3 green onions, chopped (optional)  
2 tbsp (30 ml) fresh cilantro, chopped  
2 tbsp (30 ml) fresh parsley, chopped  
1 can of black beans, drained and rinsed thoroughly with water

#### Dressing:

½ cup (125 ml) oil  
2 tbsp (30 ml) red wine vinegar  
1 tbsp (15 ml) lemon juice  
1 ½ tsp (7 ml) chili powder, or to taste  
1 clove garlic, minced  
½ tsp (2 ml) ground cumin, or to taste  
Salt and pepper to taste

In bowl combine beans, rice and other ingredients. In separate container, combine dressing ingredients and shake well. Pour dressing over salad and mix well. Refrigerate several hours before serving. Keeps for up to three days in the fridge.

**Comments from Brian:** I really enjoy this salad because it is really easy to make and both filling and refreshing. I want to wish my grandparents Harvey and Jennie Gjesdal all the best with harvest and I look forward to getting back to Birch Hills soon.

### Crunchy Pea Salad

Gene Makowsky,  
Saskatchewan Roughriders



10 oz (300 ml) frozen peas  
1 cup (250 ml) finely chopped celery  
½ cup (125 ml) red pepper (optional)  
1 cup (250 ml) finely chopped cauliflower  
½ cup (125 ml) finely chopped green onion  
½ cup (125 ml) bacon bits  
1 cup (250 ml) finely chopped cashews

#### Dressing:

¼ cup (60 ml) sour cream  
¼ cup (60 ml) ranch dressing  
½ tsp (2 ml) dill

Boil water; turn off and add frozen peas. Heat through and drain. Mix all ingredients together and toss. Allow to cool for 1 hour. Serve cold.

**Comments from Gene:** This recipe is great to take to a potluck dinner!

# RESOLUTIONS

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

The meeting will be Tuesday,  
January 8, 2008 at 7:30 AM, at the  
Saskatoon Inn during Pulse Days 2008.

Resolutions must clearly note the person who is proposing  
them. A seconder will be called for at the Annual General  
Meeting. Robert's Rules of Order will apply.

Resolutions should be mailed to:  
Saskatchewan Pulse Growers  
104 – 411 Downey Road  
Saskatoon, Saskatchewan, S7N 4L8

or faxed to: (306) 668-5557  
or emailed to: [pulse@saskpulse.com](mailto:pulse@saskpulse.com)

**Resolutions must be received by  
Wednesday, January 2, 2008 at 4:00 PM**



## CHAIR'S MESSAGE



*continued from page 3...*

Our successes have been Crown on chickpea; Sencor on chickpea; Matador on pulses; Poast on chickpea; Select on chickpea and dry bean; Bravo on chickpea; Round Up Transorb on chickpea, lupin and fababean; Pursuit on soybean; Copper sulphate on dry bean; Assure II on dry bean; Tilt on dry bean; and Basagran on dry bean.

### NAFTA Harmonization

Canadian and US producers, along with Canadian and US regulatory bodies, and industry have developed a framework for the registration of products at the same time on both sides of the border. What this will mean is that chemical labels will have both Canadian and US labels on the package directly from the factory. Although this process has been slow, it is gaining momentum. Some of the successes to-date include Banvel/Clarity, Gavel, Spinosad, Reflex, Tanos, Bifenthrin, Metflumizone, Everest, Pyroxulam, Avadex, and Mandipropamide.

### Producer Own Use Import Programs

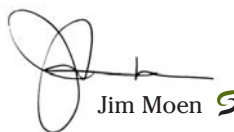
Several weeks ago, the PMRA announced that producers can import Touchdown, Banvel II or Roundup Weathermax through the new Grower Requested Own Use (GROU) Pesticide Importation Program for use this fall. The list of eligible products will expand in the spring to include Reflex and Basagran in addition to the above products. If any of these products are less expensive in the US, Canadian growers will have a clear mechanism for importing the herbicides for their own use. For all the details, go to the PMRA website ([www.pmra-arla.gc.ca](http://www.pmra-arla.gc.ca)) and look under the Grower Requested Own Use Program. The OUI program continues to be available for the import of ClearOut 41 Plus which also has a registration here in Canada.

### Generics Registration Program

PMRA has proposed a generics program similar to that in the US, which gives growers access to lower priced product. The Canadian system will make lawsuits unlikely by changing the way negotiations take place. This proposal is about to be passed by the federal government.

Pulse Canada and SPG will continue to work on these projects and develop with growers' best interests in mind. We welcome your input on this. Please send us an email to [pulse@saskpulse.com](mailto:pulse@saskpulse.com) or call the office at 306-668-5556.

In closing, I wish you success in your marketing efforts, both in selling your pulses and in purchasing inputs for next spring. Perhaps you are interested in running for a position on the pulse board. The nomination form is found on page 21. We're always looking for good people to serve on our Board. Have a great fall!



Jim Moen



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# An Experiment in Eating Locally

## IN BRIEF

For one year, Amy Jo Ehman served only Saskatchewan foods at her dinner table including pulses!

A funny thing happened at the grocery store in Elbow.

I was staying in a cabin at Lake Diefenbaker and went into town to buy groceries. The store was selling a line of products with strange names like masoor dal, desi masoor and kabuli channa under the brand name of Kashmir Valley.

"It's a local company," the clerk told me. "They import it and package it here in Elbow."

I had to chuckle. "Import? That's funny, because these are grown right here in Saskatchewan."

The clerk then explained she had been given very little information about the product, and perhaps that illustrates one of the problems consumers face in Saskatchewan – too little information about what we grow here and where to buy it.

Sure, everyone knows we grow wheat and canola. Everyone knows there are trout in northern lakes and that bison burgers are an option for the BBQ.

If you want to surprise the average consumer, tell them that Saskatchewan produces curry spices. That Saskatchewan has the largest trout farm in the nation. That Saskatchewan's honeybees are the most prolific in North America and that our northern pine mushrooms are a delicacy in Japan.

Tell them that Saskatchewan is one of the world's major producers of masoor dal, desi masoor and kabuli channa and you'll really shock them (perhaps even if you use the familiar names of red 'football' lentils, whole red lentils and chickpeas).



PHOTO BY GEOFF HOWE

Amy Jo Ehman cooks with pulses at her home in Saskatoon.

## Four Grain Soup

If you use garden tomatoes and herbs, and make your own stock, the only imported ingredient is the pepper.

1 tbsp (15 ml) canola oil  
1 tbsp (15 ml) butter  
1 onion, chopped  
2 carrots, diced  
1 tsp (5 ml) dried thyme  
1/3 cup (80 ml) lentils  
1/3 cup (80 ml) wheat seeds  
1/3 cup (80 ml) pearl barley  
1/3 cup (80 ml) wild rice  
6 cups (1.5 L) chicken stock  
1 can of chopped tomatoes  
Salt and pepper

Heat the oil and butter in a soup pot. Sauté the onions and carrots until soft. Stir in the crumbled thyme. Add the lentils, wheat, barley and wild rice, and stir to coat the grains. Turn up the heat to medium high and cook, stirring frequently, until the liquid is absorbed. Add the stock and the tomatoes and bring to a boil. Reduced to a simmer and cook until the grains are soft, about 45 min. Add salt and pepper to taste.

Optional: add chunks of farmer sausage.

PHOTO BY GEOFF HOWE



Two years ago, my husband and I started a bold experiment in local food. For one year, we would serve only Saskatchewan foods at our dinner table. From asparagus to zucchini and just about everything in between would be locally produced.

So, I asked my husband, what would you call a culinary experiment like that?

"Boring," he said. "Monotony."

He was being tongue in cheek, but the point was valid. I set out to prove that a Saskatchewan meal does not have to be meat and potatoes and rhubarb pie. Saskatchewan is producing food for the world, so what is the world doing with it?

I began by researching all the foods we produce in Saskatchewan and got a few surprises. For instance, the prairie cherry, which was developed at the University of Saskatchewan,

is wonderful for pies, and curry flavourings such as cumin and fenugreek add a whole new spice to prairie cooking.

Then I pored over cookbooks looking for new ways to prepare the foods we produce in Saskatchewan, particularly from those parts of the world where pulses are the daily fare.

