

WINTER CEREALS

CANADA

Incorporating **SASKATCHEWAN Winter Cereals DEVELOPMENT COMMISSION** and **Winter Cereals News MANITOBA INC.**

GROWER

ISSUE NO. 41

SUMMER 2010

OFFICIAL NEWSLETTER OF WINTER CEREALS

THE GRAIN MONITORING PROGRAM & NETBACK CALCULATOR – A PRODUCER TOOL

Editors Note: Producers rely heavily on the Western Canadian grain handling and transportation system to get their CWB grains to the world markets. Unfortunately very few producers understand how the system is operated and how the costs involved affect them directly.

A relatively unknown company, The Quorum Corporation, located in Edmonton Alberta has the onerous job of monitoring grain transportation. In addition Quorum provides producers with an online service that provide producers with better access to information that would make their grain delivery decisions more efficient.

The Winter Cereals Grower asked Mr. Mark Hemmes of Quorum Corporation to explain their place in the industry.

June 2010 marks the 9th anniversary of the implementation of the Grain Monitoring Program (GMP), a initiative of the Federal Government for the continuous monitoring, measurement and reporting on the performance of the Western Canadian grain handling and transportation system (GHTS) and sponsored jointly by Transport Canada and Agriculture and Agri Food Canada (AAFC). Following the Estey – Kruger process of the late 1990's, and the recommendations that stemmed from it, the Government of Canada undertook a series of reforms to the policies overseeing the handling and transportation of Western Canadian grain. Some of those recommendations were implemented through amendments to the *Canada Transportation Act* that came into effect in August, 2000. In addition to the GMP, these included the introduction of CWB tendering, the replacement of the maximum rate scale for grain with "Revenue Cap", and a five year \$175 million transitional funding program for prairie grain roads.

After a bid and design process that lasted almost a year, in June 2001 Edmonton based Quorum Corporation was formally awarded a 31-month contract to gather the necessary data and perform the required research and analysis to produce quarterly and annual reports. The contract has subsequently been renewed twice allowing Quorum to continue in its role as Grain Monitor. The current contract will expire on March 31, 2013.

In a broader sense, these reforms were expected to alter the commercial relations that have traditionally existed between the primary

participants in the GHTS: producers; the Canadian Wheat Board; grain companies; railway companies; and port terminal operations. To complement this, the GMP was created to measure the performance of both the system as a whole, and its constituent parts through a series of indicators. With particular consideration to evolving logistics and contracting arrangements, the program was designed to reveal whether the movement of grain through the logistics chain (from the farm gate to lake and sea-going vessel) was and is being done more efficiently and with more reliability than before.

The GMP also hosts the **Producer Netback Calculator** website. In the process of helping a group of producers to understand and better utilize the GMP's producer netback measures, Quorum staff together with producers, Transport Canada and AAFC developed the Producer Netback Calculator (PNC) as a means to provide producers with better access to information that would make their grain delivery decisions more efficient. Using a web based system the PNC provides producers with a tool that allows for an estimate of the export basis and netback for their own specific situation. The system uses the data and methodologies developed in the GMP producer netback measures. The PNC is intended for the use of producers who ship CWB grains. Presently the system covers wheat, durum and feed barley. Anyone can use the PNC by registering and setting yourself as a user on the website – www.netback.ca. If you are a producer, we ask that you register showing the location using your Dominion Land Survey identification of your home quarter - it will make it easier for you to use the calculator as well. If you are not a producer, you can register and use the calculator, but you will have to enter a home quarter location each time so the calculator can figure out where the delivery trip begins.

After 9 years, the GMP continues to provide the industry and it its stakeholders with valuable information and analysis to assist with their research and decisions on an ongoing basis.

Viewed by the industry as being balanced and fair, the GMP is also seen as providing the standard methodology and process for developing industry logistics measures. Used by the trade, academics and consultants, it provides a comprehensive set of historical statistics on the entire Western Canadian grain

industry.

The grain industry has a unique time series of measures and statistics that view the grain logistics chain within Canada from an industry perspective. While unique to the grain industry it has become a valued and highly utilized logistical business and analytical tool for the broader stakeholder community involved in transportation and logistics.

