

pulse beat

Fall/Winter • No. 67, 2012

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pulse beat

Manitoba Pulse Growers Association

Fall/Winter • No. 67, 2012

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Policy and Communications Director –

Monika Robertson
Email – monika@manitobapulse.ca

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Manitoba
Pulse Growers
Association Inc.

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Notice of Annual General Meeting

Notice is hereby given that a meeting of the members of Manitoba Pulse Growers Association (MPGA) Inc. will be held at the Victoria Inn Hotel and Convention Centre, 1808 Wellington Avenue, Winnipeg, MB during the Manitoba Special Crops Symposium on February 6, 2013.

The agenda for the meeting is as follows:

1. To approve the minutes of the 2012 members meeting
2. To receive the financial statements of MPGA for the current fiscal year
3. To appoint the auditor of MPGA
4. To receive the board and managers report
5. To elect directors to the MPGA board of directors

Nominations to serve on the board of directors can be made by submitting the candidate's name to the nominating committee or the MPGA office prior to the commencement of the meeting, or by nominating a candidate during the call for nominations at the annual general members meeting.

See below for Call for Nominations.



Kyle Friesen
President

PRESIDENT'S MESSAGE

there is a tremendous opportunity and that there is potential for these crops in the marketplace. We are continuing to work closely with researchers and industry members to look into what new markets can be developed in order to provide value to our producers.

MPGA also had a busy summer and fall. Along with other producer groups, we spent time consulting with the provincial and federal governments on the future of Growing Forward 2. We feel these consultations were very well conducted and allowed farmers to have their voice heard by government. But, at the end of the day it seems as though government has disregarded what farmers felt was important for agriculture policy. The substantial reduction in agriculture funding, and dramatic changes in the farm safety net programs will make for a busy winter for farmers and their accountants as they try to decipher how these changes are going to affect their operations and the risk that is associated with agricultural production.

As winter sets in, we take a look back on the year that was and look forward to a new year that is quickly approaching. Looking back on the pulse industry, I believe we can call it a huge success!

First and foremost, I would like to thank producers for again increasing pulse production acres in Manitoba to a level, where I believe, it has never been before – or at least not in recent history. In total, Manitoba farmers harvested just over 1,000,000 acres of pulse crops in 2012, with a large majority of those acres coming from increased soybean production.

Over the years, MPGA has devoted a lot of time and effort to helping the industry and producers grow the soybean business in Manitoba. It is nice to see that effort rewarded. While there will be continued focus on the record number of soybean acres, we cannot leave behind the other pulse crops MPGA is committed to working with, including lentils, peas, dry beans, and faba beans. These crops provided the foundation for the initial development of the pulse growers and soybean industry many years ago. Manitoba Pulse Growers Association still believes

We must also give the federal government some credit along with our criticisms. As an export based industry we are very glad to have Canada officially involved in the Trans-Pacific Partnership trade negotiations. Being part of these negotiations, and hopefully getting a trade agreement in place, should increase the export opportunities for agriculture as a whole, and more specifically pulses.

As of October 2012, the partnership included Canada and Mexico. The other members are Australia, Brunei, Chile, Malaysia, New Zealand, Peru, Singapore, the United States and Vietnam. Current members of the TPP, plus Japan (a candidate member) imported approximately \$300 million or 419,000 tonnes of pulses, special crops as well as pulse flours and fractions in 2010, and combined, TPP candidates and members represent one of Canada's largest markets for pulses and special crops.

The MPGA staff have been busy planning for our annual Special Crops Symposium being held in Winnipeg on February 6-7, as well as the Special Crops Production Day in Brandon on March 5. Both of these events are great for producers to learn what MPGA has been working on, anything new in the industry and to interact with other producers.

In the coming months, we will be working on a survey and asking the association's members to complete. Producer responses will help the board prioritize our research guidelines and initiatives for the future. We encourage all of our producers to fill out this survey and return it to our office by postage-paid mail or visit www.manitobapulse.ca to complete the survey online.

Wishing you all a great holiday season and we hope to see you in the new year.

2013

Presented by MPGA, MCGA, NSAC and MAFRI

February 6th and 7th
at the
Victoria Inn Hotel and Convention Centre
1808 Wellington Avenue, Winnipeg

- > Concurrent sessions both days featuring agronomic, marketing, and pest management topics for edible bean, soybean, sunflowers, and corn
- > Daily Tradeshow until 3:30 pm each day
- > **Keynote Speaker**
February 6th, 11:10 am – Elaine Froese – Elaine has more than 30 years experience of working with farm families. She's a thought leader in agriculture helping farm family businesses activate well thought out plans for change.
- > MPGA Annual General Meeting on February 6th
- > Wine and Cheese Reception on February 6th
- > **Weather and Marketing Session** – February 7th, 2:30 pm – begins with Drew Lerner, President and Senior Agricultural Meteorologist of World Weather, Inc.

For an updated speakers list and detailed agenda please visit www.manitobaspecialcrops.ca

Call for Director Nominations

Each year director positions come up for election.

If you are interested in becoming a director on the MPGA Board, now is your opportunity. This year the terms of directors Joni Sawatzky, Jason Voth, Rick Vaags, and Kyle Friesen are expiring.

If you are a producer of pulse crops and are in good standing with MPGA (you have not requested a levy refund but have sold a pulse crop in the past two years), and would like more information in becoming a director, contact the

Nominating Committee:

Albert Turski at turskia@mts.net
Fred Grieg at fgrieg@mts.net

Elections will be held at the MPGA Annual General Meeting February 6, 2013.



THANK YOU!

Manitoba Pulse Growers Association would like to thank all the growers, processors, and other industry reps who attended our Pulse Tour at the AAFC Morden Research Farm. We would also like to thank Culinary Team Manitoba for preparing a delicious meal! This year's tour was sponsored by BASF, Novozymes, Syngenta, and Viterra. We look forward to planning next year's tour.





Michael Reimer
Acting Executive
Director

The spring started off with great excitement and anticipation around what was predicted to be a record year for edible bean and soybean production in Manitoba. As seeding began there was a great deal of speculation that soybeans were on the verge of a big breakthrough and bean acres were set to rebound from a disappointing 2011. Then, as seeding further progressed there were whispers of the potential for 750,000 acres of soybeans – upon completion of planting that number had ballooned to close to 850,000 acres, which marked an increase in excess of 300,000 acres from the previous year. Edible beans also saw a rebound in acres and although not nearly as dramatic as soybeans, the increase was a nice bounce back from a soggy 2011. When all was said and done, the combined pulse and soybean acres topped the one million acre mark for the first time ever in Manitoba.

Moving forward, MPGA's primary objective is to continue to support the growth of pulses in the province and be a leader as soybean acres start to creep further into Western Canada. There is a lot of work to be done and the upcoming months will be focused on developing and implementing a strategy that ensures pulses continue to be a great success story for Manitoba

producers. There is a world of opportunity in front of Manitoba pulse growers and we are determined to take full advantage of it.

One of the most important ways MPGA serves its members is through the continued support of research initiatives. At the provincial level, Manitoba is fortunate to be home to many world-class scientists and MPGA is committed to provide funding to ensure that Manitoba bean and soybean crops continue to be profitable to Manitoba producers. With an increasing number of first time producers in the province, part of our focus will be to ensure that research is being done to provide valuable information regarding production practices and variety selection.

Perhaps the most important initiative MPGA will be undertaking in the upcoming months will be improving upon our current communications strategy. It is essential that our members are informed on all of the latest activities that might impact their operations. MPGA will continue to develop communication strategies that put critical information in producers' hands – whether it's reporting research findings, changes to government policy, or market access issues. It's important to have an effective strategy to get this information to producers in a timely manner.

As part of MPGA's communication strategy, we will be conducting a producer survey in the coming months. The survey will be designed to help us better understand the needs of our

members and ensure that MPGA's activities are in alignment with the priorities of our membership. Each and every MPGA member has a voice in what we do and this survey will be a step towards ensuring all MPGA members have a chance to contribute to our strategic plan.

It seems as though there are constant changes happening all around agriculture. MPGA is also going to see some changes this year – changes to our staff. Monika Robertson, MPGA's Policy and Communications Director, is moving on to explore an exciting new career opportunity. It is always difficult to see staff leave, but at the same time it is exciting to see Monika get a great opportunity to advance her career. On behalf of the MPGA Board of Directors and myself, I would like to thank Monika for her hard work and dedication to MPGA.

As we settle into the Manitoba winter we should all take the time to be thankful we were blessed with such an exceptional crop year. There is a palpable sense of excitement and optimism for the future and I am looking forward to the challenges and opportunities ahead.

MPGA MISSION STATEMENT

To provide Manitoba pulse grower members with production knowledge and market development support, through focused research, advocacy and linkages with industry partners.

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MPGA COMMITTEES – The first listed is chairperson

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

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

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

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

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

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

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

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

MPGA REPRESENTATIVES

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

Canadian Soybean Council – M. Reimer

Grain Growers of Canada – K. Friesen

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

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

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

OOPSC – A. Saramaga, D. Lange

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

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

Western Canadian Pulse Growers Association
• WGRF – F. Greig (expires 2014)

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Let's Grow Together



WE WANT TO HEAR FROM YOU!

Look for our pulse producer survey arriving in your mailbox in late December.

An online version of the survey will also be available.

- Your participation in this survey will help us understand the needs of our producers and ensure our activities are the priorities of our membership.
- Initial results will be presented at the Manitoba Special Crops Symposium on February 6–7.
- An opportunity to participate in a producer focus group at Symposium will be available. Please contact **Mike Reimer** at michael@manitobapulse.ca or **204-745-6488** if you would like to participate.

More information can be found on our website www.manitobapulse.ca

Participants will be entered to win one of three great prizes!

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Our Committee Talk section in our last issue was a hit with both our board members and producers. So for this issue, we thought we would take the opportunity to sit down with each committee chair and discuss their past growing season, what MPGA has been working on and what is coming up. We hope you enjoy the read.

EDIBLE BEAN COMMITTEE

Jason Voth, chairperson

Q To begin Jason, let's put this in context, where do you farm?

A I farm in the in the south central region of Manitoba, near Altona.

Q Jason, tell me about your season? What were your spring, summer and harvest conditions like?

A We started off the growing season with an almost perfect spring – it wasn't too wet like we have had in the past. We were able to get all our crops seeded. For us it was a fairly relaxing spring –

a long window to seed into, instead of trying to seed everything in two weeks like we have the past couple of years. We planted pinto beans, soybeans, winter wheat, spring wheat, canola and corn in our rotation this year

As with much of the province, our area had very little rain for the majority of the summer and so in these drought conditions we saw some crops suffer from lack of moisture. In the end, our winter wheat, spring wheat, corn and soybeans came in at average yields. The pintos and canola came in below average. Each field did very different because of the varying amounts of rainfall during the summer.

The little rain meant no mud to deal with at harvest and since we rolled our soybeans, the fields were still nice and smooth with no spray ruts.

The early planting and lots of heat meant we were able to get the crop off early. We were done our corn in September – we have never done that before.

Q What do you believe the market will do this year for soybeans and edible beans?

A We have seen our soybean acres grow tremendously here in Manitoba. I am sure it is due to a combination of things – high prices being one of them. Soybean's fertilizer needs are also very low, so you can reduce your fertilizer input costs significantly compared to canola. There is also a lot of research being done here in Manitoba that allows the fringe areas to grow more soybeans more consistently. Varieties are being adapted to suit all areas of the province. As far as the price is concerned, it is kind of a new territory for everyone. It is difficult to predict what will happen with the soybean price in the future. For now, I think we can take advantage of the limit-up and limit-down swings.

The pinto bean market is a tough one to figure out. At harvest the price was up, right after harvest the price was down. I have been told that buyers

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are not buying very far into the future. Mexico and North Dakota had a good crop, but on the other hand the carryover was very low. So I would expect that the price should climb back up in the next few months.

Q What is MPGA working on for producers this winter?

A MPGA staff and directors have been busy with all kinds of meetings including Growing Forward II consultations, internal committee meetings plus working on updates to our already committed research projects.

Planning for our annual Special Crops Symposium in Winnipeg (February 6 and 7) and the Special Crops Production Day in Brandon (March 5) are well underway. Last year these events were very well attended by our producers, so I hope many of you plan on attending again this year. The feedback we received from producers last year was positive and I am confident this year will be no

exception. Our staff is working very hard to get informative speakers for these events.

MPGA has also initiated a producer survey (should be in your mailboxes soon). This survey will help MPGA to prioritize our research guidelines and initiatives for the future. We encourage all of our producers to fill this survey out and return it to our office – or visit www.manitobapulse.ca to fill out the survey online.

The information from the survey will aid the board in our annual strategic plan update. We will be reviewing the plan set forth in 2010, updating our strategies and reviewing our priorities. We want to ensure we are on the right track and working in the best interest of our members.

In closing, I would like encourage pulse producers to get in contact with their local board member or our office with any comments, suggestions, or recommendations regarding the pulse industry in Manitoba. We welcome your feedback.