One terrific cookbook is *Arab Cooking on a Saskatchewan Homestead* by Habeeb Salloum, whose parents emigrated from Syria to a homestead south of Swift Current.

He relates how his mother cooked their ethnic dishes using foods they grew in their own garden, and how pulses and yogurt kept their family fed and healthy through the lean years of the "dirty thirties."


Next, I set a few ground rules: 1) the Saskatchewan diet would only apply at home, 2) it would not apply to beverages and 3) we would cheat now and then.

So, I would allow myself to sprinkle Parmesan cheese on a pasta dish or use lemons to make a salad dressing, as long as the rest of the ingredients were local. After all, this was not meant to be a sacrifice but a celebration of local food.

There are good reasons to eat locally: it is usually picked ripe and sold fresh so it tastes better and it is more nutritious; it is less likely to be treated with non-food agents and additives; it supports the local economy and creates local jobs; it reduces greenhouse gas emissions by cutting the mileage from the farm to the fork; and it builds pride in our agricultural heritage.

After that first winter of eating locally, my husband made a curious observation. Neither of us had a cold that winter and I didn't suffer the February blues. Could our local diet be a factor? Through research, I discovered that pulses such as lentils, peas and chickpeas are excellent sources of folic acid, which reduces the symptoms of depression. Cabbage is a good source of vitamin C and berries are better for you than just about any other fruit. Clearly, our Saskatchewan diet was making us healthy.

Any hint of my husband's skepticism is long gone. We ate better, felt better and lived better while sourcing our food locally.

The experiment is over and it is now a way of life for us. I have stocked up on prairie cherries, canned corn, pinto beans and "Kashmir Valley" lentils for another cozy Saskatchewan winter. 

Amy Jo Ehman is a freelance writer based in Saskatoon.



# Studying Pulse Processing at CIGI

## IN BRIEF

CIGI is enhancing world markets for Canadian pulses through secondary processing and value-added research.



Enhancing Canada's image as a supplier of quality pulses will strengthen marketing prospects for Canadian crops. The Saskatchewan Pulse Growers (SPG), Manitoba Pulse Growers Association (MPGA), and the Canadian International Grains Institute (CIGI) are working together to conduct food processing research that will add more value to Canadian grown pulses.

The pulse industry is looking at tracking the processing quality characteristics of Canadian pulses because there is minimal research data about the milling efficiency and quality of Canadian pulse crops and the factors that influence secondary processing.

Dr. Linda Malcolmson, who is responsible for the technical, marketing and research activities for pulses at CIGI, is directing this research project funded by SPG and MPGA. Under Malcolmson's leadership, a pulse processing facility was installed at CIGI in 2003. Her team has been using this equipment for more in-depth studies and to ensure their findings are relevant to the processing industry.

Malcolmson's research team includes Anne-Sophie Bellido, a graduate student from the University of Manitoba. Bellido is coordinating all pulse projects conducted at CIGI and is hopeful that CIGI will be able to incorporate pulses into some of their educational programs and presentations.

The CIGI research project is examining the dehulling and splitting characteristics of Canadian peas, lentils, and chickpeas to deter-



Anne-Sophie Bellido and Dr. Linda Malcolmson display pulses used at the Canadian International Grains Institute.

PHOTO COURTESY CIGI



**Anne-Sophie Bellido** conducts research on the use of pulse flour (such as chickpea) in pasta.

mine what effects the seed size, shape, moisture, hardness, and composition will have on milling efficiencies. The goal is to determine how processing properties can be modified to optimize the yield and the quality of Canadian pulses. The milling properties of Canadian pulses (especially red lentils) are considered to be inferior by importers and processors, compared to competitor's products. Malcolmson and her team are examining how processing conditions can be optimized to improve milling yields and end-product quality characteristics.

This type of research can also help pulse breeding programs such as those at the University of Saskatchewan because this type of information provides the breeders with knowledge about the processing properties of Canadian pulse crops and the chance to optimize the quality of existing and new varieties.


Some Canadian pulses do not perform well in all food processing applications and this project looks to improve on that. Malcolmson says, "...we need research to fix

this problem and process our seeds in a different way or develop new varieties or current ones to better withstand processing." It is important to improve the processing quality of Canadian crops which will increase the domestic and international demand and consumption of pulses, she adds. This creates profit and value for Canadian producers.

Malcolmson's research project is also examining how Canadian pulses can be better utilized within the domestic food industry. Here she will focus on value-added secondary processing of pulse products. Little information exists about the production, compositional, functional and end-use suitability of pulses flours. As demand increases for healthier food products, the use of pulse flours in noodles, pasta and baked goods has potential. However, Malcolmson says, "technical information and prototypes are needed to convince food processors to consider using pulse flours as a healthy alternative."

Malcolmson and Bellido are working on providing the food industry with prototypes and technical information that can be presented to food processors regarding the quality and application of using pulse flour in their products. It is important to engage the food manufacturers and convince them to combine pulses with nutritional ingredients already establish such as whole grains, says Malcolmson. She believes it is important to engage the hotel, restaurant and food service industries to incorporate pulse flours into their menus and is hoping the food manufacturers will follow.

The aim of the CIGI research project is to make Canada a preferred supplier of quality pulses. This could increase consumption in Canada and around the world. Malcolmson hopes the research project will result in an increased use of pulse flour within the food industry and in turn, more pulse products will be produced, allowing producers to be more profitable.

The CIGI research project will be receiving \$111,500 over five years in funding from SPG and is expected to wrap up in 2010. For more information about this and other pulse research projects, please visit [www.saskpulse.com](http://www.saskpulse.com) and click on the Pulse Research tab. 

