

pulse *beat*

Spring/Summer • No. 63, 2011

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pulse beat

Manitoba Pulse Growers Association

Spring/Summer • No. 63, 2011

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Monika Robertson MPGA

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Andrew Saramaga
President

Once again this year's Special Crops Symposium was a great success. First, I would like to thank the members of the symposium organizing committee who co-ordinated the great speakers and concurrent sessions for both days. I would also like to thank all of the sponsors who supported this event with booth space and sponsorships, without your support an event like this is difficult to host! Also, thank you to all of the guest speakers who provided us growers with new information and

ideas to apply to our farms. And lastly, a big thanks to all of you growers who came out to the symposium. I hope you found the sessions beneficial and that they provided you with some valuable information to take home.

As this event has grown over the past number of years, it has become a featured and important meeting for many to attend. Two days of informative sessions and a trade show helps bring together growers, industry and researchers to facilitate the exchange of ideas, concepts and information. Feedback on this year's event has been excellent, and many people are already looking forward to next year's symposium. We are excited to be moving the event to a new venue: the Victoria Inn and Conference Centre for 2012. We hope this will address some of the feedback we have received regarding parking, location and accessibility and also hope it will help bring out more attendees for 2012.

MPGA has been busy attending meetings and shows this past winter, but

I would like to touch on our meeting with Minister Stan Struthers, Minister of Manitoba Agriculture, Food and Rural Initiatives. In March, directors Albert Turski, Murray Chorney, Randy Froese and I, along with our executive director, Roxanne Lewko, had an opportunity to meet with Minister Struthers. In this meeting we discussed the pulse industry in Manitoba and some potential concerns.

With the next round of Growing Forward II consultations taking place, we expressed our concern for funding and support for AAFC research stations such as Morden, Brandon and Winnipeg. We stressed to the minister, that of the MPGA funds allocated to research, over 50% are projects with AAFC stations and that represents almost 60% of our research budget. These stations are vital in the breeding and agronomic extension work for the pulse industry in Manitoba. MPGA has a long history of supporting the research work that goes on at these facilities here in Manitoba and across Canada and we want to see the support continued by way of funding programs.

We also addressed our concern regarding the proposed CFIA changes to de-regulating Soybean Cyst Nematode (SCN). We expressed that MPGA is opposed to de-regulation in uninfected regions such as Manitoba and Quebec. By de-regulating SCN monitoring programs, uninfected areas could be negatively affected. These monitoring programs help identify any new regions known to be infected with nematode. Testing also helps determine what strains of nematode are out there. Knowing the strain ensures proper resistance can be selected in future varieties. We stressed the importance of this program to assist in keeping the pest at bay here in Manitoba for as long as possible.

Lastly, we thanked the minister for his office's support in getting the vacancy of the pulse specialist position filled. At this time, the candidates for this role have been interviewed. By the time you have this issue in your hands, we hope the position will be filled.

continued on page 3

2011 Pulse Tour

Manitoba Pulse Growers Association Inc.

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

Wednesday, August 3, 2011
– 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
or visit our website www.manitobapulse.ca



Roxanne Lewko
Executive Director

The pulse industry is an exciting place to be, as it is generally a success story in agriculture. Pulse crops remain profitable for producers, acres are increasing, and they offer tremendous health and nutrition benefits for the consumer and valuable sustainability and soil quality benefits for the environment. It feels like we are at the brink of some interesting work and positive outcomes. It was interesting to learn that all other provincial and federal pulse associations also went through strategic planning this past winter. So it is not just Manitoba who is seeing the industry changing and progressing, but everyone across Canada.

The winter was filled with consultation sessions, industry meetings and productive get-togethers. As you can see in *Working for You* on page 20, MPGA has been very busy getting the voice of Manitoba pulse producers heard at those meetings.

The new Growing Forward II framework will be presented in 2013, and the government has been turning to agricultural organizations for feedback. A common theme resonating amongst these meetings is innovation. It seems

continued from page 2

As you read through this issue of *Pulse Beat*, you will find more important work MPGA is doing for you. Please take the time to review each report and let us know any other items you as a pulse producer in Manitoba feel we should be working on. I hope to see you all at our tours in August. Have a safe and happy season. 🌱

all organizations are in agreement that innovation is the key to the success of the future of agriculture in Canada.

A general concern among most farm groups is the future of public breeding, and what succession plan will be in place for many of the current breeders who will be retiring in the next five to fifteen years. Plant breeding is crucial to our industry and we need to do all we can to maintain and improve on it. At one particular meeting, it was outlined that farmers need plant breeding for improved yield, improved quality, disease resistance, adaptability to specific regions, tolerances to abiotic stresses, more efficient use of water and nutrients, and varieties that are designed for specific, high value markets. Plant breeders have their hands full! A challenge is for plant breeders to work quickly enough to keep up with technological advancements and climate change.

Public/private partnerships are being encouraged to develop and advance technology through the sharing of

resources and knowledge. A return on investment is important to all members along the value-chain. To get to where we need to be, increased, long-term and stable funding from government, private sector and grower groups is required.

At all of these meetings, attendees from both in and out of province are amazed with Manitoba's soybean success story of increasing acres year over year. Many attendees ask "how high will acres go?" One can only estimate, and while we don't know the exact answer to that, we can confidently say that they will continue to increase over the next few years. A concern on the horizon for some is the expiry of the OR1 patent. Will GENRR2Y varieties have low enough heat units for all areas of Manitoba? Will there be sufficient yield data for producers to make an informed decision when selecting a variety to grow on their farm? These are all good and legitimate questions. We have posed these questions to Monsanto, and their answer is yes. They are very confident

continued on page 4

Manitoba Pulse Growers Association Inc.

2011 Soybean Tour

Thursday, August 4, 2011
– 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 Richardson's Kelburn Farm
Located on the east side of Hwy #75, 10 km south of Winnipeg. Turn east at Red River Drive and follow the road into JRI's parking lot.

Everyone is welcome to attend!

For more information contact | MPGA Office – 204-745-6488
or visit our website
www.manitobapulse.ca

that there will be lots of varieties with low enough heat units for all soybean-growing areas in the province, and they will be publishing as much yield data as possible. MPGA will be keeping a close eye on this throughout the growing season and into the fall. We want to ensure that GENRR2Y soybeans do not deter the growth of soybean acres in Manitoba. Their increased yield potential should help all producers' bottom line.

MPGA met with MASC's board of directors and staff on February 23rd. They reviewed what is new for 2011 in MASC programs, and we discussed the change in stage 2UH indemnity levels for soybeans, changing the grade guarantee for field peas, and the 500 share basis contracts. We have asked for the data used in the decision to reduce stage 2UH indemnity levels for soybeans by 15% (from 100% to 85%), and we expect to receive and analyze it soon. Over the past couple of years, we have been asking MASC to change the grade guarantee of field peas from #3 to #2. They have reached us halfway with 'marketable production.' While we see this as an improvement, we will

continue to work towards obtaining a #2 grade guarantee. MPGA continues to have a great working relationship with MASC and will keep working with them on issues facing pulse producers.

MPGA met with MAFRI Minister Stan Struthers on March 25th. Six topics were discussed: the MAFRI Pulse Specialist position, CFIA proposing to de-regulate soybean cyst nematode (SCN), the importance of public research and AAFC research stations in Manitoba and all across Canada, spring flooding and drainage, agri-insurance and MASC, and MPGA's summer tours. Minister Struthers enjoys working with MPGA and likes talking about soybeans as they are a 'good news story.' A new provincial Pulse Specialist will be in place by the time *Pulse Beat* is published. MPGA is looking forward to having someone full-time in this position, and we are very pleased that Minister Struthers sees the importance of this position to our industry and found room in the provincial budget to fill it. MPGA also provided feedback to CFIA on their proposal to de-regulate SCN (we are very much opposed to this) and were very pleased to hear that MAFRI has done the

same. One of Minister Struthers' goals is to make agri-insurance a better program. Minister Struthers understands MPGA's concerns, and we will continue to work with him and move forward on them.

A top priority for MPGA is research. We budgeted just over \$400,000 again in 2011 to fund various research projects. (A complete list can be found on page 26.) We received many valuable research project proposals, and each crop committee took time to review each of them, discuss pros and cons, and brought recommendations to the board for approval. We found the soybean field scale trial conducted in 2010 to be incredibly successful and it garnered us valuable information, so we are funding three field scale trials in 2011: two for soybeans and one for edible beans. MPGA is looking forward to sharing the results of this work and all other projects with you in the fall and throughout the winter. Going forward, MPGA will be posting research reports on our website to better improve the research knowledge transfer to our membership and the industry.

MPGA wishes everyone a successful growing season! 🌱

MPGA 2010/2011 Scholarship Recipients

MPGA would like to congratulate its scholarship winners – U of M students, Sally Parsonage (third-year agronomy student) and Jonathan Rosset (diploma student).

Degree Student

SALLY PARSONAGE

Sally Parsonage has just completed her third year of the Agronomy degree program at the University of Manitoba. She was very honoured to receive the Manitoba Pulse Growers Association Scholarship for degree students, which awards a student in the degree program based on academics in four introductory agricultural courses. Sally has enjoyed her time in the Faculty of Agriculture; it has opened up some great opportunities. In the future, she looks forward to finishing her degree and entering the industry.



Diploma Student

JONATHAN ROSSET

Jonathan Rosset is originally from St Claude, Manitoba and grew up helping on his uncle's dairy farm with various chores and learning what farming was about. At the age of 29, Jonathan decided to return to school and enrolled in the Diploma in Agriculture program at the University of Manitoba. Now, at 31, Jonathan has graduated with honours and he plans to run his own farming operation. Receiving the scholarship from MPGA helped Jon greatly by taking some financial pressure off so he was able to focus on his studies.



Randy Froese
Chairperson

Hello to all producers, consumers, and the rest of the Pulse industry! I am Randy Froese, a proud young farmer and new director for Manitoba Pulse Growers Association. I have also become involved with the Soybean Committee as a producer director and on the Edible Bean Committee as the new chair.

After graduating with my Agriculture Diploma from the University of Manitoba in 2004, I returned to our family farm near Winkler, Manitoba to farm full time. Being located in the Red River Valley, the heat units and soil conditions have been ideal for our production of edible beans, soybeans, corn, and sunflowers.

I am super excited to have the opportunity to learn more about new developments in the pulse industry! It has been a great first couple of months learning how our levy dollars fuel the research, which drives and

develops our farming practices in Manitoba.

Spring is here and it has been a bit of a struggle for most farmers to get motivated to be on the fields. The cool, wet weather is not ideal for getting the equipment out of the shelterbelts and sheds and into the workshops! With the weather having a big impact on the types of crops going into the ground, I imagine there will be a number of swing acres in 2011. I can only assume this will result in an increase in edible bean acres due to the many varieties that have shorter growing seasons.

As farms start looking forward to what might be seeded this spring, MPGA has been busy working for Manitoba growers. The Edible Bean Committee is currently funding 52 coloured bean varieties in five Manitoba locations for the Pulse Variety Trials.

As a board that represents all the growers in Manitoba, we are always striving to give the producers the best information possible. We hope to make it easy to decide what variety is suitable

for each specific region. Pintos, navys, and blacks are the most common bean varieties being tested respective to acres grown. We are extremely excited to have two yellow bean varieties in our trial plots this year, 08560863 (from Seminis), and the check being CDC Sol (from the University of Saskatchewan).

With other commodity prices remaining high, and edible bean prices slowly moving up, it will be tough to get the acres that MPGA would like to see grown in 2011. However, there seems to be optimism in the markets due to the trend that fewer acres grown will now drive prices higher in the future.

It is exciting to start a new season of crop production in Manitoba, and I wish all producers a safe and productive spring.

