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- APG Dealer List Updated
- Fall Considerations for Lentils

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Pulse Crop News is the official journal of and published by Alberta Pulse Growers. This is a producer organization funded by sales of pulse crops (beans, peas, lentils, fababeans, soybeans, and chickpeas) grown in the province of Alberta. Current circulation of this quarterly publication is 6,500+ copies and is distributed to producers, government, and industry involved in the special crops field. The views expressed in articles and advertisements are those of the contributors and do not necessarily represent the views of Alberta Pulse Growers. Contents of this publication can only be reproduced with the permission of APC.
As I write this, the combines are rolling across the prairies. Many reputable sources have estimated this year’s crop in western Canada to be one of the biggest, if not the biggest ever, in volume. We have seen more pulse acres planted than ever before (an estimated 2.3 million acres in Alberta), and the focus is now on getting this crop to markets, and finding even more new markets.

The first issue – getting the crop to markets – has been a major focus these past few years for Alberta Pulse Growers, Pulse Canada, and many other crop commissions. The Emerson report has now been tabled with the federal Transport Minister, and the Government of Canada is studying it to determine what, if any, changes need to be made to our national transportation policy and regulations. In April, the Minister of Transport launched an engagement process with Canadians, stakeholders, and provinces and territories over the course of spring and summer 2016, in order to hear views and discuss ideas that will inform the development of a long-term agenda for transportation in Canada. On behalf of western farmers, we have been continuing to meet with federal and provincial decision makers in the hope of modifying our system to be responsive to grain farmers’ needs throughout the year. Canada’s economy depends on us being able to get our crops to market!

The second issue – finding even more markets – also continues. The pulse industry provincially, nationally, and globally has received an incredible boost through the consumer awareness created by International Year of Pulses 2016. Many food processors are responding to increased demand by producing new and innovative products incorporating pulses, and we continue to work with them. Globally, check out on page 33 how Mission: ImPULSEible went global at the Institute of Food Technologists (IFT) Annual Meeting and Food Expo. Nationally, review pages 7 and 32 on Pulse Canada’s work with IYP and our new global pulse brand. Provincially, take a look at the article on page 34 about the Alberta Chefs Day. Locally, take a look in your own grocery store and purchase the newest pulse products hitting your shelves! If your store doesn’t carry a certain pulse product, ask them to carry it. Let retailers know that consumers want more pulses!

These are exciting times in the pulse industry. Here at APG, we continue to invest your producer levy dollars in research, marketing, and communication towards the goal of helping farmers to GROW MORE PULSES, and consumers to EAT MORE PULSES!
With the anticipated harvest and expectations for the largest pulse crop ever seen in the province, farmers are preparing for some long hours and intense work to bring the crop in. For all purposes, the growing season has played out with some interesting twists. It was exciting to have such early seeding so soon into the year, but then many farmers began wondering about rain. Was it ever going to come? Then the rains came, sometimes in light drops and other times in momentous downpours not seen for years! Once the moisture showed up it was hot and humid, and that provided fantastic growing conditions but also opportunities for disease to flourish which provided its own challenges. Now we await the harvest and the achievements of the growing season.

To help our growers prepare for this special time, APG participated in a number of events this summer to bring forward important and valuable information for the harvest. Some of the highlights were joining with other crop commissions in the “Making the Grade” workshop to advance farmers’ knowledge about the grading system. We had SGS industry expert Larry Michta share what to look for when your pulses are being graded. He informed producers that you have the right to be present and observe the grading process and should inform yourself as to how it should be done correctly. This provided great tips to ready growers when they deliver the product to pulse dealers.

APG was also invited to participate at the blockbuster CanolaPALOOZA event. APG staff alongside Agriculture and Forestry pulse disease specialists shared tips on disease scouting for pulse crops, information on rotation, and discussed market access concerns as farmers began to think about pre-harvest management. The message of “Don’t Spoil the Bunch” was shared with growers through the campaign promoting www.keepingitclean.ca, a one-stop market access readiness site which now features Maximum Residue Limit (MRL) information for pulse crops. Knowing pre-harvest intervals for application of crop protection products, following labels and discussing with your dealer what they will accept is critical to keeping products flowing to our export markets.

APG also participated in various crop walks this summer, providing grower information and networking with producers to hear about their issues and learn how the growing season was progressing.

As farmers move to the fields to harvest, the organization has continued its work on engagement with opportunities to provide feedback directly to the federal Minister of Agriculture, Honourable Lawrence MacAulay, at two roundtable meetings on the Canadian Transportation Agency Review and on the developments and feedback on the next policy framework. With the large number of pulse acres across western Canada and average yields expected, this could be a year where transportation again steps directly into the spotlight. Continuing to put emphasis on a variety of factors, like level of service accountability, strong data availability and reporting, as well as comments on governance and infrastructure of the agency, APG stands with other pulse organizations and Pulse Canada to provide a critical farmer voice to the consultation process.

The consultations for structure and development of the next Policy Framework and this summer’s Calgary Statement, an agreed upon statement between the federal, provincial and territorial Agriculture Ministers, is an important indicator for the direction of future partnerships between industry and government. It is important for the pulse industry to feed into the consultative processes being held provincially and federally, and we were present at events for both levels of government this summer providing our feedback and comments on what we’d like to see in the future. Business Risk Management program feedback and programming with respect to Science Cluster research funding are two key areas where APG has, and will continue, to comment on what to expect for the future.

We are also preparing our APG annual report, and planning for our scheduled zone meetings in November. Finally, we are thinking ahead and want you to mark your calendars for our annual general meeting planned for February 1, 2017 during FarmTech, Canada’s premiere crop production and farm management event. We are looking forward to catching up with you this fall and winter during the busy meeting season. If members have any questions about the activities of the organization or questions regarding harvest tips please contact us. For now, we extend to you the best for a productive and safe harvest!

Leanne Fischbuch, Executive Director
Rodney Volk lives in the Burdett area. He was elected to a three-year term as an APG Director in January representing Zone 1. He previously served as an Advisor for the zone.

**Pulse Crop News:** Please tell us about your family and your farm.

**Rodney Volk:** I rent the land from my parents, who also live on the farm across the yard from me. My son, Colten, is currently in the process of doing his automotive apprenticeship. I operate a mixed farm south of the Highway 3 in the Burdett area. The farm consists of irrigated land, dryland, and some native pasture. I raise pinto beans, yellow peas, hard red spring wheat, durum, and have a small herd of cattle.

**PCN:** What has been your experience with growing pulse crops?

**RV:** Pulses have become an important part of my rotation. Their ability to fix nitrogen, different weed control options, and a break in cereal diseases are useful tools.

**PCN:** What percentage of your crop was made up of pulses this year, and what did you grow?

**RV:** One quarter of the irrigation goes into pinto beans every year. And one third of the dryland is put into yellow peas. I don’t vary the rotation a lot from year to year, so I grew beans and peas again this year.

**PCN:** What was the biggest issue facing your farm in recent years?

**RV:** We started off this spring with very dry conditions like most other areas of the province. This led to the questions of when to start seeding, and should I seed deep to get to moisture or shallow and pray for rain. Then, on April 15, we got ¾ of an inch of rain, so problem solved. The rains have been great since then, but diseases have become a concern. Overall, the crops look really good this year, so all we need is a good price rally this fall.

**PCN:** What sparked your interest in APG?

**RV:** I started going to the Zone 1 AGM after I started to farm full-time. The meetings had good speakers and interesting topics. A neighbour suggested that I should go on the zone board. He explained how it had benefited him when he was on the board.

**PCN:** Is there an issue that is particularly important to you?

**RV:** I am always interested in whether the changes made to the plants through breeding change their nutrient requirements. Does a more upright growth trait require more or less nitrogen for the same yield potential?

**PCN:** Why would you recommend that pulse producers get involved with their zone?

**RV:** The chance to meet other pulse growers throughout the province. The exchange of ideas and procedures they use to control problems I am also dealing with on my farm.

**PCN:** What has been the biggest benefit of your involvement with APG?

**RV:** The chance to increase your knowledge through meeting other growers as well as researchers, staff, and industry people is a definite advantage.

Thank you, Rodney. We are looking forward to benefiting from your contributions to the Board.
Pulse Brand Opportunities

Food manufacturers are looking for new ingredients that will help meet consumer demand for alternative protein, fibre and clean labels, while offering added nutrition and health benefits. Pulses can help to meet these targets.

Pulse industry members from the United States and Canada officially launched the Global Pulse Brand for North America in Chicago during the International Food Technologists (IFT) Annual Meeting & Food Expo on July 18.

To use the Pulse Brand on product packaging, a pulse ingredient must be within the top five ingredients by weight and no less than five per cent of the formulation. The Pulse Brand logo is applied to products that contain enough pulse ingredients to add nutritional value to the product. This requirement protects the value of the brand by ensuring that the branded products are aligned with the brand promise of health, nutrition and sustainability.

