

PULSEPOINT

October 2016

RECORD PULSES IN 2016: MARKET OUTLOOKS

**Can Canada's Pulse Harvest
Compete in International Markets?**

**Chickpeas and Faba Beans:
Room for Canadian Crops to Shine**

**Peas and Lentils: Crops Still
Strong Despite Weather**

Canadian publication Mail Agreement 40021625

SASKATCHEWAN
pulse
Growers



THE ANATOMY OF THE NEWEST PULSE SEED TREATMENT.

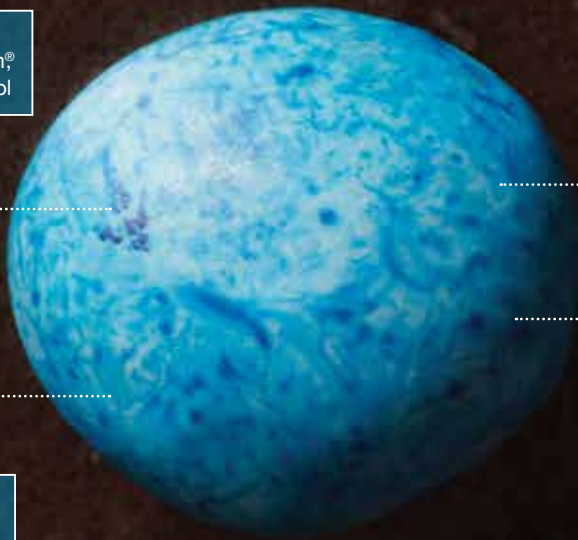
{ And how its benefits go well beyond the seed. }

The first truly systemic
pulse seed treatment with Xemium®,
for broad-spectrum disease control

Increased seedling vigour
both above and below ground

More consistent and
increased emergence, including
under cold conditions

Enhanced ability to manage
environmental stresses



Insure® Pulse
Fungicide Seed Treatment

To find out what Insure® Pulse fungicide seed treatment and the benefits¹ of **AgCelence®** can do for your lentils, field peas, chickpeas, dry beans, faba beans and flax, visit agsolutions.ca/insurepulse or contact **AgSolutions®** Customer Care at 1-877-371-BASF (2273).

 **BASF**
We create chemistry

¹ AgCelence benefits refer to products that contain the active ingredient pyraclostrobin.

Always read and follow label directions.

AgSolutions is a registered trade-mark of BASF Corporation; AgCelence, XEMIUM and INSURE are registered trade-marks of BASF SE; all used with permission by BASF Canada Inc. INSURE PULSE fungicide seed treatment should be used in a preventative disease control program. © 2016 BASF Canada Inc.



CHAIR'S MESSAGE

Reducing the 2016 pulse levy

This summer Saskatchewan Pulse Growers' (SPG) Board of Directors made the decision to lower the pulse levy to 0.67 per cent for a one-year period. This is a significant change to the organization's revenue stream and an important change in the amount each farmer contributes to SPG.

We chose to reduce the levy for a number of reasons. The most compelling is the growth in pulse acreage and production in Saskatchewan over the years. As production and acres have grown, and higher market values, so too has the levy contributed by growers.

SPG has increased investment in areas such as research and market development, but often the revenue we have brought in has exceeded our expenditures. The reduction in levy is an action to help align levy revenue with organizational expenditures. Most importantly, it will not affect any of the investment agreements already made in research or market development.

With a record number of pulse acres seeded in Saskatchewan this season, and tight stocks of carry-over pulse crops from last season, we knew international demand for pulses would be high, and that were looking at the potential of bringing in record levy this summer. As of now the effects of the unusually extreme summer weather on our levy stream are not totally known. This is an unexpected result but not one which will affect the organization's ability to provide good programs. All of the commodity groups have a challenge predicting acres seeded, yields, and in our case another variable of market prices which form the organization's budget before the crop goes in the ground.

During the next year, SPG will be evaluating what the size of the levy should be beyond the one-year term.

At our AGM in January 2016, a resolution was passed to make the Saskatchewan pulse levy refundable.

The reduction in levy is an action to help align levy revenue with organizational expenditures.

From July to September this year we invited growers to provide their feedback on this issue through our website, and through a telephone survey. Thank you to all of the growers that provided their feedback on this matter. We will be listening to the advice from many growers and will be reporting back on this resolution at our next AGM in January 2017.

Tim Wiens
Chair



EXECUTIVE DIRECTOR'S MESSAGE

SPG continues commitment to the Crop Development Centre

This summer Saskatchewan Pulse Growers (SPG) renewed its support to the Crop Development Centre, pledging nearly \$23 million in funding to support pulse crop breeding for the 2015-16 to 2019-20 time period, more than doubling our investment from the previous five-year period.

The funding is the latest installment in an ongoing agreement with the CDC that was first put into place almost 20 years ago. The funding will be applied to the third five-year term in SPG's 15-year pulse crop breeding agreement with the CDC and will continue to support work being undertaken in pea, lentil, chickpea, dry bean, and faba bean breeding.

Since 1997, SPG has provided significant funding for the pulse breeding program and has the exclusive commercialization rights for CDC pulse crop varieties. Since 1997, more than 110 pulse crop varieties developed by the CDC have been released through

Since 1997 more than 110 pulse crop varieties developed by the CDC have been released through SPG's Variety Release Program.

SPG's variety release program. When the current 15-year Pulse Crop Breeding Agreement was signed in 2005 between SPG and the CDC, the funding for the first five-year term of the agreement was \$6.2 million. The funding for the second five-year term increased to \$9.2 million.

We have seen the availability and continuous improvement in pulse varietal development that has come from this funding agreement. There is no doubt that varieties well adapted to Saskatchewan conditions have been a major driver of the continued expansion of pulse acres in the province. Growers have planted record acres of pulses this year and are harvesting our largest pulse crop ever. Growers' investment of levy dollars into pulse crop breeding has been

critical. One of SPG's strategic goals is to see at least one pulse crop for every acre in the province. Your investment in pulse breeding is helping to expand the number of pulse crop options we have in Saskatchewan, and to expand the footprint of pulse production across the province. We see it as an important piece of helping to keep Saskatchewan pulse growers positioned among the most competitive in the world.

Carl Potts,
Executive Director
cpotts@saskpulse.com
(306) 668-6676

XTEND YOUR YIELD

Xtend your yield potential with Roundup Ready 2 Xtend™ soybeans

- » **Built on the proven performance** of Roundup Ready 2 Yield® technology
- » **Tolerance** to both dicamba and glyphosate
- » **Extended control** of resistant and tough-to-control weeds

🐦 📷 Learn more at **GenuityTraits.ca**»

ROUNDUP READY 2
XTEND™
SOYBEANS

ALWAYS FOLLOW GRAIN MARKETING AND ALL OTHER STEWARDSHIP PRACTICES AND PESTICIDE LABEL DIRECTIONS.
Details of these requirements can be found in the Trait Stewardship Responsibilities Notice to Farmers printed in
this publication. ©2016 Monsanto Canada, Inc.

TABLE OF CONTENTS



1 **Chair's Message**

Reducing the 2016 pulse levy

2 **Executive Director's Message**

SPG continues commitment to the Crop Development Centre

Research

6 **Doubling Investment in Pulse Breeding Programs Means Better Outcomes for Growers**

SPG provides nearly \$23 million in funding to the Crop Development Centre

8 **Building the Defense for Your Pulses**

Herbicide layering for weed management

This Issue

10 **Equipment failure**

New study aims to identify, solve faba bean seeding issues

12 **Handle with care**

Tips for storing and handling pulse crops

13 **Agriculture Month**

This October is Saskatchewan's Agriculture Month

Record Pulses in 2016

14 **Marketing Pulses in a Record Acre Year**

Can Canada's pulse harvest compete in international markets?

16 **Chickpeas and Faba Beans**

Room for Canadian crops to shine

18 **Peas and Lentils**

Crops still strong despite weather



Transportation

20 **Transporting a Bumper Crop**

Are we prepared?

Sustainability

22 **Measuring Change**

Sustainability may be a buzzword for food marketers, but for farmers it is something they live and breathe every day. Can the two terms actually be the same?

Communications & Market Promotion

24 **Saskatchewan Pulse Growers Election**

A quick refresher on how to make your electronic vote count

25 **2016 Undergraduate Scholarship Winners**

Leading the way, adding value to Saskatchewan's pulse industry

Recurring

26 **On Point**

Profile

28 **Pulse Grower Profile**

Lyle Minogue, Lacadena, SK

Contributors

Published for:

Saskatchewan Pulse Growers, 207 – 116 Research Drive, Saskatoon, SK, S7N 3R3, phone 306.668.5556, fax 306.668.5557, pulse@saskpulse.com, www.saskpulse.com

Published by:

Blairmore Media, 701 – 45th Street East, Saskatoon, SK S7K 0W4, phone 306.373.6730, fax 306.652.8061, pulsepoint@blairmoremedia.com, www.blairmoremedia.com

Publication Dates:

January, March, June, October

Publisher:

Blairmore Media

Editor:

Andrea Lauder
Associate Editor:
Rachel Kehrig

Contributors:

Jane Caulfield, Trudy Kelly Forsythe, Delaney Seiferling, Saskatchewan Pulse Growers Staff, Kim Waalderbos, Lyndsey Smith, Brian Clancey, Marlene Boersch, Saskatchewan Ministry of Agriculture Staff

Art and Production:

Meaghan Jaster

Marketing/Advertising Sales:

Dennis Dowd, dennis@blairmoremedia.com

Saskatchewan Pulse Growers and Blairmore Media make no expressed or implied warranties of merchantability or fitness for a particular purpose or otherwise, concerning the use of any product, advice provided and marketing insights, and assumes no liability for any injury or damage, direct or consequential, which may be incurred from the use of such products or services therein. Federal, Provincial and Municipal laws and regulations supersede the information contained herein.

