

pulse *beat*

Spring/Summer • No. 60, 2010

PULSE DAY ON THE HILL
The Pulse Industry Goes to Ottawa

MISSION IMPULSEIBLE
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Products Using Pulses

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MPGA 25TH ANNIVERSARY GOLF TOURNAMENT

July 23rd – see page 10 for details

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pulse beat

Manitoba Pulse Growers Association

Spring/Summer • No. 60, 2010

Many thanks are given to all the authors who took time to contribute to this issue. The **Manitoba Pulse Growers Association Inc.** appreciates the time and effort that is expended to help with this publication.

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PRESIDENT'S REPORT



Andrew Saramaga
President

Another growing season has arrived, and this time, it showed up early and it was dry. Lots of seeding was taking place in mid-April, and it sure was nice to see equipment moving again in the fields.

I was elected as chair of MPGA at our March 1st board meeting and I'm looking forward to my new position. I've only served four years on the board so far, and it's been an enjoyable but steep learning curve. I am sure assuming the role of chair will be similar – it will be a great

experience and come with its fair share of challenges too. I have a great group of producer and industry directors to work with. Each one of them brings different experiences and ideas and they are all great assets to draw from. We're a collaborative board full of big dreams and plans for the future. The pulse future in Manitoba is looking bright. Acres continue to increase and lots of work is being done in terms of market development. I believe we're on the brink of some exciting times. Hopefully demand will exceed supply momentarily, so we can see an even greater increase in acres.

As a member of MPGA, I've seen firsthand the benefits this association brings to the growers in Manitoba. The research work that is conducted is relevant to the issues that producers face, and the results of that research work are very valuable. Over the years, new, higher-yielding varieties have been developed and continual gains are made in terms of pesticide resistance and tolerance. MPGA also strives to fund

projects that have a value-added focus and goal. On the policy side, we are well represented at government functions, meetings and tradeshow, and have all the necessary connections to ensure that our voice is heard. We help fund market development work and continue our efforts to get more people to eat pulses. I strongly suspect that we're going to see an increased demand in pulse ingredients and pulse fractions in the next five to eight years. Creating more domestic uses and new domestic markets would provide substantial benefits to the pulse industry here in Manitoba.

MPGA is fortunate to work with national associations, such as Pulse Canada and the Canadian Soybean Council, to get even more value out of our revenue. These groups are simply able to do extra work that we are unable to do because of budget constraints or lack of resources. Quite often, having a national voice can be more impactful, depending on the audience. MPGA appreciates all of the work these associations do on our behalf.

I am proud to be leading such a great association and I look forward to MPGA bringing even more value to pulse producers in Manitoba in the upcoming years. We always like to hear from our membership – please let us know if you have any suggestions for research work we should be funding or any trials you'd like to see conducted. At the end of the day, we are here to serve you, so we welcome your ideas. I hope everyone has a safe and successful farming year. 🌱



Soybean Tour

Thursday, August 5, 2010
– subject to change

Based on grower and industry feedback, MPGA has decided to move back the summer tours so they take place during pod-set. Depending on spring conditions, the dates may be subject to change. Please check the upcoming events page on our website, www.manitobapulse.ca, or call the office to confirm these dates in early July. Thank you.

Registration – 8:00 a.m.

Tour – 8:30 a.m. to 12:00 noon – lunch to follow

at JRI's Kelburn Farm

Located on the east side of Hwy #75, 10 km south of Winnipeg. Turn east at Red River Drive and follow the road into JRI's parking lot.

Everyone is welcome to attend!

For more information contact

MPGA Office – 204 745-6488

Or visit our website www.manitobapulse.ca

MPGA Mission Statement

To provide its members with production and marketing support, through focused research, advocacy and linkages with industry partners.



Roxanne Roels
Executive Director

What a beautiful spring! It's April 26th and some guys are half-done seeding – wow!

The past few months have been very busy here at the MPGA office. There has been lots of inter-provincial travel attending various conferences, AGMs, tradeshows, and other events, as well as many meetings and events right here in Manitoba.

On February 25th, a few directors and I met with the Manitoba Agricultural Services Corporation (MASC) board. Without consulting MPGA, MASC has reduced Stage 2 unharvested soybean coverage from 100% to 85%. This change is similar to what they have done with corn, and MPGA feels we have been unfairly lumped into the same group. MASC told us this was a budgeting issue, but we feel it's more of a policy issue. It's unfortunate that it's not based on research. MPGA decided to take our concerns with this change to the Ag Minister, Stan Struthers.

A few directors and I met with Minister Stan Struthers and Deputy Minister Barry Todd on March 2nd to discuss the two most pressing issues facing MPGA at that time: the lack of a provincial Pulse Specialist and the implications this has for our industry, and the change in soybean coverage with crop insurance and the detrimental effect it has on this ever-increasing crop. Minister Struthers was very understanding and sympathetic to our concerns, but our battle with these two issues continues on, as no significant positive strides have been made yet in either area. There is still no provincial Pulse Specialist

dedicating 100% of their time to our industry, and crop insurance has not changed their newly developed soybean coverage. MPGA will continue to push on these fronts, as they are significantly important to our growing industry.

On April 8th, the status of the Pulse Science Cluster was announced. This cluster is part of the Agriculture and Agri-Food Canada (AAFC) Growing Forward program, providing commodity groups with the opportunity to obtain some funding from the federal government to help with research being conducted across Canada. To our disappointment, we did not get the federal contribution we were hoping for. \$1.2 million short of our anticipated amount is a huge shortfall, and it's been incredibly challenging trying to sort through this. Should entire projects be dropped? Should projects be scaled back (which could result in lower-quality work or results)? Should provincial grower groups be expected to forward additional funding that they simply don't have? Several

consultations, conference calls and scenario rundowns have taken place and details are still being finalized (as of April 26th). With seeding underway, researchers are getting very anxious to get the "go-ahead" from us so they can begin their work. MPGA thanks all of our researchers for their incredible patience throughout this gruelling process.

As of April 26th, there hasn't been an announcement yet regarding the Eastern Field Crops Science Cluster, in which we are a part of with soybean breeding. In a year with an early spring and it being so close to seeding, we are very nervous about the late announcement. Researchers are already waiting to hear the news and receive the "go-ahead" to start their work. If a funding shortfall is also the case with this cluster, it could take a few more weeks to get everything sorted out and finalized. I sincerely hope this is not the case.

continued on page 4



Edible Bean Tour 2010 **Wednesday, August 4th** *— subject to change*

Based on grower and industry feedback, MPGA has decided to move back the summer tours so they take place during pod-set. Depending on spring conditions, the dates may be subject to change. Please check the upcoming events page on our website, www.manitobapulse.ca, or call the office to confirm these dates in early July. Thank you.

Tour will include • Bean breeding, pathology and agronomy

**AAFC Morden Research Station and
Hyland Research Farm**
2 1/2 miles east of Carman on Hwy #3

Registration at AAFC Morden – 8:00 a.m.

Tour – 8:30 a.m. to 12:00 noon – *lunch to follow*

AAFC Morden – *Plot tours for edible beans*

Hyland Research Farm – *Tour of farm followed by lunch*

For more information contact

MPGA Office – 204 745-6488

Or visit our website www.manitobapulse.ca

As you will notice with our MPGA – *Working for You!* article, the association continually gets busier and there is always more work to do and more work that could be done. To grow with our acres, our industry's needs and the increasing workload, we must grow as well. MPGA has made the decision to rent larger office space. We will remain in our current building, but we will be moving to the other side to more than double our area. We are looking forward to this timely change! As well, in mid-April we posted for a Policy and Communications Director. Office administration has increased to the extent that another staff member has become necessary. Sandy and I are both looking forward to having additional help. I believe there is more work we could be doing on the policy front, and I am anxious to find the ideal candidate to take that lead. Our new office space is supposed to be ready for us by June 1st and it's quite possible that our Policy and Communications Director will be starting around that time as well.

MCGA and NSAC have opted to conduct each of their own tours, so the special crops tour will not be taking place in 2010. Our summer tour dates are tentatively set for Wednesday, August 4th (edible beans) and Thursday, August 5th (soybeans). MPGA has decided to react to the suggestion made by growers and industry who have attended our tours in the past to have the tours at a slightly later date than usual so that the plots can be viewed during pod-set. A concern was raised about winter wheat harvest and summer holidays, but we thought we'd try this out and see how it turns out. There certainly would be more to look at during pod-set. Now that spring has started earlier than usual, we may have to be flexible with our dates. If this wonderful weather continues through the remaining spring months, the tours may get changed to the third or fourth week in July. As July approaches, please check our website, www.manitobapulse.ca, for the final tour dates and locations.

MPGA hopes to see many pulse producers and industry reps out to our 25th anniversary golf tournament and dinner taking place on Friday, July 23rd at Bridges Golf Course near Starbuck. We have chosen the Canadian Diabetes Association as our fundraising charity, and we are looking forward to a fun day! Details are still being finalized, but please call the office at (204) 745-6488 to confirm your golf and dinner spot. The option is open to do one or the other, or both, and it will be filled on a first-come, first-served basis.

Here's to hoping everyone had a great seeding run and will experience ideal spraying and harvest seasons as well! Cheers! 🌱

NOTE TO MEMBERS

Resolutions to be presented at the 2011 AGM must be received by November 1st, 2010.

Please forward to the office on or before that date.

2009 INVESTMENT TAX CREDIT

Scientific Research and Experimental Development (SR&ED)

PRODUCERS WHO CONTRIBUTE PULSE CHECK-OFF OR LEVY dollars to the Manitoba Pulse Growers Association are able to claim a portion of that levy as an investment tax credit through the Scientific Research and Experimental Development program (SR & ED).

Canada Customs and Revenue Agency has very specific criteria in order to qualify as an approved research facility. As a result, some of the dollars MPGA allocates to research do not qualify for the Investment Tax Credit. For the 2009 tax year, 27.8% of the dollars MPGA spent on research qualify for the SR & ED Investment Tax Credit. This means that for every levy dollar that was deducted from the sale of pulse crops in Manitoba, 27.8% of that amount is eligible for the Investment Tax Credit.

Individuals can calculate their total check-off contribution by referring to their sales receipts. As an individual, farmers can

claim this tax credit at the rate of 20% while corporations are able to claim at the rate of 35% by filing a T2038 (IND) for farm proprietorships or a T2SCH31 for farm corporations.

