

POGA Surveys Western Canadian Producers with High 2024 Oat Yields

How They Achieved Their Success

Recently, POGA requested some basic information from a few farmers in each province as to what agronomic factors they used to achieve some impressive 2024 oat yields. The results are compiled in the comparative table below.

Province	Alberta	Saskatchewan	Manitoba
Variety	CDC <u>Arborg</u>	CDC <u>Arborg</u>	AC Summit
Soil Zone	Dark Grey	Dark Brown - G	Heavy clay/Red River top soil.
Yield	144 <u>bu</u> /acre	167 <u>bu</u> /acre	202 <u>bu</u> /acre on 145 acres; 185 <u>bu</u> /acre <u>avg</u> over 500 acres.
# of Acres	151	450	500
Seeding Rate	111 <u>lbs</u> /acre	110 <u>lb</u> /acre	119 <u>lb</u> /acre
Fertilizer/Placement	NH3 through Mid-Row Banders 84N-35P-28K-0S.	80 N/40 Phos. Placed 1" from seed, side-banded, 12" row spacing on drill.	125N-35P-5K-10S; dry with seed.
Till/no till/etc.	No till	No till	Full till
Harvesting method	Swath, no desiccant.	Swath, no desiccant.	Swath, no desiccant.
Fungicide (if needed)	None; dry until heading.	Folicur at flag leaf.	Custodia by Adama, at flag.
Weather (rainfall/heat)	Cool, wet spring. 11" rain May 20- Sept 20.	8" rain until August. High 30's in 2+ weeks in June and July. No rain in July. 2 ½" rain storm 1 st week August.	Wet spring; ~8: rain total. 37-40°+ first 2 weeks July (burned up some crops).
Weed concerns/treatments	Enforcer M @ 4-leaf stage.	Wild oats. Avadex on years when barley is planted. Grassy/foiar herbicides not in oats. Glyphosate and Bromoxynil before seeing (to kill volunteer RR canola and eliminate glyphosate-resistant weeds).	Broadleaf (buckwheat, lambsquarter); generic, broadleaf treatment (Bromoxynil).
Seeding and harvesting time	May 15 seeding. October 1 harvest.	May 17-20 seeding. Mid-Sept harvest due to rain delay (finished Sept 26).	May 9-10 (right after wheat). End August harvest.
Other notes			No lodging. Kernels dropped in August with wind.

Hopefully, this subjective information can provide producers with some 'tips and tricks' to help with 2025 seeding plans and to increase yields. For more scientific information from POGA/commission-supported projects, go to <https://poga.ca/>, hover on the Research tab at the top, choose 'All Research', and filter for keyword: yield.

Your POGA Board at Work

POGA Co-Presidents Ambrely Ralph and Greg Bott, and Executive Director Shawna Mathieson attended the North American Millers Association (NAMA) conference in Phoenix Mar/25 to meet with all major oat millers within Canada, the USA and Mexico. Primary discussions included maintaining and improving the industry relationship, and managing the recently implemented tariffs and the supply chain challenges.



POGA Co-President Greg Bott (3rd from left) and Executive Director Shawna Mathieson (4th from left), with industry representatives, including those from Mexican food manufacturer and oat miller Grupo Vida.

The Brewing Industry Continues to Develop Oat-Based Beverages

Mark Heise, President and CEO of **Rebellion Brewing** in Regina, SK, gave a presentation to attendees at the Jan 15/25 **SaskOats AGM** in Saskatoon. Since starting the company in 2016, Heise has been on a mission to develop and perfect oat usage in beer. He explained, “Oat beer has a long history. Scottish brewers were making oat stout as far back as 1060.” He decided that he would discover how they did that. By the 1960s, clarity in beer was thought to be a favourable characteristic and oats were not being used in beer because of the slightly cloudy effect that results. However, in order to obtain the creamy, velvety ‘mouth feel’ that a small amount of oats brings to a ‘hefty’ beer, customers are more willing to accept a certain amount of cloudiness in these specialty brews. Heise has, and continues to, put a lot of work and effort into his oat-added recipes and processes to enhance Rebellion’s offerings. The Western Producer journalist Delaney Seiferling was in attendance at the AGM, and published an article on Heise’s presentation. Click here to access the link: <https://poga.ca/communication-advocacy/poga-latest-news/>.