The Pulse Brand is available to all types of products from 25 kg poly bags of dried pulses to consumer packaged goods in grocery stores. Pulses.org is host to more information about the Pulse Brand, the Pulse Brand User Guide, information sheets, and an online registration system.

Community Food Centres Canada Partnership

The Canadian International Year of Pulses (IYP) Committee has teamed up with Community Food Centres Canada (CFCC) to help integrate pulses into community kitchens, food banks and after-school cooking programs across Canada. CFCC works in low-income communities to increase access to healthy foods such as pulses, build food skills, and provide education and engagement opportunities.

With the help of CFCC participants, the Canadian pulse industry produced a series of simple and nutritious recipes containing pulses that are tailored toward Canadians who face barriers in accessing healthy food that may include financial resources, knowledge and time. The recipes are being utilized in CFCC’s FoodFit program, which teaches participants healthy eating and fitness skills.

During the month of June, community kitchens and cooking programs across Canada participated in CFCC’s Act on IMPULSE recipe challenge. Participants were asked to cook pulse dishes and share photos of their creations through social media. Entries poured in from Vancouver, Halifax, Winnipeg, Toronto and other Canadian cities. The prize for the most mouth-watering dish went to NorWest Co-op Food Centre in Winnipeg for their Split Pea Soup with Tamarind Sauce. The Local Community Food Centre in Stratford won the prize for the most creative dish with their Coconut and Lentil Pudding. The Lentil-Walnut Taco submitted by Gordon Neighborhood House in Vancouver won the prize for most colourful dish.

On October 16, Eat Pulses!

Save the date! October 16 is World Food Day. Each year on
this day, the United Nations’ Food and Agriculture Organization (FAO) highlights the importance of alleviating global hunger and malnutrition.

This year, the FAO is focusing on a major issue in the battle for global food security – climate change. Rising temperatures and environmental disasters occurring as a result of climate change are most strongly felt by the world’s poor in the least developed countries – many of whom are subsistence farmers. The effects of climate change challenge these farmers’ abilities to produce their own food.

World Food Day 2016 will focus on the importance of mitigating climate change through worldwide adoption of more sustainable food production and consumption practices. Pulses play a big role in this work. They’re nutritious, good for the environment and lend themselves well to sustainable cropping systems. The FAO recommends eating pulses as a way that individuals can reduce their environmental footprint.

Pulses have a low carbon footprint, require less water than other sources of protein and enrich the soil where they are grown - all features that can help slow the impacts of climate change. Pulses are also resilient to many of the existing consequences of climate change. They’re well-suited to be grown in drought-prone areas and can be grown in most global climates – in wet or dry, cold or hot regions of the world.

Pulses are also high in protein, fibre, and many essential vitamins and minerals like iron, potassium and folate. Since they can be grown in a variety of climates all around the world, they’re extremely valuable to the diets of millions of people as an affordable source of nutrition.

Increasing public awareness about the nutritional and environmental benefits of pulses has been a major focus of the International Year of Pulses (IYP). IYP has demonstrated the contribution that these small seeds can make toward healthy people and a healthy planet and this message will be carried on through World Food Day 2016.

As a world leader in pulse production and exports, Canada has a major role to play in protecting the environment and sustaining the world’s growing population in the face of climate change.

For more information on World Food Day, visit the FAO’s website at http://www.fao.org/world-food-day.

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**Celebrating International Year of Pulses**
I returned from the Pulse and Special Crops Convention (PSCC) in Toronto in need of sleep, full of hope for pulse markets, and energized by the International Year of Pulses (IYP). The days were full of thought-provoking presentations, important information and followed by long evenings. Why? Because the conversations that ignite from a common industry full of promise and innovation are really, really good. The kind for which you stay up.

International pulse demand won’t stagnate. That’s what I needed to hear, and Peter Hall, VP and Chief Economist for Export Development Canada, was bullish on continued market demand. Quality, confidence and reliability define Canadian food exports. In his July 7 market outlook, he actually referred to demand for Canadian food products as ‘scorching’.

Scott Streiner, Chair and CEO of the Canadian Transportation Agency, assured us we can get this crop where it’s going, with modernized regulations and dispute settlement. The panel presentation for International Trade and Market Access was confident that we can wade through the MRL and end use regulatory maze to continue the dialogue for reciprocal success.

On domestic fronts, eating out and convenience foods are an unstoppable trend. Freshii® founder Matthew Corrin, visionary marketer and Next Gen Den panelist, is proof that ‘killer culture’ works - food is a lifestyle statement for millennial consumers: healthy, tasty, sustainable and guilt free.

Dr. Joyce Boye, FAO Special Ambassador for the IYP of North America stated “we KNOW pulses can contribute to decreasing global non-communicable diseases” like diabetes and cardiovascular diseases.

To sum it up in a seed coat, Dr. Chris Marinangeli, Director of Nutrition, Science and Regulatory Affairs for Pulse Canada, presented research proving that pulses offer dietary promise to help reduce post-prandial glycemic response, a key factor in diabetes prevention and control. Regular pulse consumption can decrease both LDL cholesterol levels and arterial plaque.

Pulses can help stem the overwhelming tide of obesity, providing protein and other nutrients at a fraction of the cost of animal protein. They can be fractionated, ground, extruded, included and served up in every culture, leaving the planet healthier than when they were seeded. Add ½ cup of pulses to that apple a day and we all reap the benefits!

But we already knew that from the awareness creation stemming from IYP 2016. As we donned our pulse jerseys to go into the Hockey Hall of Fame, I think every attendee was pumped to be on a winning team. During the day at PSCC, I was privileged to hear brilliant people speak about the promise of the pulse industry. At every break and in the evening I was delighted to hear the same message from traders, processors, and industry players.

We now have a global brand that processors will use on packaging so consumers can identify and associate with premium products that have the heart and gut friendly attributes of the mighty pea, lentil, chickpea and bean. It’s coming soon to your grocery store on cereals, pastas, cookies, salads, beverages, bread products, cakes, pastries. Look for the label, you will be surprised how many products in your cart contain pulses.

Meeting the people who are forecasting, researching and profiting with pulses takes farming to a whole new level beyond our fields. And it makes me realize how important it is for producers to participate. Teamwork through our provincial organizations, Pulse Canada and the Global Pulse Confederation (which has tendrils weaving through all of our key markets and the developing ones) is working.

As an industry, we need to keep the pulse rate up. We can’t stop now, we just got started with IYP!
Viterra celebrated the grand opening of its Tempest, AB pulse cleaning facility during a crop season that experienced record lentil production in the province.

“This is another very important outlet for pulse growers in Alberta,” said Kyle Jeworski, Viterra’s President and CEO of North America. “We’re focused exclusively on lentil processing and cleaning. We continue to see increased acres of lentils being grown in Alberta, and to date there’s limited processing capacity for those lentils in Alberta. This allows some value-added and increased marketing opportunities for growers in those areas.”

Viterra had planned to open a lentil processing facility such as this for about five years, Jeworski explained. The Tempest location was selected because it had been made redundant by the company’s acquisition of Lethbridge Inland Terminals in 2014, and also possessed base storage infrastructure and rail capacity.

Viterra added a new building capable of cleaning, storing and shipping pulse crops, as well as the cleaning and conveyor equipment to handle pulses and prepare them for export.

The company loaded its first cars at the new Tempest facility with a shipment of red lentils in November 2015, and growers have been steadily hauling their lentils there ever since.

“We have been at capacity almost every day that it’s been open,” Jeworski noted. “There was a bit of an expected lull between old crop and new crop, but otherwise we anticipate that we will maximize throughput of red lentils through the facility this year.”

Lentil production in Alberta was pegged by Statistics Canada to increase by 213.6 per cent to 432,700 tonnes, a record level for the province. The July 2016 StatsCan report, called Production of Principal Field Crops, also stated that farmers in Alberta anticipated a 127.6 per cent increase in harvest area to 560,000 acres. Average yields were expected to rise 37.8 per cent from 2015 to 1,704 pounds per acre, but below the five-year average of 1,808 pounds per acre.

Jeworski spoke to many producers and other guests at the Tempest facility grand opening event on June 27.

“I talked to as many growers as possible at the grand opening, and there’s lots of excitement in the area,” he said. “We’ve got first class staff there, and that’s key in any asset that we have. I’ve been very impressed since Day 1 and continue to be impressed by what we’re doing in the area.”

Leanne Fischbuch, Alberta Pulse Growers Executive Director, was among the dignitaries, customers, employees, government officials and media who attended the grand opening.

“In a year where our industry is seeing record acres of pulse crops, and for Alberta a significant increase in lentil production, we are pleased to see the investment from an industry leader in our province,” she said. “Alberta Pulse Growers Zone 1 and Zone 2 areas in southern Alberta have been consistently producing 90 per cent of the red lentils in the province and they now have another dealer option for selling their product. With the specialized handling equipment, it will keep the product in the top condition as it gets transported to port, bringing the best quality Alberta product to market.”