Canadian Mail Publications Sales Agreement #40021625 Postmaster please return undeliverable copies to Saskatchewan Pulse Growers, 207 – 116 Research Drive, Saskatoon, SK, S7N 3R3, pulse@saskpulse.com

Issn 1701-9125

PRINTED IN CANADA

Cover Photo:

Saskatchewan Ministry of Agriculture



DOUBLING INVESTMENT IN PULSE BREEDING PROGRAMS MEANS BETTER OUTCOMES FOR GROWERS

SPG provides nearly \$23 million in funding to the Crop Development Centre

Jane Caulfield



The pulse crop breeding agreement will continue to support work in the areas of pea, lentil, dry bean, chickpea, and faba bean breeding.

Canada's pulse crops are among the best in the world. And with nearly \$23 million from Saskatchewan Pulse Growers (SPG) going towards the pulse breeding program at the University of Saskatchewan's (U of S) Crop Development Centre (CDC), Canada will continue to be a leader in providing ground-breaking pulse crop research and reliable varieties to farmers across the globe.

"This is the international year of pulses, and Canada is leading the celebrations. This is another celebration because it means we can continue the good work we do here," says Kofi Agblor, Managing Director at the CDC.

In 2005, SPG and the CDC entered into a 15-year funding arrangement, divided into three, five-year budget terms. To date, SPG has provided the CDC with more than \$38 million in funding for the pulse breeding

With a source of solid funding, we do not have to lose research and technical capacity and continue to advance research for pulse crops.

program while receiving exclusive commercialization rights for CDC pulse crop varieties.

"With a source of solid funding, we do not have to lose research and technical capacity and continue to advance research for pulse crops," says Agblor. "We will be able to explore new avenues to address some of the challenges growers are facing such as weed management and to help increase crop value by increasing nutrition of the grain."

The funding will allow breeders to continue developing crop varieties that will provide higher yields and withstand a variety of environmental

pressures such as drought or disease. The result of their research will help growers improve their bottom line and meet demand as global food needs increase. The funding also augments significant infrastructure and financial contributions made by the U of S and the Saskatchewan government for pulse breeding at the CDC.

Agblor adds that the funding will ensure the CDC can retain the highly skilled and knowledgeable staff necessary to achieve project success.

"Breeding is very labour intensive and when you look at breeding programs around the world, we have some of the best and most dedicated

staff available. They are the unsung heroes and are vital to helping us turn that investment into output.”

Tim Wiens, SPG Board Chair, says a continued relationship with the CDC has two significant outcomes: continued funding for breeders to develop crops that will help growers meet increasing demand, and provide royalty free varieties, meaning growers pay less for their seed.

“The CDC is a centre for excellence — they are an excellent resource for people around the world,” says Wiens. “With Canada as a global leader in pulse crops, this continues to be a partnership with mutual benefits.”

Pulse breeders echo Wiens’ sentiments, highlighting how the increased investment will allow them to continue their work without having to worry about where financial support will come from.

“This means I can focus on my work with a peace of mind,” says Dr. Bunyamin Tar’an, chickpea breeder at the CDC. “This will translate into more effective and productive programs, with more and better quality cultivars that can be made available to the growers.”

Tar’an adds that the funding means they can expand their research to ensure they are providing growers with the product they need.

“We will be able to test the breeding materials directly in the target areas of production.”

For pea breeder Dr. Tom Warkentin, the renewed funding deal means better options for growers as they continue to face challenges from changing climates.

“The pulse breeders and pulse pathologist at the CDC are developing new varieties of many market classes of pulse crops for the benefit of pulse crop growers and the pulse crop industry,”

says Warkentin.

Using field pea research as an example, Warkentin outlines how breeding programs help growers by providing improved varieties that offer benefits such as lodging, disease, and heat resistance. He also mentions they are looking for ways to increase the market value of peas by increasing the concentration of key nutrients.

“The renewed agreement between SPG and CDC continues their successful partnership,” says Warkentin.



Jane Caulfield is an experienced journalist and writer, and is the owner of Tin Box Digital Content

SAVE THE DATE!

2017 REGIONAL PULSE MEETINGS

Saskatchewan Pulse Growers and the Saskatchewan Ministry of Agriculture will be bringing pulse information to you this winter.

Dates & Locations:

January 30 - North Battleford, SK (*Dillabough Centre*)

January 31 - Rosetown, SK (*Rosetown and District Civic Centre*)

February 1 - Swift Current, SK (*Stockade Building*)

February 2 - Regina, SK (*Evraz Place, Queensbury Downs, Salon B*)

saskpulse.com

agriculture.gov.sk.ca

[@saskpulse](https://twitter.com/saskpulse)

[@skagriculture](https://twitter.com/skagriculture)



BUILDING THE DEFENSE FOR YOUR PULSES

Herbicide layering for weed management

Kim Waalderbos



Thinking about weed management now can benefit you next growing season.

This autumn, consider steps to take now that can help multiply the weed management benefits for next year's crop. That is the word from Clark Brenzil, Weed Control Specialist for the Saskatchewan Ministry of Agriculture.

As a starting point, Brenzil suggests growers need to be thinking about the effectiveness of herbicides used this year – assess their performance and look for patches where the herbicide did not work. “Make note of where those patches are in the field and collect seed for testing. They could be herbicide resistant,” he says.

For fields that are rolling into pulses in the coming year that have perennial weed issues, Brenzil suggests a preharvest glyphosate application in the crop that is leading into the pulse crop next year, to address those perennial weeds. “Where you have got your high value pulse crop, you want to make sure you get every last acre of that crop off in decent condition and not have any

perennial weeds in that field to compete for yield.”

Herbicide layering is a newer concept for weed control on the prairies. “It allows you to manage some of those more difficult weeds by using multiple herbicides from multiple herbicide groups,” Brenzil explains.

“What we find with the herbicide layering is that each of those components, when put into the field on

Brenzil also encourages growers to consider the application of a soil active product this autumn, as part of the herbicide layering concept, so that it can manage through the early part of the growing season in the spring, Brenzil explains. “The soil active herbicide is managing your weeds as soon as the crop goes into the field next year.” Examples of soil residual or soil active herbicides include ethalfluralin (Edge™),

It is best to start now building your defenses against weed issues in fields that will be in pulses next year by layering herbicide applications – starting this autumn.

its own, may not do an adequate job of managing that particular, difficult-to-control weed. But when you put them all together into a package and you have them all working in concert with one another, then you get pretty decent control out of it, and you get better yield as a result.”

trifluralin (Bonanza®, Rival®), or triallate (Avadex®, Fortress®). These soil-applied herbicides kill seedlings as they germinate, thus controlling susceptible weeds.

Brenzil says herbicide layering offers key benefits. First, it enables the management of the more difficult

to control weeds by using multiple herbicides together. Second, “just by default, you are battling herbicide resistance because you have got those different herbicide groups all working in concert on the same weed.”

The benefits of layering herbicides begin to multiply, Brenzil explains. As an example, if the risk of developing resistance may be one in a million for one herbicide group, if you have two active ingredients from different groups working together, then your odds of finding a resistant weed are one million multiplied by one million. By adding another active ingredient from another different herbicide group, then multiply those odds again by one million. “So you have got a whole string of zeros on your odds of finding a weed that is resistant to all two or three of those groups that you are using in the field.”

“One in a million may sound like a big number but that translates to 24

resistant plants per quarter section if you are starting with a modest weed density of 40 plants per square metre (m^2). At high populations of 400 plants/ m^2 you are looking at 240 resistant plants per quarter,” Brenzil says.

However, these calculations all hinge on not being aware of any resistance in that field to any of the groups in your layers in the first place. Brenzil cautions that once you have noticed resistance in a field to a particular herbicide group, then that group does not count any more for your herbicide layering odds. “It is not going to fix the resistance that is already there. It is just going to deal with any progression of new resistance down the road.”

It can be difficult because, often times, resistance will creep up on you, even if you are looking for it Brenzil says. Usually, it is hard to see resistance in a field at an effective time to be able to

manage it and prevent it. And at that point, “you have already lost the battle because now you have got a seed bank in there that will be resistant to that particular herbicide essentially forever.”

“So what we are talking about now, for the most part, is being proactive,” Brenzil says, of herbicide layering, “and not waiting for a patch to appear so that you are reactively managing it.”

It is best to start now building your defenses against weed issues in fields that will be in pulses next year by layering herbicide applications – starting this autumn.




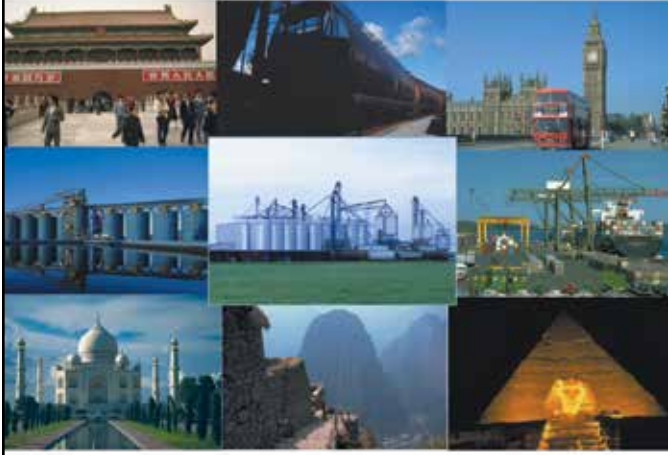
Kim Waalderbos is a freelance writer and dairy farmer. She can be reached at kwaalder@gmail.com.