SOYBEAN COMMITTEE

Albert Turski, chairperson

Q To begin Albert, let's put this in context, where do you farm?

A Our farm is in the LaSalle, Manitoba area and soybeans consist of approximately 40% of our land base.

Q Albert, tell me about your season? What were your spring, summer and harvest conditions like?

A This spring had favourable conditions with adequate moisture and soil temperatures. Half of our soybeans were seeded with a planter on 15" rows and the rest with a disc drill on 7.5" spacing. Interesting enough, we noticed slightly earlier and more even emergence with the planter.

With the hot and dry conditions that followed, the beans were still able to fill in the 15" spacing. But, producers that seeded on 30" spacing saw their beans

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MAJOR BREAKTHROUGHS IN HISTORY

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having a tough time filling in the rows. The empty space between each row could have caused a flush of weeds if a summer rain would have occurred.

With the hot, dry conditions I thought the soybean yield was going to suffer like this year's canola crop. But at harvest, we were pleasantly surprised with our yields. Imagine what could have been with a couple of rains!

Q What do you believe the market will do this year for soybeans?

A With the extensive dry weather and therefore low yields in the US, I believe that we will see some excellent pricing opportunities this winter as the stocks get used up.

Q What is in store for soybeans, the Cinderella crop?

A I believe because of the great experience producer's have had with soybeans this past season, acres will continue to increase. Some growers will increase their acres already grown on their farms and acres will continue to expand in the non-traditional regions. New varieties are continually being produced and show great promise in the shorter growing areas. Producers are seeing the advantage of not having to babysit soybeans once they are established, along with the lower input costs required that are required with other oil seeds. 

PEA, FABA BEAN AND LENTIL COMMITTEE

Fred Greig, chairperson

Q To begin Fred, let's put this in context, where do you farm?

A I farm at Reston in the southwest corner of the province. You may have heard of Reston from our recent publicity regarding our town selling new building lots for \$10.00 and Reston's close proximity to the Dakota Chundee Smoke Shop at Pipestone. Now to spin that publicity into more pulse acres.

Q Fred, tell me about your season? What were your spring, summer and harvest conditions like?

A The 2012 growing season was more favourable than 2011, which doesn't say much. Very little crop was seeded in 2011 and 2012 started with a slight delay from normal seeding start dates to allow for the fields to dry. Seeding progressed quite well and for the most part finished at a normal date.

Excess moisture and wind storms in June caused loss of acres and yield from excess disease pressure. The wind storms lodged crops, allowing disease to spread and made most fungicide applications ineffective. July through September saw no moisture and as I write this report in early October, fall

field operations have not started due to lack of moisture.

These conditions were great for harvest but also trimmed yields in late-seeded and longer-season crops. Yields for 2012 were average at best, except for winter wheat and soybeans. Canola was very disappointing but the market price will help compensate for these reduced yields. Demand for soybean seed has exploded and will displace pea and canola acres in my area.

Q What do you believe the market will do this year for peas and lentils?

A Pea and lentil acres remain below the five-year average as wet conditions have resulted in poor yields and difficult harvest conditions. Field pea prices are higher than average but at present levels may not encourage increased plantings this spring. Other crop types are providing better returns at present so I expect pea and lentil acres to remain flat in Manitoba.

Q There have been recent deductions and changes to the AgriStability Program, what are your thoughts on these changes? How do the changes impact Manitoba producers?

A The reduced federal government funding in the AgriStability Program is disappointing but not unexpected. Because farmers' coverage is now capped at 70% of the reference margin or capped at eligible expenses, the chances of collecting any payouts is unlikely. Therefore, the effort and costs to remain in AgriStability will be difficult for some producers to justify. Governments continue to reduce funding to agriculture in most areas and safety net programs were not exempt. Producers and our organizations need to lobby the government at all levels to at least maintain present funding levels. If we only had the power of the NHLPA! This is just one more reason why it is imperative for producer groups to increase funding in Ag research, plant breeding etc.

continued on page 11

Growing Our Relationship with Japan

Rachel Telford
Grain Farmers of Ontario

Japan needs more soybeans than it can grow domestically. Every year, 900,000 tonnes of identity preserved (IP) soybeans are used in food products – half of which are processed into tofu. Manufacturers are looking overseas to meet their demand, and increasingly they are becoming aware of the quality of Canadian soybeans.

Japan is Canada's largest market for food-grade soybeans. In 2011, Japanese processors imported nearly 330,000 tonnes of Canadian soybeans valued at more than 225 million dollars. Maintaining and building that market is the goal of the CSC Japan-Canada Soybean Program.

The program is sponsored by the Canadian Soybean Council (CSC), and coordinated by the Canadian International Grains Institute (Cigi). This year, senior representatives from Japanese tofu processing companies spent six days in Canada meeting with researchers, farmers, and industry

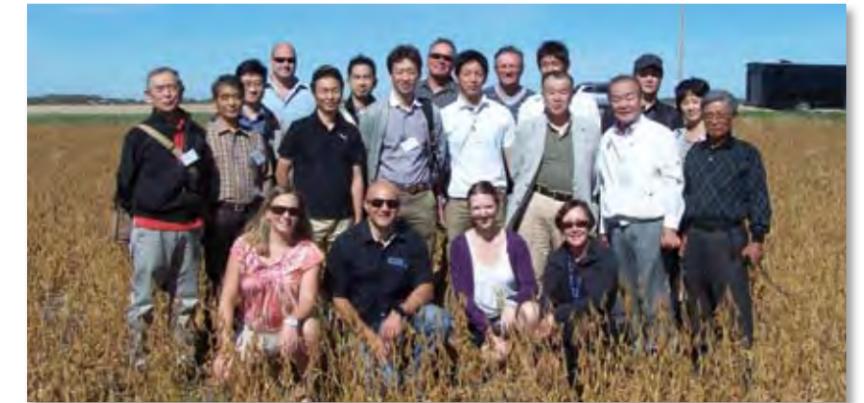
continued from page 10

Q What is MPGA working on for producers this winter?

A The fall and winter season is always busy for MPGA and this year is no exception. Our budget will be prepared for approval which sets funding levels for upcoming research proposals. This process has been made more manageable by using a rolling average as a base.

MPGA hosts an industry meeting each year with buyers, processors, retailers in an effort to find solutions to any issues restricting production and marketing of our crops.

New this year, MPGA is surveying producers formally to assess our past performance and to set future direction. Feedback from the survey may result in changes to our strategic plan that was set forth in 2010. I hope producers take the time out of their extremely busy



representatives. They toured farms in Manitoba, Quebec, and Ontario, visited soybean handling and processing facilities, and spent time at breeding and research facilities.

"CSC together with Cigi over the past number of years have conducted incoming programs such as this along with outgoing missions to Japan which gives us an opportunity to exchange technical information and to discuss future requirements that benefit both the customer and the Canadian industry," says Nicole MacKellar,

Market Development Coordinator for Grain Farmers of Ontario.

"This is an excellent opportunity for Canada's soybean industry to demonstrate to these companies how they produce quality soybeans that fit the processing characteristics they require for tofu production," adds Dr. Linda Malcolmson, Cigi's Manager of Special Crops, Oilseeds and Pulses.

The 11 participants were nominated by Japan's National Federation of Tofu Commerce and Trade to attend the program. The Federation consists of nearly 3,000 members representing more than 60 percent of tofu processors in Japan.

"Some of them use Canadian soybeans already," says Tsuneto Sasaki, Trade Commissioner at the Embassy of Canada to Japan in Tokyo. "But some of them don't know about Canadian soybeans and this program allows them to learn about how the different types of soybeans are grown, the different provinces they are grown in, and how the crops are managed."

This Canadian tour was particularly important for one manufacturer. Jinichi Uemura, director of Uermura Shoten Co. Ltd. in Sendai, Miyagi, has been using Ontario grown soybeans for part of his tofu production since March 2011.

When a 9.0 magnitude earthquake occurred off the east coast of Japan, it triggered a tsunami that devastated much of the region – including the Miyagi prefecture. 120 food processors

continued on page 12

MANITOBA
Special Crops Production Day

This event will bring together producers and industry representatives in one venue to discuss marketing, agronomy and pest management issues relating to corn, sunflowers, peas and soybeans in Manitoba.

- Concurrent sessions featuring agronomic, research and marketing updates
- Wine and Cheese event from 3:00 pm – 4:30 pm



MARCH 5, 2013
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Manitoba Pulse Growers Association Inc.

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in the area were damaged and traditional supply chains were cut off. Manufacturers still in operation, like Uemura, struggled to find soybeans they could process into much-needed tofu for the local food supply. Other Federation member companies had the supply they needed, but it took three to four days for the soybeans to be trucked to the region from the Port of Yokohama.

When they finally arrived, Uemura was surprised by the quality of the soybeans, and was impressed to learn that they came from Canada. Before the earthquake, only domestic soybeans were used at his facility, but he now uses a combination of domestic and Canadian IP soybeans.

"We're proud Mr. Uemura was able to see the full value circle of how soybeans are produced in Canada and the quality parameters we have in place to ensure we are delivering the product he is looking for," says Nicole MacKellar.

Murray Chorney, a Manitoba Pulse Grower board member, welcomed

the tour participants to his farm in East Selkirk, MB. Now although IP soybeans are not grown extensively in Manitoba, the group was able to see a Manitoba soybean farm first hand. They were also toured through a variety trial plot on the Chorney farm. Additional presentations during the tour highlighted the Canadian Identity Preserved Recognition System as well as the soybean inspection and grading systems used.

The delegates also heard first-hand from an Ontario farmer about quality control measures. Henry Van Ankm, Chair of Grain Farmers of Ontario, welcomed the tour participants to his farm in Alma, Ontario. He described how he works to keep IP soybeans segregated from his genetically modified (GM) crops during every stage from planting to storage.

"As a farmer I find it rewarding to know we are growing a higher value crop," Van Ankm told the group. "I like that this program allows me to better understand where my soybeans

go to, who's using them, and why they require the quality they do as an end user."

The information gathered by the Japanese representatives will be shared with others within the tofu processing industry, as well as the manufacturers of other food products such as miso, natto beans, and soy milk.

"The representatives have formed a good impression of the Canadian soybean industry," says Sasaki-San. "They now understand how farmers manage their crops and know they are producing the quality their clients are demanding from them."

This was the fifth Japan-Canada Soybean Program run by the Canadians Soybean Council.



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MPGA participated in the 23rd season of Great Tastes of Manitoba (GTOM). Rated in the top 50 shows in Manitoba, the Great Tastes of Manitoba is an educational cooking program that features Manitoba food at its best. NEW host Ace Burpee joins Roxanne Lewko from Manitoba Pulse Growers for A French Twist on Pulses. Roxanne demonstrates how easy it is to prepare wholesome recipes using the slow cooker. Your family will love the Split Pea Sausage Soup and Chicken Cassoulet. Just combine ingredients and let the slow cooker work its magic! Indulge in Crêpes with Berries without the guilt; the perfect treat for those following a gluten-free diet.

Sheila Nash from Manitoba Liquor Marts selects wines, beers or spirits to pair alongside these homestyle favourites.

The original episode aired on Saturday September 22nd but the show will re-air on Saturday February 23, 2013 from 6:30 pm -7:00 pm on CTV TV Cable 5.

To receive your copy of the recipes featured on Great Tastes of Manitoba please visit

 foodManitoba.ca





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Doug Chorney, President
Keystone Agricultural Producers



The recently released 2011 agricultural census shows that the number of farms in Canada has decreased by 10.3 per cent, while the average farm size has increased by 6.9 per cent.

This by no means should be construed as an indication that family farm operators are getting out and leaving farming to corporations with little interest in sustaining the land and the communities that have been a vital part of western Canadian agriculture since the 1800s.

Rather, it means that families are consolidating – combining their operations – in order to take advantage of economies of scale, a necessity that has resulted from the competitive

and protective environment of global agriculture.

The Statistics Canada report, in fact, notes that the “Canadian agricultural sector continues to restructure as many farms expand in scale of operation, consolidate, draw on technological innovations to enhance productivity, and augment their sales.”

The term “corporate farming” is often used in a derogatory fashion by those who don’t understand these realities. The fact is that farmers must be astute business people if they are to succeed in this current agricultural climate, and incorporation is a good way to address both tax and succession planning.

So when the census report indicates that the “historical trend shows an increase over time in the proportion of farms which are incorporated, and a decrease in the proportion which are sole proprietorships,” it is referring to the fact that family farms are moving into a legal entity which provides certain managerial advantages.

Family corporations, in fact, accounted for 87.8% of all farm corporations in 2011, according to the report. These families live on their farms and contribute to their communities. They have a vested concern for the soil, the ground water and the surface water which support their livelihoods.

In addition, they tend to buy locally – which means support for local agri-product retailers, seed dealers, equipment dealers, fuel suppliers, construction companies and a variety of other local businesses. They also make family purchases at the local level – including groceries, clothing and household items.

This adds up to local jobs that are the basis of rural sustainability.