Jeworski said that the new Tempest pulse facility was designed to allow for future expansion as necessary, so Viterra will continue to evaluate the situation and expand when warranted.
ers to markets

The Tempest pulse facility is just one of a series of new and improved amenities that will benefit Alberta growers.

“We have a long and proud history of investing in Alberta, including several high profile projects in the last few years in places such as Grimshaw, Grassy Lake and Lethbridge,” Jeworski said. “We have a dedicated team of people across the province who work closely with our farmers to connect them to markets around the world.”

Another benefit to Alberta pulse producers will come from Viterra’s $100-million project to modernize its Pacific Terminal at Port Metro Vancouver, including the installation of a new ship loader system to increase shipping capacity and allow for the loading of “post Panamax” vessels, which are the largest vessels capable of navigating through the recently expanded Panama Canal.

“We’ve really strengthened our inland origination capabilities in Alberta recently, and that is only effective if you’ve got an outlet to move that because Canada is extremely reliant on exports,” Jeworski said. “Being so reliant on exports, it’s important that your inland capabilities are matched to your export capabilities. What’s really unique about Pacific is that the majority of its focus is on pulse crops. We designed this facility and upgraded it in a manner that allows for the efficient handling of delicate products, such as many of the pulses. We feel we play a very important role in pulse exports. We believe we are the leading pulse exporter out of Canada. We believe we are the leading global pulse trader. For us to do that effectively, we have to have assets that effectively do that and Pacific is a key piece of that.”

The first vessel to be loaded with the new ship loader at the upgraded Pacific Terminal was expected to arrive on Sept. 1, and a grand opening event will likely take place in late October.

Jeworski said that details on other projects that will benefit Alberta pulse growers will be available in the near future.

“We are also looking at some other pulse opportunities in Alberta to continue to deliver more marketing opportunities to farmers,” he said.

Further to his company’s improvements to help pulse producers, Jeworski said that he is also encouraged by the positive attention that the United Nations-designated International Year of Pulses has brought for beans, peas, lentils and chickpeas in 2016.

“I think it’s an important year that really brings to the forefront the nutritional benefits of pulses, and the importance that pulses play to many geographies as a key nutritional source,” he said. “It’s important for us because we play, what I believe is, a very key role of taking pulses from areas of surplus to areas of deficit. There are a lot of geographies that rely on Canada as a key source of their nutrition. I think recognizing that and ensuring that the public understands the importance of that is key. A side benefit is that people in North America realize that they should be incorporating pulses in their diets, which provides all the more benefit for industry.”

For more information about Viterra, visit www.viterra.com.
In May, I was given the opportunity to represent Alberta Pulse Growers (APG) and also the Canadian International Year of Pulses 2016 committee by attending the Global Pulse Convention (GPC) in Turkey. This annual convention gathers representatives from the pulse trade, from food processors, and from national groups working to promote pulses, allowing attendees to network while getting up-to-date in the pulse world.

The convention in Cesme, Turkey kicked off with an address from Huseyin Arslan, GPC President. He spoke about some of the exciting things that were available for attendees to see - 9,000-year-old pulses and the international photography competition of pulses around the world, both of which were on display in the foyer. He talked about how pulses are increasing in production around the world and yet research spending has not kept pace - one of the things that really needs to be changed, and that we’re hoping IYP will help to change. He mentioned a new initiative by GPC to get a “best before” date on cans instead of “expiry” date in order to eliminate food waste. He reminded us that in the next 40 years the world needs to produce the equivalent of all the food produced in the last 10,000 years!

This stirring address set the tone for the rest of the convention. We heard from the Secretary of India, the Argentinean Minister of Agriculture, the Sri Lanka Minister of Industry and Commerce, and from the Turkish Minister of Food and Agriculture. Each official stressed the importance of pulses to their countries. Dr. Mahmoud Solh, Director General of ICARDA (International Center for Agricultural Research in the Dry Areas) spoke to us about the importance of pulses to world agriculture in fighting malnutrition. He mentioned how they help to provide nutrition to fight anemia in children, how cereals and pulses together bring a balance in proteins and nutrients to diets, and the important issue of diversification to cereal base systems that pulses bring. ICARDA has been a leader in research and genetic improvements, and he talked about the impact of research which increases yields and drought tolerance in developing countries such as Ethiopia, or adding iron and zinc to help cope with the “hidden hunger” of low-nutrient foods. Clearly, we still have our work cut out for us, and a recent memorandum of understanding between GPC and ICARDA will aid this research.

After hearing representatives of different nations talking about the importance of pulses, we moved on to talking about what IYP has accomplished so far. We heard about how incredibly successful the media campaign has been, how the “Love Pulses” product showcases from around the world were so well represented, and we were able to meet Charlotte Reynolds, the winner of the virtual competition in the UK. We heard from Cindy Brown, Chair of the national committees, about the plethora of resource material that IYP has given us – pictures, info graphics, and recipes that have been gathered together on pulses.org for
A fascinating presentation on new foods and new markets powered by pulses was given by AGT’s Murad Al-Katib. In addition to whole pulses, fractions of pulse protein, starch and fibre are becoming important food ingredients. By adding these ingredients to products, food processors are able to add protein and fibre, lower their carbon footprint, and achieve a “clean label,” which are all important consumer concerns. Last year alone, there were 3,956 product launches in North America with pulse ingredients!

To give us an understanding of the importance of science in driving markets for new product development, Dr. Peter Jones from the Richardson Centre spoke on the health benefits of pulses. Research is showing that pulses regulate blood pressure, lower bad cholesterol, assist in maintaining a healthy weight, and slow down blood sugars to mitigate diabetes. More research is needed so that we are able to make a solid health claim on pulse products, but all current research is encouraging.

An important part of any commodity market is transportation, and pulses are no exception. A discussion of the global sea container trade, ports, and infrastructure was truly enlightening. There are 500 container ports worldwide and 50 shipping companies. Modernization is needed in many areas, and port storage is an ongoing problem in many countries. I realized Canada is not the only one dealing with transportation issues.

Having said all this, the question could be asked, “Is it worth sending a representative from Alberta Pulse Growers to the global convention?” I would say YES. First of all, the trade really are impacted when there are Canadian farmers available to talk about what we are doing and how we are doing it. Canada is a big deal in the pulse world! Second, it gives us valuable insight in order to direct Alberta Pulse Growers on how best to spend our research dollars when we can see not only the provincial outlook but the global outlook as well.
PULSE BUYERS LIST 2016-17

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Ph: 204-298-1727
Benaud Sivam
Trading & Export Logistics, Director
benaud.sivam@wagrain.ca

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Ph: 780-660-8675
Edmonton, AB
Raj Selvraj
Research & Development / International Trade
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Box 690 - 78031 RR 213
Claus Mencke
Falher, AB T0H 1M0
claude@agrocorp.ca

Buyer, Exporter

Peas
Red Lentils
Faba Beans

AGT Foods Canada
http://www.agtfoods.com
Ph: 306-525-4490
Fax: 306-525-4463
Buyer

Feed Peas
Green Peas
Maple Peas
Marrowsfat Peas
Yellow Peas

Pink Beans
Pinto Beans
Red Beans
Green Lentils
Red Lentils
Kabuli Chickpeas
Faba Beans

AGT Foods - USA
http://www.agtfoods.com
Ph: 701-751-1623
Fax: 701-751-1626
Bismarck, ND 58503
bradshaw@agtfoods.com
Buyer

Black Beans
Brown Beans
Great Northern Beans
Horse Beans
Malik Beans

Alberta Pulse Traders Ltd. (L.A. Grain Ltd.)
http://www.lagrain.ca
Ph: 403-327-9787
Fax: 403-327-8727
RR 8, Site 10, Box 23
Brad Shaw
Lethbridge, AB T1J 4P4
brad.shaw@lagrain.ca

Maple Peas
Yellow Peas
Laird Lentils
Medium Green Lentils
Other Lentils
Red Lentils
Small Green Lentils
Kabuli Chickpeas
An Alberta Pulse Dealer’s License does not guarantee these companies are licensed through the Canadian Grain Commission (CGC). To confirm that a dealer is licensed through the CGC, please visit www.grainscanada.gc.ca.

