

GMustard Grower

Mustard is a Must

Winter Edition 2015

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Chairman's Message

by Richard Marleau, Chair SMDC

I am penning this update in mid to late November several days after the recommended submission deadline, all for a good reason of course: the weather. Harvest started in a somewhat reasonable time at the end of August, but rain delays meant harvest went into late October. Then, my farm experienced what I would call an Indian summer in the first part of November which allowed for some catch up outdoor work. Hence, my writing of this message commenced after some friendly reminders from our office staff. And as a friendly reminder to fellow growers, I suggest if you haven't checked your bins for temperature and spoilage that you do it soon as there have been several reports of hotspots/heating in stored oilseeds this year, likely due to growing and harvest conditions.

Now onto some organizational points.

There were no nominations received for the vacant director position which means the board can appoint a director until the next scheduled election. Some individuals have expressed interest in being appointed to the board and if you would like to explore the option, please contact myself or any other director indicating your interests.

The SMDC board of directors is pleased to continue to retain under contract for the next two years the services of Kevin Hursh and Adele Buettner and their associated staff.

The improved old and new crop mustard pricing opportunities are positive for growers. I attended the Saskatchewan Oilseed Growers meeting in Rosetown on November 19th and was pleased to see and hear the interest in growing mustard for the coming year. To give you an idea of the uptake of the meeting, I would say that there were just over 60 people in attendance, probably half of which were growers and the remainder industry reps.

During Kevin Hursh's presentation, he asked how many growers grew mustard and close to ten hands went up. When Kevin asked how many growers who aren't growing mustard this year were considering growing mustard in 2016, about five hands went up, so there is new interest building in the mustard industry. But with the high new crop pulse price contracts available and field selection issues for mustard production, any expansion in mustard acres may be somewhat restrained.

Finally, I would like to encourage you to attend the AGM January 14th, 2016. The speakers booked for the meeting will be informative and will share strategies to help improve profits now and into the future. The AGM is an excellent place to put a face to the voice of the person who is purchasing your mustard and exchange information with researchers who are working on projects to improve your bottom line.

All the best for 2016!

Mustard on the Menu

Make-Ahead Party Cheeseball

4 oz (125 g)	light cream cheese
¾ cup (175 ml)	shredded medium cheddar cheese
2 tbsp (25 ml)	Dijon mustard of your choice (dill, bacon, etc.)
¼ tsp (1 ml)	paprika
¼ tsp (1 ml)	garlic powder
½ tsp (0.5 ml)	cayenne pepper
2 tsp (10 ml)	white wine
½ cup (75 ml)	finely chopped unsalted peanuts

1. In bowl, using fork to mix, cream together cream and cheddar cheeses, mustards, paprika, garlic and cayenne.
2. Add white wine, tsp (5 ml) at a time, mixing well.
3. Place in refrigerator for 10-15 minutes to firm up
4. Place peanuts in small bowl. Form cheese mixture into ball. Roll in peanuts to coat.
5. Wrap well with plastic wrap.
6. Refrigerate up to 2 weeks.

Per serving (72.99 g): 267.30 Calories, 10.28 g protein, 5.24 g carbohydrate, 1.01 g fibre, 1.74 g sugar, 22.17 g fat, 12.37 g saturated fat, 0 g trans fat, 52.25 g cholesterol, 385.45 mg sodium.

*This recipe appears in the new **Mustard Makeovers & More** cookbook.*



Mustard Day

Thursday, January 14, 2016

during Crop Production Week
Ballroom C, Saskatoon Inn

\$20 registration at the door

No charge for registered mustard producers

8:30 a.m.	Registration
9:00 a.m.	Chairman's Address Richard Marleau
9:15 a.m.	Progress on Herbicide Tolerance in Mustard Daryl Males, M21 Canada Inc.
9:45 a.m.	Potential Registration of Authority for Mustard Mitch Long, FMC Canada
10:15 a.m.	New Mustard Production Manual Barb Ziesman, Provincial Oilseed Specialist Kevin Hursh, Sask Mustard Executive Director
10:45 a.m.	Coffee
11:00 a.m.	Improved Varieties on the Horizon Bifang Cheng, Mustard Breeder, AAFC
11:30 a.m.	Putting Mustard on the Map Adele Buettner, Sask Mustard General Manager
12:00 p.m.	Lunch
12:45 p.m.	Annual General Meeting
1:15 p.m.	Carinata Contract Program for 2016 Steve Fabijanski, Agrisoma Biosciences
1:45 p.m.	Mustard Market Outlook Chuck Penner, Leftfield Commodity Research

Do you have a story idea for the next newsletter, or an opinion on the mustard industry, or a great mustard recipe you want to share?