Trait Stewardship Responsibilities Notice to Farmers

Monsanto Company is a member of Excellence Through Stewardship® (ETS). Monsanto products are commercialized in accordance with ETS Product Launch Stewardship Guidance, and in compliance with Monsanto's Policy for Commercialization of Biotechnology-Derived Plant Products in Commodity Crops. These products have been approved for import into key export markets with functioning regulatory systems. Any crop or material produced from these products can only be exported to, or used, processed or sold in countries where all necessary regulatory approvals have been granted. It is a violation of national and international law to move material containing biotech traits across boundaries into nations where import is not permitted. Growers should talk to their grain handler or product purchaser to confirm their buying position for these products. Excellence Through Stewardship® is a registered trademark of Excellence Through Stewardship.

ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. Roundup Ready® technology contains genes that confer tolerance to glyphosate, an active ingredient in Roundup® brand agricultural herbicides. Roundup Ready 2 Xtend™ soybeans contain genes that confer tolerance to glyphosate and dicamba. Agricultural herbicides containing glyphosate will kill crops that are not tolerant to glyphosate, and those containing dicamba will kill crops that are not tolerant to dicamba. Contact your Monsanto dealer or call the Monsanto technical support line at 1-800-667-4944 for recommended Roundup Ready® Xtend Crop System weed control programs. Acceleron® seed applied solutions for canola contains the active ingredients difenoconazole, metalaxyl (M and S isomers), fludioxonil and thiamethoxam. Acceleron® seed applied solutions for canola plus Vibrance® is a combination of two separate individually-registered products, which together contain the active ingredients difenoconazole, metalaxyl (M and S isomers), fludioxonil, thiamethoxam, and sedaxane. Acceleron® seed applied solutions for corn (fungicides and insecticide) is a combination of four separate individually-registered products, which together contain the active ingredients metalaxyl, trifloxystrobin, ipconazole, and clothianidin. Acceleron® seed applied solutions for corn (fungicides only) is a combination of three separate individually-registered products, which together contain the active ingredients metalaxyl, trifloxystrobin and ipconazole. Acceleron® seed applied solutions for corn with Poncho®/VoTivo™ (fungicides, insecticide and nematocide) is a combination of five separate individually-registered products, which together contain the active ingredients metalaxyl, trifloxystrobin, ipconazole, clothianidin and Bacillus firmus strain I-1582. Acceleron® seed applied solutions for soybeans (fungicides and insecticide) is a combination of four separate individually registered products, which together contain the active ingredients fludioxonil, pyraclostrobin, metalaxyl and imidacloprid. Acceleron® seed applied solutions for soybeans (fungicides only) is a combination of three separate individually registered products, which together contain the active ingredients fludioxonil, pyraclostrobin and metalaxyl. Acceleron®, Cell-Tech™, DEKALB and Design®, DEKALB®, Genuity and Design®, Genuity®, JumpStart®, Optimize®, RIB Complete®, Roundup Ready 2 Technology and Design®, Roundup Ready 2 Xtend™, Roundup Ready 2 Yield®, Roundup Ready®, Roundup Transorb®, Roundup WeatherMAX®, Roundup Xtend™, Roundup®, SmartStax®, TagTeam®, Transorb®, VaporGrip®, VT Double PRO®, VT Triple PRO® and XtendiMax® are trademarks of Monsanto Technology LLC. Used under license. Fortenza® and Vibrance® are registered trademarks of a Syngenta group company. LibertyLink® and the Water Droplet Design are trademarks of Bayer. Used under license. Herculex® is a registered trademark of Dow AgroSciences LLC. Used under license. Poncho® and Votivo™ are trademarks of Bayer. Used under license. ©2016 Monsanto Canada Inc.



THE EXPERTS IN SHIPPING PULSES WORLDWIDE

CFT CORPORATION

2020 Winston Park Drive, Suite 300
Oakville, Ontario L6H 6X7 Canada

Telephone: (905) 829-5829 Fax: (905) 829-5219
Toll Free: (800) 561-8238 Email: cft@cftcorp.com

www.cftcorp.com

EQUIPMENT FAILURE

New study aims to identify, solve faba bean seeding issues

Delaney Seiferling



In a research study PAMI consulted 29 Saskatchewan growers who were seeding faba beans this spring, to determine the top issues they faced planting this crop.

One of Saskatchewan Pulse Growers' (SPG) current priorities is to establish at least one viable pulse crop option for every acre in Saskatchewan, partially by nurturing the adoption of new crops such as faba beans.

Faba beans have already taken off as a new crop in Saskatchewan -- seeded area jumped from 15,000 acres in 2010 to an estimated 62,000 in 2015 -- but there are still some kinks that need to be worked out in order to help establish this crop as vital to the Saskatchewan agriculture portfolio.

"With faba beans, one of the largest areas of concern is being able to seed them," says Sherrilyn Phelps, SPG's Agronomy and Seed Program Manager. "We have had numerous reports of growers having difficulty seeding them."

In response to these concerns, SPG commissioned a research study through the Prairie Agricultural Machinery

Institute (PAMI) earlier this year, to help pinpoint the major problems growers are facing in terms of seeding faba beans, and try to come up with solutions that can be used by both growers and seeding equipment manufacturers.

One of the major takeaways from this study was that farm equipment is not optimized for faba beans, says Derek

as much of their energy or specifically design their equipment for that crop."

"Manufacturers have many different crops around the world that they need to design their equipment for ... faba bean is not a mainstream crop currently."

The first phase of the project took place this past spring and summer, with Rude and his team visiting nine

Manufacturers have many different crops around the world that they need to design their equipment for... faba bean is not a mainstream crop currently.

Rude, Project Manager - Agricultural Development Services, for PAMI.

"Faba beans are very large seeds, with some varieties having thousand kernel weights of up to 800 grams per 1,000 seeds," Rude says. "This is not typical as compared to wheat and canola, so manufacturers may not focus

Saskatchewan faba bean growers while they were seeding and interviewing an additional 20 over the phone to collect data about issues they have faced and are currently facing when seeding.

One of the main problems the team found was the large, oddly shaped faba bean seeds seemed to have trouble



Only two of the nine growers involved in Rude's study reached the recommended plant population for faba bean, which is 45 plants per square metre, according to SPG.



Rude's team found that soil openers posed problems for seeding faba bean. In this photo there is a jam at the opener exit.

getting from the air cart into the ground at the recommended application rate.

"There is a challenge conveying the large seed from the air seeder product cart all the way through the distribution system, through the openers, and into the ground," Rude says. "There are various sub systems along the way that are potentially challenged with these large seeds because the application rate ends up being so high because of the large seeds."

According to SPG, the recommended plant population for faba bean is 45 plants per square metre.

"To achieve the high application rates, of 300 to 400 pounds an acre, at the 4.5-5 miles per hour that growers are used to travelling at while seeding, is a big challenge," Rude says.

Rude's team also found that the soil opener, the part of the seeder designed to precisely place the seed and the fertilizer, posed problems. The geometry of the seed tubes of the openers is designed for precise placement of traditional Western Canadian crops, which are smaller than faba beans. The seed tubes of current openers sometimes funnel down or change directions, and this presents potential obstructions of flow for the large faba bean seed, Rude says.

"Opener selection, if you are seeding

faba beans, looks to be quite critical."

Many of the growers the PAMI team visited had come up with their own, innovative solutions for dealing with these issues, Rude says, with a reasonable amount of success. But when the team went back to visit each of the farmers 21-22 days after seeding to see how the plant population looked, they found that only two of the nine growers had reached the recommended plant population, which signifies that a more systematic solution is required.

The first phase of Rude's research wrapped up in August and SPG will share the outcomes of this work with pulse growers in coming months. PAMI will also be sharing the results of this work with the equipment manufacturers so they can consider alterations to their seeding equipment.

"We want to provide manufacturers with the critical fundamentals of metering and conveying large, oddly shaped seeds through an air seeder, not specific to any one model of seeder," Rude says. "This information is needed to remove the seeding issue barrier and to ultimately help facilitate faba bean market growth in Saskatchewan."

Beyond seeding issues, SPG has also identified market development as another priority for establishing

faba bean as a viable, long-term pulse crop in Saskatchewan. A major global market analysis is currently underway, to identify markets where Canadian faba beans are a fit, and areas where further investment is needed to establish markets or develop varieties that meet market needs, Phelps says.

For more information on SPG's research investments, visit saskpulse.com.



Delaney Seiferling is a freelance ag writer. She can be reached at delaney@dseiferling.com

HANDLE WITH CARE

Tips for storing and handling pulse crops

Trudy Kelly Forsythe



Storage bins in the PAMI getting sensors inserted from the top.

The pulse crops are off the fields and while it is tempting to think the next step is getting them to processors, experts remind producers not to forget a vital step to maximize seed quality between harvest and market: storage.

"Handling properly, storing properly, monitoring while in storage, and adjusting storage conditions for keeping crops at optimal quality is very important," says Sherrilyn Phelps, Agronomy and Seed Program Manager for Saskatchewan Pulse Growers. "If they do not store or handle properly, that can affect the quality and result in a loss of value when it comes to the end product."

Do Not Over Handle

Joy Agnew, Project Manager - Agricultural Research Services with the Prairie Agricultural Machinery Institute (PAMI), says the most important thing producers should keep in mind when handling and storing pulses is to not over handle them.

"Pulses are very susceptible to splitting and cracking so minimize the number of times you pass them through the conveyor," says Agnew, recommending producers use a belt conveyor. However, she adds, if producers use a screw conveyor, they should run it as slowly and as fully as possible to minimize bouncing.

Another tip is to not handle seeds when they are too dry or too cold.

"When most producers take them off field, they are a little tough so they are

not damaged in the combine and in the transfer from the truck to the bin," says Agnew. "But, they do not want to store tough grain for too long because of the microbes that cause spoilage like wet and hot conditions."