Make sure to mark Wednesday, August 3rd on your calendars and plan to attend our annual Pulse Tour at the Research Station in Morden. I'm looking forward to meeting many of our Manitoba pulse producers and industry representatives. 🌱

Contract Agents and Buyers of Edible Beans

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Bob Lytle, High Bluff (204) 857-9950

Les Rempel, MacGregor (204) 685-2804

Pritchard Bros, Treherne (204) 749-2284

Keystone Grain, Winkler (204) 325-9555



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Finance – F. Greig, J. Voth, R. Lewko, S. Robinson

Variety Trial Results Committee – M. Robertson,
R. Lewko, MAFRI Rep.

Peas, Faba Beans, Lentils & Chickpeas – F. Greig,
MAFRI Rep., F. Labelle, B. Conner, C. Rempel

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

Soybeans – A. Turski, A. Saramaga, M. Chorney,
R. Froese, R. Vaags, F. Greig, A. Knowles,
D. McAndrew, MAFRI Rep.

MASC – M. Chorney, R. Froese, K. Friesen, F. Greig,
A. Saramaga, J. Voth, R. Vaags, MAFRI Rep. (advisor)

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

MPGA REPRESENTATIVES

Pulse Canada – K. Friesen, R. Froese (alt.),
R. Lewko (advisor)

Canadian Grain Commission Pulse Sub-Committee –
Jack Froese (expires Sept. 2012), R. Lewko (alt.)

Keystone Agricultural Producers – M. Chorney,
R. Vaags, M. Robertson, R. Lewko

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

MCVET/PGDC – J. Sawatzky, F. Greig (alt.), MAFRI Rep.

OOPSC – A. Saramaga, MAFRI Rep. (alt.)

Canadian Soybean Council – A. Saramaga,
A. Knowles (alt.), R. Lewko

- CSC Export Development Committee – M. Froebe

Western Canadian Pulse Growers Association

- WGRF – F. Greig (expires 2014)

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Manitoba Pulse Growers Association would like to thank Dr. Robert Conner for his valuable input, knowledge and commitment he brought to the board during his terms as director. Dr. Conner stepped down from the board at our annual general meeting in February of this year. We wish Dr. Conner all the best in his future endeavours!

NOTE TO MEMBERS

Resolutions to be presented at the 2012 Annual General Meeting must be received by **November 1, 2011**.

Please forward to Monika at monika@manitobapulse.ca on or before that date.

SOYBEAN COMMITTEE REPORT

Albert Turski
Chairperson

Well, that was one extended winter (spring) that we will be happy to put behind us, along with the province-wide flood, the greatest in our history. Hopefully the “law of averages” will give us a warm summer with a long, open fall.

This winter the Soybean Committee was busy with a lot of meetings, shows and events amongst ourselves and other organizations.

Our biggest event was the Special Crops Symposium in Winnipeg in February. This symposium provided many excellent speakers and a lot of opportunities to meet with industry representatives. Next year, we will be changing our symposium location to the Victoria Inn to help with the parking issue for producer and industry members.

We also held a one-day Special Crops Production Day in Brandon this past March in cooperation with the National Sunflower Association of Canada. The day was well received by all, with great attendance and discussions. This really has shown MPGA where a lot of the new soybean acres are coming from. A simple hand-raising poll showed approximately 80% of all attendees were going to grow soybeans for the first time. Some of the yield results from research plots in the southwest of the province look very promising. It is good to see how extensive plant breeding and variety trials are benefiting the expansion acres.

This year, MPGA is continuing to fund research on row spacing and trying to see how different varieties perform in different spacing. Comparing a bushy type plant to an upright plant can help producers choose a variety that will work best for the type of equipment on their farms. We will try to continue these comparisons for two or three years to get some decent data.

A lot of growers are worried about the new generation RR2 (GENRR2Y) soybean varieties. This will be the year to really assess these new varieties in your fields and try to make some of your own decisions for your own farm for the following year. We have been in communication with Monsanto regarding some of the concerns brought to us. Some responsibility does lie in the seed licensee and dealers’ hands. If you would like to have continued access to original RR1 (OR1) soybean varieties, speak to your dealer or seed company. As our industry gets larger and moves into the future we will have to get accustomed to change. If this didn’t happen we would all be still growing “Red Fife.” I’m sure there will be some growing pains but I believe the industry will not let us down.

MPGA’s 2011 Soybean Tour will be held at the Richardson Kelburn Farm on August 4th. Last year was a great turnout but with the new varieties being showcased this year, you don’t want to miss this tour! We are going to change the tour a bit to allow for time restraints, especially for producers that could have winter wheat harvest on the

go. It is a busy time of the year, but a few hours spent in the morning could be very beneficial in the end.

Another important issue MPGA and the Soybean Committee are addressing is the continued need to check fields for soybean cyst nematode (SCN). Canadian Food Inspection Agency (CFIA) is trying to de-regulate this pest because the United States and Ontario are contaminated. CFIA says it is only a matter of time for this pest to be in Manitoba. We believe monitoring is still essential for Manitoba to keep ahead of this pest that can only be beaten with intense rotation or SCN resistant varieties. In Ontario, this pest will rob 50–70% of the crop yield with susceptible varieties. We have to lobby our government to continue this monitoring, regardless if we are a small drop in the bucket for soybean production or not. MPGA has sent a letter to CFIA addressing our concerns about de-regulation.

If interested, the entire list of research projects that MPGA is funding is available online and on page 26 of this issue. Also, if there are any issues that you have as a producer, please feel free to call the MPGA office anytime so we can get you an answer. We are always looking for ways to help producers in the pulse industry and to fine-tune our programs.

I wish everyone a nice summer and hope to see a lot of you at the tour on August 4th. 🌱

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Fred Greig
Chairperson


At the time of writing this report, most areas of the province were facing a late start to spring planting, which always adds complications and uncertainty to most farming operations. Weather patterns always have a way of averaging out, so hopefully this *Pulse Beat* finds you at the end of a favourable spring seeding season.

Western Pulse Growers, of which MPGA is a member, has a seat on the Western Grains Research Foundation (WGRF) board. Discussion around the board table continues to be searching for ways to help improve prairie producer's bottom line. Research and variety development have always been the focus of WGRF and many producer associations. To keep pace with our competition (other grain exporting countries), more producer driven research and plant breeding will be required. This of course comes with a price tag that we as producers will be required to bear. The spending balance between breeding and research is always difficult to set for most producer

groups and MPGA is no exception. Maintaining publicly funded breeding has always been a priority of producers, but the funding is at risk from reduced government funding. Saskatchewan Pulse Growers addressed pulse breeding a number of years ago through the Crop Development Centre and WGRF is exploring the future of wheat and barley breeding in western Canada. I can't help but think producer funding will need to increase to maintain present levels of research and breeding, not to mention the increased breeding activities required to keep improving yields. Given the requirements on producer's time and energy, this issue has been pushed to the back burner in the past. We are approaching the point where action will be required or we will continue to lose ground to our competition. WGRF has been exploring an expanded check-off and I hope all producers consider this issue for all commodities.

Pulse Canada has always had a national presence serving pulse growers in areas and ways provincial organizations could not. I think the role of Pulse Canada will continue to increase in scope and importance. The recent proposed change in governance

at Pulse Canada will improve the efficiency of operations and thus better serve producers. It is reassuring to see an organization changing to meet the needs of producers and this change speaks to the future of the organization. With their national presence, Pulse Canada gives a voice to producers that we would not have otherwise. The recent federal election is an example of the need for a strong national voice for producers. Agriculture was a non-issue during campaigning and that is alarming for the future funding for ag issues. Producer groups, such as MPGA, have our work cut out for ourselves.

Please remember MPGA tours are coming up August 3rd and 4th. And, after the success of the Brandon meeting, we hope to co-host a tour on the western side of the province this year. Watch the papers and our website for details. I hope to see you there and look forward your input. Have a safe and successful growing season. 

www.manitobapulse.ca
Updated website coming!
Fall 2011

2010 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).

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 2010 tax year, 29.26% 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, 29.26% 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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BOARD MEETING – FEBRUARY 25, 2011

Welcome to New Directors – MPGA welcomed five new directors to our board at our February AGM: Randy Froese, Joni Sawatzky, Jason Voth, Andrew Knowles and Rick Vaags. We provided them an overview of MPGA, reviewed our policies and procedures and provided them with a summary of our strategic plan.

Executive and Committee Elections – A. Saramaga was elected chair for a second year, F. Greig was elected vice-chair. We do not have a past president for 2011, therefore A. Turski was appointed as our third member of the Executive Committee. A. Turski will remain chair of the Soybean Committee, R. Froese was elected as chair of the Edible Bean Committee and F. Greig will remain chair of the Pea, Faba Bean, Lentil & Chickpea Committee. For a full listing of MPGA committees and representatives please visit our website.

Research Project Approval – The board approved funding for 11 new research projects totaling just over \$140,000 for 2011. Some of these projects are multi-year projects. For 2011, MPGA budgeted \$400,000 for research, including previously committed multi-year projects. A full listing of MPGA funded research projects can be found on our website and on page 26 of this issue.

MASC Meeting Update – We met with Manitoba Agricultural Services Corporation (MASC) board of directors on February 23rd. There was discussion regarding the grade guarantee price of peas. We will continue to work with them on this. We also asked them to review the data they used when deciding to reduce the stage 2UH indemnity level of soybean to 85%. They are still working on this, and have assured us they will get back to us on this issue. We also spoke to them regarding their 500 Share arrangement program. This seems to be an issue for a few producers. We have been advised to speak to the Manager of Claims Service about this program.

RR2 Issues and Concerns – It was brought to our attention that some producers are concerned about the availability of OR1 soybean genetics. MPGA will continue to encourage seed dealers to stock and sell adequate amounts of OR1 low heat unit soybean varieties to producers.

BOARD MEETING – APRIL 7, 2011

Soybean Committee – The Soybean Committee met in March to discuss increasing the soybean entry fees for the variety trials and to discuss and provide feedback on the CFIA consultation document regarding soybean cyst nematode (SCN). The committee determined the price for each trial: this information was posted on the MPGA website. In regards to the CFIA consultation, the soybean committee feels that until SCN is found in QC or MB,

having it regulated helps keep this pest at bay and keeps infested seed out of MB. If this is de-regulated, CFIA will no longer do the periodic field surveys, and those field surveys are critical. MPGA has sent a letter to CFIA addressing our concerns about de-regulation.


Edible Bean Committee – The Edible Bean Committee met in March to discuss land rent cost and to identify which varieties to feature in our variety trials this coming year. After reviewing all submitted variety trial entries, the committee decided on 52 varieties to test, with a good mix on the most common beans grown in Manitoba.

Pulse Canada Update – Pulse Canada is reviewing their strategic plan and board structure. Going forward the Pulse Canada board will be made up of members from provincial associations based on financial contribution levels. MPGA will continue to have one voting member at the board table. Our executive director currently sits on the Pulse Canada board as an ex officio member, and with this proposed structure, she will continue to do so.

MPGA Website – The board approved to allocate money for a website upgrade. The site will be modernized in colour and layout to compliment MPGA's new logo. There will also be a log-in section for directors to obtain board information. Look for our new site in the fall of 2011.

WGRF Committee Update – WGRF is investigating the idea of venturing into wheat and barley breeding. MPGA recognizes that Canada's contribution to agricultural research and breeding is very low compared to other countries, and an activity like this is a step in the right direction. Public/private partnerships need to be explored and WGRF's potential wheat breeding program will do this. A partnership like this will benefit agriculture as a whole. MPGA board of directors has provided a letter of support to WGRF.

RR2 Discussion – The board decided MPGA should send a letter to Monsanto encouraging them to: (a) make it as easy as possible for Manitoba retailers to continue selling OR1 varieties for as long as possible, (b) obtain as much GENRR2Y varietal yield data as possible in all Manitoba soybean growing areas (including the fringe areas) and to publish this data for producers, and (c) continue breeding efforts for early season varieties of GENRR2Y adapted to the growing conditions in Manitoba.

CIGI Tour – The MPGA board of directors and staff toured the Canadian International Grain Institute building where we were able to see firsthand our research dollars at work. MPGA contributes to a research project at CIGI titled "Enhancing World Markets for Canadian Pulses through Secondary Processing and Value-Added Research." 