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

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

Kyle Friesen
Chairperson

Hello, my name is Kyle Friesen and I am writing to you as the newest member of the MPGA board of directors and the new edible bean committee chairperson. This is a new and exciting endeavour for me in my farming career and I am looking forward to getting involved in setting the direction for the pulse industry in Manitoba.

Since being elected as the new edible bean committee chair, it has been a fairly steep learning curve over the last month. We've been finalizing a lot of decisions regarding research and variety trials so we are ready for the spring season, which has snuck up on us rather quickly. A couple of the major decisions included finalizing MPGA's contribution to research for the upcoming year, and selecting varieties to showcase in the MPGA Regional Variety Trials. Throughout all of those decisions, we also prepared for and hosted an edible bean industry meeting in late March. These have all been great new experiences for me.

MPGA funds numerous research projects each year, and this year we will be contributing approximately \$155,000 to projects relating to edible bean production. Most research projects submitted to us ask for a three-year commitment. A bunch of our research dollar allocation is going towards existing projects that were pre-approved for funding last year or the year before that. Several of those projects are included in the science cluster. The government announced the Pulse Science Cluster in March and we were disappointed to learn that we didn't get the government contribution we were hoping for. All of those details are being worked out. New projects that we are funding this year include the Development of Snack Foods Using Manitoba Dry Beans, Evaluation of Anthracnose Resistance in the Co-op Variety Trials, Evaluation of New Dry Bean Varieties for Production in Manitoba, and Evaluation of the

Potential for Mung Bean Production in Manitoba.

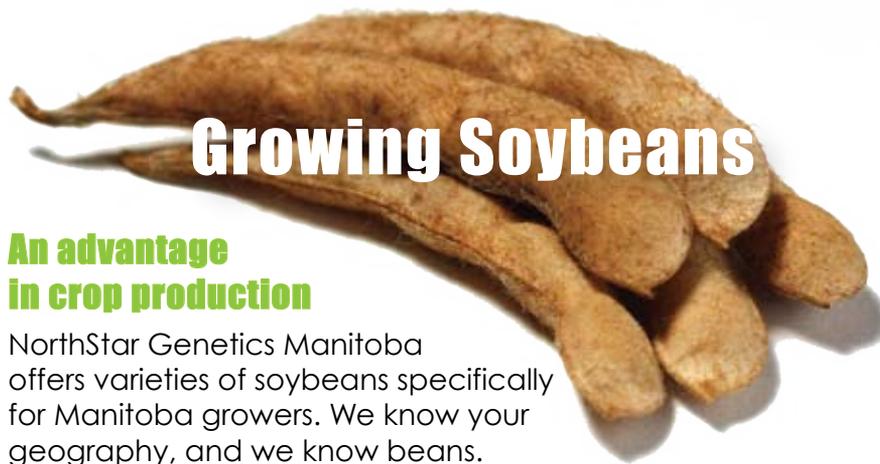
The industry meeting was well attended with over 20 representatives from different segments of the edible bean industry there to discuss present and potential issues. Items that were brought forward for discussion included new herbicide and tank mix registrations, current research projects MPGA is funding and what projects industry would like to see us fund in the future, variety trials and updating check varieties in those trials, and dates for our upcoming summer events.

After numerous challenging seasons, this spring seems to be starting off on the right foot, and by the time most of you will be reading this we will all know exactly how the planting season progressed. This being said, the marketing environment is looking to be the exact opposite. The lack of attractive old crop prices, along with some less than perfect quality beans still in storage has left a lot of us wondering what our game plan should be for the

remainder of the old crop-marketing year. New crop pricing has also left a lot of us wondering what the remainder of the marketing year has in store, and unless growers were able to lock in some reasonable new crop contracts early in the year, most of us will be waiting to see where prices head as we progress through the growing season.

I'm looking forward to my new role as edible bean committee chair and the challenges that come with it. I'm also looking forward to meeting and getting to know other edible bean growers and their farming operations, as well as everyone else who works in the pulse industry. I wish you all a good and safe seeding and spraying season, and hope to see you out at our edible bean summer tour. —Regards, Kyle 

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Albert Turski
Chairperson

It doesn't seem so long ago we were finishing up the soybean harvest, and now here we are seeding already. Last year had to be one of the worst growing seasons most of us can remember; however, even with the late spring and cold temperatures, most varieties yielded amazingly better than anyone thought. Soybean growers are incredibly optimistic producers and a less than ideal season is not going to deter them from planting the same or more acres as last year. In 2009, we had a record number of acres planted to soybeans in Manitoba, and we are expecting even more to be planted in 2010 – hitting the half-million mark! As of April 26th, Mother Nature is looking very favourable for growers, giving us above average spring temperatures and excellent drying conditions. Conditions are looking good for soybean producers and their crops so far.

More and more producers are realizing there is profit in growing soybeans. The 2010 market for most crops is definitely not going to give us the highs that we have seen in the past couple years. It is in these low price years that keeping costs tight is very important.

MPGA is covering off several research projects this year. The soybean breeding program is being conducted at Agriculture and Agri-Food Canada in Ontario again. As in the past, we are also helping fund some work done in Ontario through the Grain Farmers of Ontario (GFO, formerly the Ontario Soybean Producers). A few of those projects include utilization work, for example, improving utilization of soy polyol for greener auto part uses. This year, MPGA is doing something new and funding field scale trials using different types of planters, air tank metering systems and row spacing. We wanted to use the most common equipment we see used on your farms,

so the trials have some relevance and provide value for you. We'd like to find out if with different spacing (i.e. plugged rows) and the correct air system we can maybe mimic planters at a much-reduced cost. These reduced costs for you mean not having to invest in special planting equipment and maybe even lowering seed costs. We are also funding field scale trials looking at different population rates and placement techniques (i.e. using a knife versus a shovel). We are also waiting to hear back from a microbiologist at the University of Manitoba to see if he can conduct more work on rhizobium levels in Manitoba soils. There is a possibility that our soil could be building up enough of a population of rhizobia to lower the amount of inoculants needed after growing multiple years of soybeans.

If any of you have any other ideas or possible research topics relating to soybean production, we'd love to hear about them. We might be able to fit them into this summer's trials, or at least add them to the list of projects to conduct in 2011. MPGA looks to fund research that has significance and value to soybean production in Manitoba – and who better to get ideas from than the farmers who grow them.

I'm writing this report on April 19th from the tractor seat planting wheat, as I'm sure a lot of you were doing that day too. I was elected as the new soybean committee chair in March and I look forward to my new role. I want to wish everyone a safe and great planting season and I hope to see you at the MPGA soybean summer tour.

—Regards, Albert 

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MPGA has new email addresses.
Executive Director, Roxanne Roels
roxanne@manitobapulse.ca
Business Manager, Sandy Robinson
sandy@manitobapulse.ca

Fred Greig
Chairperson

When this issue of *Pulse Beat* reaches you I hope seeding is complete and the weather has cooperated for you. As I write this report on April 26th, some areas in Manitoba are well advanced with the seeding process and some have not started yet. Some areas are very dry and some are too wet, so it appears to be a normal spring.

Markets are still flat and the run-up I was hoping for prior to spring planting did not materialize. Producers are still making cropping plan changes in late April, which seems very late to me and I think it's a result of the stale markets.

There's nothing too new or exciting to report from the pea, lentil, chickpea and fababean committee. We have allocated virtually all of our research dollars to both projects in the science cluster and projects outside of the cluster. The government's contribution to projects in the science cluster was announced in April and we did not receive the amount we had hoped for. MPGA staff, along with the other provincial pulse groups and Pulse Canada, are currently assessing how to best manage this situation. The lack of government contribution means less research money to work with over the next three years, and I fear this may impact the future of research budgeting as well.

As a producer it is alarming to see less money being put into research from our federal government. When challenged on why this is the case, I'm sure the response will be balancing the budget; however, I feel this is a trend that we need to reverse. Canadian producers are falling behind producers in other countries because less money is spent on research here and other countries are allocating more government dollars to research. The rate of increasing crop yield is higher in countries that spend more money on research, and as Canada spends less, we will be even further challenged to compete on the world market. We already have higher costs to contend with and if our rate of yield increase is lower than say for example

Australia, over time our competitive advantage will narrow. It may seem like I'm on a bit of a rant, but I do think as producers we will have to increase our financial contribution to research and challenge our governments to follow suit. This level of contribution in other parts of the world appears to be around a 1% check-off on all market sales and very low levy levels on certified seed. I

think in the very near future Canada will have to move to this system on all crop types.

Well, it's time I step off my soapbox and get back to seeding. I hope both the seeding and the spray season go well for everyone, and I look forward to seeing you all at MPGA's 25th Anniversary Golf Tournament and the summer tour.

—Regards, Fred 



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MPGA 2010 COMMITTEES

The first named is chairman

Executive – A. Saramaga, M. Pedersen, F. Greig, T. Stewart, R. Roels

Finance – A. Saramaga, T. Stewart, S. Robinson, R. Roels

Newsletter, Member Relations – R. Roels, B. Brolley

Manitoba Special Crops Symp/AGM – K. Rothenburger, B. Brolley, R. Roels, T. Stewart (alt)

Peas, Fababeans, Lentils & Chickpeas – F. Greig, B. Brolley, F. Labelle, B. Conner, K. Rothenburger, C. Rempel

Edible Beans – K. Friesen, T. Stewart, M. Pedersen, B. Brolley, B. Conner, S. McCutcheon, K. Rothenburger, F. Labelle, A. Hou, C. Rempel

Soybeans – A. Turski, M. Pedersen, A. Saramaga, B. Brolley, S. McCutcheon, K. Rothenburger, M. Chorney, F. Greig, D. McAndrew

Crop Insurance – S. McCutcheon, T. Stewart, A. Turski, K. Friesen, F. Greig, A. Saramaga, B. Brolley (advisor)

Pulse Canada – T. Stewart, M. Pedersen (alt), R. Roels (advisor)

MPGA Market Development – M. Chorney, F. Greig, T. Stewart

CGC Special Crops Sub-Committee – K. Rothenburger, R. Roels (advisor)

CGC Western Standards Pulse Sub-Committee – K. Rothenburger (expires September 2011)

Keystone Agricultural Producers – M. Chorney, R. Roels

MCVET/PGDC – K. Rothenburger, F. Greig (advisor), B. Brolley

OOPSC Rep – M. Pedersen, A. Saramaga, B. Brolley (alt)

CSC – A. Saramaga, A. Turski (alt), R. Roels

Western Canadian Pulse Growers Association Reps:

WGRF Rep – F. Greig (expires 2014)

CGC Western Grain Standards Committee – Jason Saunders (APG) expires August 2010



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Sue Arntfield

OUTGOING DIRECTORS

During the Special Crops Symposium on Wednesday, February 10th, president of MPGA Todd Stewart presented three outgoing directors with a token of our appreciation for their dedication, energy and enthusiasm over the years. Sue Arntfield, Lincoln Wolfe and Nathan Friesen elected to step down as directors to pursue other interests and focus on personal priorities. MPGA would like to once again thank Sue, Lincoln and Nathan for all of their commitment, valuable input and knowledge they brought to the board during their terms.