Dale Risula, the Provincial Specialist for Special Crops with the Saskatchewan Ministry of Agriculture, says when storing pulses it is optimal to get to 13-14 per cent moisture content. Risula says this depends on the variety of lentils. "For green lentils, we recommend 14 per cent. Reds want 13 per cent because it provides a better quality seed for milling and splitting when processors get hold of it."

As for temperature, the experts recommend lowering the temperature to 15 degrees Celsius, or lower, in the bin. Producers can use natural air drying systems or aeration systems in bins to help dry and cool grain, but Agnew does admit the trick is knowing how long and when to run the fans.

"One of the reasons why this is tricky with pulses is because it is easy to over-dry pulses which may result in shrinkage or cracking," she says. "Since pulses have a low resistance to airflow, the airflow rate from fans selected for drying wheat or canola will likely be higher than needed, which can accelerate the process and result in over-drying."

Another challenge is monitoring the condition of the pulses as they aerate.

"It is a good idea to run the fan after they put pulses in the bin to cool them down since when they come off the field

they can be between 20-25 degrees, or warmer," says Agnew. "Since pulses are usually harvested in August, they can be as high as 30 degrees off the field."

"The trick is to get to 15 degrees but also be dry," she adds, recommending producers use warmer air to get to within one or two percentage points of the target moisture content and then cool it. "The cooling action will finish drying and you should end up with a cool dry product."

Maintaining and monitoring the moisture and temperature can also be a challenge. Producers can use automatic controllers in the bins that run when needed. If testing, producers can take samples and measure with a desktop moisture reader.

"The specs on desktop moisture readers get to within half a percentage point so they are more accurate," says Agnew, explaining there are also newer cables out with sensors that go in the bins before they are loaded. "They measure temperature and relative humidity and then convert that information into moisture content, but if specs on that are within one or two per cent, they are happy."

Be Clean

One final bit of advice from Risula is to make sure harvested seed is clean of weed seeds or green organic matter because contaminants can lend themselves to heating in the bin. "If heated, the grain starts to deteriorate and in some cases can cause fires," says Risula.

And, he does not advise mixing old seed with newer seed because it can degrade the pulses.



Trudy Kelly Forsythe is the owner of Cultivating Communications. She can be reached at trudy@CultivatingCommunications.com

AGRICULTURE MONTH

This October is Saskatchewan's Agriculture Month

Saskatchewan Ministry of Agriculture Staff

OUR FOOD HAS a STORY

October is Agriculture Month in Saskatchewan, a time for all of us, consumers and industry alike, to celebrate Saskatchewan food and food production. This year's theme, Our Food Has a Story, allows all of us an opportunity to tell our food stories of how food produced on the farm gets to the table. It also allows us to highlight the dedicated people it takes along the way to deliver healthy, affordable, and safe products, sustainably.

The month-long campaign will target audiences of young mothers, influencers, industry, and youth. The Saskatchewan Ministry of Agriculture initiatives will showcase the diversity of careers along the agri-food value-chain, engage producers and consumers in food story-telling contests, and utilize influencers (inside and outside of agriculture) as spokespeople to share their stories about food and farming with their followers.

Farmers need to become storytellers, too. Consumers trust what farmers say about the agriculture and food industry, because they believe you

share the same values they do. And you do, you just have not always framed your responses to their questions that way.

We all tend to resort to science-based arguments that, quite frankly, only go part way to help consumers understand and appreciate how their food is produced. And we all share a food connection with friends, family, and our respective communities, whether we produce it, process it, prepare it, or consume it. Telling stories on how those connections are made will help build public trust in our industry.

By working together as producers, processors, and government, we can maximize our impact in generating consumer awareness of modern food production. Your voice is important and vital to the success of Ag Month – so use it!

Your involvement can be as simple as sharing your stories with new audiences or using the common Ag Month hashtags, #OurFoodHasAStory and #AgMonth16. Social media is a quick, simple, and effective way to reach a large audience. Talking about

your daily work and the role you play in food production can have a positive impact. And, as a bonus, you could be rewarded through the Our Food Has a Story Contest. By posting your stories on social media using the hashtags, you will automatically be entered. Full contest details are available at OurFoodHasAStory.ca.

As we celebrate agriculture's many successes this Ag Month, let us also help the public understand, appreciate, and support modern agriculture. Sharing your food stories this October will do that. We look forward to hearing them!

For more information on agriculture month, visit OurFoodHasAStory.ca or follow along on social media using **#OurFoodHasAStory** and **#AgMonth16**.

MARKETING PULSES IN A RECORD ACRE YEAR

Can Canada's pulse harvest compete in international markets?

Brian Clancey

It was a good question: What can farmers expect marketing this year's pulse crops?

On its face, the answer is surprisingly simple. Good prices and demand in the weeks following the harvest. Lower prices and weaker demand after January.

However, how bumpy a ride prices and markets will experience depends a lot on this year's yields and quality. All of the optimism about crop prospects felt in early July had disappeared by August because of unusually heavy and persistent rains across much of Alberta and Saskatchewan.

While conceding that Statistics Canada (StatCan) probably got this year's seeded area right, many traders and processors thought that will be offset by crop losses in the wettest areas and poor quality. By the middle of August, some believed between 20 per cent and 25 per cent of this year's lentil crop and a smaller percentage of the pea crop had been lost, while another 50 per cent of the lentil crop was in trouble.

The discussion is almost identical to the one which took place in 2010. By the middle of August in 2010 only three per cent of the lentil crop had been harvested, compared to just one per cent this year. In 2010, it was not until the first week of September that half the pea crop was in the bin, while it took until the end of September for half the lentil crop to be harvested. This year's harvest will probably move forward more quickly.

In its August 2010 production forecast, StatCan said it believed the lentil yields would average 1,021 pounds per seeded acre (lbs/ac) and peas almost 27 bushels (bu). Both numbers were discounted by many market participants, who believed disease and flooding had taken a greater toll on

Price Discount to No. 1 Grade Lentils (Per Cent Discount)

Red Lentils	10 Year	Five Year	Offgrade Years	Last Season
No. 2	1%	0%	1%	0%
Extra 3	23%	17%	18%	12%
No. 3	36%	28%	31%	24%
Large Green Lentils				
No. 2	9%	9%	12%	6%
Extra 3	24%	26%	30%	22%
No. 3	38%	38%	46%	34%
Medium Green Lentils				
No. 2	8%	9%	11%	4%
Extra 3	22%	23%	25%	17%
No. 3	35%	35%	41%	31%
Small Green Lentils				
No. 2	9%	9%	13%	6%
Extra 3	25%	25%	31%	20%
No. 3	34%	35%	43%	28%

Offgrade years are 2002, 2004, 2010, and 2014

Source: STAT Communications Ltd.

Per Cent of Lentil Crop Falling Into Each Grade Category

	No. 1 Canada	No. 2 Canada	No. 3 & Extra 3 Canada	Sample
2005	27%	38%	29%	6%
2006	58%	36%	6%	0%
2007	45%	44%	14%	2%
2008	40%	44%	14%	2%
2009	48%	45%	6%	1%
2010	5%	27%	49%	19%
2011	39%	49%	11%	1%
2012	24%	54%	21%	1%
2013	35%	54%	11%	0%
2014	5%	32%	53%	10%
2015	21%	54%	24%	1%
Average	32%	43%	22%	4%

Source: Saskatchewan Agriculture

crops. In the end, lentil yields averaged 1,283 lbs/ac and peas 30.6 bu. This year's August crop reports were also discounted by many market participants, particularly lentil yields.

What is not in dispute is quality.

The fair average quality (FAQ) of the red lentil crop was expected to end up closer to a No. 2 Canada. For green lentils, limited quantities of No. 1 and No. 2 Canada green lentils were expected to be available, with the result the crop was

Production Summary (in Tonnes)

August Production	2011	2012	2013	2014	2015	2016
Lentils	1,596,100	1,362,600	1,573,000	1,929,900	2,082,800	3,922,000
Dry Peas	2,008,500	2,980,600	3,303,900	3,558,000	2,920,500	4,358,000
Dry Beans	130,200	225,400	207,400	300,500	243,500	254,000
Chickpeas	53,900	112,700	137,000	142,500	86,300	136,000
Actual	2011	2012	2013	2014	2015	2016
Lentils	1,573,500	1,537,900	2,261,700	1,987,000	2,372,900	N/A
Dry Peas	2,502,000	3,340,800	3,960,800	3,810,100	3,200,700	N/A
Dry Beans	162,400	274,400	206,100	273,100	243,500	N/A
Chickpeas	85,600	161,400	180,400	129,100	89,900	N/A
Actual vs Forecast	2011	2012	2013	2014	2015	Five-Year Average
Lentils	-1%	13%	44%	3%	14%	14%
Dry Peas	25%	12%	20%	7%	10%	15%
Dry Beans	25%	22%	-1%	-9%	0%	7%
Chickpeas	59%	43%	32%	-9%	4%	26%

Source: Statistics Canada

expected to be an FAQ Extra 3 Canada. Markets did not expect trouble finding the right quality of peas to fill sales.

This result is that price spreads between the grades will not get any smaller. Over the long term, bids for No. 2 Canada green lentils averaged eight per cent below those for No. 1 Canada, while bids for Extra 3 Canada averaged 24 per cent lower. In years where the quality was well below average, the discount from the No. 1 grade price grew to 13 per cent for No. 2 Canada green

over the years, but only 18 per cent in years where there are quality problems.

Since most red lentils are split, markets have an easier time using off-grade product. Most green lentils are left whole in packages or cans. This makes grade more important.

