

PulsePoint

October 2012

LISTEN TO YOUR LAND: USING GPS/GIS TECHNOLOGY ON YOUR FARM P 16

**The impact of another rainy
growing season on pulse
diseases P 14**

**Growing organic pulses –
the pro's and con's P 19**

**How SK growers can
contend with volatile global
markets P 26**

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SASKATCHEWAN
pulse
Growers

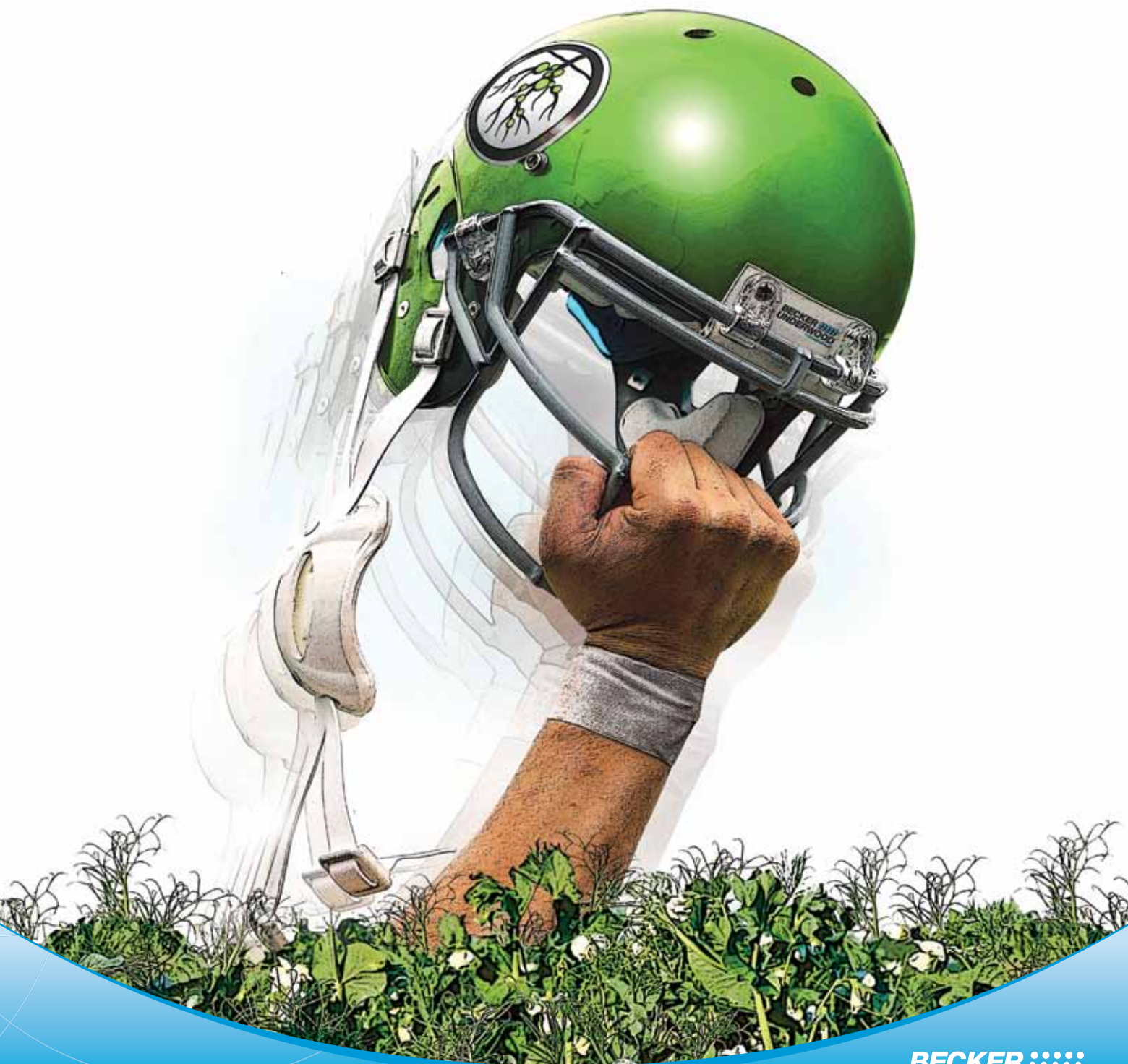


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Your Peas are Our Priority

by **Morgan Nunweiler**

I have heard concerns from growers lately about dropping pea yields, and as a result, this is an issue that has been brought up at the SPG Board level.

As it's still early, we are still sorting out how to address this issue and confirm what the causes are. We will communicate our progress with growers as we learn more (look for more in-depth information in the next issue of *PulsePoint*).

For now, I can tell you that SPG is continually working on improving pea crop performance, as that aligns with our long-term goal of expanding pulse production and maximizing returns to farmers by 2025. The main priority of the CDC's pea breeding program is to develop pea varieties that are heat-tolerant and resistant to diseases like mycosphaerella blight.

SPG also funds a variety of research projects that focus on improving pea performance across Saskatchewan, one that specifically looks at the impact of biological factors on field pea decline in the semiarid southwest. (For a complete listing of SPG-funded research projects, visit www.saskpulse.com.)

It's also important to note that this growing season had its challenges: For the third year in a row, we had higher than expected rainfall (I think we had more rain than Vancouver in May and June) which means higher disease pressure. Then there was the extreme heat in July, meaning lots of plants dropping flowers.



Therefore the weather will weigh significantly into the equation for crop yields this year.

At SPG our priority remains improving the overall profitability of pulse crops for Saskatchewan

growers and we will continue to work on doing so. This includes working with breeders at the CDC to investigate the pea yield issue mentioned above.

In other news, our market demand remains strong and growing. SPG's Executive Director Carl Potts recently spoke at a pea and flax conference in China, as part of a STEP trade mission to build relationships with one of our fastest-growing markets. Canadian pea exports to China are already strong, as the crop is used to create foods such as vermicelli noodles, but there are exciting opportunities to expand that market as protein fractions from Canadian peas are increasingly being used in other food products. In fact, the market for our product in China continues to grow and SPG will continue to work towards capitalizing on that growth.

Finally, I would like to welcome two of our newest SPG team members, Deborah Fortoski, Controller, and Jeff Parker, Director of Research, who both joined us this summer.

Wishing you all a great fall and we hope to see you at Pulse Days in January.

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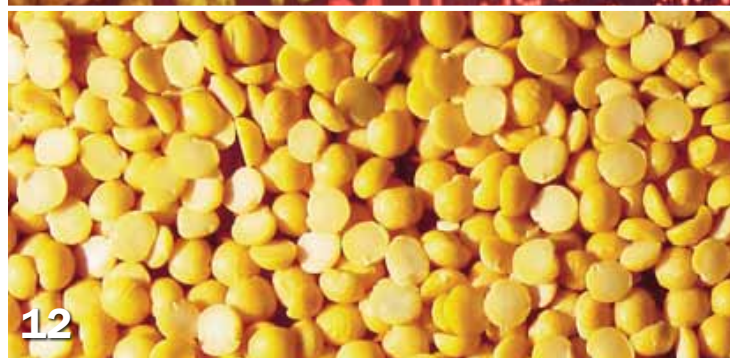
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For more information please visit www.saskpulse.com

Words of Wisdom & Wit

SPG staff members share their best agriculture jokes

Interviewer: "Congratulations on winning the lottery."

Farmer: "Thank you."

Interviewer: "Do you have any special plans for spending all of that money?"

Farmer: "Nope. Not really. I'm just gonna keep farming until the lottery money is all gone."

—Jennifer Saunders,
Administrative Assistant
Saskatchewan Pulse Growers

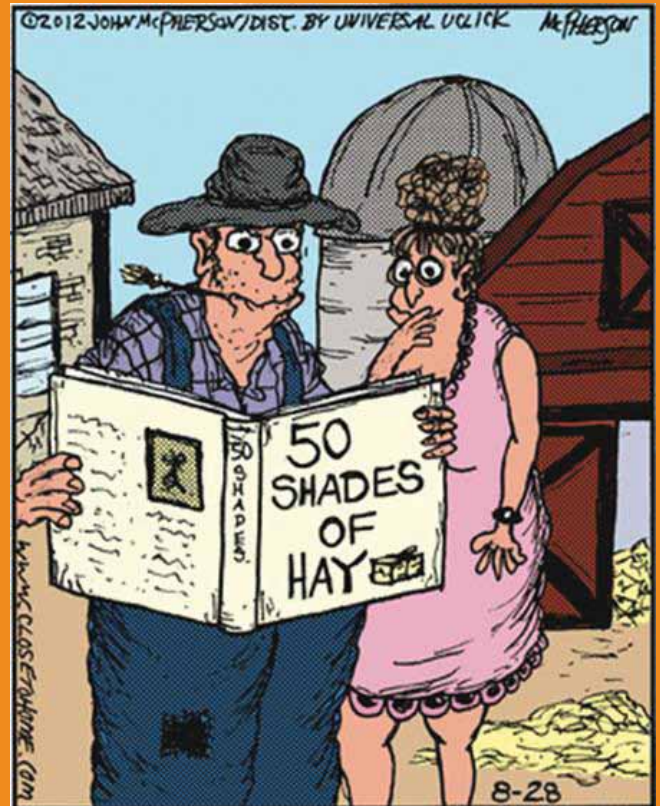
A man is driving down a country road, when he spots a farmer standing in the middle of a huge field of lentils. He pulls the car over to the side of the road and notices that the lentil farmer is standing there, doing nothing, looking at nothing. The man gets out of the car, walks all the way out to the farmer and says, "Ummm excuse me mister, but what are you doing?"

The farmer replies, "I'm trying to win a Nobel Prize."

"How?" asks the man, puzzled.

The farmer replies, "Well, I heard they give the Nobel Prize . . . to people who are out standing in their field."

—Melanie Goring
Accounting Clerk—Payables
Saskatchewan Pulse Growers



A steamy new book sends shockwaves through America's farming communities.

—Deborah Fortosky
Controller, Saskatchewan Pulse Growers

Question: What's the difference between chopped beef and pea soup?

Answer: Everyone can chop beef, but not everyone can pea soup!

—Jennifer Saunders,
Administrative Assistant
Saskatchewan Pulse Growers

A crop inspector working out of Saskatoon was driving down some country back roads north of the city to get to a client's farm, in order to finalize a settlement on crop damage.

Suddenly, a chicken darted in front of him. The crop inspector slammed on the brakes, but realized that the chicken was speeding off down the road. Intrigued, he tried to follow the chicken with his half-ton.

He could not catch up to the accelerating chicken. Soon he was reaching a speed of 100 km/h and the chicken was still pulling away. Just as he was starting to catch up, the chicken turned into a farmyard. The inspector followed it. To his astonishment, he realized the chicken had three legs.

A farmer came out of the house, and the crop inspector said, "Three-legged chickens? That is astonishing! It just outran my truck."

"Yep. I bred 'em that way because I love drumsticks," replied the farmer.

"How does a three-legged chicken taste?" the inspector asked.

