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Summer • No. 66, 2012

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# pulse beat

## Manitoba Pulse Growers Association

Summer • No. 66, 2012

<i>Publisher</i>	Manitoba Pulse Growers Association Inc.
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# PRESIDENT'S MESSAGE



**Kyle Friesen**  
President

It seems like only yesterday I became a Manitoba Pulse Growers Association (MPGA) board member. Now here I am as the newly appointed president. The look of the board has changed dramatically over the last two years; there are only four board members remaining who were on the board when I was first elected, we have added a new staff position to the organization, and most recently, we have hired an acting executive director to fill Roxanne's role while she is on maternity leave. Michael Reimer is the well experienced

stand-in we have chosen to fill Roxanne's position for the next year.

Mike has both a Bachelor of Science degree and a Master's of Science degree from the University of Manitoba. His master's thesis focused on assessing the quality of Manitoba-grown soybeans and was completed under the co-supervision of Dr. Linda Malcolmson at Cigi and Dr. Sue Arntfield at the University of Manitoba. Prior to joining MPGA, Michael spent four years at Cigi where he worked closely with the Grain Farmers' of Ontario in the role of Ontario Wheat Technical Specialist. He also worked with the Richardson Centre for Functional Foods and Nutraceuticals as well as the CGC's Pulse Research Laboratory.

Mike is currently pursuing an MBA from the Asper School of Business at the University of Manitoba. He is originally from Shaunavon, Saskatchewan and now lives in Winnipeg with his wife Jocelyn, a high school teacher, and their 18-month-old son Mason. We are looking forward to working with Mike over this next year.

The last number of months has resulted in some dramatic changes in the government's role in agriculture, with the 2012 budget being released showing a reduction of government spending in agriculture of 10% over the next three years. It has already been shown through the closure of the Cereal Research Centre in Winnipeg, that a portion of these spending cuts will be directed towards research. This is a concern for MPGA, as a large portion of the research dollars spent on pulse crops comes from government funding. MPGA remains committed to research on pulse crops and we will continue to lobby all levels of government to ensure they realize how important their funding is to a viable, growing pulse industry in Manitoba and Canada. 2012/2013 is an important year for research as we are working on our AAFC Science Cluster funding application together with our affiliated organizations throughout the rest of the provinces. This Science Cluster is a great opportunity to receive funding

for research that will benefit pulses as a whole across Canada. The Growing Forward I program ends in 2013 and we are preparing for the Growing Forward II program.

After many discussions around the board table, MPGA has committed to a one-year trial membership with the Grain Growers of Canada (GGC). We feel that our objectives for the pulse industry are well aligned with the objectives and direction of the Grain Growers of Canada and we are looking forward to leveraging our membership to help move the pulse industry forward. Once our year is complete, the board will review what we learned with the GGC and determine future membership.

The 2012/2013 crop year looks promising so far, with strong prices and a great start to seeding. Along with this comes great potential for your levy dollars to help bring economic benefits to your farm. If there are any issues you feel MPGA should be working on, on behalf of its members, please feel free to contact our office, or any one of the directors to discuss. We are here to represent MPGA members and need input from you to help guide this organization.

Good luck with the crop this year and we look forward to seeing everyone at our summer tour. 🌱

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# MPGA OFFICE UPDATE



**Michael Reimer**  
*Acting Executive Director*

In 2004 I was beginning a master's thesis on Manitoba-grown soybeans, funded by Manitoba Pulse Growers Association (MPGA). That year there were approximately 100,000 acres of soybeans planted in Manitoba. Looking back, I would have never imagined that in 2012 total acres would swell to 800,000. I also never could have imagined I would be working for MPGA and still working with Manitoba-grown soybeans.

This is an exciting time to be a part of MPGA and I intend to make the

most of my time as executive director. My goal is to continue to build on the momentum Roxanne helped create and ensure that when she returns the organization will not have skipped a beat. There will be some great opportunities to take advantage of this year and I look forward to serving the members of MPGA to the best of my ability.

In my few weeks at MPGA, I have faced a very steep learning curve, but was fortunate to have Roxanne help me transition prior to her taking maternity leave. I have also been very appreciative of the support I have received from Monika and Sandy who are always ready to answer any of my questions and help facilitate a smooth transition into my new role. It has been remarkable to see how much work Roxanne, Monika, and Sandy have done, and continue to do for the MPGA.

My early involvement with the board of directors has been a very positive experience. In my first two weeks, I was involved in both a soybean committee

meeting and board meeting, which provided me the opportunity to get to know all of the board members. MPGA is fortunate to have such a diverse group of board members who have a great mix of both youth and experience. The board takes a lot of pride in representing Manitoba pulse producers and that is definitely reflected in their dedication to MPGA.

This past year, we have seen many changes in the agricultural industry in Canada and with these changes come feelings of both excitement and uncertainty. From a soybean and pulse crop perspective, there is a great deal of optimism for seeding in 2012. Early indications show that Manitoba is poised to become the second largest soybean producer in Canada and optimal seeding conditions are likely to return edible bean acres to pre-2011 levels.

One of the biggest challenges MPGA faces in the upcoming year is dealing

*continued on page 4*



## 2012 Pulse Tour

Plot tours will include bean breeding, pathology and agronomy information.

**Wednesday, August 1, 2012**

*- date subject to change*

**REGISTRATION** opens at 8:45 a.m.

**TOUR** 9:00 a.m. to 12:15 p.m. – *lunch will be provided*

**LOCATION** AAFC Research Station – Morden, MB  
*Morden Research Station is located on Route 100, south off Highway 3 on the east side of Morden.*

Everyone is welcome to attend!

For more information contact  
MPGA Office – **204-745-6488**  
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with the uncertainty producers are facing in a rapidly changing industry. The recent budget cuts to AAFC research programs have left some questions regarding the future of publicly funded breeding and research. In Manitoba, public breeding programs are particularly important to the development of improved bean varieties. Moving forward, MPGA is committed to promoting edible bean production in Manitoba and feels the AAFC bean breeding program in Morden is key to achieving growth in bean production.

In order to strengthen MPGA's voice and ensure our producers' concerns are addressed, we have taken on a trial membership with the Grain Growers of Canada (GGC). This trial membership will give MPGA a seat at the board table and full voting rights for one full year. Later this summer, three MPGA directors will be attending the GGC summer board meeting to learn more about the potential benefits of becoming a member of GGC. I would suggest that

anyone interested in learning more about the GGC and its partners should check out their website at <http://www.ggc-pgc.ca>.

A partnership with GGC is just one of the collaborative opportunities MPGA will be looking to explore in the upcoming months. The release of the Growing Forward II details this fall means efforts are already underway to begin strategic planning with the Pulse Science Cluster. It is likely that research funding will be harder to come by than in past years, so the focus right now is to make sure proposals put forward are well focused and highly relevant. Some of the most important work I will be doing this summer is maintaining and strengthening current relationships with partners, as well as building new relationships that will help secure funding for continued edible bean and soybean research.

The outlook for edible beans and soybeans is looking extremely promising and has been aided by developing trends that favour the

growth of these crops. One such trend is increasing consumer demand for "sustainable consumption." The food industry has taken notice of the sustainable food trend and is now looking to utilize ingredients that are grown using sustainable production practices. Edible beans and soybeans fit very well in the "sustainable consumption" trend because of the role they play in improving the sustainability of agriculture. Pulse Canada has already done some great work in promoting the sustainability of pulse crops and moving forward MPGA intends to be very supportive of further activities around marketing the environmentally friendly aspects of soybean and edible bean production.

As seeding gets underway it looks like it is shaping up to be a great year for producers. It is a welcome change not having to hear about lost acres due to flooding and the spring is shaping up to be ideal for seeding. On behalf of the MPGA we wish you all the best in the 2012 growing season. 🌱



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# 2012 MPGA COMMITTEES

## MPGA COMMITTEES – The first listed is chairperson

**Executive** – K. Friesen, F. Grieg, A. Saramaga, M. Reimer

**Finance** – F. Greig, J. Voth, M. Reimer, S. Robinson

**Variety Trial Results Committee** – M. Robertson, M. Reimer, D. Lange

**Edible Beans** – J. Voth, R. Froese, K. Friesen, J. Sawatzky, D. Lange, F. Labelle, A. Hou, C. Rempel, B. Conner

**Peas, Faba Beans & Lentils** – F. Greig, D. Lange, F. Labelle, B. Conner, C. Rempel

**Soybeans** – A. Turski, A. Saramaga, M. Chorney, R. Froese, R. Vaags, F. Greig, A. Knowles, D. McAndrew, D. Lange, A. Hou

**MASC** – M. Chorney, R. Froese, K. Friesen, F. Greig, A. Saramaga, J. Voth, R. Vaags, D. Lange (adv.)

**Market Development** – R. Vaags, M. Chorney, F. Greig, J. Sawatzky, A. Knowles, A. Turski, J. Voth

## MPGA REPRESENTATIVES

**Canadian Grain Commission Pulse Sub-Committee** – J. Froese (expires May 2014), M. Reimer (alt.)

**Canadian Soybean Council** – M. Reimer

**Grain Growers of Canada** – K. Friesen

**Keystone Agricultural Producers** – M. Chorney, R. Vaags, M. Robertson, M. Reimer

- General Council – M. Robertson
- Pulse/Oilseed Sub-Committee – M. Reimer
- Commodity Group – M. Chorney, R. Vaags

**MCVET/PGDC** – J. Sawatzky, D. Lange (adv.)

**OOPSC** – A. Saramaga, D. Lange

**Pulse Canada** – R. Froese, M. Reimer (adv.)

**Prairie Grain Development** – J. Sawatzky, D. Lange (adv.)

**Western Canadian Pulse Growers Association**

- WGRF – F. Greig (expires 2014)

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## EDIBLE BEAN COMMITTEE

*As the Pulse Canada representative, MPGA's producer director Randy Froese, was invited to attend a mission trip to India.*



**Q** You travelled with Pulse Canada on a mission to India this past February – where did you go?

**A** Our trip took us to Delhi for two days, and then we headed to Mumbai for five days for the Indian Pulse Conclave.

**Q** Who travelled with you?

**A** Gordon Bacon the CEO of Pulse Canada travelled with me out of Winnipeg. We met up with Richard Krikke from the Alberta Pulse Growers in Toronto, on our way to India.

**Q** What did you and Pulse Canada hope to accomplish with this visit?

**A** The mission was to make contacts with food processors and introduce the food processors to the benefits of using pulse flours in their products. This could be pasta, crackers or cookies in order to make them healthier and higher in protein.



L – R: Gordon Bacon, Randy Froese and Richard Krikke

**Q** What types of businesses did you visit?

**A** We met multiple major players in the industry of pasta noodles, cookies, and cracker manufacturers. Many of these companies were involved in many different food aspects, and have diversified into other commodities as well.

**Q** India grows their own pulses, why are they interested in Canadian pulses?

**A** Yes, they do grow their own pulses. Actually, India is the biggest pulse producer in the whole world but... they are by far the biggest consumer of pulses; much more than they can produce. Because a normal Indian diet contains little to no meat, pulses give them a great source of protein.

**Q** What are they looking for in Canadian pulses?

**A** India is a very price conscience market; it doesn't matter so much on quality as it does on quantity. They have many mouths to feed – with a population of 1.2 billion people. They will buy whatever pulse has the best price at that time, and because Canada can produce many types of pulse crops with fairly good yields, it gives many options for India to buy from the Canadian market.

**Q** What types of pulse crops are they looking for?

**A** They are very interested in peas, chickpeas and both red and green lentils. There is also a smaller market for dry beans and mung beans.

**Q** What is their plan/use for pulses and pulse fractions?

**A** The use of whole pulses is strictly for food consumption in cooking, whereas pulse fractions and flours are used in more ready-to-eat foods, which are becoming a lot more popular in India.

**Q** What is the potential for pulses in India?

**A** The population in India continues to grow and due to their religious beliefs, the potential for pulses in India is huge.

With very little meat consumed in their diet, pulses provide the proper nutrients lacking from other foods. The potential to increase pulse crop yields in India is also big but the knowledge for the farmer is so small and very tough to get the money for inputs to the farmers.

**Q** What did you and the other delegates learn?

**A** We learned many things in India. One that really stands out is that there are 800 million people making two dollars or less a day for extremely hands-on hard work. This is truly significant if you think what it costs to feed, and house their families.