Opening season shipments of lentils and field peas will be strong again this year. Large sales were made at the start of year, while tenders by state trading companies in India significantly boosted the quantity of No. 2 or better green and

pea and green lentil production is up sharply in the United States. Their better quality will allow that country to set the upside price potential for the No. 2 and No. 1 grade markets.

The bigger story is India. This year's summer or kharif season pulse area is up dramatically. Massive, new seeded area and production records will be set. The biggest gains are in pigeon pea. That directly affects how many green lentils India is likely to buy from Canada, because some millers substitute dehulled green lentils for pigeon pea.

Critically, this suggests the coming winter rabi season pulse area could also be up dramatically. It will not be long before we know if area will be up as expected.

India's farmers typically plant 11 per cent of all pulses which will be grown during the rabi season in October. Seeding is normally 70 per cent complete by the end of November and 90 per cent complete by the end of December. Buyers in India will be watching to see if planted area is up significantly over the same last year. If it is, they may start to question asking prices for Canadian peas and red lentils because they will think prices in their market will fall.

As buyers on the Indian subcontinent stop answering their phones, export markets for peas and lentils may struggle to maintain values. The implication is prices for all classes of lentils and yellow peas could set their marketing year highs before Christmas, with prices in 2017 trending downward.

Prices paid for lentils and peas will reflect the need for significant off-combine deliveries and, in the case of green lentils, the need to encourage deliveries of No. 2 or better product.

lentils and 33 per cent for Extra 3's.

As the 2016/17 marketing year got underway, percentage grade spreads started to widen. Markets needed No. 1 and No. 2 Canada green lentils. To discourage deliveries, prices for lower grades dropped relative to the top grades.

Red lentils do not see as much change in price spreads between the grades. No. 1 and No. 2 Canada are almost always identical in price. Extra 3 discounts have averaged 23 per cent

red lentils needed for shipment before the end of October.

Prices paid for lentils and peas will reflect the need for significant off-combine deliveries and, in the case of green lentils, the need to encourage deliveries of No. 2 or better product. Both events should help keep prices firm through at least November.

With all this summer's problems it is easy to assume that issues in Canada will dominate markets. Unfortunately,



Brian Clancey is the Editor and Publisher of www.statpub.com market news website and President of STAT Publishing. He can be reached at editor@statpub.com.

CHICKPEAS AND FABA BEANS

Room for Canadian crops to shine

Brian Clancey

Faba beans and chickpeas are emerging from the shadows to become important options for farmers in Western Canada and other countries.

The most obvious is Kabuli-type chickpeas, with demand for smaller calibres rising sharply along with consumption of hummus in North America and other non-traditional markets.

This was highlighted in the 2016 outlook by SPINS, a company providing retail consumer insights, analytics, and consulting for the natural, organic, and specialty products industry. It wrote, "Garbanzo beans . . . have been featured

in new category break-outs. Progressing from hummus and vegan entrees, to crunchy snacks, chips, and recently pasta, this legume encompasses several macro-trends -- gluten free, grain-free, and protein-packed."

This idea was echoed at the World Pulse Confederation conference in Turkey earlier this year. Several participants stressed that pulses were becoming more important as a food ingredient. One highlight is hummus, which some industry participants said was growing faster than production, indicating that in the next couple of years the world could struggle with a fundamental shortage of

Kabuli-type chickpeas unless seeded area rises more rapidly.

Getting to that future moment may not be an easy ride. So far this year the world has struggled with a fundamental shortage of large and medium calibre chickpeas. The year started with a smaller than normal crop in India because of massive reductions in the amount of pulses grown during the rabi growing season at the beginning of the year. That was followed by the failure of Mexico's crop.

The combination saw large calibre chickpea grower bids for nine millimetre chickpeas jump 57 per cent between

World Kabuli Chickpea Supply and Demand Forecasts (hectares, tonnes)

	2010	2011	2012	2013	2014	2015	2016
Area (hectares)	1,968,000	2,008,000	2,103,000	2,056,000	2,168,000	2,109,000	2,200,000
Yield (kg/ha)	1,010	1,028	1,157	1,200	1,094	1,027	1,136
Production	1,988,000	2,065,000	2,434,000	2,468,000	2,372,000	2,166,000	2,500,000
Carry-in	63,000	75,000	67,000	191,000	329,000	222,000	68,000
Supply	2,051,000	2,140,000	2,501,000	2,659,000	2,701,000	2,388,000	2,568,000
Trade	496,000	529,000	627,000	936,000	751,000	734,000	983,000
Inferred Use	1,976,000	2,073,000	2,310,000	2,330,000	2,479,000	2,320,000	2,457,000
Ending Stock	75,000	67,000	191,000	329,000	222,000	68,000	111,000
Stock-Use Ratio	3.8%	3.2%	8.3%	14.1%	9.0%	2.9%	4.5%
Per Capita Use (kg)	0.288	0.299	0.330	0.329	0.350	0.328	0.347

Estimates by STAT Publishing Panama based data from the FAO, USDA, Statistics Canada, ABARES, and other entities.

World Faba Bean Production (in tonnes)

	2009	2010	2011	2012	2013	2014	2015	2016	Average
France	437,000	483,000	345,000	274,000	246,000	279,000	251,000	230,000	279,000
Australia	224,900	286,700	268,100	377,000	328,000	296,000	319,000	507,000	318,000
Egypt	268,000	210,000	157,000	127,000	142,000	251,000	175,000	170,000	170,000
United Kingdom	162,000	144,000	171,000	171,000	180,000	133,000	153,000	176,000	162,000
China, mainland	165,000	140,000	155,000	153,000	140,000	145,000	145,000	153,000	148,000
Italy	88,000	94,000	76,000	86,000	62,000	92,000	85,000	80,000	80,000
Canada	5,300	4,500	5,700	6,900	22,400	107,500	139,300	92,000	56,000
Germany	43,000	51,000	55,000	55,000	54,000	53,000	51,000	52,000	54,000
Ethiopia	61,000	70,000	71,000	94,000	15,000	32,000	40,000	68,000	50,000
Spain	25,000	33,000	39,000	23,000	25,000	29,000	32,000	30,000	30,000
Morocco	15,000	15,000	17,000	15,000	16,000	15,000	16,000	16,000	16,000
Total	1,494,200	1,531,200	1,359,800	1,381,900	1,230,400	1,432,500	1,406,300	1,574,000	1,363,000

Source: Food and Agriculture Organization of the United Nations, STAT Communications Ltd.

January and August. Not surprisingly chickpea area in Canada rose 40 per cent from 123,000 to 172,000 acres. Plantings in the United States (U.S.) posted a 21 per cent gain from 207,000 to 252,000 acres. Further gains in seeded area from other countries have the potential to lift global Kabuli chickpea output from 2.17 to 2.5 million tonnes during the 2016/17 marketing year.

Even so, the outlook through February is good. Afterward, markets should be pressured by expected increases in Kabuli chickpea output in India and later by a likely rebound in Mexican production.

Canada's ability to participate in pending chickpea business for shipment before February depends on the quality of the harvest. Though production could be up, rainy weather could have a negative impact on average yields and quality.

It is unclear what impact this will have on sales to North American food manufacturers as well as the Indian subcontinent's millers and splitters. The latter buyers have been taking increasing quantities of small calibre Kabuli chickpeas from Russia, Canada, and other origins as a substitute for Desi chickpeas. That demand has been deep because of the failure of the rabi pulse harvest earlier in the year. On the other hand, a prospective rebound in production could result in a big drop in buying interest after January.

The implication is that the best prices and opportunities might be seen during the fall shipping period. Afterward, there is a significant risk that prices and demand will trend downward.

Faba bean production in the world is expected to be significantly higher this year because of increased production in Australia and the United Kingdom (UK). Yields in France were hurt by heavier than normal rainfall through the growing season resulting in a dramatic drop in average yields for peas and faba beans.

Though France will remain a strong competitor in Egypt, the world's largest buyer of faba beans, it is not in a position to maintain export sales at prior levels. That should drive more demand toward

Canada, Australia, and the UK.

Selling to Egypt has become problematic over the past year because of the country lacks enough U.S. dollar reserves to easily pay for imports of beans and other products. This has resulted in devaluation of the Egyptian pound (LE) versus the U.S. dollar from 8-12 LE during the first half of the year.

Even so, Egypt continues to buy vast quantities of faba beans. In 2013 and 2014, imports topped 456,000 tonnes. Last year they dropped to 420,000, but purchases for the first half of this year were up slightly at around 271,000 tonnes. Australia is the main supplier, with the UK and France trading places in the number two spot.

Australia is looking for a modest increase in faba bean production this year to around 282,000 tonnes. France's crop will drop from 251,000 to 230,000 tonnes, while output in the UK could jump from 369,000 to 586,000 tonnes.

As with Canada, a large part of the faba bean crop in France and the UK is consumed by the domestic livestock feed industry. While helping prevent surpluses, it also means that prices are determined in part by competitive values for protein meals and grains. It is worth noting that while strong demand for vegetable oil has sustained soybean and canola futures values since the beginning of June, soybean meal and corn have dropped significantly. This will affect the value placed on faba beans for livestock feed.

Coupled with rising production of food quality faba beans, it is hard to see a way for prices to be higher on average than they were last season. Even so, Canadian fundamentals look good, with enough demand to prevent any increase in carry-over stocks by the end of the current marketing year.



Brian Clancey is the Editor and Publisher of www.statpub.com market news website and President of STAT Publishing. He can be reached at editor@statpub.com.