We wish you all the best in your future endeavours!



Lincoln Wolfe



Nathan Friesen



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Board Meeting – March 1, 2010

Re-organizational Meeting – A. Saramaga was elected as new chair, and M. Pedersen as vice-chair. T. Stewart will assume the position of past president. A. Turski was elected as soybean committee chair, K. Friesen was elected as edible bean committee chair, and F. Greig will remain as pea committee chair. MPGA will operate with nine directors for now, and in accordance to the by-laws, can appoint a director at any time if they choose.

Special Crops Symposium – Good feedback overall. Parking was the biggest complaint. A suggestion was made to look into parking lot rentals (a daily lot), and attach parking locations with invites and post on website to increase awareness of options. The wine and cheese is great, and the Convention Centre is a good location. Entertaining out-of-town guests is easy. Dr. Kohl would be great to have as a guest speaker again in a few years.

Crop Insurance – Meeting with them on February 25th. Most important topic discussed was inclusion of soybeans into limited coverage for standing crop left in field after harvest. Their position is amending the way corn is adjusted, and they included soybeans in that change as well. Coverage has been reduced by 15%. We are being lumped in with corn unfairly – their decision to do this is not based on research, they said it's a budget issue. This is a way for them to save money. This change is in effect for 2010. Directors feel this is a policy issue, not a budget issue. We are bringing this issue to the minister on March 2nd. Increasing the grade guarantee of peas from a three to a two was also discussed. There is no reason why they haven't changed the grade guarantee yet. It was suggested that they separate green and yellow. T. Stewart is working with MASC to set up a pilot project on collateral damage of hail.

PGDC (Prairie Grain Development Committee) Report – Lots of entries were supported at meetings last week. Yellow bean represents an opportunity. There's an interest in winter peas and winter lentils. Currently, there are two varieties registered in US. The pea committee should look at conducting trials with three different seeding dates.

Board Meeting – April 6, 2010

Pulse Canada – T. Stewart – Pulse Day on the Hill (March 29th) was a great success. 40 meetings were set up and attendees had the opportunity to meet with several industry people and MPs. Met with Gerry Ritz, and discussed the pea trade in China, update on what's working and what's not with the federal agencies. He will be making an announcement on science cluster funding on Thursday April 8th. Also got the health message out there about the benefit of consuming pulses. Met with Candace Hoepfner and made her aware that MPGA supports the work being done at the Morden Research Station. This event was very informative, very well done and well worth our time. We should be sending more directors to future events like this. Great to see what Pulse Canada does for MPGA. Pulse Canada is one of the most respected groups that go to the Hill to get their point across. They are looking at holding this event every two years.

Summer Tours – We are moving our summer tour date back so that it occurs during pod-set (it was requested by attendees in past years and through industry feedback). Edible Bean tour will be held the morning of Wednesday, August 4th and the Soybean tour the morning of Thursday, August 5th. Pea tour could maybe coincide with Brandon's tour.

WGRF – Research Priorities – WGRF (Western Grains Research Foundation) is giving us the opportunity to submit our research priorities to them. MPGA's research priorities are developing end-use markets for fababeans, disease resistance in peas (to *Mycosphaerella* blight and *Ascochyta* complex), and general breeding and agronomy work.

25th Anniversary Golf Tournament – The July 23rd date is a conflict with some industry people, but it's too late to change the date. MPGA will ask industry for sponsorship and prizes. Maximum numbers are 144 golfers, 225 for dinner. Space is limited so it will be on a first-come first-served basis. R. Roels to send invites to past chairs and other provincial groups. 🌱

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Tracey Thompson

Director of Marketing and Communications, Pulse Canada

At the end of March, pulse industry representatives from across the country gathered in Ottawa for the first ever Pulse Day on the Hill event.

Members of the Alberta Pulse Growers Commission, Saskatchewan Pulse Growers, Manitoba Pulse Growers Association, the Ontario Coloured Bean Growers Association and the Ontario Bean Producers Marketing Board along with Pulse Canada and the Canadian Special Crops Association (CSCA) met in Ottawa to discuss the challenges and opportunities facing the Canadian pulse industry.

On Monday, March 29, teams of pulse growers, provincial board members and Pulse Canada board and staff members met with officials at many levels of government, including Ministers, Members of Parliament (MPs) and other government representatives in Canada's capital. Pulse industry representatives

were put into teams, each with a focus such as transportation, market access, health and the environment. The day's busy schedule featured more than 30 meetings, including meetings with Minister of Agriculture and Agri-Food (AAFC) Minister Gerry Ritz, Minister of State – Transport Rob Merrifield and policy advisors to Minister of Health Leona Aglukkak. Meetings also took place with Manitoba MPs Joy Smith, James Bezan and Merv Tweed.

Because the need for consistent and reliable transportation is one of the single largest issues facing the pulse industry today, transportation was the most pressing issue discussed. Industry members including growers, processors and exporters have come together to seek innovative solutions to the transportation challenges it faces. The current Rail Freight Service Review and the pulse industry's submission to the Rail Freight Service Review Panel were key issues discussed with government officials during Pulse Day on the Hill meetings.

Pulse industry representatives also discussed the status of several market access issues, such as the need to ratify a free trade agreement that was negotiated with Colombia, but has not yet been ratified by the Parliament of Canada. The pulse industry called on government influencers to support and push forward on the ratification of this agreement to ensure open access for Canadian pulses.

Pulse Day on the Hill also provided a chance for the pulse industry to highlight opportunities for Canadian pulses. Health, nutrition and the environment are key issues facing governments today and pulses can be part of the solution. But even though Canada is recognized as a global leader in the pulse industry worldwide, many Canadians and key influencers don't know that Canada is the world's largest exporter and one of the world's largest pulse producers. Pulse Day on the Hill provided an opportunity to share the good news stories about pulses.

Politicians and government staff members were interested to hear that pulses are not only healthy and



Murray Chorney and Roxanne Roels in front of the Legislative Building in Ottawa.

Murray, Roxanne and Todd Stewart attended and participated in Pulse Day on the Hill on behalf of MPGA.

nutritious, they are environmentally sustainable. With their inherent nutritional benefits and potential to help fight increasing health care issues such as diabetes, obesity and heart disease, not to mention their reduced carbon footprint, pulse industry representatives showed that pulses can provide solutions to create healthy people and a healthy planet.

Pulse Day on the Hill culminated in a pulse reception right on Parliament Hill in 200 West Block. Dozens of MPs from across the country as well as their staff members attended the reception and got a firsthand taste of the pulse industry. The reception featured an array of pulse appetizers and desserts to showcase the versatility and wide appeal of cooking with pulses.

The key message that was communicated throughout the Pulse Day on the Hill activities was that pulses are a made-in-Canada success and the potential to grow demand for these crops is enormous. Through continued partnership with the federal government, the Canadian pulse industry can provide solutions to creating healthy people and a healthy planet. 🌱

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Michelle McMullen

Manager, Canadian Soybean Council

CSC OUTGOING PROGRAM TO JAPAN

The 2010 CSC Outgoing Program to Japan, coordinated by the Canadian International Grains Institute (CIGI) was held February 22–26, 2010. The goal of the program was to promote Canadian soybeans to current and potential customers, gather industry intelligence and to establish relationships with key Japanese industry and government associations on behalf of Canadian soybean producers.

THE DELEGATION

- Jim Gowland, CSC Chair
- Michelle McMullen, CSC Manager
- Joe Thomson, CSC Director
- Norm Woodbeck, Canadian Grain Commission
- Ken Hester, Agriculture and Agri-Food Canada (AAFC)
- Linda Malcolmson, CIGI
- Sue Robert, CSEA Chair/Thompsons Limited
- Steve Scholze, CSEA Past-Chair/Parrish & Heimbecker

EXPORTERS PARTICIPATION IN SEMINAR

- Dwight Gerling, DG Global
- Brady Elliott, South West Ag Partners
- Troy Snobelen, Snobelen Farms

INAUGURAL JAPAN–CANADA SOYBEAN CONSULTATION MEETING

This year saw the initiation of the first Japan–Canada Soybean Consultation Meeting. The half-day meeting was



The Canadian delegation visited Shinsyu Miso, a company in the Nagano area that has produced miso for over 300 years. Shinsyu Miso does not currently utilize Canadian soybeans to produce their miso.

held on February 24th in Tokyo with officials from the Japanese Ministry of Agriculture, Forestry and Fisheries (MAFF) and high-ranking representatives from Japan's nine soyfood industry associations. This consultation process allowed the representatives from both countries to exchange information in a formal setting. The meeting began with brief presentations from AAFC and MAFF followed by a structured question period. CSC hopes that the success of this consultation meeting will continue with future meetings held in both Canada and Japan.

CSC SOYBEAN INDUSTRY SEMINAR

The CSC Soybean Industry Seminar was held at the Canadian Embassy in Tokyo on February 25th, 2010. The theme of this year's seminar was *Canadian IP Soybeans: Ensuring Quality to Our*

Customers. The presentations delivered by members of the Canadian delegation were well-received. Embassy officials estimate that over 150 representatives for Japan's soyfood industry were in attendance. This was our largest seminar to date. A networking reception was held following the seminar.

GATHERING MARKET INTELLIGENCE

The delegation also had the opportunity to visit a port facility in Kobe and visit four soyfood companies that produced traditional products such as miso, soy sauce and soymilk. These meetings allow the Canadian industry to learn about the processing requirements of our customers depending on the end-use. A key meeting was with Kikkoman, a soy sauce manufacturer whose products are marketed in

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more than 100 countries. The plant toured by the delegates is the largest in Japan and currently only imports soybeans from the US. This meeting was very important to our industry, as it represents the possibility of a new customer and the opportunity to initiate a positive relationship between our industry and their company.