**Q** Why is it a benefit for provincial groups to attend these missions?

**A** Attending these trips really provides board members of Pulse Canada and producer groups a chance to see what kind of work the Pulse Canada staff is doing on a daily basis, especially on market access issues. Attending these trips provides us the opportunity to see firsthand how our money is being put to good use and all the doors that are opened through communication with other markets.



**Q** You attended the Global Pulse Conclave – what is that about?

**A** The Global Pulse Conclave in India is where people from all over the world come together to discuss the status of pulse ending stocks in the world market. There are updates on what is being grown in major parts of the world, yield, weather conditions, ending stocks and the potential crop forecast for the next year. There are also sessions on phytosanitary issues, and what India

*continued on page 8*

is going to need for the next year, and years to come.



**Q** What else did you do during your stay?

**A** We also took part in the Gulfoods show in Dubai, UAE, one of the largest food shows in the world. Here we met with food processors from Saudi Arabia, Egypt, and UAE. Food companies and processors, bulk buyers and bulk sellers all attend. The show ran for four days, with many meetings held in between. We managed to find a few evenings to go out and enjoy the unique food and culture in both India and UAE. 🌱

## SOYBEAN COMMITTEE

*A discussion with Albert Turski, chairperson.*

**Q** You have been growing soybeans for a few years now, why have soybeans added to your farm?

**A** We have been growing soybeans for 12 years now, starting with 80 acres the first year and increasing to 1600 acres last year. We found they fit in very well with our operation being that they spread out the workload at seeding and harvest. Soybeans also soften the fertilizer bill.

**Q** Have you always grown RR or have you tried IP? What is the major difference and why did you switch?

**A** Our first acres were non-GMO beans since they were the only varieties available in our growing season at the time. As new Roundup Ready varieties emerged we quickly switched to them because of the ease of weed control and management. So, we went from planting soybeans on our cleanest fields, to now being able to seed them on some of our troublesome weed infested fields; with two cost-effective herbicide treatments.

**Q** What type of rotation do you use with soybeans? Why?

**A** We generally follow wheat, oats, corn, perennial ryegrass and sometimes canola with our soybeans. We have planted soybeans on soybeans in the past because we knew that some of our land with poor drainage in wet years could still produce a decent crop of beans. Soybeans can handle a lot of water compared to canola, so we just tried to cut our losses.

**Q** Have you had to change any equipment since adding soybeans to your rotation?

**A** Since growing beans, we have switched from an air hoe drill to a disc drill. Both were adequate to seed soybeans. This year we are trying 15" row spacing using a planter we purchased to plant our growing acres of corn. A roller is handy to have to knock

down soil clumps and stones to make harvest stress free. We also added air reels to our flex heads to help at harvest.

**Q** What size of row spacing do you use? What kinds or results have you received with that?

**A** We started with 10" spacing when we started growing beans then switched to a disc drill at 7.5" spacing for the last four years. This year we have a planter capable of 15" rows so we will compare the 15" rows side by side with the 7.5" rows. With the 15" spacing and planter we will be able to reduce seed costs a little but we will have to wait until harvest to see if there will be any yield differences.

**Q** Do you need to do anything special when planting soybeans?

- Field preparation?
- Seed treatment?
- Weed control?

**A** We try to work excess straw from previous crops well in the fall to blacken up the soil for spring warmup. Soybeans like warm soil. A pre-seeding or post-seeding pre-emerge Roundup application is typically done depending on the spring conditions. We have been using double inoculant mostly with a seed treatment and granular in-furrow to help with the formation of nodes on the soybean roots.

**Q** Have there been any insect issues in your area?

**A** We have not found any issues with insect infestations in our fields over the years. One year there were more aphids, but not at an economic threshold.

**Q** What varieties work on your farm?

**A** In 2012, we will probably spread our planting out over three different heat unit varieties. Some shorter some longer – gambling on a long open fall.

**Q** What type of research is important to soybean growers?

- What is MPGA currently funding?
- What should MPGA look at funding?

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continued on page 10



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**A** Annually, MPGA contributes over 40% of its revenue into research. Some of the soybean projects include: breeding for pest resistance and soy food quality attributes, Manitoba soil tests for Cadmium, and field scale population, seeding dates and rolling trials. I believe that more research on root diseases caused by pushing rotations, and more studies on SCN (soybean cyst nematode) will be needed in the future. SCN is coming our way soon, it might already be here. 🌱

**PEAS, FABA BEANS AND LENTILS COMMITTEE**

*A discussion with Fred Greig, chairperson.*

**Q** You have been the peas, faba beans and lentils committee chair how many years now? What have you learned while being the chair and what do you enjoy the most?

**A** I have been the peas, faba beans and lentils committee chair since joining the

Manitoba Pulse Growers Association board in February 2006. Prior to joining the board, I never realized the wide scope of demands for research funding from producers through MPGA.

Another thing I was very impressed with, was the amount of work done by Pulse Canada on behalf of all producers.

I really enjoy the research proposal reviews each year and have learned a great deal about the pulse industry through this process.

**Q** Why was it important for you to be the chair?

**A** Given my geographic location (Reston, MB) it was logical for me to be chair. The majority of pea and lentil acres in Manitoba can be found in the southwest area of the province.

**Q** What have been some highlights over the last few years with the committee?

**A** Because of declining acres of peas and lentils over the years, the amount of check-off dollars has also declined. I am proud of MPGA's ability to continually

fund important pea and lentil research over the years and continue to support variety trials through MCVET.

**Q** Manitoba acres of peas and lentils have dropped; do you see that turning around?

**A** I believe the drop in acres is a product of wetter production cycles not economics. These crops tend to thrive under average to drier conditions and when these conditions persist, acreage will bounce back. I am very optimistic.

**Q** What steps does MPGA need to do to work with pea and lentil growers?

**A** Variety testing, breeding, improved disease resistance and trade issues are all areas that would help growers in future.

**Q** MPGA funds a lot of research projects, can you name a few relevant projects for Manitoba producers?

**A** One project MPGA continues to fund is the disease screening of breeder lines by Dr. Bob Conner with AAFC. We have set a priority for research to improve disease resistance for root rots and Mycosphaerella complex in peas. This maybe a long-term goal but when it is reached, it will increase acreage and profits for producers.

**Q** Why is it important for MPGA to fund these projects?

**A** Research is extremely important in order for producers to remain competitive on the global scene. It is imperative to at least match our competitors' research advancements to maintain status quo. Ideally if we could increase funding research over our competitor's, we should improve our financial returns. 🌱

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**NOTE TO MEMBERS**

Resolutions to be presented at the 2013 Annual General Meeting must be received by **November 6, 2012.**

Please forward to Monika at [monika@manitobapulse.ca](mailto:monika@manitobapulse.ca) on or before that date.

## Pulse Canada

**P**ulses make sense when they make money. Creating interest in pulses creates more demand, and growing demand keeps prices firm. The relative profitability of pulses ultimately determines whether farmers keep pulses in their rotations.

So what is being done to keep demand high? Pulse Canada is partnering with key food manufacturers and food retailers to highlight the value of pulses in meeting a wide range of consumer interests. Partnerships, like Pulse Canada’s ongoing work with Loblaw’s, are showing results.

Loblaw is Canada’s largest food retailer and a leading provider of drugstore, general merchandise and financial products and services. It serves 14 million customers each week at 1,027 Loblaw’s, Real Canadian Superstore, Dominion, Maxi, Maxi & Cie, T&T Supermarkets, Zehrs, No Frills, Extra Foods, Provigo, Fortinos, Valu-mart and Your Independent Grocers stores across Canada. 2011 sales are estimated to be just over \$10 billion.

At the Canadian Food Summit 2012,



Galen Weston Jr., Executive Chairman of Loblaw Companies, highlighted pulses as he shared his views on how to maintain and enhance Canada’s global competitiveness. Weston spoke of the

state-led initiatives that other countries have undertaken to become dominant players in global trade. He challenged the audience that included 600 food industry and government leaders to identify what Canada could be doing to become a stronger global competitor.

Citing the nutritional, health and environmental benefits of pulses, Weston explained that Canada has the potential to be the best producer of pulses in the world, and that this initiative can enhance Canada’s competitive position in the global economy. He declared that pulses could be the *food of the future*.

Weston challenged those in attendance to put their thinking caps on: “We have an opportunity... how should we think about this from an agricultural policy production perspective, from a public policy perspective to seize on that...and say over the next 20 years, we’re going to become the biggest, and produce the best pulses, and make that part of our national agriculture platform for global competitiveness.”

Weston’s comments may well have been influenced by a number of Pulse Canada partnerships with Loblaw’s. Since 2010, Loblaw’s has been a member of the Industry Steering Committee that provides input to the Pulse Milling Project currently underway at the Canadian International Grains Institute (Cigi). As a member of the committee, Loblaw’s offers commercial insight into food product development needs.

In 2011, Pulse Canada again partnered with Loblaw’s on an in-store

“Healthy Foods” pilot study, which aims to educate consumers on healthy food choices. In this pilot, dietitians were assigned to work in 20 Loblaw’s grocery stores across Ontario where they provide tours for consumers, and educate them on healthy choice products and also provide resources to shoppers.



Technical materials were provided for dietitians to use during these in-store consultations, including the *Cooking with Pulses* and the *Gluten-Free Diet* booklets, as well as material on rinsing and draining of canned pulse products and health benefits of pulses. This project is part of an ongoing Loblaw’s initiative and if successful will expand to other stores beyond Ontario.

Pulse Canada has also been working with Ralph Martin, the Loblaw Chair of Sustainable Food Production at the University of Guelph since the summer of 2011, to provide supporting information on the sustainability and health attributes of Canadian pulse crops. Much of the information that

*continued on page 12*

## Wild Oats Grain Market Advisory

This weekly newsletter covers crops grown in Manitoba – *canola, wheat, oats, flax, soybeans, peas, canary, edible beans and barley*.

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## Canadian Soybean Industry Asian Promotional Program a Success

Representatives from the Canadian soybean industry recently spent ten days in Asia promoting the quality of Canadian food-grade soybeans and Canada's soybean production capabilities and advantages.

The third CSC Mission to Asia was held from February 20th to 29th in the countries of Japan, Singapore and Malaysia. The program was sponsored by the Canadian Soybean Council (CSC) and coordinated by the Canadian International Grains Institute (Cigi). The five-member delegation that was a part of the program included Nicole Mackellar, Coordinator CSC, Markus Haerle, IP Soybean Producer from Ontario and GFO Board of Directors member, Martin Harry, Eastern Marketing Manager, SeCan, Laura Anderson, National Manager Process Verification & Accreditation, Canadian Grain Commission and Linda Malcolmson, Manager of Special Crops, Oilseeds & Pulses, Cigi. The program was also supported by the Canadian Soybean Exporters Association who had a number of members present during each of the activities on the program.



Delegation at Embassy of Canada in Tokyo

The program began on February 20th with the Canadian delegation hosting a seminar at the Embassy of Canada in Tokyo, Japan. The theme of the seminar was *Looking to the Future* and focused on Canada's Identity Preserved segregation system, Canada's environmental sustainability practices in soybean production, and the benefits of sourcing Canadian food grade non-genetically modified soybeans. With over 160 participants in attendance, this was the largest seminar of this type the embassy had seen.

The program then moved to Nagano, Japan where the delegation got the firsthand opportunity to meet with individual Miso and frozen and fried Tofu manufacturers. Here the delegation

learned the specific characteristics each company was looking for in their soybeans in order to manufacture their products. Tofu production makes up the largest market share in Japanese soyfood production taking up 49%; Miso is second in line making up 13%. "Overall, companies are very happy with the consistency they are receiving from Canadian soybeans," said Nicole Mackellar. "One company is currently purchasing soybeans from China but is now very interested in Canadian soybeans after hearing about the quality characteristics during our visit."

The second country on the program agenda was Singapore. On February 2nd, the delegation hosted an industry seminar in conjunction with the Embassy of Canada and the Singapore Institute of Food Science & Technology. With over 55 participants in attendance there was a very good turnout of representatives from across the soyfood industry. A networking lunch was held after the seminar where there was the opportunity to speak one on one with the participants in attendance.

While in Singapore, the program visited Unicurd Food Company, a

continued from page 11

has been provided was included in Mr. Weston's presentation to the Canadian Food Summit.