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Contact Person</th>
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<tbody>
<tr>
<td><strong>Belle Pulses Ltd</strong></td>
<td>Box 65, 1101 Main Street</td>
<td>Tony / Francis Gaudet</td>
<td>Green Peas, Yellow Peas, Chickpeas, Faba Beans</td>
</tr>
<tr>
<td><strong>Broadgrain Commodities Inc.</strong></td>
<td>Suite 900, 18 King Street East</td>
<td>Jaime Rueda / Tony Cornacchia</td>
<td>Feed Peas, Green Peas, Maple Peas, Marrowfat Peas, Yellow Peas, Black Beans, Great Northern Beans, Pinto Beans, Small Red Beans, Large Laird Lentils</td>
</tr>
<tr>
<td><strong>C.B. Constantini Ltd.</strong></td>
<td>730 - 1508 West Broadway</td>
<td>Mike Constantini</td>
<td>Peas, Beans, Lentils, Chickpeas, Faba Beans</td>
</tr>
<tr>
<td><strong>Canadian Exotic Grains Ltd</strong></td>
<td>Box 444</td>
<td></td>
<td>Large Laird Lentils, Medium Green Lentils, Other Lentils, Red Lentils, Small Green Lentils, Desi Chickpeas, Kabuli Chickpeas</td>
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<tr>
<td><strong>Canadian Grain Inc.</strong></td>
<td>231 Oak Park Blvd, Suite 208</td>
<td></td>
<td>Green Peas, Yellow Peas, Black Beans, Great Northern Beans, Kidney Beans, Navy Beans, Pinto Beans, Red Beans, French Green Lentils, Green Lentils</td>
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<tr>
<td><strong>Canpulse Foods Ltd</strong></td>
<td>100 - 318 Wellman Lane</td>
<td></td>
<td>Green Peas, Yellow Peas, Green Lentils, Red Lentils</td>
</tr>
<tr>
<td><strong>Cargill Limited</strong></td>
<td>300, 240 Graham Ave.</td>
<td>Eric Fossay</td>
<td>Feed Peas, Yellow Peas, Red Lentils, Soybeans</td>
</tr>
<tr>
<td><strong>Columbia Seed Co. Ltd.</strong></td>
<td>Box 80, 409 - 2 Avenue South</td>
<td>Joerg Klempnauer / Joerg @columbiaseed.ca</td>
<td>Green Peas, Marrowfat Peas, Garden Peas, Feed, Chickpeas</td>
</tr>
</tbody>
</table>
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<th>Phone Numbers</th>
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<td><strong>Commercial Lynks Inc.</strong></td>
<td><a href="http://www.commerciallynks.com">http://www.commerciallynks.com</a></td>
<td>703-751-6200, 703-751-6266</td>
<td>47098 Eisenhower Ave., Alexandria, VA 22304</td>
<td>Ryan Blisky</td>
</tr>
<tr>
<td><strong>Commodious Trading Inc.</strong></td>
<td><a href="http://www.commodious.ca">http://www.commodious.ca</a></td>
<td>250-652-7807, 778-426-1907</td>
<td>1205 Maple Road, North Saanich, BC V8L 5P7</td>
<td>David Newman, Kelly Brown</td>
</tr>
<tr>
<td><strong>CorNine Commodities Inc.</strong></td>
<td><a href="http://www.yourgrain.ca">http://www.yourgrain.ca</a></td>
<td>403-782-3000, 403-782-4985</td>
<td>4836 45A Street, Lacombe, AB T4L 2C9</td>
<td>Craig Sharp</td>
</tr>
<tr>
<td><strong>Eclipse Pork Ltd.</strong></td>
<td></td>
<td>403-885-2776, 403-885-2792</td>
<td>RR 4, Lacombe, AB T4L 2N4</td>
<td></td>
</tr>
<tr>
<td><strong>G3 Canada Limited</strong></td>
<td><a href="http://www.g3.ca">http://www.g3.ca</a></td>
<td>1-800-275-4292, 204-983-8031</td>
<td>800 - 423 Main Street, Winnipeg, MB R3B 1B3</td>
<td>Derek Drayson</td>
</tr>
<tr>
<td><strong>Great Northern Grain Terminals Ltd</strong></td>
<td><a href="http://www.gngt.com">http://www.gngt.com</a></td>
<td>780-482-1450, 780-452-7638</td>
<td>1920, 10104 103 Ave., Edmonton, AB T5J 0H8</td>
<td>Jackie Bodner</td>
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<th>Fax</th>
<th>Email</th>
<th>Website</th>
<th>Services</th>
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<tr>
<td>Rudy Agro Ltd.</td>
<td>Ph: 306-867-8667 Box 100</td>
<td><a href="mailto:mike@rudyagro.ca">mike@rudyagro.ca</a></td>
<td>306-867-8290</td>
<td>Box 100</td>
<td></td>
<td>Rudy Agro Ltd.</td>
<td>Buyer, Exporter, Processor</td>
</tr>
<tr>
<td>Shafer Commodities Inc.</td>
<td><a href="http://www.shafercommodities.com">http://www.shafercommodities.com</a> 2914 - 12 Avenue S Lethbridge, AB T1K 0R1</td>
<td>Michelle Balderson</td>
<td>403-328-5066</td>
<td>403-327-1130</td>
<td><a href="mailto:mbalderson@shafercom.com">mbalderson@shafercom.com</a></td>
<td>Shafer Commodities Inc.</td>
<td>Buyer</td>
</tr>
<tr>
<td>St. Paul Municipal Seed Cleaning</td>
<td><a href="http://www.stpaulseedcleaning.com">http://www.stpaulseedcleaning.com</a> 409 - 1500 Quebec Avenue</td>
<td>Ron Wirsta</td>
<td>780-645-3939</td>
<td>780-645-2122</td>
<td><a href="mailto:ron.wirsta@stpaulseedcleaning.com">ron.wirsta@stpaulseedcleaning.com</a></td>
<td>St. Paul Municipal Seed Cleaning</td>
<td>Buyer, Exporter, Processor</td>
</tr>
<tr>
<td>Tradex Commodity Group Inc.</td>
<td><a href="http://www.tradexgroup.net">http://www.tradexgroup.net</a></td>
<td><a href="mailto:robyn@tradexgroup.net">robyn@tradexgroup.net</a></td>
<td>306-975-7066</td>
<td>14574 County Road 64</td>
<td><a href="mailto:norbean@shockware.com">norbean@shockware.com</a></td>
<td>Tradex Commodity Group Inc.</td>
<td>Buyer, Buyer Organic, Exporter, Exporter Organic</td>
</tr>
<tr>
<td>Veikle Grain Ltd.</td>
<td><a href="http://www.veiklegrain.com">http://www.veiklegrain.com</a></td>
<td>Carl Veikle</td>
<td>306-398-4714</td>
<td>Box 548</td>
<td><a href="mailto:veikle.seeds@sasktel.net">veikle.seeds@sasktel.net</a></td>
<td>Veikle Grain Ltd.</td>
<td></td>
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<tr>
<th>Company</th>
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<th>Products</th>
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| **Victoria Pulse Trading Corp.** | http://www.victoriapulse.ca  
Ph: 604-733-1094  
600 - 850 West Hastings St.  
Vancouver, BC  V6C 1E1  
tala@victoriapulse.ca  
Buyer, Buyer Organic, Exporter, Exporter Organic, Processor, Processor Organic | Green Peas  
Yellow Peas  
Eston Lentils  
Green Lentils  
Red Lentils  
Chickpeas  
Soybeans |
| **Viterra Inc.** | http://www.viterra.com  
Ph: 306-569-4596  
Fax: 306-569-4888  
2625 Victoria Avenue  
Regina, SK  S4T 7T9  
blair.roth@viterra.com  
Buyer | Feed Peas  
Green Peas  
Yellow Peas  
Black Beans  
Great Northern Beans  
Pink Beans  
Pinto Beans  
Small Red Beans  
Large Green Lentils  
Medium Green Lentils |
| **Westlock Terminals (NGC) Ltd.** | http://www.westlockterminals.com  
Ph: 780-349-7034  
Fax: 780-349-7056  
Box 5809  
Westlock, AB  T7P 2P6  
Rod Fischer  
Buyer | Green Peas  
Yellow Peas |
| **Wilbur-Ellis Feed LLC** | http://www.wilburellis.com  
Ph: 206-835-2516  
Fax: 206-835-2514  
16300 Christensen Rd, Suite 135  
Seattle, WA  98188  
gmcdonald@wilburellis.com  
Broker | Feed Peas  
Green Peas  
Yellow Peas  
Beans  
Green Lentils |
| **Wilde Bros. Ag Trading** | Ph: 403-752-0115  
Fax: 403-752-0191  
Box 150  
Raymond, AB  T0K 2S0  
wildebrosagtrading@gmail.com  
Scott Ralph / Joy Lowe  
Broker | Feed Peas  
Feed Beans  
Feed Lentils  
Feed Faba Beans |
| **Windy Acre Holdings Ltd.** | Ph: 403-886-4301  
Fax: 403-886-2251  
RR 1, Site 4, Box 9  
Penhold, AB  T0M 1R0  
dougp0rce82@gmail.com  
Buyer | Feed Peas  
Feed Beans  
Feed Lentils  
Feed Faba Beans |
| **XPT Grain Inc.** | http://www.xptgrain.ca  
Ph: 306-525-0226  
Fax: 306-491-1138  
2152 Rose Street  
Regina, SK  S4P 2A4  
grant@xptgrain.ca  
Broker, Broker Organic, Processor, Processor Organic | Feed Peas  
Feed Beans  
Feed Lentils  
Feed Faba Beans |
Spring and summer brought with them the winds of change (and some pretty extreme heat!) here at Grain Growers in Ottawa. I am very pleased to have been chosen as Executive Director, joining the organization in May. While my background with the Forest Products and the Chemistry Industry Associations of Canada put me on solid footing to lead an industry organization, I had never worked directly in agriculture. It has been an exciting first few months and a bit like drinking from the fire hose to get up to speed on our issues, and the support that I have received from GGC members has been extraordinary.