"Don't know," the farmer smiled. "Haven't been able to catch one yet."

—Carl Lynn,
Research Project Manager
Saskatchewan Pulse Growers

A cocky Department of Agriculture representative stops at a farm and sees an old farmer.

"I need to inspect your farm," he says.

"You better not go in that field," the old farmer replies.

"I have the authority of the government with me," replies the Department of Agriculture man in a "wise" tone. "See this card? I am allowed to go wherever I wish on agricultural land."

So the old farmer goes about his farm chores. Later, the farmer hears loud screams and sees the Department of Agriculture man running for the fence. Chasing him is the farmer's prize bull, madder than a nest full of hornets, and gaining on the man at every step.

"Help!" the rep shouts to the farmer. "What should I do?"

The old farmer, hooking his thumbs in his overalls, calls out: "Show him your card."

—Shelly Weber,
Administration Program Manager
Saskatchewan Pulse Growers



CREDIT: WWW.BUZZFEED.COM

Cow photo bomb! Who says cows don't have a sense of humour?

—Amanda Ryan,
Director of Communications
and Market Promotion
Saskatchewan Pulse Growers

Question: Why is a John Deere tractor green?

Answer: So it can hide in the grass when a real tractor goes by.

—Cara Hildebrand,
Accounting Clerk—Receivables
Saskatchewan Pulse Growers

People & Events

South Indian Culinary Association Exhibition & Competition (Chennai, India)

In August, SPG's international consultant attended this event for culinary professionals across South India, promoting Canadian green lentils to the hotel, restaurant and catering (HORECA) industry. In attendance were some of the top managers and chefs from large, reputed hotel and restaurant chains across the country as well as key influential people in the culinary profession.



Some of the top managers and chefs from hotel and restaurant chains in South India took home resources promoting the usage of Canadian green lentils in traditional Indian cuisine.



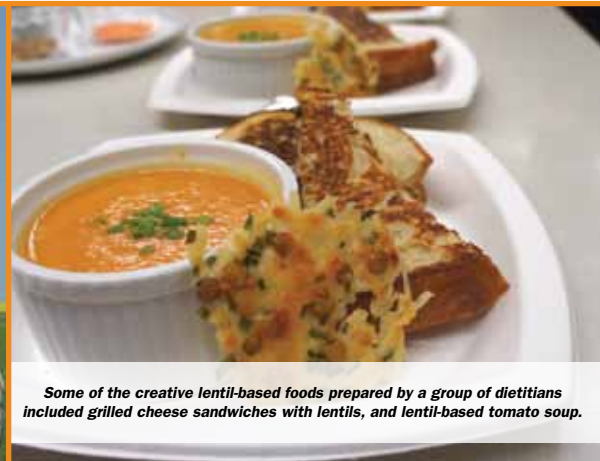
SPG's international consultant in India, Raghavan Sampathkumar, attended the exhibition to promote Canadian green lentils to the HORECA professionals in attendance.



From left to right, Chef Jugesh Arora, President, South India Culinary Association (SICA); Chef Soundararajan, General Secretary, Indian Federation of Culinary Associations; Chef John Sloane, Vice President, Food & Beverage Dept, Galaxy Macau; Raghavan Sampathkumar, SPG's international consultant in India; Vikram Kotah, Senior Vice President, Radisson Blu Hotels, Chennai; Chef Vijaya Bhaskaran, Vice President, SICA.



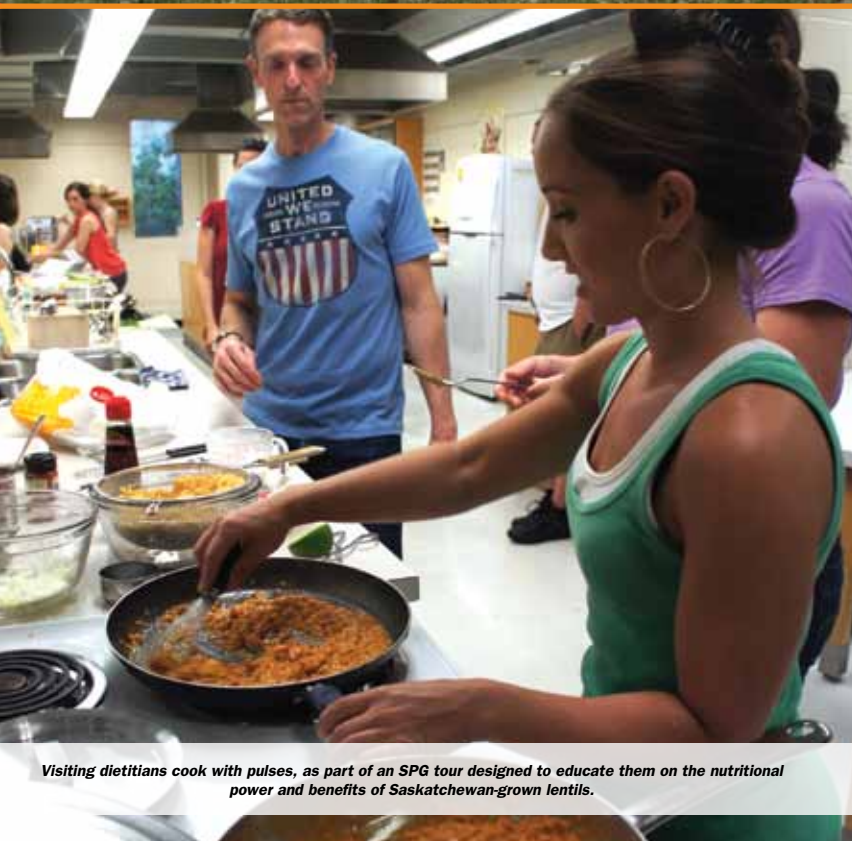
SPG toured 16 influential dietitians through Saskatchewan pulse fields, part of a tour designed to educate them on the nutritional power of pulses and where they come from.



Some of the creative lentil-based foods prepared by a group of dietitians included grilled cheese sandwiches with lentils, and lentil-based tomato soup.

Dietitian Tour

Canadian Lentils/SPG hosted a group of dietitians in June, giving them a look at a farmer's lentil fields, a pulse processing facility, the Food Development Centre at the University of Saskatchewan, and more. These 16 influential dietitians left with ample knowledge and information about the goodness of Canadian Lentils and SPG has already seen positive publicity come from this tour.



Visiting dietitians cook with pulses, as part of an SPG tour designed to educate them on the nutritional power and benefits of Saskatchewan-grown lentils.



Former SPG Board member Dwayne Moore talks to dietitians about producing lentils.

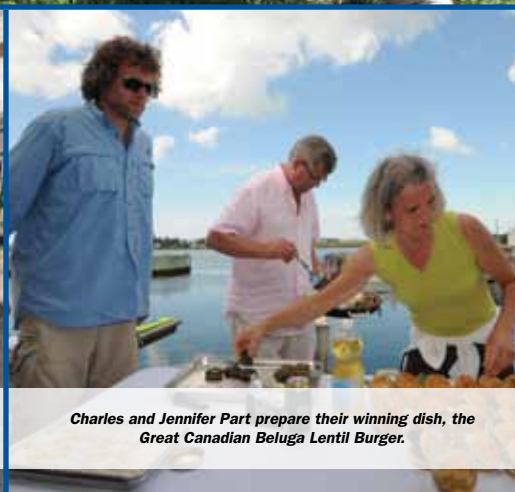
Summer Field Tours



Parthiba Balasubramanian (dry bean breeder), Lingling Li (visiting scientist), Sayma Chatterton (pulse pathologist), SPG's Research Project Manager Crystal Chan and Francis Lamey (agronomist) take part in a field tour in Lethbridge and Vauxhall in July, looking at their dry bean breeding program.



One of the winning dishes out from Les Fougères restaurant in Chelsea, QC, the Great Canadian Beluga Lentil Burger: A Whale of a Burger.



Charles and Jennifer Part prepare their winning dish, the Great Canadian Beluga Lentil Burger.

Food Day Canada

In August, SPG staff attended Food Day Canada in P.E.I., a national celebration of Canadian food, farmers, home cooking, and more. Also on hand were finalists in the Canada-wide "Love Your Lentils" competition, and Canadian Lentils ambassador and celebrity chef, Chef Michael Smith.



Guests dish up their plates full of lentils at a BBQ hosted by Canadian Lentils and Chef Michael Smith.



Chef Norm Aitken and his sous chef line up the winning dish from Juniper restaurant in Ottawa, ON, wild mushroom lentil ravioli.



The End of the CWB's Impact on Banks

And what it means for pulse growers

by Larry Weber

At the end of August, I gave a presentation to a group of bankers who were all in the agricultural lending field. It was a unique group, representing both commercial lending (exports) and agricultural lending (farms), and the discussion period rapidly turned to the topic of risk management practices for farmers and pulse companies.

It's difficult to dispute the fact that not much has changed for pulse growers in the new wheat marketing system that began on August 1, 2012. However, from a risk management perspective for banks, much has, and this affects pulse growers.

What Will Change

For larger grain companies, risk management practices such as hedging and foreign exchange have long been entrenched in company routines. Most pulse companies that did not have sound practices are no

longer with us.

Prior to August 1, banks and lending institutions margined money against wheat and malt barley purchases on a dollar-for-dollar basis, as the price and sales were guaranteed 100% by the Government of Canada. Essentially, if you had \$1 million of wheat inventory, you were allowed \$1 million towards your operating line.

Depending on the other crops stored in your elevator/plant, some were margined at 70% (such as canola) while pulse crops could be as

low as 50% because there were no risk transfer mechanisms or hedging tools available to offset risk. Each grain company's margin percentage could be different, depending on their risk management practices and tools available to offset risk. While some banks have not changed this practice, some are about to.

For example, if a grain or processing company handles a larger degree of pulse crops, banks may deem them as a higher risk and reduce their margining percentage accordingly.

The new wheat marketing system has impacted risk management for banks, which means changes for pulse growers.

in brief

The Impact on Pulse Growers

• *Credit risk for farmers may increase.* Every time you leave grain unsold with a grain company, no matter how big or small, it is a credit risk.

So my first message to growers is that due diligence will be required as the industry sorts out the new trading environment. The Government of Canada has guaranteed the new Canadian Wheat Board's (CWB) initial payments and borrowing throughout the transition period; however, not all wheat and barley exports will be completed through the CWB.

• *Pulse crops are penalized because there are no hedging mechanisms for grain companies.* This was not a new revelation for me, as I have known for some time that because there are no futures markets to promote price transparency and risk transfer, that inherent risk was passed back to farmers and lowered their take-home dollars.

The Need for Price Discovery Mechanisms

After three failed attempts at launching a field pea contract at the Winnipeg Commodity Exchange, attempts to resurrect another may fall on deaf ears. Grain companies

are never keen on price discovery. The first feed pea contract in 1995 was destined to fail the moment a European delivery mechanism was put in place. Adding freight risk to a futures contract is not conducive for company involvement and there were too many variables for speculative interests to take positions in the marketplace. Like it or not, speculative and commodity funds involvement in a futures contract or any index is paramount to its success.