Our global team is
**DEDICATED
TO FINDING
GOOD VALUE**
for your crops in
world markets



***We look forward
to your calls!***

Hamlin Office:
(306) 445-4022

Michael McDonald:
Cell: (306) 250-8620

Vicki Dutton
Cell: (306) 715-5912

ADM Plant located 4 miles North of
North Battleford at Hamlin
ADM Saskatoon Office
#9-2155, Airport Drive
(306) 657-3455

PEAS AND LENTILS

Crops still strong despite weather

Marlene Boersch

The peas that have already been delivered into elevators are of better quality than anticipated, with most grading No. 2 Canada to date.

It is late August at the time of writing, and the idea was to give a post-harvest market update. But due to the general stop-and-go harvesting so far, the actual percentage of crop harvested to date in Saskatchewan at time of writing was 41 per cent for peas and 21 per cent for lentils. Also, this meant that yield and quality of the important Canadian pulse crops were not yet finalized.

Peas (*Canadian production outlook*)

At the end of August Statistics Canada (StatCan) provided their view of the Canadian 2016 production. StatCan expects a significant 44 per cent increase in pea production from 3.2 million (M) tonnes in 2015 to 4.6 M tonnes this year. Mercantile Consulting Venture Inc. expects supply (production plus carry-in) to increase to close to 5.1 M tonnes, a record. The StatCan production number is based on a 40.4 bushel per acre (bu/ac) average Canadian yield. We do not have an issue with this number for now, though some in the trade think it is too low. Harvested yields varied widely, and while big pockets were unusually good, the most troubled areas were yet to be harvested at the time of writing. The Saskatchewan Ministry of Agriculture (SMA) used a 40 bu/ac yield for Saskatchewan, while the highest average Canadian yield recorded was 44.3 bu/ac in 2013.

The peas that have already been delivered into elevators are of better quality than anticipated, with most grading No. 2 Canada to date. There seemed some earth-tag, but some of that seemed to wear off as the peas were being moved. Experienced farmers avoided the low (wet) spots and

harvested the remainder to preserve quality. Regarding green peas, expect the bleach count to increase for the later part of the harvest, as showers continue to delay harvesting.

The big acreage and overall positive yields have had an effect on price. Bids for yellow peas have fallen to \$7-7.50/bu delivered to the elevator. This is in spite of significant yield losses in Europe.

As harvest progresses, the Canadian handling system will move into full sales execution mode. Well in excess of 2 M tonnes of forward pea sales are already on the books. These were concluded over the spring and summer. Many of those sales are destined for India and already represent approximately two-thirds of expected Canadian pea export sales. The forward sales have largely been covered by export companies with producer contracts. These will not generate an equal tonnage for new farm level purchases, unless there is a lot more weather trouble ahead and production contracts are cancelled.

Similarly, overseas buyers (India, China, Bangladesh) are already well covered for their fall needs and can therefore not be expected to significantly add to their purchases. The market simply will need some time into late fall to clear the existing forward sales. There is an expectation that buyers will have to add to purchases during the winter months, though very good Australian chickpea and lentil crops may delay the buyers' return to the Canadian market into February. The good news is that by February, Canada's remaining pea supplies will be a lot less than right at harvest and not feel so burdensome.

Two issues that will need a close watch as we move into the fall will be, first, the potential of sizeable defaults by buyers because of lower prices late this summer than at time of purchase. If this happens, it always depresses the market because exporters then need to resell the goods into the market. The second issue/risk to watch is the state of the kharif crops in India, where pulse acres are up from last year and where the monsoon has returned closer to normal levels. A good kharif crop will delay the need for India to purchase pulses from abroad. These two risks need to be considered by growers with few sales levels. With good yields, peas still show a good return on investment at current prices.

We expect pea ending stocks for the 2016/17 crop year to settle at around 675,000 tonnes, up from about 350,000 tonnes last crop year. This means the stock-use ratio looks to increase from approximately 10-15 per cent.

Lentils

The Canadian lentil harvest progress had reached about 21 per cent at the time of writing, with almost 80 per cent of the crop still in the fields. Meanwhile, the production outlook is still very good. StatCan used an average Canadian lentil yield of 1,326 pounds per acre (lbs/ac) generating a production number of 3.2 M tonnes, a 36 per cent increase over last year. Note, however, that the production number was down significantly from their June estimate of 3.8 M. Mercantile is using an average yield of 1,300 lbs/ac for now, while the SMA used 1,250 lbs/ac for lentils. Lentil supply should still reach 3.3 to 3.4 M tonnes, up from 2.4 M tonnes last crop year.

Quality remains a larger issue for lentils than for peas, although the samples received look somewhat better than initially feared. Red lentils still seem to be yielding a high percentage of No.

Special Crops: Canada 2012-2016

	2012	2013	2014	2015	2016	Change this year over last
Seeded Area (HA)						
Beans, all dry (white and coloured)	123,500	85,000	123,400	105,200	116,100	110%
Chickpeas	80,900	72,800	68,800	46,500	64,700	139%
Lentils	1,017,700	1,100,700	1,262,600	1,598,400	2,363,300	148%
Peas, dry	1,509,300	1,345,400	1,612,700	1,489,100	1,729,500	116%
Soybeans	1,680,400	1,869,200	2,251,000	2,190,100	2,211,700	101%
Harvested Area (HA)						
Beans, all dry (white and coloured)	120,700	85,000	119,700	104,400	110,500	106%
Chickpeas	80,100	72,000	66,000	46,500	59,800	129%
Lentils	1,003,900	1,090,700	1,217,300	1,588,700	2,175,200	137%
Peas, dry	1,475,000	1,329,200	1,587,600	1,469,800	1,697,200	115%
Soybeans	1,679,000	1,860,100	2,235,100	2,185,300	2,190,500	100%
Average Yield (KG/HA)						
Beans, all dry (white and coloured)	2,300	2,400	2,300	2,300	2,300	100%
Chickpeas	2,010	2,350	1,860	1,800	1,790	99%
Lentils	1,530	2,070	1,630	1,490	1,490	100%
Peas, dry	2,300	3,000	2,400	2,200	2,700	123%
Soybeans	3,000	2,900	2,700	2,900	2,700	93%
Production (MT)						
Beans, all dry (white and coloured)	274,400	205,900	273,200	243,300	249,400	103%
Chickpeas	161,400	169,400	123,000	83,500	106,900	128%
Lentils	1,537,900	2,261,700	1,987,000	2,372,900	3,233,800	136%
Peas, dry	3,340,800	3,960,800	3,810,100	3,200,700	4,611,100	144%
Soybeans	5,086,400	5,358,900	6,048,600	6,235,000	5,827,100	93%

Source: StatCan

2 or better. This will reduce the need to short cover non-producing acres for committed shipments. Bids settled at the 30-31 cents per pound (¢/lb) level until more was known. Green lentils were more difficult to assess. Large greens were grading a moderate No. 2 or Extra 3 quality with very few top quality large green lentils. The problem is not so much the damage count but the pale colour. However, quality is better for small green lentils, with a few No. 1's being delivered to cleaning plants. It is clear that new lentil varieties are performing extremely well given the conditions this summer. Timely and repeated spraying helped as well, showing that farmers were spending much more care and money on their high priced crops (canola and special crops) as opposed to wheat.

Top prices for good No. 2 large greens were at 46-47 ¢/lb, while lesser No. 2's fetched 44-45 ¢/lb. Small greens were worth 40 ¢/lb for No. 1's and 38 ¢/lb for No. 2's. These are still very profitable price levels that generate excellent returns per acre that farmers might be interested in.

There are also some risks in the lentil markets that may affect price going forward. The first is the chance of an unusually big red lentil crop in Australia, which could impact Canadian lentil sales to the Middle East and the Indian subcontinent. But the biggest risk is the danger of contract defaults. Especially Indian buyers who bought early, may be tempted to replace at lower values this fall, the integrity of the market will likely be tested.

Growers should weigh these risks relative to their percentage of unsold lentils while prices are still very profitable. We expect lentil ending stocks for the 2016/17 crop year to settle at close to 700,000 tonnes, up from about 105,000 tonnes last crop year. This means the stock-use ratio looks to increase from 4-30 per cent.



Marlene Boersch is an operating partner in Mercantile Consulting Venture. More information can be found at www.mercantileventure.com.

TRANSPORTING A BUMPER CROP

Are we prepared?

Delaney Seiferling



Moving large amounts of pulses for export is causing some concern for industry stakeholders.

Analysts have been forecasting another record crop for Western Canadian growers this year.

But while these estimates are good news for some, they are also a cause for concern for many industry stakeholders who remember all too well the transportation issues that erupted after the 2013 crop hit a record 76 million tonnes, causing an estimated billions of dollars of losses for growers over the next couple years.

"It is going to be a logistics challenge for sure, particularly for pulse crops, which have been moved a lot very early in the grain year for the past couple years," says Greg Northey, Director of Industry Relations for Pulse Canada.

But there is a silver lining, Northey says. With the memories of 2013 still fresh in our minds, we are much better prepared this time around.

"In 2013 it seemed like everyone

was taken by surprise by the size of the crop. This year there is just a larger awareness," he says.

This larger awareness is exemplified by the increased attention being paid to tracking and documenting railway performance and crop movement. In 2015, Pulse Canada, along with the Ag Transport Coalition (ATC), began publishing weekly Performance Measurement Reports, outlining the performance of the railways in terms of rail car demand, railway car supply, timeliness of railway car supply, corridor performance, and railway dwell times at origin and at destination.

Industry stakeholders are also being more proactive in getting their crop projection numbers out early, while railways and other supply chain members are planning and preparing to have better capacity in place to meet these projections.

This type of information keeps everyone accountable, Northey says.

"That is the biggest change. Through the performance measurement program, industry has made it clear what kind of rail capacity they need each week and success is measured by the timely and predictable delivery of rail cars for the week they are ordered."

"We have got everything in place to monitor what happens and ensure that when problems occur in the supply chain, they can be corrected quickly so the crop can continue to move in a timely way."