Please contact us at 306-975-6629 or email us at info@saskmustard.com.

Upside Possible but Record Prices Unlikely

Chuck Penner of Leftfield Commodity Research will provide a market outlook presentation at the Sask Mustard annual meeting on January 14. Here's how he sees the current market situation.

There's been a lot of uncertainty in the mustard market about 2015 production and supply estimates. This isn't a new problem, especially for mustard. StatsCan can only survey a limited number of mustard growers and some of those responses can be a little "creative". On top of that, StatsCan has stopped issuing ending stocks estimates for minor crops like mustard.

In its final crop report of the year, Sask Ag estimated the mustard yield at 1,029 pounds per acre, well above StatsCan's October estimate of 731 pounds per acre. That 300 pound yield difference works out to roughly 20,000 tonnes for the 2015 crop. In most years, that's not going to make or break the mustard market but with tight supplies, it could be a big deal in 2015/16. In early December, StatsCan will issue its final 2015 production estimate which may answer some questions.

When crop numbers are sketchy, price behaviour becomes the most reliable yardstick about market conditions. Price signals are clearly indicating supplies are low. At the time of writing, yellow mustard bids are in and around C\$50 per cwt while oriental is in the mid-40s and brown is in the mid-30s.

It's worth noting though, that over \$10 per cwt of the yellow mustard price is due to the weak Canadian dollar. When viewed in terms of US dollars, the yellow mustard bid is still trying to recover back to the 2014 highs, not really a runaway market yet.

In a rallying market like this, the most frequent question seems to be how high the market can go. If we look at the price chart below for historical precedent, the \$60 mark jumps out as a possible high, at least for yellow mustard. We need to remind ourselves

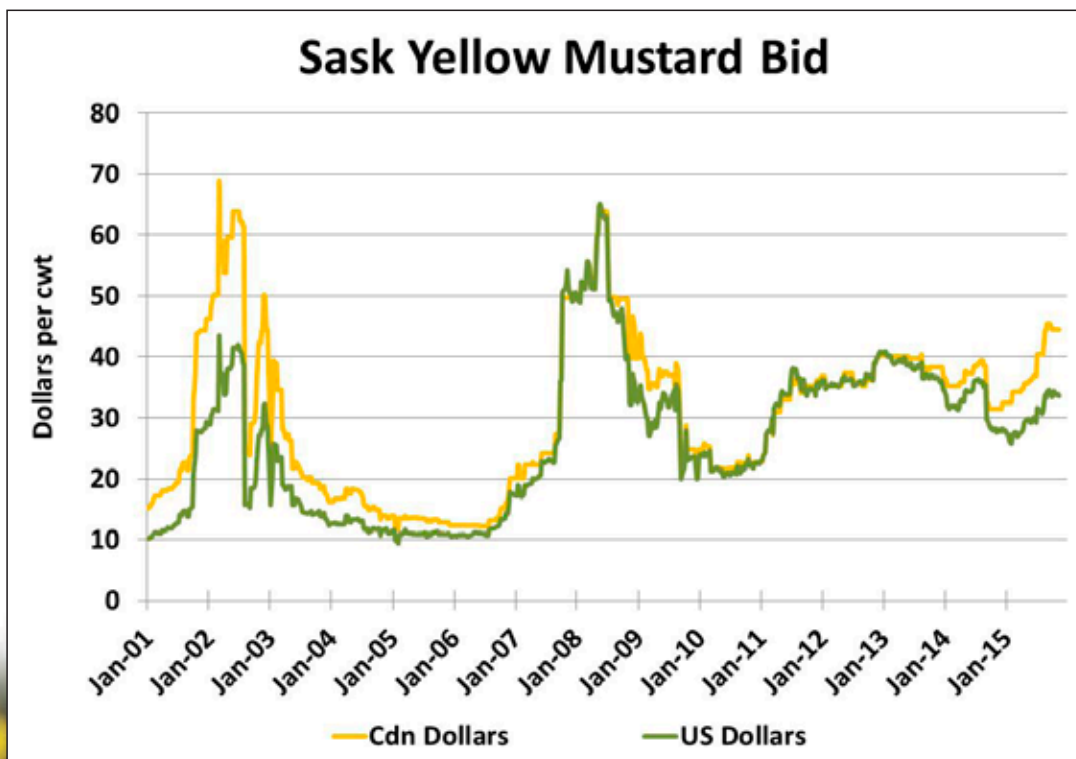
that the highs hit in 2001 and 2008 weren't just driven by the Canadian situation, but were also spurred on by an extreme shortage of mustard seed in Ukraine and Russia, two other key exporters.