Japan continues to be Canada's largest importer of IP soybeans and it is important to invest in our trade relationship. The Japanese soyfood industry predicts that Canada will surpass the US in market share of food-grade soybeans in the next few years. In the 2008–09 crop year, Canada exported over 350,000 MT of food-grade soybeans to Japan.

JAPANESE BUSINESSMAN RECOGNIZED FOR INVALUABLE ROLE IN DEVELOPING CANADA'S SOYBEAN INDUSTRY

Mr. Ikuo Fujimori of Takeya Miso Company has been recognized by the Government of Canada for his key role



RECOGNITION CEREMONY IN JAPAN

L–R: Jim Gowland, CSC Chair; Ikuo Fujimori, President, Takeya Miso Company; Jonathan T. Fried, Ambassador of Canada to Japan; Sue Robert, Chair, Canadian Soybean Exporters' Association; Joe Thomson, CSC Director

in establishing a significant relationship between the Canadian soybean industry and Japanese soyfood manufacturers.

Initiated by the soybean industry, a formal letter of thanks from the Honourable Gerry Ritz, Minister of Agriculture and Agri-Food Canada was presented by Ambassador Jonathan T. Fried at the Canadian Embassy in Tokyo on February 25, 2010.

The letter highlights Fujimori's invaluable role in facilitating technical exchanges between Japanese soyfood manufacturers and Canadian soybean researchers over the past 25 years. Ritz also emphasized Fujimori's role in

creating value-added opportunities for Canadian soybean producers.

Fujimori's work in developing Canadian–Japanese partnerships began in the 1970s as he looked to Canada as a potential supplier of high-quality soybeans. His work continued through the 1980s, as he was instrumental in the creation of the first standards for specialty soybeans and the development of Canada's world-renowned identity preservation system.

In the past 30 years, Canada's exports of IP soybeans have grown from 5,000 MT to 350,000 MT. 

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Keystone Agricultural Producers (KAP) General Council delegates from across the province met in Portage la Prairie on April 8, 2010 to learn more about emerging issues in agriculture, and to set direction for the organization.

The following resolutions were passed, and are now KAP policy:

GRAINS, OILSEEDS AND PULSES

Seed Technology Agreements

- THAT KAP remind members to take care in reading any contracts they are required to sign when purchasing seeds and farm chemicals; further,
- THAT KAP lobby the federal government and appropriate national agriculture industry groups, including the Canadian Canola Growers Association, to investigate the anticompetitive nature of seed use contracts; further,
- THAT KAP lobby the federal government and appropriate national agriculture industry groups, including the Canadian Canola Growers

Association, to investigate the onerous financial implications to farmers of seed use contacts.

Flax and European Imports

- THAT KAP initiate an examination of a potential consumer boycott of European products in response to unfairly restrictive protocols on Canadian flax exports.

Roundup Ready™ Alfalfa

- THAT KAP support the Manitoba Forage Seed Association Inc. in holding the Government of Canada directly responsible for any economic loss experienced as a result of trade injury incurred due to loss of export markets for alfalfa seed and other legume and grass seed crops related to the introduction of Roundup™ Ready alfalfa into Canada.

TRANSPORTATION

Provincial Road Maintenance

- THAT KAP lobby the provincial government to increase maintenance of gravel Provincial Roads for improved safety.

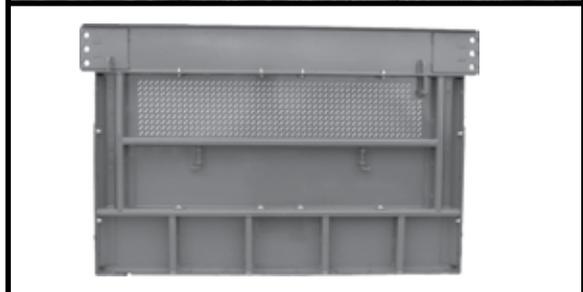
RTAC Routes

- THAT KAP lobby the Minister of Manitoba Infrastructure and Transportation to upgrade existing highways to RTAC specifications for RMs without a RTAC route.

Producer Car Loading Sites

- THAT KAP lobby Transport Canada, the Federal Minister of Transport, Infrastructure, and Communities, and the Minister of State (Transport) to change Section 151.1(1) of the Canadian Transportation Act to expand the requirements for salvaging a rural rail siding used for producer car loading to include;
 - A minimum of three years formal notice to be provided to The Canadian Transportation Agency, both Federal and Provincial Ministers of Agriculture and Transportation, the Canadian Wheat Board, the Canadian Grain Commission, provincial and national grain, oilseed and pulse

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commodity groups and general farm organizations, relevant municipal councils and mayors and any known producer car loading groups in the region

- An offer to sell the site for no more than salvage value to any of the above listed groups
- Compensation to affected municipalities if a site is salvaged
- A minimum service obligation to non-railway owned sites with penalties for non-compliance; further,
- THAT KAP lobby Transport Canada, the Minister of Transport, Infrastructure and Communities and the Minister of State (Transport) to place a moratorium on the salvaging of the 53 producer car loading sites delisted by Canadian National Railway in 2009.

CTA Productivity and Cost Study

- THAT KAP lobby the federal Minister of Transportation and Transport Canada to instruct the Canadian Transportation Agency (the Agency)

to assess and report on estimated changes in railways' costs for the movement of western grain by rail since 1992; and an assessment of the railways' estimates on how they have shared with shippers recent productivity gains in the movement of western grain by rail, as was done in the 1999 Agency publication A Report on the Movement of Western Grain.

RURAL DEVELOPMENT

Bipole III Route

- THAT KAP lobby the Manitoba Government to abandon plans to develop the west side Bipole III route and return to the shorter east side route.

BUSINESS RISK MANAGEMENT

AgriRecovery

- THAT KAP lobby both the federal and provincial governments to undergo a consultation process with farm groups in an effort to better define the AgriRecovery Program under Growing Forward; further,

- THAT KAP lobby both the federal and provincial governments to ensure that the AgriRecovery Program is adequately funded to meet the needs of the primary agricultural industry.

ENVIRONMENT

BMP Policy Paper

- THAT KAP adopt the 2010 KAP BMP Policy Paper.

Crop Residue Management Policy Paper

- THAT KAP adopt the 2010 KAP Residue Management Policy Paper.

OTHER

Supply Management Quota Transfer Levy

- THAT KAP lobby the provincial government to drop the 2% levy on supply managed quota exchanges.

The next General Council will be held on July 22, 2010 at the Victoria Inn in Brandon. All producers are welcome to attend. Please contact the KAP office at 204-697-1140 for more information. 🌾



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SEVEN GOOD REASONS TO TAKE A VACATION

Tracey Drabyk-Zirk

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

Some people are proud of themselves because they never take a vacation, others do not take vacations because they believe that they cannot afford it or because they just cannot see how they can get away. Still others take vacations but wonder the entire time whether they should have spent the money or how things are going at the farm. Perhaps all of these people would benefit from the knowledge that vacations have a number of values. Here are seven good reasons to take a vacation:

1. To live longer and to be in better health. It might be job tensions that make some men and women more susceptible to ulcers, heart disease, and suicide. “He was working too hard,” becomes the final tribute. People are much better off when they know how to pace themselves, know

when to retreat from work and give tense muscles and irritated nerves a chance to settle down.

2. To take time to enjoy... the feel of sand on the beach, the pleasure of a leisurely chat with friends when you don't have to feel pressured to be clever, a time for contemplation and spiritual renewal. These are the good years not next year when the barn is paid off, or the kids are at college.

Consider life as if it is cash and you need to spend it now. Some people fall into the trap of putting off good times – the mother who says, “Later, as soon as I am through here,” or the father who says, “Later when I am caught up, I will take some time off.” What if your life was to end tomorrow? Would your comment be, “I wish that I had spent more time at the farm”? The tragedy is that we all know of somebody who reached the end of their life and never quite had time to really enjoy what they thought they would have had time to do.

3. To provide a change of pace. Those who reside next to their work, explore new territory – go to a favourite getaway location; spend time doing a favourite activity (other than farming!).

For the person whose job requires mental activity, it is important to have some physical activity. For the person who ordinarily works with people, some solitude is called for. For the person who usually works in isolation, the stimulation of other people has benefits.

4. To do a better job upon return. The president of a major insurance company has said: “The good executive is a well-rested one, most of our staff take at least two vacations a year, and they do a much better job upon return.” This principle applies equally to a farmer or to farm partners given an occasional vacation from child care, farm care, and household responsibility.

continued on page 18

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5. To give others a chance. One test of a good organizer is the ability to delegate responsibility. Sometimes a manager's promotion depends upon whether or not she/he has groomed a successor to step into her/his shoes. Sometimes the boss's vacation is a chance for the farm hired hand to assume more responsibility. Family members may even welcome the opportunity to stay behind and prove they can keep the farm or household running.

6. To maintain closeness among family members, particularly husband and wife. Some vacation time with the whole family strengthens family unity but equally important is the opportunity for the spouses to have some time alone together. During the busy child rearing years, their time together is often spent in details of living with children and managing a household. Yet the typical husband and wife can spend up to 20 years together

after the last child leaves home. A "just the two of us" vacation is an ideal time for them to get to know each other again as individuals and anticipation of the 20-year long "second honeymoon."

7. To prepare for leisure time to come. Now-a-days a man who reaches 65 can expect to live an additional 13 years and a woman even longer. Many people live well into the '80s and '90s. For the work addict, the idea of retirement brings panic and a question, "What will I do with my time?" Yet for those whose vacations have been rich experiences, who know how to live a full life, outside the world of work, these will be good years. Perhaps, even the best.

Keep in mind that vacations do not have to cost a lot of money – they can be time for family to get to know each other better, to share individual interests and enjoy being together without "forking out dollars." Indeed,

a good vacation can be nearly cost-free. Some families restricted by money or transportation allow each family member to take "time off." During this vacation time other members take over their chores. The vacationing family member plans the places and activities for their vacation. Some may choose to go hiking, or swimming, or play hide-and-go seek, but the days are free days when the family enjoys being together and each member contributes to the fun.