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



# Pulse Companies List

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

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

\*As of September 1, 2007

Company	*DBA refers to Doing Business As	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Fababeans	City/Town	Prov.	Telephone	More Info
Agricom International Inc.		■	■	■	■	■	■	■	North Vancouver	BC	604-983-6922	<a href="http://www.agricom.com">www.agricom.com</a>
Agtech Processors Inc.				■					Regina	SK	306-721-5171	1-800-667-7778
Belle Pulses Ltd.		■	■			■			Bellevue	SK	306-423-5202	<a href="mailto:bellepulses@sasktel.net">bellepulses@sasktel.net</a>
Best Cooking Pulses Inc.		■							Rowatt	SK	306-586-7111	<a href="http://www.bestcookingpulses.com">www.bestcookingpulses.com</a>
Bissma Pacific Inc.		■		■	■	■		■	Winnipeg	MB	204-895-0144	<a href="http://www.bissma.com">www.bissma.com</a>
Blue Hills Processors (2003) Ltd.		■	■	■		■	■		Avonlea	SK	306-868-4488	<a href="http://www.bhpl.ca">www.bhpl.ca</a>
C. B. Constantini Ltd.			■	■					Saskatoon	SK	306-373-9730	<a href="mailto:lynn.mcmillan@cbconstantini.com">lynn.mcmillan@cbconstantini.com</a>
C. B. Constantini Ltd.			■	■					Vancouver	BC	604-669-1212	<a href="mailto:michael.chong@cbconstantini.com">michael.chong@cbconstantini.com</a>
Canary Island Seed Associates Inc.		■	■	■					Sedley	SK	306-885-4444	<a href="mailto:sedleyseeds@cableregina.com">sedleyseeds@cableregina.com</a>
Cargill Limited - Animal Nutrition			■	■		■	■		Lethbridge	AB	403-329-4462	<a href="mailto:andrew.g.barwegen@cargill.com">andrew.g.barwegen@cargill.com</a>
Cargill Limited			■						Winnipeg	MB	204-947-0141	<a href="http://www.cargill.ca">www.cargill.ca</a>
Commodious Trading Inc.		■		■			■		Saanichton	BC	250-652-7807	<a href="mailto:dnewman@commodious.ca">dnewman@commodious.ca</a>
Diefenbaker Seed Processors Ltd.		■	■	■	■	■	■	■	Elbow	SK	306-644-4704	<a href="mailto:lionelector.stulor@sasktel.net">lionelector.stulor@sasktel.net</a>
Dunnington Holdings Ltd. DBA T.W. Commodities		■	■	■		■	■		Swift Current	SK	306-773-9748	<a href="http://www.twcommodities.com">www.twcommodities.com</a>
Export Packers Company Ltd.		■		■	■	■	■	■	Brampton	ON	905-792-9700	<a href="http://www.exportpackers.com">www.exportpackers.com</a>
FGDI, L.L.C.		■	■	■			■		Blenheim	ON	519-676-7510	<a href="http://www.fcstone.com">www.fcstone.com</a>
Fill-More Seeds Inc.		■	■	■		■	■		Fillmore	SK	306-722-3353	<a href="http://www.fillmoreseeds.com">www.fillmoreseeds.com</a>
Finora Inc.		■	■	■	■	■	■		Surrey	BC	604-597-5060	<a href="mailto:finora@istar.ca">finora@istar.ca</a>
Finora Inc.		■	■	■	■	■	■		Assiniboia	SK	306-642-5920	<a href="mailto:assiniboia@finora.com">assiniboia@finora.com</a>
Finora Inc.		■	■	■	■	■	■		Wilkie	SK	306-843-2507	<a href="mailto:wilkie@finora.com">wilkie@finora.com</a>
GH Schweitzer Enterprises Ltd.		■		■	■	■	■		Eston	SK	306-962-4751	<a href="http://www.schweitzer.sk.ca">www.schweitzer.sk.ca</a>
Globeways Canada Inc.		■		■	■	■	■		Mississauga	ON	905-812-0210	<a href="http://www.sara-inc.com">www.sara-inc.com</a>
Grain Solutions Inc.			■						Viking	AB	780-336-4800	<a href="http://www.grainsolutions.com">www.grainsolutions.com</a>
Great Sandhills Terminal Marketing Centre Ltd.			■						Leader	SK	306-628-4452	<a href="mailto:gary.lang@gst.ca">gary.lang@gst.ca</a>
Great Western Grain Company Ltd.		■	■	■		■	■		Lloydminster	SK	306-825-4344	<a href="mailto:bob@greatwesterngrain.com">bob@greatwesterngrain.com</a>
Horizon Agro Inc.		■		■					Morris	MB	204-746-2026	<a href="http://www.horizonagro.com">www.horizonagro.com</a>
IT & T Trading Inc.		■	■	■	■	■	■	■	Vancouver	BC	604-681-8675	<a href="mailto:atagaki@itttrading.com">atagaki@itttrading.com</a>
J.K. Milling Canada Ltd.		■	■	■		■	■		Buchanan	SK	306-592-2002	<a href="mailto:jkm@jkmilling.ca">jkm@jkmilling.ca</a>
J.K. Milling Canada Ltd.		■	■	■		■	■		Vancouver	BC	604-696-9955	<a href="http://www.jki.com.au">www.jki.com.au</a>
Johnson Seeds Ltd., S.S.		■		■				■	Arborg	MB	800-363-9442	<a href="http://www.johnsonseeds.com">www.johnsonseeds.com</a>
Keyser Farms Ltd.		■	■	■		■	■		Cupar	SK	306-723-4949	<a href="mailto:keyserfarms@sasktel.net">keyserfarms@sasktel.net</a>
Lackawanna Products Corp.		■	■	■		■	■	■	Nipawin	SK	306-862-2723	<a href="mailto:rslackawanna@sasktel.net">rslackawanna@sasktel.net</a>

# Pulse Companies List

Company	*DBA refers to Doing Business As	Edible Peas	Feed Peas	Lentils	Beans	Desi Chickpeas	Kabuli Chickpeas	Fababeans	City/Town	Prov.	Telephone	More Info
Lakeside Global Grains Inc.		■	■	■					Wynyard	SK	306-554-3030	www.lakesideglobal.ca
Lakeside Global Grains Inc.		■	■	■					Winnipeg	MB	204-255-5550	www.lakesideglobal.ca
Linear Grain Inc.			■		■				Carman	MB	204-745-6747	www.lineargrain.com
Louis Dreyfus Canada Ltd.			■						Calgary	AB	403-205-3322	www.louisdreyfus.ca
Maviga N.A., Inc.		■		■	■	■	■	■	Regina	SK	306-721-8900	www.maviga.com
Mobil Grain Ltd.		■	■	■	■	■	■		Regina	SK	877-487-8347	www.mobilgrain.com
Naber Specialty Grains Ltd.		■	■	■	■	■		■	Melfort	SK	306-752-4115	nsgl@sasktel.net
North East Terminal Ltd.			■						Wadena	SK	306-338-2999	www.northeastterminal.com
North West Terminal Ltd.		■	■						Unity	SK	306-228-3735	www.northwestterminal.com
Oleet Processing Ltd.			■	■	■	■	■	■	Regina	SK	306-543-4777	markfuesel@otfarms.ca
Parent Seed Farms Ltd.		■	■	■	■	■	■	■	St Joseph	MB	204-737-2625	www.parentseed.com
Parkland Pulse Grain Co. Ltd.		■	■	■		■	■		North Battleford	SK	306-445-4199	kirby.b@parklandpulse.com
Parrish & Heimbecker Ltd.		■	■	■	■	■	■		Lethbridge	AB	403-320-9440	www.parheim.mb.ca
Parrish & Heimbecker Ltd.			■	■		■	■		Winnipeg	MB	204-956-2030	www.parheim.mb.ca
PATERSON GRAIN - a division of Paterson GlobalFoods Inc.			■	■	■	■	■	■	Winnipeg	MB	204-956-2090	www.patersonglobalfoods.com
Pioneer Grain Company Ltd.		■	■	■					Winnipeg	MB	204-934-5961	www.jri.ca
Prairie Pulse Inc.				■		■	■		Vanscoy	SK	306-249-9236	info@prairiepulse.com
Prairie West Terminal Ltd.			■						Plenty	SK	306-932-4446	kdormer@p-w-t.ca
Prime Seeds International Inc.				■	■		■		Vancouver	BC	604-990-2500	simon@primeproseeds.com
Provalcid Inc.		■		■	■		■		Varennes	PQ	450-652-3916	www.provalcid.com
Pulse Depot Rosetown Inc.		■	■	■		■	■		Rosetown	SK	306-882-4440	info@pulsedepot.com
Roy Legumex Inc.		■	■	■	■	■	■	■	St Jean-Baptiste	MB	204-758-3597	www.legumex.com
Saskatchewan Wheat Pool Inc. - Seed Cleaning Plant				■					Moose Jaw	SK	306-692-0671	merchandising@swp.com
Saskatchewan Wheat Pool Inc. - Special Crops		■	■						Regina	SK	306-569-4411	www.swp.com
Saskcan Horizon Trading Inc.			■		■	■	■		Aberdeen	SK	306-253-4233	www.saskcan.com
Saskcan Pulse Trading Inc.		■	■	■	■	■	■		Regina	SK	306-525-4490	www.saskcan.com
Seedtec Ltd.		■	■		■		■	■	Qu'Appelle	SK	306-699-7368	www.terramax.sk.ca
Shafer Commodities Inc.			■	■	■	■	■		Lethbridge	AB	403-328-5066	hgoodby@shafercom.com
Simpson Seeds Inc.		■		■			■		Moose Jaw	SK	306-693-2132	www.simpsonseeds.com
South West Terminal Ltd.		■	■						Gull Lake	SK	306-672-4112	www.swt.sk.ca
Southland Pulse Inc.		■	■	■		■			Estevan	SK	306-634-8008	shawnm@southlandpulse.net
Sunrise Foods International Inc.		■	■	■	■	■	■	■	Saskatoon	SK	306-931-4576	sunrise.g.neufeld@sasktel.net
Tradex Commodity Group Inc.			■	■			■		Saskatoon	SK	306-975-7066	www.tradexgroup.net
United Grain Growers Limited DBA Agricore United		■	■	■	■		■		Winnipeg	MB	204-944-5411	www.agricoreunited.com
United Grain Growers Limited - Beans & Special Crops		■	■	■	■	■	■		Lethbridge	AB	403-382-3400	1-888-442-8393
United Grain Growers Limited - Dry Bean					■				Taber	AB	403-223-2772	www.agricoreunited.com
United Grain Growers Limited - Beans & Special Crops		■	■	■	■	■	■	■	Regina	SK	306-791-4920	www.agricoreunited.com
United Grain Growers Limited - SK Special Crops		■	■	■	■	■	■	■	Saskatoon	SK	306-343-5079	www.agricoreunited.com
Veikle Grain Ltd.		■	■						Cut Knife	SK	306-398-4714	veikle.seeds@sasktel.net
Ventures West Processors Ltd. DBA Canpulse Foods				■					Kindersley	SK	306-463-4444	canpulsekindersley@sasktel.net
Walker Seeds Ltd.		■	■	■	■	■	■	■	Tisdale	SK	306-873-3777	www.walkerseeds.ca
Western Grain Trade Ltd.		■	■	■	■	■	■		Saskatoon	SK	306-657-3455	vicki@westerngrain.com
Weyburn Inland Terminal Ltd. (includes Vigro Seed & Supply an operating division of Weyburn Inland Terminal Ltd.)			■						Weyburn	SK	306-842-7436	www.wit.ca



# Pulse Companies List

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

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

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

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

# Pulse Days 2008

Building the Bioeconomy

January 8, 2008



**Pulse Days 2008** will bring together academics with industry leaders and government officials to better understand the role that pulses can play in the Bioeconomy.