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The 2011–2012 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 administrators such as CWB or CCGA.

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

White Beans	\$ 0.15	/pound
Great Northern Beans	\$ 0.17	/pound
Kidney Beans	\$ 0.18	/pound
Cranberry Beans	\$ 0.18	/pound
Pinto Beans	\$ 0.13	/pound
Other Coloured Beans	\$ 0.145	/pound
Peas	\$ 3.45	/bushel
Soybeans	\$ 5.25	/bushel
Faba Beans	\$ 0.06	/pound
Desi Chickpeas	\$ 0.13	/pound
Kabuli Chickpeas	\$ 0.15	/pound
Lentils	\$ 0.15	/pound
Confectionery Sunflowers	\$ 0.16	/pound
Oilseed Sunflowers	\$ 0.13	/pound
Corn (grain only)	\$ 2.77	/bushel
Alfalfa Seed	\$ 0.70	/pound
Annual Rye Grass Seed	\$ 0.13	/pound
Perennial Rye Grass Seed	\$ 0.25	/pound
Kentucky Blue Grass Seed	\$ 0.25	/pound
Hay for Domestic Sales	\$50.00	/tonne
Honey	\$ 0.75	/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 AMPA or APP program, other than what is indicated on the application form and may not be in default under any APCA, PGAPA, or AMPA/APP programs.
- 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 that portion of your crop will be ineligible for an advance.
- 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 15, 2012**. 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.

FINAL DEADLINE FOR APPLICATIONS IS MARCH 15, 2012

KAP Sets Policy at General Council

Keystone Agricultural Producers (KAP) delegates from across the province met in Portage la Prairie on April 14, 2011 to learn more about emerging issues in agriculture, and to set direction for the organization. The following resolutions were passed, and are now KAP policy:

BUSINESS RISK MANAGEMENT

MASC Deductible Buy Down Increments for Excess Moisture Insurance

- THAT KAP lobby the Government of Manitoba and Manitoba Agricultural Services Corporation to allow producers to buy down their Excess Moisture Insurance deductibles in increments of five per cent.

MASC Crop Deductibles

- THAT KAP along with its commodity group members, lobby the Minister of Manitoba Agriculture, Food and Rural Initiatives along with Manitoba

Agricultural Services Corporation to treat all crops equitably and remove the stage two deductible.

ENVIRONMENT

Predator Control Programming

- THAT KAP lobby the Government of Manitoba to review and improve predator control programs in Manitoba.

Flooding Compensation

- THAT KAP lobby the Government of Manitoba and the Government of Canada to provide fair compensation to landowners when flood prevention infrastructure causes damage and flooding to farmers' land to compensate for lost income.

GRAINS, OILSEEDS AND PULSES

Equipment Sanitation for Clubroot Prevention

- THAT KAP lobby the Government of Manitoba to implement and enforce a

sanitation program to ensure that all farm equipment and all cross-border construction equipment destined for Manitoba is properly cleaned and sanitized.

Roundup Ready Alfalfa

- THAT KAP support the Manitoba Forage Seed Association in its lobby efforts to the Canadian Food Inspection Agency to stop the introduction of Roundup Ready alfalfa due to loss of markets and financial loss.

Food Safety Program Incentive

- THAT KAP lobby the Government of Manitoba and the Government of Canada to treat each commodity that a farmer produces equally under the On Farm Food Safety Programs.

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Randy Dennis

Chief Grain Inspector for Canada
Canadian Grain Commission

After a wet growing season and harvest in 2010, many Canadian pulse producers experienced quality issues for the first time. While the overall quality of the crop was still good, it was lower than in past years. Because of these issues, both producers and buyers asked the Canadian Grain Commission to explain how we grade pulses.

The Canadian Grain Commission sets the grading standards for these Canadian pulses:

- Peas • Lentils • Beans
- Faba Beans • Chick Peas

Our grain inspectors follow a set grading process when they grade pulses. The grading specifications our inspectors use are found in our *Official Grain Grading Guide*, available on our website: www.grainscanada.gc.ca.

OUR GRADING PROCESS

Our inspectors follow the same basic process when grading any type of pulse crop:

1. Take a representative sample.
2. Remove dockage.
3. Assess foreign material.
4. Assess damage.
5. Assess colour.

The full process is more detailed and our inspectors consider a number of grading factors for each type of pulse crop. The following is an overview of the process.

TAKING A REPRESENTATIVE SAMPLE

A good representative sample lays the foundation for the rest of the grading process. If a sample accurately represents the make-up of the entire load or bin of pulses, the grading results will represent the entire load.

At terminal elevators, our inspectors use a diverter-type sampler. It takes a sample of grain at regular intervals

as grain is unloaded into the elevator or loaded onto a vessel. The resulting composite sample is automatically delivered to our inspection office at the elevator.

After our inspectors receive a sample, they use a Boerner-type divider to divide the sample down into a smaller, workable portion for inspection. If inspectors simply scooped out grain from the large sample, the smaller portion would not be representative of the grain being inspected. This is because different weights of material in grain can settle in different spots. Heavier material settles on the bottom and lighter material, like chaff, settles on the top.

REMOVING DOCKAGE

Our inspectors remove dockage from a sample before they grade it. Dockage includes things like stems and pods, straw, broken grain and weed seeds. Since dockage is removed before

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RURAL DEVELOPMENT AND LAND USE

Grain Dryer Inspections

- THAT KAP lobby Manitoba Labour and Immigration to improve the timeliness of grain dryer installation inspections and that inspectors be allowed to use good judgment to license grain dryers that do not comply with regulations but maintain an equivalent safety standard; further,
- THAT KAP lobby Manitoba Labour and Immigration to publish a clear set of guidelines and requirements for grain dryer installation and operation in Manitoba.

TRANSPORTATION

Provincial Road Weight Limits

- THAT KAP lobby the Government of Manitoba to have comparable winter road weight limits to Saskatchewan. 🇨🇦

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SIEVE SIZES

Type of Pulse	Size of Sieve (depending on pulse size)	Perforation Size (millimetres)	Manufacturer's Designation (fraction of inches)	
Beans	Depending on size of bean	No. 8 slotted	3.18 x 19.05	8/64 x 3/4
		No. 9 slotted	3.57 x 19.05	9/64 x 3/4
		No. 11 slotted	4.37 x 19.05	11/64 x 3/4
Chick Peas	Kabuli – large-seeded	No. 18 round-hole	7.14	18/64
	Kabuli – medium-seeded	No. 12 slotted	4.76 x 19.05	12/16 x 3/4
	Desi	No. 12 slotted	4.76 x 19.05	12/16 x 3/4
Faba Beans	Depending on size of bean	No. 8 slotted	3.18 x 19.05	8/64 x 3/4
		No. 9 slotted	3.57 x 19.05	9/64 x 3/4
		No. 11 slotted	4.37 x 19.05	11/64 x 3/4
Lentils	Begin with No. 14 round-hole to determine lentil size	No. 14 round-hole	5.56	14/64
	Large lentils	No. 12 round-hole	4.76	12/64
	Small lentils	No. 9 round-hole	3.57	9/64
Peas	Sieves that will achieve maximum removal of splits with minimum loss of whole peas	No. 8 slotted	3.18 x 19.05	8/64 x 3/4
		No. 9 slotted	3.57 x 19.05	9/64 x 3/4
		No. 11 slotted	4.37 x 19.05	11/64 x 3/4

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grading, it is not a grading factor. After dockage is removed, the sample is ready for inspection.

Following the specifications in our *Official Grain Grading Guide*, our inspectors determine dockage using the correct size of sieve for the type of pulse crop they are using. See the chart above for more information about sieve sizes.

ASSESSING FOREIGN MATERIAL

The *Official Grain Grading Guide* defines foreign material as “material other than grain of the same class that remains in the sample after the removal of dockage.” Foreign material can include other cereal grains, earth pellets, weed seeds or stones. Our *Official Grain Grading Guide* has set tolerances for the percentage of foreign material allowed in each grade.

To assess foreign material, an inspector picks out any foreign material from the sample and weighs it in order to determine the percentage.

ASSESSING DAMAGE

After assessing the amount of foreign material in a sample, an inspector assesses grading factors that result from damage to the grain. Again, each of these grading factors has set tolerances for the percentage of each type of damage allowed in each grade.

ASSESSING COLOUR


Our inspectors evaluate colour visually using the colour description for each grade as detailed in our *Official Grain Grading Guide*.

We also provide our inspectors and grain company inspectors with colour guides, these guidelines are pictures showing the minimum acceptable colour quality for a sample. An inspector compares a sample to the picture and determines if the sample is better or worse than the picture. For green lentils, guides refer to adhered soil or vegetation, bleached kernels and lightly stained kernels.

ASSIGNING A GRADE

A sample must meet all the specifications of a particular grade before a grade can be assigned. Even if the sample meets most of the specifications, but exceeds one, it will be assigned a lower grade. Specific tolerances are found in our *Official Grain Grading Guide*.

SIEVE SIZES

In our *Official Grain Grading Guide*, you will find the sizes of sieves that should be used when determining dockage. It is important to use the correct size of sieve to ensure that only dockage and not individual grains are cleaned out of the sample. Failure to use the correct sieve could result in a less accurate grade. 

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MOROCCO FTA NEGOTIATIONS

On January 27th, Pulse Canada joined Prime Minister Harper at the announcement of Canada-Morocco free trade agreement (FTA) negotiations. Morocco was identified as a strategic FTA priority by the Canadian pulse industry because of the competitive threat posed by the US-Morocco FTA.

Canadian peas currently face a 25 per cent tariff disadvantage and preferential access for US lentils will begin in 2012. Without a Canadian agreement, Canadian lentils and peas could face up to a 50 per cent tariff disadvantage. Pulse Canada will continue to work closely with government trade negotiators to ensure tariff parity with U.S. pulses into Morocco is restored as quickly as possible.

SELENIUM LIMIT ELIMINATED IN CHINA

In January, China eliminated its maximum limit for selenium in imported food. This announcement removed a major barrier for pulse

exports that had been in place in Canada's third largest market. Since 2006, Pulse Canada has worked closely with the Canadian government, importers and Chinese officials to re-establish trade, to encourage China's Ministry of Health to undertake a risk assessment and to remove the maximum limit. The removal of this barrier eliminates a major constraint to expanding utilization of pulses in many products in China.



THE PULSE INGREDIENT EXPO

On February 9th and 10th, Pulse Canada hosted the Pulse Ingredient

Expo in Toronto, the third event of this kind targeting food processors, ingredient manufacturers, foodservice and consumer gatekeepers. Over 140 attendees learned about environmental and health benefits of pulses, food trends as well as functionality and applications for pulses in food products. Fourteen Canadian pulse processors and suppliers participated in an accompanying exhibition. Hon. Gerry Ritz, Minister of Agriculture and Agri-Food was in attendance to open the event.

MEASURING SUSTAINABLE AGRICULTURE

Measuring Sustainable Agriculture, released by Pulse Canada in February, provides a snapshot of the food industry's rapidly evolving focus on environmental issues. It also compares the food industry's sustainability priorities with agricultural stewardship practices that have been adopted, and continue to grow, in Canada.

Measuring Sustainable Agriculture was written to provide a clearer understanding of who's out there, what they are thinking, what they are measuring, and what all of this means for the Canadian agricultural industry. This document, as well as a companion piece written for a general audience, can be downloaded from the Pulse Canada website at <http://www.pulsecanada.com/measurewhatmatters>.

RAIL FREIGHT SERVICE REVIEW

After nearly three years, the Rail Freight Service Review was officially concluded in March with the unveiling of the Review Panel's Final Report and recommendations by Ministers Rob Merrifield and Gerry Ritz. During this time, Pulse Canada and the CSCA met with the Panel on five occasions and made numerous visits to Ottawa to present the pulse industry's recommendations to decision makers.