Matt Hamill, Maltster and Sales Representative for **Red Shed Malting** in Red Deer County, AB, gave a presentation to attendees at the Jan 27/25 **AOGC AGM** in Edmonton. Red Shed Malting is family owned, the first craft malthouse in Alberta and first malt roaster in Canada. Hamill develops and sells malts for customers’ brewing and distilling use. “Historically, haze (common when oats are used) has been considered a defect in beer, although consumers agree that the accompanying mouth feel was a benefit. Now, hazy beers are quite popular and our oat malt has become one of our top sellers,” stated Hamill. Oats have also become more common for whisky production—as an additive to another grain or recently, as a single-grain whisky. Although the use of oats requires brewers to make adjustments to their mill equipment, and require enzyme additives to achieve a good end product, brewers and distilleries are now willing to make those adjustments due to the quality they achieve in their products. To read the overhead presentation, go to: <https://poga.ca/>, use the Provincial Commissions tab at the top to navigate to AOGC - AGM.



Shawna Mathieson, POGA Executive Director, at Work

- Participated in a call on Oct 15/24 with APAS and other agricultural commissions on work related to modernizing producer contracts and export data sales transparency.
- Participated in an Oct 31/24 workshop to discuss faster breeding technology for oats, led by the Global Institute of Food Security (GIFS) entitled: Innovation and Impact: Case Studies in Accelerated Breeding.

NEW Project and POGA Funding Announcement Potential Effects of Compounds Found in Oats on Glycaemic Control

POGA is providing financial support for the University of Manitoba’s project: *A randomized controlled pilot study evaluating acute and chronic effects of oat polyphenols (Avenanthramides) on glycaemic control, insulin sensitivity and gut microbiota in pre-diabetes*. Dr. Dylan Mackay (Assistant Professor, Department of Food and Human Nutritional Sciences, University of Manitoba) will lead the project. Working with Dr. MacKay will be Dr. Sijo Joseph (Research Scientist with Agriculture and Agri-Food Canada).

This project will further delve into oat’s potential to manage Type-2 diabetes (T2D), primarily due to their high soluble-fiber content (particularly beta-glucan). It will also delve deeper into recent research results that indicate avenanthramides* (AV) may play a role in regulating glucose uptake from the gut. (**beneficial compounds*)

In the project rationale, Dr. Mackay states: “By shedding light on the complex relationship between oat components and glucose metabolism, this study seeks to contribute valuable insights to the potential role of oat products in the management of T2D.”

Mackay speaks to the potential benefit to consumers and oat producers: “Currently, close to one in five Canadians over the age of 20 has prediabetes or T2D. If daily consumption of high-AV oats is able to show a beneficial impact on glycemic response, there could be a substantial increase in demand for high-AV oats. If this pilot study proves successful, a larger-scale study is anticipated.”

This project is funded by PepsiCo Inc. and Prairie Oat Growers Association (POGA).

CAVEAT: POGA attempts to capture and represent the information provided by subjects. Their views and opinions many not necessarily represent the views and opinions of the POGA and/or oat commission boards.

Assessing the Federal Government's Fertilizer Reduction Target

How Would Oats Be Affected if a 30% Reduction Were Implemented? Does Cutting Fertilizer Make Sense?

Jessica Enns, Research Manager at Western Applied Research Corporation (WARC), presented at the POGA AGM (Dec 4/24 in Banff, AB) and SaskOats AGM (Jan 15/25 in Saskatoon). Enns explained that she used two recent field trial projects to analyze the impact of nitrogen (N) rates on oats.

PROJECT 1 (2023)

SaskOats funded the field trial project: *Oat N Response*, led by Mike Hall, Research Coordinator, East Central Research Foundation (ECRF), to determine how the national fertilizer emission reduction target (to 30% below 2020 levels by 2023) could affect oat producers. Along with ECRF, participating research sites included Sask Irrigation in Outlook; Northeast Agriculture Research Foundation (NARF) in Melfort; and Conservation Learning Centre (CLC) in Prince Albert. In this project, the performance of CS Camden and CDC Arbog was assessed when the following rates (soil plus N) were applied (in lb/ac): 125 (100% - generally recommended rate); 106 (85% [15% reduction]); and 88 (70% [30% reduction]). General results from Project 1 include:

Regardless of environmental conditions, increased N rates reduced **test weight** (this is a well-known phenomenon, although it is not well understood).