Using those two benchmark years to predict the possible upside for 2015/16 is difficult but there are some helpful clues. We don't expect a repeat of the 62-cent Canadian dollar seen in 2001/02. Even if the yellow mustard price gets up to the US\$42 level seen back in 2001, the possible upside (based on a 75-cent dollar) would be roughly C\$55 per cwt. We also don't expect to see a repeat of the situation from 2008/09 because Black Sea supplies are much more comfortable this time around.

Clearly however, there are serious enough concerns about Canadian

supplies that new-crop bids already started showing up in October. New-crop contracting that early in the crop year is unprecedented and indicates the desire to lock in acres for 2016. Profitable bids of \$40 for yellow, \$35 for oriental and \$32 for brown are already showing up.

The mustard outlook remains very strong, but will have difficulty reaching the historical highs that some growers may be looking for. That said, prices will remain firm for the remainder of 2015/16 and could climb a little higher yet.



New brown and oriental mustard (*Brassica juncea*) variety registration

Bifang Cheng

Agriculture and Agri-Food Canada – Saskatoon Research Centre

One brown mustard variety, AAC Brown 100 (experimental line name: B474DH71), and one oriental mustard variety, AAC Oriental 200 (experimental line name: O60DH17), were registered in 2015. Both AAC Brown 100 and AAC Oriental 200 were developed at the Saskatoon Research Centre, Agriculture & Agri-Food Canada.

AAC Brown 100 was assigned registration number 7799 by the Variety Registration Office (VRO), Canadian Food Inspection Agency (CFIA) on September 25, 2015. Based on the evaluation in the preliminary yield trial (2012) and Co-op Mustard

Test (2013–2014) in western Canada (Table 1), AAC Brown 100 has significantly higher (16.3%) yield than the check variety Duchess, is resistant to white rust races 2a and 2v, and has a similar level of blackleg resistance as the check variety Amigo. AAC Brown 100 has significantly lower oil content (34.79%), higher protein content (30.79%) and larger seed size (3.63 g/1000 seeds) than Duchess (oil content: 35.92%; protein content: 29.46%; seed size: 2.73 g/1000 seeds). It has higher but not significantly different chlorophyll content (7.1 mg/kg seed) than Duchess (5.8 mg/kg seed). AAC Brown 100 is well adapted

to all mustard growing areas of western Canada.

AAC Oriental 200 was assigned registration number 7834 by the VRO, CFIA on October 23, 2015. Based on the evaluation in the preliminary yield trial (2012) and Co-op Mustard Test (2013–2014) in western Canada (Table 2), AAC Oriental 200 has a higher (6.5%) yield than the check variety Cutlass and significantly lower oil content (36.98%) than Cutlass (38.84%). AAC Oriental 200 has similar levels of blackleg and white rust resistance as Cutlass and is well adapted to all mustard growing areas of western Canada.