Reading between the lines of the census, however, one can see that this sustainability is being threatened. The report indicates that a little above 48 per cent of farm operators are over the age of 55, compared with just over 40 per cent in 2006 and 32 per cent in 1991. The farming population is growing

older because fewer young people are taking up the call of the land.

Farm and rural de-population is an unfortunate reality, and Keystone Agricultural Producers is working to address it. We actively engage young farmers, inviting them to join committees and participate in KAP’s decision-making process. We reach out to them in their agricultural studies at the University of Manitoba and Assiniboine Community College.

Most importantly, we create policies and lobby government for programs that will benefit young farmers.

I would be remiss if I didn’t say that governments listen and recognize the importance of this new generation of farmers. They have and they do, both provincially and federally, and have responded with a variety of programming.

Manitoba Agriculture, Food and Rural Initiatives, through the Manitoba Agricultural Services Corporation, has created the Bridging Generations Initiative which provides financing options that position young farmers to succeed the retiring generation – among other programs it offers to young farmers.

Federally, there are also programs aimed at young farmers that include a number of low-cost loan options through Farm Credit Canada. Most recently, a new Young Farmer Loan was announced to offer added support for young farmers who need to purchase land and buildings.

I also applaud the efforts of the former minister of state for agriculture, Jean-Pierre Blackburn, who engaged young farmers and moved them to the forefront of agricultural discussions.

The synonym for farmer is “eternal optimist,” and as a farmer, I am optimistic that all of our efforts – both current and future – will help young people come back to the farms. I am equally optimistic that KAP and other organizations like ours across the country will succeed in busting the myth that farm corporations are owned by outside interests, and not local farm families.

Brad Ewankiw, Director
Sustainability at Pulse Canada



Companies, retailers, food service, crop input suppliers – essentially all members of the food and agricultural value chains – are increasing their focus on sustainable agriculture. The increased attention being paid to sustainability by the global agri-food industry is an enormous opportunity for the Canadian pulse sector, and Canadian agriculture as a whole. Over the last four years, Pulse Canada has been actively participating in the sustainability discussion alongside global food companies, international organizations and government. The goal is to ensure Canadian farmers’ and the Canadian pulse industry’s voice is heard as topics related to primary production such as non-renewable energy use, greenhouse gas emissions, and soil conservation are discussed.

In May 2012, Denis Trémorin, Manager of Sustainable Production and Brad Ewankiw, Director, Sustainability visited Evian, France, to attend the 10th Anniversary of the Sustainable Agriculture Initiative (SAI) platform. SAI began as the brainchild of three major global food companies (Danone, Nestlé, and Unilever), and has grown into one of the largest discussion forums on sustainable agriculture. SAI includes over 40 global food and beverage companies, focusing on all issues of sustainability including economic, environmental, and social factors.

The increased focus on the sustainability of food production systems is driven by two main factors: first, growing concern about food supply and an inefficient food distribution system driven by a rapidly growing world population and second, an increased focus by all industries to measure their activities’ effects on the well being of the world’s societies and ecosystems.

We need to grow twice the food by 2050 while minimizing our environmental impact and improving the social and economic aspects of our producers. Source: United Nations

ENVIRONMENTAL FOCUS ALONE IS NOT SUSTAINABLE

One of the most important aspects of sustainability is that it is not just environmental. For a system to be truly sustainable, it must support all three legs, including economic, social and environmental impacts, or the stool may fall over. An effective way to understand the sustainability of a system is to ask some important questions: “Are my actions generating a solid income and generating wealth? Is the long-term health of the soil, water, and air being affected by my actions today and what can I do to minimize these effects over time? How can what I do in my operation improve the livelihoods of those who live in my community or the surrounding area?”

Well balanced sustainability platforms discuss all three pillars, and

it is important to fully understand the economics, social aspects and environmental impacts of your farm or business strategy. Focusing only on the environment, with no thought to economic aspects will lead to increasing unwanted pressures on an organization. Sustainable development is not akin to flicking a switch – changes to practices do not automatically result in the related changes in outputs. It is not a project, or a strategic planning session, or a course. It is an ongoing process with stated and evolving long-term goals. It needs to become a thread within the fabric of an organization, an industry, a country and ultimately the world.

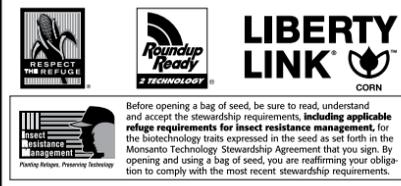
WHAT IS THE PULSE INDUSTRY DOING TO ENHANCE CANADIAN AGRICULTURE SUSTAINABILITY?

Within the past few years, a number of initiatives have taken place including the 2011 publication of *Measuring Sustainable Agriculture*, an overview

continued on page 16

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Grant Thiessen, Kroecker Farms Limited, Winkler, MB

of the food industry and the growing focus on their supply chains activities and the key indicators used to measure sustainability. Also in 2011, working with members of the Canadian agriculture and food industries, *Application of Sustainable Agriculture Metrics to Selected Canadian Field Crops* was launched which measures the performance of eight major crops in western Canada from 1986 to 2006 against five key indicators. Both of these documents are available as downloads on the Pulse Canada website at www.pulsecanada.com/environment.

Current and future efforts include creating relationships with members of all relevant global and regional sustainability initiatives. These partnerships will allow for less duplication of efforts and increased efficiency as the multiple stakeholders of the Canadian agriculture industry come together to create a forum for discussion on sustainable agricultural development. Canadian agriculture has always been a leader in adopting new

technologies for more efficient food production. It's time for everyone to collaborate and discuss ideas on how best to utilize these technologies in a pre-competitive forum and continue to show leadership in global agriculture.

WHAT CAN BE DONE ON THE FARM OR BY INDIVIDUAL COMPANIES?

The easiest way to integrate sustainable development is to identify the processes that are already in place. It is likely that most decisions already being made include the thought of how it may affect the environment or the bottom line. The next critical step is to define and identify which key indicators to focus on and the long-term goals for the operation. Include all members of the team in these important and motivating discussions which in turn will have positive effects on the social aspects of the business – happier employees. Create a culture where everyone asks themselves a question – “is what I am about to do or am doing right now within the scope of our long-term goals

of the business, or might there be a better way?”

The learning never stops. Whether you are the CEO of a global food company, or the CEO of a 2000 acre farm in western Manitoba, the drive of humans to continuously improve our situation is the basis for successful sustainable development.

Within one of the sessions at the SAI platform meeting in May, the Head of Agriculture for Nestlé said multiple times, “We don't know the answers, but we will always be seeking the truth.” This is the impetus of sustainable development in agriculture and food production. By collaborating amongst multiple stakeholders, sharing ideas, and discovering ways to utilize innovative technologies together the Canadian agriculture industry can create continuous improvements in how we grow food, the most vital aspect of civilization. 

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HIRING EMPLOYEES

Tracey Drabyk-Zirk
Rural Leadership Specialist
Manitoba Agriculture, Food and
Rural Initiatives, Beausejour

Treading into new territory always has its realities! Is your farm at a stage where you need to hire employees?

In many cases, there comes a time in your business when hiring additional employees may be necessary. Seasonal employees may be needed or you may require someone else's expertise.

Whatever the reason, you can increase your chances of hiring the right person the first time with a sound human resources plan.

"Human resources," is a term that means a whole lot more than just "hiring" – it includes managing family and non-family members, full- and part-time staff, and seasonal and year-round employees, and the policies and practices that relate to them.

People are as integral to farming as weather, prices, and technology.

Regardless of whether you're running a small farm or large corporation aligning your business for success requires a strong and effective human-resource program that's about hiring and keeping high-performing and engaged people. Human resources must have your careful attention – it affects most production, financial, and marketing decisions.

Manitoba Agriculture, Food and Rural Initiatives staff are pleased to announce that an HR manual is available. It includes chapters on the important parts of an effective HR program, Manitoba case studies and worksheets to walk you through the steps that will tailor your strategy for your needs and for the needs of your business.

A quick overview of the chapter categories include:

- self evaluation • recruiting • hiring
- communication • employment standards • new employee orientation and training • motivate employee performance.

All examples relate to farm operations whether they are grain, sod, market gardens, agri-tourism, etc.

To familiarize yourself with the regulations and laws governing employees, contact Manitoba Labour, Employment Standards Division at 1-800-821-4307 or on the Internet at www.gov.mb.ca/labour/standards. They are responsible for Manitoba's labour laws.

The Winnipeg Tax Services Office and Revenue Canada, both at 1-800-959-5525, provide basic information on payroll deductions. For general information, as well as a listing of informational brochures, check out their website at www.rc.gc.ca. Your accountant may also have information on employee regulations and payroll information.

If you wish to have more information, or to receive a copy of the HR Guide, contact me at tracey.drabyk-zirk@gov.mb.ca or by phone, 204-266-1410.

Keep in mind – *employees are a business's most valuable asset!* 



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Richard Phillips
Executive Director
Grain Growers of Canada

CANADIAN GRAIN COMMISSION REFORMS

Bill C-45, omnibus budget legislation was introduced October 18th in Parliament. This bill deals with a host of issues like Employment Insurance, but also includes changes to the Canadian Grain Commission (CGC) and the Canada Grain Act.

We asked the Canadian Grain Commission to attend our Grain Growers' Fall Meeting (Nov. 26–27) to discuss the proposed changes, and next steps. Of specific interest is the accountability back to producers in a new governance structure as well as the move to private insurance with the end of bonding. Given that producers will be paying for 80% or more of the CGC operating costs we need to ensure that the work they are doing provides value back to the farm gate.

RAIL SERVICE LEGISLATION

Rail Service legislation is expected to be introduced in this fall's Parliament. The legislation is needed to improve railway service for farmers, helping to ensure reliable delivery of our crops. The Grain Growers (along with Pulse Canada) is an active member of the Coalition of Rail Shippers Coalition (CRS), which represents 18 industry associations. The grain industry alone spends \$1.4 billion on rail freight annually, while Rail Shippers members account for over 80% of revenues for CN and CPR, so getting

a better rail service deal for farmers is essential for the pulse industry, the grain industry, and the Canadian economy as a whole.

Many CRS activities have ensued over the course of this fall's Parliamentary calendar to make sure the legislation is on track. A lobby day in Ottawa was organised, connecting high level CEOs with MPs and officials. Communication efforts have also been stepped up to bring balance to the railways public relations offensive. The Grain Growers has helped the CRS develop some quality communications articles we can use to explain our shippers' position to politicians and the general public.

BUSINESS RISK MANAGEMENT

Farmers across Canada are going to need to plan to work with reduced BRM programming in 2013 and beyond as a result of cuts to Agri-Invest and Agri-Stability announced mid-September at the Fed-Prov Ag Ministers meeting in Whitehorse, Yukon. GGC Board of Directors will be meeting with AAFC officials at the upcoming GGC Fall Meeting for a thorough briefing to answer any questions related to these recent changes.

TRADE

Trans-Pacific Partnership (TPP)

Canada formally joined the Trans-Pacific Partnership October 9th. This Asia-Pacific regional trade agreement is touted as a 21st-century agreement and member countries include many of Canada's key export markets and

competitors including Australia, Brunei, Chile, Malaysia, New Zealand, Peru, Singapore, the United States, Vietnam, and now also Mexico and Canada. TPP member countries estimated combined GDP is approximately \$22.44 trillion. Joining the Trans-Pacific Partnership is a major step towards Canada integrating into more trade relationships with other countries in the Asia-Pacific region. It is an agreement between like-minded countries making it a real opportunity to facilitate trade with like-minded partners. Now that we are part of negotiations we look forward to working with Government to ensure priorities reflect the priorities of pulse growers and other grain growers across Canada.

India and Morocco

The Canada–Morocco trade deal is progressing well. Grain Growers have been invited to participate in an upcoming trade mission to India sometime in November. A future Canada–India trade deal could prove pivotal for Canadian pulse growers as currently India is our largest export market for pulses (28.4%).

SUMMARY

Our Grain Growers' Fall Board Meeting was in Ottawa this year at the Westin Hotel from November 26–27. Grow Canada immediately followed, also at the Westin. The fall session for Parliament is well underway and we greatly appreciate working with Michael and Monika at the Manitoba Pulse Growers Association on national agriculture policy. 🌾

Bruce D. Campbell
Farm and Food Discovery Centre

For many of us, the idea of where our food comes from starts and ends with the local grocery store.

As our increasingly urbanized population disconnects from agricultural roots that existed only a few generations ago, it's not surprising that consumers are a bit fuzzy on the details of how their dinner gets to the table. But they now have a fun and hands-on way to re-engage with their food.

The University of Manitoba's Faculty of Agricultural and Food Sciences recently opened the Bruce D. Campbell Farm and Food Discovery Centre. Located just 15 minutes south of Winnipeg on Highway 75, the new facility takes visitors on an exploration of modern farming and food production. The Centre is open to everyone but is geared to middle-year students, making it a great family destination all year round.

Exciting and interactive exhibits lead from the farmer's field to the livestock barn and from the food processor to the home kitchen. Visitors can sit in the driver's seat of a virtual combine, check real-time data on a weather station and learn about Manitoba crops

and soils. Animal and human health issues are emphasized with a mock biosecurity shower and a discussion of good and bad microbes.