Pulse Canada's work with Loblaw's is an example of the importance of innovation. True innovation includes both scientific development (through the Pulse Milling Project and the work with Ralph Martin), as well as the further work to commercialize the science for use in the marketplace (the Healthy Foods pilot project). Pulse Canada will continue its work with Loblaw's and other companies to demonstrate how they can use pulses as a healthy, environmentally friendly ingredient in their food products.

Investing in innovation is one of the four priorities Pulse Canada has laid out to government in the lead up to

Growing Forward II. Both the House and Senate Standing Committees on Agriculture have been encouraged to consider how these areas will build strength, stability and profitability in Canadian agriculture: bilateral trade agreements to address tariff and quota restrictions, regulatory harmonization across jurisdictions, constant improvement in transportation logistics that will make Canada a reliable supplier, and an investment in innovation.

Ensuring Canada's pulse industry remains profitable, and increasing the value of Canadian pulses through increasing demand from domestic and international market, will make Galen Weston Jr.'s prediction about the *food of the future* a reality. 🌱



Super Bean International (PTE) Ltd. (Mr. Bean) onsite processing equipment

tofu manufacturer who specializes in dessert tofu. The company is the largest tofu producer in Singapore and uses 6 MT of soybeans a day, when their production lines are running. Currently 60% of their soybeans are coming from Canada. The delegation also had the opportunity to visit Singapore's leading

continued on page 13

soybean food and beverage retailer, Mr. Bean. The company has over 65 stores across the country and does all of the processing onsite at each store.

The third and final stop of the program was Kuala Lumpur, Malaysia. The Canadian delegation hosted an industry seminar here on February 27th in conjunction with the Embassy of Canada. There were over 35 participants in attendance including representatives from the Malaysian media. The industry seminar was represented in an article included in the February 28th edition of the Malaysian Reserve.



Markus Haerle at Ace Canning Corporation

The industry tours in Malaysia consisted of Thye Huat Chan, a high-end trading storage facility that moves over 1,000 containers per month of products. They currently have 4,000 tonnes of soybeans that are stored in a temperature controlled warehouse. The next stop was to one of Malaysia's largest soymilk processors, Ace Canning Corporation, which uses over 3,000 MT of soybeans a year to produce their products. The company is currently sourcing all of their soybeans from Canada.

Japan, Singapore and Malaysia are major key markets for Canadian food grade soybeans exporting on average a combined total of over 520,000 MT of soybeans a year. "This program allowed us to build on existing relationships and market shares we have in each of these countries while continuing to push for increases in volumes where possible," says Linda Malcolmson. By providing information through the different formats of hosting seminars and networking receptions as well as one on one industry visits, the Canadian



Pallets of Canadian soybeans at Thye Huat Chan

delegation was able to gather market intelligence on the trends that are currently happening in each of the countries that were visited. "This is valuable information that we can share with the entire soybean value circle in Canada," said Malcolmson. Having the opportunity to meet with industry representatives as a united front with the Canadian soybean exporters reinforced Canada's commitment to providing high value, traceable, safe and quality assured Canadian soybeans to the Japanese, Singaporean and Malaysian marketplaces. 🌱

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## Thumbs up from KAP

**Val Ominski**

*Keystone Agricultural Producers*

**T**he Management Training Credit component of the Bridging Generations Initiative – a good program to help young farmers reduce debt – just got a whole lot better, according to Keystone Agricultural Producers president Doug Chorney.

Under the program, a young farmer can earn credits by taking management courses that help improve farm business management skills. After earning 25 credits per year, he or she is able to receive a credit of one per cent against a Bridging Generations Initiative loan with Manitoba Agricultural Services Corporation – to a maximum of \$2,500 per year.

Credits can be earned for five years, to a maximum of \$12,500.

The farmer works with a management training credit advisor at Manitoba Agriculture Food and Rural Initiative (MAFRI) to develop a learning plan, and specifies the courses he or she plans to take. In the past, courses – up to 260 – were taken via home study, through traditional institutions like the University of Manitoba, Red River College and Assiniboine Community College. In addition, MAFRI also offers courses in various GO Office locations.

As of this spring, however, farmers can use their involvement in farm organizations to earn credits.

“KAP has been lobbying for this since October 2011, when we adopted a policy stating that young farmers should

receive the credits when they actively participate as directors of KAP and/or other approved farm organizations,” Chorney said.

“This is certainly good news for young farmers,” he noted.

Under the new element of the program, a farmer would still be required to have his or her proposed involvement in an organization put into a learning plan. There is no specified list of organizations, however, from which to choose; just as before, the learning plan is a very individual thing.

“The program is for improving farm business management skills, so a person has to describe how involvement in a particular organization will benefit those skills,” said Stephanie Cruickshanks, farm and rural labour specialist with Manitoba Agriculture, Food and Rural Initiatives.

It may be developing marketing knowledge or obtaining human resources knowledge,” she said.


“There are quite a number of ways this new option can be worked into a learning plan.”

A farmer can contact his or her management training credit advisor to revise an existing plan at any time, so the new option is open to anyone, Cruickshanks noted. As before, all plans must be approved.

Also as before, a farmer taking advantage of the program must also develop an annual farm business plan and complete an income and expense statement.

“Through this new addition to the program, we want to encourage and recognize the personal development and contributions a farmer makes to the industry when he or she gets involved in an agricultural organization,” said Cruickshanks.

The Management Training Credit is available to young farmers between the ages of 18 and 39.

Program information is available online: <http://www.gov.mb.ca/agriculture/financial/youngfarmers/masc.html>. 

## 2011 INVESTMENT TAX CREDIT

*Scientific Research and Experimental Development (SR&ED)*

**PRODUCERS WHO CONTRIBUTE PULSE CHECK-OFF OR LEVY** dollars to the Manitoba Pulse Growers Association are able to claim a portion of that levy as an investment tax credit through the Scientific Research and Experimental Development program (SR & ED). Please Note – A farm producer may not claim investment tax credits (ITC's) on any portion of check-offs or levies that are refunded by the Manitoba Pulse Growers Association.

Canada Customs and Revenue Agency has very specific criteria in order to qualify as an approved research facility. As a result, some of the dollars MPGA allocates to research do not qualify for the Investment Tax Credit. For the 2011 tax year, 22.28% of the dollars MPGA spent on research qualify for the SR&ED Investment Tax Credit. This means that for every levy dollar that was deducted from the sale of pulse crops in Manitoba, 22.28% of that amount is eligible for the Investment Tax Credit.

Individuals can calculate their total check-off contribution by referring to their sales receipts. As an individual, farmers can claim this tax credit at the rate of 20% while corporations are able to claim at the rate of 35% by filing a T2038 (IND) for farm proprietorships or a T2SCH31 for farm corporations.

The investment tax credit earned may be used to offset federal tax owing in the current year; or if you do not owe federal tax in the current year a portion may be refunded to you as an individual or all may be refunded if you are a corporation (CCPC). Other options include carrying the credit forward up to 10 years to offset federal tax or carried back up to three years. All check-off investment tax credit applied against taxes payable, or refunded, must be reported by the producer as income in the subsequent year.

For more information on the process of claiming the tax credit, please consult your accountant or visit the Canada Revenue Agency website at <http://www.cra-arc.gc.ca/taxcredit/sred/publications/checkoff-e.html>.





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<b>June 5</b> 10:30 a.m. (SK time)	Emerging Technologies with Potential to Influence Feed Efficiency	Dr. Denise Beaulieu Prairie Swine Centre, Saskatoon, SK
<b>June 19</b> 10:30 a.m. (SK time)	Dietary Energy Concentration and Feed Efficiency Targets: What are the Right Questions and Do We Have the Answers	Dr. John Patience Iowa State University

### A SNAPSHOT OF ARCHIVED WEBINARS INCLUDE

#### HUMAN RESOURCE AND SUCCESSION PLANNING

Lawyers Perspective on Succession Planning  
– *Mona Brown, Brown & Associates Law Office, Carman, MB*

Succession Planning: Public Resources & Programs Available  
– *Jennifer Stevenson, ON; Gary Smart, MB; Mike Pylypchuk, SK: Ontario, Manitoba and Saskatchewan Government Perspectives*

Leadership Development – Learn How to be a Leader Who Can Hire and Keep Great People!  
– *Michelle Painchaud, President and CEO of Painchaud Performance Group*

10 Key Questions for Farm Expansion – *Michael Boehlje, Department of Agricultural Economics and the Center for Food and Agricultural Business at Purdue University*

#### CROP PRODUCTION

Weather Outlook 2012: La Niña to El Niño  
– *Drew Lerner, World Weather Inc. Kansas City, Kansas*

Transition May Prove Fruitful for Some Controlled Traffic Farming – Update – *Steve Larocque, Owner of Beyond Agronomy*

#### COMMODITY MARKET ANALYSIS

How to Export Your Grain in 2012 & Beyond – *Laura Falhman, Saskatchewan Trade & Export Program*

Pulse Market Outlook – *Chuck Penner, Founder of LeftField Commodity Research*

#### TECHNOLOGY

Computer Workshops – Dropbox • Outlook 2012 • Word 2010 • Excel 2010 – *Kathy Rondeau, Zephyr Training, Edmonton, AB*

Using Precision Ag Technologies to Enhance Farm Production in Alabama – *John Fulton, Biosystems Engineering Department at Auburn University, Auburn, Alabama*

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# MPGA—Working for You!



## Research

- M. Robertson presented at the University of Manitoba's Advanced Plant Science Seminar Committee on who MPGA is and what we do. We also discussed how MPGA and University of Manitoba researchers can work together and what research projects MPGA and its members are interested in.
- M. Reimer met with the U of M plant science department to discuss a potential project that would help ensure there is continued research on soybean and pulse crops. Given the recent changes to the way most new research is funded, the MPGA wants to be proactive in order to ensure that soybean and pulse research is not overlooked.
- MPGA's Soybean Committee met with members from the Manitoba Potato industry regarding our position on the deregulation of Soybean Cyst Nematode (SCN). The committee still has not changed our position on this subject, but it was a great opportunity to hear about their struggles with potato cyst nematode.
- All MPGA committees have reviewed the varieties and process for our 2012 Variety Trials. Some of our soybean trials will be done in the fringe areas of Manitoba. Our edible bean variety trials will be completed in Morden, Winkler, Carman and Portage.

## Market Development


- M. Robertson and M. Reimer attended Pulse Canada Mission ImPULSEible 2012 – Manitoba competition. Evelyn Cruz-Gochez, Walid Bahanshal, Andrea Cumbers and Li Fan Song and their Veggie Samosa Patty made with chickpea and white kidney bean flours won first place and will be representing Manitoba at the annual Canadian Special Crops Association (CSCA) convention in Montreal, June 25–28.
- M. Robertson attended foodManitoba group meetings discussing upcoming events including the Royal Manitoba Winter Fair and Red River Ex in the Touch the Farm Exhibit and Fit 4 Life area. The group has also contracted a production company to create promotional commercials to drive more people to the foodManitoba website.
- Planning has begun for the pulse episode to appear on the *Great Tastes of Manitoba* TV cooking show. The fall 2012/spring 2013 theme will be *A French Twist on Pulses*. We will be creating three classic French dishes using pulses. Changes have been made to the show including an updated logo plus an addition 'surprise' you will find out when you watch the first episode.
- Took part in Agriculture in the City held at The Forks Market in Winnipeg in March. The event put on by Agriculture and Agri-Food Canada (AAFC) provided us and other commodity groups the opportunity to promote what we do to a non-agricultural based audience.
- Showcased pulses in the nutrition supplement of the *Winnipeg Free Press* in March. Our page featured the nutritional benefits of pulses and a delicious Black Bean, Tomato and Spinach Pizza.

- M. Robertson attended Pulse Canada's *Opportunity & Positioning Pulses Workshop*. The group had three objectives: One, to align as a group on what we know about the Pulse Opportunity. Two, leverage the collective strength of the Pulse network. And three, align our "hypotheses" on how to capture the opportunity.