What will you do on your vacation? 🍁

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RESEARCHER	PROJECT TITLE	FUNDING
AAFC – Hou	Development of Dry Bean Cultivars for Production in Manitoba	56,844.00
AAFC – Conner, Hou, Balasubramanian	Evaluation of Dry Bean Lines in the Long Season (MB) WR and NR Coop Registration Trials for White Mould Resistance	5,000.00
AAFC – Hou, Conner	Characterization and Selection of Dry Bean Germplasm for Adaptation to Manitoba	12,650.00
AAFC – Conner, Hou	Identification of New Sources of Root Rot Resistance in MB Grown Dry Bean Cultivars	8,000.00
AAFC – McLaren, Conner	Identification of the Pathogens Associated with Root Rot of Dry Bean in Manitoba	16,000.00
AAFC – Conner, McLaren, Hou	Evaluation of Dry Bean Cultivars for Resistance to White Mould	4,000.00
AAFC – Hou, Conner, Balasubramanian	Evaluation and Development of Dry Bean Cultivars for Production in Manitoba (slow-darkening pinto and Peruano yellow bean)	25,000.00
AAFC – Conner, Hou	Evaluation of the Anthracnose Reactions in Dry Beans in the Coop Trials	5,000.00
FDC – Appah, Hou	Development of Snack Foods Using Manitoba Grown Dry Beans	6,572.00
AAFC (Lacombe, AB) – Bing	Evaluate the Potential of Mung Bean Production in South Manitoba	5,000.00
U of M – Holliday	Lygus Bugs on Edible Beans	10,000.00
AAFC – Boye	Development of Novel High Fibre and Easily Digestible Frozen Bean Products	1,754.00
U of Guelph – Gilard	Refinement of Dry Bean Harvest-Aid Herbicides to Protect Seed Quality	8,000.00
AAFC – Bing, Chang, McLaren	Development of Genetically Improved Yellow and Green Field Pea Varieties	10,000.00
AAFC – McLaren, Conner	Identification of the Pathogens Associated with Root Rot of Field Pea in Manitoba	6,000.00
AAFC – Conner	Etiology, Impact and Control of Root Rot in Faba Bean	8,000.00
AAFC – Conner	Identification of Resistance to Ascochyta Blight in New Cultivars of Field Peas	4,000.00
FDC – Sawyer	Evaluation of Pea Starch in the Development of Functional Coatings Using Pea Fraction for French Fry, Mozzarella Stick and Onion Ring Applications	2,500.00
Puratone – Furedi, Kiarie, Nyachoti	The Impact of Ingredients (including Zero-Tannin Faba Bean) in Swine Diets on Digestibility, Performance, Water Intake and Manure Output	18,775.00
MAFRI – Brolley	Zero-Tannin Faba Bean Project	5,000.00
MAHRN – Murphy	Characterize, Produce and Market Bioactives and Fractions from Manitoba-grown and Processed Soybeans and Dry Beans	1,000 .00
AAFC – Cober	Soybean Breeding and Research for Pest Resistance and Enhanced Soy Food Quality	17,000.00
U of Guelph – Hallet, Schaafsma, Sears	Distribution and Abundance of Alpheius Albipodus and its relationship to soybean aphids and field cropping systems	2,000.00
MAFRI – Reid	Field Scale Trials – Changing One Variable (Row Spacing or Knife vs. Shovel)	TBD
MAFRI – Brolley	Field Scale Trials – Population Study Utilizing Different Implement Types	TBD
AAFC (ONT) – Xue	Identify Sources of Resistance and Tolerance to Phytophthora and Pythium Root Rots	3,000.00
U of M – Oresnik	Studying Rhizobium Levels in the Soil	TBD
U of M – Entz	Weed Management in Organic Soybean Production	12,000.00
U of Waterloo – Moresoli, Simon	Development of Novel Soy-Based Thermoplastic Composites	2,300.00
U of Guelph – Misra	A New Class of Engineered Green Composites from Soy Meal/Soy Stalk	3,000.00
U of Guelph – Mohanty	Improved Utilization of Soy Polyol Design and Engineering of Novel Polyurethanes for Greener Auto Part Uses	5,000.00
MAFRI – Brolley	Manganese Glyphosate Trial	7,500.00
MPGA	2010 MPGA Soybean Trials	3,000.00
MPGA/Pea Committee	Funding to Support Pea and Faba Bean Research	285.00
MPGA/Edible Bean Committee	Funding to Support Edible Bean Research	21,150.00
MPGA/Soybean Committee	Funding to Support Soybean Research	93,478.00
MPGA	Funding to Support Utilization and Functionality Research	4,192.00
	Manitoba Crop Variety Evaluation Trials (MCVET)	7,000.00
TOTAL		\$400,000.00

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- Excellent disease rating

CDC PINTIUM (Pinto)

- Very early maturity
- Excellent colour contrast
- Excellent standability
- Narrow row

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Martens Charolais & Seed

or participating dealers

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Global Grain Canada – 204 829-3641

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Enns Quality Seed – 204 325-4658



Manitoba Pulse Growers Association Inc. Cash Advance Office

Toll Free – Ph: (877) 598-5685 Fax: (877) 598-5686
Box 188, Carman, Manitoba R0G 0J0
Email: mbcorn@mts.net Website: www.manitobacorn.ca



The 2010–2011 Cash Advance Program for Special Crops is now available. It entitles each producer to \$100,000.00 Interest Free and an additional \$300,000.00 with an Interest charge of Prime – ¼%. No producer is allowed to go over the \$400,000.00 total at any time – this includes money received from any other administrators such as CWB or CCGA.

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

White Beans	\$ 0.14	/pound
Great Northern Beans	\$ 0.15	/pound
Kidney Beans	\$ 0.14	/pound
Cranberry Beans	\$ 0.16	/pound
Pinto Beans	\$ 0.15	/pound
Other Coloured Beans	\$ 0.16	/pound
Peas	\$ 2.50	/bushel
Soybeans	\$ 4.00	/bushel
Fababeans	\$ 0.06	/pound
Desi Chickpeas	\$ 0.12	/pound
Kabuli Chickpeas	\$ 0.13	/pound
Lentils	\$ 0.12	/pound
Confectionery Sunflowers	\$ 0.14	/pound
Oilseed Sunflowers	\$ 0.09	/pound
Corn (grain only)	\$ 2.00	/bushel
Alfalfa Seed	\$ 0.55	/pound
Annual Rye Grass Seed	\$ 0.13	/pound
Perennial Rye Grass Seed	\$ 0.22	/pound
Hay for Domestic Sales	\$45.00	/tonne
Honey	\$ 0.80	/pound

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

- In fall if you are intending to use some of your crop for seeding yourself, **EXCLUDE** that amount from your application.
- If you sell your crop under a Price Pooling contract 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 **\$225.00 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 year-end: **September 15, 2011.** The advance can't be rolled into the next year's program.
- **IMPORTANT:** If the crop is not sold at year-end or if the advance is paid off without accompanying sales receipts, interest of Prime – ¼% must be paid on the outstanding balance, or on the amount not accompanied by receipts, *right back to the day that you were issued your Advance.* The government then treats it as an operating loan and not an advance loan on your crop.
- Application forms or more information can be obtained on our website or by contacting the MCGA office.

FINAL DEADLINE FOR APPLICATIONS IS MARCH 15, 2011

Developing New Food Products Using Pulses as Key Ingredients

The 2nd annual Mission ImPULSEible, a student food product development competition, took place on April 28th at the Richardson Centre for Functional Foods and Nutraceuticals. MPGA and Pulse Canada co-sponsored the event, which was initially established to encourage students across Manitoba in food science, nutrition and culinary arts to create innovative food products using whole pulses, pulse flours or pulse fractions. Adding pulses to foods contributes to higher protein and higher fibre, as well as offers additional nutrition attributes to people with diabetes.



Anita Mundt and Brady Simpson with their poster for the gluten-free berry muffin.

There were three entries, but only two showed up on the day of competition. The student who couldn't attend had developed a Bison chickpea chili. Each of the competitors allowed everyone in attendance to sample their new food product, and then provided us with a presentation on product information and marketing tactics. Anita Mundt and Brady Simpson developed a *gluten-free berry muffin* made with chickpea flour and loaded with juicy Saskatoon berries. Dillon MacKay developed the *Pea-rogee*, a chickpea inspired perogy, which had chickpea flour in the dough as well as mashed chickpeas in the filling. Both were delicious!

Competition judges were Margaret Hughes, VP of Sales and Marketing – Best Cooking Pulses, Janice Meseyton, Senior Product Development



Competition judges, from left to right, Janice Meseyton, Rotini Aluko, and Margaret Hughes.



Dillon MacKay and his poster for the Pea-rogee.

Consultant – Food Development Centre, and Rotini Aluko, a professor in the Food Science department at the University of Manitoba. After much deliberation, they named the *Pea-rogee* as the winner. It featured more pulse content and they thought it was a more innovative idea. Mashing up chickpeas to put with potatoes and cheese is a

great way to add more protein and fibre to an ordinary perogy. Being awarded first place gives Dillon an entry to the national competition, which will take place in Saskatoon during the CSCA convention in July. Winners from Alberta, Saskatchewan and Ontario will be competing there as well. Good luck Dillon! 🌱



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From Producer to the World



Working for You!

Production/Agronomic

- Organized numerous edible bean, pea and soybean committee meetings to discuss potential research projects to fund based on agronomic and economic needs of pulse producers.
- Developed and organized soybean field scale trials to conduct work with plant populations, row spacing, seed placement (knife vs. shovel), and seeder type.
- Attended Prairie Grain Development Committee (PGDC) meetings in Saskatoon.
- Selected edible bean varieties to appear in the MPGA Dry Bean Regional Trials.
- Sent out a call for soybean varieties to appear in the Manitoba Provincial Recommendation Trials and the Western Canada Recommendation Trials.

Research

- Committed \$400,000 to research projects for 2010.
- Sorted through and resolved government funding shortfalls with the Pulse Science Cluster.
- Consulted with Grain Farmers of Ontario (GFO, formerly Ontario Soybean Producers) on research projects that could bring benefits and value to Manitoba soybean producers.
- Applied for an Agri-Food Research and Development Initiative (ARDI) grant and received approval for additional funding on two research projects.
- Submitted two research priorities to Western Grains Research Foundation (WGRF) for consideration in the Endowment Fund Directed Research Program.

