



*THE PULSE AGRONOMY NETWORK  
PARTNERSHIP WITH INDUSTRY*



## **PAN - All Pulse Bulletin #16 – November 5<sup>th</sup>, 2009**

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### **Contracting Pulse Crop Production**

Given the weather across the prairies this past summer, with hail and drought and excess moisture in various regions, and the fall that left some crops out in the field, it is evident that there are risks associated with producing any crop. Those risks include both production uncertainties and pricing risks and markets fluctuate based on the global supplies and demands. A contract provides for a market outlet and helps assure that producers receive an acceptable price. As with all legal documents, producers need safeguards to reduce their financial risk.

Producers should ensure that the dealer/processor is a reputable business partner and that they both understand and agree to the terms and conditions of the contract. Organizations including the Alberta Pulse Growers Commission (APG), Saskatchewan Pulse Growers (SPG), Canadian Special Crops Association (CSCA) and the Canadian Grain Commission (CGC) help to provide lists of licensed dealers on their websites. The CSCA and SPG have worked to develop templates for deferred delivery, production and standard conditions contracts for buyers and sellers to use as guideline to compare terms. Standardized contract templates are available for download at:

<http://www.saskpulse.com/selling/index.php?page=99>

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### **PMRA Update – Vitaflo 280**

Vitaflo 280 seed treatment URMULE for lupin and fababean has been with PMRA for a number of years. PMRA is currently unable to proceed with the request as one of the active ingredients in Vitaflo 280 is currently still under active re-evaluation. APG will continue to monitor this request and provide an update if there are any changes.

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### **Agriwebinar – Informative, Insightful, Inspiring**

10/28/09 (Ottawa, ON) – More than 6,000 people can't be wrong. In the last five years, over 6,000 farmers and agribusiness professionals have joined the Agriwebinar series and gained valuable insights into the industry.

Since 2004, the Agriwebinar series, offered by the Canadian Farm Business Management Council (CFBMC), has hosted over 60 sessions that brought the experts and latest issues and ideas into

the homes and offices of those working in agriculture. The 2009-2010 year promises to continue that tradition.

“We are pleased to see so many people getting value from this series and we are proud that we can make it so convenient for them to join us online to speak with some of the leaders in our industry,” says Kay Grulich, title, CFBMC. “This year the series will cover a wide variety of topics and the speakers we will hear from reflect the diversity in the industry.”

The new series of webinars will offer more of the insight and information participants have come to expect in previous years. Some of the topics include:

- Global agricultural outlook
- Energy and environmental stewardship
- Agri-tourism
- Organic farming
- Stress management
- Succession planning
- Beef marketing

The first speaker this year will be agricultural economist, Dr. David Kohl, professor emeritus from the University of Virginia. He will kick off the series on **Monday, November 9** with the global outlook for agriculture in 2010 as well as a glimpse further into the future. With decades of experience in agriculture in both Canada and the US, Dr. Kohl will offer valuable insights into the business of farming.

The sessions run every Monday (with the exception of breaks in December and February) at 12pm EST from November 9, 2009 to March 15, 2010. The full schedule of sessions is available online at [www.agriwebinar.com](http://www.agriwebinar.com). Archived sessions will be available on the website as well for future reference.

The presentations are 40 minutes in length, followed by a 20 minute question and answer section which allows the participants to focus on areas important to them. The sessions are also offered with simultaneous translation into French.

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## Coming Events:

### **Agri-Trade 2009**

**November 11 – 14**

9 am – 5 pm daily

Westerner Park, Red Deer

Mark your calendar for the upcoming Zone Annual General Meetings. Please pre-register for Zone AGMs by November 13<sup>th</sup> (for Zone 2, 3 and 5) and November 27<sup>th</sup> (for Zone 1 and 4) for a chance to win **FREE ADMISSION** to FarmTech 2010. Call APG @ 1-877-550-9398 or email [office@pulse.ab.ca](mailto:office@pulse.ab.ca)

**Zone 1 December 7, 2009**

Time: 9:30 am Registration  
Luigi's in Taber  
Contact: Elizabeth Tokariuk  
403-345-6550  
email: [conservation@platinum.ca](mailto:conservation@platinum.ca)

**Zone 2 November 16, 2009**

Time: 9:00 am - 4:00pm  
Three Hills Community Hall  
In Cooperation with Alberta Barley  
Producers Commission and Alberta  
Canola Producers Commission  
Contact: Gerry Good 403-337-2212

**Zone 3 November 18, 2009**

Time: 11:30-4 Includes Lunch  
Alberta Room, Westlock Legion Hall  
Contact: Cliff Cyre 780-349-4775

**Zone 4 December 4, 2009**

Time: 9:30 am Registration  
Sexsmith Civic Centre  
In Cooperation with Alberta Canola  
Producers Commission  
Contact: Linda Schmidt 780-836-2107

**Zone 5 November 17, 2009**

Time: 9:00 am-4:30 pm  
Vegreville Social Centre  
In Cooperation with the Alberta  
Canola Producers Commission  
Contact: Wayne Wascherol  
780-853-9467

**Alberta Pulse Growers Commission  
Annual General Meeting**

1:00 pm, January 28, 2010  
Mayfield Hotel Inn, Edmonton  
Contact APG office for details  
780-986-9398  
1-877-550-9398

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**Previous PAN Bulletins**

View Previous PAN Bulletins at:

<http://www.pulse.ab.ca/ForProducers/Publications/PulseAgronomyNetwork/tabid/125/Default.aspx>

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