## Advocacy

- M. Robertson and R. Lewko attended KAP meetings including: Grains and Oilseed Committee, Commodity Group and General Council, during the month of March and April. A number of resolutions were passed at General Council including: 2011 Flooding Compensation status, Multicrop Block Incentive Rate support, and the creating of Manitoba Wheat and Barley Producer Organization steering committee.
- R. Lewko and Producer Director R. Froese attended both Pulse Canada's strategic planning sessions. The first was in Winnipeg and the second in Regina. All associations met to determine the plan for Pulse Canada over the next four to five years.
- M. Reimer attended a *Lobbying Training Session* presented by Richard Phillips (executive director of the Grain Growers of Canada) and hosted by KAP.
- MPGA board has approved a one-year trial membership to the Grain Growers of Canada. We feel that our objectives for the pulse industry are well aligned with the objectives and direction of the Grain Growers of Canada.
- R. Lewko and additional board members attended a meeting with Manitoba Agricultural Services (MASC). Overall the meeting went well, and the MASC board is very willing to work with our association.

## Communication

- MPGA staff and directors re-established 2012 working committees. No new directors were elected to the board, but a new executive committee was elected. K. Friesen is now president of MPGA and A. Saramaga has moved to the past president position.
- M. Robertson attended the Coloured Bean Growers (OCBG) AGM on March 6th and met with Tino Breuer from the White Bean Marketing Board (OWBMB). At the OCBG AGM they discussed and worked through the plan to amalgamate the OCBG and OWBMB.
- R. Lewko attended MRAC's AGM in Portage on March 22nd. MRAC is reviewing their strategic plan and MPGA is looking to see if there are opportunities to work together with them.
- Prepared a letter to Minister Kostyshyn regarding the vacant pulse specialist position in Manitoba.
- M. Reimer and R. Lewko met with Lee Anne Murphy from Manitoba Agri-Health Research Network to discuss MFOP projects and the Canadian Climate Advantage Diet.
- M. Reimer participated in a Canadian Field Crop Research Alliance conference call to discuss the impact of the AAFC research budget cuts. There has been some confusion around what research positions were affected by the recent federal budget cuts and this call provided some clarification into the matter. 

For updated information check the website ([www.manitobapulse.ca](http://www.manitobapulse.ca)) or call the office at (204) 745-6488.

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## Tracey Drabyk-Zirk

Rural Leadership Specialist  
Manitoba Agriculture, Food and  
Rural Initiatives, Beausejour

One of the most critical realities in the “life” of a farm business is the preparation for the transfer of the farm to the next generation – a process that is often overwhelming to think about, let alone act upon.

Researchers will tell you that the process of planning for your retirement and the eventual takeover of your farm by your child or children should really begin 10 to 20 years before you retire. This, ideally, will allow a plan to be in place so that by the time you are approaching retirement you can begin to carry it out.

### Where do I start?

Donna Hasting spoke at the 2012 Brokenhead River Ag Conference in Beausejour, Manitoba. She had many practical suggestions:

1. If you do not know where to start, write down what you DO NOT want to happen.
2. Ask yourself, *if I were to die tomorrow what are my absolute musts?* (Certainly this will help to get you focused on a few key things!)
3. **Write your absolutes down.**
4. **Set deadlines.** For example: If nothing else, I am going to write down my top three wishes by the 30th of this month.
5. **Simplify** – make the easy decisions first.

The work is not over at this point, but nothing worth doing is usually quick and easy, right!

These steps will open up an entire series of questions and plans to be worked on. The critical plans that you best address include:

- retirement plan
- management plan
- ownership plan

- contingency plan
- a timetable
- plan to communicate decision with the family

Who can tell me the answers – accountants, lawyers, family living specialists, financial planners, insurance brokers, etc.? Bring these professionals in collectively...the efficiency in doing so will pay you financially and in time. Of course, you have to have some steps noted so they can assist and streamline their pertinent aspects of your plan.

Work on the plan even if it is not ideal – draft 1, draft 2, draft 3 will lead to draft FINAL!

There will be more dialogue on succession planning. If you have not taken that first step, the points listed above can be addressed while seeding, spraying, baling, harvesting, etc. Maybe your deadline will be November 1st or when the snow flies – whichever is sooner!

Best wishes for a successful production season. 🍷

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### BASED ON A SUCCESSFUL CANADIAN FOODGRAINS BANK MODEL IN MANITOBA

**W**hen drought struck Ethiopia last year, Medina was in trouble. The widow and mother of two owns a quarter of an acre of land, which she uses to support herself and children. But when the rains failed, she had no crop to harvest.

Seeing her predicament, another villager offered her food in exchange for her land. It was a tempting offer; the food would solve her immediate problems. But if she let go of her land – her only asset – how would she provide for her family in the future?

Fortunately, she didn't have to make that tough choice. Right about that time she was offered food by a Canadian Foodgrains Bank-supported project.



Photo courtesy Barb Summers, Presbyterian World Service and Development

Canadian Foodgrains Bank food distribution in Kenya.

Not only did it ensure Medina and her family had enough to eat in the short term – it helped her keep her land so she can provide for herself in the future.

Further south, in Mozambique, another woman faced a different challenge.

Maria, also a widow, and the mother of three grown children, has always struggled to grow enough food on her small plot of land. But things changed in 2007 when a Foodgrains Bank-supported food security project began operating in the area.

At first, Maria was skeptical about the project, which aimed to teach people a new way of farming – a way nobody in the area had ever tried before. Called conservation agriculture, it's a no-till way of farming that preserves moisture and protects the soil. Through it, people can grow more food for themselves and for sale.

Maria wasn't sure about this new way of farming, but she agreed to participate. And it paid off. Even with

*continued on page 20*



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very little rain, her small farm produced a bumper crop.

Says Maria about her life after adopting the new way of farming: “I do not have hunger. This project helped me to change my life.”

Medina and Maria are just two of the over two million people helped every year by the Foodgrains Bank, a partnership of 15 churches and church agencies working together to end global hunger.

Together with support from the Canadian International Development Agency (CIDA), which annually provides \$25 million in matching funds, the Foodgrains Bank has approved 116 projects worth almost \$44 million since April, last year. The projects benefitted about two million people, who received food and other assistance.

All of this is made possible by the support from people across Canada, who regularly donate to the Foodgrains Bank. This includes thousands of farmers, who work together on community growing projects or



Photo courtesy of the CFGB

I do not have hunger. This project helped me to change my life.  
– Maria Djohane

individually donate grain or other crops to the Foodgrains Bank.

In the 2011–12 budget year, which runs from April 1 to March 31, Canadian farmers donated 19,396 tonnes of grain worth \$5.7 million.

Unlike almost 30 years ago, when the Foodgrains Bank was created, the grain donated by farmers is no longer shipped to countries in need; instead, the grain is sold and the proceeds are used by the Foodgrains Bank to buy food in the developing world.

According to Harold Penner, who coordinates Foodgrains Bank growing projects in Manitoba, doing it this way

is a better way to help people who are hungry around the world.

“By sending money, instead of food, we save money on shipping costs, the food gets there much quicker – two to three weeks compared to two to three months – and we make sure that people get food they are accustomed to eating,” he says.

But that’s not the only benefit, he says.

“One of the best things about sending money instead of food is that we support local farmers,” he adds.

*continued on page 21*

# Legumex Walker



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“By buying food locally, we help them provide for their families so they won’t need assistance. Shipping in food from Canada when local food is available can depress prices causing local farmers to lose money.”

In Manitoba, Penner works with about 30 growing projects. Most of these find people coming together to grow a crop on donated or rented land. But one, called Abundant Harvest, is doing things a little differently.



Photo courtesy of Rachel Klassen

Harvesting at the Abundant Harvest project last fall.

“Abundant Harvest was started in the early 1990s, and for many years ran as a traditional growing project in the Randolph area,” says Penner noting that farmers took turns donating 80 acres of land to the project. “The highlight of the year was the day of harvest when 10 or more combines were driven to the field to harvest the crop.”

For various reasons, the project ended after about 15 years. “Some of the farmers continued donating grain to CFGB, but something was missing,” Penner says. “They missed the community aspect.”

Last year the project started up again with a new twist; some of the former members met in spring and committed to providing five acres worth of produce from one of their fields to the project.



Photo courtesy of Rachel Klassen

Abundant Harvest Program: Donated grain being loaded during the harvest.

More joined in over the summer; by harvest time over \$60,000 had been collected for the Foodgrains Bank, including additional donations from non-farmers who wanted to be part of the effort.

“This model makes it possible to have a successful project even if a special field isn’t available,” says Penner. “It also takes some pressure off at harvest time when farmers are very busy in their own fields.”

Now the Foodgrains Bank, in cooperation with Grain Growers of Canada, want to take that model national through the Virtual Growing Project.

According to Richard Phillips, Executive Director of Grain Growers of Canada, the Virtual Project is designed for farmers anywhere in Canada who want to be part of Canadian Foodgrains Bank.

“Through the Virtual Growing Project, any farmer in Canada can join with others to help raise money for the Foodgrains Bank,” he says. “It doesn’t matter where they live.”

Participants in the new Virtual Growing Project will find that donating grain to the Foodgrains Bank is easy, says John Longhurst, who directs fundraising for the organization.

“All they have to do is go to the Grain Growers website and sign up, letting us know how many acres they want to pledge,” he says.

At harvest time, when farmers take their crop to the local elevator, “they just need to indicate how much of it is being donated to the Foodgrains Bank,” he adds. “The elevator staff do the rest.”

Tax receipts are issued by the Foodgrains Bank for the value of the grain donated on the day of delivery, he notes.

At the end of the harvest, the number of acres and the amount raised by the project will be totalled by Grain Growers of Canada, with the results shared with all participants. Throughout the year Penner will stay in touch with participants, providing a link between farmers across Canada.

To date, 50 acres has been pledged to the Virtual Growing Project.

“The challenge to making this project successful will be to create a community spirit around the Grain Growers of Canada Virtual Growing Project,” says Penner. “I trust that by keeping participants informed through email and the Grain Growers and CFGB websites, everyone will feel connected and energized to be a part of this important work.”

For more information about the Virtual Growing Project, or to sign up, go to the Grain Growers of Canada website at [www.ggc-pgc.ca](http://www.ggc-pgc.ca) or contact Harold Penner at [harold@rockyrise.ca](mailto:harold@rockyrise.ca).

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# CASH ADVANCE PROGRAM



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The 2012 Cash Advance Program for Special Crops is now available. It entitles each producer to \$100,000.00 interest free and an additional \$300,000.00 with an interest charge of Prime – ¼%. No producer is allowed to go over the \$400,000.00 total at any time – this includes money received from any other administrator such as the CCGA.

The federal government has approved the following pre-production advance rates for this year:

White Beans	\$ 0.19 /pound
Great Northern Beans	\$ 0.19 /pound
Kidney Beans	\$ 0.22 /pound
Cranberry Beans	\$ 0.23 /pound
Pinto Beans	\$ 0.18 /pound
Other Coloured Beans	\$ 0.20 /pound
Peas	\$ 3.65 /bushel
Soybeans	\$ 5.50 /bushel
Faba Beans	\$ 0.07 /pound
Desi Chickpeas	\$ 0.13 /pound
Kabuli Chickpeas	\$ 0.16 /pound
Lentils	\$ 0.10 /pound
Confectionery Sunflowers	\$ 0.17 /pound
Oilseed Sunflowers	\$ 0.14 /pound
Corn	\$ 3.10 /bushel
Alfalfa Seed	\$ 0.75 /pound
Annual Rye Grass Seed	\$ 0.15 /pound
Perennial Rye Grass Seed	\$ 0.25 /pound
Kentucky Blue Grass Seed	\$ 0.25 /pound
Hay for Domestic Sales	\$ 50.00 /tonne
Honey	\$ 0.80 /pound

- Applicants must be members in good standing with the Manitoba Pulse Growers Association, Inc. or the corresponding Associations for the crop on which you are taking the advance.
- The Applicant must have a contract for crop insurance on the crop for which an advance is requested and agree that an Assignment to MCGA will be granted on all crops that an Advance is granted on.
- Applicants may not have outstanding balances under any other APP program, other than what is indicated on the application form and may not be in default under any other Cash Advance program past or present.
- Each producer, partnership or corporate farm may receive up to \$100,000.00 interest-free, and up to \$400,000.00 in total. These totals must include any loans received as a partner or shareholder in any other entity, and these totals must include all Cash Advance Programs (i.e. CWB, Canola, Livestock, etc.). Loans over

**\$100,000.00 will have an interest rate of Prime – ¼% applied to them.**

- In fall if you are intending to use some of your crop for seeding yourself, **EXCLUDE** that amount from your application.
- If you sell your crop under a Price Pooling contract you may not get an advance on that portion of your crop.
- The Pulse Cash Advance program is administered by the Manitoba Corn Growers Association – 38–4th Ave., N.E., Carman, Manitoba.
- Administration fees are **\$250.00 for all advances.**
- The federal government guarantees only a portion of each loan, so to protect your Association a **2% deposit will be deducted.** Any extra charges (o/s interest, etc.) that may occur will be deducted from that deposit before the balance is refunded.
- Credit checks may be made prior to issuing advances and Bin checks may be done on your stored grain. If your grain is in storage, you will need to provide storage tickets. If your crop is in **price pooling** it is **ineligible.**
- A Priority Agreement signed by your financial institution is required. If more than one financial institution is used, a separate Priority Agreement must be signed by each one. If any suppliers hold a lien on the crop, each supplier must sign a separate Priority Agreement.