The Saskatchewan provincial government has also expressed concern about how another record-size crop might impact the transportation of its crops. This summer Saskatchewan Agriculture Minister Lyle Stewart sent a letter to Federal Transport Minister Marc Garneau expressing concern about these issues.



We have got everything in place to monitor what happens and ensure that when problems occur in the supply chain, they can be corrected quickly so the crop can continue to move in a timely way

Earlier this year, Minister Garneau had announced he would hold a series of roundtable meetings to discuss the CTA review panel's report, which was tabled in February.

"The meeting and the discussion was not grain specific but more about the broader Canadian transportation system and the critical infrastructure needs in the future," says Northey.

"On this point, Pulse Canada made it clear that the ageing public hopper car fleet is a critical issue for government to address in the near term."

Although there was some discussion around how to deal with data and generate reliable information on how the system is working, overall the meeting reinforced the fact that the government needs to do a better job of engaging the entire spectrum of the supply chain when developing solutions

for the system – including growers, Northey says.

"This is something that we as an industry need to do better, to make sure that Transport Canada understands the importance of growers in the grain supply chain."

"They do not understand how the grain supply chain is very different than others and that it is ultimately growers who pay the freight for transportation."

However, the federal government is starting to get the message. In early August, Federal Agriculture and Agri-Food Minister Lawrence MacAulay met with several Saskatchewan farm organizations in Regina to discuss transportation issues, and to reinforce the fact that transportation issues are a top priority for the federal government.

Minister MacAulay also said at the meeting that himself and Public Safety

Minister Ralph Goodale, who was also in attendance, had been "very active on the grain transportation and agriculture issues."

Online consultations on the future of transportation in Canada were also open through to mid-September.

Pulse Canada's work on the issue, however, is ongoing.

The next steps will be to further refine the messages that were published in a white paper this spring, which outlined the fact that railway market power is ultimately the cause of much of the poor rail service experienced by the grain sector. The white paper also proposed a suite of integrated policy changes, including maintaining performance measurement systems, expanding the powers of the CTA to increase railway oversight, and improving service level agreements that incorporate financial consequences for the railways when they do not perform.

Pulse Canada representatives are planning to meet with federal and provincial governments about this issue over the next couple months.

"The provincial governments are going to be very important stakeholders for Garneau when he establishes what direction he wants to go for legislative change in the rail sector," Northey says.



Delaney Seiferling is a freelance ag writer. She can be reached at delaney@dseiferling.com

MEASURING CHANGE

Sustainability may be a buzzword for food marketers, but for farmers it is something they live and breathe every day. Can the two terms actually be the same?

Lyndsey Smith



The Canadian Field Print Calculator is an easy to use field level measurement tool that brings farmers and processors together on company-specific projects.

Sustainable can mean different things to different people, but there are actually parameters of what the term means, in the farming sense. Sustainable food production must account for, and balance, three main pillars — social, economic, and environmental demands. The first and the last are where most consumers have expectations and concerns, while farmers are typically most concerned with the second and third.

“We know we need to be (sustainable),” says Lee Moats, who farms at Riceton, Sask. “If we are not, there will not be a farm to run.”

Economic viability, however, is not normally the focus of sustainability from a consumer’s perspective, and this

is where some of the challenges arise when integrating processor-demanded sustainability measures on the farm.

On Moats’ farm, sustainability has been a focus for more than two decades. His farm moved to zero-till, not just because of environmental considerations, but also because of overall farm viability. That is because zero-till did not just mean a change in how they worked the land, but it also introduced a brand new — and very diverse — crop rotation that now includes oilseeds, pulses, and cereal crops.

Canadian Field Print Calculator

Farmers can adapt and adopt new practices for the greater good, all they want, but in order to meet the

We know we need to be (sustainable). If we are not, there will not be a farm to run.

shout for “sustainability” in food production, you have to prove it. It is not enough for a company to say they source responsibly-raised ingredients, consumers want proof their food was raised in a sustainable way — and that means measuring, tracking, and verifying production practices.

Adding sustainability to its ingredient sourcing is a major commitment of several food processing companies, such as McDonald’s, General Mills, and PepsiCo, as corporate

responsibility becomes a part of market differentiation.

To answer this call, Pulse Canada, along with Grain Farmers of Ontario, Canadian Canola Growers Association, Fertilizer Canada, and CropLife Canada have created the Canadian Field Print Calculator Initiative in an effort to connect processors and food companies directly to farmers interested in measuring their sustainability efforts.

As Denis Tremorin, Director of Sustainability for Pulse Canada, explains, the Canadian Field Print Calculator (fieldprint.ca) is an easy to use field-level measurement tool that brings farmers and processors together on company-specific projects. Farmers are asked to measure and benchmark their practices in four key areas: land use efficiency, energy use, climate impact, and soil erosion risk.

From there, farmers can learn from each other on how to improve practices, and processors can use the data collected to verify their ingredient source, Tremorin explains.

Already used for successful pilot projects, Tremorin says there are plans to expand the tool for use by more companies, but also through adding more sustainability metrics, such as water quality and biodiversity indicators.

Embracing Change

Moats, for one, welcomes the opportunity to meet consumers' demands, though he does wish there were more direct ways to link demands to changes in practices. "Our responsibility as farmers is to respond to demands, and we need a direct link to the value that goes along with that."

"Adapting is necessary. We may

have goals or ideas of what we need to do or change, but the 'how' we achieve that has to be dynamic," Moats says. In all of these discussions on sustainability, he says, it is fundamentally important that we maintain access to all the options available to farmers, technology and practice-wise, because who is to say what may be deemed the most sustainable practice down the road.

"If I had continued to farm like my dad did, I would be bankrupt by now," he says. "Change is fundamental to growth."



Lyndsey Smith writes from near Ottawa, Ontario, and eats more hummus than should be humanly possible. Find her on Twitter as [@realloudlyndsey](https://twitter.com/realloudlyndsey)

Cash Flow Solutions For Your Farm

Boost your marketing plan and lower your financing costs with a cash advance.

45

GRAIN & LIVESTOCK COMMODITIES
ONE APPLICATION, ONE LOW FEE

\$100,000
INTEREST FREE

\$400,000
MAXIMUM ADVANCE

Whether you're just getting started or have been farming for years, a cash advance offers solutions for your farm, including:

- **financial flexibility**, so you can market your crop or livestock when the timing and price is best for you,
- a **low blended interest rate**, so you can lower your cost of production, and
- cash flow solutions for the everyday challenges of managing a farm.

Applying is easier than ever too, with all your advance needs in one place at CCGA.

Fall advances for livestock and stored grains are available now.

Find out more at 1-866-745-2256 or ccga.ca.



CANADIAN
CANOLA GROWERS
ASSOCIATION

The cash advance program administered by CCGA is made available to Canadian farmers through Agriculture & Agri-Food Canada's Advance Payments Program.

Follow us
[@ccga_ca](https://twitter.com/ccga_ca)



SASKATCHEWAN PULSE GROWERS ELECTION

A quick refresher on how to make your electronic vote count

SPG Staff



If you prefer to vote with a paper ballot, the election mail out will provide contact information to request that a paper voting package be mailed to your address. Watch for the green envelope and call for a paper ballot immediately to ensure you have sufficient time to receive/return your ballot before the close of election.

The deadline for nominations to fill three spots on Saskatchewan Pulse Growers (SPG) Board of Directors is October 4 at 12 PM CST. This is after the press date of this issue of PulsePoint magazine, but in the event that enough nominations are received that an election is required, you may find these tips for online voting helpful.

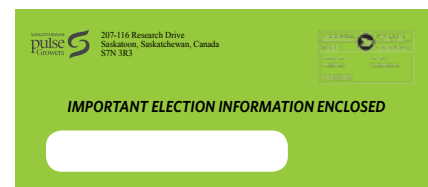
This is the second year that SPG has offered growers the ability to cast their votes online. If you took part in the online format last year, these tips will just be a refresher.

In the event of an election, if you are a registered producer, (sold pulse crops and paid levy in the last two years), you will be receiving a green envelope in the mail. Inside this envelope you will find your six digit ID number to vote online, as well as these online voting instructions:

1. Open any standard internet browser (i.e. Internet Explorer, Google Chrome, Safari, Mozilla Firefox) from your computer or mobile device.
2. Type in www.saskpulsevotes.com in the address bar.
3. Enter your six digit ID number when prompted.
4. Confirm your eligibility to vote by clicking/checking the eligibility box.
5. Take a look at the candidate profiles and place your vote (for up to a maximum of three candidates).
6. Watch for the automatic confirmation your vote has been received.
7. If you are interested in receiving publications via email, click the SPG website link to provide your email address and consent.

NOTE: If you prefer to vote with a paper ballot, the election mail out will provide contact information to request that a paper voting package be mailed to your address. Watch for the green envelope and call for a paper ballot early to ensure you have sufficient time to receive/return your ballot before the close of election on November 30.

Please watch for additional election communications from SPG in the coming weeks and check in regularly on saskpulse.com



In event of an election, watch for a green envelope in early November.



Congratulations!

TO THE 2016 SASKATCHEWAN PULSE GROWERS UNDERGRADUATE SCHOLARSHIP RECIPIENTS



JOHNATHAN COOPER

Tugaske, SK
University of
Saskatchewan
College of Agriculture
and Bioresources



SHELDON DANIEL

Avonlea, SK
University of
Saskatchewan
College of Agriculture
and Bioresources



LOGAN FAHLGREN

Fillmore, SK
University of
Saskatchewan
College of Agriculture
and Bioresources



BROOKE GORIEU

Domremy, SK
University of
Saskatchewan
College of Agriculture
and Bioresources



CHLOE MONTREUIL

Rosetown, SK
University of
Saskatchewan
College of Agriculture
and Bioresources

Recognized for their leadership skills, community involvement,
and desire to add value to Saskatchewan's pulse industry.