In 1995, the threshold for a futures contract in Western Canada was thought to be 2 million acres to make it functional. It is somewhat disheartening for me today when the pea market has grown to 3 million acres, lentils to 2 million acres, and there is no functioning risk or price discovery mechanisms.

When the Intercontinental Exchange (ICE) launched their durum contract this year, it was intended as a North American market even though it only has delivery points in Western Canada. The amount of durum acres in Canada and the United States (U.S.) last year was in the 7 million acre range. The amount of peas, lentils and chickpeas seeded in North America last year is over 7 million acres. If that acreage was

deemed viable to establish a durum contract, why would it not be viable to establish a pulse index, to establish some price transparency and risk management for the industry?

The index theory has not worked well at the Minneapolis Grain Exchange (MGE), but the volume there is circumspect (to say the least) in their major wheat contract. MGE's effectiveness will be challenged in the coming years as an efficient marketplace and I believe this leads credence for a pulse index to be established in Winnipeg.

A pulse index would solve the grain trade's concern for price transparency, as it would be a blended price of peas, lentils and chickpeas across North America and more importantly, provide some risk management tools that should equate to better farm prices once established. Farmers should welcome the idea – although few farmers use it, there is much printed evidence that hedging would be beneficial for farmers in either futures or options. And even if farmers don't use it, the effects of not having risk management tools in place are much wider than just no price discovery, as mentioned above.

I introduced the pulse index idea a few times during SPG's regional pulse workshops with little to no uptake. I'm seeding it again here in the hopes that it creates further discussion and is explored at some point. If the bankers I spoke with are correct, the credit market place is undergoing new challenges, and new challenges equates to new risk.

As a farmer, you should know that risk never rolls uphill – only down, and downhill risk equates to less money at the farm level.



bio Larry Weber is the President of Weber Commodities Ltd. in Saskatoon, SK.
www.webercommodities.com.

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The Good News and the Bad News

A breakdown of the current situation for pea, lentil and chickpea markets

by **Greg Kostal**

Peas

Positive Developments

- We are not in a surplus position: Canada has 3—3.2 million tonnes of peas (all crop sizes), of which all but 500,000 tonnes or so are yellow.
- India and China still need more peas.
- Farmers have bin space and adequate cash flow, so there is no urgency to force supply-to-demand clearing levels (especially in light of strength in other commodities).
- Feed value should provide a floor. In least-cost feed formulations, rule-of-thumb feed pea value is equivalent to 65% corn and 35% soymeal.

Feed value

The cash price of corn is \$7.50/ bushel (bu) or \$295/tonne. At 65%, this is equal to US\$192/tonne.

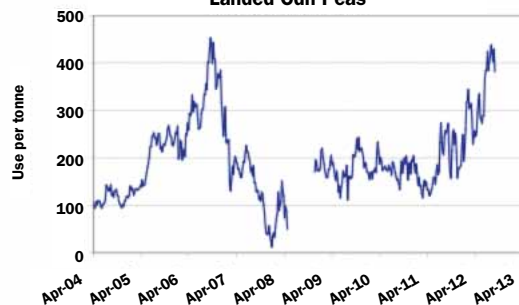
Feed Pea Pricing

Following a similar equation for protein meal, at \$550/tonne, 35% would equal US\$193/tonne.

The sum of this information is: US\$385/tonne, or about CAN\$375/tonne. Add in another \$80-100/tonne for freight and margin, which should be plenty to get Saskatchewan peas to Iowa, and you can estimate a final price of CAN \$275-295/tonne. Switching feed rations doesn't happen quickly, nor can it consume large tonnage quickly. But in a year where North American grain trade flows could be unusual, it's important to keep an open mind.

SOURCE: USDA DAILY CASH PRICES IN IOWA.

Nearby India Chickpea Future less Landed Cdn Peas



SOURCE: WWW.NCDEX.COM & TRADE

By historical standards, yellow peas are still cheap when used as a desi chickpea substitute. It wasn't really until 2006 that peas became recognized for this.

Negative Developments

- Favourable rains in India during August to mid-September will go a long way to support growth for what was just planted (pigeon peas and mung beans) and to kickstart a favourable season for rabi planting (chickpeas).
- About 50,000—100,000 tonnes of additional Russian-origin chickpeas

Information you can use
to develop your pulse
marketing plan.

have shown up in India. Australia is expected to export about 200,000 tonnes more chickpeas from November to March than normal. Argentina should also have a surplus of upwards of 100,000 tonnes of exportable chickpeas. These are rough numbers, but the pea import pie is smaller than whatever was assumed in summer.

The outcome of this information? A combination of extra chickpea supply (beyond what is normal) from Russia, Argentina and Australia could easily top 300,000 tonnes and displace potential pea imports that Canada would not have been able to sell otherwise as a chickpea substitute.

Takeaway

Until soymeal and corn prices crumble to eliminate a protein/energy substitute, pea price should not drop like they have in other years when exporters in India were pickier. But pea price optimism should be toned down, considering the lost export tonnage potential due to higher than expected exporter chickpea supply, lost time, and improved supply prospects in India.

Lentils

Fix needs time, likely until 2013 influences price discovery

We can debate if Canada lentil crop size is 1.15 million tonnes or 1.35 million tonnes (the latter as per the August StatsCan report), but it doesn't matter. The majority of lentils from the 2012 harvest will fall in the top two grades. Combine that fact with the record carry-in of 780,000 tonnes and we do not have a shortage of supply to service core food-user demand.

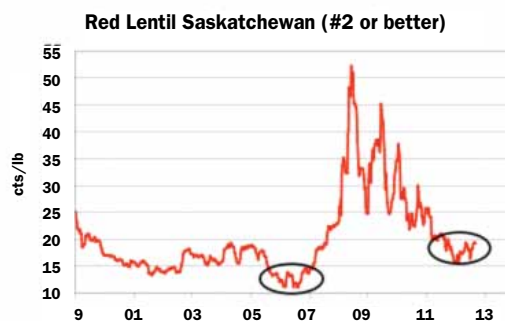
Importer purchasing behaviour feels modestly different than recent years, but revolves around operating hand to mouth. The reasons for this include challenges from the European Union (EU)

banking system, which are impairing the depth of operating credit depth, curtailed speculative appetite due to the inability to confidently anticipate making a trading profit, and acknowledgment that the government may impose policy we cannot predict.

Specifically pertaining to large green lentil demand, seasonal off-the-combine buyers from Iran through the United Arab Emirates (UAE) and Algeria are quiet. Algeria reportedly still has decent inventory from overload buys in late 2011. Iran, which bought more than 20,000 tonnes of No. 1 grade large greens off-combine last year, is nowhere to be found, given earlier embargo-related financial consequences. The five-year Canadian export average to Algeria and the UAE is 65,000 tonnes to each place.

High green lentil prices in previous years were a fabrication of either a supply/quality wreck or explosive pigeon pea situation. Recent Indian rains will go a long ways to curb pigeon pea prices and thus import substitution potential, the latter of which is valued around a mid-high-teen \$/lb. price.

Specific to red lentils, the dominant idea right now is that the supply is adequate. Importers should randomly surface for 30,000-50,000 tonnes of demand over a two-week period, and then digest it over a 4–6 week period. Prices will then strengthen a few cents per pound and stagnate within about a two-month period. The overall performance trend of red lentil resembles that of 2006, just at a higher price.



SOURCE: GOVERNMENT OF SASKATCHEWAN

Takeaway

The speed of demand needs to accelerate to make a material difference in the 2012/13 crop year. Waiting until 2013 is one option, otherwise I would pick away on small rallies.

Chickpeas

Demand window is now

World chickpea prices can stay relatively high until India's 2013 crop arrival in March or so. Pakistan crop troubles support the B-90 type or related sizing-type demand.

Big picture, the easy part of the cyclical chickpea bull-move appears to be rapidly maturing. High prices cause substitution, slow demand, and deferral. We are noticing competition for the 7-mm sizing from Russia, Argentina and Australia.

The price spread between kabuli sizings, and kabuli versus desi should be smaller than normal. That's because relative global supply tightness resides with the desi variety.

Takeaway

There is enough supply and competitive pressure right now to prevent a performance similar to that of 2011. It's always better to sell some product when a competitive bid exists at a fair price in the midst of a maturing trend. How many times have we seen the market go to a no-bid situation or a situation where demand feels like pushing rope?

bio Greg Kostal is the President of Kostal Ag Consulting, a market analysis and advisory service based in Winnipeg.
www.gregkostal.ca

Growing Pulse ... Diseases?

A look at the disease problems compounded by another rainy growing season

by **Sabine Banniza**

Yet again, the province experienced a season with above-average rainfall – and record amounts of rain – in many areas. In some areas this was the third year in a row of above-average rainfall. What this means for pulse crops is more disease problems and compounded disease problems in the areas with heavy rainfall.

Peas

The hot topic for pea crops once again in many areas was root rot. Detailed analyses of infected roots at the Ministry of Agriculture's Crop Protection Laboratory in Regina and follow-up testing at the Crop Development Centre revealed some old foes and a new one, or at least one that hadn't been reported previously. *Fusarium* and *Pythium* were readily isolated from those roots, but symptoms and molecular tests also revealed the presence of *Aphanomyces euticha*. Both *Pythium* and *Aphanomyces* are so-called water-moulds, and as the name implies, thrive in soggy soils. They produce spores in the soil that can swim towards a root if there is free water, and in many pea-growing areas we have had plenty of that during the past three years. In particular, *Aphanomyces*



The hot topic for pea crops this season was root rot.

is very difficult to isolate, and so we assume it has gone undetected

for quite awhile. It is a well-known pea pathogen in other pea growing regions of the world, and is promoted by tight rotations, soil compaction and – yes – a lot of rain. Research is being done on it right now in France and the United States. We will be studying the literature and talking to colleagues in those locations over the next few months, and from there will determine what needs to be done in Saskatchewan.

Another season of heavy rainfall meant more disease problems for pulse crops. Here's a look at the current problems and what to watch for going forward.



We have grown a lot of fungi over the last years, meaning there is increasingly more inoculum out there.”

Lentils

In lentil, sclerotinia stem and pod rot (white mould) dominated fields in many areas. Lentil plants responded to all the moisture with excessive growth and then lodged, exacerbating the spread of the mould, already facilitated by frequent showers and high humidity. We still haven't found good resistance to this disease so we are dependent on sound management practices including good rotations. Sclerotinia has a broad host range and is

a major pathogen of canola, so growing tight rotations of lentil and canola crops will increase disease pressure.

Some fields also had significant amounts of anthracnose, but I didn't see any ascochyta blight in the lentil, and only saw very little stemphylium blight.