### Repayments – Please Read Carefully

- Repayments must be made **directly** to the MCGA and **must be made as the crop is sold and on first crop sold;** or on any crop that has been adjusted through Crop Insurance and for which you have received a payment; or on any of the crop which has been disposed of in any other way. The repayments must be made within 30 days of the crop being sold. Repayments, with cheques made out to: **Manitoba Corn Growers Association, Inc.,** must be sent to the address above, along with copies of the sales receipts.
- The Cash Advance must be paid off by the crop year-end: **September 16, 2013.** The advance can't be rolled into the next year's program.
- **IMPORTANT:** If the crop is not sold at year-end or if the advance is paid off without accompanying sales receipts, interest of Prime – ¼% must be paid on the outstanding balance, or on the amount not accompanied by receipts, *right back to the day that you were issued your Advance.* The government then treats it as an operating loan and not an advance loan on your crop.
- Application forms or more information can be obtained on our website or by contacting the MCGA office.

**DEADLINE TO APPLY FOR A PRE-PRODUCTION ADVANCE IS OCTOBER 31, 2012**



**Shaun Haney**  
*RealAgriculture\**

If you are like most successful farmers these days, you are constantly on the move and always looking for ways to save time and money – and that’s why mobile technology can rock your world.

Smartphones can play an integral part in improving your communication and business productivity, and increasing the accuracy of farm business decisions. All of which, of course, leads to higher profitability on the farm. As mobile technology has evolved and high-speed data networks become available in more rural areas, farmers now have access to the advantages of mobile technology like never before. In areas with 3G speed service, a smartphone with the right website bookmarks and loaded with the right applications (app’s) will get you to the information you need as fast as, or faster than someone at a desktop.

So whether you are 20 or 60 years old, and whether you are totally new to the smartphone, or have been using one for years, there is always more to learn about how these devices can be used to make your farming operations more efficient and profitable.

## WHICH SMARTPHONE IS RIGHT FOR YOU?

So you have made the choice to buy a smartphone, or are looking for an upgrade. But which brand to buy? In Western Canada there are essentially three different smartphone device platforms to choose from: BlackBerry, iPhone, and Android. Although one is not necessarily better than the other, they all have different features, models, and operating systems, which can make choosing one a challenge, especially with the constant upgrades in phones, operating systems, and app’s. The techno-talk jargon from mobile veterans probably doesn’t help either.

But think of it this way: Smartphones are like pickup trucks or tractors. Everyone has their favourite make and model, but at the end of the day, they all get the job done. Your personal preferences will be the key to making

your final decision. Here are some notes to help you compare the three:

**iPhones** are renowned for their easy-to-use and very intuitive Apple interface. Many first-time smartphone users are keen to try the iPhones because of their familiarity with iTouches and the original iPod.

### Pros

- Apple also has the greatest stable of apps and the seamless link to the iTunes store creates a great, integrated experience.
- The sleek design of the phone provides the feeling of “hipness” for the user.
- They are very intuitive to use.

### Cons

- iPhones require you to give up the user customization you get with the Android devices.
- Apple fully controls the interface, meaning that all apps, music, pictures and podcasts must come through the proprietary Apple software (iTunes, app store, etc.).

**BlackBerry** was the one-time leader in mobile technology but has had some challenges recently.

### Pros

- BlackBerry still has a strong reputation for solid email management and data security and many users rave about the BlackBerry Messenger Service (BBM), which provides great security and makes it really easy to communicate with individuals or groups of people that also have BlackBerry phones.

### Cons

- BlackBerry continues to struggle in the area of full media integration. If you have ever used an iPhone you will quickly notice the BlackBerry’s inability to fully integrate your music, movie and podcast purchases across devices. This leaves the BlackBerry lacking, especially for non-business users.
- App developers are looking to the other platforms first before building apps for the BlackBerry products.

*continued on page 24*

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**Android** smartphones are much more popular in the United States (U.S.) than in Canada but are a massive favourite for many open-platform lovers. Google recently purchased Motorola to increase the capabilities of the Android platform.


*Pros*

- Many android users love the complex customizable features that allow the user to modify and create their own user interface.

- The new Android phones are incredibly fast and users constantly comment on how great the camera is.

*Cons*

- One of the confusing things about the Android platform is the different models and manufacturers. Motorola, HTC, and Samsung all produce devices that work on the Android operating system.

Farmers love technology and learning how to maximize their investment in new tools. This is happening with mobile phones at a steady pace. It is rare to find a farmer who has purchased a smartphone and let it go, as they quickly realize that these devices save them valuable time. Smartphones provide the tools to help farmers achieve their operational and farm business goals, free them from the office, and increase their profitability. 

*\*This article was published in the March 2012 edition of SPG's Pulse Point.*

### APPS THAT EVERY GROWER NEEDS ON THE FARM

- **Drivesafe.ly** – Allows you to listen to text messages while you are driving or operating machinery, allowing farmers to stay focused on what they are doing with or without auto-steer.
- **Scoutdoc** – An iPad app that allows for the collection of field scouting information. Scoutdoc allows farmers to upload images, take notes, add action items and email reports to the hired man or agronomist.
- **Pioneer From the Field** – Provides the opportunity for users to follow the comments of Pioneer Hi-Bred agronomists or technicians from any area in Canada. It really provides you with

a heads-up on what is happening in the field in your area and allows you to directly contact the contributors.

- **Evernote** – This app allows you to take cloud-based notes, either verbally or by text or image. The ability to add tags and save files in different notebooks allows for easy access to your notes from virtually any mobile device or desktop computer.

The above apps are just examples of some of the ways you can use mobile technology to be more effective on the farm. Over time, you will find more...and more...and more.



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**M**urray Chorney has been a Manitoba Pulse Growers Association producer director for a few years now, and brings us well-rounded years of experience. Growing up on a mixed farm of grain, cattle and potato in the East Selkirk area, Murray knew early on he would work in agriculture.

After obtaining his Diploma in Agriculture from the University of Manitoba, Chorney found work with various chemical companies in research, sales or marketing, including a four-year stint with the Manitoba Vegetable Producers Marketing Board. Throughout this nearly 20-year career in business, Chorney continued to farm part-time with his father.

Then in 2000, Chorney, along with his wife Patti and two sons Brad and Cam, decided to start farming full-time. “I would consider us your typical little classic family farm,” says Chorney. “Our two sons, Brad and Cam, are becoming more involved with the farm along with my wife Patti. Even our daughter,



**Murray and Patti Chorney and Family**

Princess Lana (as her brothers like to call her) gets her hands dirty once in a while.” Chorney is really starting to enjoy handling the managerial tasks of the farm and saving the grunt work for when the muscle (Brad and Cam) show up from their day jobs or university.

The Chorneys currently farm approximately 2,000 acres consisting of cereals, canola and soybeans. Some of the equipment is cost-shared with

relatives who farm close by. “We both quickly realized neither one of us could justify the larger modern machinery on our own,” says Chorney, “But, if we shared it, the machinery became much more affordable.”

Chorney’s typical crop rotation has been canola, winter wheat and soybeans – usually divided up a third for each crop. “I try not to react to the commodity prices too much, but stick with a rotation that is agronomically sound,” notes Chorney.

Soybeans have also really helped Chorney’s bottom line. “Agronomically, they are great for crop rotation, and a nitrogen fixator,” says Chorney. “Not having a big fertilizer bill on a third of your land while still generating good revenue is a very positive attribute.”

Chorney believes that farming is all about risk, and soybeans are great at spreading those risks around, as well as the workload. Manitoba has been experiencing more moisture than

*continued on page 26*

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needed over the last few years. “Canola can return nothing in a wet year,” notes Chorney. “Whereas soybeans really thrive and can give you a return after being completely submerged under water for a few days.”

“We also really like how our harvests have changed with the addition of soybeans. We used to have a major urgency to get everything off at once, now the crops mature in a more spread out manner – way easier on the nerves,” adds Chorney. This is the thirteenth year growing soybeans for the Chorneys.

Chorney was very apprehensive about joining the MPGA board. “To be frank, I was talked into it by past directors,” remembers Chorney. “I felt my life was as full as I wanted it to be at the time, and I was not looking for any more commitments. Looking back though, this role is one of the most fulfilling roles I have had in my agricultural career. I would highly recommend it to anyone who even has a remote interest in the Manitoba pulse industry.” Chorney is currently halfway through his second three-year term.

Initially, Chorney thought that becoming a producer director would

help give his farm an advantage, in both the production and marketing of soybeans through rubbing shoulders with other people in the pulse industry and learning from them. He very quickly realized he could do that, plus so much more. “As a director, you can really make a difference in influencing the pulse industry in Manitoba on so many levels,” notes Chorney.

“Locally, like in the varietal and production research MGPA funds and internationally like in the recent trade mission we attended in Mumbai, India.”

Becoming a producer director, has given Chorney the insight to where producers’ hard-earned levy dollars are going. Research has and continues to take the lion’s share of the levy pie, which is exactly where he thinks it should be going. “We are starting to see a significant scaleback in government funding in all aspects of agriculture and eventually I think it will be up to individual commodity groups, like MPGA, to carry on with the financing of important research projects that are critical in keeping the industry vibrant,” indicates Chorney. He feels that research in improving production

practices will always be important but as soybeans are becoming a more familiar crop to Manitoba, producers may want a greater importance placed on market development. “I would love to see another crushing facility in Manitoba or something that would be more value-added instead of all the soybeans getting shipped to the States in raw form,” adds Chorney. “Soybeans also have the potential to give canola a run for its money in the specialty oils area.”

Chorney sees a bright future for pulses in Manitoba and believes they will continue to be an opportunity as long as the prices stay on the profitable side. And, with the world’s population increasing to nine billion people, Chorney believes farmers are finally in an era of agriculture where if they produce a crop, they will make a profit. “It wasn’t that long ago where it seemed like we (farmers) were losing money even when we did grow a bumper crop,” adds Chorney. “But, now with great technology, new traits and growth in demand, things are looking up.”

