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RUDY
Agro

Always on the grow.

2024 Marrowfat Peas

Contracting Program

The Market

Marrowfat Peas (MFP) have continued firm from the 2022-23 crop highs. The Canadian 2023 dryland MFP crop was affected again by drought in the southwestern regions of the province, and the United Kingdom experienced another difficult year in terms of their quality (higher bleach). This has created further opportunity in Canada for growers who are producing on irrigation or areas that received moisture and were able to produce an average crop.

The MFP market has continued firm this fall despite the reduction we are seeing in other commodities. This fall the preplant MFP price for 2024 is only down around 8% at this time for current 2024 production contracts.

Canada remains very price competitive compared to the UK and New Zealand and although globally the market size for MFP isn't changing, buyers are increasing the percentage of Canadian origin in their purchasing plans due to the UK production issues the last few years.

For 2024-25 we are projecting price ranges of \$20 to \$24 per bushel for RAL #1 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. We now also have three new lines available to us from the CDC in Saskatoon. These lines are all licensed exclusively to Rudy Agro. We invest in these annually to keep the varieties competitive for our growers and of interest to our end use partners. 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 2023) 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.



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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 2024-25. 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 2024, Rudy Agro is expanding our "off combine" delivery program, with prompt payment for your production. This option is available for \$1.50/bushel under the current fixed price being offered for September-January delivery.**

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 maximum of 60%
- Maximum 5% Stained/Damaged
- Maximum 5% Cracked Seed Coats
- Ideally Bleached Peas hold their value provided CSC remains low and harvested moisture is closer to 16%.

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 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

We have been working to increase plant counts to a minimum of 6.5 plants per square foot as a target population. Our various seed lots have different germinations and kernel size per 100 grams based on location grown and if irrigated or dryland production. These variables all change the required seeding rates. Rudy Agro therefore offers in-house certified seed at the cost of \$130.00 per acre treated with VitaFlo and BioDyne based on 6.5 viable plants per square foot. On average, a planting rate of 4.4 bushels per acre is required to achieve the 6.5 plants. If you prefer to plant 10% heavier, more seed can be allocated and the cost will increase to $\$130 \times 10\% = \13 or \$143.00 per acre, and likewise if you prefer to reduce by 10% then a similar adjustment will be made.

You will receive planting seed for the contracted acreage and the seed cost will be billed on the contracted acreage amount; i.e. if your seeding rate is light and you end up with 10% additional acres, you will only be billed on the original target acreage. As well if you seed heavy and end up with less acres, your seed will be billed based the original contracted acreage.

If you're planning to grow yellow or green peas in 2024, we look forward to further discussing Marrowfat Peas to see if they are a good fit for your farm.