Table 1. Agronomic performance of AAC Brown 100 in the yield trial (2012) and Co-op Mustard Test (2013–2014)

	Yield		Seed Weight	Fixed Oil	Protein	Allyl GSL	But GSL	Seed Colour	Distinct Green	Chloro	Height	Maturity
	kg/ha	% check	g 1000 ⁻¹ s	% whole seed		μ g ⁻¹ seed	μ g ⁻¹ seed	WI E313	%	mg kg ⁻¹	cm	days
Duchess (check)	1960	100.0	2.73	35.92	29.46	93.3	0.4	-3.41	0.7	5.8	115	95
Centennial Brown	2140	109.2	3.14‡	33.98‡	31.01‡	107.0‡	0.7	-1.96‡	0.3	3.7	122‡	93†
AAC Brown 100	2270‡	116.3	3.63‡	34.79‡	30.79‡	128.8‡	4.7‡	-2.09‡	0.7	7.1	122‡	94
S.E.	92		0.06	0.29	0.25	2.80	0.41	0.39	0.57	1.07	2.14	0.70
L.S.D. (5%)	182		0.11	0.57	0.50	5.56	0.82	0.77	1.13	2.12	4.29	1.40
# station years	16		16	16	16	16	16	16	16	16	12	10

† Significant at $P=0.05$; ‡ Significant at $P=0.01$

Allyl GSL: Allyl glucosinolate; But GSL: 3-Butenyl glucosinolate; Chloro: Chlorophyll

Table 2. Agronomic performance of AAC Oriental in the yield trial (2012) and Co-op Mustard Test (2013–2014)

	Yield		Seed Weight	Fixed Oil	Protein	Allyl GSL	But GSL	Seed Colour	Distinct Green	Chloro	Height	Maturity
	kg/ha	% check	g 1000 ⁻¹ s	% whole seed		μ g ⁻¹ seed	μ g ⁻¹ seed	WI E313	%	mg kg ⁻¹	cm	days
Cutlass (check)	2390	100.0	2.97	38.84	30.11	131.7	0.56	-31.2	0.88	3.34	116	94
AAC Oriental 200	2540	106.5	2.87‡	36.98‡	30.14	118.1‡	0.65	-23.7‡	0.23‡	1.47‡	123†	95
S.E.	104		0.03	0.29	0.26	1.96	0.08	0.53	0.14	0.30	2.82	0.67
L.S.D. (5%)	205		0.06	0.57	0.51	3.91	0.16	1.05	0.28	0.60	5.64	1.34
# station years	17		17	17	17	17	17	17	17	17	12	10

† Significant at $P=0.05$; ‡ Significant at $P=0.01$

Allyl GSL: Allyl glucosinolate; But GSL: 3-Butenyl glucosinolate; Chloro: Chlorophyll

Strong returns from mustard

by Kevin Hursh

At the oilseed meetings held in Rosetown and Swift Current in November, one of the topics in my mustard presentation was a comparison of net returns. The numbers are presented in the table below.

The latest province-wide yield estimates from Saskatchewan Agriculture are used for each crop. These numbers can be found in the last crop report of the season.

Prices come from published sources in late October and are meant to represent the value of the most common grades grown this year. The mustard price is a rough average of yellow, brown and oriental values.

Many producers had crops contracted earlier in the season at different price levels. Some will have sold at different prices before the end of October. Others will still be holding product. This is a snapshot of the situation as of the end of October.

The variable (cash) production costs come from the Ministry of Agriculture's 2015 Crop Planning Guide and utilize estimated costs from the dark brown soil zone for most crops.

For most producers, I think it's fair to say that fixed costs are more than \$100 an acre, so if the return over variable costs isn't at least that high, the crop wasn't profitable for the yields and prices assumed.

The shining star in the analysis is lentils, which will come to no surprise to anyone watching the marketplace. Since the end of October, both red and green lentil prices have continued to rise.

The other profitability stand-out is mustard. Yellow and oriental mustard prices have continued to strengthen since the end of October, while brown has been more subdued.

While mustard can be profitable, it is also problematic. Growing canola on a field pretty much disqualifies mustard as a cropping choice for at least several years and sometimes longer. There's no way to control canola volunteers and even a small amount of canola admixture quickly drops the grade.

The lack of good broadleaf weed control is another factor limiting mustard acreage. As well, you need to watch out for herbicide residues. For instance, mustard is not recommended the year following an application of Solo herbicide.

Will strong returns from mustard in 2015 and strong new crop prices encourage more mustard acres in 2016? Probably. But there are many producers who can't or won't consider mustard despite its profitability.