I can truly say that this has to be the most engaged and passionate group I have ever worked with. Every single member is in “farm politics” for the same reason – to develop a policy landscape that allows the industry to achieve its fullest potential. My personal views are very much in line with those of GGC members. I have always believed that respect for the environment, economic progress and human development go hand in hand.

One key agriculture issue with which I am very familiar is transportation. Be it chemicals, forest products or grain, virtually all sectors of the Canadian economy are affected by the service provided by the railways. I know that the stakes are high and there have been disappointments along the way, but I believe that we must and can work with the railways and the government to find a permanent and workable solution.

GGC has been, and will continue to be, actively engaged with Transport Canada as they complete their review of the Canada Transportation Act. This is an excellent opportunity for us to ensure that the needs of grain farmers are heard. We received some sound guidance from participants in our Transportation Panel at the GGC Board Meeting in PEI in July and will be moving forward with our submission due in September, followed by outreach to officials and parliamentarians.

I am particularly excited to be coming into a new industry with a new government in Ottawa. Fresh faces mean new opportunities for collaboration – there are close to 200 new MPs in this Parliament and we're working hard to prepare for an aggressive advocacy program starting when the House of Commons returns in the fall.

Prime Minister Justin Trudeau has mandated his government to place a strong focus on innovation, linking many ministries, including Agriculture and Agri-Food, to drive their ambitious agenda. Agriculture is one of the most innovative industries in our country, so I will be telling that story in my meetings with decision makers of all levels. GGC will be submitting our comments to the government as part of their search for creative and inspiring ideas. We will need clear examples of how grain farmers innovate on their farms and would welcome your suggestions.

Sustainability is another key area of focus as the need to address concerns around social license and public trust becomes more pressing. As you know, pulses give back and are an excellent choice for increasing the positive environmental impacts and economics of crop rotation.

The work being done by groups like APG to promote the International Year of Pulses has helped to bring this important and often under-valued grain category to the forefront. All of us at the GGC offices happily took the “Pulse Pledge” and are trying to add more pulses into our diets.

Thank you to everyone at APG who has supported my rapid transition at GGC, and I look forward to what the future brings!
WE’RE AS COMMITTED TO THE FUTURE OF GROWING PULSES AS YOU ARE.

Always read and follow label directions.

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One question we’re often asked is why pulse prices in western Canada and overseas markets don’t move together. Normally, this question comes up when Canadian bids are trailing other countries, not the other way around. Because Canada is the dominant exporter of peas and lentils, it would make sense that price movement here would be closely linked to direction in other markets, especially in India, the world’s largest pulse buyer.

The chart above is an example of the relationship (or lack thereof) between the average yellow pea bid in Saskatchewan and the key market of Mumbai. The Indian price in the chart has most transportation costs removed and is converted to Canadian dollars per bushel. Some additional costs related to warehousing and bagging in India aren’t included, so it’s not an exact comparison and the spread doesn’t represent the margin earned (or lost) by traders.

The chart shows that over the past number of years, prices have often moved together but there are exceptions. During 2012/13 and 2014/15, Canadian and Indian prices were fairly closely linked, while in 2013/14, the spread was exceptionally wide. And in 2015/16, Canadian bids were actually on par with or higher than prices in India, at least until the last couple of months.

Timing is probably the most common factor behind the apparent disconnect between the two markets. Partly, that’s because of the several weeks needed to transport pulses from Canada to the destination. Mostly though, it’s because buying peas from the farmer is often done at different times than the sale is made overseas, when dynamics could be different.

Using 2015/16 as an example, prices in both locations started to move higher as disappointing Canadian yields became apparent. Despite the smaller 2015 crop, Canada moved big volumes (666,000 tonnes) of yellow peas to India in Aug-Oct and those peas (plus more from other countries) kept the Indian market well supplied, allowing prices there to dip slightly.

Even while that was happening, buying interest for Canadian peas from India and China remained strong and pushed yellow pea bids here up to record levels. As shortages in India began to be felt more severely and its rabi crop was a wreck, Indian prices took off again and hit extreme highs. But by early summer of 2016, Canadian buyers had already stopped trying to buy more peas and were looking ahead to the 2016 crop, causing bids here to drop sooner. Prices in India didn’t follow suit until recently when new-crop pea shipments from the Black Sea region and France were on the horizon.

Other factors that influence the spread are domestic developments in India. Looking at the large price difference in 2013/14, we see Indian prices spiking while Canadian bids barely moved off the lows. That year, weather events in northern India damaged its pea crop and caused local shortages which drove prices higher. At the same time, Canadian supplies were relatively comfortable and it didn’t require very aggressive bidding to convince farmers to sell. Overseas buyers did their job of purchasing as cheaply as possible and selling as high as possible.

Finally, the presence of other competitors and substitute pulse products can cloud the picture somewhat. When it comes to yellow peas, farmers in other countries have seen this year’s attractive prices and responded by planting more acres. Traditionally, France and the US were the main competitors but the Black Sea region and, more recently, Baltic countries are becoming more prominent. And it’s not just yellow peas; supplies of desi chickpeas grown in India or imported from other countries such as Australia also have an impact on yellow peas as the main substitute.

While there are periods of time when prices in the selling and buying countries seem to be unlinked, it’s important to recognize that these disconnects are related to temporary events in one country or the other. Eventually, prices start to converge and move together and that equilibrium will show up again in 2016/17. That’s why it’s still important to keep track of what’s happening overseas.
FALL-RELATED CONSIDERATIONS FOR your 2017 lentil crop

Neil Whatley, Alberta Agriculture and Forestry

In preparation for growing lentils in 2017, field selection, fall weed control and residue management should be top of mind in the fall of 2016.

While land rollers, flex headers, higher podding varieties and improved lodging resistance have allowed producers to grow lentils on less than ideal fields, it continues to be important to select fields with fewer rocks. Lentil plants have a very low tolerance to waterlogging and are susceptible to root diseases, so avoid poorly draining soils as much as possible. Lentils grown on sand and loam soils turn out better in soil zones with customarily higher precipitation or during growing seasons with higher than average rainfall. If lentil is grown on canola or mustard stubble, be prepared to consider a fungicide application for sclerotinia white mould.

Lentils are sensitive to some herbicide residues in the soil. Check cropping restrictions of chemistries applied over the past few years to determine if it's okay to plant lentils. Some residues do not break down for two or more years, especially under dry growing conditions. If you are unsure about a field, submit soil samples to a lab for a bioassay.

Root rots have been more problematic on the Prairies in pulse crops over the past few years, with the same root rots affecting both pea and lentil. Leave three years between field pea and lentil crops or between lentil and lentil crops; six years if aphanomyces is present.

Ensure a uniform lentil stand next spring by evenly spreading residue or straw from the previous crop. Good residue management not only prevents variable crop emergence, but also provides maximum efficacy of the pre-seed herbicide application. Further to this, lentils seeded into heavy crop residue are more susceptible to spring frost injury. Additional bare soil absorbs the sun’s heat during the day, releasing it at night, minimizing potential frost injury.

Avoid market class contamination by not growing red and green lentil varieties in rotation on the same field for at least four years. Experienced producers assign specific fields for only red or only yellow cotyledon lentil.
Alberta's major crop commissions are addressing a growing need for farmers to meet sustainability standards required to either expand or maintain international market access.

“Canadian agriculture has a very positive image in the global market place and Alberta growers are progressive, innovative, and dedicated to the stewardship of their land,” said Jolene Noble, Extension Coordinator for the newly-formed Alberta Farm Sustainability Extension Working Group (AFSE). This reputation positions the Alberta farmers to be leaders in the sustainable agriculture movement and capitalize on emerging market opportunities, she added.

The AFSE working group is comprised of Alberta Barley Commission, Alberta Canola Producers Commission, Alberta Pulse Growers Commission, and the Alberta Wheat Commission. Working on behalf of their producer membership, the commissions are committed to assessing and meeting areas of need for on-farm sustainability extension and education. They also share common goals concerning on-farm sustainability which made the decision to collaborate simple.