The government agreed to take action that reflected the ask of the Canadian pulse and special crops industry – specifically to introduce a bill to make service level agreements a statutory right and providing for an arbitration process to aid in the establishment of fair terms and conditions. In addition, the Government stated it will (a) appoint a Transport Canada facilitator to negotiate both a template service agreement and streamlined commercial dispute resolution process, (b) establish a Commodity Supply Chain Table to address logistical concerns and develop performance metrics to improve competitiveness and (c) conduct an in-depth analysis of the grain industry supply chain.

With the final recommendations receiving strong criticism from the railways and equally strong support from the shipping community, next steps will involve Transport Canada's appointment of the new facilitator and development of the consultation processes he/she will be overseeing. The details and outcomes of these consultations are very important to Canadian shipping stakeholders and Pulse Canada and the CSCA intend to remain fully engaged in the process to ensure the outcomes deliver tangible results for shareholders.

PULSES AND THE GLUTEN-FREE DIET

Pulse Canada also oversaw the development and publication of a new recipe book "Pulses and the Gluten-Free Diet: Cooking with Beans, Peas, Lentils and Chickpeas". The March launch included a dedicated, interactive web

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LIFE IS GOOD!

Canadian Soybean Council – Shaking up new Markets!

Murray Froebe, CSC Export Development Representative

I recently participated in a Canadian Soybean Council (CSC) food-grade soybean trade mission to Japan and South East Asia. The Mission was co-ordinated and supported by the Canadian International Grains Institute (CIGI) to promote export development. I was fortunate enough to be selected as the farmer-representative of the delegation and presented on behalf of all Canadian soybean producers involved in the Identity-Preserved soybean industry. Our farm is celebrating our 15th year of soybean production and has been producing soybeans for food-grade markets since 2002.

The trade mission travelled first to Japan (March 8–13); the primary market for Canadian food-grade soybeans, then to developing markets in Bangkok (March 14–16), and Vietnam (March 16–18).



Soybeans are an important protein source in many Asian countries. Here I am enjoying Natto – a fermented soybean snack in Japan (really gooeey!)

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page (www.pulsecanada.com/pulses-and-the-gluten-free-diet), a media release featuring the support of the Canadian Celiac Association, and the distribution of 50,000 copies of the booklet to health professionals, dieticians and provincial grower groups. The resource booklet will be used as a tool to market pulses as an important option for the 1 in 133 people who suffer from Celiac disease.

THE UN SUMMIT ON NONCOMMUNICABLE DISEASES

In March, Pulse Canada participated in an experts' dialogue to provide Canadian Perspectives on the United



Many buildings and homes had damage to roofs, walls and stone fences. Paved roads also buckled.

Take note of the dates in Japan – Friday March 11th was the earthquake. So yes, our delegation was present during the earthquake in Japan and yes, we all have our stories to tell (but that would be another article in itself!). The fortunate part was we were on our last day of the Mission in Japan and most of our business was complete when the earthquake occurred.

On Friday afternoon, we were at a natto food processing plant, 150 km north of Tokyo, 30 km from the coast and 200 km from the main epicentre in the ocean. We definitely felt the earth shake! We were fortunate enough to be on the main floor and were able to run to an open parking lot, where we felt safe. (The cars were dancing in the parking lot as we ran out of the building!). Our main struggle was trying to get out of the country for the next leg of our trip during

the transportation chaos that ensued across the nation.

We feel for our new friends and the Japanese people for the devastation and loss they have experienced.

This Team Canada soybean trade mission was an important step in forging links to the end-use buyers. We told the “story” of how quality soybeans are produced in Canada. I spoke on soybean production, the role of the family farm

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Nations Summit on Noncommunicable Diseases. Pulse Canada was invited to make a presentation on the contribution that pulses can make to global health in relation to non-communicable diseases of heart disease and diabetes, as well as on environmental sustainability. The perspectives provided in this meeting will be used to help prepare the Canadian position for a United Nations meeting to advance the global effort to control the four major non-communicable diseases of heart disease, lung disease, cancer and diabetes that is scheduled to take place on September 19, 2011.

in Canada, and the steps involved in trying to produce a quality food-grade soybean for these export markets. Linda Malcolmson from CIGI spoke on qualities for processing needs, representatives from CSC spoke on the “Canadian Soybean Advantage,” and export companies from the Canadian Soybean Export Association (CSEA) spoke on getting the product to market.

Export companies also joined presentations for networking opportunities.

The soybean buyers in each country were very interested in farming in Canada and were engaged in very open dialogue after the main presentations. It was noted

that they are becoming more comfortable with and are developing openness with the Canadian delegation that had not been seen before.

As with any market development activity, one questions the benefits for the time and money spent. Here is a summary of my observations:

WHAT WE LEARNT:

- The respect and trust other countries have for Canada’s food production is amazing. Buyers want to do business with “nice” Canadians.
- Other countries like the US are very aggressive and the American Soybean

Association (ASA) spends a lot of time and money in these markets.

- End-use buyers (especially those in Japan) are very interested in knowing where their food comes from. Additionally in Japan, soybeans and food are revered and have a high importance in people’s everyday lives.
- Cultural differences exist in different Asian countries.
- Food buyers are demanding more and more traceability of product.
- Why quality parameters are so particular for some of the food buyers by understanding their food processing at the factory level.
- Buyers want continuity of these missions to maintain relationships and develop business further. They come to expect them annually.
- Agricultural exports rank highly on the priority list of Canadian embassy staff.

WHAT WE ACCOMPLISHED:

- For the limited Canadian budget, our efforts were greatly received for the money spent.
- Built relationships with buyers, provided more understanding and trust of Canadian soybean production, and increased the interest to buy Canadian soybeans.
- Maintained and expanded a Canadian presence in competitive markets.

The Canadian soybean industry is recognized around the world as a producer and supplier of safe, high-quality soybeans that meet the processing needs of end users. With approximately 60 percent of the Canadian soybean crop being exported to international markets on an annual basis, it is imperative that our industry proactively works together to maintain and develop markets. Food-grade soybeans provide a way to add value to our farm operations and improve our bottom line.

Special thanks go to Michelle McMullen (CSC Executive Manager), Jim Gowland (CSC Chair) and CIGI staff, such as Linda Malcolmson, for their efforts in co-ordinating this mission.

Murray Froebe farms with his father Earl and operates Agassiz Seed Farm at Homewood (near Carman). 🍷



L to R back row: Murray Froebe, Jim Gowland (CSC)

L to R front row: Michelle McMullen (CSC), and Dr. Linda Malcolmson (CIGI) pose during a day of making presentations to Japanese delegations at the Canadian Embassy in Tokyo.

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Barbara M. Larson, P.Ag

Manager – Marketing and Sales
Farm Leadership Council

Manitoba Pulse Growers Association (MPGA) has just finalized a deal to partner with the Farm Leadership Council (FLC). This gives access for all members to top notch experts at a reduced cost. This is another benefit you receive as a member of MPGA.

In November 2010, the Farm Leadership Council (FLC) introduced their Advanced Producer Networks (APN) to the world, and the early feedback to the new learning format has been extremely positive.

“These networks provide a facilitated forum to allow producers to exchange ideas, information and build upon their knowledge base,” explained FLC Executive Director, Linda Pipke. “We have had over 40 sessions and the reception has been phenomenal.”

Pipke noted that subscribers can't get over the ease of access and the ability to interact with international leading resource people. APNs use on-line technology like webinars, teleconference calls and video forums.

Current networks include:

- Commodity Marketing
- Equipment
- Crop Production
- Human Resources
- Financial Management
- Technology

The APNs provide an opportunity to gain more in-depth knowledge on topics by hearing from the experts and

discussing with other keenly interested individuals that have the expertise. Producers can glean best practices and test ideas with other subscribers.

“Our webinars have included subject matter experts from Germany, Australia, several US states and other Canadian provinces,” noted Pipke. “It is a cost-effective way of transferring and building knowledge as subscribers and the presenters engage in a dialogue from their home or office, thus raising everyone's level of understanding. It is a win for producers, resource people and the industry.”

A major benefit is that the APNs allow a great deal of flexibility for producers to manage their professional development. The time commitment is minimal and producers have the ability to review the presentation when it suits their schedule.

“In the Financial Management APN, we are finding subscribers listen to the presentation live and then go to the website archived material and make sure they clearly understand what was said,” Pipke stated.

The on-line format also allows producers to submit questions to the speaker electronically, which can be a lot less daunting than stepping up to a microphone in a meeting or conference.

Another benefit is that family members can participate. This can generate frank discussions about management of their farm and things that they can incorporate down the road.

“Producers also drive the agenda and have the option of being involved in one, two or all six networks.”

Subscription cost for the APNs are minimal when compared with the cost for attending major agricultural conferences and programs.

Manitoba Pulse grower members receive 25% off the subscription fee whether it is for two APNs or all six.

But anyone can join. Farmers have to become an FLC member and pay the subscription fee.


If you want additional APNs, you can simply add them as required.

Since 2005, the FLC has been delivering impartial, independent third party educational programming to producers across the three prairie provinces. Keeping pace with industry changes, technological advancements and trends in agriculture can be a daunting task for producers.

That is why the Council changed the delivery mechanism of their programming and launched their Advanced Producer Networks in 2010.

“The vision of the FLC remains focused on improving the business of farming,” Pipke explained. “Whether it is teleconference, webinars, video conference or archived presentations on the web – this is the future...anytime, anywhere for producers.”

The Farm Leadership Council is a producer led cooperative that supports producer innovation and leadership in prairie communities through professional development initiatives. The Council has an eight-member board and a delegate structure.

More information on the Farm Leadership Council and the APNs is available at www.ourflc.com. 



FLC Advanced Producer Networks

The first 15 producers who register for Farm Leadership Council's Advanced Producer Network seminars through MPGA receive a 2-pack FREE for one year!

Additional MPGA Producers will receive a 25% discount when registering.

What is an APN? APNs are an EASY and CONVENIENT way for producers to participate in meaningful dialogue with topic experts and a new network of leading producers. The Farm Leadership Council will assist groups of like minded producers to create their own topic based networks. The producer based leadership group of each APN will determine

how and when the live discussions and presentations will take place. The result will be greater access to relevant and timely information for Canada's producers. And rest assured – there will be lively discussion! **To receive your FREE registration or 25% coupon email Monika at monika@manitobapulse.ca or call the MPGA office at 1-204-745-6488.**

MPGA—Working for You!



Production/Agronomic

- Held a Special Crops Production Day in Brandon on March 3rd in conjunction with NSAC. This was a very successful day and we will look into planning again in 2012.
- A call for variety entries went out for the soybean and edible bean trials. Soybean varieties were placed at the appropriate sites based on their heat units. The edible bean committee reviewed all entries and selected the varieties to feature in our trials this year.

Research

- Attended an AAFC Research Meeting in Winnipeg. Research focusing on innovation seems to be more appealing to the federal government when providing funding.
- Attended CSTA Research Innovation workshop in Ottawa. A variety of participants were invited to discuss farmers' needs in terms of plant breeding and technology, potential challenges and limitations, the regulatory environment, plant breeders rights, and new ideas.
- Conducted an interview with a research associate from the University of Saskatchewan who is investigating public private partnerships and pulse breeding in Australia and Canada.
- Purchased an NIR machine to test for oil and protein content in soybean seeds. This data will be used in conjunction with our variety trial information. Other attributes for other crops can also be tested.

Market Development

- Attended PIRT (Pulse Industry Roundtable) meetings in Toronto. The objective of PIRT is to identify ways and means to collaboratively exploit opportunities to increase revenue and profit by incorporating Canadian pulses and pulse-based ingredients into consumer food products and in industrial uses. The Canadian pulse nutrient database, food regulatory issues, marketing activities and market access issues were discussed. The Growing Forward II presentation was also given to the group and feedback was collected.
- Attended foodManitoba group meetings discussing upcoming events including the Red River Ex. The group is also updating their logo, their website and creating an interactive display to use at various events throughout Manitoba.
- Planning has begun for the pulse episode to appear on the Great Tastes of Manitoba TV cooking show. The fall 2011/spring 2012 theme will be *Gluten-free baking with pulse flours*. We will be featuring recipes from Pulse Canada's new gluten-free cookbook and showcasing how pulses can be used in fractions (ex. flour) in addition to whole beans.