We'll be looking at the role pulses play in sustainable production systems. Our special session on Building the Bioeconomy will focus on crop production and the environment and opportunities for pulses in the Bioeconomy. The afternoon will focus entirely on marketing including sessions on global markets and a moderated Market Outlook Panel that we're calling "Bears and Bulls!"

#### NEW FOR 2008:

- Conference runs one day only – Tuesday, January 8 starting at 7:00 AM with breakfast.
- The whole afternoon devoted to market outlook information!



PHOTO BY DAVID BINDLE

It was a full house at Prairieland Park in 2007 – be sure to register early and save your spot at Pulse Days 2008!

#### REGISTER NOW

Pulse Days is the largest pulse event of the year. In order to accommodate over 1,000 delegates, we will continue to offer the option of attending at either Prairieland Park (in conjunction with the Western Canadian Crop Production Show) or the Saskatoon Inn (where we will be live).

... Please note that the conference will run **ONE DAY ONLY** – Tuesday, January 8, 2008 ...

Your Pulse Days pass gives you access to a program featuring world-renowned speakers, a chance to network with other producers, great food, and many other benefits including:

- Opening Reception and Poster Session (Monday, January 7, 2008 at 7:00 PM at Prairieland Park) sponsored by Philom Bios
- Free admission to the Western Canadian Crop Production Show at Prairieland Park
- A copy of the conference proceedings booklet
- Breakfast, lunch and coffee breaks

**Early Registration – SK residents save 50% by registering early! Early bird rate is \$20 per person!**

**Saskatchewan Residents** – \$20 CDN before Friday, December 14, 2007 at 4:30 PM (payment **MUST** be received by this date)  
or \$40 CDN at the door

**Outside Saskatchewan** – \$40 CDN

#### TO REGISTER:

- [www.saskpulse.com](http://www.saskpulse.com)
- Fax the form found on page 18 to 306-668-5557
- Call our hotline at 306-668-0032 during office hours (Monday-Friday between 8 AM and 4:30 PM)
- Mail the registration form along with your payment to Pulse Days 2008, 104 – 411 Downey Road, Saskatoon, SK S7N 4L8





## Pulse Days 2008

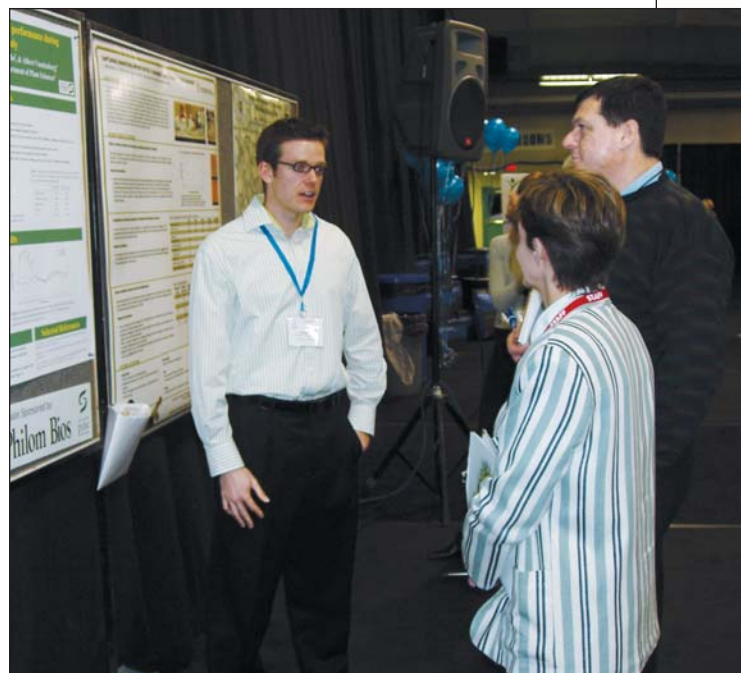
## Preliminary Agenda

### MONDAY, JANUARY 7, 2008

- 7:00 PM Opening Reception and Poster Session at Prairieland Park sponsored by Philom Bios

### TUESDAY, JANUARY 8, 2008

- 7:00 AM Breakfast
- Annual General Meeting
- Pulses in Sustainable Production Systems
  - Soil health
  - Green crops
  - Grow your own nitrogen
- Special Session: Building the Bioeconomy
  - Sustainability: crop production and the environment
- Awards Presentations featuring the Pulse Promoter Award sponsored by BASF
- Global Markets and Trends
  - Global drivers: economics of ethanol and the environment
  - Role of pulses in the global economy
- Profitability and Marketing
  - Cost of production and profitability
  - Projections for input costs
- Bears and Bulls: Moderated Market Outlook Q and A
  - Outlooks for lentil, pea and chickpea markets



Be sure to join us for the Opening Reception and Poster Session on Monday, Jan. 7 at Prairieland Park, Hall B.

### WEDNESDAY, JANUARY 9, 2008

- 7:00 PM Crop Production Week Special Session: Saskatoon Inn
  - Topic: Transportation Challenges and Solutions. Free Admission.

Check our website for more details and a list of speakers – [www.saskpulse.com](http://www.saskpulse.com)

A special thank you to our Platinum Sponsors for making Pulse Days 2008 possible!



# Pulse Days 2008

## REGISTRATION FORM

PULSE DAYS PARTICIPANT 1

PULSE DAYS PARTICIPANT 1

Name: \_\_\_\_\_

Farm Name / Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City / Town: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

☐ I prefer to attend at Saskatoon Inn

☐ I prefer to attend at Prairieland Park

### Permission to share information with sponsors

Sponsors of Pulse Days 2008 would like to contact you with information about their products and services. Do you give your permission for Saskatchewan Pulse Growers to release your name, address, email and phone number to sponsors of Pulse Days 2008 for marketing purposes?

☐ **YES**, I grant permission

☐ **NO**, I do not grant permission

PULSE DAYS PARTICIPANT 2

PULSE DAYS PARTICIPANT 2

Name: \_\_\_\_\_

Farm Name / Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City / Town: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

☐ I prefer to attend at Saskatoon Inn

☐ I prefer to attend at Prairieland Park

### Permission to share information with sponsors

Sponsors of Pulse Days 2008 would like to contact you with information about their products and services. Do you give your permission for Saskatchewan Pulse Growers to release your name, address, email and phone number to sponsors of Pulse Days 2008 for marketing purposes?

☐ **YES**, I grant permission

☐ **NO**, I do not grant permission

**Deadline for early registration is Friday, December 14, 2007 at 4:30 PM**

### Within SK:

\$20 CDN x \_\_\_\_\_ persons registered = \$ \_\_\_\_\_

Payment Enclosed:

### Outside SK:

\$40 CDN x \_\_\_\_\_ persons registered = \$ \_\_\_\_\_

### PAYMENT OPTIONS

(Payment by cheque or credit card number must accompany this form and be **RECEIVED** by Dec. 14. Sorry, no refunds.)