# THANK YOU THANK YOU THANK YOU THANK YOU

## 2012 MANITOBA SPECIAL CROPS PRODUCTION DAY

*Thank you for your continued support, cooperation and participation in the 2012 Manitoba Special Crops Production Day. The day was a success with over 200 growers, agronomists and industry representatives in attendance.*

*The directors of Manitoba Pulse Growers Association thank everyone in the soybean, and special crops industry for the tremendous show of support during the second annual Manitoba Special Crops Production Day.*

*Without the support provided by the following partners, this event would not be possible. MPGA also acknowledges the cooperation and contributions of Manitoba Corn Growers Association and the National Sunflower Association of Canada in assisting at this event.*

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# 2012 APPROVED FUNDING TO RESEARCH

RESEARCHER	PROJECT TITLE	FUNDING
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AAFC – Conner, Hou, Balasubramanian	Evaluation of Dry Bean Lines in the Long Season (MB) WR and NR Coop Registration Trials for White Mould Resistance	\$5,000.00
AAFC – Hou, Conner, Balasubramanian	Characterization and Selection of Dry Bean Germplasm for Adaptation to Manitoba	\$12,650.00
AAFC – Conner, Hou	Identification of New Sources of Root Rot Resistance in Manitoba Grown Dry Bean Cultivars	\$8,000.00
AAFC – McLaren, Conner	Identification of the Pathogens Associated with Root Rot of Dry Bean in Manitoba	\$18,000.00
AAFC – Boye	Development of Novel High Fibre and Easily Digestible Frozen Bean Products	\$1,754.00
AAFC – Conner	Evaluation of the Anthracnose Reactions in Dry Beans in the Coop Trials	\$5,000.00
AAFC – Hou	Evaluation and Development of Dry Bean Cultivars for Production in Manitoba (Slow-Darkening Pinto and Peuruano Yellow Bean)	\$25,000.00
U of Guelph – Gillard/Hall/Brolley	Refinement of Dry Bean Harvest-Aid Herbicides to Protect Seed Quality	\$8,000.00
FDC – Appah, Hou	Development of Snack Foods Using Manitoba Grown Dry Beans	\$5,593.00
FDC – Meseyton	Development of Two Frozen, Microwavable Pulse and Vegetable Side Dishes	\$3,250.00
FDC – Yu	Development of Molecular Markets Linked to Disease Resistance of Dry Bean to CBB and Anthracnose	\$10,000.00
AAFC – Hou	Genetic Improvement of Protein Quality in Dry Bean with Adaptation to Manitoba	\$12,000.00
U of Guelph – Gillard	Thermotherapy for the Control of Seed-Borne Diseases in Dry Bean	\$7,500.00
Mount Saint Vincent University – Luhovvy	Edible Bean Field-Scale Fungicide Trial	\$14,000.00
Agri-Skills – VanKoughnet	Edible Bean Field-Scale Harvest Methods and Rolling Trial	\$17,500.00
*AAFC – Agricultural Innovation Program	Determining the Component/s in Beans Responsible for Cholesterol-Lowering	\$18,113.00
*AAFC – Agricultural Innovation Program	Characterizing the Specific Components in the Soluble and Insoluble Fibre Fraction of Each Pulse Type	\$2,372.00
AAFC – Bing, Chang, McLaren	Development of Genetically Improved Yellow and Green Field Pea Varieties and Germplasm Lines for Canadian Pea Growers	\$10,000.00
AAFC – Conner	Identification of Tissue-Specific Resistance to Ascochyta Blight in Newly Developed Cultivars of Field Peas	\$3,793.60
AAFC – McLaren, Conner	Identification of the Pathogens Associated with Root Rot of Field Pea in Manitoba	\$5,793.50
U Of M – Tenuta	Determination of the Host Status of Field Pea and Associated Rotation Crops and Weeds to the Stem and Bulb Nematode in the Canadian Prairies	\$5,000.00
FDC – Meseyton	Development of Two Frozen, Microwavable Pulse and Vegetable Side Dishes	\$3,250.00
Mount Saint Vincent University – Luhovvy	The Effect of Edible Beans and Peas on Satiation, Satiety and Food Intake in Children	\$5,000.00
FDC – Meseyton	The Performance of Pea Fibre Compared to Cellulose Fibre in a White Bread Application	\$19,000.00
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U of M – Oresnik	Studying Rhizobium Levels in the Soil	\$23,500.00
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U of Guelph – Earl	Reducing the Impact of Soil Water Deficits on Soybean Yields in Ontario	\$7,547.00
OMAFRA – Tenuta	Evaluation of Nematicides for Soybean Cyst Nematode (SCN) Management	\$2,300.00
U of M – Arntfield	Adding Soybean Press Cake to Tortillas and Pizza Crust to Create Innovative Products and Modify Insulin Response	\$16,000.00
U of M – Lawley	Soybean Crop Rotations Benefits for Manitoba Farmers	\$17,825.00
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GFO – Moran	Virulence of Phytophthora Sojoe and Sb Resistance to Phytophthora Root Rot	\$5,750.00
GFO – Moran	Evaluation of Starter Fertilizer Advancement for Corn And Soybeans	\$2,415.00
*AAFC – Agricultural Innovation Program	Expanding Soybean Resesarch in the Traditional and Non-Traditional Growing Regions of Manitoba	\$31,658.00
	2012 MPGA Soybean Trials	\$8,000.00
MCVET	Manitoba Crop Variety Evaluation Trials (MCVET)	\$7,000.00
CIGI – Malcolmson	Enhancing World Market for Canadian Pulses Through Secondary Processing and Value-Added Research	\$10,000.00
	<b>TOTAL</b>	<b>\$590,741.10</b>

\*Funding pending application approval from Agriculture and Agri-Food Canada's Agricultural Innovation Program

**Christine Moresoli and  
Leonardo Simon**

*Chemical Engineering Department  
University of Waterloo*

**T**he main goal of this project is to pursue our work on the development of soy-based polypropylene composite materials with improved mechanical properties. Our hypothesis is that an investigation of the thermal and chemical properties of soy materials will lead to better understanding of their interaction with the polypropylene matrix resulting in better mechanical properties.

In 2011, we focused our attention to three types of soy materials; soy flour, soy protein isolate, soy hulls and two types of treatment (chemical treatment and thermal treatment). Due to the sensitive nature and potential intellectual property of this work, details of the treatments will not be revealed.

The experimental analysis of the thermal stability was completed for soy flour, soy protein isolate and soy hulls. The soy flour and soy hulls had similar dynamic thermal stability but lower than the soy protein isolate. The dynamic thermal stability of soy flour was decreased by the chemical treatment but increased with the thermal treatment. The dynamic thermal stability of soy protein isolate was decreased by both thermal and chemical treatment. The dynamic thermal stability of soy hulls increased for both treatments. Soy flour had the

lowest isothermal stability, followed by soy hull and soy protein isolate with the highest isothermal stability. The isothermal stability of all soy materials was not affected by any of the two treatments.

The chemical characterization by FTIR of the surface of the materials was much more complex and time consuming than expected since soy materials contain proteins, carbohydrates and lignin. We have now developed a methodology for the classification and interpretation of the spectra that we will use to complete the analysis of the FTIR data, work to be completed in 2012.


The methodology, developed in 2010, was extended in 2011 to generate information on the hydrophobicity and hydrophilicity components of soy materials and their treatments. Significant differences were obtained for the hydrophilicity characteristics according to soy materials. These differences are being analyzed for their potential to explain differences in compatibility with polypropylene materials and to develop treatment methods for improving composite mechanical properties.

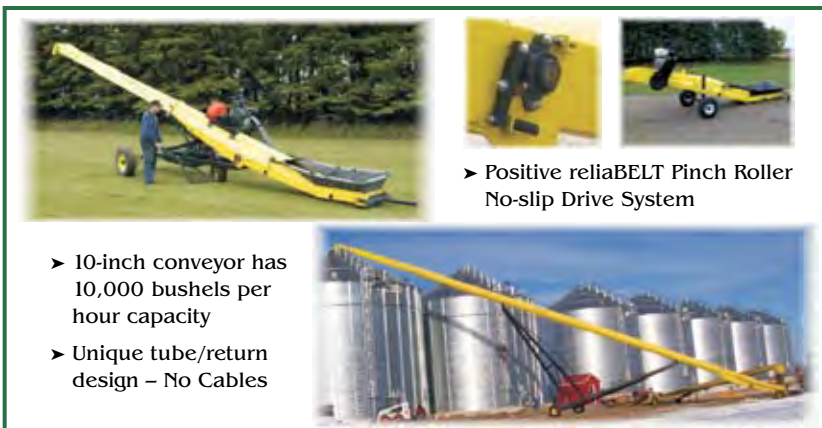
In general, results are satisfactory. We have experienced delays in the development of suitable methodologies for soy materials which are complex in nature containing carbohydrates, proteins, minor elements of lignin, oil and minerals.

In 2011, we made slower progress for the chemical characterization of

the surface by FTIR. This was because FTIR analysis was found to be much more complex and time consuming than expected. Soy materials contain proteins, carbohydrates and lignin. We have now developed a methodology for the classification and interpretation of the spectra.

In 2011, the contact angle methodology developed in 2010, was extended to generate information on the hydrophobicity and hydrophilicity components of soy materials and their treatments. Significant differences were obtained for the hydrophilicity characteristics according to soy materials. These differences are being analyzed for their potential to explain differences in compatibility with polypropylene materials and to develop treatment methods for improving composite mechanical properties.

The objectives to be completed in 2012 consist of the assessment of the commercialization potential of the work and its publication in scientific peer reviewed journals. Data analysis will be completed for the chemical characterization of the surface by FTIR for soy materials and treatments. Experimental work will also be finalized and include (1) chemical composition analysis of the soy materials after treatment; (2) composite preparation and mechanical properties testing; (3) microscopy characterization (field emission scanning electron microscopy) of soy materials (soy flour, soy protein isolate, soy hulls) and soy composite materials. 



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**Dr. Vijitha Senanayake, Meili Hao,  
Julie Rempel, Heather Martin,  
Hai Yan Li, Dr. Susan Arntfield  
and Dr. Curtis Rempel**

*Richardson Centre for Functional  
Foods & Nutraceuticals, Department of  
Food Science, University of Manitoba*

**S**oy has been used as a human food for more than 2000 years, especially in the Pacific Basin. According to many sources, soy was introduced into the United States in the early 1900s as a forage crop. Since then it has become a major protein staple in North America for animal feed as well as a source of vegetable oil for human consumption and is now grown for seed and processing instead of grazing. However, not long after the introduction of soy into North America, two scientists (Osborne and Mendel, 1917) made the significant observation that soybeans had to be treated with heat in order for the protein to support the growth of laboratory rats. Subsequent

studies found that compounds present in soybean interfered with the absorption of the soy protein and slowed the rate of growth of rats and quail. Further investigation led to the isolation and characterization of what are now referred to as the Kunitz trypsin inhibitor and the Bowman-Birk Inhibitor, which inhibits both trypsin and chymotrypsin. Trypsin and chymotrypsin are compounds called enzymes that are secreted by the pancreas into the stomach and are crucial for digesting or breaking down foods into nutrients that can be absorbed into the bloodstream. The Bowman-Birk Inhibitor (BBI) binds to the trypsin and chymotrypsin in the stomach and inhibits their digestive activity. The process is much more complicated than I have described but the concept is correct. It is understandable that animal nutritionists would be concerned about the presence of BBI in soy meal, as it would slow the rate of growth of an animal that was using the soy meal as a

protein and energy source. Thankfully, for the feed industry, simply toasting the soy meal deactivates the BBI and then there is no growth inhibition.

In many parts of the world soy has been used as a base for healthy food products such as tofu and there are many studies attesting to the health benefits of soy and soy-based food products, most notably to a group of compounds present in soy called isoflavones. Many studies in Asia and other areas demonstrated the health benefits in soy-based foods that contained BBI. Epidemiological evidence indicates that diets containing high amounts of soybean products are associated with low cancer incidence and mortality rates, particularly for breast, colon, and prostate cancers.

Fast forward to this century, several studies now point to the BBI as the compound that is protecting against these cancers and so presence of BBI in soy and soy-based foods for human

*continued on page 30*

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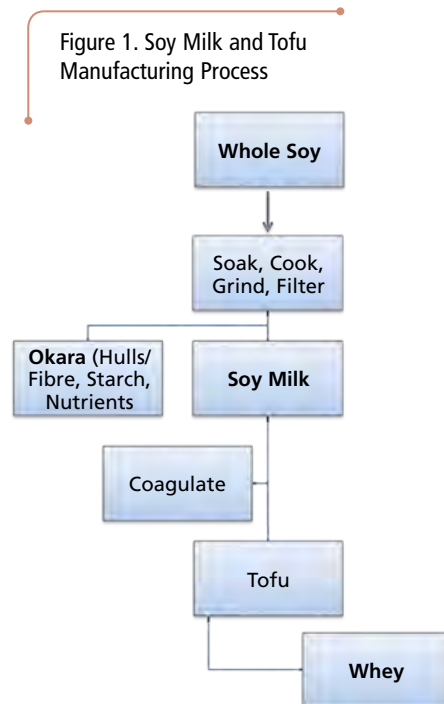
diets is now potentially a positive attribute instead of being seen as detrimental.

The initial objective of this research was to screen short season soybean breeding lines and varieties (both GM and conventional) for presence and quantity of a Bowman-Birk Inhibitor (BBI) in order to allow breeders to select germplasm with the highest levels of BBI for new variety development (and exclude material that has little to know BBI present in the seed). The range of BBI present in soybean varieties or breeding lines grown in Manitoba from Dr. Elroy Cober's soy germplasm development program was determined. Dr. Cober is a scientist employed by Agriculture and Agri-food Canada. The research funding was to determine BBI in whole seeds but we also wanted to see if the BBI was present in bean sprouts as well as in food products related to tofu.