- 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. MPGA conducted a cooking demo and handed out recipe books.
- Showcased pulses in the nutrition supplement of the *Winnipeg Free Press* in March. Our page featured the nutritional benefits of pulses and a pulse recipe.
- Attended the Ag Awareness Day breakfast at the legislature on March 15th. It was also the 2011 Food Products Guide launch. The theme this year was *Live Healthy. Eat Well. Enjoy Locally Produced Food*. A Manitoba made breakfast was served after addresses from Minister Struthers, Hugh McFadyen and Jon Gerrard.

Policy

- MPGA met with Minister Stan Struthers on March 25th to discuss the pulse industry in Manitoba. Agenda items included the MAFRI Pulse Specialist position, CFIA proposing to de-regulate soybean cyst nematode (SCN), the importance of public research and AAFC research stations in Manitoba and all across Canada, spring flooding and drainage, agri-insurance and MASC, and MPGA's summer tours.
- MPGA met with Manitoba Agricultural Services Corporation (MASC) board of directors on February 23rd. Agenda items included the grade guarantee price of peas, the decision to reduce the 2UH indemnity level of soybeans to 85% and their 500 Share arrangement program.
- Attended KAP meetings including: Grains and Oilseed Committee, Commodity Group and General Council, all during the month of March. A number of resolutions were passed at General Council including: MASC Crop Deductibles, Predator Control Programming, and the On-Farm Food Safety Program Incentive, to name a few.
- MPGA attended a Pulse Canada meeting where they reviewed their strategic plan and board structure. Going forward the Pulse Canada board will be made up of members from provincial associations based on financial contribution levels. MPGA will continue to have one voting member at the board table.

Communications

- Attended an Ag in the Classroom board meeting. Ag in the Classroom announced a \$140,000 Monsanto grant, which will expand the Made in Manitoba breakfast program.

We've been busy! ...continued on page 21

'Game On' in Morocco

Gordon Bacon
CEO, Pulse Canada

Farmers and traders in the agriculture sector talk about being competitive. Higher yields, lower input costs, and fixing an underperforming transportation system to remove the costs that farmers ultimately bear all come to mind when defining what being competitive means and what needs to be 'fixed.' In a 2006 *Globe and Mail* article when then International Trade Minister David Emerson said 'we need to get back into the game' he was talking about another area of competitiveness where he noted Canada was 'behind the curve.' He was talking about Canada's access to markets overseas, and Morocco might be the best pulse industry example of where action was needed.

Morocco is important to farmers in Western Canada who grow durum and



Gordon Bacon represented Pulse Canada at the launch of FTA discussions between Canada and Morocco, and spoke to the Prime Minister, Agriculture and International Trade Ministers on the importance of reaching an agreement that would ensure Canadians could remain competitive in that market. Ministers are discussing their Pulse Canada 'pea pens' in the photo.

lentils. Canadian exports to Morocco of these two crops alone average around \$250 million dollars each year. Morocco has been a top five market for Canadian small green lentils in recent years, averaging annual exports of more than 23,000 tonnes. Canadian market share from 2004 to 2008 has averaged 84%.

The USA completed negotiations for a bilateral free trade agreement (FTA) with Morocco in 2004, and

tariff reductions under that agreement began in 2006 for peas. By 2007, Canadian peas were already at a 5% tariff disadvantage to US peas entering Morocco, a disadvantage that has grown to 25% in 2011. When factoring in the tariff disadvantage that lentils start to face in 2012, and at present levels of trade, Canadian pulse exports would face \$1.0 million more in tariffs in 2012

continued on page 22

continued from page 20 **MPGA—Working for You!**

- Attended Grain Farmers of Ontario convention in London, ON.
- Attended Canadian Soybean Council's annual general meeting in Ottawa, ON to discuss the future direction and focus of this association.
- Attended Canadian Field Crop Research Alliance (CFCRA) annual general meeting in Ottawa, ON to get an update on current research projects and to discuss other possibilities for this group in the future (i.e. applying for funding in Growing Forward II 2013.)
- As of April 1, MPGA has set up a partnership with Farm Leadership Council to provide our members with access to FLC's Advanced Producer Network online seminars. More details can be found on page 19 of this issue.
- Provided feedback to CFIA on their proposal to de-regulate soybean cyst nematode (SCN). MPGA is very much opposed to this. Regulation helps keep SCN-infested seed out of Manitoba and provides us with soil monitoring each fall.
- MPGA sent a letter to Monsanto encouraging them to: (a) make it as easy as possible for Manitoba retailers to continue selling OR1 varieties for as long as possible, (b) obtain as much GENRR2Y varietal yield data as possible in all Manitoba soybean growing areas (including the fringe areas) and to publish this data for producers, and (c) continue breeding efforts for early season varieties of GENRR2Y adapted to the growing conditions in Manitoba. 🌱

*For updated information check the website
(www.manitobapulse.ca) or call the office at (204) 745-6488.*

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compared to tariffs charged on the same quantity of US pulses. This means that in head-to-head competition, the Canadian sales price would have to be \$1.0 million lower so that the price of Canadian products in the market would match the landed cost of US pulses. Lowering prices to remain competitive isn't an attractive or practical option. Each year the tariff disadvantage will grow reaching more than \$2.5 million in 2014 and to more than \$12.5 million in 2024. Without a Canadian agreement



Gordon Bacon greets Prime Minister Stephen Harper in Morocco.


that achieves tariff parity with the US, high tariffs will quickly drive Canadian pulses out of Morocco.

With the launch of negotiations in late January, Canada is positioning itself to be 'back in the game' and this is good news for durum and lentil growers. Having the Canadian Prime Minister meet the King of Morocco and be involved in launching talks speaks to the importance of political leadership to get Canadians back into competitive territory.

Canadians will define success in these negotiations if we regain tariff parity with the US as quickly as possible. Part of the game plan for the pulse industry starting now is to work with Moroccan pulse importers. The Moroccan trade is very supportive of having access to Canadian durum and lentils at import duties that match those of other exporters. This ensures that all of Morocco's suppliers have to offer competitive prices on a level playing field. The benefit ultimately flows to the

Moroccan consumer, and in particular the lowest income people in Morocco, since pulse consumption is highest among the poorest people. We are of the view that there is a win-win for Morocco and for Canada.

The Canadian pulse industry will also need to continue to work closely with Canadian trade negotiators to ensure the tariff schedule negotiated eliminates tariff disadvantages as quickly as possible. The clock is ticking and pea exports to Morocco have already suffered. Duty-free access from other countries has made Canadian peas much less competitive in the market.

At a minimum, Canadian exports have to have access to markets that matches the tariffs of other exporters. Having the Prime Minister, Trade Minister and Agriculture Minister recognize the importance of competitiveness, and being advocates of keeping Canadian agriculture competitive, makes our team a lot stronger. 

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AWS (Advanced Wind-reel Systems) is an attachment for agricultural combines designed to improve the efficiency and productivity operation of direct cut harvesting in lentils, peas, dry beans, soybeans, cereal grains and other specialty crops.

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Manitoba Pulse Growers Association (MPGA) and the National Sunflower Association of Canada (NSAC) partnered to host a Special Crops Production Day in Brandon on March 3rd. We wanted to bring agronomic and marketing knowledge to our members farming out in the west, who are not conveniently located to the Manitoba Special Crops Symposium held in Winnipeg each winter in February. With the bulk of pea and sunflower growers in the Westman region, and a significant portion of the soybean acre growth coming from that area as well, we wanted to bring the information to them.

The day was a success! There were approximately 150 growers, agronomists and industry representatives in attendance. The Pulse room featured

agronomy, pathology and marketing speakers. MPGA was pleasantly surprised to see so many agronomists and consultants there, as well as numerous producers who will be growing soybeans for the first time in 2011. Pamela Wilson, a GIS Instructor from Assiniboine Community College, gave an excellent keynote presentation on the future of GPS technologies and applications.

MPGA and NSAC have already begun planning for the 2nd annual Special Crops Production Day. Mark **Thursday, March 1, 2012** on your calendars! The event will take place at the Keystone Centre and be similar in format. MPGA aims to focus a bit more on soybeans and feature more advanced topics.

More details to come in the fall issue. 🌱

MARK YOUR CALENDAR

Crop Diagnostic School
July 5–8, and July 11–15. To register call 204 745-5663.
See page 6 for more details.

Pulse Tour
Wednesday, August 3rd at
AAFC Morden Research Station
– *date subject to change*
See page 2 for more details.

Soybean Tour
Thursday, August 4th at
Richardson's Kelburn Farm
– *date subject to change*
See page 3 for more details.

Check our website regularly for updates
www.manitobapulse.ca

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Tracey Drabyk-Zirk

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

What's in it for me? is a term used in volunteer management theory that definitely has applications when recruiting volunteers. Now that Manitoba Agriculture, Food and Rural Initiatives have a formal agreement with Volunteer Manitoba, several workshops can be offered in rural Manitoba at a much-reduced cost. What do you know about *Growing Forward* programs? Maybe you have heard something about one or two of the components of the overall program, since its inception on September 1, 2009. If you have not heard about the program or truly do not know *What's in it for me* or for your business, take the time to make a call to your local Manitoba Agriculture, Food and Rural Initiatives office and find out more about the *Growing Forwards* programs

available. I am confident that at least one will pique your interest.

For instance, *Agri-Advisor* – this program supports farm businesses and agri-product processing businesses in improving business skills, adopting beneficial management practices and meeting business goals using:

- business plan advisory services
- business analysis and reviews
- marketing plan development
- product development planning
- succession planning and reviews
- feasibility studies for new start-ups.

Eligible costs include 75 per cent of approved consultation fees (not including disbursements), to a maximum of \$10,000 per eligible applicant over the term of the program.

Agri-Excellence – this program helps applicants gain or upgrade skills that will help them better manage their businesses and meet market/consumer demands for food safety, quality and environmental responsibility.

Funds are available up to \$10,000 per applicant for training that addresses the goals identified your personal learning plan. Eligible costs include:

- registration or tuition fees of approved courses
- books and other education supplies for the approved courses.

At one time, there was a cap on family income of \$75,000. This stipulation no longer exists, making many producers and value-added processors eligible.

All training funded through this program must be completed by March 31, 2013. In fact, March 31, 2013 is the closing date for all *Growing Forward* programs under the current agreement.

So, as you approach this year's seeding season, think about how the *Growing Forward* programs could assist in the advancement of your business, as well as strengthen your management skills. If you don't know where to start, an assessment document known as "Gaining Ground" will guide you. In fact, many producers participating in the program have stated that the "Gaining Ground" exercise has been the one of the most beneficial components of what they have gained.

The pace is about to get busy. If field work gives you time to think about the many ways that you will be advancing your business and strengthening your skill set, keep *Growing Forward* in your thoughts.

To find out more on *Growing Forward* programs, www.gov.mb.ca/agriculture/growingforward.

Wishing you a safe and bountiful production season! 🌾

Safe Farms – Spot the Hazard, Assess the Risk, Find a Safer Way, Everyday.

NOTE TO MEMBERS

Resolutions to be presented at the 2012 Annual General Meeting must be received by November 1, 2011.

Please forward to Monika at monika@manitobapulse.ca on or before that date.

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DJ Bing

Agriculture and Agri-Food Canada
Lacombe Research Centre, AB

A continuation from Part 1, featured in the previous issue of Pulse Beat.