Chickpea

Would you have ever believed it would be possible to harvest a chickpea crop in August? It

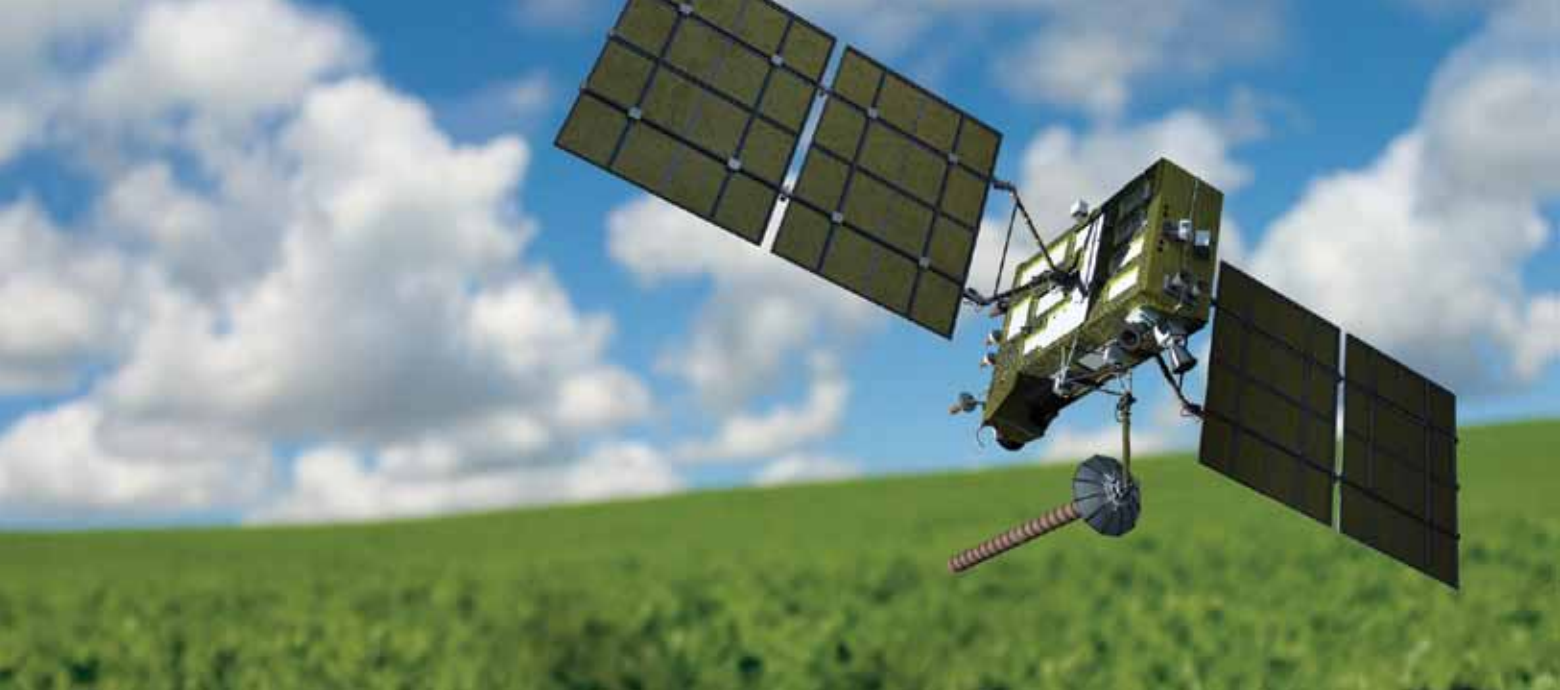
happened this year in southern Saskatchewan where the weather was much drier than other parts of the province. Ascochyta blight wasn't much of an issue in southern Saskatchewan, but fungicides were required in other areas such as the west-central part of the province.

So what does this mean? We have grown a lot of fungi over the last years, meaning there is increasingly more inoculum out there. More than ever this requires growers to carefully think about their growing practices and use all the tools available to reduce the potential risk of diseases.

bio Sabine Banniza is a professor of plant pathology at the University of Saskatchewan. She can be reached at sabine.banniza@usask.ca.

In lentil crops, sclerotinia stem and pod rot (white mould) dominated this season. Note the dark fungal sclerotium attached to the lentil pod in the image below.





The evolution of GPS and GIS technology for farm equipment over the last couple decades has made it possible for growers to know and understand the natural resources in their fields like never before.

Listen to Your Land

Evolving GPS and GIS technology is a powerful tools for growers...
if you know how to use it

by **Wilson Johnston**

Farming today is different than ever before. With the evolution of technology over the last couple decades, we now have the tools and precision-farming knowledge to be able to prescribe exactly what is needed to grow the best crop without breaking the bank.

You just have to know how the technology works and how to use it.

"I've been in this industry for 30 years and nothing will stop technology faster than when a farmer takes his seeder out to the field and something he expects to work, doesn't," says Craig Manness,

an ag. business coach who works with small and medium-sized rural based businesses. Manness encourages growers to work with their equipment dealers to understand the equipment.

"I have always believed that the businesses that are best suited for the precision ag. market are equipment dealers because they know the equipment and are best able to help with troubleshooting questions and issues that farmers will inevitably face," he says.

Another option for growers implementing precision farming

is to work with professionals and/or consultants who specialize in the technology who can help them understand and interpret the data collected and develop a plan from there. Some sales companies also offer professional services that capture all the data from a growers' equipment, analyze it, and then develop a prescription for the grower to optimize the exact needs of each zone in the field.

And for those that have the time, there are many online resources, created by equipment manufacturers, independent consultants, and more, dedicated to helping growers understand their technology and how it works. Just ensure the source of information is trustworthy.

**GPS and GIS technology allows growers to interact
with their land like never before.**

How it works

Precision farming allows us to look at a field as made up of many individual zones with varying factors, as opposed to one homogenous area.

We can then gather and implement information defining variations within a field to manage inputs and practices most efficiently.

Precision farming is made possible through the use of technology, generally Global Positioning Systems (GPS) and Geographical Information Systems (GIS).

GPS uses satellites and computers to determine positions on Earth, while GIS is designed to capture, store, manipulate, analyze, manage, and present all types of geographical data.

Both these technologies have evolved leaps and bounds over the last couple decades, and we are now at the point where we can use them to collect and analyze data from the field at a very sophisticated level. We can gather geospatial field data, which is usually stored as coordinates and topology, and use it to direct equipment more accurately, providing positioning for all equipment actions, chemical and fertilizer applications. This data can also be mapped.

Farmers using the telematics systems on their tractors, sprayers

and combines are able to optimize the prescriptions prepared specifically for each field. These systems simplify the wireless transfer of field data, spraying prescriptions and real-time yields to and from the equipment.

GIS precision analysis also allows agricultural retailers using the system to create and export variable-rate prescriptions for their customers using precision ag. devices. This also allows you to import geo-referenced soil sample results, as well as application and harvest data, for analysis and creation of complete field histories. This improves the accuracy of prescription recommendations and allows for more efficient information storage and access.

It's all about the data

The GIS-based crop yield data layer is the most important enabling element in the precision farming revolution. An accurate yield map integrates nature's effects and a farmer's management decisions. A yield map can identify natural and manmade variations in a farmed landscape, a crop's performance in a particular season's environment, and more.

There are several benefits to having an automated method of capturing, storing and analyzing physical field records. Growers can use the information to analyze their farm production management activities at a very detailed level and make changes accordingly. Growers can also look at the performance of new varieties by site-specific areas, measure the effect of different seeding dates or depths, and look at the actual yields obtained and the associated risk levels.

Yield Monitoring Versus Variable-Rate?

When comparing the profit opportunities of the two major precision farming tools, yield monitoring and variable-rate



PHOTO BY: SPG



application of crop inputs, variable-rate is much easier to quantify than yield monitoring/mapping. In spite of this, yield monitoring/mapping is likely to be the more widely adopted and profitable tool in the future. By providing new information for improved site-specific and whole-

farm management, yield monitoring/mapping allows farmers to better manage their operations. Precision farming allows the precise tracking and fine-tuning of production and a more accurate assessment of risk.

Ideally, these tools should be used together for best results. There

is much more map data to study in determining long-term cropping plans, erosion and salinity controls, and the effectiveness of tillage systems.

The most important thing delivered to the farmer using GPS and GIS technology in his farming practices is the increased knowledge of his natural resources in the field. Time will tell whether technology will rule the day, but when crop prices and input costs are high, farmers will look for any edge they can get and if technology allows their land to speak to them, they are likely going to want to listen.

bio Wilson Johnston is a Fieldsmart Manager for Western Sales in Rosetown. He can be reached at wilson.johnston@westernsales.ca.





David and Valerie Witzaney's son Matthew works with the product on the family's organic farm, New Life Organics.

Growing Organic

Pulse growers in Saskatchewan talk about their production choices

by **Lisa Guenther**

Nelson Collinge had been growing lentils since the late 1970s, but it wasn't until 1998 that he started to switch to organic production, drawn to it for health reasons.

"I never was one for spraying," says the Eston-based farmer. "I detested spraying at any time."

A certified organic grower since 2000, Collinge says he's noticed subtle changes in his soil since he began growing organic.

"I think it's improved the tilth," he says. "It holds water better. I don't have the same erosion problems that I had prior."

Collinge sells his lentils on the commodity market and he finds organic production economics sustainable. Though organic crops don't yield as high as conventional crops, the premium makes up for it, he says, adding that he's not dependent on chemical and fertilizer dealers.

Crop rotation is key to controlling weeds and diseases, Collinge

says, and just like with any farming operation, there is a learning curve when it comes to the rotation and

***We're producing
a healthy soil for
future farmers."***

farm management practices needed to control weeds.

But despite the challenges, Collinge doesn't hesitate when

asked what advice he would offer to growers thinking of going organic.

"The quicker you can do it the better," he says. "I strongly believe in the organic. As everyone knows, your yields aren't as high, but the yields aren't everything. It's the agronomics of it and the benefits to the soil. We're producing a healthy soil for future farmers."

David and Valerie Witzaney's farm has been certified organic for 10 years. The Denzil-area pea and lentil growers have also noticed improvements in their soil over the

**Three organic pulse operations in Saskatchewan
discuss the pro's and con's of growing organic.**

in brief



Organic farmer Ron Wells owns R.W. Organic Ltd., a company based in Mossbank that blends, distributes, and markets organic peas and other crops.

last ten years, including more organic matter.

"I'm pulling more feet now than I ever did conventionally because the soil's mellowed out," says David. "And I don't see that hard pan in the spring that we used to see. And my soil's not lumpy."

Valerie and David started out using conventional farming methods, but it didn't seem to be economically sustainable for their farm.

"The chemicals and the inputs

were too high," David says. "And it just wasn't penciling out for us. We had tried conventional for a couple years and you'd put it in and then in the fall you were waiting to sell your grain and pay your inputs."

"Because we have small acres, it was either expand our acres or go organic," Valerie says, adding that although the decision to farm organically was initially financial, the agronomic benefits encouraged them to stay organic.

The Witzaneys now sell many of their products directly to consumers, under the company name New Life Organics. They have processing facilities to add value to their crops. Lentils are sold to their customers and through a wholesaler. David feeds peas to their pigs and chickens and if the peas or lentils have a bad year, David plows them under to add nitrogen to the field.