“Large multinationals are trying to distinguish themselves through ecological and environmental labels including sustainable sourcing based on their understanding of best practices,” explained Nevin Rosaasen, Policy and Program Specialist for Alberta Pulse Growers. “It is much easier to generate your own standards and compel farmers to certify into those practices rather than work collectively with other retailers, ingredient suppliers and producers to find commonality or even attempt to define sustainability collectively. Numerous international sustainability schemes have developed as a result. Education and extension to producers is needed should they choose to certify into such schemes, which at present may not offer much of a premium. Limited market access to these large buyers may result in the future should producers not document sustainable practices, which is concerning and why this initiative is important.”

Alberta Pulse Growers (APG) and the three other major crop commissions contracted Ipsos Reid to conduct a phone survey of Alberta growers this summer to gain a better understanding of farmers’ readiness to access international sustainability standards based on best management practices.

“APG and the other members of AFSE are leveraging checkoff dollars and have secured other funding from government to invest for the benefit of producers and the industry,” said APG Director Fraser Robertson, who advocated for sustainability on a recent Team Alberta trip to Ottawa. “Collaborating through AFSE to address farm level sustainability for all our collective members maximizes the return on levy dollars.”

As this issue of Pulse Crop News went to print, AFSE had received the draft report from Ipsos Reid and anticipates releasing results and extension material this fall.

For more information, contact AFSE Extension Coordinator Jolene Noble at 780-887-9446 or APG Policy and Program Specialist Nevin Rosaasen at 780-986-9398 ext. 5.
Much has transpired on the policy front in Alberta over the past 10 months involving Bill 6, farm safety and the AgCoalition. How do all of these fit together? At times, there has been misinformation, confusion, lack of communication or any true meaningful consultation between government and industry on the topic. It is important to understand the new legislation, the groups involved and, most importantly, how producer concerns are being communicated to government.

**Bill 6** – This legislation was brought forward in late 2015 and included an amendment. The amendment was an exemption for farm owner operators, directors, family and unpaid labour from Occupational Health and Safety (OH&S) investigations and serious incident reporting. This exempted over 90 per cent of all primary producer labourers in the province from having the same incident tracking and reporting as formally paid labour. Within Bill 6, mandatory WCB is now in place and policy surrounding the implementation of OH&S standards, labour relations, and technical standards is being developed. The backlash and reaction from the agricultural community resulted in an unprecedented coalescing of the industry to form the AgCoalition.

**AgCoalition** – In early 2016, more than 35 boards, commissions and primary producer groups representing farmers, ranchers, vegetable growers, and beekeepers came together and agreed to speak with one voice when engaging with government. This was to ensure the concerns of our membership were heard loud and clear. The government announced a table process, in which they would select producers, farm labourers and union representatives to sit at various tables to discuss the implementation of standards regulations stemming from Bill 6 legislation passed by government. The AgCoalition presented delegates from the membership for these tables from which government could select participants. The AgCoalition delegates that were selected by government will strive to engage in meaningful dialogue with other table members with a coordinated AgCoalition voice.

**Farm Safety** – Nothing has changed. Legislation without extension and education will do little to change the culture of safety on farms and prevent injuries or fatalities. With the passage of Bill 6, there is now tracking of incidents and collection of statistics for the small percentage of labourers that are not exempted, however, it does not improve the statistics and reporting for everyone else. Numbers allow the industry to identify hazardous equipment and practices, while also providing measurements to assess our safety performance. The previous statement of nothing has changed is actually not entirely true. Producer boards and commissions are more determined than ever to work together collectively, to reduce the number of accidents and fatalities on Alberta farms and ranches. APG will continue to be engaged with the AgCoalition, continue to fund farm safety initiatives, and work collectively with other crop and livestock commissions to foster a culture of safety on Alberta farms and ranches. Visit www.agcoalition.ca for more information.

If you have any questions on Bill 6, the AgCoalition or specifics of APG involvement in Farm Safety funding and initiatives, please contact Nevin Rosaasen, Policy and Program Specialist at 780-986-9398 ext. 5 or nrosaasen@pulse.ab.ca.
**RECOMMENDATIONS FOR PROPER aeration and drying of pulse crops**

Neil Whatley, Alberta Agriculture and Forestry

Pulse crops retain their quality and maximize their marketability when a few grain storage guidelines are followed. Downgrading of pulses can occur when cracked seed coats or split seeds are present in the sample, or if a significant amount of seeds are heated or have a musty odour.

The following table, set by the Canadian Grain Commission (CGC), indicates a dry seed per cent moisture content standard for safe storage and grading of common pulse crops.

<table>
<thead>
<tr>
<th>Dry (%) moisture</th>
<th>Pea</th>
<th>Red Lentil</th>
<th>Green Lentil</th>
<th>Faba Bean</th>
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<tr>
<td>Pea</td>
<td>16 or less</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Red Lentil</td>
<td>13 or less</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Green Lentil</td>
<td>14 or less</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Faba Bean</td>
<td>16 or less</td>
<td></td>
<td></td>
<td></td>
</tr>
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</table>

Monitoring stored pulses begins shortly after harvest with grain spoilage risk increasing if the crop was harvested after wet weather or an early frost.

Since pulses are combined at tough or higher seed moisture content to prevent mechanical damage to the seeds, aeration is used to bring the crop down to dry. Dr. Joy Agnew of the Prairie Agriculture Machinery Institute (PAMI) claims that since pulses are harvested early, the weather generally cooperates for effective aeration and natural air drying; additional heat with a supplemental heating system is usually not required.

Green seeds, dockage and foreign material hold moisture and should therefore be cleaned out of the sample prior to storage to avoid heating in the bin. They can also reduce aeration air flow.

Generally pulse crop seeds continue to respire or breathe after being harvested, causing the crop to go through a ‘sweat’ period for the initial six weeks in storage. This sweating can raise the grain temperature and cause moisture to accumulate within the grain mass, producing favourable conditions for mould growth. Using aeration bins is the most effective method to control this situation.

Whether to use aeration, natural air drying (NAD) without additional heat or a heated air drying system depends on the grain’s moisture content. If the grain is somewhat tough at one to two per cent moisture content above dry, aeration is usually sufficient. However, if the grain must come down three to four per cent moisture content, a NAD system removes this extra moisture. While aeration can be completed in a few days, drying can take a couple of weeks.

If only aeration is required, PAMI advises producers to turn aeration fans on as soon as the ducts are covered with grain and run them continuously until the average temperature of the grain is at 15°C or less. Although fans can be turned off during rain storms, PAMI suggests there is very little moisture movement between grain and air at low airflow rates, 0.1-0.2 cubic foot per minute (cfm) per bushel, which is the rate associated with aeration.

Producers who must actually dry their grain by three to four per cent moisture content require a natural air drying (NAD) system, also referred to as near ambient drying. Ambient air is the air outside the bin which has the capacity to remove moisture from grain. NAD requires an increased fan size in horse power that provides a higher air-flow rate of 1-2 cfm/bushel. For NAD, fans should be run only during the day when the air has the best capacity to dry until the grain is about one per cent above the safe-to-store moisture content. Then, as mentioned for aeration only, continuous night and day air can be used to finish drying the grain down one more moisture content point and cool the grain for safe long-term storage.

Later in the fall as air temperatures drop, NAD systems lose their effectiveness for drying grain. Cool air can only hold a small amount of moisture and moisture movement from grain to air is very slow at temperatures less than 10°C. So, adding supplemental heat to the inlet air of a NAD system increases the air’s ability to hold moisture and dry the grain. PAMI suggests limiting the air temperature increase to 10°C and use a Canadian Standards Association certified heating system (not a homemade system). Supplemental heat can be used when the ambient air temperature is between -5°C and 15°C. The maximum air temperature after the heater.
should be between 5\textdegree{}C and 25\textdegree{}C. The disadvantage of using supplemental heat is that it increases the possibility of over drying the grain, especially at the bottom of the bin. PAMI suggests running fans with a heater until the bin is “average” dry, mix the grain, and then cool with aeration.

If artificial heat grain drying is required, air temperatures should not exceed 45\textdegree{}C for pea and lentil to prevent seed germination problems or to prevent quality losses due to hardening or cracking of seed destined for food use. Additionally, the sample should not be dried more than four to five percentage points per pass through the dryer. For feed pea, dryer temperatures up to 70\textdegree{}C can be applied.

To get grain into the safe storage zone, it should be brought down to 15\textdegree{}C or lower. Regularly check the temperature of the grain in the bin. Measure temperature by using temperature sensing cables that are permanently installed, by probing the grain with an electronic sensor device or by inserting a metal rod into the bin and checking it for warmth at various points from the tip.

If an aeration system is not available to cool the grain, turning grain outside the bin, or coring, is an alternative to aerating it in the bin when the ambient air temperature falls below 15\textdegree{}C. Turn the grain every two to four weeks until the grain temperature reaches 15\textdegree{}C or less. This procedure involves removing about one-third of the grain from the bin, allowing it to cool overnight, and then putting it back in the bin. When moving pulse crops, grain augers operated full and at low speeds reduce seed coat cracking and seed splitting. Pulse seeds at 12 per cent moisture content and lower are more susceptible to chipping and peeling when handled.