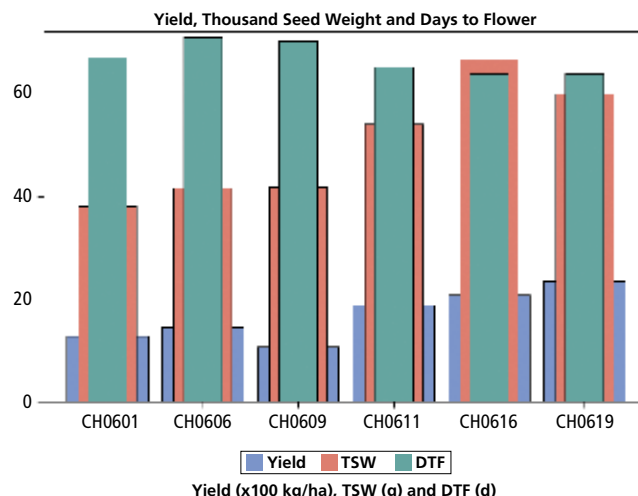
SEED YIELD, THOUSAND SEED WEIGHT (TSW), DAYS TO FLOWER (DTF), AND THE NUMBER OF TRIFOLIATE ON JULY 15, AND THE IMPACT OF SEEDING DATE ON THEM

Yield of the six genotypes were significantly different. CH0619 had the highest yield and CH0609 had the lowest yield (Table 1). Seed yield was significantly dependent on the seeding date, but there was no significant interaction between seeding date and genotype. The average seed yield of the six genotypes seeded on May 17 was 1921 kg ha⁻¹. In contrast, the average yield of the six genotypes seeded on May 26 was 1444 kg ha⁻¹, 478 kg lower.

Thousand seed weight was also significantly different among the six genotypes, varying from 38 g to 67 g. CH0616 had the largest seeds, and CH0601 had the smallest seeds. The seeding date had no significant impact on the TSW, and there was no significant interactions between genotype and seeding date either, suggesting seed size was a stable character.

The genotypes were significantly different in DTF, ranging from 64 to 71 days. Seeding date also had significant impact on DTF, and interactions between DTF and seeding date were also significant, suggesting different

Figure 1
Yield, thousand seed weight and days to flowering of six mung bean genotypes.



genotypes may need a different seeding date to reach flowering.

The number of trifoliolate was significantly different between the two seeding dates. By July 15, plants seeded on May 17 had reached 12 trifoliolate while the plants seeded on July 26 had 10 trifoliolate. But there was no significant difference in the number of trifoliolate among the six genotypes, and there was no significant interaction between the seeding date and genotype. The number of trifoliolate between the two seeding dates simply indicated that the early seeded plants had received more heat units through a longer growing period.

RELATIONSHIP AMONG YIELD, DTF AND TSW

Yield was negatively correlated to DTF, which suggests that early flowering is an important character and is a good indicator of the high yielding genotypes

in this area. Similarly, TSW was also negatively correlated to DTF, suggesting that a genotype with early flowering character also has large seeds. Yield was positively correlated to TSW, thus large seed size is an important indicator for high yield.

Table 1. Yield, thousand seed weight (TSW), days to flowering (DTF) and no. of trifoliolate (No. of TF) on July 15, 2010 of six mung bean genotypes.

Genotype	Yield (kg/ ha)	TSW (g)	DTF (d)	No. of TF
CH0601	1271	38	67	11
CH0606	1457	42	71	11
CH0609	1067	42	70	12
CH0611	1881	54	65	10
CH0616	2077	67	64	12
CH0619	2344	60	64	12

continued on page 26

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2011 APPROVED FUNDING TO RESEARCH


RESEARCHER	PROJECT TITLE	FUNDING
AAFC – Hou	Development of Dry Bean Cultivars for Production In Manitoba	\$45,359.00
AAFC – Conner, Hou, Balasubramanian, Vandenberg	Evaluation of the Anthracnose Reactions in Dry Beans in the Coop Trials	\$5,000.00
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	Evaluation and Development of Dry Bean Cultivars for Production in Manitoba (slow-darkening pinto and Peruano yellow bean)	\$25,000.00
U of M – Holliday	Lygus Bugs on Edible Beans	\$7,000.00
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 – Conner, McLaren, Hou	Evaluation of DB Germplasm and Cultivars for Partial Field Resistance and Physiological Resistance to Sclerotinia Sclerotiorum (White Mould)	\$2,000.00
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	\$5,832.00
AAFC (Lacombe, AB) – Bing	Evaluate the Potential of Mung Bean Production in South Manitoba	\$5,000.00
AAFC – Boye	Devel of Novel High Fibre and Easily Digestible Frozen Bean Products	\$1,754.00
Agri-Skills – VanKoughnet	Field Scale Evaluation – Navy Bean Harvest Methods	\$15,000.00
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	Etiology, Impact and Control of Root Rot in Faba Bean	\$8,000.00
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 Pathogens Associated with Root Rot of Field Pea in Manitoba	\$5,793.50
FDC – Sawyer	Evaluation of Pea Starch in the Development of Functional Coatings Using Pea Fraction for French Fry, Mozzarella Stick and Onion Ring Applications	\$2,500.00
Puratone – Furedi, Kiarie, Nyachoti	The Impact of Ingredients (including Zero-Tannin Faba Bean) in Swine Diets on Digestibility, Performance, Water Intake and Manure Output	\$6,797.85
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
AAFC – Cober, Meloche, Xue, Martin, Sloan	Soybean Breeding and Research for Pest Resistance and for Enhanced Soy Food Quality	\$17,000.00
U of M – Entz	Weed Management in Organic Soybean Production	\$12,000.00
AAFC – Hou	Soybean Germplasm collection	\$4,500.00
U of Waterloo – Moresoli, Simon	Development of Novel Soy-Based Thermoplastic Composites	\$2,300.00
Agri-Skills – VanKoughnet	Field Scale Evaluation – Row Spacing, Seeding Rates, Upright vs. Bushy	\$28,000.00
U of Guelph – Mohanty	Improved Utilization of Soy Polyol Design and Engineering of Novel Polyurethanes for Greener Auto Part Uses	\$5,000.00
MAFRI – Jack	Field Scale Trials – Changing One Variable (Row Spacing or Knife vs. Shovel)	\$1,000.00
AAFC (ONT) – Xue	Identifying Sources of Partial Resistance and Tolerance to Phytophthora and Pythium Root Rots	\$3,000.00
U of M – Oresnik	Studying Rhizobium Levels in the Soil	\$23,500.00
U of M – Arntfield	Dairy-like Products from MB Grown Soybeans	\$10,000.00
RCCFN – Rempel	Evaluation of Soybeans for Biomedical and Functional Food Utilization	\$13,200.00
AAFC – Morrison	Development of a Manitoba Soils Test for Cadmium	\$26,536.00
Agri-Skills – VanKoughnet	Field Scale Evaluation – Seeding Dates, Soil Temperature, Rolling	\$18,000.00
FDC – Meseyton	Development of Two Frozen, Microwavable Pulse and Vegetable Side Dishes	\$14,900.00
	2011 MPGA Soybean Variety Trials	\$8,000.00
	Manitoba Crop Variety Evaluation Trials (MCVET)	\$7,000.00
CIGI – Malcolmsen	Enhancing World Market for Canadian Pulses Through Secondary Processing and Value-Added Research	\$13,000.00
	TOTAL	\$412,415.95

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CONCLUSIONS

The results of this study demonstrated that all six genotypes selected from our early exploratory studies were adapted to southern Manitoba and able to produce mature seeds. However, they were significantly different in yielding ability, DTF as a reference to maturity, and seed weight. Early flowering and larger seeds

were good indicators of higher yield. Overall, genotypes CH0619 and CH0616 had the highest yield, largest seed size and earliest maturity (Figure 1). These two genotypes have the best potential for production in southern Manitoba. It has to be noted that this conclusion is preliminary because it is only based on

the results of a one-year-location trial. Further studies with more years and locations are required. We plan to do more research in 2011. 

Acknowledgment

We greatly appreciate the Manitoba Pulse Growers Association for providing the financial support for this project.

Heather Johnson

Director, Communications and Branding, Canadian International Grains Institute

Breakfast lovers take note. Pulses could one day make their way into your cereal bowl, delivering a highly nutritious meal to kick-start your day while at the same time adding value to Manitoba's pulse crops.

Sound far-fetched? Not according to CIGI's team of pulse specialists who over the past four years have made considerable strides in researching and demonstrating the processing and end-product potential for pulses. In 2006, the Canadian International Grains Institute (CIGI) partnered with the Saskatchewan Pulse Growers (SPG) and Manitoba Pulse Growers Association (MPGA) to undertake the project, "Enhancing World Markets for Pulses through Secondary Processing and Valued-Added Research." In recent months, both SPG and MPGA have

committed funds to continue the project over the next five years.

"This project was initiated with the goal of enhancing Canada's image as a supplier of quality pulses and to support the domestic industry in value-added initiatives," says Dr. Linda Malcolmson, CIGI Manager of Special Crops, Oilseeds and Pulses. "To achieve this goal, research is needed to be carried out to understand and optimize the processing quality of Canadian pulses and to evaluate the composition, functionality and end-use suitability of pulses and pulse flours."


The list of projects undertaken thus far is extensive, encompassing a variety of pulse crops including peas, beans, lentils and chickpeas. Completed studies to date have brought new and useful knowledge to the industry – from a better understanding of the functional properties of pulse flours to evaluating the cooking and canning quality of dry bean genotypes grown in Manitoba (done in collaboration with Agriculture and Agri-Food Canada).




Pasta extrusion at CIGI's technical facility.

For example, the Manitoba dry bean study revealed beans from the 2007 and 2008 crop years had good to acceptable cooking and canning quality attributes, addressing concerns from industry that Manitoba dry beans have variability in their processing characteristics. "We wanted to see how genotype and growing environment affected end-use quality," says Gina Boux, CIGI Technologist in Pulses. "This knowledge

continued on page 28



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can help breeders develop new cultivars and enable processors to select dry beans best suited to their needs and processing requirements and ultimately increase profitability for Manitoba bean producers.”

Value-added research examining ways of incorporating pulse flours into mainstream foods has identified the potential for pulses to meet the growing demands of consumers seeking healthier food choices.

“Limited knowledge existed on the suitability of pulse flours for different end-products,” says Linda. “Using CIGI’s expertise in flour analysis and baking and pasta technology, the project has enabled us to generate technical information and develop a number of food products that can be used to encourage food processors to consider pulse flours in their ingredient mix as a way of increasing protein and fibre content.”

Products produced at CIGI include pastas made with yellow pea, chickpea, bean, red and green lentil flours and pea fibre, bagels containing pea fibre,



Peter Frolich, CIGI Technical Specialist

tortillas with various pulse flours, and gluten-free extruded snacks made from 100 percent pea and lentil flours.

Peter Frohlich, CIGI Technical Specialist in Pulses says results from the various studies have been shared at domestic and international conferences and workshops as well as at trade shows. The Pulse Ingredient Expo in Toronto this past February provided CIGI’s pulse team with an opportunity to network with key contacts in the food industry and distribute samples of *Pea Poppers*, an extruded snack made at CIGI from 100 percent pea flour. Equally important have been opportunities to talk to producers about the work being done during events like Manitoba Ag Days and the Farm Progress Show where Pea Popper samples were also on hand.

“Ultimately our work is designed to benefit producers,” says Peter. “We are seeing that we can take a pulse crop like peas, mill it into flour and incorporate it into a value-added food product. By increasing consumption through new products of interest to domestic and international customers we can increase the demand for producers’ crops.”

A project advisory committee helps set the research priorities for the project, identifying issues affecting the pulse industry right now as well as trends important to the food industry. Committee members include representatives from SPG, MPGA,

processors, breeders and ingredient suppliers. Many of the project activities are collaborative efforts involving other CIGI staff and researchers from universities and research centres across the country.

The technical facilities at CIGI are another key component in fulfilling project objectives. In addition to CIGI’s pilot scale bakery, pasta, extrusion and Asian products plants, and analytical laboratory, its pulse processing and specialty milling facility houses lab and pilot scale dehulling, splitting and milling equipment. The recent addition of an air classifier to separate flour particles into protein, starch and fibre fractions along with a pilot scale stone grinder will provide more opportunities to expand the scope of research activities.