Organic growers will face some agronomic challenges. For example, lentils and peas don't compete against weeds very well, David says, so organic growers need to adjust not only their farming methods, but also their mindsets.

"There's that many weeds, it's not interrupting the yield. Or you can harrow it and it sets the weeds back and gives the crop a chance to get ahead of it."

Organic growers need to adjust not only their farming methods, but also their mindsets.

Ron Wells began storing organic grain on his farm in 1999 and later expanded to a Mossbank elevator.

Today he owns R.W. Organic Ltd., a company based in Mossbank that blends, distributes, and markets organic peas and other crops, and he has helped 194 farmers go through the organic certification process. His work also extends beyond borders – this year he travelled to China as part of Premier Brad Wall's delegation exploring opportunities for conventional and organic peas, along with other crops.

The organic market tends to go in cycles, Wells says. While organic prices were once double conventional crops prices, they've since slipped, and the last decade has been turbulent for organic growers.

"When the prices really went high, we lost a lot of market because of it going so high," Wells says. "Then it went down to prices so low because there were so many people that had grain but no way of getting rid of it. So then we lost farmers."

Right now organic growers usually see a \$2-3 premium per bushel, Wells says, plus fewer input costs and in some cases lower

machinery costs. Also right now feed grains, including organic peas, are a hot item because of drought in the United States and Ontario.

The actual market for organic food-grade peas is small, but the market for organic and conventional feed peas is growing tremendously, he says, which is why he encourages

organic farmers to seed peas for livestock rather than food-grade peas. Most peas go to feed anyway, and feed peas yield higher and require less cleaning. Wells also suggests organic growers talk to their marketers to find out where the markets are and where prices are at.

What does certified organic mean?

Producers of certified organic products go through a formal process where a third party, known as a certifying body, verifies that the farm's production methods follow a prescribed set of organic standards.

In practice, that means that an agent from one of more than 30 certifying bodies across Canada will audit farms or organic processing facilities to ensure that the producer in question complies with the standards of practice of that particular certifying body and/or the standards laid out by jurisdictions for which the body is accredited to certify.

The current annual fee for this service is approximately \$1,000 or more, depending on the operation, and also requires additional administrative work on the part of the producer.

While Canada has had national organic standards since 1999, these have been voluntary, and as such, the standards applied by individual certification bodies were subject to variation. As organic products have gained increasing market prominence, a number of jurisdictions have moved to implement governmentally certified organic standards. Some certifying agencies active in Canada (including the European Union, Japan, the United States and the province of Quebec) certify producers to be in compliance with one or more of these national standards in order to have access to different markets around the world.

— COURTESY OF R.W. ORGANIC LTD.

bio Lisa Guenther is the owner of Brick Horse Communications. She can be reached at lisa@brickhorse.ca.





Red Lentil Grading Changes

What growers should know going forward

by SPG

Earlier this year, the Canadian Grain Commission (CGC) introduced new grading standards for red lentils, including changes to colour definitions and tolerances. Here's what growers need to know about these changes in order to continue to sell and market their red lentil crops successfully.

What are the changes?

The changes, made effective August 1, 2012, included tightening the percentage of copper and bleached seeds recommended in each red lentil grade and creating new definitions for copper and bleached seeds. (See a complete list of new tolerances and definitions on the next page.

Why did the CGC implement these changes?

In 2011, the CGC formed a committee made up of pulse growers, provincial associations, exporters and importers, processors, grain companies and government representatives to address the issues facing the red lentil industry, specifically tolerances for bleached, copper and wrinkled seeds.

After doing extensive research, the committee decided to revise the grading standards to ensure that the end product is high quality and therefore easier to process and sell.

How did the CGC come up with the new standards?

The new standards were introduced based on CGC research that found that copper and bleached seeds in red lentils lead to a decrease in dehulling efficiency, and that copper and bleaching affects the colour of the cotyledons, making affected lentils less appealing for processors and end users.

Researchers and inspection experts at the CGC also studied

various severity levels of wrinkled seeds to determine the appropriate tolerances for wrinkled lentils.

How does this affect me as a grower and what should I do about it?

It may affect the grade your red lentil crops receive this year and going forward. You can prepare yourself by knowing the new definitions (see next page) or talking to a buyer/processor that you trust,) so that you have an educated guess as to what grade you are holding. Lentil buying/processing companies should all be aware of the new grading standards and should be equipped to go through samples and examples with growers who are interested in learning more.

You can also submit a sample to the CGC for grading. For a fee, you will receive a grade, dockage and moisture. Visit the CGC website for more information: www.grainscanada.gc.ca/services-services/fees-droits/ss-es-eng.htm.

**What the CGC's
changes to red lentil
grading mean
for growers.**

New Definition for “Wrinkled”

Wrinkled seeds are characterized by a seed surface that has sharp ridges and pronounced depressions that could also be described as seed coat folds and indents. Wrinkles may be evident only on one side of the lentil. Lentils that only have dimpled seed coat or folds restricted only to the outside ring of the seed are considered sound.

The red lentil wrinkled guide may be used to assist in the determination of wrinkled seeds.

New Definition for “Bleached”

Bleached seeds have a whitened seed coat that is distinctly faded from the natural red colour of sound lentils. The discoloration must affect the entire seed coat. Lentils having a lighter pink shade that are contrasting with the overall sample are considered sound. The red lentil colour guide may be used to assist in the determination of bleached seeds.

New Definition for “Copper”

Copper seeds have a rust colour covering both sides of seed and the entire seed coat. The rust colour is in distinct contrast with the natural red colour of sound lentils.

The red lentil colour guide may be used to assist in the determination of copper seeds.

Grade name	Copper	Total bleached and copper
No. 1 Canada	1%	3%
No. 2 Canada	3%	10%
Extra No. 3 Canada	10%	25%
No. 3 Canada	No limit	No limit

*For photo guidelines of the above definitions, or for more information, visit www.grainscanada.gc.ca/lentils-lentille/grading-classement/rl-lr-eng.htm or email Gino Castonguay at gino.castonguay@grainscanada.gc.ca.

Grade name	Damage					
	Heated %	Damage Peeled, split and broken %	Other damage %	Total damage %	Wrinkled %	Total damage including wrinkled %
No. 1 Canada	0.2	2.0	1.0	2.0	2.0	4
No. 2 Canada	0.5	3.5	2	3.5	5.0	8
Extra No. 3 Canada	0.5	5.0	5.0	5.0	n/a	n/a
No. 3 Canada	1	10	10	10	n/a	n/a

*For photo guidelines of the above definitions, or for more information, visit www.grainscanada.gc.ca/lentils-lentille/grading-classement/rl-lr-eng.htm or email Gino Castonguay at gino.castonguay@grainscanada.gc.ca.





Garlic Guru is different than other hummus options on the market because it's packaged in glass jars instead of plastic containers, making it more convenient for retail sales and for stocking the home pantry.

Saskatchewan Chickpea Goodness – In a Jar

One local entrepreneur serves up a unique brand of hummus

by Amy Jo Ehman

Teresa Giesbrecht loves garlic. Chickpeas are not far behind. So, as you might imagine, hummus is one of her favourite foods, with its blend of chickpeas, garlic and oil.

It's one of the most popular items at Garlic Guru, her food stall at the Saskatoon Farmers' Market.

"I always have hummus in the house. Always," says Giesbrecht. "My hummus is so intense in flavour, compared to all the other store-bought hummus, that people were buying it like crazy."

It was so popular, in fact, she decided to bottle it, add a fetching label and sell her hummus in retail stores.

The Garlic Guru line of hummus includes three gourmet flavours — roasted tomato, roasted red pepper and smoky garbanzo. All three have chickpeas and garlic in the list of ingredients, but unlike the classic Middle Eastern hummus, they do not contain tahini, a sesame flavour she dislikes.

But the most striking difference

that sets Garlic Guru hummus apart from other options on the market, which are usually sold in plastic containers in the deli section, is that it's packaged in glass jars, making it more convenient for retail sales and for stocking the home pantry. It can be used as a dip, spread on pizza, or even tossed with hot pasta.

"I wanted to do it differently," Giesbrecht says. "I wanted it to be unique."

That is why she worked with the Saskatchewan Food Processors Association and the Saskatchewan Food Industry Development Centre Inc. (Food Centre) to adapt her homemade hummus recipes so they meet retail food requirements. Each flavour took months of taste-testing to get just right.

"We went through six months of tasting different brands of tomato to figure out which one worked best," she says. However, no taste testing

**This locally produced treat features the sweet, rich
flavour of Saskatchewan chickpeas.**



We went through six months of tasting different brands of tomato to figure out which one worked best."

was required to find the tastiest chickpeas – they're grown close to home.

Giesbrecht uses 9-mm split Saskatchewan kabuli chickpeas, which she sources from a local company. That's an important factor when preparing huge batches of hummus at the Food Centre.

"The quality is way better than any of the canned chickpeas you buy in the store. With canned chickpeas, you don't get the sweet rich flavour

of Saskatchewan chickpeas that you boil up yourself," she says.

Over the summer, Giesbrecht was busy perfecting a new flavour that combines chickpeas, arugula and camelina oil. She's also experimenting with a garlic-forward hummus balanced with sweet chilies, for those who share her extreme love of garlic.

"Chickpeas are so versatile, they go with so many different flavours," she says. "It's fun to experiment."

While chickpea farmers may feel the love in every jar of Garlic Guru hummus, lentil farmers need not feel left out. Giesbrecht is also creating a lentil-based dip she hopes to add to her repertoire in the near future. (See a lentil hummus recipe below!)

Garlic Guru hummus sells for \$6.95 and is available in health and natural food stores, as well as at the Saskatoon Farmers' Market, and online at www.garlicguru.ca.

bio Amy Jo Ehman is a freelance writer in Saskatoon, SK with a particular interest in locally-grown foods. Her first book, *Prairie Feast: A Writer's Journey Home for Dinner* is now available. She blogs at HomeForDinner.blogspot.com.



Teresa Giesbrecht, Saskatoon entrepreneur and owner of the Garlic Guru, is a hummus enthusiast.

Lentil Hummus

Did you know you can also make hummus with lentils? It's easy, delicious, and good for you. And best of all, it takes about five minutes.

Ingredients

1-19 oz. can (540 mL) lentils, rinsed and drained
 ½ cup (125 mL) fat-free ranch dressing
 ½ tsp. (2 mL) curry powder
 2 garlic cloves

Directions

Place all ingredients into food processor or blender. Blend to desired consistency.



For more easy lentil recipes, visit www.lentils.ca



Learning the Language of Money

How Saskatchewan growers can contend with volatile global markets when marketing their pulses

by **Mark G.J. Kelly**

Farming has always been fraught with uncertainty. Throughout history, unpredictable weather, erratic feed and fertilizer costs, and unstable market prices have kept life interesting for agricultural producers.

In recent years, this unpredictability has reached new heights. Dramatic realignments in the global economy have drastically changed production and consumption dynamics. And perhaps more importantly, new trading technology has opened previously inaccessible markets to speculators, driving a sharp rise in commodity price volatility.