The manufacture of tofu, also called bean curd, is done by coagulating soy milk and then pressing the resulting

curds into soft white blocks. There are many different varieties and ways to make tofu so the first step was to use a standardized tofu manufacturing process that duplicates, on a laboratory bench, a typical process used by manufacturing companies in Asia. This method was developed by Dr. Judith Fregeau-Reid at Agriculture and Agri-food Canada. The second method for tofu production utilized a "made-for-home-consumer" appliance (soyabella soy milk maker and tofu kit). Tofu has a low calorie count, high concentration of protein and iron, and depending upon the coagulants used in the manufacturing process, a high calcium and magnesium content. Tofu manufacture is outlined in Figure 1.

The first step is to make soy milk. This begins with soaking the soy bean in water at various lengths of time, cooking/heating in some processes, grinding and then filtering. This results in two fractions – the Okara (seed hulls/fibre, fat, nutrients) and



continued on page 31

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Figure 2. Bowman-Birk inhibitor levels present in mature seed of soybean varieties grown in Manitoba.

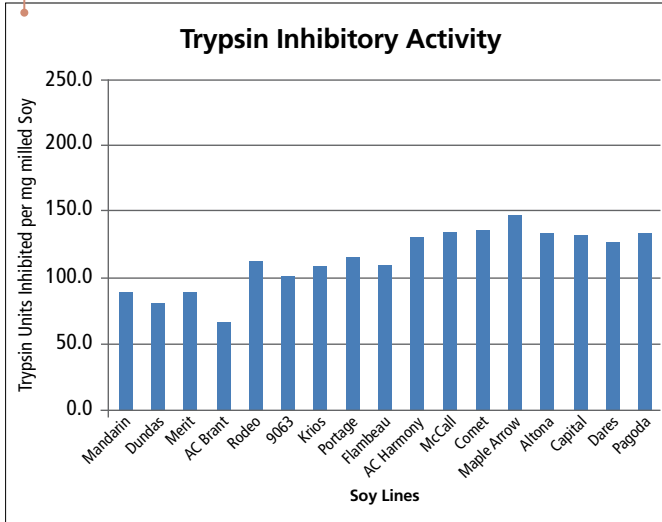
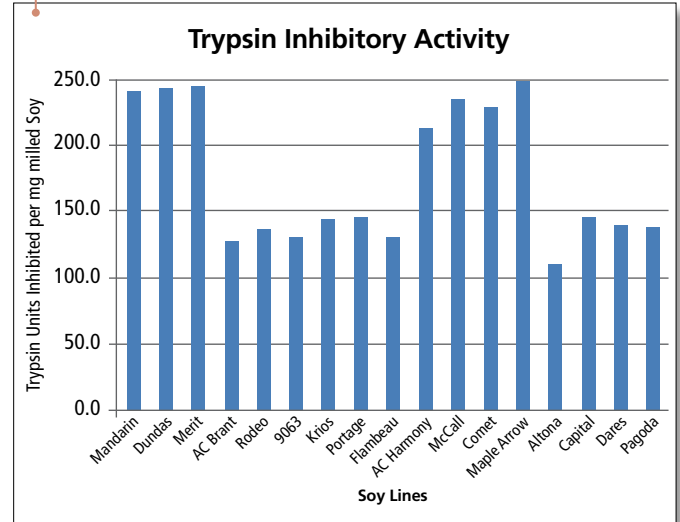


Figure 3. Bowman-Birk inhibitor levels in 4-day-old soybean sprouts.



soy milk. The soy milk is coagulated using different processes and reagents and pressed into tofu. The slurry that remains is the whey fraction.


Figure 2 shows the Bowman-Birk (Trypsin) Inhibitor Levels present in the mature seeds of some of the soybean varieties provided by Dr. Elroy Cober from research plots in Manitoba. The BBI levels (expressed as Trypsin Units Inhibited/gm of soy) ranged from 60–148 with the majority of the varieties having greater than 100 TUI/mg of seed.

Figure 3 shows the BBI levels present in 4-day-old soybean sprouts. BBI levels increased dramatically in Mandarin, Dundas and Merit and also increased in AC Harmony, McCall, Comet and Maple Arrow. BBI levels decreased in 4-day-old sprouted seed for the remaining varieties. The data for the 8-day-old sprouted material is not presented as it was not significantly different from the 4-day-old sprouts.

As mentioned earlier, the Okara fraction is the material that remains after the soybeans are soaked, ground and filtered to produce soy milk required for tofu. The BBI levels in the Okara fraction were lower than those of mature seeds for the majority of the varieties evaluated. This is expected as the majority of protein would be present in the soy milk or soy whey fractions.

This research shows that there are differences in BBI present in mature seed of different varieties of soy as well as in sprouted soybean. While the differences are significant, we are unsure as to BBI dose required in order to affect tumour size or reduce incidence of cancer. Understanding dosage amount and frequency will be important in order to select for optimum concentrations of BBI future varieties.

As our knowledge of the role of BBI for prevention or cure of cancer and other maladies grows, we may find that BBI present in infant formulas or children’s cereals is not acceptable due to their trypsin/chymotrypsin binding activities but that as we pass through other life stages (puberty, menopause as examples) the role of BBI in health becomes more important and that it is desirable to have high levels of BBI in food products. We now know that there is soybean germplasm available that can provide BBI and that it is not necessarily destroyed in all food processing activity. If BBI is undesirable in infant formulas, it can be denatured using heat. If it is desired in food products, likely gentle heating similar to the tofu process will not lead to degradation, but more study is required to verify this. In order to conduct this research, the Manitoba Pulse Growers Association

has funded us for a project titled *Evaluation of Soybeans for Biomedical and Functional Food Utilization* and we want to thank the Manitoba Pulse Growers Association for providing this funding. 

## MARK YOUR CALENDAR

**Crop Diagnostic School**  
**July 10–13, and July 16–20.** To register call 204 745-5663.  
 See page 13 for more details.

**Pulse Tour**  
**Wednesday, August 1st** at AAFC Morden Research Station  
 See page 3 for more details.

**Manitoba Open Farm Day**  
**Sunday, September 16th**

**Canadian Pulse Research Workshop**  
**Tuesday, November 6 to Friday, November 12**  
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## Effect of Row Spacing in Soybean Fields

**Harry Yudistira and Ivan J. Oresnik**  
 Department of Microbiology  
 University of Manitoba

Soybean is an agronomically important crop that was introduced into Manitoba in the early 1990s. In 1996, fewer than 800 acres of land were seeded with soybean, whereas in 2009, about 425,000 acres were seeded for with an estimated value of almost \$120 million annually.

Soybean is a legume that forms a symbiotic relationship with the bacterium *Bradyrhizobium japonicum*. This symbiosis manifests itself as nodules formed on the roots of the soybean plants. A well nodulated plant can derive all the nitrogen necessary for growth from the bacteria.

A problem often encountered is having sufficient numbers of the correct Rhizobia species present as the seed is germinating so that effective nodules can develop in timely manner. This is usually circumvented by the application of inocula of Rhizobia either directly to the seed, or to the field at the time of planting.

Currently, the method for determining the amount of *B. japonicum* in the soil is dependant on culture methods that involve a “most probable number” (MPN) assay. The MPN test consists of taking samples of field soils and using them to inoculate surface sterilized soybean seed. The inoculum is also diluted up to million fold. After 3–4 weeks the plants are scored for

the presence of nodules. Based on the number of plants that have developed nodules, a most probable number of *Rhizobium* can be determined.

With funding from Manitoba Pulse Growers Association we have been developing and optimizing a quantitative PCR test. Basically, the test involves extracting the entire DNA from a small sample of soil and using specific primers that are designed to detect *B. japonicum*. If any *B. japonicum* DNA is present, it will be amplified, and the rate at which it is amplified can be used to determine the number of *B. japonicum* that are present in a sample. The entire assay, from extraction to enumeration, can be carried out within a day.

### DEVELOPMENT OF A QUANTITATIVE PCR TEST FOR *B. JAPONICUM*

The development of the test involved the design of the specific primers as well as optimizing our ability to extract DNA from field soils. To date, our data clearly shows that the PCR based assay can differentiate between Rhizobium species and that they could work in controlled conditions. What we wanted to determine is how well this assay will work on real field soils. To determine if the assay could work on real samples, field soils were spiked with known amounts of *Bradyrhizobium japonicum*. The assay was able to detect  $75 \pm 25\%$  ( $n=3$ ) of the added bacteria and that we could detect down to 50–100 *B. japonicum*/assay. When the PCR assay results were compared to the MPN assay,

the results compared favourably;  $>10^6$  nodulating bacteria/gm soil (MPN) vs.  $10^7$  *B. japonicum* equivalents/gm (PCR).

### SOYBEAN FIELDS PLANTED WITH 30-INCH ROW SPACING SUPPORT POPULATIONS WITH A HIGHER PROPORTION OF *B. JAPONICUM*

Row spacing can affect overall soybean yields. It is obvious that more plants in a given area can affect the amount and the quality of the bean that is harvested. Whereas final yields and quality can be readily assessed, the effect row spacing has on the population of *B. japonicum* is unknown.

To address this, samples were taken from soybean fields that had either 15- or 30-inch row spacing. When the soil samples were extracted, we could typically isolate about 1–2 µgm of DNA (enough for about  $10^9$  bacterial cells). Our analysis determined that regardless whether the samples were from, fields with 15- or 30-inch row spacing, we could typically detect around  $10^7$  *B. japonicum* per gram of soil. When the data was analyzed with respect to what proportion of the population was made up of *B. japonicum*, it was found that *B. japonicum* accounted for 8% of the bacterial population taken from a field with 15-inch row spacing, whereas a field with 30-inch row spacing the proportion was only 4% (Figure 1). Since it is possible that this was due to the amount of inoculum that was originally used, a control experiment using defined

*continued on page 33*

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## VEGGIE SAMOSA PATTY GETS THE WINNING VOTE FROM MISSION IMPULSEIBLE JUDGES

**W**inning food product Veggie Samosa Patty, a vegetable patty made with chickpea and white kidney bean flours, impressed judges and audience members alike at the recent 2012 Mission ImpULSEible student food product development competition, held on April 4, 2012 at the University of Manitoba's Campus.

"The Veggie Samosa Patty provides vegetarian consumers with, in our mind, a better tasting burger," said Michael Reimer, acting executive director of Manitoba Pulse Growers Association. "The veggie burgers in the marketplace now do not have the flavour or texture

that this samosa patty has. We thought it was a great new product."

The winning team, which included Walid Bahanshal, Andrea Cumbers, Evelyn Cruz Gochez and Lifan Song, impressed the judges with their Veggie Samosa Patty, a meatless patty with the flavouring of a spicy Indian samosa. The judges praised all the teams on their consideration of health qualities, innovative ingredients, unique packaging and marketing opportunities, and provided them with valuable suggestions for further development of their product. The winning team will represent Manitoba this summer at the National Competition during the Canada Special Crops Association Convention in Quebec (June 25–28, 2012).

This was by no means an easy competition. Judges were faced with the challenge of choosing one winner from three exceptional food products and team presentations. All products were innovative, healthy and delicious.

Second prize went to Jiahui Geng, Victoria Ho and May Fong Yee with

their breaded chicken wings made with chickpea flour. These chicken wings were light and crispy with a unique texture and flavour.

Third prize went to Eric Huang, Jui Mei Lin with Dou Mantou; a Chinese steamed twisted roll made with a wheat-pulse flour blend including pea, chickpea, lentil, pinto bean flours. Dou Mantou is a Chinese staple, but these students added a blend of pulse flours to increase the nutritional content.

All teams were from the University of Manitoba and enrolled in the Food and Nutritional Science Program taking this semester's Food Development class.

The Mission ImpULSEible student food product development competition is offered by Manitoba Pulse Growers and Pulse Canada to showcase the versatility of whole pulses and pulse ingredients, including dried peas, chickpeas, beans, faba beans, and lentils.

*The competition and food product development is possible with the support of the University of Manitoba, Pulse Canada, and Growing Forward, a Federal-Provincial-Territorial Initiative.*

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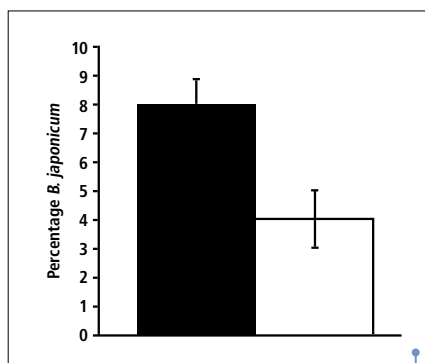


Figure 1. Proportion of *B. japonicum* found in field soil. Samples of soil were taken from fields that had 30-inch row spacing (black bar) or 15-inch row spacing (white bar). Error bars represent standard deviation. (n=18).

conditions was carried out to determine if plant density affects the proportion of *B. japonicum* population. The results of these experiments were consistent with our field observations; the number of soybean plants positively affects the *B. japonicum* population.



