

# THE PULSE newsletter



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## MARKET UPDATE

As I am writing this update on August 16th, harvest has been well underway for about two weeks in Southern Saskatchewan for lentils and field peas. The dry conditions during the growing season has the initial yield below the long-term average for most growers. These dry conditions have helped the quality to remain above average with most peas and lentils grading No. 2 or better.

Demand has been limited as buyers continue to receive cheaper offers from the trade. This is not the news everyone would like to hear, including myself as I farm with my family in the Moose Jaw and Swift Current areas.

In my opinion, it will take another year to clear up the oversupply we have accumulated in Canada, the USA and the Black Sea Region.

Geo-political issues are not helping matters much. Iran, a major buyer of Laird lentils, has a crisis with their currency devaluation of nearly 50%. Turkey's Lira also devalued by 25%. India is intent on banning import and/or using duties to limit access to this market.

By Greg Simpson, Pres/CEO, Simpson Seeds Inc





# BARRIERS TO MARKETS

## DEMAND FOR GLYPHOSATE FREE CROPS

Ten years ago, consumers were not concerned about glyphosate and gluten.

Gluten free markets have grown to the extent that every restaurant menu has some form of a gluten free option. The challenge for us as exporters is finding supplies of lentils that are generally grown on land that has not had a prior use of wheat or barley. We do have the ability to remove wheat from most large seed lentils but this proves to be more difficult with wheat and barley in small seed lentil.

The demand for glyphosate free lentil, pea and chickpea are growing. The “fake news” about glyphosate being bad for your health has not been proven conclusively. The problem is consumers in countries such as Italy are demanding that their food be free from glyphosate.

Access to markets is even more important now that we have more competition from the Australia, the USA and the Black Sea region. My recommendation is to review how you handle your pulses. Maybe take the time to clean your combines, truck, grain conveyors, storage bins and trucks after handling cereals. When you consider desiccants, we recommend Reglone over glyphosate.

As a HACAPP certified ISO22001 certified company, we are considering testing deliveries of pulses to make sure that the residue levels do not exceed 10 parts per million. These tests are expensive, but nothing compared to dumping a full container into the city dump at the country of destination.



# WHAT'S NEW AT SIMPSON SEEDS?



**ORGANIC CERTIFIED** – we are very close to having our company certified Organic. We are just a couple steps away from completing the process. We are looking to buy some organic lentils to put through the plant to finalize our audit.

**KABULI CHICKPEAS** – with the increase in production of Kabuli we will now be buying Kabuli chickpeas, especially if the chickpeas have not been desiccated with glyphosate.

**WHEAT** – we are buying durum and HRS wheat.

**GREEN/YELLOW PEAS** – we have been developing more markets for peas. Our customers want smooth round varieties with no dimples, little or no splits and fast cooking times.

## WE HAVE ENCLOSED SOME SAMPLE BAGS FOR YOUR USE.

THANKS FOR ALL YOUR SUPPORT AND LOOK FORWARD TO MARKETING YOUR CROPS IN 2018/2019.