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**RUDY**  
*Agro*

*Always on the grow.*

## 2019 Organic Marrowfat Peas

### Contracting Program

#### **The Market**

Last year we spoke about 2017-18 being a challenging year for pulses. The key phrase for 2018-19 is going to be volatility. Conventional markets continue to be negatively affected by the export bans into India. Organic markets, although not directly affected, are impacted by these conventional markets.

The 2018 crop was our first commercial launch of the Organic Marrowfat Pea (MFP) program in North America. This has been successful to date and we are looking for an expanded program for the 2019 crop.

Our challenge is to increase the production of good quality organic MFP to meet the demand requirements of this new and increasing market. Thanks to all who have participated the last three years, we continue to gain a lot of experience and production tips that help ensure collectively that we can meet this goal, as well as provide solid returns for growers.

#### **Production**

The agronomics of MFP are similar to those of green or yellow peas when it comes to production. There have been significant improvements over the varieties we grew 15 years ago, which were long-vined and prone to powdery mildew. The newer lines that Rudy Agro Ltd. (RAL) is working with are from Limagrain in Holland, licensed exclusively to RAL. Yield disadvantages to yellow or green peas that used to be around 25% have now narrowed to approximately 10% or less, and we now enjoy semi-leafless varieties that are Powdery Mildew resistant. RAL has access to what are the strongest MFP genetics in the world. We are happy to make these available to our growers and together build a strong Marrowfat Pea export program.

#### **The Program**

For the 2019 crop RAL is offering total production contracts featuring:

- ◆ Delivery of the entire crop in the fall within 10 days after receipt of the harvested sample, to allow for chemical testing, with payment within 10 days of delivery;
- ◆ A fixed contract price of \$23.00/bu FOB farm on whole peas grading RAL #2 or better, with \$12.00/bu paid on splits.



## Organic Marrowfat Peas

### Grading

MFPs are subject to the same grading factors as green peas in terms of bleach, stain/damage, and crack seed coats. However the tolerance for bleach is much higher than that of green peas. This together with RAL's support throughout the growing season, and fall timing, will help to ensure you receive a #1 grade for your production. When mother nature decides to provide a #2 grade, RAL is well equipped with color sorters, as well blending capability with the rest of the program, to maximize value on your production.

MFPs aren't recognized by the Canadian Grain Commission, so RAL has the following in-house grades utilized by both the buyers as well our growers. Following are the grade parameters:

- ◆ **Bleach:** In order for a kernel to be deemed bleach, the seed coat must be removed and at least 1/3 of the cotyledon will need to be white, or "bleached" in appearance. Bleach is only a grading factor; there is no deduction for the bleach percentage;
- ◆ **Stained/Damage:** Kernels with dark spots, covering greater than 5% of the kernel will be deemed stained/damage. This percentage is paid at the daily bid price for feed peas at the time of delivery;
- ◆ **Cracked Seed Coats (CSC):** Any seed coat that is cracked, and when roughly rolled between the fingers breaks apart will be considered CSC. This percentage is also deducted and added to the splits/feed component. MFP have a tough seed coat and provided they are harvested at 14-15% moisture, growers will enjoy low CSC percentage upon delivery.
- ◆ **Earth Tag:** Earth tag is caused by attempting to harvest the peas at too high moisture, or when the accompanying weed mass hasn't had enough time/heat to properly dry down. As the peas pass through the combine, moisture from the weeds is squeezed onto the peas, and dust from within the combine then sticks to the peas, causing earth tag. Essentially no level of earth tag is acceptable in the end sample. Earth tag can be managed at harvest.

RAL has established two grades for Marrowfat Peas:

#### **RAL #1**

- Maximum 20% Bleach at time of delivery
- Maximum 1% Stained/Damaged
- Maximum 5% Cracked Seed Coats

#### **RAL #2**

- Bleach in excess of 20% to a maximum of 60%
- Maximum 5% Stained/Damaged
- Maximum 10% Cracked Seed Coats

#### **RAL #3**

Number 3 peas are those that don't fit into either the #1 or #2 categories. These lots are looked at on an individual basis to find the best market opportunity for the crop, or additional processing color sorting to ensuring the crop is marketable.



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### Harvest

MFPs can be swathed green in order to assist with preserving their green colour and speeding up harvest. RAL staff will visit the fields during the growing season as well as in the fall to gauge harvest timing. In addition we have found photos to be a good tool in further assisting growers in the proper timing for cutting of the crop to maximize both quality and yield. Just a note that the residue after harvest can be windrowed and generally makes for excellent organic feed once bailed, if there is organic feed demand in your area.

### Seed

For 2019 Rudy has In-House RAL Certified conventional MFP planting seed at a cost of \$18.00/bu FOB RAL.

The seed is carried interest free and payment isn't due until delivery in the fall, or by October 31, 2019.

If you're looking for an organic pulse rotation for 2019, and increased profitability combined with great delivery and cash flow, this is it!