Yield varied significantly, largely due to growing conditions at each site. Drought conditions affect N uptake ability. The Outlook site, which was the most 'optimal' growing conditions due to irrigation, experienced the greatest yield response with increased N, however, it began to decrease at the highest N rate (highest yield was 189 bu/ac at 125 lb/ac of N). Here, the 15% N reduction resulted in a small decrease in yield (188 bu/ac), whereas at 30% N reduction the yield declined significantly (181 bu/ac). The Melfort location produced the second best results, with the best yield at 15% N reduction but resulted in a 12 bu/ac yield loss at 30% N reduction. The Yorkton and Prince Albert sites produced limited response to N rate due to drought conditions. Overall, the combined results from this limited research indicate that fertilizer reduction rates of up to 15% produce little risk of yield loss but a 30% reduction would have a significant negative effect on yield.

Comparative results on **economics** (30% versus 15%) were calculated. Decreasing the N rate by 15% (from 125 to 106 lb/ac) increased net revenue for the high-yielding Outlook and Melfort sites; here, the 30% reduction resulted in actual net losses. At Yorkton (the less responsive site), both 15% and 30% reductions were profitable, but produced slightly more profit at 15% rate reduction. At Prince Albert, because yield was very low and the crop was unresponsive to N rate, the 30% reduction was the most economical. (N and oat prices used in the calculation tables were sourced from the 2024 Saskatchewan Crop Planning Guide.) *Please keep in mind that results may be influenced by drought conditions (except at Outlook).*

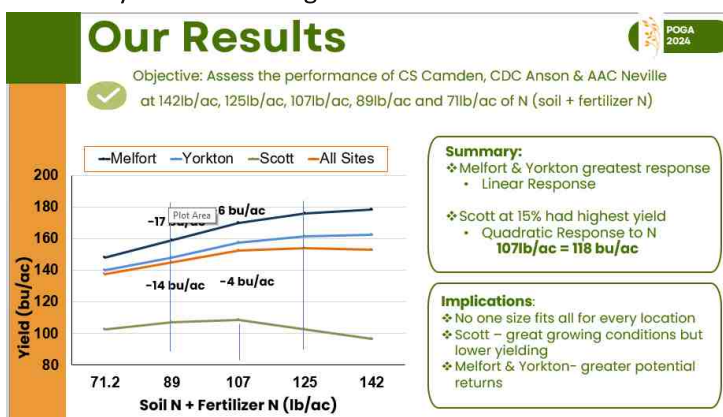
PROJECT 2 (2024)

SaskOats administered the project: *Evaluating the Fertility Package of Newly Available Oat Milling Varieties in Saskatchewan*, led by Brianne McInnes, Operations Manager, NARF, to demonstrate the yield and quality

response of new milling oat varieties to enhanced fertility as compared to a commonly grown variety. Along with NARF, participating research sites included ECRF, WARC, and Indian Head Agriculture Research Foundation (IHARF). (*Note: results from this project are preliminary.*) The performance (of CD Camden, CDC Anson and AAC Neville) was assessed when the following rates (soil plus N) were applied: (lb/ac) 142; 125; 107; 89; and 71.

General results from Project 2 include:

The Melfort and Yorkton sites produced the highest results, and both showed a linear response to increasing N rates (they continued to increase yield as N rates increased). The lowest-yielding Scott site experienced hot and dry conditions during the optimal growing times (even though overall the seasonal conditions were good), resulting in slight yield increases up to 107 lb/ac, then dropping drastically with increasing N rates. See the table below.



Comparative results on economics.

In order to further analyze the feasibility of the targeted 30% fertilizer reduction, Enns then went to POGA's research pages and collected five past research project reports dealing with oat fertility on yield, quality, and test weight. The collected data resulted in 31 site-years of compiled data to scrutinize. This resulted in too much information (including economic impact) to accommodate in this article. (To read the entire presentation go to: <https://poga.ca/>, click on the Provincial Commissions tab at the top, choose 'SaskOats - AGM and Conference' to view the presentations there.)

Our Economics

Effect of Incremental decreases in N fertility on Net Revenue¹.