☐ I would like to pay by MasterCard

☐ I would like to pay by VISA

☐ My cheque is enclosed (cheque payable to Saskatchewan Pulse Growers)

\_\_\_\_\_  
Cardholder Name (PLEASE PRINT)

\_\_\_\_\_  
Cardholder Signature

\_\_\_\_\_  
Card Number

\_\_\_\_\_  
Expiry Date

**Return Registration Forms to:** Pulse Days 2008

104 – 411 Downey Road, Saskatoon, SK S7N 4L8

Fax: (306) 668-5557 (credit card orders only)

**You can also register by phone. Call (306) 668-0032 during office hours (8:00 AM – 4:30 PM, Monday to Friday).  
Online registration is available at [www.saskpulse.com](http://www.saskpulse.com).**



# Taking the Pulse of Bread

## IN BRIEF

Pea fibre could soon become a common baking ingredient.

Functional foods are getting a lot of media attention, which means consumers are becoming more aware – and more comfortable with the term. If you're still trying to wrap your head around it, functional food refers to a food or food component that confers a benefit beyond meeting the regulated nutrition needs, according to Dr. Peter Jones, who heads up the Richardson Centre for Functional Foods and Nutraceuticals at the University of Manitoba in Winnipeg.

"Bread is a good deliverable," says Dr. Jones, "and pulses, such as pea fibre in muffins, are an innovative product. They confer a good potential, whether used in the bread or on it as a spread."

Dr. Jones, along with Dr. Curtis Rempel, manager of the research division at the Centre, and Chris Marinangeli, a PhD student in nutritional science and food science, are working with Pulse Canada to explore if yellow peas are a functional food, and whether they have a nutraceutical compound. Canada is one of the leading exporters in the world of pulses, including yellow peas. With the results of the Centre's research, Canada has everything it needs to bake super bread, a functional loaf of the future . . . now.

It's Dr. Rempel's belief that par-baked frozen pizza dough would prove to be the most profitable and best delivery system currently available for most of the functional ingredients

available to the commercial baking industry.

In the case of the pulse clinical trials, Marinangeli is working with both pea fibre and pea flour, in order to find out which fraction of the peas has an effect on blood lipids, body composition, fat oxidation, glucose tolerance and antioxidant status. Who knew such a little legume could pack such a huge nutraceutical punch?

Marinangeli feeds people – 25 to 30 of them – in three, 28-day treatment phases, involving three types of pea-based muffins, with a 28-day wash-out period in between each phase. "We want them to return to a normal lifestyle after the first round of muffins," says Marinangeli, "so that when they return for the second treatment, it will be like a blank slate."

He's becoming quite adept at baking up batches of muffins, the first batch mixed with 100 per cent pea flour (whole peas ground into flour – the hull and everything – resulting in lots of fibre). Each muffin – and participants eat three a day – contains 10 grams of fibre.

"Each person's caloric needs are calculated individually," says Marinangeli. "It's a seven-day-a-week trial, so it's hard to find people who will commit to it. They need to come in for breakfast, then they take away lunch and dinner – for 28 days straight." Each individual is tested at the beginning and end of each treatment. Marinangeli hopes to see a reduction in lipids, body fat mass, a lowered



**Chris Marinangeli is working with a little legume that packs a powerful nutraceutical punch – and offers bakers a super bread.**

response to glucose after a meal and an increase in antioxidant status.

The second round uses pea fibre (hulls), which has the same level of fibre, but the difference in weight is made up by white flour. (Hulls are about 85-90 per cent fibre.) The final treatment is a control muffin, baked with plain, white, all-purpose flour.


Using pea flour and fibre is trickier than one would think, and in order to keep every facet of the process controlled, Marinangeli used baby food, such as strained apples, bananas, and carrots to flavour the muffins.

"Pulses have various nutritional attributes making them a suitable functional food for today's consumer," says Dr. Julianne Kawa, Manager of Market Innovation at Pulse Canada. "They are high in fibre and resistant starch, low in fat, high in protein, high in vitamins and minerals, contain other components like antioxidants and have a low glycemic index. Incorporating pulse flours and fractions into consumer-friendly food products is a convenient way to increase consumption of these healthy foods."

Another potential benefit of baking with pea flour is the possibility of developing recipes that are gluten-free, addressing celiacs. Xanthan gum would be required to capture the air and

to lighten the loaf, making it a commercial opportunity, rather than a consumer venture.

The functional food team at the Richardson Centre is inspiring. Dr. Rempel says there is a "whole bread piece with dairy and whole grains that would set the world on fire," coming down the pipeline. Each and every one of them understands that no matter how efficacious the health benefits of the oats, plant sterols or pulses are that they're working with – the end result has to taste good so people will enjoy eating it.

"People like to hang out in bakeries because of the warm, inviting smell," says Dr. Rempel. "They perceive health in whole grains, so to me, this speaks to adding a few tables to bakeries, or in supermarkets, expanding the area where they bake, since it could become the most profitable set of square feet for them in the entire store. If they truck in their baked goods, they should stop. People want to buy fresh, and smell it baking when they enter the store. It brings them back again and again." 

*This story was originally printed in the June 2007 edition of Bakers Journal and is reprinted here with permission. Barbara Lauer is the Editor of Bakers Journal and she can be reached at editor@bakersjournal.com or by calling 1-888-599-2228 ext. 250.*



# 2008 Board of Directors Nominations

If you are a registered pulse producer (i.e. you have sold pulses and paid check-off within the last two years), and would like to be instrumental in growing 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 26, 2007.

## 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

Email

Telephone

Fax

Signature

*I have grown the following  
pulse crops:*

2006

2007

*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 or Email

Fax or Email

Fax or Email

**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. check-off 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.

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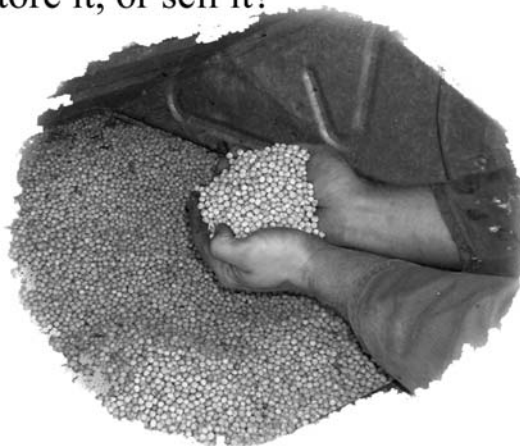
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Heidi and George,  
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# Lentil Marketing Advice

## IN BRIEF

**Growers need to take note that there is no single month in which lentil prices typically peak.**

The 2007–08 marketing year was swirling in controversy before it began. This was the result of Statistics Canada's revelation that this year's red lentil seeded area declined from last year while green lentil seeded area rose. This is the opposite of what the industry was expecting.

Efforts by some processors and exporters to convince the world that the numbers were wrong because farmers lied to Statistics Canada about what they planted, do not appear to have swayed markets. This year's apparent increase in green lentil area comes at a time when carry-in stocks from prior marketing years have finally reached manageable levels and exporters are optimistic about overall demand prospects for the coming season. While markets feel they can readily accommodate more green lentil production, they desperately want more red lentils than are expected to be grown.

Opening season markets for red lentils are normally dominated by Turkey and demand for the commodity from the Indian subcontinent is not normally a major factor. Last year's red lentil harvest in Turkey was close to 650,000 metric tons (MT), up from around 500,000 in the previous year. This year's harvest is thought to be around 550,000 MT, which will mean a reduction in export volumes.

Combined red lentil production among the three key exporters (Turkey, Australia and Canada) came in around 945,000 MT in 2005–06 and 993,000 MT in 2006–07. Output this season could inch past 1 million MT if the Australian harvest rebounds from 36,400 to almost 237,000 MT. Demand, however, seems to be growing more quickly.

This is clearly reflected in record Canadian lentil exports to the Indian subcontinent in 2006–07, with a large part of the

*While markets feel they can readily accommodate more green lentil production, they desperately want more red lentils than are expected to be grown.*

increase accounted for by red lentils. Shipments to Bangladesh totaled 34,637 MT in the August–June period, up from 14,723 MT the previous marketing year beating the previous high of 26,525 MT set in 2002–03. Shipments to India quadrupled to 100,390 MT. Imports by Pakistan more than doubled to 58,625 MT and Sri Lankan purchases tripled their previous record by coming in at 17,767 MT for the first 11 months of 2006–07.