Saskatchewan Crop Returns based on October 31, 2015 prices

Red lentils, mustard and canaryseed have yields expressed in pounds per acre with prices quoted per pound. The other crops have yields expressed in bushels per acre with prices quoted as dollars per bushel.

	Yield	Price	Gross Return	Variable Cost	Return Over Variable Cost
CWRS wheat	37	\$6.30	\$233/ac	\$149/ac	\$84/ac
Durum	36	\$8.35	\$301/ac	\$163/ac	\$138/ac
Malt Barley	59	\$6.00	\$354/ac	\$144/ac	\$210/ac
Feed Barley	59	\$3.75	\$221/ac	\$144/ac	\$77/ac
Red Lentils	1293	\$0.42	\$543/ac	\$180/ac	\$363/ac
Yellow Peas	31	\$9.00	\$279/ac	\$147/ac	\$132/ac
Flax	23	\$11.50	\$265/ac	\$138/ac	\$127/ac
Canola	34	\$10.00	\$340/ac	\$219/ac	\$121/ac
Mustard	1029	\$0.43	\$442/ac	\$140/ac	\$302/ac
Canaryseed	1017	\$0.27	\$275/ac	\$160/ac	\$115/ac

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SMDC Marketing & Communications Report

By Adele Buettner, General Manager

The following is a snapshot of several SMDC projects completed in 2015.

Flavor, Quality & American Menus Conference

SMDC was represented at Flavor, Quality & American Menus Conference on August 27-29, 2015 at CIA's Greystone, California campus. This invitation-only event targeted at the top corporate food influencers for high-volume and multi-unit operations, has proven to be an excellent venue to promote increased usage of mustard.

Mustard Makeovers & More Cookbook

The new SMDC family-friendly mustard cookbook called *Mustard Makeovers and More – 100 Marvellous Recipes for Busy Families* was recently completed and reviews have been very strong. The cookbook was first distributed at the FQAM Conference and was also available at the Great Saskatchewan Mustard Festival in Regina and the 'Farm to Table' Harvest Luncheon in Saskatoon. It is also currently available at McNally Robinson and SaskMade Marketplace in Saskatoon. Attendees at the annual meeting on January 11 will each receive a copy.

Chef's Series at Taste of Saskatchewan

Sask Mustard was a partner with Farm & Food Care Saskatchewan for A Taste of Saskatchewan in Saskatoon from July 14-19, 2015. The new Chef's Series event consisted of a demonstration stage as well as a Top Chef Competition with Saskatoon chefs going head-to-head cooking up delicious samples of Saskatchewan-grown food products such as mustard.

Farm Tours for Food Influencers

In conjunction with a number of producer associations and sponsors this summer Sask Mustard was part of a two day food influencers tour in Saskatchewan. National/international food writers, international culinary academics, local chefs and other food experts visited farms, ranches and processors and experienced where and how food is produced in Saskatchewan.

Farm to Table Harvest Luncheon

SMDC sponsored the Farm to Table Harvest Luncheon organized by the Saskatoon Chefs Association on September 13, 2015 at Pineview Farms at Osler. Chef-mentors worked with culinary students from Saskatchewan Polytechnic to prepare a variety of dishes from Saskatchewan-grown food products. Mustard creations were showcased at all chef stations during the event plus Sask Mustard provided complimentary cookbooks to all attendees.

Burgers and Fries Farms

SMDC sponsored the Saskatchewan Ministry of Agriculture's 'Burger and Fries' Ranch which took place in the summer and fall of 2015. The Ministry worked with Ag in the Classroom to facilitate visits from approximately 600 students across the province. The purpose of the project is for students to better understand where their food comes and what is involved in producing burgers and fries.

Great Saskatchewan Mustard Festival

The Great Saskatchewan Mustard Festival continues to get bigger and better. It took place on August 30 at the Willow on Wascana and had an estimated 1,300 in attendance and 22 chefs who prepared mustard-themed dishes.

Canadian Western Agribition

Sask Mustard was part of the new Food Pavilion at Agribition. The Pavilion, which targets the non-farming community, provided cooking demonstrations, tastings and offered information about a variety of food. SMDC worked with Chef Malcolm Craig who provided a mustard demonstration.