N Fertility Decrease	Net Revenue (\$/ac)	
	Melfort	Yorkton
125 lb N/ac to 107 lb N/ac	-16.4	-6.2
107 lb N/ac to 89 lb N/ac	-44.6	-37.0

N Fertility Decrease	Net Revenue (\$/ac)	
	Scott	All sites
125 lb N/ac to 107 lb N/ac	45.5	7.2
107 lb N/ac to 89 lb N/ac	6.15	-25.14

¹Net Revenue based on 0.82/lb N and \$5.25/bu oat. Values taken from 2024 Saskatchewan Crop Planning Guide.

However, Enns' overall conclusion is that a generic 30% fertilizer reduction is not a realistic practice.

Continued on page 4...

...Fertilizer Reduction continued from page 3

When a 30% reduction in fertilizer **can be beneficial**:

- High residual nitrogen levels in the soil
- Going into drought years (and if you know that, please let POGA know too)
- Low to moderate yield-potential zone

When a 30% reduction in fertilizer is **not beneficial**:

- High yield in previous year
- High rainfall growing season
- High yield-potential zones
- Risk adverse (potential ~75% loss in revenue; *for more information, go to the overheads on poga.ca*)

Project 1 (*Oat N Response*) was funded by SaskOats.

Project 2 (*Evaluating the fertility package of newly available oat milling varieties in Saskatchewan*) is funded by the Agricultural Demonstration of Practices and Technologies (ADOPT) initiative under the Sustainable Canadian Agricultural Partnership, a federal, provincial, territorial initiative, and SaskOats.

MOGA Supports the Child Nutrition Council of Manitoba

As announced in the previous Oat Scoop issue, MOGA supported a Nov/24 professional development workshop put on by the Child Nutrition Council of Manitoba (CNCM) (page 4 - poga.ca/, hover over the Communication & Advocacy tab at the top, and choose Oat Scoop Newsletter to read the details).

The workshop was a resounding success, and included 47 participants from 12 Manitoba school divisions, 44 schools and two divisional nutrition leads who represent all schools within their division. The estimated student population was ~14.5k and ~8k students accessed the program daily. The hands-on cooking experience component focused on oats.



What's in a Name?

In the case of CDC Anson (developed by the University of Saskatchewan Crop Development Centre's Dr. Aaron Beattie), there's a story and a tribute in its name. To read the history, go to: poga.ca/, hover over the Communication & Advocacy tab at the top, and choose Latest News (scroll down a few stories).



POGA
Prairie Oat Growers Association

Supports the

BeGrainSafe Program

Since 2016, POGA has supported the Canadian Agricultural Safety Association (CASA) program: BeGrainSafe. To learn about the 2024 activities, visit POGA's Supported Initiatives page <https://poga.ca/communication-advocacy/advocacy/supported-initiatives/>.

There, you will find a link to their website so you can track the 2025 schedule for BeGrainSafe week and the mobile trailer activities (when they are established).



CASA | ACSA
CANADIAN AGRICULTURAL SAFETY ASSOCIATION
ASSOCIATION CANADIENNE DE SÉCURITÉ AGRICOLE

Shawna Mathieson, POGA Executive Director, At Work

- Participated in the Nov 28/24 call re SK Agriculture update for the province's Q2 results prior to their public release.
- Met with the Government of Saskatchewan's Trade Policy Team on Dec 6/24 to discuss USA trade and Trump administration implications for Canada.
- Had discussions with North American Millers Association in Feb; discussed possible tariffs, actions being taken in the US and potential to work together.
- Had discussions with Canadian Millers Association in Jan and Feb to discuss the impacts of potential tariffs between the USA and Canada, how to align with other crop sectors and potential strategies.
- Attended a virtual Transport Canada Technical Briefing on the approval of Bunge's acquisition of Viterra on Jan 28. TC provided a few more details on the approval/terms and conditions of the acquisition.
- Participated in a Feb 11 Canadian Grain Commission 2025 Stakeholder Engagement Session in Winnipeg; she brought forward producer payment protection, grain contracts and export sales reporting concerns.
- Participated in other multiple meetings with governments, commissions, organizations and the oat industry regarding potential tariffs between the USA and Canada, implications, strategies and next steps.

OBJECTIVE: A Complaint-Free World 🍌

The 'Merchant of Joy' at the POGA AGM

Joshua Routh, author, entertainer (including circus performer), and speaker, was the opening presenter at the 2025 POGA AGM in Banff, AB. His mission is to teach people how to *Complain Less, and Turn Complainers into Collaborators*. Routh lives in a wooded area, complete with deer and ticks (which carry alpha-gal disease). Since contracting the disease, he developed a mammal protein allergy. He explained, "Now, I drink oat milk—and love it! What you do is magic and I thank you! You improve our lives; my doctor says my cholesterol is superb now."



