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RUDY
Agro

Always on the grow.

2021 Marrowfat Peas

Contracting Program

The Market

Marrowfat Pea (MFP) markets have been firm in 2020, which is good news as many destinations were unsure given the current global situation on what the actual demand would be. We expect this market to continue firm into 2021-22 with slightly increased demand for Canadian Marrowfat Peas. A few of the positive factors that will benefit Canadian origin in 2021 are:

- ◆ The UK has now had three difficult years with respect to yields and quality due to continued wet weather. Growers are losing interest in peas as a result, and similar to Canada they have other options that perhaps have less risk in the current production environment;
- ◆ Canada signed the TPP (Trans Pacific Partnership) with Japan as discussed last year. As a result, we continue to enjoy reduced tariffs into Japan over the UK, which assists in keeping us very competitive.
- ◆ Pulse markets, including peas, have firmed in North America in Q3/Q4 of 2020. This assists greatly for us to maintain the current premiums for Marrowfat Peas.

We anticipate Canadian acreage will increase by 15 to 20% in 2021, and we're comfortable that the market is going to be able to utilize this additional volume in 2021-22.

Quality is always an important factor in this market, so is important that growers are using good seed varieties that the market is asking for, and growers need to manage this as a niche program on their farms in order to maximize value. For 2021-22 we see a price ranges of \$12 to \$14 per bushel for next year's crop on our pool projection for #2 RAL MFP.

Production

Agronomically, MFPs are similar to green or yellow peas. 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 Rudy Agro Ltd. (RAL) is working with are from Limagrains 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, and we are happy to make these available to our growers, and together build a strong MFP export program.



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Marrowfat Peas

The Program

RAL's contracting program offers flexible pricing and delivery options for your crop:

- ◆ **Pooled Contracting:** We are pleased to continue with a pooled contract for 2021-22. You can elect to pool 100% of the crop that you produce whereby RAL commits to taking delivery of the crop no later than July 31 the following year. With a pooled contract growers enjoy steady movement throughout the crop year, and on average a third of the crop moving by each of December, March, and June. You will receive an initial price for your delivery of approximately 80% of where we anticipate the pool to end up at year-end, with the final prices achieved by RAL calculated at year-end (August 31). Final prices will be established and payments will be in growers' hands by September 15.
- ◆ **Fixed Price Option:** If you prefer to have a portion of your crop price fixed, you can price up to the first 15 bu/acre at the daily new crop bid (check with RAL staff) delivered to RAL. The fixed quantity on the contracts will be taken into RAL no later than December 30 of each year.

Grading

MFP are subject to the same grading factors as green peas in terms of bleach, stain/damage and cracked seed coats. However the tolerance for bleach is much higher than that of green peas. RAL's support throughout the growing season, as well as 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 and blending capability with the rest of the program to maximize value on your production.

Because MFPs aren't recognized by the Canadian Grain Commission, the following in-house grades are utilized by the buyers, as well as our growers. Following are the grade parameter:

- ◆ **Bleach:** In order for a kernel to be deemed bleached, the seed coat must be removed and at least 1/3 of the cotyledon white, or "bleached", in appearance. Bleach is only a grading factor; there isn't any 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 so provided they are harvested at 14-15% moisture, growers will enjoy low CSC percentage upon delivery.
- ◆ **Earth Tag:** This is caused from 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, 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, which can be managed at harvest.



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RAL has established three grades for MFPs:

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 max 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 ensure the crop is marketable.

Harvest

MFPs can be desiccated with diquat and then straight cut or can be swathed green and placed in a windrow for 10 to 14 days and then picked up with conventional equipment. This flexibility allows them to be grown on virtually any farm.

Seed

For 2021 RAL has In-House RAL certified marrowfat pea planting seed at a cost of \$17.00/bu FOB RAL. As it is our intention to have you continue with this program for future years, after your seed purchase the first year you can do a seed trade in subsequent years for \$2.00/bu with our own production. RAL continues to fund its own seed multiplication, and directly funds a breeding program on your behalf.

There are no additional seed charges for access to the genetics that we offer to our growers; rather this program is actually funded by our end users, to ensure that you as growers continue to have the best genetics available.

If you're planning to grow yellow or green peas in 2021, be sure to talk to RAL regarding contracts for Marrowfat Peas and look at the increased profitability that this program continues to extract over that of yellow or green peas.