With funding committed to continue the project for the next five years, Peter anticipates CIGI’s pulse team will be doing even more work with food products and how to optimize the use of pulse ingredients in those products. The concept of a breakfast cereal made with pulses is just one of many possibilities worthy of more investigation.

“We’re going to use the information we’ve learned so far through all of our activities and take it to the next level,” says Peter. “We are doing pioneering work that will benefit the whole industry.”





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GENRR2Y Soybeans – The Future is Near

Bruce Brolley, *Manager, Industry Focus Section* and **Brian Jack**, *Farm Production Advisor Manitoba Agriculture, Food and Rural Initiatives*

The only constant is change. Manitoba soybean growers readily relate to this statement as they have grown conventional, Original Roundup Ready (OR1) and now they are starting to grow Genuity Roundup Ready 2 Yield (GENRR2Y) varieties.

The first transition from conventional to roundup ready soybean varieties went very smooth as farmers wanted to grow the new, easier to manage herbicide tolerant soybeans that could not only be grown on some of their wettest ground, but also their weediest fields.

This next transition from OR1 to GENRR2Y will be more challenging. Partially because no significant

improvement in weed control and minimal yield increase, but mainly due to the time frame that they are being introduced in. With soybeans being a relatively new crop in Manitoba, farmers have been pretty conservative when changing varieties. They usually try a new variety on a small percentage of their land and compare how it performs to their standard in terms of yield and maturity. As Manitoba farmers make the transition from OR1 to GENRR2Y they likely won't have this luxury because GENRR2Y varieties are in limited supply in 2011 and the varieties that are available are best suited for the longer growing regions. Commercial seed of the earlier maturing GENRR2Y varieties won't be available until 2012. Never before have Manitoba farmers been faced with the prospect of changing from growing varieties that they have become comfortable to an almost totally new

slate of soybean varieties in two years. The main exception will be Pioneer Hi-Bred Ltd., who will continue to offer OR1 varieties in 2012. 2011 could be an ideal time for farmers to develop a stronger relationship with their local seed dealers in order to secure the best variety for their farm.

HOW DID THE GENRR2Y ENTRIES PERFORM IN 2010?

There has been a lot of talk in the rural coffee shops about GENRR2Y varieties. Comments range from if the higher yield potential has been seen in the field, to uncertainty over maturity, to higher seed costs. GENRR2Y varieties were tested in the Manitoba provincial soybean trials for the first time in 2010. In the Roundup Ready Soybean Variety Description table in *Seed Manitoba*, the GENRR2Y varieties yielded from 102 to 117% of the check, NSC Portage RR.

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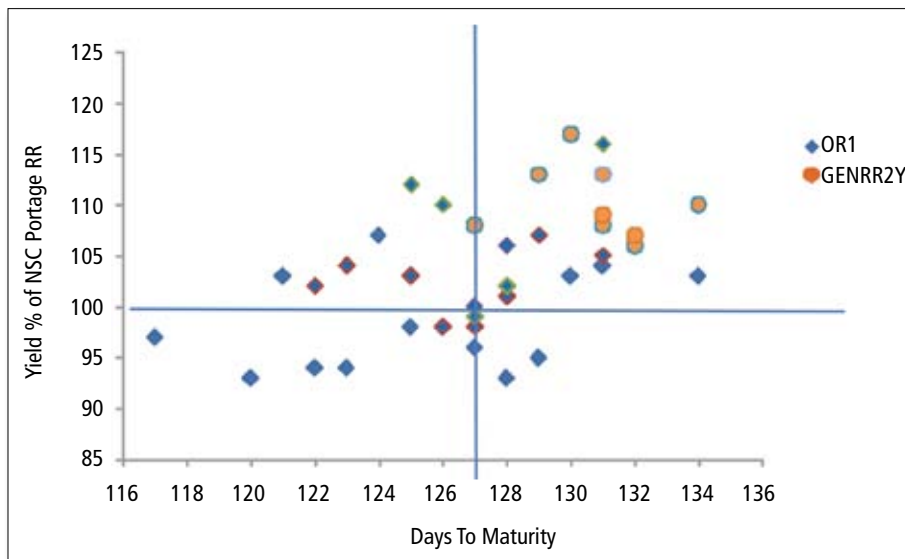
To get a better idea on how OR1 and GENRR2Y varieties compare, yield and days to maturity data was taken only from three core sites (Portage, St Adolphe, Morris), where all varieties both OR1 and GENRR2Y, were grown together in the same trial and displayed in the graph below. Days to Maturity is along the bottom and Yield, expressed as a % of the check NSC Portage RR, is along the vertical scale. When the variety yields are shown this way it is easy to see that the longer maturing varieties have higher yield potential than varieties that mature earlier – hence the reason why all farmers are tempted.

new GENRR2Y varieties by the orange circles. You can quickly see that the GENRR2Y varieties are all in the top right quadrant – high yielding but long maturity. You can also see a lot of blue diamonds in this upper right quadrant, which confirms that there are still high yielding OR1 varieties.

The next thing to notice is the lack of GENRR2Y varieties in the upper left quadrant (earlier than 127 days.) This is just a temporary situation because at the soybean registration meeting this past January, over 20 new GENRR2Y lines were supported for registration – many of these lines were thought to have maturities in the 120 to 127 day range.

included in each trial. The soybean companies generously submitted the OR1 varieties into the trial to allow them to be used as “benchmarks” that we can compare the new GENRR2Y varieties to in terms of yield and maturity.

While the individual variety yields won't be known until early winter, it is still important for producers to visit a couple of local trial sites in the fall to pick out a couple of varieties that have suitable maturity for their farms. It is also important to pick out more than one because seed supplies could be limited and companies are still determining which lines they are going to commercialize. Out of the nine GENRR2Y lines/varieties tested in 2010, only four of them are still being tested in 2011.



The graph is also divided up into four quadrants. The check, NSC Portage RR is the blue diamond that is right in the cross hairs of the horizontal and vertical line. The variety represents 100% yield and it matured in 127 days. Varieties above the horizontal line are higher than average yielding. Farmers in the shorter growing areas want to grow the varieties that are in the top left quadrant as they are both high yielding and early maturing. Farmers in the longer growing areas want to grow varieties in the top right quadrant.

The familiar OR1 varieties are represented by blue diamonds and the

2011 PROVINCIAL SOYBEAN TRIALS

The provincial soybean trials are being conducted in seven locations this year – Morden, Rosebank, Carman, Portage, Stonewall, Arborg, Beausejour, Morris and St Adolphe. Hopefully most sites will go in mid May, with Morris and St Adolphe likely to be seeded in late May due to the flood. Soybeans are also being tested in Western Manitoba in six locations – Melita, Boissevain, Hamiota, Wawanesa, Carberry and Roblin as well as a few sites in Saskatchewan and Alberta.

While the new GENRR2Y varieties dominate the trials, there are at least five commonly grown OR1 varieties

TAKE HOME MESSAGE

GENRR2Y varieties are going to dominate the 2012 marketplace, so if you farm in a high enough heat unit area, you should try out some of these new soybean varieties this year. At the very least you need to go around to the MPGA sponsored provincial soybean trials or private companies soybean demonstration sites this fall to see how the new GENRR2Y varieties perform. Remember performance is measured in terms of yield and maturity.

Other options for 2011: Why not try some of the Pioneer Hi-Bred OR1 varieties in 2011? These varieties will be marketed in 2012 and could be worth considering in your long-term plans. Alternatively you may wish to try conventional (non-herbicide tolerant) soybean varieties. These varieties require more management and higher herbicide costs, but the lower seed costs may make them a viable option to some farmers. Some conventional varieties have a small premium that could tip the scale in their favour.

Remember, the only constant is change. 🌱



PRODUCER PROFILE



Joni Sawatzky

From an early age, Joni knew she was interested in the family farm. She started off helping her parents by driving tractors and hauling grain around the age of 15 or so. And, after she graduated from high school in Altona, Manitoba, she headed off to the University of Manitoba to obtain her diploma in Agriculture. Upon graduation in 2003, Joni began to farm full time with her mom and dad (John and Gail Sawatzky). The Sawatzky farm is located northwest of Altona and depending on the year, consists of 2,000 acres of a mixture of canola, wheat, winter wheat, edible beans and soybeans. Joni herself farms 190 acres of land both owned and rented. Annually, one will find 30%–40% of the Sawatzky's acres seeded into a pulse crop.

Joni indicates that the Sawatzky's have been growing pulses for 20-plus years. First, they started with peas and lentils, but as those crops faded out in their area, they began growing edible beans and soybeans. "They (pulses) require fewer inputs, plus they fix their own nitrogen which helps the following crop," says Sawatzky. "Also, having a

different set of chemicals helps with weed management," adds Sawatzky.

Having pulses in rotation with a variety of other crops helps distribute the workload. "We seed our cereals first, then oilseeds and then move onto edibles," indicates Sawatzky. "This pattern can usually be followed from seeding through to spraying and harvest. Having a variety of crops in the field levels out our workload during the season."

Soybeans have done well for the Sawatzky's in past years. In 2010, Joni and her dad grew soybeans for seed production. You see, the Sawatzky's also own a custom treating and cleaning plant, where they process pulses and cereal crops. The Sawatzky's can do larger cleaning jobs for large seed companies, as well as custom treating for local farmers. Their seed plant has been in operation for the past seven years. "Soybeans are not that labour intensive," notes Sawatzky. "And by growing them for seed, in turn we can clean and bag them. It is a value-added crop for both businesses."

Joni Sawatzky, is not just a producer from Manitoba, she is also a newly elected Manitoba Pulse Growers Association (MPGA) director. She was one of five elected directors at MGPAs annual general meeting held on February 10th. Sawatzky was looking to gain experience and try something different. "I have never been on a committee or board before," says Sawatzky. "I thought that sitting on this board would provide me with the opportunity to hear what is going on in the pulse industry and make new contacts that I would not necessarily have

made otherwise." Joni hopes to also gather additional insight on new bean varieties and have conversations with other producers and industry members while attending tradeshow and conferences on behalf of MPGA. "Being on MPGA's board will also allow me the opportunity to see and hear what other producers are doing on their farms," added Sawatzky. "I also hope to meet other seed plant owner/operators to talk about different opportunities and procedures."

"Pulses in general have a good fit in Manitoba," notes Sawatzky. "We have the right soil type in southern Manitoba for edible beans, and soybeans seem to have tolerated the wet weather we have had lately." Joni adds that more research on edible beans will provide additional opportunities for more producers. "I would like to see more research done on upright varieties. This would allow more opportunities for producers to flex-cut their beans versus having to cut and windrow," states Sawatzky. Making it easier to harvest beans may entice more producers to grow them. Currently, Joni ensures their beans are grown on their best land. Joni hopes that additional research into more durable varieties will help expand the area of suitable bean growing land. "Pulses are a good source of protein for both animal and human consumption. If the opportunities are there, and the price is right, more producers will grow beans," adds Sawatzky.