Cool, dry storage conditions allow the crop to be stored for a lengthy period, but if seed moisture content or temperature rises, storage time lessens.
2016 Growing Season

APG Director John Kowalchuk checks out his soybean field near Rumsey.

Early planting, timely rains and cool temps during flowering mean huge yield potentials for peas and other pulses this season.

Mung beans were showcased at the Namao, Barrhead and Vegreville Alberta Agriculture research sites.

Christy Hoy tells crop walk participants about research that tests up-and-coming pea genetics at several locations in Alberta.

Alberta Ag Pulse Crop Technologist Christy Hoy shows nodulation on a pulse plant.

Much of the province experienced significant rainfall late in the summer, Three Hills was a perfect locale for root rot trials led by Dr. Syama Chatterton, AAFC Lethbridge.

Nodulation on a soybean plant.

APG Director John Kowalchuk checks out his soybean field near Rumsey.

Viterra staff and AAFC bean breeder Dr. Balasubramanian, evaluate new bean lines nearing maturity near Bow Island.

Early planting, timely rains and cool temps during flowering mean huge yield potentials for peas and other pulses this season.
2016 Growing Season

Dr. Manjula Bandara and other attendees braved the rain to learn about pulse trials at CDC South in Brooks.

Pulse Research Scientist Robyne Bowness with Alberta Agriculture.

Faba beans continue to be a crop of interest despite a reduction in acres in 2016.

Mark Olson, Pulse Unit Head for Alberta Agriculture and Forestry, talks markets and agronomy in Vegreville.

Mung beans were showcased at the Namao, Barrhead and Vegreville Alberta Agriculture research sites.

Christy Hoy tells crop walk participants about research that tests up-and-coming pea genetics at several locations in Alberta.

Lupin growing in a Namao test plot.

Alberta Ag Pulse Crop Technologist Christy Hoy shows nodulation on a pulse plant.

Dr. Parthiba Balasubramanian discusses up-and-coming bean varieties.

Faba beans continue to be a crop of interest despite a reduction in acres in 2016.
APG representatives eagerly explored the Institute of Food Technologists (IFT) Annual Meeting and Food Expo with a pulse focus in July. The convention in Chicago billed itself as IFT16: Where Science Feeds Innovation, the largest annual food science forum and exposition in the world.

Foods with pulses as ingredients seemed to be a trend for many of the companies on the expo floor. Highlights included: faba bean flours (flavoured and deflavoured), pea syrups in ‘ketchup’, extruded products, puddings, flakes, starches and a continued emphasis on clean label and protein. Canada was represented by Pulse Canada in partnership with the US Dry Pea and Lentil Council, which shared a booth and showcased how pulses could be included in formulations, distributed technical sheets and shared contacts for processors from across North America that could provide pulse ingredients to food companies.

Another highlight was the Pulse Brand launch held on Monday, July 18. At the launch, media, influencers, and the food industry joined together to learn about the benefits of pulses being high in protein, excellent fibre, low in fat, full of nutrients and possessing fantastic properties for various food processing uses like foaming, gelling, breading, coating, extrusion, flour uses, etc. In addition, promotion began of the offering of the brand image that industry has started to build collateral around to promote the food and its attributes. Read more about the brand on page 7.

Finally, on July 19, the IFT Cooking Up Science LovePulses Showcase was held. Student competitors from across the globe presented their unique pulse ingredient products to the convention audience and shared the development of their products. For the event, Canada had invited the winners of the Mission: ImPULSEible national championship. The first place student team was offered the chance to present their product at IFT, however, there was a conflict in their schedule and the second place team was invited to attend. This meant that students from the University of Alberta who created BiotaGelata, a gelato type product with beans were on stage in Chicago to share their product and provide samples to taste. The students chatted with processors about their product. Read more about BiotaGelata on page 33. Other products from the global participants included: Bean Jam, Lentil Coconut Cookies, Indian snack foods, and Southwest Street Tacos.

Experts from industry, government agencies, and research institutions provide their unique insights during more than 100 education sessions and 1,000 presentations covering topics ranging from new health benefits, safety, and product innovations to the latest consumer favourites, fears, and trends. For more information about this annual event, visit http://am-fe.ift.org/cms/.
Team Alberta’s BiotaGelata was a rich and creamy addition to the international LovePulses Showcase in Chicago, and sparked several conversations with processors about possible commercialization.

The team achieved a strong second place finish in the national Mission: ImPULSEible competition, and when the Ontario team that placed first couldn’t attend the International Year of Pulses event in Chicago due to a scheduling conflict, Pulse Canada invited the BiotaGelata team to present its innovative product on the world stage.

“This was such an incredible opportunity for the team and such a nice reward for all of the hard work they put in,” said APG Food and Nutrition Coordinator Debra McLennan. “To take a product that is so innovative and showcase that product at an event that is all about food innovation opens up a world of opportunity for this team. I didn’t see any other products at IFT that could take pulses and ferment them like that.”

Seven student teams from six countries across the globe presented their unique pulse ingredient products to the convention audience and shared the development of their products. The student products presented from around the world included bean jam from Swaziland, chips from India, lupin crisps from the United Kingdom, chickpea cookies from Australia and taco dishes from two U.S. teams.

McLennan noted that the Team Alberta offering was unique even on the show floor.

“There were a lot of frozen dessert type items - whether ice cream, ice milk or other frozen products - but there wasn’t anything like what the Alberta team created,” she said. “To me, that highlighted how innovative they were in that product.”

A new flavour of BiotaGelata was unveiled for the LovePulses Showcase. The original Maple Walnut, was joined by Passion Fruit, which was a hit at nationals, as well as the new Raspberry Lemonade.

“It was so good,” McLennan said. “Every time they make a batch, they’re always tweaking. They’ve been approached in a couple of different areas to take BiotaGelata further. They’ve been talking to a lawyer to determine their best option.”

Winning the Alberta Mission: ImPULSEible competition brought with it the opportunity to scale up their product with the Food Processing Development Centre in Leduc, but the Alberta Agriculture and Forestry facility did not have the equipment needed to make gelato. McLennan said that Fiasco Gelato Shop in Calgary, which employs team member Neil, was instrumental in allowing Team Alberta to use their gelato making equipment to perfect the product and to order their supplies through the company supplier.

The BiotaGelata team credits the Mission: ImPULSEible experience with giving them many valuable contacts and experiences.

“Team Alberta presents BiotaGelata in the LovePulses Showcase.

Team Alberta on the IFT show floor.

BiotaGelata samples in three flavours.
Alberta Chefs Day provided new experiences with pulses for culinary experts as they took a journey from farm to fork.

Nine accomplished chefs packed into vans from Edmonton and Calgary on June 7, along with food writers and staff from Alberta Pulse Growers (APG) and Alberta Culinary Tourism Alliance, to learn more about the nutritious and versatile powerhouses to which 2016 was dedicated by the United Nations. Tucked away in coolers, each chef had brought along samples of a new pulse dish that could potentially be sold as ready to eat at grocery stores to be judged by experts at the Food Processing Development Centre (FPDC) in Leduc at the final stop of the tour.

After an early start from the two major centres, the two vans converged at custom farmer Troy Monea’s yellow pea field near Falun in central Alberta.

APG Research Officer Jenn Walker dug up a small pea seedling to show the chefs how the pulses that end up in their kitchen start out. Most of the chefs had never before stood in the dirt as pea plants grew as far as the eye could see.

“Like hanging out with like-minded people and to see how crops look in the ground,” said Brad Smoliak, owner of Kitchen by Brad in Edmonton. “I’ve never seen peas growing in a field like that, and I’m hoping to grow a food industry in Alberta, including food production and processing. There are only four or five plants like the Leduc centre in North America, so we’re very lucky to have that.”

APG Food and Nutrition Coordinator Debra McLennan recommended looking for product of Canada labelling on beans, peas, lentils and chickpeas because the product was likely grown in western Canada.

“There are whisperings of a processing facility being set up in Alberta,” McLennan said. “If we can build that consumer demand, it will push it.”

Walker added: “If we can get pulses used in foodservice and the cool restaurants, there’s an opportunity for that. The world has traditionally sold pulses as a poor man’s protein, but it’s an amazing product you can use in all different dishes and industry has started to notice.”

The chefs had many questions for Walker about how pulses grow in Alberta.

The group also discussed the challenge of obtaining local pulses because there’s been limited domestic demand.

The chefs shared their own experiences with pulses during lunch at the Pigeon Lake Eco Café, where Chef Tim Woods offered beet and
chickpea hummus and lentil flatbread to start.