Global Morning News

On December 7, Chef Darren Craddock provided a demo on Global TV Saskatoon morning news featuring a variety of recipes found in SMDC's new cookbook *Mustard Makeovers and More – 100 Marvellous Recipes for Busy Families*. Chef Craddock featured a variety of recipes showcasing the versatility of mustard.



Mustard Buyers List

1309497 AB Ltd

PO Box 6345
Innisfail AB T4G 1T1
Tel: 204-582-2774

Agricom International Inc

213-828 Harbourside Drive
North Vancouver BC V7P 3R9
Tel: 604-983-6922

All Commodities (AC) Trading Ltd

1600 Two Mile Road
Winnipeg MB R2N 4K1
Tel: 204-339-8001

Alliance Pulse Processors Inc

6200 E Primrose Green Dr
Regina SK S7V 3L7
Tel: 306-525-4490

Besco Grain Ltd

PO Box 1390
Carman MB R0G 0J0
Tel: 204-736-3570

Broadgrain Commodities Inc

900 - 18 King St E
Toronto ON M5C 1C4
Tel: 416-504-0070

Canadian Exotic Grains Ltd

PO Box 444
Eston SK S0L 1A0
Tel: 306-962-4751

Diefenbaker Seed Processors Ltd

PO Box 69
Elbow SK S0H 1J0
Tel: 306-644-4704

Farmer Direct Co-Operative Ltd

1536 Victoria Ave
Regina SK S4P 0P5
Tel: 306-352-2444

Grain Millers Inc

301 - 10400 Viking Drive
Eden Prairie MN 55344
Tel: 952-983-1289

Hanse Seed Canada Corp

Suite 2300
Bentalls 5 550 Burrard St
PO Box 30
Vancouver BC V4C 2B5
Tel: 954-217-0964

Ilta Grain Inc

8427 160th St
Surrey BC V4N 0V6
Tel: 604-597-5060

Montana Specialty Mills L L C

PO Box 2208
Great Falls MT 59403-2208
Tel: 406-761-2338

Mountain States Oilseeds

PO Box 428
American Falls ID 83211
Tel: 208-226-2041

Olds Products Company of IL

10700 88th Ave
Pleasant Prairie WI 53405
Tel: 262-947-3500

Paterson GlobalFoods Inc

22nd Floor 333 Main St
Winnipeg MB R3C 4E2
Tel: 204-956-2090

S S Johnston Seeds Ltd

Box 3000
Arborg MB R0C 0A0
Tel: 204-376-5228

Sakai Spice (Canada) Corp

4201 2nd Ave N
Lethbridge AB T1H 0C8
Tel: 403-320-9445

Schluter & Maack

PO Box 408
Pilot Butte SK S0G 3Z0
Tel: 306-771-4987

Seaboard Specialty Grains & Foods

201-2595 Quance St E
Regina SK S4V 2Y8
Tel: 306-565-3911

Sunrise Foods International Inc

2162 Airport Drive
Saskatoon SK S7L 6M6
Tel: 306-931-4576

Victoria Pulse Trading Corp

600-850 West Hastings St
Vancouver BC V6C 1E1
Tel: 604-733-1094

Viterra Inc

2625 Victoria Ave
Regina SK S4T 7T9
Tel: 403-382-3418

Westland Agro Ltd

PO Box 551
Gravelbourg SK S0H 1X0
Tel: 306-648-3273

To check whether a
buyer is licenced and bonded by the
Canadian Grain Commission, go to www.grainscanada.gc.ca.

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Mustard Grower

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The Saskatchewan Mustard Development Commission

The Saskatchewan Mustard Development Commission (SMDC) was established in 2003 to represent the province's mustard growers.

The SMDC vision is "Investing in the future for mustard grower profitability," and the SMDC mission is "Growing the mustard industry for the benefit of growers through research, communication, and market development programs."

Mustard Grower is a publication of the Saskatchewan Mustard Development Commission (SMDC). *Mustard Grower* is committed to truth and accuracy; however SMDC disclaims any responsibility for any errors or omissions. Articles, opinions and comments expressed in *Mustard Grower* are not necessarily supported by the SMDC.