Contemporary animal care and production practices are demonstrated, including a virtual ultrasound to find piglets in a pregnant sow. Definite high-

lights of the Centre are the viewing windows into breeding, gestation, nursery and weaning rooms, where visitors can sometimes even witness the birth of tiny new piglets.

Manitoba's food products global export markets are explored through an interactive touchscreen. As well,

guests can become food processors themselves by grinding peas, wheat and corn into flour. A grocery store scanner demonstrates the sources and nutrition of made-in-Manitoba food products and a real working kitchen highlights the importance of food safety at home.

Before they leave, visitors can jump on a specially engineered exercise bike that displays how long it takes to burn off the calories in one chip.

The namesake of the new facility, Dr. Bruce D. Campbell, is a University of Manitoba graduate and founder of feed company The Landmark Group. Bruce and his wife Lesley are strong supporters of new and innovative agricultural ideas and technologies. Their vision, leadership and generosity have helped the Faculty of Agricultural



and Food Sciences create this one-of-a-kind interactive centre.

Other partners in the construction of the new facility included the university, the federal and provincial government, industry, producer groups, and alumni and friends of the faculty.

The Centre addresses a number of key themes: how food comes from agriculture, the

importance of science and technology in this process, the role of farmers as environmentalists and providers of food, and the great careers available in farming and food production. Simply, the goal is to appreciate the skill and hard work it takes to put food on everyone's table. As the sign at the entrance of the Centre says, "If you ate today, thank a farmer."

continued on page 22

Wild Oats Grain Market Advisory

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

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Manitoba's food products global export markets are explored through an interactive touchscreen. As well,

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The 8,300-square-foot interpretive facility is located on the grounds of the University of Manitoba's Glenlea Research Station, and profiles the latest research in food production and environmental stewardship, animal welfare, nutrition and food safety, modern agricultural practices, sustainable food production (especially crops and livestock), and the effects of agriculture on soil, water and air. The Centre opened in September 2011 and had over 5,000 visitors in its first year.

In addition to a great new place for families looking for an outing, the multipurpose space supports programming and hands-on activities

aimed at Grade 5–8 students. Visitors are self-guided but guided tours for schools and other groups can be arranged by appointment. The facility can be booked for private or public presentations and meetings. The Centre features great flexibility including reception, a multipurpose room, exhibits, office, and washrooms. Other features include a dedicated parking lot, a bus drop-off zone, a landscaped picnic area and outside exhibits designed to mimic river lots upon which Manitoba crops can be grown.

Guy Robbins, who has over twenty years' experience in exhibits and



programming, is the visitor services manager and Siobhan Maas, with soil science research experience, is the program coordinator.

Contact Guy Robbins or Siobhan Maas
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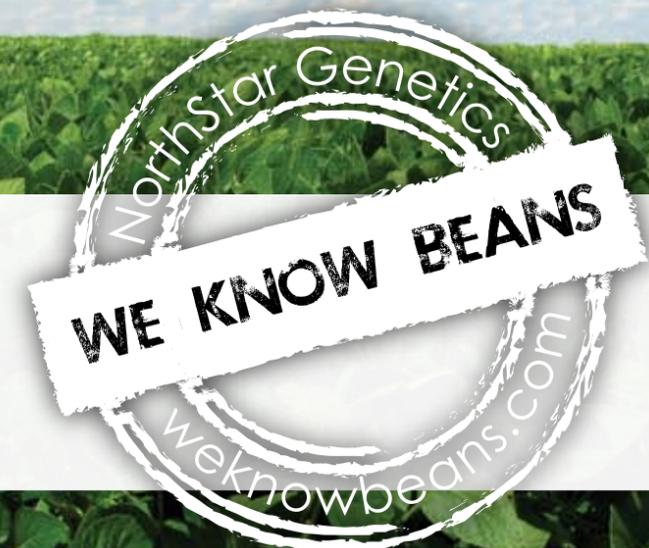
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Research

- M. Reimer attended the Canadian Field Crop Research Alliance (CFCRA) Annual General Meeting in Montréal July 25th and 26th. Results from DIAP funded soybean research projects were presented and planning for future national soybean research projects was discussed of how Manitoba researchers can work together and what research projects MGPA and its members are interested in.
- M. Reimer attended WADO's Field Day in Melita on July 20th, where soybeans were featured to attendees.
- MPGA hosted the Annual Pulse Tour in Morden on August 1st, which was held at AAFC's Morden Research Station where we toured edible bean, pea and soybean trials. Lunch was served by Culinary Team Manitoba.
- MPGA's Call for Research Proposals was updated with our 2013 priorities and emailed to pulse researchers from our database. The submission deadline is November 16th and final research proposals will be selected in December. We will notify researchers in January.
- Crop committee meetings were held to review all submitted 2013 research proposals and finalize recommendations for funding to bring to the board. Notifications will go to researchers in early January.
- M. Reimer attended the 9th Canadian Pulse Research Workshop November 6th–9th in Niagara Falls, ON. Pulse researchers from different disciplines presented their latest results within the areas of pulses and environment, agronomy, pathology and pest management, novel uses, health and nutrition, plant breeding, genetics and genomics, and market and industry.
- M. Reimer and K. Friesen attended the 2012 Grain Industry Symposium November 21st–22nd Ottawa, ON.

Market Development

- M. Reimer and M. Robertson participated in Canadian Soybean Council's (CSC) Incoming Asia-Canada soybean program put on in conjunction with Canadian International Grains Institute (Cigi) September 9th and 10th. The participants toured soybean farms, seed facilities, processing plants, grain terminals and AAFC research and breeding plots in Manitoba, Ontario and Quebec.
- Another season of the *Great Tastes of Manitoba – A French Twist on Pulses* was taped on July 20th. The show aired September 22nd at 6:30 pm on CTV, and will re-air on February 23rd.
- M. Robertson participated in monthly foodManitoba group meetings and activities, including manning the booth at the Red River Ex Go for Health exhibit and updating the strategic plan for 2013–2015.

- M. Reimer attended the 7th Soy and Grain Trade Summit in New Orleans, LA September 17th–19th. The conference focused on key industry trends, opportunities and challenges. The sessions included supply and demand forecasts for major commodities, vegetable oils and protein meals; priorities in capital improvements for storage and transportation; and emerging technological innovations for the grain and oilseed handling and processing industries.
- M. Robertson attended the Canadian Institute of Food Science and Technology (CIFST) Manitoba Section in partnership with MAFRI's Food Safety Program Supplier Expo. This was an excellent opportunity for networking and viewing products and services to food processors in Manitoba.

Advocacy

- M. Robertson and M. Reimer attended KAP meetings including: General Council meeting, Commodity Group meetings, and Grains Oilseed Pulse Sub-committee.
- M. Robertson spent two days working with Ag in the Classroom's Amazing Ag Adventure in Brandon and two days at Richardson's Kelburn Farm. Over 300 grade 4 and 5 students at both locations learned about pulse production and the environmental and health benefits of pulses.
- M. Robertson provided a Canadian soybean industry overview for The Canadian International Grains Institute's (Cigi) 41st Grain Industry Overview Course on November 7th.

Communication

- Planning for the 7th annual Special Crops Symposium in Winnipeg has begun in conjunction with MAFRI, Manitoba Corn Growers and the National Sunflower Association of Canada.
- Planning for the 3rd annual Special Crops Production Day in Brandon has begun in conjunction with Manitoba Corn Growers and the National Sunflower Association of Canada.
- A. Turski, R. Vaags and K. Friesen attended the GGC annual meeting in PEI June 25th–27th. GGC seems to have a good rapport with Ottawa and are well-connected with minister and the opposition.
- M. Reimer and R. Froese attended Canadian Special Crops Association Convention in Montréal on June 25th–28th. An industry tour, several networking receptions, and informative speakers were enjoyed.
- M. Robertson attended Canadian Farm Writers and Broadcasters Association national meeting in Winnipeg September 22nd–24th. 🌱

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

Mark G.J. Kelly
Business Development Executive
Western Union Business Solutions

Farming has always been fraught with uncertainty. Throughout history, capricious weather conditions, erratic feed and fertilizer costs, and unstable market prices have kept life interesting for agricultural producers. In recent years, this unpredictability has reached new heights. Dramatic realignments in the global economy have drastically changed production and consumption dynamics. And perhaps more importantly, new trading technology has opened previously inaccessible markets to speculators, driving a sharp rise in commodity price volatility. Here in Canada, farmers face an additional challenge. As the world's fifth-largest* exporter of agricultural products, Canadian producers must also contend with incredibly volatile exchange rates. For most, the soaring loonie hashed a painful impact, cutting into

global export revenues, and hurting US dollar shipments in particular.

However, as Will Rogers once said, "The farmer has to be an optimist, or he wouldn't still be a farmer." A recovering global economy is boosting consumption, and as developing countries grow, the appetite for Canadian produce is surging. From beef to wheat, from salmon to oilseeds, Canadian producers are sending more products to more countries every year. A world of opportunity beckons. And building a financial foundation that emphasizes predictability and sustainability is still the best way to capture this opportunity. Effectively managing foreign exchange flows is a critical part of this process. Based on our experience working with Canadian agribusiness over the years, here are a few things every company, regardless of their size, should consider.

UNDERSTAND YOUR MARGINS

You can't protect your bottom line without knowing what the bottom

line really is. Most agricultural businesses have very narrow margins, meaning that the margin for error is extremely small.

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

UNDERSTAND YOUR RISKS

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

CONTROL VOLATILITY

Currency markets have a lot in common with the weather, and it's much easier to

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

THINK GLOBALLY

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

THINK ABOUT HIDDEN RISKS

Most agricultural commodities sold on international markets are priced in US dollars, regardless of where they are delivered. This means that even if you

don't ship your produce directly into the United States, it is quite likely that the selling price will rise or fall as the exchange rate on the USD moves. Tools like non-deliverable forwards have been developed to help you protect your margins against this sort of movement, even if you don't ultimately receive US dollars.

HARNESS YOUR STRENGTHS

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

DON'T REINVENT THE WHEEL

Building and maintaining a network of global banking relationships can be complicated – not to mention resource intensive. Instead of going it alone, consider working with a currency provider that can achieve economies of scale, giving you access to a range of

Currency markets have a lot in common with the weather, and it's much easier to forecast tomorrow's weather than it is to predict what conditions will prevail over the next six months.

payment facilities without burdening you with unnecessary costs.

Remember, most established FX providers will already have global banking relationships that you can leverage to make both your incoming and outgoing cross-border payments even more accurate, efficient, and affordable.

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

GROW FORWARD

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

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

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

These considerations represent merely the beginning – possibilities to explore and elaborate on.

*Source: Agriculture and Agri-Food Canada



"He who fails to plan should plan to fail," or so the saying goes. Well, when it comes to succession planning, farm family coach **Elaine Froese** puts it a bit differently.

"You need to fill your toolbox. There's a lot that goes into growing a good pulse crop in terms of planning, preparation, and execution. It's the same thing with the transfer of your farm."

Succession planning – or "business continuance planning," as Elaine prefers to call it – is a process that allows farm families to create plans, and then act on those plans, to continue building sustainable, viable businesses. Many farm families, however, avoid succession planning and, instead, stay in the "neutral zone," where the older generation makes no plans to leave and the younger generation is frustrated

by an uncertain future. And rather than dealing with that frustration and uncertainty, most producers instead put off succession planning in an effort to keep the peace.

"Farm families don't have succession plans because they're avoiding conflict and want family harmony," said Elaine, who has worked with farm families for over 20 years. "And the problem with that is what they're avoiding is actually causing more stress. The younger generation feels that nothing is ever going to get settled, and they can't take the frustration or the high stress or anxiety of being in that neutral zone."

STUCK IN NEUTRAL

One of the main sources of this family conflict is the desire most producers feel to keep farming, which creates uncertainty for both generations.

"Most farmers never do want to retire, and that's what's keeping them stuck," said Elaine. "They're not considering other options or other roles and responsibilities."

But Elaine believes that farmers should not retire in the traditional sense of the word. In a country where 65 usually marks the age of retirement, Elaine often sees 75 year old farmers who are maintaining and growing successful businesses. So rather than retiring, farmers should "reinvent" themselves and redefine new roles within the operation.

"Reinvention gives them a life beyond farming and an identity beyond farming. Many producers are what they do, and so if you stop doing, who are you?" Elaine said. "I like to see farmers reinvent themselves as mentors. (Then you can ask yourself) how are you going to mentor your successor to do well and succeed, and what's your role going to be in being the wise elder of the farm, and where's the respect for that?"

And it's not just the older generation that benefits from this reinvention; their successors benefit as well, even beyond the advantages they see through

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mentorship from an experienced producer. “When the older generation lets go of being the ultimate decision-maker, the newer generation gets a chance to prove themselves and create different enterprise solutions. The younger generation is given the freedom to gain more confidence and skill and to prove themselves. And proving themselves is very important.”