Joshua Routh—Complaint-Free Zone

He defined 'complaining': To express grief, pain, or discontent. Most everyone experiences these three feelings in their lives (often for good reason), at one time or other. If one consistently expresses them, it causes problems for that person, as well as everyone they engage with.

Inspired by Will Bowen, founder of the *Complaint Free Movement* and author of *A Complaint Free World*, Routh began working with him and applied the approach to his own business, *Circus Kaput*. It had such a positive effect on his workplace that he began to advocate for the movement as a keynote speaker.

Routh explained that negative thoughts are a natural state, but we need to be on guard and cautious about how we deal with them. He believes that the direction of our focus is key: "Gratitude is about what is present and what is working. Complaining is about what is wrong and what is missing."

It is very important to nurture gratitude and always bring awareness to any positives in the situation rather than focusing on what is missing. Being complaint-free does not equate to 'being a doormat'; in fact, complainers are essentially wallowing in their misery, which indicates a type of victimhood by default.

Scientific studies have suggested that 'venting' emotions can actually make the situation worse. It is better to internally acknowledge and process any negative feelings and look for ways to devise solutions to the problem.

Eckhart Tolle, spiritual teacher and author, has advice to offer on this topic: *Complaining is not to be confused with informing someone of a mistake or deficiency so that it can be put right. To refrain from complaining doesn't necessarily mean putting up with bad quality or behavior. There is no ego in telling the waiter your soup is cold and needs to be heated up—if you stick to the facts, which are always neutral. "How dare you serve me cold soup?"—That's complaining.*

What are the repercussions of complaining for a business?

- It costs money (good people leave and the business can't retain top talent).
- It can become a competitive sport (building in magnitude as each employee tops the other's story).

- It is damaging to health (cortisol increases, producing overwhelming stress and many negative health effects).
- It destroys relationships (chronic complainers alienate people by draining their energy).

Routh presented an acronym (GRIPE) to help us understand why people complain and how to deal with it:

- **G—Get attention.** Attention is a human need, not a want. *When starting a conversation with a known complainer, try opening the conversation with a question encouraging a positive response: "What is going well with ___?"*
- **R—Remove responsibility.** When asked to complete a task, a complainer will often find reasons to not be able to do it. *Try working around this by asking them, "If it were possible, how might you do it?" Place an emphasis on the 'you' in this question; this guides them to formulate a positive solution.*
- **I—Inspire Envy.** People complain about others in order to brag about themselves and appear superior to others. *Try an opposite compliment rather than discussing the person being criticized. They say: "Janet is always late." You say: "You are always on time." This gives them the attention they're looking for, while not engaging in complaining about another.*
- **P—Power.** Complaining gets people on their side, and can cause micro-rebellions ('Enrage and Engage'—also a tactic of media and politics). *You say, "It sounds like the two of you have a lot to talk about." Then, schedule a meeting to give them a forum to work things out. (Routh advises that, to build a healthy workplace, an employer should be willing to let someone go if they are not willing to participate in more positive interactions with co-workers.)*
- **E—Excuse Poor Performance.** This directly relates to 'Remove Responsibility' above, and is an attempt to get the complainer off the hook. *"Don't blame me, blame the circumstances." Your response should not focus on the past and what can't be changed, but focus on next time: "How do you plan to improve next time?"*

Bowen and Routh use 'reminder' bracelets to help people develop the skill to deal with complaining. People willing to take the challenge agree to move the bracelet from one wrist to the other whenever they catch themselves in the act. Routh stated that this is an effective method to change behaviour by repetitive, physical reminders. More information on this topic can be found on <https://joshuarouth.com/>.

Your SaskOats Board at Work

- SaskOats Director Jessica Slowski and Executive Director Shawna Mathieson participated in an Oct 22/24 AgriArm Research Planning meeting in Saskatoon to discuss and prioritize oat research projects with AgriArm sites across Saskatchewan.
- SaskOats director David Katerynych organized a tour of the MGM Oat Mill with representatives from Manitoba Organic and Organic Alberta on Nov 5/24, so participants could learn about the oat milling process.