Here in Canada, farmers face an additional challenge. As the world's fifth-largest exporter of agricultural products, Canadian producers must also contend with incredibly volatile exchange rates. For most, the soaring loonie hashed a painful impact, cutting into global export

revenues and hurting U.S. dollar shipments in particular.

However, as Will Rogers once said, "The farmer has to be an optimist, or he wouldn't still be a farmer." A recovering global economy is boosting consumption, and as developing countries grow, the appetite for Canadian produce is surging and Canadian producers are sending more products to more countries every year. A world of opportunity beckons. And building a financial foundation that emphasizes

predictability and sustainability is still the best way to capture this opportunity. Effectively managing foreign exchange flows is a critical part of this process. Here are a few things Canadian agribusinesses should consider, regardless of their size.

Understand your margins

You can't protect your bottom line without knowing what the bottom line really is. Most agricultural businesses have very narrow

Growers should take advantage of short-term movements at the outset, but protect against dangerous shifts over the longer term.

in brief



***“The farmer has to be an optimist,
or he wouldn’t still be a farmer.”***

margins, meaning that the margin for error is extremely small.

So start by thinking about your risk tolerances in percentage terms: Do you need to protect 60% of your foreign costs and revenues in order to ensure that your farm survives and thrives well into the future? Or is it 90%?

Understand your risks

After you understand what the bottom line is, think about how much exchange rates have to move before your margins slip below this threshold. When multiplied against your foreign costs and revenues, will a 5% exchange rate move push you below your sustainability threshold? Or is even a 10% move absorbable?

Control volatility

Currency markets have a lot in common with the weather, and it’s much easier to forecast tomorrow’s weather than it is to predict what conditions will prevail over the next six months. With this in mind, it makes sense to take advantage of short-term movements at the outset, but protect against dangerous shifts over the longer term. Consider using tools like limit orders and currency options to improve the exchange rates you achieve, while protecting your operating margins with forward contracts.

Think globally

In recent years, regulatory changes and economic weakness in the U.S. have underlined the anger of relying on a single export market. Just as it may make sense to diversify crop plantings, it also makes sense to pursue a variety of international markets.

Think about hidden risks

Most agricultural commodities sold on international markets are priced in U.S. dollars, regardless of where they are delivered. This means that even if you don’t ship your produce directly into the U.S., it is quite likely that the selling price will rise or fall as the exchange rate on the U.S. dollar moves. Tools like non-deliverable forwards have been developed to help you protect your margins against this sort of movement, even if you don’t ultimately receive U.S. dollars.

Harness your strengths

If your farm is like most of those in Canada, you run on a cash-light, asset-rich basis. Hedging programs can be designed that take this into consideration, helping you to protect against risk without tying up working capital.

Don’t reinvent the wheel

Building and maintaining a network of global banking relationships can be complicated – not to mention resource intensive. Instead of going at it alone, consider working with a currency provider that can achieve economies of scale, giving you access to a range of payment facilities without burdening you with unnecessary costs. Most established foreign exchange (FX) providers will already have global banking relationships that you can leverage to make both your incoming and outgoing cross-border payments more accurate, efficient, and affordable.

Moreover, a dedicated FX provider can give you access to a full suite of risk management tools, such as bids and forwards – regardless of the size of your business or the amount of currency you need to send or exchange.


Grow forward

As the global economy grows, a bright future is opening up for those Canadian agribusinesses that are positioned to cultivate new opportunities.

To sustainably grow your business internationally, remember these three simple maxims:

- Take the time to truly understand the lay of your land before you begin planting crops. Identify your exposures before you begin choosing which risk management tools to use.
- Volatility is like rainfall: A little can help your crops grow more quickly, but too much can cause substantial damage. Manage it appropriately.
- There are many attractive markets available beyond the closest city or country, and they are often more profitable. The whole world is hungry for Canadian agricultural products, so don’t limit yourself.

These considerations represent merely the beginning — they are possibilities to explore and elaborate on.

 Mark G.J. Kelly is a Business Development Executive with Western Union.
www.business.westernunion.com



Charred Chickpea & Corn Quinoa Salad



www.saskpulse.com

Ingredients

- 1/2 cup (125 mL) uncooked quinoa
- canola or olive oil, for cooking
- 3/4 cup (250 mL) corn kernels (scraped from 1 cob)
- 1 19 oz (540 mL) can chickpeas, rinsed and drained
- 1/2 red or yellow pepper, chopped
- 2 green onions or a chunk of purple onion, chopped
- 1 avocado, pitted and chopped
- handful of torn fresh Italian parsley or cilantro

Dressing:

- 1/4 cup (60 mL) canola oil
- 2 Tbsp (30 mL) lime juice (about 2 limes)
- 2 Tbsp (30 mL) white balsamic or rice vinegar
- 2 tsp (10 mL) honey or brown sugar
- 1/4 tsp (1 mL) cumin

Directions

Rinse quinoa well under cool water in a fine sieve, then cook in a pot of boiling salted water for 12 minutes, or until tender and the germ separates from the seed, like a curly Q. Drain well in the sieve, return the quinoa to the pot, off the heat, cover with a tea towel and set it aside to cool - this will produce fluffy quinoa.

Meanwhile, heat a generous drizzle of oil in a heavy skillet set over medium-high heat. Add the corn and well-drained chickpeas and cook for about 5 minutes, stirring often, until starting to turn golden. Transfer to a bowl and add the quinoa, pepper, onions, avocado and parsley or cilantro.

In a small bowl or jar, combine the oil, lime juice, vinegar, honey and cumin and shake or whisk to blend. Drizzle over the salad and toss gently to coat. Serve immediately.

Serves 6.

Lentils & Barley with Roasted Tomatoes, Spinach & Goat Cheese



www.saskpulse.com

Ingredients

Salad:

- 1/2 cup (125 mL) dry green lentils
- 1/2 cup (125 mL) pot or pearl barley
- 1 garlic clove, peeled
- 4-6 roasted or sun-dried tomato halves, sliced or left whole
- 1 packed cup (250 mL) fresh spinach or Italian parsley, chopped
- 1/2 cup (125 mL) crumbled soft goat cheese
- 1/4-1/2 cup (60-125 mL) walnut halves or pieces, toasted
- freshly ground black pepper

Dressing:

- 1/4 cup (60 mL) canola or olive oil
- 1/4 cup (60 mL) balsamic vinegar or lemon juice
- 1 tsp (5 mL) grainy mustard
- 1 tsp (5 mL) maple syrup or honey

Directions

- 1) In a pot of boiling water, cook the lentils, barley and garlic clove for 40-45 minutes, or until tender.
 - 2) Drain well and set aside to cool.
 - 3) In a large bowl, combine the cooled lentils and barley, tomatoes and spinach. Shake up the dressing ingredients in a small jar or whisk in a bowl; pour over top and toss to coat.
 - 4) Divide among shallow bowls and crumble goat cheese evenly over each; top with toasted walnuts and a grinding of black pepper.
- Serve immediately.

Pulse Days 2013: Register Now!

Pulse Days 2013

It's that time of year again! SPG is taking registrations for Pulse Days 2013, which will take place January 7 & 8, 2013, in Saskatoon. As we have limited space again this year, we encourage growers to register now to ensure they get a spot at their preferred location. Again this year, we have tried to make it as convenient as possible for you to register early, with several options to do so, including online, over the phone, by mail or by fax.

Staying Ahead

This year's conference theme is Staying Ahead – which is what SPG strives to do through our strategic goals and research and development initiatives. This year's agenda focuses on helping pulse growers be strategic and competitive with their overall operations including in areas such as marketing and selling, human resources, agronomy, and more. The agenda below is also available on our website, along with more information, at www.saskpulse.com.

PULSE DAYS 2013

staying ahead

January 7-8/Saskatoon, SK

SESSION 1

Generational Farming

Working with different generations on your farm
Brenda Robinson, Robcan Group

Demand for pulses in the next 5-10 years: What it will look like and where it will come from
Chuck Penner, LeftField Commodities

SESSION 2

Production Contracts

Growers' rights with agricultural contracts and managing risks
Craig Zawada, WMCA Lawyers & Mediators

SESSION 5

Choosing the Best Varieties for Your Soil Zone + Market Demand

Lentil/faba bean varieties
Dr. Bert Vandenberg, Crop Development Centre (CDC), University of Saskatchewan

SESSION 3

Social Media/Digital Technology for Farming

The most useful forms of social media for growers and how to start using them
Shaun Haney, RealAgriculture

Pea/chickpea varieties

Dr. Tom Warkentin, Crop Development Centre (CDC), University of Saskatchewan

Best agronomic practices for 2013

Speaker TBD

GPS and GIS capacity in your farm equipment: How it works, how to use it, and the overall benefits for your farm
Speaker TBD

SESSION 6

Pulse Market Outlook Panel

Lentil market outlook

Moderator: Kevin Hursh
Panel: Marlene Boersch, Mercantile Consulting Venture Inc., David Nobbs, Canpulse Foods

SESSION 4

International Pulse Markets

A rising competitor: Pulse production in Russia/Ukraine/Kazakhstan
Marlene Boersch, Mercantile Consulting Venture Inc.

Pea/chickpea market outlook

Moderator: Kevin Hursh
Panel: Greg Kostal, Kostal Ag Consulting, Quinton Stewart, Viterro

PULSE DAYS 2013

staying ahead

REGISTRATION FORM

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

Please send me my confirmation material and receipt by ☐ Mail ☐ Email

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Pulse Days 2013 sponsors would like to contact you with information about their products and services. Does SPG have your permission to release your contact information to our sponsors?

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☐ NO, I do not grant permission

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

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☐ YES, I grant permission

☐ NO, I do not grant permission

Deadline for early registration is Tuesday, December 18, 2012, at 4:30 PM

Within SK:

\$25 CDN x _____ persons registered = \$ _____

Outside SK:

\$50 CDN x _____ persons registered = \$ _____

PAYMENT OPTIONS

(Payment by cheque or credit card number must accompany this form by the early registration deadline, or you will not be registered. Sorry, no refunds will be permitted.)

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Protein: The Proof is on the Packaging

Both consumers and pulse growers will benefit from new pulse labeling rules

by **Wendy Benson & Courtney Hirota**

Consumers are always looking for healthy food options as they browse grocery store aisles. At the same time, food manufacturers are looking for opportunities to market their products to consumers by capitalizing on emerging health trends. One such trend is protein, which has become sought after by both consumers and food manufacturers in recent years. Protein-packed pulses can now help satisfy the objectives of both groups, thanks to recent work by Pulse Canada.

Health Canada recently approved a submission from Pulse Canada to adopt new protein efficiency ratio (PER) data for pulses (PER values are used to determine the protein rating of a particular food), which will enable food manufacturers to use claims such as “good source of protein” or “high in protein” on canned and dried pulses.

Other foods that contain pulses, like soup, chili and baked goods, could also qualify for these claims provided they meet the protein rating requirements. With the revised

PER values for pulses, these targets will be easier to achieve for Canadian food manufacturers.