Without that chance to grow into a leadership role, the younger generation may begin to view off-farm work opportunities (the oilpatch, for instance) as a better option; after all, they can't stay stuck in neutral forever. By delaying their reinvention – becoming entrenched in that neutral zone – producers potentially risk their farms, their families, and their legacies. “What they risk is the family blowing apart because the family conflict is not resolved as to how the business should

transition, so the ultimate decision is made just to sell it. And as a result, that farm is not going to have a legacy to leave to the next generation. It's not just about money and land. It's also about how you wish to be remembered. There's more than one aspect to legacy, and that's what you're risking if you don't get a good plan in place.”

“FAIR DOES NOT MEAN EQUAL”

An important part of that legacy is determining how you're going to treat your non-business heirs, according to Elaine. “But a lot of families avoid that conversation because they just can't get their heads around how they can give the same amount to every kid. Because that's impossible.”

Many parents struggle with determining how to divide their assets among their heirs, but producers face the added challenge of ensuring they

remain fair to both their business heirs and non-business heirs. And, as Elaine says, “Fair does not necessarily mean equal,” something that non-business heirs must understand throughout the process if the farm business is going to remain viable and sustainable.

“Some kids have a twisted understanding that just because they grew up on the farm, they should get a quarter of it if they're one of four kids, but that's not reality,” Elaine said. “You need to keep a farm business intact and the new generation needs equity to grow that business.”

Producers must also consider what's fair for the business heir who, in most cases, has put a great deal of sweat equity into building the business over the years. “For the farming child who's given a lot of labour and time into creating and capturing that wealth of the parents, there needs to be a conversation around what's fair compensation for the farming child who stayed behind, who gave up other opportunities to be the business partner of the farm. Because right now, he might just be a glorified employee if he has no equity.”

So how can producers create a fair and balanced plan that meets the needs of both their business and non-business heirs?

“They do it by having conversations about expectations,” said Elaine. “Farmers need to have an individual conversation with each child to see what their sense of fairness is. My question would be: ‘Mom and I are working on a succession plan and transferring the farm to the next generation; what does fairness look like to you?’ And then you shut up. You listen to what your child's answer is.”

From there, producers will need to decide how to reconcile everyone's ideas of what's fair with what's best for the business. “The parents need to understand that it's not a parent's responsibility to make all of their children economically equal. That's not the parents' role. What you're doing is you're making things happen

to continue a healthy business and a happy family.”

NO ONE SET FORMULA FOR SUCCESSION PLANNING

With so much at stake, developing a solid succession plan that has buy-in from the whole family seems like good business sense, but for many producers, it's not that simple. On the farm, time is a precious commodity, one that most producers have too little of, and many feel they're too busy to create a plan, according to Elaine. Part of the challenge is that producers often view a farm transfer as a one-time event rather than a step-by-step process.

“Farmers tend to have all-or-nothing thinking. They think they have to sell the whole farm. No, they don't. They need to transfer pieces of it that make sense. And they're missing out on the different opportunities because they have this all-or-nothing thinking,” said Elaine. Rather than selling the whole farm all at once, Elaine suggests a phased approach over a pre-determined timeline. So, for instance, by the time the business heir is 35, they could have 15 per cent of the shares. By the time they're 40 or 45, they could have 50 per cent, and by the time the older generation is 70 or 80, the heir could have 100 per cent of the shares and be managing the business fully.

But each family – and each business – is different. While it's important that both generations find a timeline that suits them, that timeline will vary from family to family. “There's no one set formula for a succession plan, and that's what farmers want. They want succession planning to be like Roundup: read the box, do the deal, and then 10 days later, you have the result. But each family is dynamic and unique in what their needs and wishes are.”

By working with the whole family to set expectations, getting out of the all-or-nothing mindset, and embracing planning for change rather than avoiding it, producers will begin to see the options and opportunities that are available to them, which will benefit their businesses, their families, and the farmers themselves.

FILLING YOUR TOOLBOX

While there is no one-size-fits-all approach to succession planning, you can set yourself up for success by “filling your toolbox” and preparing to plan following these five steps, as outlined by Elaine:

1. Have a talk with yourself. “Every farmer needs to decide, ‘What stage of life am I at? What am I happy doing? What's my passion, and how do I want that to show up in my life as a farmer? Do I ever want to quit farming? No? Okay, but how do I want my role to change as I transition management and ownership to the next generation?’”
2. Have a talk with your spouse. “A lot of farm women are tired of 40 or 50 years on the farm and are ready for a switch, but their husbands are just fine, thank you very much. So the next conversation is with the spouse; what does the spouse want?”
3. Find trusted advisors to help you. “There's resistance to understanding what the options are, and then there's also resistance in terms of their gut, which I call the trust issue. So part of it is also finding a trusted advisor or team of advisors to help you through the process. The Canadian Association of Farm Advisors is a great resource for producers to find great advisors (www.cafanet.com).”
4. Know what your income streams are. “A lot of farm families don't have a hot clue what their lifestyle is costing them. They need to figure out their lifestyle costs and at what level they want to have an income stream from the farm, because that will determine the viability of how many families the farm can sustain. Once they figure that out, hopefully with a financial planner or accountant or their favourite lender, they can talk about timelines and percentage ownership.”
5. Hold a facilitated family meeting. “Once the spouses figure out what they want, the next point is to have a facilitated family meeting where you can really get the value and vision of the farm on the table. Sit down and have a really good, deep conversation about your expectations and objectives for the change of ownership and what your roles should look like for the next five to 10 years.”

“These growers need to understand that they do have choices,” Elaine concluded. “And once they start figuring out they have options, they'll be much happier.”

Elaine Froese is a professional speaker, writer, and coach who specializes in helping farm families work through issues surrounding succession, business, or that family favourite – communication. A professional business coach, with certification from the Hudson Institute of Santa Barbara, Elaine has years of experience in conflict resolution and mediation, as well as a degree in Home Economics. She currently farms with her family in southwestern Manitoba. To find out more about Elaine or order her book “Do the tough things right...how to prevent communication disasters in family business,” visit www.elainefroese.com or call 204-534-7466.

* As published in Pulse Crop News and used by permission from Alberta Pulse Growers.

► Elaine will be speaking at the Special Crops Symposium on Wednesday, February 6th. Come out and hear what she has to say!

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The post-production prices for the 2012 Cash Advance Program for Special Crops are below. If you have already taken the pre-production portion of your advance these are the prices that will now apply to your current advance and to any additional money you receive on the portion of the crop that you harvest and store. If you have not yet taken an advance on your 2012 crop there is still lots of time to apply.

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

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

- Applicants must be members in good standing with the Manitoba Pulse Growers Association, Inc. or the corresponding Associations for the crop on which you are taking the advance.
- Applicants may not have outstanding balances under any other APP program, other than what is indicated on the application form and may not be in default under any other Cash Advance programs past or present.
- Each producer, partnership or corporate farm may receive up to \$100,000.00 interest-free, and up to \$400,000.00 in total. These totals must include any loans received as a partner or shareholder in any other entity, and these totals must include all Cash Advance Programs (i.e. CWB, Canola, Livestock, etc.). Loans over \$100,000.00 will have an interest rate of Prime – ¼% applied to them.

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

Repayments – Please Read Carefully

- Repayments must be made **directly** to the MCGA and **must be made as the crop is sold and on first crop sold**; or on any crop that has been adjusted through Crop Insurance and for which you have received a payment; or on any of the crop which has been disposed of in any other way. The repayments must be made within 30 days of the crop being sold. Repayments, with cheques made out to: **Manitoba Corn Growers Association, Inc.**, must be sent to the address above, along with copies of the sales receipts.
- The Cash Advance must be paid off by the crop year-end: **September 16, 2013**. The advance can't be rolled into the next year's program.
- **IMPORTANT:** If the crop is not sold by the program 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 are available on the MCGA website. Contact the MCGA office for more information.

FINAL DEADLINE FOR APPLICATIONS IS MARCH 15, 2013



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Business Advice from the Lentil Processing King

Once an entrepreneur with a business plan, Murad Al-Katib is now the largest lentil processor in the world. And he has advice for you.

Q Your company has seen tremendous growth over a relatively short period of time. What advice do you have for producers? Do they need an aggressive growth strategy to be successful?

A One of the things we tell our growers is that they don't necessarily need to be growth oriented. Although many of the cutting-edge producers are growing, we do tell them to be market oriented. Advice we give to our farmers is, don't grow something on your farm just because you can grow it. Grow it because there's a customer somewhere in the world who wants to buy it, and grow it because customers will buy it at a price that will make money.

Q Where do you draw the line between being innovative versus swinging for the home run?

A A successful, innovative and growth-oriented grower is focused on costs and cash flow. They have a plan and they stick to it. I encourage innovation within cropping groups, moving in some sort of strategy. I always say that if you're chasing the flavour of the month, you're likely too late. If you're following and trying to hit the home run because your neighbour was successful in a certain crop, chances are you missed it. So, look for the next innovation.

If you're a successful lentil grower, if you're a successful pea grower, move your acres from within your legume rotation. Don't push the rotation. We saw that a lot in the last five years with lentil growers. In 2011, we saw high wheat prices and high canola prices giving growers the opportunity to maybe correct their rotation and bring lentils back into that three or four-year cycle. I think that gives you a sustainable agronomic model that will deliver better cash flow over the long term.

Q Do we need to do more work on our cost of production and understand what is actually making us money?

A Definitely. As I said, you need to grow it because there's a customer willing to pay you a price from which you'll make money. But if you don't know your cost base in the first place, how can you know the profitability? We encourage growers to know their costs. We encourage them to have a cash flow plan, meaning tools like targeted price contracts. There are often growers who sell at the bottom of the price cycle because they waited too long. Have a target. Know your costs. Know your cash flow and market to your cash flow so you can get a good, strong average return. I think that's good fundamental business.

I'm not a speculator on commodities. I sell lentils, peas, chickpeas, beans and pasta. All these things have a target margin; we know our costs and when we make that, we sell and move

onto the next sale. We're not in the speculative commodity game. I don't think farmers should be either.

Q On a typical farm, the numbers for cash flow and input costs would have been unimaginable a decade ago. How do you think producers are coping with being much bigger business entities than they used to be?

A It's the same for them as it is for me running a business. I remember when I walked into FCC as a young entrepreneur with a business plan in my hand; with a vision of setting up a company that was going to become a world-dominant player in lentils. They believed in the plan and they financed the first plant I built in Regina. That's now one of 29 plants in the world.

The reason for that was that I knew my business plan.

I wrote it. I knew my cost structures. I did the financial projections. I could talk about every number in the plan so they had confidence in management. They had confidence in our ability to manage the risks, and that's the same type of advice we give to growers. Know your business plan; get yourself organized. If you don't have the expertise yourself, surround yourself with advisors who can help you with that, but don't rely only on the advisor to answer all the questions. Learn from your advisors and be in a position to know your own business.

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Lee Anne Murphy

Lee Anne Murphy is the first point of contact for groups and individuals seeking to connect with Manitoba's vibrant functional food and nutraceutical industry through the Manitoba Agri-Health Research Network Inc. (MAHRN). In addition to directing MAHRN activities, Lee Anne also represents MAHRN on nine international companies engaged in commercializing research and development of products and technologies.

"I graduated (three times!) from the University of Manitoba – and worked on wheat, barley and canola breeding and physiology," says Lee Anne. "I have used this solid technical background in a variety of positions with public and private companies – all connected to agriculture." The most unexpected part of Lee Anne's career is the degree to which communication and marketing has become a part of the science of agriculture. "Not just explaining what we do to the general public, but connecting researchers to food companies and growers in Manitoba and around the world," adds Lee Anne.

On a personal level, Lee Anne and her husband Keith operate a small farm in Fort Whyte, Manitoba. "We keep busy with small plot research;

stone-milling locally produced specialty grains; growing the world's best garlic and involuntarily feeding thousands of Canada geese during their fall migration," says Lee Anne. "Our sons have always played a large role in our businesses and are both currently enrolled in the Faculty of Agricultural and Food Sciences at the University of Manitoba."

It is hard for Lee Anne to name just one accomplishment in her career, but to have been able to have an exciting and vivid career without leaving Manitoba would be at the top of her list. She has watched soybeans grow from a niche crop to a major crop in Manitoba and been able to connect with international food companies. "I have been involved in some of the most innovative times in agriculture," says Lee Anne. "As our next generation finds their place in this industry, I am reminded that opportunities exist all around us – we just need to take a chance."

WHAT IS MAHRN?

Manitoba Agri-Health Research Network Inc. (MAHRN)'s mission is to research, develop and commercialize evidence supported food and food ingredients that address chronic lifestyle related disease conditions including cardiovascular disorders and diabetes. MAHRN was formed in 2007 and is centred around three world-class facilities in Manitoba: Canadian Centre for Agri-Food Research in Health and Medicine (CCARM), at St. Boniface

Hospital; Food Development Centre in Portage la Prairie and the Richardson Centre for Functional Foods and Nutraceuticals (RCFFN) at the University of Manitoba's SmartPark. "Nowhere in the world can you find a cluster that takes discoveries in food and agriculture through to a final food product or ingredient to improve health," says Lee Anne. "Our focus is on what we grow and process in Manitoba – adding value, encouraging investment at home."

