

The header image features a background of a green field with a large center pivot irrigation system under a bright, hazy sky. On the left side, contact information for Rudy Agro Ltd. is listed. In the center, the company logo is displayed, consisting of the word 'RUDY' in a bold, green, blocky font with a white outline, and 'Agro' in a black, cursive script font below it, with a small green plant sprout to the right. To the right of the logo, the tagline 'Always on the grow.' is written in a white, italicized serif font.

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Always on the grow.

2023 Marrowfat Peas

Contracting Program

The Market

The Marrowfat Pea market continues firm this fall and is expected to continue well into 2023-24. New Zealand encountered harvest problems with their 2022 crop harvest this past January. Normally New Zealand would harvest 2500 to 3000 mt of MFP, however production was 65 to 70% lower due to excessive rains at harvest. Canadian yields have enjoyed a return to levels 85% of average, and the UK is reporting their 2022 harvest to be 80% of average.

UK and Canada both experienced a reduction in 2022 pea acreage due to competition from wheat and canola. This has resulted in a strong market for 2022 crop MFP that will carry into 2023-24 preplant demand.

For 2023-24 we are currently projecting price ranges of \$20 to \$24 per bushel for Marrowfat Peas.

Production

Agronomically, MFP are similar to that of green or yellow peas in terms of production and handling. The newer lines that Rudy are working with are from Limagrain in Netherlands, licensed exclusively to Rudy Agro Ltd. Yield disadvantages to yellow or green peas that used to be around 30% have now narrowed to approximately 15%, and we now enjoy semi-leafless varieties that are powdery mildew resistant.

Rudy Agro Ltd. (RAL) combines the strongest genetics with 30 years of production experience on our team, working alongside you in the field from the start of the crop (fall of 2022) through to next year's harvest.

For irrigated production, RAL further assists growers with weekly water management schedules for your crop. We also provide probing and scouting as required/requested for our contracted production, as we are invested in your crop.



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 2022-23. 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 20 bu/acre (dry land) or 40 bu/acre (with irrigation) at the daily new crop bid (check with RAL staff) delivered to RAL. **For 2023, RAL is accepting the fixed portion of your production off-combine at harvest together with prompt payment for your production**

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. This, together with RAL's support throughout the growing season and our assistance with harvest 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 Marrowfat Peas don't have their own grading standard with the Canadian Grain Commission, we have developed the following in house grades that the buyers have adopted and agreed to:

- ◆ **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 two 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. We have not had any #3 production the last three seasons.

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 allows them to be grown on virtually any farm. Swathing is preferred for retaining color and there is a premium of \$0.50/bu for swathed production versus straight cut (regardless of harvested grade).

Seed

For 2023 RAL has In-House RAL certified marrowfat pea planting seed at a cost of \$26.00/bu FOB RAL in the spring, or \$24.00 if paid by December 31, 2022. It's 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 \$2.50/bu plus and exchange of your production. RAL continues to fund its own seed multiplication, and directly funds a breeding program with Limagrain 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 we continue to offer the best genetics, keeping MFPs viable compared to other pea rotations.

If you're planning to grow yellow or green peas in 2023, we look forward to further discussing Marrowfat Peas to see if it's a good fit for your farm in 2023.