How it began

In 2010, Pulse Canada discovered that the original PER values for some pulses were outdated, undervalued or missing. With assistance from Agriculture and Agri-Food Canada’s AgriFlexibility fund, Pulse Canada commissioned a study to assess the protein quality for Canadian pulses using the PER system which is recognized by Health Canada.

Dr. Jim House, a protein researcher at the University of Manitoba, led the pulse protein research. The Canadian protein rating system, based on the PER, relies on growth studies in animals. Weanling rats were fed cooked Canadian pulses and their physical growth was measured. (See a list of PERs for pulses at right.)

For perspective, plant sources like almonds have lower PERs at 0.40, while a higher quality protein such as egg whites have a PER of 3.0. After

How PER works

Health Canada recently approved a submission from Pulse Canada to adopt new protein efficiency ratio (PER) data for pulses. PER values are used to determine the protein rating of a particular food. For pulses, PER values are based on a 250mL serving, Health Canada’s reasonable daily intake (RDI). The protein rating for a food is determined by multiplying PER scores by the grams of protein in one serving. Canned and dried pulses with a protein rating of 20–40 can now include claims on Canadian food packages such as ‘source of protein,’ ‘high in protein’ or ‘provides protein.’

Pulse	PER	Protein Rating
Navy beans	1.51	23.9
Split yellow peas	1.42	24.6
Whole green lentils	1.30	24.6
Red kidney beans	1.55	25.1
Black beans	1.61	25.9
Pinto beans	1.64	26.7
Chickpeas	2.32	35.7

testing, some of the Canadian pulses that changed dramatically in rating were: Whole green lentils, whose PER increased from 0.30 to 1.30; pinto beans (0.50 to 1.64); chickpeas (1.60 to 2.32); and red kidney beans (1.10 to 1.55). And for the first time, split peas and black beans will now have PER ratings of 1.42 and 1.61, respectively.

Soon you'll see “good source of protein” or “high in protein” on canned and dried pulse labels, thanks in part to Pulse Canada.

The new Canadian protein claims will help consumers recognize that pulses and foods containing pulses are high in protein, and will give Canadian pulse canners and baggers the flexibility to label their products in new ways.

“The nutritional value of protein is based on both quantity and quality. These newly adopted PER values will enable the industry to highlight the protein in pulses, creating new marketing opportunities, says Tanya Der, Manager of Food Innovation & Marketing with Pulse Canada.

Both Canadian consumers and pulse growers will benefit from the updated protein rating values. These new regulations will make it easier for shoppers to identify healthy food choices, and easier for food manufacturers to promote them and drive demand for Canadian pulses within both groups.

Look for ‘source of protein’ on Canadian pulses soon!

bio Courtney Hirota is the Director, Marketing & Communications, for Pulse Canada. She can be reached at chirota@pulsecanada.com.

Wendy Benson is a Food & Nutrition Consultant for Alberta Pulse Growers. She can be reached at wbenson@pulse.ab.ca.

The Power of Protein

Protein is famous for building muscle and is essential for building and repairing almost all body tissues. It produces enzymes, hormones, and antibodies. Protein helps regulate body processes such as balancing water and transporting nutrients. Protein is used by the body in between meals to help maintain blood sugar (or glucose) levels.

(Source: BC Health Links <http://www.healthlinkbc.ca/healthyeating/protein.html>)



New regulations allowing pulses to be labeled as a "good source of protein" will make it easier for shoppers to identify healthy food choices in grocery stores.

2013 Board of Directors Nominations

Two positions are open for Directors on the Board of the Saskatchewan Pulse Growers. Nominations are being accepted until **12:00 PM** on **MONDAY, NOVEMBER 5, 2012**.

Responsibilities:

- 10 Board meetings per year (one per month except during harvest and seeding)
- Conference calls as required
- Average time commitment of Directors is 50 days per year
- Terms are for three years, with a maximum of two consecutive full terms

If you are an active pulse producer (i.e. you have sold a pulse crop and paid checkoff to Saskatchewan Pulse Growers 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 active producers.

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:	2011	2012

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)
Address (box number and town/city name)	Address (box number and town/city name)	Address (box number and town/city name)
Telephone	Telephone	Telephone
Fax or Email	Fax or Email	Fax or Email

Please return this form to:

Saskatchewan Pulse Growers, 207-116 Research Dr., Saskatoon SK, S7N 3R3
Fax: 306-651-3043 Email: sweber@saskpulse.com

Note: Only registered producers can hold office, vote, or nominate others. If your dealings with the Saskatchewan Pulse Growers (e.g. check-off) have been through your company name, rather than your own name, you must sign a "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 306-668-0590 if you think this might apply to you.

On Point



Jeff Parker

Welcome Jeff Parker

SPG is excited to welcome Jeff Parker to our team, in the position of Director of Research and Development.

Jeff's main goals in this position will be to create value for the pulse industry in Saskatchewan through strategic investment of check-off dollars in research and variety development.

Jeff has a Bachelor's degree in Agriculture, Crop Science, and a Master's of Science degree in field bean breeding. He also has a Ph.D. from the University of Guelph, focusing on evaluating self-incompatibility as a hybridization system for canola.

Jeff worked in plant breeding for 15 years, in hybrid canola and speciality oils development, and has worked in a variety of other positions, including Program Manager Canola for Plant Genetics Systems (now Bayer Crop Science) in Gent, Belgium; Director of Operations for PanGlobal Training Systems, a publishing company formed by SAIT, NAIT and BCIT; Project Manager for Genome Alberta; and more. Most recently, he served as the Director of Business and Corporate Services at the Plant Biotechnology Institute, National Research Council (PBI, NRC) in Saskatoon.

Jeff looks forward to getting to know more members of the pulse industry at events this winter. Please introduce yourself!

SPG Launches New Website

In early September, SPG launched a new version of its website.

The main goal of the new website is to make it easier for pulse growers in Saskatchewan to easily find all the information they need to do their jobs better. Another goal was to make the site easily accessible from not only computers, but also smartphones and tablets, says Amanda Ryan, SPG's Director of Communications & Market Promotion.

"As more and more of our growers are going online to find the information they need for growing, selling and marketing pulses, we thought this was an ideal time to re-do our website to ensure we can be their No. 1 source of trusted information," she says. "SPG has a sophisticated communications program and we wanted to make that information easily accessible to growers."

For a more in-depth look at the new site, and how to use it, flip to Pg. 40.

Nominations Now Open for 2012 Board of Directors

Two positions are open for Directors on SPG's Board. 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 on Pg. 34. The nomination form must be signed by three other registered growers and be submitted to the SPG office before 12 PM on Monday, November 5, 2012. You can also download this form from our website.

Nominations Open for BASF/SPG Pulse Promoter Award

Each year, the BASF Pulse Promoter Award is presented to an individual who has made an extraordinary contribution to the development of the pulse industry in one or more of

these areas: production, marketing, promotion, research, extension, processing, management, or innovation.

The 2012 Pulse Promoter of the Year will receive a \$1,000 credit with WestJet and will be publicly recognized at Pulse Days 2013 in Saskatoon.

Do you know someone who fits the above description? Visit our website to fill out a nomination form. Nominations will be accepted until October 31.

Past Recipients of the BASF Pulse Promoter Award:

2011 – Murad Al-Katib
2010 – Garry Meier
2009 – Tim Marshall
2008 – Ray McVicar
2007 – Germain Dauk
2006 – Rick Holm
2005 – Lyle Minogue

SPG Awards Five Undergraduate Scholarships

Earlier this year, SPG awarded undergraduate scholarships to five outstanding Grade 12 students who began secondary education programs in pulse-related industries this fall. Our scholarship recipients were chosen based on their academic achievements, leadership skills and community involvement, and desire to further the pulse industry in Saskatchewan.

On behalf of everyone at SPG, congratulations to our winners and good luck with your studies.



**Brayden Connor,
Beechy**



**Hokken Johnson,
Hawarden**



**Jensen Wendell,
Shellbrook**



**Jessica Hill,
Moose Jaw**



**Joel Karstens,
Wilkie**

Call for Resolutions

Saskatchewan Pulse Growers has issued a Call for Resolutions for its Annual General Meeting (AGM), which will take place on Monday, January 7, 2013 at 5:30 PM at Prairieland Park in Saskatoon, SK. 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.

The deadline to submit resolutions is 4:00 PM on Wednesday, January 2, 2013.

Resolutions can be:

- Mailed to:
Saskatchewan Pulse Growers
207 – 116 Research Drive
Saskatoon, SK S7N 3R3
 - Faxed to: (306) 668-5557
 - Emailed to: pulse@saskpulse.com
- Any questions? Call (306) 668-5556 or email pulse@saskpulse.com.

SPG Hosts Another Successful Field Day

The 2012 Select Grower field day set an attendance record, with more than 75 people taking part. Guests travelled from as far away as Tasmania and Argentina. This was also the first year the agenda did not have to be adjusted due to wet fields!

Participants were able to see Breeder seed plots of new varieties

of pea, lentil, chickpea and faba bean. They also visited the highly anticipated large green lentil plot, CDC 3339-3, which is a potential release for 2013. With 12.5 acres seeded, we should be able to meet demand for orders next spring.

Increases of previously released varieties were also seen, including CDC Amarillo (yellow pea), CDC Limerick (green pea), and even old favourites such as CDC Meadow (yellow pea). Herbicide trials for chickpea and desiccation trials for lentils were also visited.

The afternoon portion included the dry bean regional and co-op trial, chickpea ascochyta nursery and soybean trials. Lunch was once again catered by New Ground Cafe and featured pulse dishes such as a Beluga lentil pasta salad, salad with a strawberry chickpea vinaigrette, sandwiches on red lentil bannock, and field pea lemon cake. Thanks to everyone who came out and we look forward to seeing you again next year!

UPCOMING EVENTS

9th Annual Canadian Pulse Research Workshop

The Canadian Pulse Research Workshop is the biennial meeting of pulse researchers in Canada. Building on the success of the previous meetings, the 9th Canadian Pulse Research Workshop in Niagara Falls, ON, will bring together pulse researchers from different disciplines to present their latest results within the areas of:

- Agronomy, pathology, and pest management
- Pulses and environment
- Novel uses, health and nutrition
- Plant breeding, genetics and genomics
- Market and industry

For more information or to register, visit www.pulseresearch.ca or email the organizing committee at CPRW2012@gmail.com.



PHOTO: SPG

The CDC's lentil breeder Bert Vandenberg addresses a group of Select status seed growers at SPG's 2012 Field Day.

Pulse Days 2013, Saskatoon, SK

Clear your calendars for January 7 & 8, 2013! This year's Pulse Days theme is "Staying Ahead" and will feature an agenda focused on maintaining a competitive advantage through production, marketing and selling, human resources, agronomy, and more.

Please note: **SPACE IS LIMITED.** Ensure you get a spot (and save 50% on admission) by registering now! (Early registration is open until December 18, 2012). Flip to Pg. 29—30 for more information.