The formation of a cluster that works is key to leveraging research investments that benefit Manitoba. Increasingly, the projects involved have had a commercial outcome in mind at the beginning, rather than the more typical 'build it and see if anyone wants it' approach. This allows close working relationships with growers, grower organizations and companies in Manitoba.

MAHRN has used funding from Growing Forward to form two project based companies with MPGA. One focused on pinto beans and one on soy. In the pinto bean project, they are looking at adding value to lower grade pinto beans through milling and making food products. "We have developed a very novel pita bread and pizza crust that is entering additional trials this fall," says Lee Anne. "We have also combined the bean flour with buckwheat flour for a really unique flour with some very interesting health

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properties.” This project has been well-timed to take advantage of the current ‘gluten free’ trend as both crops are naturally gluten free. With their soy project, the goal is to develop food products locally from local grown beans. The focus is on soy meal, as it is a lower value product compared to the oil that is being pressed in Manitoba for biodiesel. “We are in the process of scaling up – going from lab to food sampling – of a soy based spread,” adds Lee Anne.



“Through our partnership with MPGA, we have connected with growers, seed companies and local food manufacturers like Best Cooking Pulses who had not looked at milling beans prior to this project,” indicates Lee Anne. “Adding value from the grower, through the miller, to the food

services at the University of Manitoba, is the goal of our collaboration with MPGA.” MAHRN has also recently begun a joint project with MPGA that will bring together two parallel projects to ensure maximum benefit for all. Working with the Food Development Centre will result in a line of nutritional beverages that will be test marketed

by NuEats. Not only will this ensure research dollars go farther, it will also allow us to be efficient in marketing.

Going forward, there are great opportunities for MPGA and MAHRN to work together even more. MAHRN is spearheading a concept called the Canadian Climate Advantage Diet (CCAD) which is a regional healthy diet approach that takes advantage of the genetics, growing conditions, local processing and foods for health researchers in Manitoba to begin to address chronic diseases like Type II diabetes and cardiovascular disease. “Soybeans and Manitoba-grown edible beans will be a key part of this diet and we are looking forward to including seed companies and the health community in our project,” says Lee Anne. “We are also supporting two new exhibits at the Bruce Campbell Farm and Food Discovery Centre at Glenlea that will look at soybean adaptation (from zero to hero crop in a decade) as well as the role beans play in a promoting health.”

Lee Anne believes that Manitoba is fortunate that the diversity of what we can grow positions Manitoba very well to take advantage of the increased interest in locally-grown healthy foods and food ingredients. “I love playing for ‘Team Manitoba’ and knowing that our investments of tax and grower dollars are reaping benefits in our province – not somewhere else,” says Lee Anne. Lee Anne and her colleagues are not lamenting on the fact that Manitoba does not have large acreages of commodity pulses, they are increasingly

finding ways to get multiple streams of value from what we do grow. There is a real sense of satisfaction from working with innovators – on the farm and in the lab.

The CCAD approach is based in part on the hypothesis that northern growing conditions result in higher levels of health promoting compounds called bioactives, essentially the molecules in foods that perform a function in the body. “We have a real opportunity to look at the combination of genetics, growing conditions and processing we have in Manitoba to develop high-value, novel products,” says Lee Anne. She goes on to explain



NuEats was formed in 2011 to address the real challenges of taking research developed prototypes to the commercial marketplace. The gap between lab bench and supermarket shelf is massive; so NuEats was formed as a ‘micro-commercialization’ company that would allow promising products to advance.

that a health-promoting diet is not based on a single magic bullet. It will come from taking a whole diet approach and to developing healthier foods that actually taste good, so that more people want them rather than just tolerate them. In closing, Lee Anne believes that soybeans in Manitoba have the acreage to give us comfort that investing in local food research will pay off in the long term. 

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Bohdan L. Luhovyy, PhD

Assistant Professor, Applied Human Nutrition, Mount Saint Vincent University, Halifax

Healthy snacking is an important factor in the prevention of obesity and diabetes in children. Based on the recent estimation, the overweight plus obesity rate varies between 26 and 35% in Canadian children aged 2 to 17 years and has almost doubled since 1979.

Similar to the rates of overweight/obesity, both type 1 and type 2 diabetes are rapidly rising in the young population. Excessive calories received from food and beverages are thought to be the main culprit of the obesity epidemic.

Where exactly are these extra calories coming from?

Studies conducted with children indicate that the number of snacks per day has increased in the last 30 years. This has added about 30% more



From left: Gina Funicelli, Director, Industry Liaison Office, Dr. Bohdan Luhovyy, April Glavine, President of Lean Machine Inc., Phillip Joy and Tove Armstrong, Research Assistants, Mount Saint Vincent University, June 2012.

calories children receive from snacks. It was shown that the higher calorie intake is associated with the consumption of food products high in fat and sugar.

Is there any solution to improve the situation with child nutrition?

Recent studies with adults, published in the special issue of British Journal of Nutrition, have demonstrated that Canadian pulses and their ingredients reduce energy intake and the feeling of hunger in adults. Co-author of these publications, Dr. Bohdan Luhovyy,

now the Assistant Professor of Applied Human Nutrition at the Mount Saint Vincent University in Halifax, is interested in seeing how pulses can help children control their calories and appetite.

Earlier this year, Dr. Luhovyy's project entitled *The Effect of Edible Beans and Peas on Satiety, Satiety and Food Intake in Children* received support from the Manitoba Pulse Growers Association and now is underway. The

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goal of this project is to investigate the effect of beans and peas added to a meal on energy intake and satiety in school-age children. This two-year project attracts children from the Halifax area who not only participate in the study, but also learn about healthy eating from the students of Applied Human Nutrition department who are actively assisting with the project.

Dr. Luhovyy has collaborated with Lean Machine Healthy Vending Service, the company devoted to delivering healthier options for snacks and beverages to children and adults through vending machines located in schools, universities and other organizations across Canada. The company is interested in the delivery of pre-existing healthy snacks and beverages, as well as taking part in the development of new products. Dr. Luhovyy who has previous experience working with pulse powders, suggested developing the innovative snack products using navy bean powder (donated by ADM) and local apples grown in Nova Scotia. This idea was elaborated further into the research proposal that was financially supported by the Productivity and Innovation Voucher Fund, a program of the Nova Scotia Office of Economic and Rural Development and Tourism (ERDT). The objective of the project was to create a healthy snack product that can be distributed through vending machines.

Previous studies have shown that children spend half of their daytime in school and almost half of their daily calories are obtained from meals and snacks consumed at school. This provides a unique opportunity to introduce functional and nutrient-rich foods to the children using vending machines as a "depot" of healthy foods and beverages. However, such product should be stable for a longer period of time, visually attractive and palatable for children. Dr. Luhovyy along with his well-trained research team, Tove Armstrong and Phillip Joy, were able to develop an apple-based snack with a high content of navy bean powder (70% from all flour/powder ingredients used



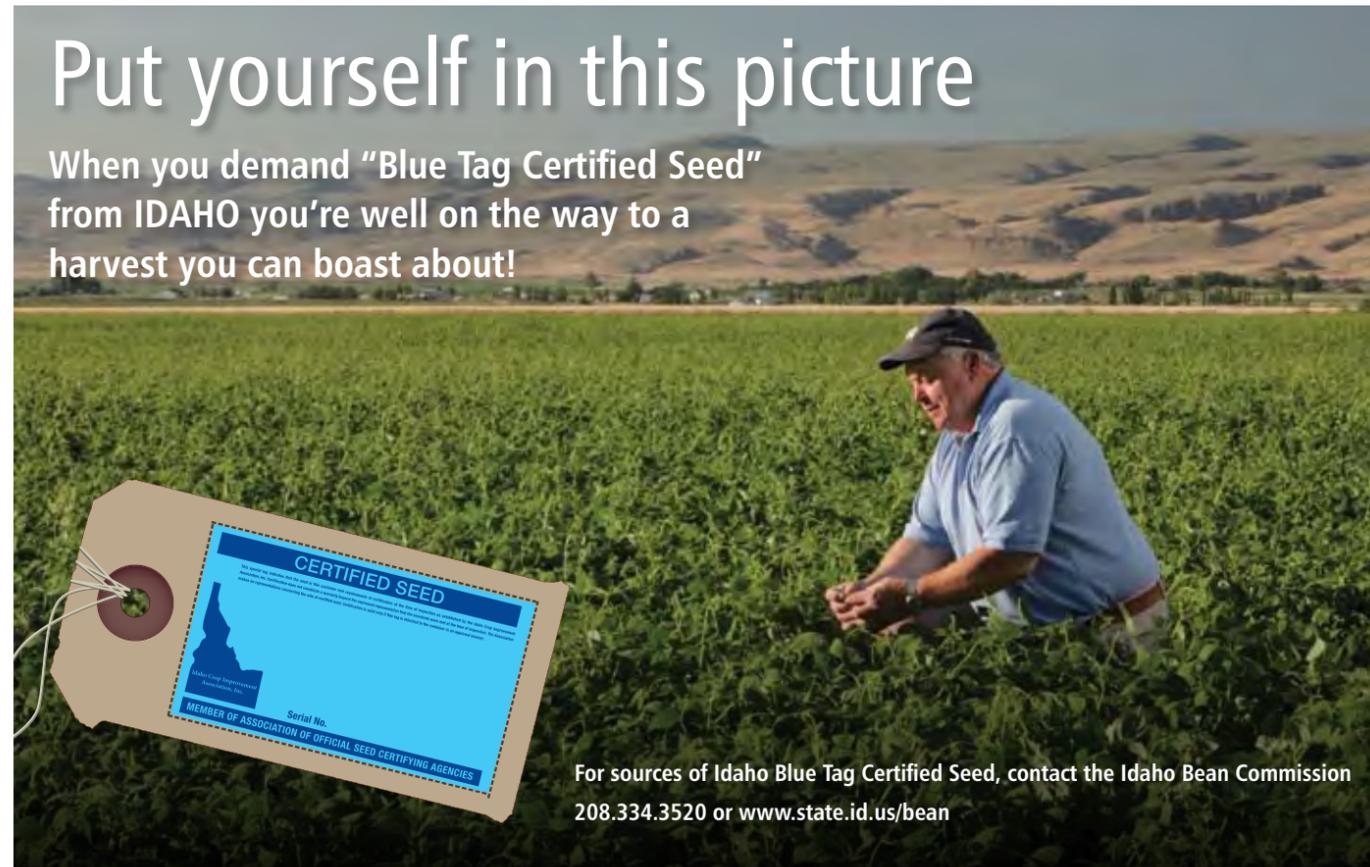
Innovative snack product with added navy bean powder

in the product recipe). The product prototype was then tested with children who ranked it as palatable while other sensory characteristics (mouthfeel, flavour and sweetness) were also ranked in the acceptable range. The ingestion of the product had no adverse effects on the wellness and parameters of gastrointestinal comfort level (nausea, stomach hurt, and diarrhea) in children. Nutritional analysis showed that the "apple-bean tart" (a short but comprehensive description of the product) had the lowest calorie, sugar and fat content and higher protein and fibre content compared to other similar yet bean-free products available on the market.

This project was successfully completed in spring 2012. Lean Machine Healthy Vending Service will now work with a variety of other partners towards the commercialization of this product while Dr. Luhovyy is interested in investigating the health properties of the snack product formulated with pulse ingredients in randomized clinical trials with children and adults. This story is an excellent example how the collaboration between pulse agri-food industry, academia, government and private sector may reach the goal of reducing childhood obesity and related diseases.

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Multiple Seeding Rates with Different Spacings

Brent VanKoughnet M.Sc. P.Ag.
Agri Skills Inc.

Brent VanKoughnet of Agri Skills Inc. was contracted for a third year to continue to explore the effect of multiple seeding rates of soybeans with three different seeding implements (spacings) in a full field scale environment. The 2012 project again explored the impact of plant architecture (upright versus bushy) on determining ideal spacing and seeding rates.

The field scale trial was located just south and east of Carman, Manitoba. Certified DEKALB 25-10 soybeans were planted on May 12th and Certified Pekko soybeans were planted on May 13th. Both varieties were treated with a 2x rate of liquid inoculant. In each case soil conditions were good. The following seeding implements were used:

- A Bourgault single manifold air drill on 8-inch spacing with narrow openers and a coil packer (expertly operated by Edwin Pritchard).
- A John Deere max-emerge vacuum planter on 15-inch spacing.

- The same John Deere max-emerge vacuum planter on 30-inch spacing.

Each seeding implement sowed 30–32 ft strips at a high, medium and low seeding rate in strips that were approximately 1250 ft long or just less than one acre. Each treatment was replicated four times for each variety. A 2 ½ foot strip was harvested out of the centre of each of the treatments (see Table 1).

