

STANDARDS

MARKET ACCESS DEPENDS ON GROWERS KEEPING IT CLEAN

Pulse Canada Staff

Market access is imperative to the success of the Canadian pulse industry; more than 85% of Canada's pulse production is exported to feed the world. Canadian pulse exports must meet the standards set by importing countries, including their tolerances for pesticide residues or maximum residue limits (MRLs). That means all parts of the agricultural industry and value chain must pay close attention to these standards as crop protection technology continues to evolve.

An MRL is the highest level of pesticide residue that could be found on a food product when a pesticide is used according to label direction. MRLs are not a safety limit but rather an indication or measure used to ensure pesticides have been applied properly and according to label directions. MRLs are playing an increasingly important role in the acceptance of Canadian pulse crops in our key export markets for three main reasons:

1. Different standards around the world: The fact that there are many different MRL-setting systems currently used in key export markets for Canadian pulses makes it a very complex issue for growers and exporters to monitor and manage. Growers and exporters of Canadian pulse crops can expect a greater number of missing MRLs as more countries move away from the global standard (Codex) to their own country-specific or national MRL lists. Countries that have shifted to national MRL lists may or may not have a clearly defined deferral or default policy for missing MRLs. This is compounded

by the fact that some markets implement a zero or "near-zero" default policy when an MRL is missing from a national list. Zero or "near-zero" default MRLs are very stringent and can add a great deal of uncertainty to Canadian pulse growers and exporters.

- 2. Highly sensitive testing equipment:** In addition to the global misalignment of MRL-setting systems, the potential for detecting residues is increasing. New technology can detect levels close to one part per billion, and in some cases parts per trillion. One part per billion is equivalent to one square in a toilet paper roll stretching from New York to London, while one part per trillion is one second in 32,000 years. These are small numbers but still bigger than a zero default.
- 3. Heightened monitoring:** In addition to testing equipment becoming more sensitive, it is being used more frequently as the technology becomes more affordable.

For all of these reasons, Canada's entire agricultural value chain is focusing more attention on meeting the MRLs set by our key export markets. This is why Pulse Canada is involved in the Keep It Clean program, along with the Canola Council of Canada and Cereals Canada. All three organizations collaborate to provide Canadian growers with the information they need to ensure their crops are market ready. By providing accurate, relevant and timely information, Keep It Clean aims to maintain Canada's reputation around the world as a trusted supplier and keep Canadian agricultural

commodities welcome in all markets. Under the Keep It Clean initiative, the Pulse Value Chain Working Group creates an annual advisory to help pulse growers understand possible marketing restrictions that may arise from using certain crop protection products each growing season. This working group is comprised of provincial pulse agronomists, Canadian Special Crop Association members, Pulse Canada Board members and other industry experts. The process for formulating the annual advisory focuses on the need to balance trade risk with the agronomic importance of the crop protection product to growers.

Pulse Canada encourages all pulse growers to review the 2018 advisory so that we can all do our part in maintaining open markets for Canadian pulses.

As Manager of Market Access and Trade Policy at Pulse Canada, Mac Ross works on behalf of growers, traders and processors of Canadian pulses to bring resolution to a wide range of market access issues that can arise across the 130+ countries that import from Canada, the world's largest exporter of pulse crops. Ross also helps position the industry to get out in front of future trade problems before they occur. As part of that, Ross manages Pulse Canada's involvement in the cross commodity Keep It Clean initiative. Prior to working at Pulse Canada, Ross completed a degree in Agri-Business from the University of Manitoba and worked in the crop protection sector. To learn more regarding the Keep It Clean initiative and the 2018 advisory, please visit www.keepingitclean.ca.

BE AWARE OF

MARKET RISKS ASSOCIATED WITH CROP PROTECTION PRODUCTS

THIS SEASON

Market access is important to the Canadian pulse industry, and growers play a key role in keeping the doors to export markets open. More than 85% of Canada's pulse production is exported to feed the world. Pulse growers are advised to be aware of possible marketing restrictions that may arise from using certain crop protection products this season. Growers are encouraged to review all of the following information before proceeding with their pulse crop management plans. Guidelines for specific products are available on the last page of this document.

**Keep it
Clean!**

IMPORTANT INFORMATION FOR PULSE GROWERS

WHAT ARE THE CROP PROTECTION PRODUCTS TO PAY ATTENTION TO THIS SEASON?

For pulse crop production in Western Canada, products that may pose market risks include diquat (Reglone®), glyphosate (Roundup®), saflufenacil (Heat®), glufosinate (MPower® Good Harvest®), flumioxazin (Valtera™), carfentrazone (Aim®, CleanStart®), benzovindiflupyr (Solatenol®, Elatus™), and chlorpyrifos (Lorsban™ and other trade names).

WHAT ARE THE RISKS OF USING THESE PRODUCTS?