For access to all of the GMP's reports, more information on the Grain Monitoring Program or Quorum Corporation, go to www.quorumcorp.net.

Report Title: Calculation Estimate - Display		Date Printed: May 18, 2010			
Requested By: swcdc					
Export Basis and Producer Netback Estimate 6214					
Input		Results	Binned Tonne	Bushel	Paid Tonne Bushel
Origin Point	NE 31 16 19 W1	CWB Pool			
Delivery Point	GLOSSOP	Return	\$195.00	\$5.31	\$206.00 \$5.61
Grain Company	Parrish & Heimbecker	Outlook			
Commodity	Wheat	(Adj.)			
Binned Grade	#1 CWRW 11.5	Freight To \$50.57			
Paid At Grade	#1 CWRW 11.5	Vancouver			
Estimated Dockage (%)	2.0	(Adj.)			
Trucking Mode	Commercial	Freight To \$25.83			
Truck Type	Super B Train	Thunder			
Number of Trips	1	Bay			
Gross Tonnes To Deliver	44	Freight			
Distance To Elevator (Miles)	24	Super \$8.12			
		Factor			
		Applicable			
		Freight	\$33.95		
Trucking Premiums:	\$0.00 (\$ per Tonne)				
Other Premiums:	\$0.00 (\$ per Tonne)				
		Trucking \$8.16			
		Primary			
		Elevation \$14.29			
		Dockage \$5.61			
		Cleaning			
		Sub-Total			
		Other	\$28.06		
		Costs			
		Trucking			
		Premiums \$(0.00)			
		Other			
		Premiums \$(0.00)			
		Sub-Total			
		Producer	\$(0.00)		
		Premiums			
		Total			
		Export	\$62.01		\$62.01
		Basis			
		Producer			
		Netback	\$132.99 \$3.62		\$143.99 \$3.92

The Grower tested the Netback Calculator and found it easy to use and understand. Output can be printed in different formats or exported to a spreadsheet for further analysis.

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Payment protection, the CGC and you

As another crop year approaches, the Canadian Grain Commission (CGC) once again advises producers about the potential risk of not getting paid for delivered grain and how to best manage that risk. As well, this year, the CGC has announced a licensing review, and proposed changes to comprehensive and moisture shrinkage deductions that may affect you as producers at delivery.

How payment protection works: It may happen that buyers are not able to honour their financial commitments, and you may not receive full payment for grain that you have delivered. For example, you may think that the CGC can protect you, when a buyer doesn't pay you by making a claim to the CGC. While the CGC does provide payment protection under the Canada Grain Act, the program has limitations and may not apply in all cases.

To help reduce your risk, you should understand how the CGC protects you and, most importantly, what you can do to protect yourself.

Under the *Canada Grain Act*, companies dealing with or handling any of the 21 grains listed in the Act must be licensed or declared exempt by the CGC.

The CGC licenses:

Grain dealers and primary, process and terminal elevators in Western Canada and Transfer elevators in Eastern Canada.

Security. All licensed companies are required by law to post security to the CGC to cover unpaid purchases from western grain producers. If a company is unable or unwilling to pay a producer, the CGC can investigate and, if appropriate, pay the producer from the security. However, this does not guarantee full payment in all situations and is subject to eligibility.

Coverage period: When a licensee is slow to pay for your grain, or a financial institution denies payment on your cash purchase ticket or cheque, you have 30 days to notify the CGC in writing.

When you receive a cash purchase ticket or cheque (including deferred payments), you are covered for either 30 days from the date it is issued, or until the 90th day after the date you delivered the grain. The lesser of the two time periods applies.

The Act provides security protection for up to 90 days from the delivery date. If you are not paid within 90 days, you have the right to make a claim against security. If you wait longer than 90 days to exchange your elevator or grain receipt for a cash purchase ticket or cheque, you are not covered.

For example, if you submit your receipt and receive a cash purchase ticket or a deferred cash purchase ticket on the 15th day after your delivery, you are covered for 30 days, not the 76 days left in the 90-day period, regardless of the deferral date.

If you submit your receipt and receive a cash purchase ticket or a deferred cash purchase ticket on the 75th day after your delivery, you are covered for only the 16 days left in the 90-day period, not 30 days.