Please also note: All registered Saskatchewan pulse growers who are signed into the SPG annual general meeting (AGM) by 5:30 on Monday, January 7, will be entered to win an iPad. (Join us for dinner before the meeting at 5 PM). For more information on the AGM, visit our website.

2013 SPG Regional Meetings

We are bringing the meetings to you! SPG and the Saskatchewan Ministry of Agriculture are teaming up once again this year to bring pulse production meetings to five locations in pulse growing regions of the province. Dates and locations are as follows:

February 4: North Battleford

February 5: Kindersley

February 6: Swift Current

February 7: Moose Jaw

February 8: Weyburn

Please see the SPG website for an agenda for each location.

All meetings will begin at 8:30 AM. Registration is \$20 and available at the door, or by calling the Agriculture Knowledge Centre at 1-866-457-2377.



SPG's 2012 Field Day was once again catered by New Ground Cafe, based in Birch Hills, SK. Menu items included a field pea-based dessert, pictured above.

Field Pea Lemon Cake

1¼ cups (310 mL) oil

1 tsp. (5 mL) vanilla

4 eggs

Juice and zest of 2 lemons

2 cups (500 mL) cooked, puréed

yellow split peas

2 cups (500 mL) white sugar

2¼ cups (560 mL) flour

3 tsp. (15 mL) baking powder

2 tsp. (10 mL) soda

¼ tsp. (1 mL) salt

2 tsp. (10 mL) cinnamon

Mix wet ingredients then add dry ingredients. Bake at 350 for 30-35 minutes until top is golden brown.

RECIPE COURTESY NEW GROUND CAFE.

***For recent and breaking news on the pulse industry, visit
www.saskpulse.com.***

Scholarly Pursuits

How SPG's 2012 graduate scholarship winners are building a better pulse industry in Saskatchewan

by **Crystal Chan**

Each year, Saskatchewan Pulse Growers (SPG) awards two graduate scholarships to University of Saskatchewan (U of S) students pursuing pulse research: The Don Jaques Memorial Fellowship (named after the first Executive Director of SPG) and the Dr. Alfred E. Slinkard Post-Graduate Scholarship (named for Dr. Al Slinkard, to commemorate his pioneering work in pulse crop research and development).

Here's a look at this year's recipients (who happen to be the same recipients as last year!) and how their research projects are focused on furthering Saskatchewan's pulse industry.

Nicole Avramenko (Department of Food and Bioproduct Sciences/U of S)

Using Lentil Protein to Help Humans Absorb Fatty Acids

As you may already know, flaxseed oil is prized for its rich Omega 3, 6, and 9 fatty acid content, which helps protect the body against various heart diseases, promotes weight loss, and more. However, it can be difficult for the human body to fully absorb all the beneficial properties of these fatty acids when trying to break them down through digestion.

Lentils to the rescue! Nicole's graduate research aims to

encapsulate the flaxseed oil in lentil protein to protect it when it enters the body and allow it to be released at a specific time during the digestive process, to promote better absorption by the human body.

"This area of study/research links to many of my life passions: Food, health and nutrition," Nicole says. "I have a great desire to research different approaches for creating innovative, healthy products that help improve human health and wellbeing."

And with a booming vegan population worldwide, now is an ideal time to be promoting lentils and pulses as alternatives to animal-derived protein products, she says.

"My research will contribute to the opening up and diversification of new markets for lentil proteins, such as those who restrict or seek alternatives to animal-based ingredients.

"Lentil protein is a highly functional ingredient, and I hope that my research will help encourage others to incorporate lentil proteins into food products and their research, creating growth in the ingredient markets."



PHOTO: STOBBE PHOTOGRAPHY

Dr. Al Slinkard presents the Dr. Alfred E. Slinkard Scholarship to Nicole Avramenko at Pulse Days 2012.

A look at the graduate
research work of SPG's
2012 scholarship
recipients.

Ultimately, this means benefits for lentil growers in Saskatchewan, she says.

"The use of lentil fractions will also lead to increased demand for raw products, which Saskatchewan producers can fill."

Angelena (Lena) Syrový

Department of Plant Sciences/U of S

Combining Semi-Leafless and Leafed Pea Cultivars to Improve Pea Performance

Semi-leafless pea is commonly grown in Saskatchewan because of its lodging resistance, but leafy pea seems to be less sensitive to competition with weeds.

So which one to grow?

Maybe there's no need to choose.

Lena's research is testing the theory that growing a mixture of semi-leafless and leafed pea cultivars will improve pea performance against weeds and disease, by creating a canopy architecture and microclimate that is drier and warmer.

Using the crop canopy as a means of controlling weeds and disease means less need for

pesticides and other crop products, which is part of the appeal for Lena in this research.

"I am interested in doing work that supports producers to reduce the use of pesticides without increasing risk," she says. "It is really exciting to test the limits of what's possible without pesticides, and to find out how to complement chemical control in such a way that the least amount possible is used without damaging yields and quality."

Lena is testing her theory through field experiments that look at the effects of growing a mixture of leafy and semi-leafless pea cultivars on weeds, diseases, lodging, and

system. She is also doing greenhouse investigation to assess mycosphaerella blight progression in the two cultivars (semi-leafless versus leafy) under different temperature and humidity.

Last but not least, she is also comparing the effect of pea leaf type on weed suppression, to determine if genotype plays a role in competitiveness in weeds.

Lena is also excited about how her findings could impact the pea industry in Saskatchewan, for organic and conventional growers.

"Peas are not very competitive with weeds, so especially in an organic system techniques are

"It is really exciting to test the limits of what's possible without pesticides."

yields. These field experiments are conducted under both conventional and organic management

needed to improve their ability to suppress weeds and yield well," she says.

"In terms of mycosphaerella blight control, while fungicide application is more common than it was in the past, the majority of peas are not treated, so a more disease suppressive canopy could translate to yield or quality gains, even for a conventional producer."

For more information on SPG's scholarship programs, visit www.saskpulse.com.

bio Crystal Chan is a Research Project Manager at Saskatchewan Pulse Growers. She can be reached at 306-668-9171 or cchan@saskpulse.com.



PHOTO: STOBEE PHOTOGRAPHY

Mavis Jaques presents the Don Jaques Memorial Fellowship to Angelena Syrový at Pulse Days 2012.

Check Out Our New Site!

www.saskpulse.com

by **Carl Potts**

Executive Director, Saskatchewan Pulse Growers

In September, SPG launched a new website. This project was many months in the making, but our communications/market promotion team spent many hours ensuring the new site would be easy for growers to navigate (from a computer, tablet or smartphone) to find the type of information they go online to find (and we hope they will go online to find more and more in the future).

Here are a few key features that you might find useful on the new site:

Pulse Company List

(A list of all registered Canadian companies that buy and sell pulse crops.)

Our new list is easier to find (at the top of each page), search through, and navigate.

News

Every day, news items related to the pulse industry are posted to our website, so that we can keep growers informed about what's happening around them. You can also follow us on Twitter for this information (@SaskPulse) or on Facebook ("Saskatchewan Pulse Growers").

SPG Communications

(Pulse Market Report, *PulsePoint* magazine, annual reports, etc.). Looking for an old issue of an SPG publication? Go online to find them all in an easy-to-read digital version. You can also sign up to receive SPG communications by email (see the sign up form at the bottom of each website page).

Research & Development

Our new website features a complete, searchable listing of all SPG-funded research projects and their value to Saskatchewan growers.

If you have any feedback about the new site, please feel free to get in touch with us at pulse@saskpulse.com.

Why We Need Your Email Address

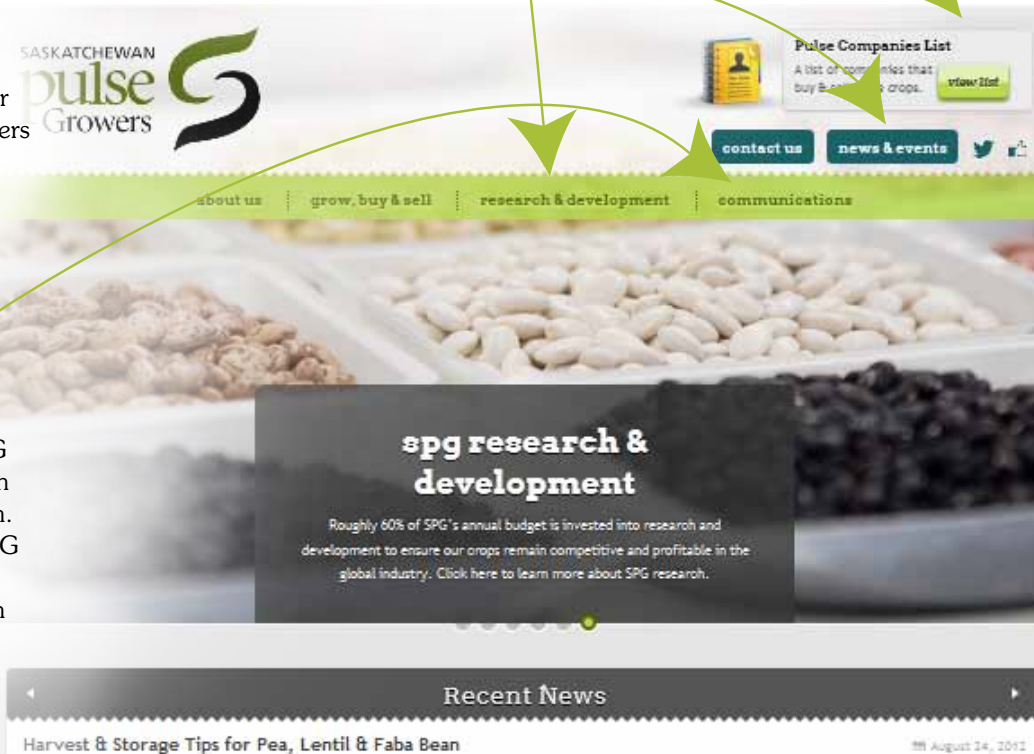
You may have received communications from us recently asking you to send us your email address. We are doing this for very good reasons: When we are made aware of important information that growers should know about, we want


to pass that along to you as soon as we can. Emailing you is the fastest and most efficient way to do that.

While many people still prefer to receive hard copies in the mail, the mailing system takes longer and can be less reliable.

It's also important to note that we will not use your email address to try to sell you things, to send you SPAM mail, or to share with third-party sources. We only want to send you information about SPG initiatives and growing, selling and marketing pulse crops.

If you haven't already, please send your email address to pulse@saskpulse.com.





**Know someone
who has taken
Saskatchewan's
pulse industry to
new heights?**

Nominate them for the *2012 Pulse Promoter of the Year* award!

The 2012 recipient will receive a **\$1,000 WestJet credit** and will be recognized at Pulse Days 2013 in Saskatoon (January 8, 2013).

Saskatchewan Pulse Growers is now accepting nominations for the 2012 Pulse Promoter of the Year award, made possible with support from BASF Canada.

To submit a nomination form, visit www.saskpulse.com.

All nominations must be received by no later than October 31, 2012

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