MPGA staff and existing directors welcome Joni to the board and look forward to watching the pulse industry in Manitoba grow! 🌱



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Prices in \$CAD		2011 Dealer Price (CAD/cwt)			2011 Grower Price (CAD/cwt)		
BEANS — PINTOS	REGION	Low	High	Average	Low	High	Average
#1 – Premium Color	ID/MT/NM/OR/WA	40.87	42.82	41.84	34.06	34.06	34.06
#1 – Premium Color	AB/CO/KS/NE/UT/WY				29.19	29.19	29.19
#1 – Premium Color	MB/MN/ND/SD/SK				30.00	35.03	32.76
#1 – Good Color	ID/MT/NM/OR/WA	36.00	38.92	37.46	29.19	29.19	29.19
#1 – Good Color	AB/CO/KS/NE/UT/WY				29.19	29.19	29.19
#1 – Good Color	MB/MN/ND/SD/SK	39.90	39.90	39.90	28.22	33.08	30.81
#1 – Fair/Average Quality (FAQ)	ID/MT/NM/OR/WA	36.98	39.90	38.44	26.27	29.19	27.73
#1 – Fair/Average Quality (FAQ)	AB/CO/KS/NE/UT/WY				29.19	29.19	29.19
#1 – Fair/Average Quality (FAQ)	MB/MN/ND/SD/SK				28.22	28.22	28.22
#2	ID/MT/NM/OR/WA	35.03	38.92	36.98	25.30	29.19	27.25

		2010 Dealer Price (CAD/cwt)			2010 Grower Price (CAD/cwt)		
BEANS — PINTOS	REGION	Low	High	Average	Low	High	Average
#1 – Premium Color	ID/MT/NM/OR/WA	36.00	38.92	37.63	29.19	31.14	29.84
#1 – Premium Color	AB/CO/KS/NE/UT/WY	31.14	31.14	31.14	27.25	27.25	27.25
#1 – Premium Color	MB/MN/ND/SD/SK				25.30	26.00	25.77
#1 – Good Color	ID/MT/NM/OR/WA	30.17	35.03	32.60	23.35	27.73	25.54
#1 – Good Color	AB/CO/KS/NE/UT/WY	31.14	31.14	31.14	27.25	27.25	27.25
#1 – Good Color	MB/MN/ND/SD/SK	33.08	34.54	33.81	24.00	27.25	25.68
#1 – Fair/Average Quality (FAQ)	ID/MT/NM/OR/WA	29.19	34.06	31.63	22.38	26.27	24.33
#1 – Fair/Average Quality (FAQ)	AB/CO/KS/NE/UT/WY	31.14	31.14	21.14	27.25	27.25	27.25
#1 – Fair/Average Quality (FAQ)	MB/MN/ND/SD/SK				24.33	25.00	24.66
#2	ID/MT/NM/OR/WA	30.17	30.17	30.17	24.33	24.33	24.33
#2	MB/MN/ND/SD/SK				24.00	24.33	24.16
Splits	ID/MT/NM/OR/WA	21.41	24.33	22.87			

*Canadian and US Pinto Bean FOB price report separated by quality, region, dealer and grower pricing.

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Brian Clancey

Senior Market Analyst and Publisher

The situation facing dry edible bean markets in the coming marketing year is starting to take shape, with markets having a better idea of what to expect from North American farmers.

As always, the greatest uncertainty comes from countries such as China, where the lack of reliable data makes estimating current and past production levels more of an art than a science.

Some countries try harder to know what was produced, basing production estimates on “statistically strong” surveys of farmers. Other countries survey farmers in some areas, poll the trade in some, and poll local “ag reps” in others. Some report what they think farmers will bring to market, which means that the actual size of the harvest depends on how much they pay farmers.

Problems with trying to know what is being grown around the world was brought into clear focus by a friend in India who said, “It is better to discuss in relative terms, which is also guess work. Absolute figures are just wild guesses.”

He was referring specifically to India, but he could have been talking about a host of other countries, where data is limited, suspect, or only provided by vested interests.

So, what is the trend? Internationally, it appears to be relatively steady, with little overall change in seeded area and the potential size of the world dry edible bean harvest. Production should end up just under 18.5 million metric tons (MT) for the second year in a row.

The main reason is Brazil expects to dramatically increase dry edible bean area and production across its three crops this year. The Instituto Brasileiro de Geografia e Estatística (IBGE) is looking for the 2011 harvests to end up around 3.62 million MT, up over 13% from last year. Brazil is one of the world’s largest producers and consumers of dry edible beans, rarely exporting product.

From a commercial perspective, rising Brazilian production is an illusion. As has happened in too many countries during the past year, poor

weather damaged the first crop, which is also the largest. Local traders estimate Brazil’s black bean crop, for instance, ended up around 540,000 MT, but as much as 70% are unusable by normal commercial markets in the country.

Black bean growers in Argentina were excited by the prospect, increasing black bean area by 5% to around 90,000 hectares. Average yields could see production inch up from 112,000 to 115,000 MT. However, China is competing aggressively for available demand in Brazil and may have covered most of the country’s import needs into June. Brazil received an estimated 45,000 MT of black beans from China in April and May.

No one really knows how many dry edible beans are grown each year in China. While the country consumes pulses, the bulk of it may be lower valued pulses, which are milled for their starch to produce noodles and other starch-based products. A growing fraction of locally grown and imported product is being directly consumed

in desserts, confections, some meals, and snacks.

China is more open than it was 20 years ago. Traders can tour the production areas to try to get a sense of the impact weather and cross-commodity competition is having on crops. But, by and large, markets are never absolutely certain about how many beans are grown in China, nor completely confident about how many are available for export beyond current offers from exporters.

This is unfortunate because China is having a significant impact on world markets for some classes of beans. In the case of black beans, North American farmers are being paid as much or more for field-run product than China is demanding for cleaned and bagged product delivered to Brazil.

The net result is that it is hard to expand edible bean production in North America beyond domestic needs and international demand for

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classes which cannot be reliably grown elsewhere. One example is navy beans, which are mainly grown for canners in the United Kingdom and North America.

Interestingly, the North American experience with dry edible bean production levels is no different than other regions. Though it has risen in the past 20 years, world production has fallen far behind population growth. Part of the reason is average yields have not risen as much as for major grains and oilseeds. This is an acknowledged problem, with researchers in India leading efforts to improve yields of certain classes of beans grown there and in Africa. Varietal development work is ongoing in North America as well, but plant breeders have not been able to match yield improvements in crops such as soybeans.

This has had a powerful impact on the types of pulses grown in Manitoba, with soybeans displacing dry edible beans on many farms. Last year's soybean area was up almost a quarter

over the previous year and further increases are expected this year. Edible beans face two competitive challenges. Firstly, there is less quality risk for soybeans. Secondly, there is greater price transparency in soybean than edible bean markets.

Competition for land use at the grower level is matched by competition for consumer spending at the retail level. Dry edible beans and other pulses tend to compete on the protein side of the diet. There is a general trend toward increased meat consumption as incomes rise in all parts of the world. This is helped by factory-style meat production, which established itself prior to 2006, a period when oilseed and grain prices were generally believed to be trending down with yield advances.

The effect is obvious when looking at the amount of calories pulses represent in the average human diet. In 1961, pulses contributed an average 74.6 calories per person per day, while combined consumption of pork, poultry and beef accounted for 115.8 of calories

consumed each day. By 1990, the contribution from pulses had dropped to 57.5 calories and meat risen to 162.6. By 2007, pulses contributed 60.8 calories per day, while meat contributed 206.9 calories. The good news in the data is that pulse consumption around the world is showing signs of improving. The other interesting fact is that global pulse consumption is greater than beef or poultry, but less than pork.

The implication is that while pulses face serious challenges in maintaining and expanding production, consumers are interested in the commodity and willing to eat more if they are available at reasonable prices. 🌱



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• SaskCan Pulse Trading – Parent Division	B, P, L, S	204-737-2625	St. Joseph, MB	Y
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Best Cooking Pulses Inc.	P, L	204-857-4451	Portage la Prairie, MB	Y
Brett-Young Seeds	P, S	204-261-7932	Winnipeg, MB	N
Cargill Ltd.	P	204-947-6219	Winnipeg, MB	Y
Delmar Commodities	S, P	204-331-3696	Winkler, MB	Y
• Jordan Mills	S	204-331-3696	Winkler, MB	Y
Global Grain Canada	B	204-829-3641	Plum Coulee, MB	Y
Hensall District Co-op	B	204-295-3938	Winnipeg, MB	Y
Horizon Agro	S	204-746-2026	Morris, MB	Y
HYTEK Ltd.	P	204-424-2300	La Broquerie, MB	N
JK Milling Canada Ltd.	P	306-586-6111	Regina, SK	Y
Kalshea Commodities Inc.	P	204-737-2400	Altona, MB	Y
Kelley Bean Co. Inc.	B	308-635-6438	Scottsbluff, NE	N
Linear Grain	B, S, P	204-745-6747	Carman, MB	Y
Nutri-Pea Ltd.	P	204-239-5995	Portage la Prairie, MB	N
Nu-Vision Commodities	B	204-758-3401	St. Jean Baptiste, MB	N
Parrish & Heimbecker Ltd.	P	204-987-4320	Winnipeg, MB	Y
Paterson Grain	P, S	204-956-2090	Winnipeg, MB	Y
Quarry Grain Commodities	S	204-467-8877	Stonewall, MB	N
R-Way Ag Ltd.	P, S	204-379-2582	St. Claude, MB	N
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• Tri Lake Agri	P	204-523-5380	Killarney, MB	Y
Roy Legumex	B, F, L, P, S	204-758-3597	St. Jean Baptiste, MB	Y
• Fisher Seeds Ltd.	F	204-622-8800	Dauphin, MB	Y
• Duncan Seeds	B	204-822-6629	Morden, MB	Y
S.S. Johnson Seeds	P, B	204-376-5228	Arborg, MB	Y
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Thompsons Limited	B, P, L	519-676-5411	Blenheim, ON	Y
• Keystone Grain	S	204-325-9555	Winkler, MB	Y
• Circle T Agri Services	B	204-723-2164	Treherne, MB	Y
• Y2K Farms	B	204-252-2132	Edwin, MB	Y
Vanderveen Commodity Services	S	204-745-6444	Carman, MB	Y
Viterra	P, S	204-954-1528	Winnipeg, MB	Y
Viterra Special Crops	B, F, L, P	204-745-6711	Carman, MB	Y
• Receiving Station	B	204-856-6373	Portage la Prairie, MB	Y
• Plum Coulee	B	204-829-2364	Plum Coulee, MB	Y
• Prairie Mountain Agri Ltd.	P	204-937-6370	Roblin, MB	Y
Walhalla Bean Co. (Canada Ltd.)	B	701-549-3721	Walhalla, ND	Y
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RECIPE CORNER

Culinary Team Manitoba



MPGA is proud to support Culinary Team Manitoba. This team of top Manitoba chefs and instructors will be representing Manitoba at the 2012 Culinary Olympics in October in Erfurt, Germany. MPGA wishes all participants success in preparing for this competition.

Left to Right: Chef Jeremy Bender, (Team Manager) Chef Cameron Huley, Chef John Feliciano, (Team Captain) Chef JD Braid, Chef Mary-Jane Feek, Chef Klaus Leindecker

Manitoba Kidney and Black Bean Sliders

Recipe yield: 15–20z patties for sliders or 5–6oz patties for burgers

- ½ red onion diced fine
- 2 cups of cooked black beans
- 1½ cups of cooked kidney beans
- 2 slices of fresh multigrain bread diced small
- 2 cloves of minced garlic
- 1 Tbsp toasted onion flakes
- 1 tsp coarse sea salt
- 1 tsp ground toasted cumin
- 1 tsp ground chili powder
- ½ tsp ground black pepper
- 1 tsp lime juice

METHOD

Lightly sauté onions and garlic on medium heat until slightly tender then cool for 5 minutes. In a large bowl mash beans by hand with all other ingredients including onions and garlic. Mash until a paste with chunks of bean is mixed. Scoop into 2oz patties and form by hand or a mini-burger press. Let cool in refrigerator for 1 hour. Cook either on a BBQ or pan-fry with 1 Tbsp of canola oil.



Potato Buns

- | | |
|-----------------------|--------------|
| 1 cup milk | 1 beaten egg |
| ½ cup mashed potatoes | 1½ tsp salt |
| ¼ cup sugar | 3½ cup flour |
| ¼ cup margarine | 1½ tsp yeast |

METHOD

Put all ingredients in bread maker on dough setting. Once completed, shape into 6 buns or 15 mini buns, put in oven proofer for 45 minutes and let rise. Brush with milk or egg to coat tops. Bake at 400 degrees in preheated oven for 10 minutes.

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