**Table 1:** Canadian No 1 Laird Lentil Monthly Average Grower Bid  
(Canadian dollars per cwt)

	2006-07	2005-06	2004-05	2003-04	2002-03	2001-02
Aug	13.65	15.16	19.94	22.10	22.16	18.40
Sep	14.50	13.88	22.75	20.81	32.00	18.70
Oct	14.50	13.00	22.25	19.90	33.03	18.50
Nov	15.40	12.34	21.30	19.08	34.56	17.68
Dec	14.19	11.88	20.00	19.23	35.60	17.28
Jan	14.63	11.69	19.78	19.74	34.60	17.78
Feb	15.50	11.50	17.88	21.10	34.33	17.50
Mar	16.05	11.00	17.24	24.08	32.62	17.34
Apr	16.88	10.94	17.30	26.33	33.38	17.10
May	17.05	10.95	17.60	24.34	30.40	17.92
Jun	17.00	11.63	17.00	21.40	26.00	17.24
Jul	17.06	11.75	17.00	20.38	20.63	17.53

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**Table 2:** Canadian No 1 Laird Lentil Monthly Grower Bid Price Performance  
(monthly average as a percentage of annual average)

	2006-07	2005-06	2004-05	2003-04	2002-03	2001-02
Aug	88%	125%	104%	102%	72%	104%
Sep	93%	114%	119%	96%	104%	105%
Oct	93%	107%	116%	92%	108%	104%
Nov	99%	101%	111%	88%	113%	100%
Dec	91%	98%	104%	89%	116%	97%
Jan	94%	96%	103%	91%	113%	100%
Feb	100%	95%	93%	98%	112%	99%
Mar	103%	90%	90%	111%	106%	98%
Apr	109%	90%	90%	122%	109%	96%
May	110%	90%	92%	113%	99%	101%
Jun	109%	96%	89%	99%	85%	97%
Jul	110%	97%	89%	94%	67%	99%

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Last year's big increase in Turkish red lentil output directly affected Canadian exports to Turkey, with total lentil shipments through June of the 2006-07 marketing year plunging from 80,535 to 29,506 MT. This year's smaller Turkish harvest could regenerate demand for Canadian product both from Turkey later in the marketing year and from countries it normally supplies. That demand should be felt by Australia and Canada during the first half of 2008, and could see end users substituting green for red lentils where possible as long as red lentil prices hold a significant premium to greens in world markets.

It remains to be seen whether the coming season's demand profile will cause markets to establish their season highs early in the marketing year which is often the case with Canadian lentils.

In three of the past six years, prices for all grades of red lentils peaked in the August-November period. This happened three times for No 1 and No 3 grade reds and in four of the past six years for No 2 and extra 3 grade reds. Last season was a remarkable exception, with prices trending upward throughout the marketing year, peaking in July for both No 1 and No 2 grade reds and in May for No 3 and extra 3 reds.

In the case of green lentils, Canada normally exports more during the first half of the marketing year (August-January period) than during the second half of the marketing year. The October-November and December-January periods are typically the two busiest export shipping periods, with more lentils exiting Canada in December than in January. At the grower level, this translates into strong seasonal demand for green lentils from the beginning of harvest through about the middle of November.

Given this demand pattern, it is not surprising to see that grower bids for No 1 grade green lentils set their season highs half the time in the August-November shipping period, though bids for No 1 Lairds do not currently peak in November. The most probable reason is exporters and processors are well covered on shipping commitments through January and they are not competing as aggressively for the attention of growers. At the same time, it was once believed that lentil values always peaked in November, which may still cause some growers to delay selling until that month. Selling No 2 grade Eston or French lentils more


often works best in the first half of the marketing year than the last half, while No 2 Laird sellers often do better the last half, and Richleas are split fairly evenly.

Growers need to take note that there is no single month in which prices typically peak. The Indian subcontinent will be the driver of red lentil pricing during the rest of 2007 and will likely be for much of 2008. Whether the Indian subcontinent remains bullish, factors into the 2008-09 marketing year and experts are gauging this now.

India's seeding of kharif or monsoon season pulses is up over last year and there is no reason to think yields would slip below their recent averages. India and Pakistan want to see rabi or winter season pulse area increase, however key rabi season pulse producing states have benefited less from this year's slightly above average monsoon rainfall than the rest of region. Increased area and average yields could result in a larger harvest than last year. To the extent this occurs, import demand will relax during the first half of 2008. Canadian lentil stocks should be tight enough that such a relaxation in demand may not lower prices.

Even if lentils establish their season highs in the opening quarter of the 2007-08 marketing year, prices are unlikely to fall to levels which discourage interest in seeding either red or green lentils next spring.

As much as Canadian growers appear to have been discouraged by red lentils when seeding decisions were being finalized for 2007, they should be mesmerized by it when finalizing acreage next spring. Seeded area will likely increase sharply in 2008, perhaps at the expense of green lentils. If global lentil production is up in 2008 and demand relaxes, one would expect prices to decline during the last half of 2008 for a potential decline in average grower bid levels in 2008-09.

One final factor producers need to bear in mind when looking at the price outlook for lentils, is the price outlook for grains and oilseeds. Prices for those commodities affect buyer's ideas about value. Buyers are only willing to pay enough to sustain production. If grains and oilseeds are high, they know they need to pay more to attract growers to the crop. But, if grains and oilseeds are cheap, they are unwilling to "buy" acreage. 

Brian Clancey is the Editor and Publisher of the [www.statpub.com](http://www.statpub.com) market news website.

**Table 3: Canadian No 1 Red Lentil Monthly Grower Bid Price Performance**  
(monthly average as a percentage of annual average)

	2006-07	2005-06	2004-05	2003-04	2002-03	2001-02
Aug	73%	115%	91%	95%	92%	95%
Sep	81%	106%	102%	93%	107%	99%
Oct	90%	107%	102%	95%	104%	106%
Nov	93%	107%	104%	90%	105%	101%
Dec	89%	97%	105%	94%	101%	98%
Jan	94%	98%	106%	97%	99%	96%
Feb	96%	86%	104%	108%	104%	99%
Mar	103%	84%	98%	112%	102%	100%
Apr	120%	109%	98%	111%	103%	104%
May	119%	107%	102%	109%	98%	105%
Jun	120%	96%	99%	101%	93%	98%
Jul	126%	85%	90%	94%	93%	97%

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**Table 4: Canadian No 1 Red Lentil Monthly Average Grower Bid**  
(Canadian dollars per cwt)

	2006-07	2005-06	2004-05	2003-04	2002-03	2001-02
Aug	11.95	15.02	17.00	17.12	16.31	14.74
Sep	13.25	13.93	18.93	16.63	19.00	15.35
Oct	14.75	14.00	19.00	17.00	18.50	16.38
Nov	15.30	13.97	19.30	16.20	18.64	15.64
Dec	14.56	12.71	19.60	16.86	18.00	15.13
Jan	15.50	12.88	19.80	17.33	17.65	14.78
Feb	15.75	11.25	19.40	19.45	18.40	15.30
Mar	16.95	11.00	18.20	20.05	18.05	15.49
Apr	19.63	14.25	18.25	19.83	18.38	16.05
May	19.45	14.00	18.90	19.50	17.40	16.26
Jun	19.63	12.63	18.38	18.15	16.56	15.13
Jul	20.69	11.19	16.84	16.80	16.53	15.03

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## ON THE COVER:

**Golden Fava** This Greek dish is delicious on bread or with grilled meat.

¼ cup (60 ml) canola oil	½ cup (125 ml) finely chopped onion
1 clove finely chopped garlic	1 cup (250 ml) yellow split peas
1 bay leaf	½ tsp (2.5 ml) salt
1 tbsp (15 ml) fresh lemon juice	1 tbsp (15 ml) finely chopped parsley
2 tbsp (30 ml) finely chopped red onion or spring onion	
Optional: olive oil	

Heat canola oil in a saucepan. Sauté onion and garlic until softened. Stir in yellow split peas and cook briefly in hot oil. Add 4 cups water and bay leaf. Boil, skimming the foam that rises to the surface. Reduce to a simmer and cook until peas are disintegrated, about 2 hours, adding more water as needed to prevent sticking. Near the end of cooking, add salt and stir frequently until the peas are no longer soupy. Remove from heat. Remove bay leaf and stir in lemon juice. Cover pot with a towel and leave to cool completely. It will thicken considerably. To serve, scoop the puree into a flat bowl, scattering chopped onion and parsley on top. For an authentic touch, drizzle it with olive oil.