Market Development

- Planning has begun for the pulse episode to appear on the *Great Tastes of Manitoba* TV cooking show. The fall 2010/spring 2011 theme will be *Pulses: Perfect for the Party* and roasted chickpea snack, chickpea hummus and country chili will be featured and demoed from the *Pulses: Cooking with beans, peas, lentils and chickpeas* recipe book.
- Took part in Agriculture in the City held at The Forks Market in Winnipeg in March. The event put on by Agriculture and Agri-Food Canada (AAFC) provided us and other commodity groups the opportunity to promote what we do to a non-agricultural based audience. MPGA conducted a cooking demo, and handed out recipe books and samples of Yum-Peez snacks.
- Showcased pulses in the nutrition supplement of the *Winnipeg Free Press* in March. Our page featured the nutritional benefits of pulses and a pulse recipe.
- Supported the 2nd annual *Mission ImPULSEible*, a food

development competition, held at the Richardson Centre for Functional Foods and Nutraceuticals on April 28th.

Policy

- Met with Manitoba Agricultural Services Corporation (MASC) on February 25th to discuss what's new for 2010, ask for a grade guarantee for peas, and deliberate the reduction in unharvested soybean coverage.
- Met with Agriculture Minister Stan Struthers on March 2nd to discuss the pulse industry in Manitoba, and two of our most pressing issues – the reduction in unharvested soybean coverage through crop insurance and the lack of a provincial Pulse Specialist with MAFRI dedicating 100% of their time to the position.
- Participated in Pulse Day on Parliament Hill with Pulse Canada and other provincial pulse group staff and directors, where we met with several cabinet members and “made our voice heard” on the hill.
- Attended Keystone Agricultural Producers (KAP) Commodity Group meeting on February 16th and GOP (Grains Oilseeds and Pulses) meeting on April 16th.
- Met with the steering committee to approve the final report of the Producer Payment Security Mechanism study.
- Continue to support Pulse Canada's efforts to finalize the Rail Freight Service Review submission.
- Participated in meetings for the Individualized Area-Based Insurance (IABI) coverage.

Communication

- Drafted and sent letters to Minister Stan Struthers regarding our discontent with MASC's change in soybean coverage and the lack of a provincial Pulse Specialist.
- Attended GFO's first annual meeting and conference in London, Ontario.
- Attended Canadian Soybean Council's (CSC) annual general meeting.
- Organized and hosted a Pulse Industry Meeting on March 23rd, which provided stakeholders of all backgrounds the opportunity to come together and discuss various issues.
- Participated in a Government Appreciation Event with the Food Manitoba group on April 27th.
- Submitted an article to *Grainews* about the importance of our levy dollars and what they are used for.
- Attended WGRF meetings in Saskatoon.
- Attended Ag in the Classroom's (AITC-M) Annual General Meeting, where our executive director was elected to serve as a director on their board.

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

On Tuesday, April 27th, members of the Food Manitoba group had the opportunity to say “thank you” to Manitoba Agriculture, Food and Rural Initiatives (MAFRI) for their support of Great Tastes of Manitoba and to celebrate 20 years of this unique, positive partnership. Great Tastes of Manitoba is the longest running cooking show in Canada and the top-rated cooking show in this provincial market, including all food shows running on Food Network. What an achievement! This cooking show provides commodity groups an opportunity to showcase local, healthy foods in easy-to-prepare recipes and to educate viewers about the agriculture industry in Manitoba.

The appreciation event was held in Winnipeg at the food studio on Roblin Boulevard, and delicious Manitoba-made beverages and appetizers were prepared by chef Mary Jane Feeke. Unfortunately, due to being called in to the Estimates Debate just before our



Back row from left to right – Helga Whedden, Manitoba Turkey Producers; Roxanne Roels, Manitoba Pulse Growers Association; Shawna Holm, Manitoba Egg Farmers; Audrey Treichel, Manitoba Cattle Producers Association; Ellen Pruden, Manitoba Canola Growers Association; Corinne Dawley, Beef Information Centre

Front row from left to right – Karen Armstrong, Manitoba Chicken Producers; Sarah Cahill, Dairy Farmers of Manitoba; Susan Riese, Manitoba Pork Council; Mavis McPhail, Manager of Urban GO Team; Gerald Huebner, Director of GO Teams; Laurena Van de Velde, Consumer Agriculture Awareness Specialist; Brenda Bazylewski, Manitoba Egg Farmers; Kristen Lucyshyn, Keystone Agricultural Producers; Barbara Bertrand, Manitoba Mushroom Growers

event started, Premier of Manitoba, The Honourable Gary Selinger, Minister of Agriculture, Food and Rural Initiatives, Honourable Stan Struthers, Deputy Minister of Agriculture, Food and

Rural Initiatives, Mr. Barry Todd and Assistant Deputy Minister, Agri-Food and Rural Development, Ms. Dori Gingera-Beauchemin were unable to attend. In their places, Director

continued on page 24

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Gerald Huebner puts an apron on and helps make crêpes with Ellen Pruden.

of GO Teams, Mr. Gerald Huebner, Manager of Urban GO Team, Ms. Mavis McPhail and Consumer Agriculture Awareness Specialist, MAFRI, Laurena Van de Velde joined us and had an enjoyable afternoon. Mr. Huebner even assisted Ellen Pruden of Manitoba Canola Growers Association in making some crêpes!

Mr. Huebner surprised all of us by announcing their commitment to this partnership again for 2010! The Food Manitoba group was delighted to hear the news. This partnership provides an invaluable opportunity to share knowledge and ideas in an effort to further the common goal of cultivating a connection between consumers and the local foods produced from the farms and fields of Manitoba. Manitoba is the only province in Canada that enjoys a cooperative relationship between producer organizations and government. For over 25 years, local food groups and the Manitoba Government have collaborated to produce many joint projects and initiatives including: recipe booklets, radio tapes, nutrition supplements, the Food Manitoba website, the GTOM TV show and hardcover cookbook.

The Food Manitoba group consists of Dairy Farmers of Manitoba, Keystone Agricultural Producers,

Manitoba Canola Growers Association, Manitoba Cattle Producers Association, Manitoba Chicken Producers, Manitoba Egg Farmers, Manitoba Mushroom Growers Association, Manitoba Pork Council, Manitoba Pulse Growers Association, and Manitoba Turkey Producers. 🌿

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White Mould (Sclerotinia) in Soybeans

Brent Reid

*Farm Production Advisor—Pulses
Manitoba Agriculture, Food
and Rural Initiatives*

Every year you will be able to find some white mould (sclerotinia) in soybeans and other susceptible crops like edible beans, sunflowers and canola, but is it a deal breaker in soybeans? Under cool, moist conditions with high humidity it can really explode so it was no surprise that there was a lot of it in 2009. It seemed like the dew was thick in the morning every day in July and August, exactly when soybeans were flowering and spores were being produced. Soybeans are a bit more resistant than some other crops but many fields took a big yield hit this past year. Focusing on management practices, what things can a farmer do to reduce his risk of white mould?

CROP ROTATION

Ideally you would only grow a white mould susceptible crop on a piece of ground once every four years to reduce infection from sclerotia in the soil. We know that this isn't practical and spores will blow in anyway. It's always a risk-reward gamble on shortening rotations but sometimes that's what the markets dictate. To date there aren't many choices for in-crop fungicides for soybeans so you might want to avoid planting on a field that had a lot of sclerotinia in the crop the previous year. Soybeans are more resilient than canola or edible beans and you can tolerate some infection without much yield loss.

PLANT POPULATION

We know that the conditions for good growth are also good for disease development. A crop that has a good canopy has less air movement

Message to Producers about GROU

GROU was meant for farmers to use for their own farm. It was not meant for entrepreneurs to set themselves up as resellers. Producers need to know the following:

1. It is perfectly okay for producers who wish to use GROU to obtain help in facilitating trucking, in helping with paperwork, container disposal fees, border processes etc.
2. It is also okay for the producer to purchase product directly from a US chemical dealer.
3. It is NOT within the intent of the program for Canadian dealers or distributors to become buyers and resellers of the product. Growers should be aware that if they are purchasing the actual product directly from a Canadian entity instead of a US dealer, this is not within the constraints for GROU and there is a real chance that the program as it stands will not be sustainable if that is the case.

continued on page 25

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through it and traps moisture, keeping the humidity up. A high population will form this canopy quicker. High populations can also result in more lodging which causes more white mould.

Reducing the population to try and limit white mould might not be the best solution to the problem. Many researchers and agronomists feel the key to maximizing yields is to have 150,000–180,000 established plants/acre. On the yield curve there is not much difference between 150 and 180,000 plants/acre. In Manitoba we talk about achieving 4.5 plants/square foot which is about 196,000 plants/acre for solid-seeded fields. This would translate to a seeding rate of 220–225,000 live seeds/acre. Growers should be at these higher populations if planting late in the season or if plant distribution or seed bed is poor.

Many growers are reducing the planting population as they go to wider rows (15" and wider) and switch to planters that have better seed placement and singulation.

North Dakota expects to have 10–15% mortality between seeding and plant establishment. This is after you have adjusted for germination. Ontario indicates theirs is more like 25%. Their studies have shown that plant mortality is higher with higher seeding rates. This means that you lose fewer plants as you cut back your seeding rate.

North Dakota's experience is that you give up yield at 30" rows, going down to 14" rows increases yield quite a bit, and going to 7" rows sometimes increases yield but not as much. They also determined that 14" rows is their *most economical* row spacing as yields are the same (or better) than 7" rows, and you can reduce your seeding rate and therefore your seed cost.

ROW SPACING

If increasing air movement through the crop reduces humidity, it should make sense that going to wider row spacing would accomplish this and at the same time reduce white mould problems. The University of Wisconsin, Madison looked at this and their conclusion was that although disease incidence is frequently higher in narrow compared to wide row (30") plantings, yield is often similar between the two systems. When severe white mould develops in a narrow-row system, the usual perception is that disease incidence would have been less, and yield greater, if the soybeans would have been planted in wide rows. Multiple year trials in Wisconsin suggest this may not be the case. Yield frequently is similar, and in some studies still higher in narrow rows compared to wide-row systems in white mould situations. Much of the yield advantage of narrow-row systems can be maintained by planting a moderately resistant variety.

The bottom line seems to be that going to wider rows to reduce white mould is a good plan in theory but doesn't often translate to better yields in the field.

VARIETY CHOICE

Much of the yield advantage of narrow-row systems can be maintained by planting a moderately resistant variety.