Payment limit: Payment is limited to the amount of security posted by the licensee which means you are not guaranteed full payment. For example, if

the amount of security available is enough to pay 80 per cent of eligible claims, individual claimants would receive only 80 per cent of what they are owed. Grain delivered for storage in a condominium-designated area of a CGC-licensed primary elevator is not covered by the Canada Grain Act.

How you can protect yourself: To reduce the risk of not getting paid for your delivered grain, you can take some steps before you deliver your grain and when you deliver.

Before delivery: While it is a producer's right to deliver to an unlicensed grain dealer, the security program only applies on deliveries to licensed grain companies.

Find out if the company is licensed by the CGC by:

Checking our website, www.grainscanada.gc.ca for an up-to-date list of licensees.

Contacting the CGC at 1-800-853-6705.

Find out if the grain company is a high risk. Under privacy legislation, the CGC cannot provide you with information about the company's finances but you can investigate on your own by:

1) Asking the company about the security they have tendered to the CGC and their level of liability. 2) Asking for credit references. 3) Asking other producers about their experiences with the company. 4) Conducting a commercial credit check online through credit reporting agencies.

At delivery: Make sure that you understand your contract with the grain company before you sign it. Get a receipt for your delivery that shows: 1) Grain 2) Grade 3) Weight 4) Price 5) Date of delivery

In the event you need to make a payment claim, a scale ticket is not enough. You need one of the following CGC-authorized documents: 1) Combined primary elevator receipt. 2) Primary elevator receipt. 3) Interim primary elevator receipt. 4) Grain receipt. 5) Cash purchase ticket.

The best defence is to get paid when you deliver. The longer you wait to get paid, the greater your risk of not getting paid. You can also reduce risk by 1) Waiting until you are paid for your first delivery before you deliver more grain. 2) Cashing your cheques immediately. 3) Contacting the CGC as soon as you experience a payment delay.

Review of licences: The CGC is currently reviewing licensed facilities' operations to make sure that each facility is properly licensed. Starting August 1, 2011, as licences come up for renewal they will be reclassified as necessary.

This review is to ensure that the *Canada Grain Act* applies equally to all facilities. Your rights and obligations at a specific facility may change if that facility's licence is reclassified.

Changes to shrinkage deductions: The CGC is also proposing to change where comprehensive shrinkage is deducted and how moisture shrinkage is calculated. The CGC is proposing these changes so that you will see more consistent, transparent deductions for shrinkage.

Under the proposal, process and transfer elevators would no longer deduct for comprehensive shrinkage. Your payment would no longer be deducted a charge for the loss of weight in grain that occurs in the handling or treating of it at process and transfer elevators. Elevators would

still set administrative and handling charges or their purchase prices to reflect shrinkage losses.

Primary elevators would not use the 1.1% moisture rebound factor when calculating moisture shrinkage. It would be replaced by a reference to a moisture level of 0.1% below the fixed minimum tough moisture level. The fixed minimum tough moisture level is specified for each grain in the Canadian Grain Commission order "Off Grades of Grain and Grades of Screenings."

If you have questions about the payment protection available under the Canada Grain Act, the review of licences or changes to shrinkage, contact the CGC:

Producer information line: 1-800-853-6705 (toll-free)
CGC Licensing Unit: 204-983-3309
TTY: 1-866-317-4289 (toll-free)
Email: contact@grainscanada.gc.ca
Website: www.grainscanada.gc.ca

Places to go! Field days to See!

SUMMER 2010

JUNE 16, 2010. Lethbridge Research station Open House. Jennifer Yarish 403-317-2297

June 29, 2010: Semi-arid Prairie Agricultural Research Centre. Swift Current, SK. Dr. Alan Iwaasa 306-778-7251. (Grazing Field Day)

July 6 – 9 & 12 – 16, 2010 Crop Diagnostic School, Carman, Manitoba (\$160.00 per person) 204-745-5663

July 14, 2010: Saskatoon Research Centre Saskatoon, SK. Dr. Bifang Cheng 306-956-7691 Mustard Field Day.