The Oat Market Outlook

Four Experts Weigh In

POGA and the three commissions all invited Oat Market Outlook presenters to their AGMs. This article presents main points from each speaker (chronological order by event). Readers should keep in mind that each of these presenters come to the topic from different areas of expertise and at different times. Before we get into the specifics, here are some points that all agreed upon:

- In order to meet demand (based on current trends), the market requires more seeded oat acres planted in future years to increase ending stocks. Increased 2025 acres are needed and Statistics Canada is showing that will happen but a poll of those in the rooms at each AGM showed mixed results by province for intended seeded oat acres. (*See POGA note at the end of this article.*)
- Oat consumption markets (and demand) are stable or slightly growing.
- 2024/25 ending stocks are near record lows.
- Good weather and increased oat acres in the 2025 growing season is needed to simply meet demand and get back to average ending stock numbers.
- With the new Trump presidency, Canada/USA relations and how potential tariffs might affect trading markets are unpredictable at the time of the AGM presentations.

Brennan Turner, Independent Ag-Market Analyst, Dec 4/24 POGA AGM in Banff, AB

Oat contracts peaked in May-Jun/24, then dipped in Jul-Sep. Things then settled in to normal contract demand. After the 2023/24 **record low global oat harvest numbers**, there is a **big rebound** occurring this year (an increase of 13% from last year). The EU accounted for two thirds of this jump in global production and the U.S. experienced its largest crop since 2015/16.

Currently in the **global export market**, after a 200K MT production increase from the previous year, Australia is taking a larger market share. Canada's 2024/25 exports have decreased 17% from 2023/24 numbers. There is a chance that Russia's exports could continue to trend higher; there is no change for their current 2023/24 to 2024/25 export numbers (at 275K MT for both years), but a decade ago, they were exporting only 9K MT (30x the exports in only 10 years).

Oat consumption markets are stable or slightly growing, with the most promising new market being China (which is not an easy market for Canada to enter due to a phytosanitary issue with raw oats that is currently being worked on between Canada's Market Access Secretariat (per POGA's official request in 2017) and the Government of China). Turner cautioned, "Be mindful of 'export musical chairs'." There may be some room for slower-growth feed demand.

The 2024/25 **ending stocks** are near record lows. For upcoming years, **yield** may be dependent on weather/moisture and the impact of federal fertilizer reduction goals. Last year, StatsCan adjusted their numbers later in the year; the question is, will they do the same for this year? Turner predicted **2025 seeded oat acres** to be similar or a bit higher compared to last year.

While record-low **Canadian oats carryout** is certain (currently at 400K MT), a fairly balanced 'stock to demand' right now may cause the numbers to stay where they are.

The Western Canadian **three-year average oat prices** consistently peak during Nov-Jan. This is typically the best time to sell oats. Turner stated that he contracts up to 40% during this time, to guarantee his cash flow. Current prices have dipped (at the POGA AGM time), but are expected to recover. Turner stated, "We may see an increase in Jun/Jul, as oat-milk markets may need stock during a low-carryout period, but the opportunities will be based on the quality of oats in the market."

Turner completed a recent **survey with 24 Canadian oat buyers** (results by percentage of survey participants that agree with the following statements):

Future oat prices:

- 100% - 2025 seeded acres will determine future prices.
- 80% - the value of the Canadian Loonie is the 2nd most important factor determining prices (as relates to U.S. trade).
- 60% - high prices/demand will limit the top end ("*prices are killing some markets*").
- 15% - tight supply of light oats in the market means mills could run out toward the end of 2025.
- 80% - RUS/UKR war will have the least impact on prices.

Domestic markets over the next five years:

- Nearly 100% - breakfast products will have minimal/no growth.
- Nearly 70% - oat milk will see a little, to a lot of, growth (*Turner's note: a low-volume product*).
- 80% - gluten-free foods will see some, but not a lot of, growth.
- Nearly 75% - the feed grain market is flat and will slowly fade away.

Optimism for Canadian oat exports:

- Over 50% - are optimistic that growth will continue in the U.S. market.
- Nearly 30% - Latin/South America is a promising market.
- Under 15% - noted Mexico and the Asia Pacific Region are regions of opportunity.

Plans for forward contracts in 2025:

- 100% - will lock in the same amount, if not more. (20% will buy a bit more than 2024; 20% will buy significantly more).

Where Canadian oat prices will possibly go over the next six months:

- Just over 50% - minimal change, but perhaps 5% more.
- Nearly 33% - prices are likely to correct lower by as much as 5%.
- Just over 15% - prices could drop by 10% or more.