KEY OBSERVATIONS

With early concerns of dry conditions, soybeans planted with the planter were slightly deeper than previous years (1.5-inches rather than 1-inch). Moisture conditions to follow were actually close to ideal up to July and then unusually hot and dry. Plant survival was generally good with all methods of planting although better than previous years with the air drill, and slightly lower and more variable than previous years with the planter, potentially due to the depth of seeding. Although plant survival percentages for the air drill were higher, it was again observed that plant emergence with the air drill was delayed by two to five days and patchier, but not as much as previous years.

Table 1. Summarizes the initial target seed rate, the target plant stand, the actual plant stand and the average yield of the four replicates for each treatment and each variety.

Treatment (avg)	Seeds Planted	Target Stand*	DK 25-10 Actual	DK 25-10 Yield (bu/ac)	Pekko Actual	Pekko Yield (bu/ac)
8-inch high	205,000	182,450	191,660	44.9	191,660	40.4
8-inch med	180,000	160,200	165,530	44.3	165,530	40.2
8-inch low	155,000	137,950	139,390	44.0	142,300	40.8
15-inch high	176,000	156,640	147,140	45.2	147,140	41.6
15-inch med	150,000	133,500	127,770	44.7	127,770	41.4
15-inch low	123,000	109,470	106,480	43.8	106,480	41.2
30-inch high	176,000	156,640	145,200	44.0	149,070	38.8
30-inch med	150,000	133,500	129,710	44.8	129,710	39.7
30-inch low	123,000	109,470	114,220	44.7	116,160	39.8

*target stands are based on a 89% survival of seeds planted.

At various stages throughout the growing season the 30-inch spacing was marginally taller than the 15-inch spacing, which were in turn marginally taller than the 8-inch. Photos at the bottom of the following page visually demonstrate the mid-season plant stand and height of each treatment with each seeding implement at a medium seeding rate for each variety.

At the time of harvest however, height differences were more dependent on areas with additional soil moisture rather than row spacing or seeding rates.

In addition to plant height, an evaluation of pod height at harvest was completed, with the results as shown in Table 2.

Table 2. Evaluation of pod height at harvest.

Spacing	Seed Rate	DK 25-10 Minimum Pod Height (inches)	Pekko Minimum Pod Height (inches)
8-inch	High	3.5	3.5
	Medium	3.25	3.5
	Low	3.25	3.5
15-inch	High	3.5	3.5
	Medium	3.5	3.5
30-inch	High	3.75	4
	Medium	3.75	3.5
	Low	3.5	3.5

Observations were also made regarding the interaction between plant architecture and row spacing. Table 3 provides approximate dates of canopy closure.

CONCLUSIONS

Again this year there was very little difference in yield between any of the spacing and seeding rate options. The exception may be with the 30-inch

Table 3. Plant architecture and row spacing. Approximate dates of canopy closure.

	Pekko	DK 25-10
8-inch	June 25	June 25
15-inch	July 10	July 8
30-inch	August 1	July 16

spacing on the upright (non-bushy) Pekko variety. Given the rather extreme dry conditions late in the season the ground on those treatments was exposed to an additional two weeks of wind and sun that the narrow spacing or the bushier plant (DK 25-10) treatments were not.

Although the 8-inch treatments provided equivalent or improved yield results as compared to 15- or 30-inch spacing this season, it is important to factor in the cost of the additional 30,000 seeds per acre that were planted with the air drill.

Regarding seeding rates, the 2012 rates chosen were slightly lower than

previous years trials in an attempt to see a response. With lower seeding rates and lower survival rates there appears to be economic justification for considering the medium or perhaps the higher seeding rates for the 8-inch and 15-inch spacing of the DK 25-10 but not for the 30-inch spacing or for the Pekko variety at any spacing this year. The highest seeding rate on 30-inch rows for both varieties demonstrated no response or a negative yield response. These results are in contrast to last year where all seeding rates provided virtually the same yield outcome.

In early stages there were concerns about dry conditions, which turned to borderline wet conditions followed by very dry conditions in July and August. One significant rain took place early in August that would have been of greater benefit to DK 25-10 than to the Pekko given each of their stage of development. Pekko as an earlier variety was well into podding before the August rain and likely lost more top end yield potential as a result. The 30-inch row

spacing was also more advanced than the 8- and 15-inch so this might have also accounted for some of the yield limitation for that spacing.

It is difficult to determine just how much more yield potential there might have been for each of the treatments had the single August rain come in late July.

In addition to yield differences, the field trial was also monitored for crop management and harvestability considerations. The 30-inch spacing with the Pekko upright variety was expected to have slightly more late-season weed pressure. With this years growing conditions it was insignificant. The last glyphosate application was June 27th with the crop stage at the first sign of flowering. In a year with higher weed pressure or any difficulty timing the last application, the influence of row spacing on weed pressure could be an important factor.

Although minor plant height and pod height differences were observed between different row spacings and

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Pekko 8" medium rate



Pekko 15" medium rate



Pekko 30" medium rate



DK 25-10 8" medium



DK 25-10 15" medium



DK 25-10 30" medium



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Brent VanKoughnet M.Sc. P.Ag.
Agri Skills Inc.

For a second year Brent VanKoughnet of Agri Skills Inc. was contracted to explore the effect of row spacing and harvest methods on navy bean production in a full field scale environment. Combinations included:

- 30-inch rows harvested by flex header
- 30-inch rows harvested by undercutting and windrowing
- 15-inch rows harvested by flex header
- 15-inch rows harvested by swathing

The field scale trial was located just south and east of Carman Manitoba. Certified Envoy navy beans were planted on May 21 with a John Deere Max-emerge vacuum planter into good soil conditions at 110,000 seeds per acre. Each harvested treatment was either 40 ft (flex and undercut) or 48 ft (swather) wide by 1500 ft in length and replicated six times.

Table 1 summarizes average yields for each treatment in lbs per acre

The flex header was a Case IH 1020, the swather was MacDon with a 972 header and undercutting was

continued from page 39

even between different seeding rates, all pods were comfortably above the ground and relatively easy to harvest by flexheader without any significant loss.

Even though seed survival was excellent with the 8-inch air drill there is both a patchiness from unequal distribution (potentially from surging of the air delivery system) and an unevenness of the size and relative vigor of plants. Although the planter did provide better seed singulation and much more equal sized plants, those characteristics did not translate into yield differences



under this years growing conditions in a way that we have seen other years. As more producers equip themselves with air drills that have individual run depth control, consideration should be given to comparing

some of those new technologies in future trials and determining the ideal seeding rates to consider for those equipment alternatives. This would allow for more focused assessment on the influence of singulation and air delivery systems.

Table 1. Summary of average yields for harvested treatments in lbs per acre.

Replicate	15" flex	30" flex	15" swath	30" undercut
1	2292	2277	2428	2667
2	2232	2080	2352	2416
3	2157	2257	2145	2496
4	2265	2290	2324	2597
5	2310	2389	2290	2504
Average	2252	2257	2308	2536

windrowed with a Pickett windrower. The combine was a Case IH 1660 with an AFX rotor. Thanks to Edwin Pritchard and Tim Koster for their skill and professionalism in custom swathing and undercutting/windrowing respectively.

KEY GROWING SEASON OBSERVATIONS

There were excellent growing conditions through most of the season, finishing slightly drier than ideal. Early rains drowned out the bottoms of drains only

and effected each treatment equally. Crop emergence and crop health was considered good. Weed control measures of Edge and Basagran/Viper were adequate and did not influence final yields. Allegro fungicide was applied on July 13 in anticipation of a rain that did not come. At the time of application the 15- and 30-inch rows had filled in. The unusually dry conditions led to a virtually disease-free crop at harvest.

Post-harvest stubble photos appear on the following page.

Table 2 provides estimates of the number of beans found on the ground (individually and/or within pods) in a representative area of the field.

Table 2. Estimate of number of beans found on ground individual and/or within pods) in a representative area of the field.

Harvest Method	Seeds per square meter	Estimated lbs per acre
30" undercut	30	50
30" flex header	150	240
15" flex header	150	240
15" swathed	120	190

CONCLUSIONS

There were virtually no yield differences between 15- and 30-inch row spacing when harvested with a flex header. Seed counts on the ground also suggest identical harvest losses. It is again noted that this was an unusually dry late summer and fall with correspondingly low levels of disease pressure. The potential for disease pressure in 15-inch rows may have a more significant effect in a more normal growing season. Row closure was 8–10 days earlier for the 15-inch spacing.

Using the flex header results as a baseline, it was observed that under cutting again provided a significant yield advantage over the flex header. There was 277 lbs per acre advantage this year as compared to a 170 lb advantage last year. The yield difference

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was again supported by the seed counts on the ground. It should be noted that undercutting conditions were ideal (almost perfect). Flex conditions for ground travel would also be considered good; however, shatter potential would be high given the unusually dry harvest conditions.

In the comparison of 15-inch flex header to swathing, the advantage of swathing was a more modest 56 lbs/acre this year as compared to last

year when the difference was 200 lbs/acre. A comparison of post-harvest field evaluations (seed counts) from this year to last revealed an interesting phenomenon. In each year, the swather cut beans close to the ground better than the flex header, with similar losses as under-cutting. However, the difference this year was there were small plant pieces (branches with four or fewer pods) that were cut off or broken off from the main plant, transported

across the canvas and deposited in the swath, that were too small to be picked up by the combine pick up. Again, the drier than normal conditions may have contributed to this effect. (See photo).

Rolling the field may have improved the harvest conditions for the flex header, however weather and field conditions in that relatively small window of opportunity did not make rolling advisable this past year.

There were no significant differences in moisture, splits, cracks or dockage between any of the treatments. Some immature un-threshed pods (with a normal range) were noticed with all harvest methods, and would effect all treatments equally.

In summary, harvest losses can add up very quickly. When undercutting conditions are good, it is difficult to match the effectiveness. If undercutting conditions were not good, it is uncertain what the relative penalty of other harvest methods might be.

Plant pieces cut or broken off from the main plant that were too small to be picked up by combine pickup.



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Dennis Lange

*Farm Production Advisor
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Wow – in 2012 there were 846,660 acres of soybeans grown in Manitoba! Yet another record soybean year. Manitoba soybeans continue to expand in the province and 2012 was no exception. Although, the 2012 growing season did provide us with a relatively easy growing season, there were still a few things we were able to learn. Let's have a look at this year's soybean growing season.

One of the first issues that arose this year was planting date. Most years, growers were rushing to get not only their soybeans planted but all their crops. Planting was so smooth in fact, that at the end of April there were a number of growers ready to start planting soybeans. While some growers elected to start planting beans during the first week of May or even the last few days of April, most growers waited until the soil warmed up a bit and planted from May 10th–20th. Frost and cool soil conditions are not good for soybeans and this is why we don't plant soybeans too early, especially on years like this when frost arrives on May 30th.

Most of us weren't surprised when a few of the early-planted soybeans were hit by frost in the Red River Valley. The temperatures dropped below freezing for several hours with the coldest areas staying below 0°C for more than four hours. Frost damage showed up on

the earliest planted beans and caused reduced plant stands on some fields. However, the plants that were just touched by the frost did recover. If frost kills the terminal (main growing point) bud, the plant can start to regrow from the axillary buds (two of them) which are located near the cotyledons. If the axillary buds are also damaged then the plant is dead. Some growers were very close to replanting fields and if the beans would have been a bit bigger or the frost would have lasted a little longer we would have seen much higher field losses. This serves as a reminder to be cautious about planting too early.

Iron Deficiency Chlorosis (IDC) was another issue that had the agronomists' phones ringing again this year. There was a bit of cool, wet weather toward the end of May that caused the typical IDC symptoms of leaves turning yellow to interveinal chlorosis and in severe cases yellow, short, stunted plants with dead necrotic tissue. IDC is the plants inability to uptake iron due to high soil pH, high carbonate levels and high salt levels. If growers see this occurring in their fields, the best thing to do is to take the long way home from town for about a week until you get a bit of

warmer weather so that the beans can grow out of this condition. For future reference, it would be good to note what variety was planted on the fields that did yellow so that the next time beans come back into that rotation (three years later) you can choose a variety that has a bit better tolerance to IDC for that field. Ratings for the various varieties can be obtained through company data or in the 2012 MPGA trials results found in this publication.

Soybean diseases announced themselves again this year. In 2012, there were reports of root rot in various fields but growers were also finding diseases such as septoria brown spot and bacterial blight. Septoria brown spot can usually be found on the lower leaves of a soybean plant and can spread through rains splash. Disease symptoms begin as small, dark brown irregular spots with or without a yellow halo, which can be found on the upper and lower surfaces of lower leaves of the soybean plant.

Bacterial blight was also noted in 2012. These lesions are typically found in the upper plant canopy. The disease

appears as small irregular-shaped, water-soaked lesions. Typically these symptoms can show up after a weather event, such as hail or heavy rain. Generally, the plants will grow out of this with warmer weather.

These diseases did not cause any significant yield loss and can be managed with crop rotation with non-susceptible crops such as cereals.