July 16, 2010: Scott Research Farm, Scott, SK. Mr. E. Johnson 306-247-2011 (23) Producer Day

July 20, 2010: Indian Head Research Farm Indian Head, SK. Dr. Guy Lafond, 306-695-5220 Crop Management Field Day

July 20, 2010: Canada-Manitoba Crop Diversification Centre, Carberry, Manitoba Tour and field day. 204-834-6000 or 204-834-3777

July 21, 2010 U of M Carman Research Station Field Day. Carman, MB. 204-745-3944

July 21, 2010: Melfort Research Farm, Mr. Cecil Vera 306-752-2776 (229) Anniversary and Field Day (9 AM to 1 PM)

July 26 or 28 TBA: Cereal Research Centre – University of Manitoba Point Land. Winnipeg, MB. Dr. Jennifer Mitchell Fetch, 204-983-1460 Prairie Oat Breeding Consortium, Meeting and Tour

July 27, 2010: Indian Head Research Farm Indian Head, SK. Mr. William May, 306-695-5225 Sunflower Field Day

August 4, 2010: Morden Research Station. Morden, MB. Dr. Bob Conner (Pulse) 204-822-7221 Special Crops Field Day

August 5, 2010: Friendly Acres, Saltcoats, SK. Kevin Elmy. 306-744-2779. Winter Wheat. Triticale, Corn, Alfalfa and Soybean trials (3 pm)

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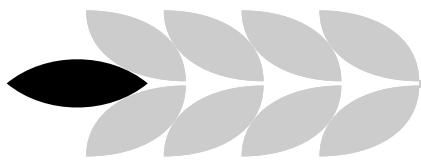
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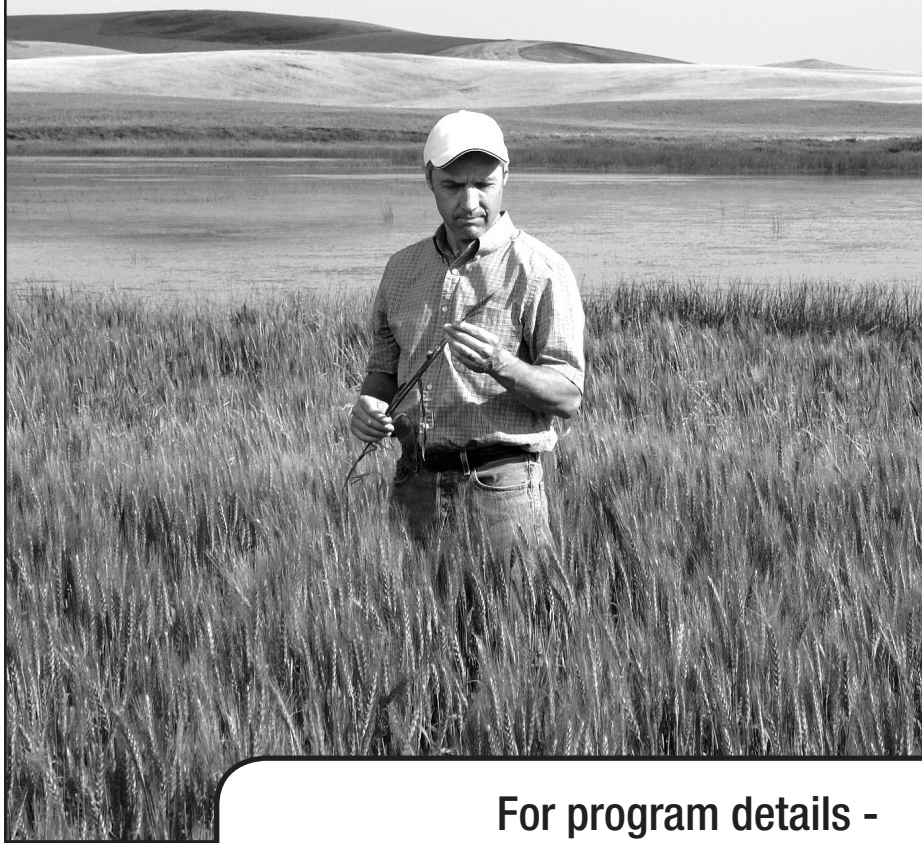


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Triticale Has A Future In Swine Feeding Programs

Triticale often finds its way into the feed industry as a sale of last resort. The market for triticale as a human food has yet to reach its potential and excess supplies end up in the default feed market. Recent research has demonstrated that there are significant advantages to using triticale in swine feeds that are fed on a "wet" basis. Triticale is much more popular in Europe and Danish researchers have found definite unforeseen advantages to using this under appreciated feedstuff.