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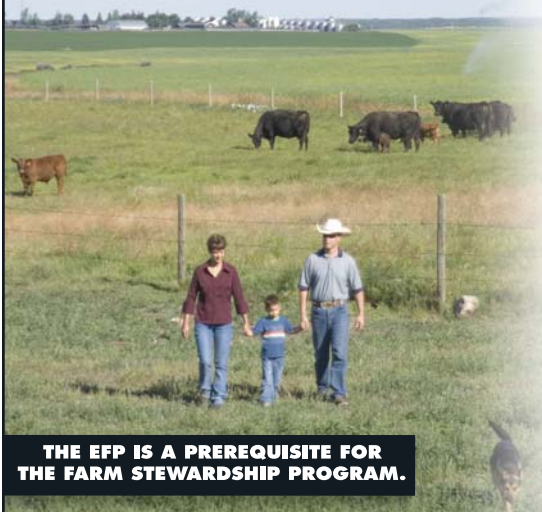
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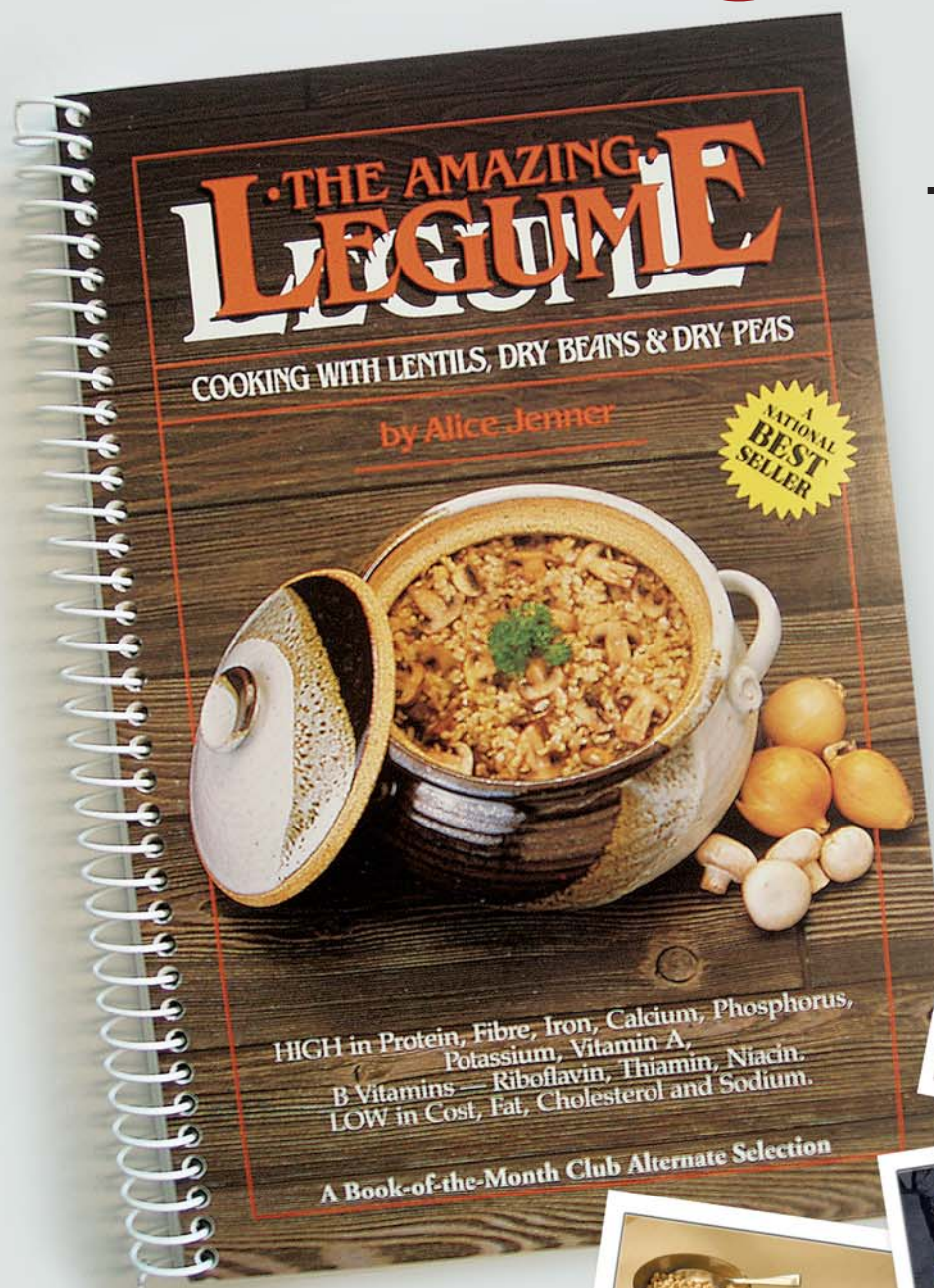
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## IN BRIEF

### News from and about Saskatchewan Pulse Growers (SPG).



#### Clean Up Your Farm

The Saskatchewan Obsolete Pesticide Collection Campaign provides free, safe disposal of de-registered, outdated, unwanted or otherwise obsolete agricultural and commercial pesticides during a province-wide blitz, October 23-25, 2007. The collected pesticides will be safely packaged before being transported to a Department of Environment approved facility for safe disposal. The collection campaign is a partnership between federal and provincial governments, agricultural retailers and CropLife Canada. Disposal is FREE for agricultural and commercial based operations. This includes farmers of all kinds that are involved in production agriculture. For more information, including a list of collection sites, call the Agriculture Knowledge Centre at 866-457-2377 or visit [www.agr.gov.sk.ca/pesticidecollection/](http://www.agr.gov.sk.ca/pesticidecollection/).

#### Nominations Open for SPG Directors

If you are a registered pulse producer (i.e. you have sold pulses and paid check-off in the last two years), and would like to be instrumental in growing Saskatchewan's pulse industry, fill in the nomination form found on page 21. It must be signed by three other registered growers and be submitted to the SPG office no later than Noon on Friday, October 26, 2007. For additional information, please call the office at 306-668-5556.

#### SK Outstanding Young Farmers

Congratulations to Norman and Laura Shoemaker of Mossbank. The Shoemaker's were named Saskatchewan's 2007 Outstanding Young Farmers this summer. The Shoemaker's farm 5,400 acres and include pulse crops such as chickpeas and large green lentils in their rotation. They will represent Saskatchewan in the national competition which takes place in Quebec in December. The award honours farmers under the age of 40.



#### Pulse Food Symposium

Pulses will be showcased as high quality nutritional and functional ingredients to the North American food industry during a Pulse Food Symposium held in Toronto in January 2008. The purpose of the symposium, organized by Pulse Canada, is to show North American food product manufacturers how pulses, pulse flours and fractions can be used as healthy ingredients to make better food products. The agenda includes presentations by researchers working on human clinical trials investigating the health benefits of pulse consumption, food scientists developing food products with pulse ingredients, and presentations on marketing and labelling opportunities for pulses. During the symposium, a product expo will be held to allow Canadian pulse processors and ingredient manufacturers to meet with a broad range of food processing companies.

#### Roy Legumex Expands Operations

In August, Roy Legumex Inc. of St. Jean, Manitoba announced they would take over operations of Sabourin Seeds Ltd. Roy Legumex processes and exports pulses from Saskatchewan and Manitoba and has been in business for more than 60 years.



#### New Online Resources

Pulse Canada recently launched a new website! You can check out their new design and updated information at [www.pulsecanada.com](http://www.pulsecanada.com). The site, which is still in development, offers new sections dedicated to topics such as food and nutrition, animal feed, environment and transportation. Be sure to add this site to your bookmarks and check back often to find out about exciting pulse industry news.