Late-season applications of fungicides, insecticides, or desiccants may result in residue levels found in the seed. Growers must take appropriate risk mitigation steps to ensure product residue remains below maximum residue limits (MRLs) set by regulatory agencies.

Pre-harvest application of glyphosate is of interest for two reasons:

1. Glyphosate use in general and specifically pre-harvest use is under increased scrutiny by segments of the general public.
2. Applying glyphosate when seed moisture content is 30% or above can result in residue levels greater than the maximum allowable limit.

WHAT DEVELOPMENTS HAVE THERE BEEN ON THESE ISSUES SINCE LAST YEAR?

The Canadian pulse industry is working hard to eliminate market access risks. For the crop protection products referenced in this document, growers are advised to be aware of international regulations in order to make the best crop management decisions.

WHAT CAN YOU DO TO MITIGATE RISK?

Ensure product residues remain at trace levels or levels well below accepted maximums by following these steps:



1. DO NOT EXCEED THE PRODUCT'S LABELLED RATE

Application guidelines for individual pesticides are set to allow growers to properly use the product. Guidelines assume that the labelled rate is not exceeded. Exceeding the labelled rate increases the risk of surpassing recognized MRLs and this can have serious consequences in terms of international acceptance of the crop.



2. TIME THE APPLICATION ACCORDING TO THE LABEL

Labels are very specific in terms of crop staging. Follow label instructions and apply crop protection products only at the recommended crop stage.



3. CONSULT WITH YOUR EXPORTER/PROCESSOR ABOUT WHICH CROP PROTECTION PRODUCTS ARE ACCEPTABLE IN INTERNATIONAL MARKETS

Exporters/processors have a good sense of which markets may be sensitive to specific products, and may ask farmers what was used in their crop for more information.



4. CONSULT THE CHART ON THE FOLLOWING PAGE INDICATING MARKET CONSIDERATIONS AND STATUSES FOR SPECIFIC PRODUCTS, OR VISIT WWW.KEEPINGITCLEAN.CA

MARKET CONSIDERATIONS FOR USE OF PULSE CROP PROTECTION PRODUCTS – MARCH 2018 UPDATE

CROP PROTECTION PRODUCTS	PEAS	LENTILS	CHICKPEAS	DRY BEANS	FABA BEANS	COMMENTS
A. Desiccant/Harvest Management Tools						
Glyphosate* (e.g. Roundup)						Consult with your exporter/processor before using this product for certain crops/destinations. MRLs are established in key markets, however MRLs are set at low levels for dry beans in the EU, and all pulse crops in South Korea except for lentils.
Diquat (e.g. Reglone)						Consult with your exporter/processor on pulse crops destined for the US. MRLs are established in key markets but are set at low levels in the US.
Saflufenacil (e.g. Heat)		**				MRLs have been established for all major export markets. This product is not registered for pre-harvest use on green lentils.
Glufosinate (e.g. MPower Good Harvest)						Consult with your exporter/processor before using this product. MRLs are established in the EU and Japan, but not in the US or at CODEX.
Carfentrazone (e.g. Cleanstart, Aim)						Consult with your exporter/processor before using this product. MRLs are established in the EU, US and Japan, but not at CODEX.
Flumioxazin (e.g. Valtera)						Consult with your exporter/processor before using this product for certain crops/destinations. MRLs are established in key markets, however MRLs are set at low levels in the EU.
B. Other Crop Protection Products						
Chlorpyrifos Insecticide (e.g. Lorsban, other trade names)						If applied according to label rates early in the crop year at vegetative stage or during flowering, there is no need for caution. In cases of later-season application during pod development or seed fill to maturity (e.g. for late-season grasshopper control), consult with your exporter/processor.
Benzovindiflupyr Fungicide (e.g. Elatus, Solatenol)						For beans and peas, MRLs have been established for all major export markets. For chickpeas, lentils, and faba beans, CODEX MRLs have not been established. If applied according to label rates and only early in the crop year (e.g. single application at 0-20% flowering,) there are no export marketing issues. For chickpeas, lentils, and faba beans, do not apply later than the 20% flowering stage.
	No marketing issues.					
	Know your market. There is at least one market where MRLs are not established. Consult with your exporter/processor.					
	No marketing issues association with early application. If late application during pod development or seed fill to maturity (e.g. for late season grasshopper control), consult with your exporter/processor.					
	Do not use after 20% flowering.					
	Not registered. Only use registered product.					

*Pre-harvest application of glyphosate is of interest for two reasons: 1. Glyphosate use in general and specifically pre-harvest use is under increased scrutiny by segments of the general public concerned with several components of modern agricultural systems. 2. Unlike many products applied in fall, applying glyphosate when seed moisture content is 30% or above can result in residues greater than the maximum allowable limit.

**This product is not registered for pre-harvest use on green lentils.