Feeding triticale as a liquid feed may well prove to be a method that not only increases pig growth, but also reduces nutrient losses to the environment and improves the environment on the farm.

It sounds almost too good to be true: a feeding method that improves the situation for both the environment and the pig farmer.

This may nevertheless prove to be the case if the scientists' hypotheses about feeding triticale in liquid feed to pigs hold true. Now these hypotheses are going to be put to the test.

"We have an idea that nutrients - especially N and P - are better assimilated and utilized in pigs when the grain has been soaked than when it is dry," says head of research unit Hanne Damgaard Poulsen from the Department of Animal Health and Bioscience at the Faculty of Agricultural Sciences, Aarhus University in Denmark.

"We also have some ideas about the reasons for this and we have an idea that triticale is better suited for this purpose than barley, wheat and rye. But we have very little actual knowledge about this, so we will undertake some experiments to prove or disprove our theories."

Liquid feeding is a boon

Liquid feeding for pigs is becoming ever more popular. Not only does it help to reduce dust levels indoors, it is also a more labour-friendly procedure.

Evidence suggests that there are also benefits for the environment - and for pig growth - with liquid feeding.

It would appear that the absorption and utilization of nutrients - including P and protein and thus N - improves when the grain is wet.

If there is an improvement in the absorption and utilization of N and P, this is significant for both pigs and the environment.

The pigs have a better growth rate because they can utilize the feed better. And it is better for the environment because of the lower risk of nutrient surplus losses from pig production.

Pre-digestion

Scientists believe that the increased digestibility may be due to increased enzyme activity in the nucleus of the grain.

This means that the digestion of cereal actually begins even before it reaches the pig's stomach. This suggests that for triticale in particular a very active pre-digestion takes place in the liquid feed.

Initially, the scientists will examine how different varieties of triticale perform under simulated liquid feeding conditions in the laboratory. Here it is possible to adjust factors such as incubation time, temperature and pH.

On the basis of these results, the triticale varieties will be classified and evaluated. Selected varieties will subsequently be used for indoor feeding experiments on pigs to compare the digestibility of liquid and dry feeding with triticale.

"If our hypotheses are correct, liquid feeding with enzyme-rich and high-yielding varieties of triticale may be a promising tool in the continued improvement of particularly the utilization of proteins - and hence of nitrogen and phosphorus. This will have a major positive environmental impact," says Damgaard Poulsen.

Reprinted from "All About Feed" www.allaboutfeed.net. 11/05/2010

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Weather-Based Tools Available to Manitoba Cereal Producers

Andrew Nadler, Agricultural Meteorologist, Manitoba Agriculture, Food and Rural Initiatives

Weather is the single most important factor that influences farming. Over the long term, climate determines which crops are most likely to be successful and which ones are too risky. In the short term, the weather dictates timing of field operations, disease pressure, and crop yield. To help manage crops in spite of the ever-changing weather, farmers can take advantage of some new weather-based tools that are available through Manitoba Agriculture, Food and Rural Initiatives Ag-Weather Program.

Current Weather Conditions:

<http://tgs.gov.mb.ca/climate/CurrentConditions.aspx> Updated hourly, nearly 40 weather stations located throughout agricultural Manitoba report current temperature, dewpoint, relative humidity, wind speed, wind direction, soil temperature, and rainfall. This information, along with 24-hour trends and daily

summaries are available on the Manitoba Agriculture, Food and Rural Initiatives website.

Fusarium Head Blight Risk:

www.gov.mb.ca/agriculture/crops/fhb The risk of fusarium head blight depends heavily on weather conditions. Specifically, extended periods of moist, warm weather will favour the development and spread of the disease. Weather stations throughout the province monitor temperature, humidity, and rainfall to provide a risk of fusarium. This daily index is plotted on a map to show the regional fusarium head blight risk. Crops that are approaching the susceptible infection stage should be monitored closely. Maps will commence in mid-June.