The Two-Spotted Spider Mite was of some concern with soybeans this year too. The summer's dry conditions contributed to higher populations of spider mites which warranted spraying for some growers. The damage they can cause is a stippling appearance to

the leaves and yield reduction in severe cases. The spider mites are small and can be difficult to see so one scouting suggestion is to take a white paper on a clipboard to the field and shake the plants over the clipboard. If you have spider mites you will see what looks like dirt specks on the paper. Initially, you will find them in the outer edges of the fields and a headland treatment may be all that is necessary to control the problem. However, if populations in the outer edges are high then scouting well into the field is still necessary. The spider mite population this year was controlled through the use of an insecticide and no significant yield losses were reported.

Towards the end of the growing season growers were asking why certain areas of the soybean fields were prematurely dying off. The plants seemed to be of normal height and dying off sections were occurring in the transition areas of the field – from the low areas to the higher areas. This was determined to be related to high salts

Salts affecting crop



and the plants running out of moisture towards the end of the growing season.

To close off this article, generally speaking, Manitoba soybean growers were quite pleased with the yields this fall. There was some concern in midsummer that with the hot dry conditions, soybean yields would follow canola yields. But, at the time of writing this article, soybean yields have been ranging from 30–40 bushels/acre and a few 50 bushels/acre have been reported. There were a few reports of lower yields (in the mid-20s) when soybean harvest first started, but as the harvest progressed the yields improved. All in all, it was a pretty good season for soybeans and projections for 2013 are for over 1,000,000 acres of soybeans!

continued on page 43

Septoria brown spot



Bacterial blight



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Regional Markets Should Remain in North America

Brian Clancey

Senior Market Analyst and Publisher

North America's dry edible bean outlook is starting to become more balanced from a supply and demand perspective, though there is a underlying fear high prices may have changed the demand fundamentals.

The latest crop production estimates from the USDA contained a major upward revision in forecast yields, with the result total bean production in that country was pegged at 1.407 million metric tons (MT), up almost 15% from the August estimate and over 56% above last year.

Nearly all the increase took place in North Dakota. Last year, farmers were unable to finish planting their crops because of heavy spring flooding. North Dakota is the most important edible bean producing region in the

United States, as well as being the main producer of pinto beans.

Commenting on conditions in the state, the USDA said, "Crop development began and remained ahead of last year and the five-year average. As of September 30, 95% of the crop was harvested, about a month ahead of the five-year average. Throughout August and September, dry edible bean condition was rated mostly fair to good."

Final production numbers for Canada and the United States will not be released until December, but current data points to a return to a more normal supply condition in those two countries. However, doubts remain about the degree to which Mexico's dry edible bean crops will rebound after two years of drought. If production ends up around 851,000 MT, Mexico will again need to import more beans than normal to meet demand. However, there remains a significant risk that available supplies will continue to lower than what was once considered normal for at least another year.

Average annual dry edible bean consumption in the NAFTA region totalled 2.67 million MT between 1996 and 2000. A decade later, it had slipped to 2.63 million MT. However, the current five-year rolling average consumption level is under

2.39 million MT because of two years of limited stocks and record high prices.

The problem is that per capita consumption of dry edible beans through Mexico, Canada and the United States has been slowly trending lower. This is confirmed by the fact that while population rose between 2000 and 2010, average annual usage had slipped.

Given that consumers are unlikely to see significant price relief for as much as 12 to 18 months, there is a risk that consumption will ease further unless prices for other foods rise enough to make beans look attractively priced. The competitive landscape is made more complex by the perception that lentils have become the cheapest pulse in the world.

There was limited evidence of this in Mexico during the past season. Solid demand for small green lentils helped lift total imports last season from 38,914 MT in 2010-11 to 44,957 MT. Though the total was only slightly ahead of the 42,771 MT imported in 2009-10, it was part of an upward trend in Mexican lentil imports. They averaged just under 19,000 MT per year between 1996 and 2000, compared to almost 27,700 MT between 2001 and 2005; and 34,300 MT per year between 2006 and 2010.

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The underlying threat toward long-term edible bean demand from recent production problems in Mexico, Canada and the United States is recognized by the industry. That is reflected in efforts by the U.S. industry to obtain long-term funding from the government for domestic market development. Canada's industry has also been working on the issue of increasing base pulse demand by looking at ways in which fractionated pulses can be used by food manufacturers as well as the HRI (hotel, restaurant and institutional) sector.

There is an old saying in marketing that retaining customers is cheaper than gaining new ones or recovering lost ones. That customers should be lost because of consecutive weather events in a region makes the issue more troubling because there was no defense other than inviting competitors into the market.

NORTH AMERICAN DRY EDIBLE BEAN SUPPLY SITUATION

AREA (acres)	2008	2009	2010	2011	2012
Canada	329,400	294,900	336,100	170,000	282,000
United States	1,501,900	1,540,000	1,911,400	1,205,900	1,733,700
Mexico	3,736,000	2,978,000	3,749,000	2,454,000	2,965,000
Total	5,567,300	4,812,900	5,996,500	3,829,900	4,980,700
PRODUCTION (MT)					
Canada					
- Coloured	162,300	156,700	151,500	98,500	143,000
- White	108,900	67,200	102,300	46,100	76,000
Cdn Total	271,200	223,900	253,800	144,600	219,000
United States					
- Pinto	465,254	495,056	626,599	266,443	592,499
- Black	132,586	136,533	211,422	136,896	169,983
- Navy	206,024	151,139	216,184	147,328	224,940
- Great Northern	72,485	45,314	63,640	54,250	55,970
- Other	290,043	324,170	324,705	294,699	364,256
U.S. Total	1,166,392	1,152,211	1,442,549	899,616	1,407,648
Mexico	1,146,000	1,041,000	963,000	640,000	841,000
Total Production	2,583,592	2,417,111	2,659,349	1,684,216	2,467,648
Opening Stocks	335,000	410,000	253,000	305,000	160,000
Total Supply	2,918,592	2,827,111	2,912,349	1,989,216	2,627,648
Rolling Average	3,131,404	2,977,955	2,916,424	2,943,796	2,674,911

BASED on data from USDA, Statistics Canada and STAT Publishing

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See page 2 for details

MB Special Crops Production Day
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COMPANY	EDIBLE BEANS	FABA BEANS	LENTILS	PEAS	SOYBEANS	PHONE	LOCATION	CGC REGISTERED
Agassiz Feeds				✓		204-638-5840	Dauphin, MB	
Agassiz Global Trading	✓				✓	204-745-6655	Homewood, MB	
AgriTel Grain Ltd.				✓	✓	204-268-1415	Beausejour, MB	
Alliance Pulse Processors Inc.	✓		✓	✓	✓	306-525-4490	Regina, SK	✓
• SaskCan Pulse Trading – Parent Division	✓		✓	✓	✓	204-737-2625	St. Joseph, MB	✓
All Commodities			✓	✓		204-339-8001	Winnipeg, MB	✓
B.B.F. Enterprises Ltd.					✓	204-737-2245	Lettellier, MB	
B.P. & Sons Grain and Storage Inc.					✓	204-822-4815	Morden, MB	
Belle Pulses Ltd.				✓		306-423-5202	Bellevue, SK	✓
Best Cooking Pulses Inc.			✓	✓		204-857-4451	Portage la Prairie, MB	✓
Brett-Young Seeds				✓	✓	204-261-7932	Winnipeg, MB	
CB Constantini				✓		604-669-1212	Vancouver, BC	✓
Cargill Ltd.				✓		204-947-6219	Winnipeg, MB	✓
Delmar Commodities				✓	✓	204-331-3696	Winkler, MB	✓
• Jordan Mills					✓	204-331-3696	Winkler, MB	✓
Global Grain Canada	✓					204-829-3641	Plum Coulee, MB	✓
Hensall District Co-op	✓					204-295-3938	Winnipeg, MB	✓
Horizon Agro					✓	204-746-2026	Morris, MB	✓
Hytek Ltd.				✓		204-424-2300	La Broquerie, MB	
JK Milling Canada Ltd.				✓		306-586-6111	Regina, SK	✓
JRS Commodities					✓	204-327-5582	Gretna, MB	
Kalshea Commodities Inc.				✓		204-737-2400	Altona, MB	✓
Kelley Bean Co. Inc.	✓					308-635-6438	Scottsbluff, NE	
Linear Grain	✓			✓	✓	204-745-6747	Carman, MB	✓
Natural Proteins					✓	204-355-5040	Blumenort, MB	
Nutri-Pea Ltd.				✓		204-239-5995	Portage la Prairie, MB	
Nu-Vision Commodities	✓					204-758-3401	St. Jean Baptiste, MB	
Parrish & Heimbecker Ltd.				✓		204-987-4320	Winnipeg, MB	✓
Paterson Grain				✓	✓	204-956-2090	Winnipeg, MB	✓
Quarry Grain Commodities					✓	204-467-8877	Stonewall, MB	

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COMPANY	EDIBLE BEANS	FABA BEANS	LENTILS	PEAS	SOYBEANS	PHONE	LOCATION	CGC REGISTERED
R-Way Ag Ltd.				✓	✓	204-379-2582	St. Claude, MB	
Richardson International				✓		204-934-5627	Winnipeg, MB	✓
• Richardson Pioneer Ltd.				✓	✓	204-934-5627	Winnipeg, MB	✓
• Tri Lake Agri				✓		204-523-5380	Killarney, MB	✓
Legumex Walker	✓	✓	✓	✓	✓	204-758-3597	St. Jean Baptiste, MB	✓
• Fisher Seeds Ltd.		✓				204-622-8800	Dauphin, MB	✓
• Duncan Seeds	✓					204-822-6629	Morden, MB	✓
• Walker Seeds Ltd.				✓		306-873-3777	Tisdale, SK	✓
S.S. Johnson Seeds	✓			✓		204-376-5228	Arborg, MB	✓
Seed-Ex Inc.					✓	204-737-2000	Letellier, MB	✓
Shafer Commodities					✓	204-822-6275	Morden, MB	✓
Southland Pulse				✓		306-634-8008	Estevan, SK	✓
Sunrich LLC					✓	507-446-5642	Hope, MN	
Thompsons Limited	✓		✓	✓		519-676-5411	Blenheim, ON	✓
• Keystone Grain					✓	204-325-9555	Winkler, MB	✓
• Circle T Agri Services	✓					204-723-2164	Treherne, MB	✓
• Y2K Farms	✓					204-252-2132	Edwin, MB	✓
Vanderveen Commodity Services					✓	204-745-6444	Carman, MB	✓
Viterra				✓	✓	204-954-1528	Winnipeg, MB	✓
Viterra Special Crops	✓	✓	✓	✓		204-745-6711	Carman, MB	✓
• Receiving Station	✓					204-856-6373	Portage la Prairie, MB	✓
• Plum Coulee	✓					204-829-2364	Plum Coulee, MB	✓
• Prairie Mountain Agri Ltd.				✓		204-937-6370	Roblin, MB	✓
Walhalla Bean Co. (Canada Ltd.)	✓					701-549-3721	Walhalla, ND	✓
• Winkler Receiving	✓					204-325-0767	Winkler, MB	✓
Wilbur Ellis			✓	✓	✓	204-867-8163	Minnedosa, MB	✓
Zeghers Seeds Inc.			✓	✓		204-526-2145	Holland, MB	✓

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Recipe Corner



Slow Cooker Split Pea Sausage Soup

Makes 8 cups

- | | |
|---------------------------------------|--------------------------|
| 8 cups low sodium chicken broth* | 1 onion, chopped |
| 1 lb dried yellow split peas, rinsed | 2 garlic cloves, chopped |
| 1 lb smoked sausage, sliced* | 1/2 tsp dried oregano |
| 1 1/2 cups carrots, chopped | 2 bay leaves |
| 1 cup celery, chopped | |
| 2 medium potatoes, peeled and chopped | |

* Gluten-free brand required if you want this recipe to be gluten-free.

1. In a 5-quart (4.73 litres) slow cooker combine chicken broth, peas, sausage, carrot, celery, potatoes, onion, garlic, oregano and bay leaves.
2. Cover and cook 6–7 hours on high. Remove the bay leaves before serving.

Crêpes with Berries (gluten-free)

Makes 6–8 crêpes

- | | |
|------------------------|------------------------------|
| 1 egg | 1/4 tsp cinnamon |
| 1/2 cup milk of choice | 1/2 cup chickpea flour |
| 1 tsp canola oil | 1 1/2 cups berries of choice |
| 1 tsp vanilla | |

1. In medium bowl, whisk egg, milk and canola oil. Continue whisking and add vanilla and cinnamon.
2. Add chickpea flour and whisk until smooth with no lumps. Heat an 8-inch non-stick pan over medium heat and lightly grease. Using a 1/4 cup (50 mL) measure, scoop batter into hot pan and quickly tilt the pan using a circular motion so the batter evenly coats the surface.
3. Cook the crêpe for about 30 seconds, until bubbles show on the surface and the bottom is light brown. Loosen with a spatula, turn and cook the other side. Can be served plain or with various toppings.

Recipe Variation

For a savoury crêpe, replace vanilla and cinnamon with 1 tbsp parsley, 1 tbsp grated parmesan cheese, and a pinch each of salt and pepper. Serve with various toppings – cream cheese and smoked salmon are delicious!



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