## Brian Clancey

Senior Market Analyst and Publisher

Every year our industry seems to face a new challenge created by government. Country after country has its own phytosanitary rules, maximum residues limits (MRL) for herbicides and pesticides, individual tolerances for the presence of weed seeds or material from genetically modified (GM) crops, and their own approaches supporting local farmers.

Layered on this are political decisions affecting everything from a country's long term financial health to the ability of buyers to obtain foreign currency to pay for imports and the ability of exporters to receive cash from a country. We are watching these issues play out in the Euro-zone, Syria, Iran, North Korea, and elsewhere.

Broad policy changes in some countries could have a profound, long term impact on how many pulses are grown and the price at which production can be sustained.

Canada's decision to give the farmers the choice of selling wheat, durum and malting barley through the Canadian Wheat Board (CWB) or directly to exporters changes the competitive environment in that country.

Competition for land use is likely to increase as wheat, durum, and malting barley become cash crops. Pulse markets have tended to see canola as a competitor for land use, while seeing grains as just another crop in the rotation. That will change because farmers can now take advantage of the same kinds of new crop pricing and delivery opportunities as they do with canola.

The fact that pulse markets now need to pay closer attention to the income potential of a wider range of crops than in the past reflects a simple truth. As much as possible, farmers grow more of the crops that have the best income potential. To the extent acreage for a crop needs to stay the same or increase, grower bids need to be at levels which offer returns, which are competitive with crops that are performing better.

As a result, when grain and oilseed markets are strong, bids for pulses may need to rise to keep farmers interested in growing them.

The opposite is true from a consumer's perspective. While farmers want to maximize revenue, consumers want to minimize costs. To the extent they are willing to substitute one pulse for another or one type of food for another type, they will change what they eat in order to buy the most food for the least cost. If wheat and durum prices decline, some consumers may eat more pasta and fewer pulses. Similarly, if feed grain or protein meal values drop, meat might become cheaper and sometimes bought in preference to pulses.

Competition for land use as well as for the attention of consumers means that field crop prices tend to move and follow one another. This means that anything which affects the price of corn or soybeans, ultimately affects the price of lentils, peas and chickpeas.

This was made clear in 2006 when markets began to understand the impact that U.S. biofuel policies were having on demand for corn for ethanol and vegetable oil for biodiesel. The resulting competition for land use forced prices for pulses higher in order to prevent production from collapsing. Now, it is clear that U.S. biofuel policy is going to change.


At the start of the year, the United States stopped paying ethanol refiners a 45-cent-a-gallon subsidy and eliminated the 54-cent-per-gallon tariff on imported ethanol. What has not changed are the usage mandates for ethanol and bio-diesel.

Those are issues in this election year in the United States, with many politicians seeing them as concrete support for corn and soybean farmers. Supporting biofuel mandates may be seen as a way to ease the transition to a new style of farm support program in the United States. A monstrous deficit and the pressing need to reduce government spending could see the old style farm support programs replaced by one based on crop insurance.

Keeping the mandates will keep competition for land use between corn, wheat and soybeans at a more intense level than might otherwise be the case. This is because overall demand will be higher than would be the case if field crops were not used to manufacture fuel. The implication is that we will never again see \$2 per bushel corn, and rarely see \$200 peas, \$600 chickpeas, or \$300 lentils and beans.

Markets are affected by more than just farm and energy policy in major exporting or important countries. Economic policy and diplomatic issues also have a fundamental impact on regional trade and world prices. This became obvious as economic sanctions imposed on Iran over its nuclear program became wider and stronger. As importers found it harder to pay for merchandise, defaults occurred. Unusually large quantities of distressed merchandise became available in the Middle Eastern and Mediterranean ports. Not only did that have a short term impact on price, it robbed the market of demand, contributing to an incremental increase in potential ending stocks.

At the other end of the political spectrum, lack of consistency between MRL levels for glyphosate in Europe and producing regions contributed to almost two years of uncertainty in lentil sales to the European Union. Uneven implementation of the global ban on methyl bromide has become a major problem, with India insisting on its use even though most exporters can no longer use the product.

Markets, margins and the financial health are being increasingly affected by things outside our control. Knowledge is our only defense. For almost 50 years, organisations such as CICILS/IPTIC and the Manitoba Pulse Growers have strived to help farmers and the industry navigate an increasingly complex trading environment. The future is not going to be easier and this partnership between the industry and its national organizations at an international level will become ever more valuable. 

# MANITOBA PULSE BUYER LIST – MAY 2012

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Agassiz Feeds	P	204-638-5840	Dauphin, MB	N
Agassiz Global Trading	B, S	204-745-6655	Homewood, MB	N
AgriTel Grain Ltd.	P, S	204-268-1415	Beausejour, MB	N
Alliance Pulse Processors Inc. • SaskCan Pulse Trading – Parent Division	B, P, L, S	306-525-4490	Regina, SK	Y
All Commodities	P, L	204-737-2625	St. Joseph, MB	Y
B.B.F. Enterprises Ltd.	S	204-339-8001	Winnipeg, MB	Y
B.P. & Sons Grain and Storage Inc.	S	204-737-2245	Lettellier, MB	N
Belle Pulses Ltd.	P	204-822-4815	Morden, MB	N
Best Cooking Pulses Inc.	P, L	306-423-5202	Bellevue, SK	Y
Brett-Young Seeds	P, S	204-857-4451	Portage la Prairie, MB	Y
CB Constantini	P	204-261-7932	Winnipeg, MB	N
Cargill Ltd.	P	604-669-1212	Vancouver, BC	Y
Delmar Commodities • Jordan Mills	S, P S	204-947-6219 204-331-3696	Winnipeg, MB Winkler, MB	Y Y
Global Grain Canada	B	204-331-3696	Winkler, MB	Y
Hensall District Co-op	B	204-829-3641	Plum Coulee, MB	Y
Horizon Agro	S	204-295-3938	Winnipeg, MB	Y
Hytex Ltd.	P	204-746-2026	Morris, MB	Y
JK Milling Canada Ltd.	P	204-424-2300	La Broquerie, MB	N
JRS Commodities	S	306-586-6111	Regina, SK	Y
Kalshea Commodities Inc.	P	204-327-5582	Gretna, MB	N
Kelley Bean Co. Inc.	B	204-737-2400	Altona, MB	Y
Linear Grain	B, S, P	308-635-6438	Scottsbluff, NE	N
Natural Proteins	S	204-745-6747	Carman, MB	Y
Nutri-Pea Ltd.	P	204-355-5040	Blumenort, MB	N
Nu-Vision Commodities	B	204-239-5995	Portage la Prairie, MB	N
Parrish & Heimbecker Ltd.	P	204-758-3401	St. Jean Baptiste, MB	N
Paterson Grain	P, S	204-987-4320	Winnipeg, MB	Y
Quarry Grain Commodities	S	204-956-2090	Winnipeg, MB	Y
R-Way Ag Ltd.	P, S	204-467-8877	Stonewall, MB	N
Richardson International • Richardson Pioneer Ltd. • Tri Lake Agri	P P, S P	204-379-2582 204-934-5627 204-523-5380	St. Claude, MB Winnipeg, MB Winnipeg, MB Killarney, MB	N Y Y Y
Roy Legumex • Fisher Seeds Ltd. • Duncan Seeds	B, F, L, P, S F B	204-758-3597 204-622-8800 204-822-6629	St. Jean Baptiste, MB Dauphin, MB Morden, MB	Y Y Y
S.S. Johnson Seeds	P, B	204-376-5228	Arborg, MB	Y
Seed-Ex Inc.	S	204-737-2000	Letellier, MB	Y
Shafer Commodities	S	204-822-6275	Morden, MB	Y
Southland Pulse	P	306-634-8008	Estevan, SK	Y
Sunrich LLC	S	507-446-5642	Hope, MN	N
Thompsons Limited • Keystone Grain • Circle T Agri Services • Y2K Farms	B, P, L S B B	519-676-5411 204-325-9555 204-723-2164 204-252-2132	Blenheim, ON Winkler, MB Treherne, MB Edwin, MB	Y Y Y Y
Vanderveen Commodity Services	S	204-745-6444	Carman, MB	Y
Viterra	P, S	204-954-1528	Winnipeg, MB	Y
Viterra Special Crops • Receiving Station • Plum Coulee • Prairie Mountain Agri Ltd.	B, F, L, P B B P	204-745-6711 204-856-6373 204-829-2364 204-937-6370	Carman, MB Portage la Prairie, MB Plum Coulee, MB Roblin, MB	Y Y Y Y
Walhalla Bean Co. (Canada Ltd.) • Winkler Receiving	B B	701-549-3721 204-325-0767	Walhalla, ND Winkler, MB	Y Y
Walker Seeds Ltd.	P	306-873-3777	Tisdale, SK	Y
Wilbur Ellis	P, L, S	204-867-8163	Minnedosa, MB	Y
Zeghers Seeds Inc	P, L	204-526-2145	Holland, MB	Y

To be included on our Manitoba Buyers List, companies should contact the MPGA office at 204-745-6488 to register.

NOTE – These companies are authorized to deduct and remit levy to MPGA. This list is provided by MPGA as a convenience to our members. MPGA accepts no responsibility or liability for the accuracy of the completeness of the information provided. It is your personal responsibility to satisfy yourself that any company you deal with is financially sound. Questions regarding licensing and security should be directed to the Canadian Grain Commission at 1-800-853-6705 or 1-204-983-2770.

# RECIPE CORNER



## Gluten-Free Shake and Bake

*Makes 1 cup, use for coating vegetables, chicken, minute steaks or fish fillets before frying or baking to get a crisp, crunchy texture.*

½ cup (125 ml) white bean flour or chickpea (garbanzo) flour	1 tsp (5 ml) dried parsley flakes
½ cup (125 ml) crushed gluten-free corn flakes or breadcrumbs	½ tsp (2 ml) sugar
1 tsp (5 ml) sea salt	½ tsp (2 ml) onion powder
1 tsp (5 ml) celery salt	½ tsp (2 ml) garlic powder
	¼ tsp (1 ml) paprika
	¼ tsp (1 ml) freshly ground black pepper

1. Crush the cornflakes or bread crumbs in a plastic bag with a rolling pin.
2. In a small bowl, whisk all the ingredients together until well blended. Pour into a shaker bag (brown paper bag or 1-gallon re-sealable plastic bag) or put the mix in a wide, shallow bowl and coat the food in it.
3. Preheat oven or frying oil. Moisten vegetables or meat with water.
4. Shake moistened vegetables or meat, 1 to 2 pieces at a time, in shaker bag. Discard any remaining mix and bag.
5. Fry foods or bake them at 400°F (205°C) in an ungreased or foil-lined baking pan until cooked through. Do not cover or turn food during baking.

## Black Bean, Tomato and Spinach Pizza

- 1 thin pizza crust
- 1 – 14 oz can black beans, rinsed and drained OR  
1 ¼ cup cooked black beans
- ½ tsp hot sauce
- ⅔ cup onion, chopped
- 1 tsp cumin
- 1 tsp chili powder
- 1 garlic clove, minced
- ½ cup salsa
- 1 tomato, diced
- ½ of a 5 oz pkg. frozen chopped spinach, thawed and squeezed dry
- 2 tbsp fresh parsley (or cilantro), chopped
- ½ cup shredded Cheddar cheese
- ½ cup shredded Monterey Jack cheese



1. Preheat oven to 375°F (190°C).
2. Place pizza crust on a baking sheet – bake for 5 minutes or until crisp.
3. Mash beans with a fork – add hot sauce, onion, cumin, chili powder and garlic. Spread mixture over crust, leaving a 1-inch border.
4. Spoon salsa evenly over bean mixture; top with tomato and spinach. Sprinkle with cheeses.
5. Bake 375° F for 15 minutes or until crust is lightly browned. Garnish with parsley.

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Dr. Michael Frodyma  
R&D Group Leader

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