Unfortunately Manitoba does not have a rating system for white mould resistance. Many of the seed companies can give you an indication of a variety's tolerance, but they use different rating scales and it is hard to compare across different companies. When choosing a variety for your farm you should consider maturity, yield, standability and other traits first.

FUNGICIDES

At this time there is only one in-crop fungicide registered. *Serenade*, distributed by UAP, is a bacterium that works as a bio-fungicide to prevent infection.

A crop can get infected from spores being blown in from neighbouring fields and also from sclerotia within the soybean field. Another biological fungicide, also distributed by UAP, is *Contans WG*. This is a unique product because it is sprayed on the soil and it destroys 80–85% of the hard sclerotia bodies that are in the soil preventing them from growing and releasing spores or developing mycelium. It needs to be applied at least three months prior to an anticipated sclerotinia outbreak. One good way of doing this is to spray it on a field the year prior to growing a susceptible crop like soybeans. This will reduce the pressure of disease from within the field but spores can still be blown in from fields around it. Over the next few years Manitoba Agriculture staff will be working with *Contans* to determine its effectiveness and the best strategies to follow when using this product in your crop rotation.

THE WEATHER

The biggest factor that can influence a disease outbreak is the weather and unfortunately that is out of your control. Hot, dry weather in August is the best control agent against white mould. Dry weather is the best way to stop the spread of the disease if it becomes established in your crop. Conversely, cool, wet weather like we experienced last year is ideal for the growth of white mould – regardless of rotation, population, row spacing, variety or (bio)fungicide use. 🌱

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PRODUCER PROFILE

Kyle Friesen is the newest director to join MPGA, and now the youngest producer to sit on our board. But that is certainly no reflection of his maturity, knowledge and vast amount of innovative ideas he brings to each and every board meeting. He was nominated and elected at our Annual General Meeting on February 10th, and quickly assumed the role of Edible Bean Committee chair. Kyle is looking forward to this experience, and is ready to face it head-on. He isn't scared off by challenges and is hoping to establish a positive imprint in the pulse industry in Manitoba.

Kyle grew up on a 1,500-acre grain and hog farm southwest of Altona, and has been interested in farming his entire life. After high school graduation, he attended the University of Manitoba from 2002–2004 and obtained his diploma in Agriculture. After farming with his dad for a year, he decided to further his education, and went back to university in 2005 to obtain his degree in Agribusiness. He completed his agricultural studies in 2008, and once again, returned to the farm. Kyle always farmed with his dad during his time during and immediately after university, and then in January 2009, he was given the opportunity to farm with his in-laws, Melvin and Kris Penner, at H & M Farms. Kyle officially started farming with them in January 2010. H & M Farms crops approximately 16,000 acres in south-central Manitoba, and they grow wheat, oats, corn, edible beans, soybeans, sunflowers, canola, hemp, and winter wheat.



Kyle, his wife Melissa and their son Darby

Kyle was interested in joining the Manitoba Pulse Growers Association (MPGA) after being approached by a friend who was a MPGA board member and resigning from his position as a director in February 2010. Prior to this, Kyle had already decided that he wanted to get involved with a producer group to help direct the future of agriculture. Luckily, MPGA was his first choice, and it's been a win-win situation for both our association and Kyle. "Being on the board will benefit my farm through the contacts that I will make in the bean industry and in the agricultural industry as a whole, and the opportunities that may arise from these contacts," says Kyle. He also feels these connections will keep him informed and up-to-date on the latest developments in the industry. He goes on to say, "I hope to gain friendships with other producers and industry representatives, and develop professional skills such as public speaking, chairing a meeting and networking."

Pulse crops play an integral role in H & M Farms' rotation. The edible beans they grow include dark red kidneys, pintos, blacks, and sometimes light red kidneys, and their soybeans are all GMO. The edible beans and soybeans that they grow are often the most profitable, and they require less inputs than some of the conventional crops which helps with cash flow. They also use a different set of pesticides that help with weed and resistance management, and the timing of seeding, spraying and harvesting pulse crops spreads out their workload, which allows them to cover more ground with less equipment. As a bonus, the fact that pulse crops fix their own nitrogen provides additional benefits for their rotation in the following year.

"I think there is a bright future for pulses in Manitoba," states Kyle. "Manitoba producers have shown they have the ability and skill to grow management intensive specialty crops such as pulses, and I think this will set us up to capture new opportunities that will be available to the pulse industry in the future." He also believes that the researchers in the pulse industry, along with producer commitment to support those researchers, will help drive the Manitoba pulse industry to a successful future. "I think there is a lot of opportunity for producers to either expand their acres in pulses, or to introduce new pulse crops in their rotation, especially with the development of new varieties that reduce the need to have specialized equipment for the production of most pulse crops," concludes Kyle. 🌱

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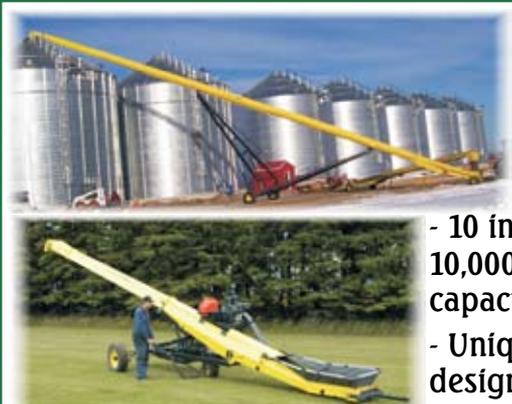
Including prices from April 22 to May 06, 2010

Multigrain International – information for the trade, by the trade.

Prices in \$CAD		2010 Dealer Price (CAD/cwt)			2010 Grower Price (CAD/cwt)		
BEANS — PINTOS	REGION	Low	High	Average	Low	High	Average
#1 – Premium Color	ID/MT/NM/OR/WA	37.68	39.77	39.08	26.17	33.49	28.52
#1 – Premium Color	MB/MN/ND/SD/SK	26.17	26.17	26.17	21.98	21.98	21.98
#1 – Good Color	MB/MN/ND/SD/SK	26.17	27.21	26.69	20.93	21.46	21.20
#1 – Fair/Average Quality (FAQ)	MB/MN/ND/SD/SK	26.17	29.31	27.74	20.93	23.03	21.98

		2009 Dealer Price (CAD/cwt)			2009 Grower Price (CAD/cwt)		
BEANS — PINTOS	REGION	Low	High	Average	Low	High	Average
#1 – Premium Color	ID/MT/NM/OR/WA	40.82	45.01	42.91	31.40	34.54	32.71
#1 – Premium Color	AB/CO/KS/NE/UT/WY	41.87	41.87	41.87	30.35	32.45	31.40
#1 – Premium Color	MB/MN/ND/SD/SK	31.40	31.40	31.40	24.07	25.12	24.60
#1 – Good Color	ID/MT/NM/OR/WA	40.82	43.96	42.91	30.35	33.49	31.75
#1 – Good Color	AB/CO/KS/NE/UT/WY	40.82	40.82	40.82	30.35	32.45	31.40
#1 – Good Color	MB/MN/ND/SD/SK	28.26	30.35	29.73	23.03	25.12	24.28
#1 – Fair/Average Quality (FAQ)	ID/MT/NM/OR/WA	41.87	41.87	41.87			
#1 – Fair/Average Quality (FAQ)	AB/CO/KS/NE/UT/WY				30.35	30.35	30.35
#1 – Fair/Average Quality (FAQ)	MB/MN/ND/SD/SK	28.26	30.35	29.31	21.98	25.12	23.55
#2	ID/MT/NM/OR/WA	31.40	31.40	31.40			
#2	AB/CO/KS/NE/UT/WY	38.73	38.73	38.73	30.35	30.35	30.35
#2	MB/MN/ND/SD/SK	27.21	29.31	28.26	23.03	24.07	23.55
Splits	ID/MT/NM/OR/WA	20.93	23.03	21.98			
Splits	MB/MN/ND/SD/SK	20.41	21.98	21.20			

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



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CLANCEY'S STATS

Brian Clancey

Senior Market Analyst and Publisher

An interesting question is starting to be asked in some corners of the dry edible bean industry—can we meet future demand? The issue is made more complex by the wide range of bean classes grown in the world and differences in individual markets.

Manitoba's dry edible bean industry can attest to shifting grower interest. Seeded area grew steadily until Manitoba became the most important producing region in the country in 1998. Growth continued through 2002 when land in edible beans peaked at 315,000 acres. Land in beans has since slid back under 140,000 acres per year.

Trends in Manitoba reflect those for the industry as a whole. Land in dry edible beans in the United States and Canada peaked at 2.5 million acres in 2002, the same year Canadian area reached its highest point. By contrast, U.S. bean area peaked almost 20 years

ago when it hit 2.177 million acres in 1992.

Seeded area this year will be up over last year and the recent five-year average if farmers stick with their seeding intentions. In the United States, they plan to sow almost 1.77 million this year, while Canadian area is expected to rise by a slightly smaller percentage amount.

The main reason for this year's increase in edible bean seedings is that returns to growers have not yet declined in line with major grains and oilseeds.

In its April outlook report, the USDA lowered projected returns for soybeans from \$9.97 per bushel in 2008–09 to between \$9.20 and \$9.70. Projected corn returns are expected to drop from \$4.06 across the entire United States to between \$3.50 and \$3.70 per bushel; while the average price realized by wheat growers is expected to sink from \$6.78 last season to between \$4.85 and \$4.95 per bushel this season.

The weighed average grower bid for dry edible beans in the United States has inched down from an average \$32.65 per

100 pounds (cwt) last season to \$31.64 so far this marketing year.

More importantly, bids for the most important class of beans are only slightly lower, with pinto bean bids averaging \$28.03 cwt so far this marketing year, compared to \$28.19 in 2008–09. Black bean bids have risen from \$35 to \$36.05; while season average navy bean bids have jumped from \$28.83 to \$31.34 cwt. Most of the decline in grower bids have been in smaller acreage classes such as light, dark red kidney, pink and small red beans.

The Canadian story is a little different because of the strength of the Canadian dollar. It averaged 85 cents in 2008–09, but has averaged 94 cents so far this marketing year. This has a major impact on the amount of money available from the Canadian industry to pay growers for beans.

If farmers in Canada received the same weighed average return for beans as growers in the United States, the

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bid would have fallen over 12% from CDN 38.5 cents in 2008–09 to 33.7 cents per pound so far this marketing year. Average navy bean bids would be off 2% at 33.4 cents per pound; pinto bean bids down 10% at 29.9 cents; and black bean bids down 7% at CDN 38.4 cents per pound. However, grain and oilseed prices are also down more steeply in Canada than the United States because of the combined effect of weaker international markets and a stronger national currency.