“I think that pulses don’t get enough credit,” said Melanie Hennessey, Pastry Chef at WinSport in Calgary. “They’re always in the background, and the average home cook doesn’t know how versatile they are. It’s worth getting out there as much as possible to let people know what pulses are available and how versatile they are, such as in pulse flours.”

Sean Cutler, Chef at Calgary’s Chef’s Table, added that International Year of Pulses 2016 is a good opportunity to share the positive message of pulses with more people.

“Pulses are a good alternative to potatoes, but you can do so much more with pulses,” he said. “It’s just knowing how to cook them.”

Andrea Harling, Chef at Calgary’s Made Foods, added: “Pulses are more affordable too. If you could get that message out more, it would help. It’s about education.”

The day’s events culminated in a tour and competition at Alberta Agriculture and Forestry’s FPDC, which opened in 1984. It serves to encourage the growth and expansion of the food and beverage industry in highly competitive domestic and global markets.

The Food Processing Development Centre is a modern, fully equipped pilot plant and product development laboratory facility. It is staffed with experienced food scientists, engineers and technologists. Centre services are designed to strengthen and expand the capability of Alberta’s food processors to meet the challenges of the marketplace through application of new technology and the development of new or improved products and processes. A $10 million expansion for the centre was announced this summer. Last year, the centre had 130 applications for accommodation, and 80 by June 7 of this year.

“There’s a great interest in foods and it’s very exciting for us,” said Wanda Aubee, Director of Programs at FPDC. “We can work with small entrepreneurs and multi-national companies. We have facilities, but it’s the scientific knowledge and expertise of our staff that put the FPDC at a world class level and provide our clients with the support they need to succeed. Each client is paired with a scientific lead. We work with all kinds of commodity groups – obviously we work with pulses.”

The chefs each presented their pulse based fare to be judged by the food scientists for potential to scale-up at the facility for retail sale. The chefs dazzled the judges – and each other – with culinary creations that included Bean-o-ua Salad, Lentil and Coconut Soup, Split Pea Soup and Fried Quail Egg, and Chocolate Cricket Lentil Cookie.
NUTRITION
notes

So what did you do this summer? I was inspired to look at all of the recipes that Alberta Pulse has provided over the years. Pulses have been around for millennia and so have some of our recipes! So what better time than International Year of Pulses to jump into the mixing bowl and develop some brand new recipes! APG has been fortunate to have such great relationships with our other pulse grower groups to be able to borrow recipes from them this past year, but we really wanted to see what it would be like to develop our own recipes with a person or a company based in Alberta - support local I always say! Meeting home economist Sue Spicer of Food by Design at FarmTech 2016 solved this dilemma. Her company develops recipes and tests them, and she has the contacts to organize the photography as well. It's a one stop shop for recipe development, and on top of all that, she knows the nutrition benefits and versatility of pulses. She also has experience working with other Alberta products and understood the story we were trying to tell about Alberta pulses. It didn't take long to get a contract in place and an initial meeting set up to talk turkey, I mean pulses!

Where to start?
New recipes start with recipe development. Sounds simple right? While I like to experiment with recipes as much as the next person, the time involved to think of new recipe ideas and then develop the recipes, test them and photograph the final results meant I needed to find someone who specializes in this sort of thing. I wasn't even sure where to start, but I did know that I wanted to work with a person or a company based in Alberta - support local I always say! Meeting home economist Sue Spicer of Food by Design at FarmTech 2016 solved this dilemma. Her company develops recipes and tests them, and she has the contacts to organize the photography as well. It's a one stop shop for recipe development, and on top of all that, she knows the nutrition benefits and versatility of pulses. She also has experience working with other Alberta products and understood the story we were trying to tell about Alberta pulses. It didn't take long to get a contract in place and an initial meeting set up to talk turkey, I mean pulses!

What kind of recipes do we want?
Answering this question starts with listening to all the feedback gathered in the past year from our consumers, health professionals, educators, chefs, growers and our fabulous APG staff. IYP 2016 also helped with the direction to go with new recipes, with the creating awareness and food security/nutrition consumers, so now salt, sugar, fibre and carbohydrates are added to the list of items to watch. With this list in hand, I met with Sue in April and she shared her initial recipe concepts. From there, she came up with a list of 26 potential recipe ideas. After sharing this list with Leanne Fischbuch (APG Executive Director) and Jolene Watson (APG’s teacher resource liaison), we chose eight recipes that not only sounded tasty, but met most of our new recipe wishes. I could hardly wait for our next meeting in August... would we like the final recipes? Would they taste great? Talk about anticipation!

Food photography and tasting: The fun part!
Road trip! Off to the Food by Design studio in Calgary where Rachel Peterson (APG Communications Coordinator), Jolene and I met photographer Mike Heywood and Sue to finally see and taste our new recipes. So what did I learn from this experience?
Food photography is exhilarating but exhausting at the same time! Who knew it would be so hard to take pictures of eight dishes? Apparently, taking food pictures for print material is more complicated than pictures to be posted on a website, hence the difficulty. It is harder to capture the vibrant colours and feel of a recipe in a print photo compared to snapping a picture and posting it online. How do food bloggers do it? It was great to have Rachel at the photo shoot so she could provide guidance on the type of photos we would need for our different resources, and Jolene provided recipe feedback based on her contacts with the educators who use our resources. After eight fun, but gruelling, hours we had our eight recipes with some yummy photos to go along with them! The reward for making it through the photo session? Tasting all the new recipes! Lucky for us, we only had to tweak two of the recipes to make them even more delicious and then they were ready to go!

Nutrient analysis: The science part!

So the next step once the recipe testing is done is to do the nutrient analysis. Gone are the days where we could put just the recipe in a booklet or on a website! With the ever increasing awareness of health and nutrients, nutrition facts panels aren’t just for food labels in the grocery store. Our recipe users are looking for the number of calories in a serving along with grams of fat, sugar, fibre and protein, and let’s not forget about sodium! It’s hard to develop recipes to meet all the requests of our consumer audiences, so I always try to have a variety of recipes that people can choose from based on the nutrients that they are concerned about. If there is a recipe that is too high in a nutrient, like fat, sugar or sodium, then I look to see if it’s possible to adjust the recipe to help improve the nutrition profile. Sometimes you can and sometimes you can’t, so that’s when you can tell someone that moderation is key and that sometimes it’s ok to treat yourself. With my resource printing deadline looming, I’m racing to finish analyzing all of the recipes!

Sharing the new recipes: How do we do that?

When I started with the Alberta Pulse Growers a year ago, there were 10 paper copy resources plus the website that featured pulse recipes. After taking all these resources with me to a variety of events from diabetes expos, dietitian conferences, food shows and grower meetings and watching what people picked up and took home, I came to the conclusion that we have too many handouts! The most popular resource, really the winner by a landslide was the recipe booklet! It didn’t matter who it was or where I was, everyone took a recipe booklet and if I didn’t have one out, they all asked. The second most popular resource is our website, so that made the decision easy - develop an APG recipe book of our own and put all the recipes on the website. Jolene, my APG go-to contact for teacher resources, told me the teachers like recipe cards, so we’ll make sure we have recipe cards!

Do you have a question about pulse nutrition? I would love to hear from you! You can contact me at debramc@pulse.ab.ca or (780) 986-9398 ext. 6.
FEATURE PULSE RECIPE:
fruity chocolate black bean pudding

This is one of many new pulse recipes featured in APG’s new recipe book, which is expected to be available in early 2017.

Ingredients
3 Tbsp (45 mL) cocoa
½ cup (125 mL) fruit jam (raspberry, strawberry, apricot, peach)
14 oz (398 mL) can black beans, drained and rinsed
1 cup (250 mL) whipping cream
1 Tbsp (15 mL) sugar

Directions
1. In a small saucepan over medium heat, combine fruit jam and cocoa and simmer for 1-2 minutes to cook the cocoa. Watch carefully, and reduce heat if necessary, mixture will burn quickly.
2. Place beans and cocoa mixture in a food processor or whirl with an emulsion hand blender until very smooth.
3. Whip cream with sugar until stiff points form, reserving about ½ cup (125 mL) for topping. Fold bean mixture into cream just until blended. Fill individual serving dishes or layer with fresh berries in a larger bowl, if desired.
4. Chill before serving. Serve with additional whipped cream and berries, if desired.

Nutrition Information
Per ½ cup (125 mL) Serving

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Entry Deadline: December 8, 2016
For more information, visit http://pulse.ab.ca/news/article/2016-pulse-industry-innovator-award
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Zone Meetings

Save the date for an informative meeting happening soon in your zone!

Zone 1
December 5
Taber

Zone 2
November 23
Strathmore
(with Alberta Barley)

Zone 3
November 15
Westlock
(with Alberta Barley and Alberta Wheat Commission)

Zone 4
November 17
Fairview
(with Alberta Barley and Alberta Wheat Commission)

Zone 5
November 24
Vermilion
(with Alberta Barley)

Visit our website for more information on the zone meetings
www.pulse.ab.ca