ON POINT

SPG Board of Directors Profile



*Morgan Nunweiler,
Director*

Morgan Nunweiler joined the SPG Board of Directors in 2011 and served as chair from 2012-

2015. He farms with his wife Carly near Rosetown where they include lentils, canola, and durum in their regular crop rotation. He has a Bachelor of Science in Agriculture from the University of Saskatchewan and is a Professional Agrologist. He has been active in the agriculture industry since 2002. Morgan has worked with Syngenta and Novozymes, now Monsanto BioAg, as his interest in pulse crops grew and attracted him to the inoculant side of the industry. Today he continues to work with Monsanto BioAg during winter months.

Morgan serves on the Pulse Canada Board of Directors and is on the SPG Research and Development Committee.

Feed Benchmark Reports

Saskatchewan and Alberta Pulse Growers have pulled together information and estimates of the feeding value of dry peas and faba beans in Western Canada, based on the value of competing feed ingredients in swine rations. For the latest feed prices for Saskatchewan, Alberta, and Manitoba visit saskpulse.com.

Upcoming Events

Call for Nominations – Pulse Promoter Award

Saskatchewan Pulse Growers is now accepting nominations for the Pulse Promoter Award, made possible with support from BASF Canada. To submit a nomination form, visit saskpulse.com. All nominations must be received by no later than Friday, November 11, 2016.

Canadian Western Agribition, Grain Expo 2016

November 22 & 23, 2016, Queensbury Salon, Evraz Place

Grain Expo is a two-day speaker conference and trade show aimed at grain producers and their related industry. The conference will feature two pulse speakers covering root rots and *Aphanomyces* in pulses, as well as chickpea agronomics.

For more information on this event and how to register, visit saskpulse.com

SPG Annual General Meeting

January 9, 2017, Prairieland Park

The SPG annual general meeting will be held Monday, January 9, 2017 in Hall A at Prairieland Park (503 Ruth St, Saskatoon, SK) beginning at 5:00 PM. You do not need to be registered for CropSphere to attend the AGM.

CropSphere Registration – Save the Date!

January 10 & 11, 2017, Saskatoon

CropSphere 2017 is being held for the first time at Prairieland Park. This year's event will offer the best content and speakers related to market analysis, agronomics, research, technology, and innovation. Presenters include meteorologist Drew Lerner, market analyst Mike Jubinville, and David Frum, Senior Editor at The Atlantic and CNN Contributor. Do not miss your opportunity to register starting November 1, 2016 at cropsphere.com.

CropSphere is brought to you by Saskatchewan Pulse Growers, Saskatchewan Wheat Development

Commission, Saskatchewan Canola Development Commission (SaskCanola), the Saskatchewan Oat Development Commission (Sask Oats), the Saskatchewan Flax Development Commission (SaskFlax), and the Saskatchewan Barley Development Commission.

Select Seed Grower Meeting

January 12, 2017 Saskatoon

The annual Select Seed Grower Meeting will take place on Thursday, January 12, 2017, in the Saskatchewan A room at the Saskatoon Inn & Conference Centre.

Growers can expect to learn what is new with the Crop Development Centre's pulse varieties, get updates on the 2017 Variety Release Program, and receive the latest information on current topics of interest. This meeting is open to Select Status cereal/pulse growers and Foundation canola/mustard/rapeseed growers.

Visit saskpulse.com for registration details.

Save the Date! SPG 2017 Regional Meetings

January 30 – February 2, 2017

The winter regional meetings will be held January 30-February 2, 2017 in the following locations:

- Monday, January 30 - North Battleford (Dillabough Centre)
- Tuesday, January 31 - Rosetown (Rosetown and District Civic Centre)
- Wednesday, February 1 - Swift Current (Stockade Building, Exhibition Grounds)
- Thursday, February 2 - Regina (Salon B, Queensbury Downs, Evraz Place)

Additional information will be confirmed closer to the meeting dates. Check back to the SPG website for more information in coming weeks.

For recent news on the pulse industry, visit the SPG website at saskpulse.com.



IDEAS, INNOVATION, AND KNOWLEDGE

CropSphere 2017 – January 10 & 11

Located in Hall A at Prairieland Park in Saskatoon

Hosted by: SaskBarley, Saskatchewan Pulse Growers, SaskFlax, SaskCanola, SaskOats, Sask Wheat

FEATURING SPEAKERS:

David Frum

(Senior Editor at The Atlantic & CNN Contributor)

Drew Lerner (Senior Agricultural Meteorologist, Founder, and President of WorldWeather Inc.)

Mike Jubinville

(Lead Analyst and President, Pro Farmer Canada) **AND MORE!**

REGISTRATION:

Early registration:

November 1 to 30, 2016 **\$100**

Regular registration:

November 30, 2016 to January 4, 2017 **\$125**

Registration at the door: \$175

One-day registration: \$100



 @CropSphere

FOR MORE INFORMATION VISIT:
CROPSPHERE.COM

NOMINATE A PULSE PROMOTER

Saskatchewan Pulse Growers is now accepting nominations for the Pulse Promoter Award in conjunction with BASF Canada. Visit the News section of saskpulse.com for details on how to nominate someone today.

Deadline for nominations is November 11, 2016.



2016 INTERNATIONAL
YEAR OF PULSES

saskpulse.com @saskpulse





In 2005 Lyle Minogue was recognized with the Pulse Promoter Award.

PULSE GROWER PROFILE

In recognition of the International Year of Pulses, SPG will be profiling past board members throughout 2016.

Lyle Minogue, Lacadena Saskatchewan

How long were you a board member with Saskatchewan Pulse Growers?

I was on the board for seven years. I started my time taking over a one-year term of another board member who left a year early, and then I did two terms after that.

What attracted you to become a board member?

I had just returned from Africa after working for Agriculture Canada, operating a wheat station there. I was intrigued by the pulse industry because it always looked like one that had good potential. At the time I joined the board I knew most of the people involved and knew they were a dynamic group of individuals and I thought, "why not be involved with this board?"

What was the biggest challenge you faced during your time on the board?

About the time I got on the board, SPG did not have permanent staff members (Garth Patterson was hired as the Executive Director about the same time that I started). Everyone was new, and we realized right away that there was no parent body that could speak for pulses at an international level, for things such as trade issues. I helped coordinate the prairie pulse grower groups, the Ontario Bean Growers, and the Canadian Special Crops Association, and together we worked to form Pulse Canada, a national organization to help represent grower groups on an international level. Pulse Canada has accomplished so much in such a short period of time. Essentially the pulse industry went from very little

awareness to this year's International Year of Pulses, where we are seeing more awareness for pulses than ever before.

In my experience, pulses have always been able to answer any issue facing agriculture. Back in the day farm income was an issue, but adding pulses to crop rotations helped add money to farmer's bank accounts. Sustainability was also an issue, but pulses have proven that they help add significant nitrogen benefits to the soil. Pulses also help reduce greenhouse gas emissions because growers are using less fertilizer on their crops. Today we see that consumer concerns about the food they eat and health outcomes associated with that food is a new emerging area where pulses are contributing as well.

What pulse crops do you grow? When did you start growing pulses?

I grow lentils right now, and started growing them in 1970. At that time there were only 11 other lentil growers on contract with Pioneer Grain. My first crop of lentils I got six cents per pound and I thought I had found a cash cow.

What changes have you seen in the pulse industry since you have left the board?

After I left the board two things happened. The first thing was that SPG increased the pulse levy. That increase in levy collected coincided with an increase in acres and output. From those changes we really have been able to amass the resources needed to invest in things like research and development, market development, trade issues, and development and breeding of new pulse varieties. I could never imagine growing the pulse industry to where we are today.

The second thing that has changed is how pulses are now being used as ingredients. When you can pick up processed foods that you have always eaten and see pulse ingredients in those foods, there is tremendous room for growth potential.

SPG'S ANNUAL GENERAL MEETING

**January 9, 2017, 5:00 PM,
Prairieland Park 503 Ruth St, Saskatoon, SK**

You do not need to be registered for CropSphere to attend the AGM.

CALL FOR RESOLUTIONS

As per the Saskatchewan Pulse Crop Development Plan Regulations, resolutions can be added to the AGM Agenda in two ways:

1. Resolutions are recieved in writing 60 days prior to the date of the AGM (November 10, 2016) and signed by 10 registered pulse producers
2. A two-thirds vote of registered producers present at AGM agree to add a resolution to the agenda

Please send resolutions by November 10, 2016 via email to pulse@saskpulse.com or via fax to 306-668-5557

* A registered pulse producer is a producer who has sold pulse crops and paid levy in the last two years.

saskpulse.com
@saskpulse

SASKATCHEWAN
pulse
Growers 



Trilex[®] EverGol[®]

A strong pulse.

Every season starts with hope. We hope for good soil, good weather and low disease pressure. But now there's a way to get even more than you hoped for. Trilex[®] EverGol[®] seed treatment for pulses provides a better start to the season with exceptional protection from diseases like rhizoctonia and ascochyta. Additionally, it promotes overall plant health, resulting in a higher performing root system, increased biomass, faster emergence and superior yield. Take your pulse crop health to a new level, because it's not just about surviving, it's about thriving.

Learn more at cropscience.bayer.ca/Trilex



cropscience.bayer.ca or 1 888-283-6847 or contact your Bayer representative. @Bayer4CropsCA
Always read and follow label directions. EverGol[®], SeedGrowth[™] and Trilex[®] are trademarks of the Bayer Group.
Bayer CropScience Inc. is a member of CroLife Canada.



Bayer SeedGrowth[™]