CGF Brokerage & Consulting began trading pulses electronically online on August 1, 2007. The online auction allows buyers to bid in real time for pulses. CGF Brokerage & Consulting is





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

one of the first to link producers and buyers through online bidding. More information is available at [www.cgfbrokerage.com](http://www.cgfbrokerage.com).

When selling pulse crops, producers are advised to use best management practices including the use of a contract. Sample contracts are available for download at the SPG website at [www.saskpulse.com](http://www.saskpulse.com). If a buyer uses their own contract, use one of the SPG contracts as a guideline to compare terms.

The Saskatchewan Crop Insurance Corporation (SCIC) has developed a website aimed at providing Saskatchewan producers with a convenient and efficient way to manage their crop insurance contracts. CropConnect is a free service that allows producers to complete the various forms and applications necessary for crop insurance coverage. Producers interested in enrolling in CropConnect can call 1-800-422-1943. All that is required is an active email address and the legal name on their crop insurance contract. Visit [www.saskcropinsurance.com](http://www.saskcropinsurance.com) for more information.

### Save the Date

Pulse Days is changing! In 2008, the annual conference will run one day only – Tuesday, January 8, 2008. We will continue to offer the option of attending at either the Saskatoon Inn or Prairieland Park. Staff will be pleased to accept registrations starting on Monday, October 1. Please note that the Reception and Research Poster Session will continue on Monday, January 7, 2008 at Prairieland Park Hall B beginning at 7:00 PM. Bookmark the SPG website ([www.saskpulse.com](http://www.saskpulse.com)) and check back for updates, a list of speakers, agenda and much more.



### Thailand Cuts Tariffs on Pulses

After four years of joint efforts on the part of Pulse Canada, the US Dry Pea and Lentil Council, the Canadian and US Embassies, and

a select group of Thai importers, Thailand has reduced its tariffs on pulses. The move is significant as both Australia and New Zealand, in separate bilateral free trade agreements, had negotiated a reduction of tariffs on pulses and enjoyed a significant advantage in accessing the market. Thailand is an important market for Canadian marrowfat pea exports and Canada controls the majority of the market share. Tariff disadvantages due to agreements negotiated by Australia and New Zealand and an agreement currently being negotiated by the US threatened to erode Canada's market share.

The import tariffs for dry pea, chickpea and lentils have been cut from 30% to 5%.

### Winter Pulse Workshops

SPG and Saskatchewan Agriculture and Food are offering Regional Pulse Development Workshops in February 2008! Mark your calendar now!

- Tues. Feb. 5, 2008 – Swift Current
- Wed. Feb. 6, 2008 – Moose Jaw
- Thurs. Feb. 7, 2008 – Weyburn

Additional information will be posted on SPG's website ([www.saskpulse.com](http://www.saskpulse.com)).

### SPG Website Wins National Award

The SPG website won the Henry Heald Gold Award for the best Canadian-produced website at the Canadian Farm Writers' and Broadcasters' Awards in September. The SPG website is updated weekly and the majority of its content is devoted to agriculture news and reports. The award was handed out in Belleville, Ontario and came with a \$300 award which SPG will donate to charity. The website address is [www.saskpulse.com](http://www.saskpulse.com).

Writer Vanessa Ho was also recognized at the awards banquet for her second place finish in the Press Features category. Her story "Milk and Cookies for Santa...Yellow Peas for Rudolph" was printed in the January 2007 edition of *PulsePoint* magazine. 

### IN BRIEF

**News from and about Saskatchewan Pulse Growers (SPG).**





## CLOSING THOUGHTS



**Garth Patterson**  
Executive Director

# Market Your Pulses Wisely

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Garth Patterson

DIRECTOR OF OPERATIONS  
Joelle Harris

DIRECTOR OF RESEARCH  
Dr. Kofi Agblor

COMMERCIAL MANAGER  
Allison Fletcher

COMMUNICATIONS MANAGER  
Erin Athmer

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Shelly Weber

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Saskatoon, SK S7N 4L8  
Tel (306) 668-5556  
Fax (306) 668-5557  
pulse@saskpulse.com  
www.saskpulse.com



Pulse markets have certainly rebounded in the last year and the outlook is for markets to remain strong. Should you sell? Should you hold? No one knows for sure, however there are several ways to manage your marketing risks by using sound business practices.

#### 1. Know the Quality of Your Product

Take representative samples of your pulses and have them graded by an independent third party such as the Canadian Grain Commission ([www.grainscanada.gc.ca](http://www.grainscanada.gc.ca)) or SGS ([www.ca.sgs.com](http://www.ca.sgs.com)).

#### 2. Know the Value of Your Product

Don't rely on a sole source for your information. Consult with many experts to learn about market trends, supply, demand, and determine what your product is worth. Sources include brokers, trusted buyers, processors and independent market analysts. Understand who has a position in the market, as this could affect their perspective. Bookmark your favorite websites and visit them regularly.

#### 3. Know Your Production Costs

How do you sell at a profit if you don't know your costs? Saskatchewan Agriculture and Food has calculated average production costs by soil zone. These are a good starting point and are available at: [www.agr.gov.sk.ca/docs/management/cpgspecialty07.pdf](http://www.agr.gov.sk.ca/docs/management/cpgspecialty07.pdf).

#### 4. Know Your Buyer and Broker

Develop and maintain good relationships with a number of buyers and brokers throughout the year. They want to earn your trust because they want your repeat business. They can be valuable sources of information for production and marketing decisions. Deal only with buyers that are licensed and secured or exempted by the

Canadian Grain Commission and registered with SPG. A list can be found on page 13.

#### 5. Sell to a Number of Buyers Over a Period of Time


Spread out your risk by selling to a number of trusted buyers. This way if anything goes wrong with a deal, you will not lose everything. By selling over a period of time you can average out the market highs and lows in your price.

#### 6. Sign a Contract and Insist on Prompt Payment

Read and understand all contracts that you sign. Use the industry production and delivery contracts on the SPG website ([www.saskpulse.com](http://www.saskpulse.com)) under the Buying and Selling tab as a guide. A few important clauses that have caused growers grief in the past include delivery dates, pricing, payment terms and dispute resolution. Agree only to a set delivery window. This way, the contract will expire if the buyer does not accept delivery within the specified period. Most contracts state the price for grades No 2 or better. What if your product grades lower? Be sure that the discounts for lower grades are fair to both parties. Who grades your product? What if you do not agree? How will the dispute be settled? What are the payment terms? Will you be paid within a certain number of days of delivering the product? These are examples of clauses that are very important to consider when signing either a production or delivery contract.

#### 7. Educate Yourself


Follow the markets 12 months of the year. Continually consult with experts and educate yourself by reading publications and checking websites. **FINALLY, BE SURE TO ATTEND PULSE DAYS 2008!**

Good luck with your marketing! 



# Regional Pulse Development Workshops

**Mark your calendar!** Saskatchewan Pulse Growers and Saskatchewan Agriculture and Food are again teaming up to offer the Regional Pulse Development Workshops this winter. These meetings are an opportunity for producers to meet with other producers, top pulse researchers and industry representatives. A preliminary list of workshops is listed below – check the next issue of *PulsePoint* magazine for additional details and information!



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## Swift Current

**Tuesday, February 5, 2008**

8:30 AM – 3:30 PM at the Palliser Pavilion, Swift Current

## Moose Jaw

**Wednesday, February 6, 2008**

8:30 AM – 3:30 PM at the Heritage Inn, Moose Jaw

## Weyburn

**Thursday, February 7, 2008**

8:30 AM – 3:30 PM at the McKenna Hall, Weyburn

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## Save the date and make plans to attend!

All meetings begin at 8:30 AM with coffee and registration. The program will begin at 9:30 AM.

Pre-register by calling the Agriculture Knowledge Centre at 1-866-457-2377.

**Registration fee (includes lunch):** \$15 at the door

**Payment:** Cash or Cheque

(payable to Saskatchewan Pulse Growers)

Check our website [www.saskpulse.com](http://www.saskpulse.com) for the agenda and list of presenters!



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