Potential returns from growing edible beans seem to be lagging major grains and oilseeds. The implication is returns from producing major grains and oilseeds crops are often leading indicators of future price direction for edible beans and other pulses.

Looking at the gross returns per acre for edible beans and competing crops in North Dakota, it can be seen that beans fell below their normal relationship to corn in 2006 and 2007; while dropping below its normal relationship to soybeans between 2005 and 2008;

and below its norm for wheat in 2007. That was the period when field crop commodities experienced a bull run because of faster than normal growth in biofuel demand. Land in edible beans trended lower because of stiff competition for land use from soybeans and corn.

Soybeans are probably the more powerful competitor for land use faced by the dry edible bean industry in Canada, especially in Manitoba. It offers the same agronomic benefits of growing other pulses; but with the perception quality discounts are not as harsh and agronomic risks are lower than for edible beans. Such comments are not unique to Manitoba. Processors in Argentina say the same issue is at work there; while corn has emerged as the biggest threat to bean acreage in some of China's major edible bean producing areas.

Consolidation is also changing the competitive position of beans. In the countryside, fewer farms are being transferred from one generation to the next. Canada's 2006 survey found the average age of farmers there is now 52; with only 9.1% of active farmers under 35 years of age. Between 2001 and 2006, Canada experienced a 5.5% decrease in the number of farm operators and a 7.1% decline in farm operations.

As farm sizes grow, interest in high maintenance, small acreage crops seems to be declining. Some retiring farms are being bought by people with no interest in edible beans; while younger farmers may want to retain the agronomic benefits of pulses, but with less effort. On the other hand, some smaller farms are becoming more focussed on specialized agricultural production techniques, such as organic, which suggests some growers will specialize in edible beans.

Plant breeders are slowly making pulses more competitive from a management standpoint, though keeping up with advances in corn and soybean without turning to GM technology remains an ongoing challenge. Despite the small size of the bean industry in Canada, it has more dedicated plant breeders than lentils or peas. There are four public breeders in Canada for

edible beans, compared to one lentil, one chickpea and two field pea breeders. The amount of money edible bean growers and industry spend on research is small compared to field peas or lentils, but its growers seem to live in more politically important regions.

Even so, some people worry that poor industry funding for research will cause beans to lose ground to lentils, field peas, soybean and corn. Moreover, to the extent there is any distrust between coloured and white bean growers, mutually beneficial research and market development efforts are hurt.

Ongoing consolidation in the trade has reduced the number of processors, exporters, importers, canners and packagers involved in the industry. The reduction in overall trading volume tends to flatten markets between those moments when supply or demand pressures force prices to move. What this means is growers get fewer signals from the market about whether to sell, hold, or plant.

As much as end-users want less volatility in price, some recognize that assuming markets take care of the needs of growers actually results in both supply and price insecurity. It may be that some of the long-term supply contracts between major canners and processors now involve growers. Others are wondering if soybean futures, for instance, could be used as a foundation for reducing price risk and perhaps volatility. Still more fear that consolidation and reduced price reporting is poisoning the relationship between the industry and growers, pushing growers into crops, such as soybeans, with more transparent and public markets.

The implication is that underlying downtrend in dry edible bean acreage will continue in historic production areas in North America. As earlier maturing varieties are developed, this land may be replaced by increased production in Saskatchewan and other areas. However, without a better partnership between growers and end-users, those shifts could result in more price and supply volatility—not less. 



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MANITOBA PULSE BUYER LIST – MAY 2010

B–Beans, F–Fababeans, L–Lentils, P–Peas, S–Soybeans

Company	Commodity	Phone	City/Town	CGC Registered
Agassiz Feeds	P	204-638-5840	Dauphin, MB	N
Agassiz Seed Farm Ltd.	B, S	204-745-6655	Homewood, MB	N
AgriTel Grain Ltd.	P, S	204-268-1415	Beausejour, MB	N
B.B.F. Enterprises Ltd.	S	204-737-2245	Lettellier, MB	N
B & R Seeds Ltd.	P	204-379-2582	St. Claude, MB	N
B.P. & Sons Grain and Storage Inc.	S	204-822-4815	Morden, MB	N
Belle Pulses Ltd.	P	306-423-5202	Bellevue, SK	Y
Best Cooking Pulses, Inc.	P, L	204-857-4451	Portage la Prairie, MB	Y
Cargill Ltd.	P	204-947-6219	Winnipeg, MB	Y
Central Grain Company	B	204-233-4977	Winnipeg, MB	N
Global Grain Canada	B	204-829-3641	Plum Coulee, MB	Y
H & W Seed Service	B	204-325-7440	Winkler, MB	Y
Hensall District Co-op	B	204-295-3938	Winnipeg, MB	Y
Horizon Agro	S	204-746-2026	Morris, MB	Y
Jordan Mills	S	204-331-3696	Winkler, MB	Y
• Delmar Commodities	S, P	204-331-3696	Winkler, MB	Y
Linear Grain	B, S, P	204-745-6747	Carman, MB	Y
• Portage Bean Station	B	204-274-2223	Macdonald, MB	Y
Louis Dreyfus Canada Ltd				
• Virden Station	P	204-748-6282	Virden, MB	Y
Masterfeeds	F, P	204-638-5840	Dauphin, MB	N
Nutri-Pea Ltd.	P	204-239-5995	Portage la Prairie, MB	N
Parrish & Heimbecker Ltd.	P	204-987-4320	Winnipeg, MB	Y
Paterson & Sons Limited, N. M.	P, S	204-956-2090	Winnipeg, MB	Y
Quarry Grain Commodities	S	204-467-8877	Stonewall, MB	N
Richardson International	P	204-934-5621	Winnipeg, MB	Y
• Pioneer Grain	P	204-934-5961	Winnipeg, MB	Y
• Tri Lake Agri Limited	P	204-523-5380	Killarney, MB	Y
Roy Legumex	B, F, L, P, S	204-758-3597	St. Jean Baptiste, MB	Y
• Fisher Seeds Ltd.	F	204-622-8800	Dauphin, MB	Y
• Duncan Seeds	B	204-822-6629	Morden, MB	Y
S.S. Johnson Seeds	P, B	204-376-5228	Arborg, MB	Y
Saskcan Parent	B, P, L, S	204-737-2625	St. Joseph, MB	Y
• Adrian Bean Station	B	204-856-9111	Macdonald, MB	Y
Seed-Ex Inc.	S	204-737-2000	Lettellier, MB	Y
The Puratone Corporation	P	204-376-5060	Arborg, MB	N
Thompsons Limited	B, P, L	519-676-5411	Blenheim, ON	Y
• Keystone Grain	B, S	204-325-9555	Winkler, MB	Y
• Circle T Agri Services	B	204-723-2164	Treherne, MB	Y
• Y2K Farms	B	204-252-2132	Edwin, MB	Y
Vanderveen Commodity Services	S	204-745-6444	Carman, MB	Y
Viterra	P, S	204-954-1528	Winnipeg, MB	Y
Viterra Special Crops	B, F, L, P	204-745-6711	Carman, MB	Y
• Receiving Station	B	204-856-6373	Portage la Prairie, MB	Y
• Plum Coulee	B	204-829-2364	Plum Coulee, MB	Y
• Prairie Mountain Agri Ltd.	P	204-937-6370	Roblin, MB	Y
Walhalla Bean Co. (Canada Ltd)	B	701-549-3721	Walhalla, ND	Y
• Winkler Receiving	B	204-325-0767	Winkler, MB	Y
Walker Seeds Ltd.	P	306-873-3777	Tisdale, SK	Y
Western Grain Trade Ltd.	P	306-445-4022	North Battleford, SK	Y

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

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

RECIPE CORNER

Black Bean Burgers



Preparation time: 15 minutes Cooking time: 20 minutes

Serves 4 (1 kg)

- 1 – 19 oz can (540 mL) black beans, rinsed and drained
- 1 cup (250 mL) brown rice, cooked
- 1 small onion, chopped
- 2 green onions, chopped
- ½ tsp (2 mL) Tabasco sauce (optional)
- 1 egg
- ¼ cup (50 mL) bread crumbs
- 6 tbsp (90 mL) salsa (divided)
- 4 hamburger buns
- ¼ cup (50 mL) low fat plain yogurt
- 4 romaine lettuce leaves
- 1 avocado, sliced (optional)

In a large bowl, coarsely mash beans with a potato masher or fork. Add rice, onions, Tabasco sauce if desired, egg, bread crumbs and two tablespoons of salsa. Mix well.

Divide mixture into 4 and form into patties that are about 1-inch thick.

Preheat oven to 350°F (180°C). In a non-stick pan, cook burgers over medium heat for 4–5 minutes each side, or until lightly browned. Transfer to an oven-safe tray and bake in preheated oven for about 10 minutes.

In a small bowl, combine remaining salsa and yogurt.

Serve with lettuce and avocado (if desired) as a condiment to your burger.

Pulse and Barley Salad

Preparation time: 10 minutes Cooking time: 1 hour

Serves 30 (3 kg)

- 1 tbsp (15 mL) canola oil
- 1 onion, chopped
- 1 garlic clove, minced
- 1 ½ cups (375 mL) pearl barley
- 4 cups (1 L) reduced sodium vegetable broth
- 1 medium zucchini, chopped
- 1 cup (500 mL) cherry tomatoes, halved
- 1 – 19 oz can (540 mL) chickpeas, rinsed and drained
- 1 – 19 oz can (540 mL) lentils, rinsed and drained
- ¼ tsp (2 mL) each salt and pepper
- 10 dill sprigs, chopped
- ¼ cup (50 mL) feta cheese, crumbled (optional)

- 1) Over medium-high heat, sauté onion and garlic in canola oil in a large saucepan for about 2 minutes. Add barley and cook additional 2 minutes.
- 2) Stir in vegetable broth and bring to a boil.
- 3) Cover pan and reduce heat. Let simmer for 30–35 minutes or until barley has soaked up most of the liquid.

- 4) Stir in zucchini, tomatoes, lentils, chickpeas, salt and pepper. Cover and cook 5 minutes. Stir in dill. Serve with optional sprinkling of feta on top.

This dish is also delicious cold!



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