SPRAYcast Spray Advisory Tool:

www.weatherinnovations.com/mb In cooperation with Weather Innovations Incorporated (WIN) of Chatham,

Ontario, the official release of SPRAYcast will soon be announced for Manitoba, providing a field-specific three-day forecast of spray conditions. SPRAYcast will identify times during the day that are more or less favourable for spraying. Users may evaluate the tool at the website shown above.

Editors Note: Readers of the Gower were introduced to the concept of SPRAYcast in the Spring issue. This new innovative technology is now available to Manitoba producers to alleviate the risks involved with spraying in less than ideal conditions. Weather Innovations are also currently working towards the development of advanced fusarium prediction models and discussion is taking place between the SWCDC, WCMI and Weather Innovations to determine how the three groups can work together in the future.

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High yielding winter wheat needs phosphate

Achieving high winter wheat yields requires two critical factors: winter hardiness and rapid spring re-growth. Both factors are directly influenced by the phosphate status in the plant. Adequate phosphate (P) nutrition promotes rapid emergence and establishment in the fall, allowing the plants to achieve optimal root and shoot growth, and nutrient acquisition prior to dormancy. This promotes winter hardiness and a greater probability of the crop withstanding adverse environmental conditions.

To survive the winter, a winter wheat crop should reach the three to four leaf stage in the fall to ensure the crown tissue is sufficiently developed. The crown tissue is the source of new growth in spring, as roots and shoots will often die during the winter.

Upon spring re-growth, plants with adequate phosphate exhibit enhanced seedling vigour, which encourages both root and shoot growth in the plant. Phosphate also promotes tiller initiation, an important component of achieving high yields. University research reveals that plants with sufficient P produce 29% more grain heads and, consequently, 29% higher yields than plants with limited phosphate. Proper P nutrition also speeds up maturity.¹

Phosphorus in the soil

Understanding the nature of phosphate in the soil is key to understanding where and how to enhance P fertilizer use efficiency.

1. P gets tied up and bound in the soil, and as a result the crop uses only 10–30% of the P fertilizer applied in a given year. Thus, P fertilizer use efficiency is the poorest of all major fertilizer nutrients.
2. Fertilizer P is easily and quickly bound in the soil by calcium (Ca), magnesium (Mg), iron (Fe), and aluminium (Al). Once the fertilizer P is bound, it is unavailable to the crop.
3. Phosphate is very immobile in the soil. As a result, a crop’s root system must grow toward the small amount of P that remains available.

For years the common practice to ensure that a crop was not deficient in P was to simply apply more phosphate fertilizer. JumpStart®, a seed inoculant, offers producers the opportunity to maximize efficiency of P fertilizer applied in the current year, as well as previous years.

JumpStart is a wettable powder that is applied to the seed. The active ingredient in JumpStart is the patented, naturally occurring fungus *Penicillium bilaii*. The fungus colonizes (grows along) the root, producing chelating compounds that break the bonds holding P in mineral/unavailable forms and increasing the amount of P available to the plant.

JumpStart ensures the phosphate in the proximity of the root system is made available, providing the crop access to soil P that is typically not available – much of this from bound fertilizer P from previous year’s fertilizer applications. Furthermore, JumpStart acts as a P fertilizer efficiency tool by slowing the binding of fertilizer P, keeping the current year’s applied P in an available form for a longer period of time.

JumpStart enhances your phosphate efficiency and delivers root and shoot development for improved vigour, emergence, and stand establishment. Better stand establishment increases stress tolerance, which improves winter survival and increases tillering, ultimately leading to higher yields.²

For more information on JumpStart, please contact Novozymes BioAg Group at 1-888-744-5662 www.bioag.novozymes.com

Novozymes is the world leader in bioinnovation. Together with customers across a broad array of industries we create tomorrow’s industrial biosolutions, improving our customers’ business, and the use of our planet’s resources. Read more at www.novozymes.com.

¹ Source: Dr. B. Fowler, University of Saskatchewan, Winter Cereal Production.

² Source: Summary of 44 farmer-conducted split-field trials demonstrated that JumpStart increases winter wheat yields by an average 8%.

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