General Notes Relating to Environment/Health, etc.:

- Oat products meet various lifestyle and health needs.
- Oat milk prices are usually 60-80% higher than cow's milk.
- EU continues to be the most established oat-milk market.

Turner also noted that Green Acres Milling in Iowa is adding 2M bushels in annual oats processed.

Regarding how the **up-coming Trump presidency** will affect Canadian agriculture, Turner stated, "Trade agreements will be reviewed. While the weaker Loonie can

be good for Canadian exports, the U.S. government is aware that Canada will not be renegotiating from a position of economic strength. Canada needs regulatory changes to improve their economic position.” (See *Business Investment per Capital chart*.)

Canada currently exports 60% of their agri-food product to the U.S. The supply-demand equilibrium is already at a potential peak for new oat markets. If heavy

tariffs are introduced, that demand will likely drop. Currently, buyers will want to get as much across the border as possible before the new Trade Agreement.

Turner summarized his thoughts regarding the current oat market and factors influencing it:

- There is current demand, but for how long? 2025 seeded acres is the outlying question right now. There will be slow, steady growth for new markets (oat milk, flour, etc.).
- Prices are likely to level out through January, before new crop acres are bought.
- The new Trump presidency is currently causing uncertainty right now. Wars (trade and others) affect crop demand, and ‘acre substitution’ may occur (i.e., wheat may become the dominant crop). It is best to take a cautious approach and plan/be ready for any possible outcomes.

Randy Strychar, Oatinformation.com, Oat Market Specialist, Jan 15/25 SaskOats AGM in Saskatoon, SK

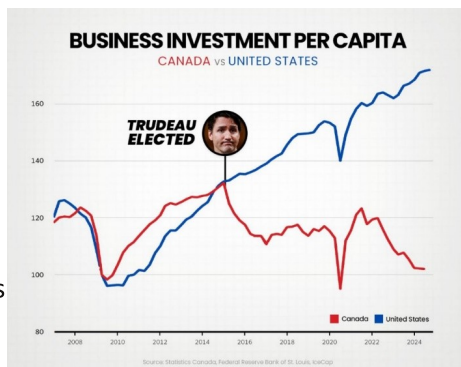
Global and North American oat markets are showing signs of recovery, but Canadian oat supplies remain tight, with 2024/25 Canadian oat end stocks forecast near record lows, potentially leading to significant price volatility.

Without a substantial increase in 2025 Canadian **seeded oat acres**, supply levels could become critically low in 2025/26 unless yields exceed the averages. “We need more oat acres, or we’re in serious trouble—even a 25% increase may not be enough to restore normal stock levels,” warned Strychar. “Despite solid oat returns, growers have recently shown they ‘don’t trust the oat market’—and for good reason.”

Oats remain undervalued—still priced as feed despite growing demand from the food sector. Seventy-two percent of Canadian oats are sold for food/beverage use.

Price volatility and unclear pricing signals continue to create uncertainty for both growers and commercial oat users, hindering oat planting decisions. Strychar emphasized that the **oat pricing model** is broken, proposing reforms such as increased direct contracting, where growers and processors establish agreements to stabilize prices and reduce reliance on volatile CME futures, and price transparency, ensuring real-time oat price publication for fair compensation across the supply chain.

The wild card for the Canadian and North American oat markets for the foreseeable future remains the **U.S. tariffs**.



If the tariffs are instituted, initial U.S. demand for Canadian oats may hold, but buyers will likely pass the cost on to U.S. consumers, and potentially Canadian growers.

Animal feed markets could shift toward U.S. oats or alternatives, while **food/beverage** manufacturers may prioritize Canadian oats to protect brand consistency keeping demand fairly strong.

Despite tariffs, Strychar believes **importing Canadian oats** will remain cheaper than sourcing from other countries, though both the U.S. and Canada will feel the impact. The U.S. is likely to put tariffs on European imports, which could eliminate the potential use of Scandinavian oats. Other global oat suppliers such as Chile and Australia could also see import tariffs.

Old-crop oat prices will remain subdued, with buyers paying premium prices only for immediate needs, anticipating a larger 2025/26 supply. Net returns for **new crop Canadian oats** point to higher oat plantings but there is so much uncertainty that oat plantings may come in lower than expected and needed.

Robert Arnason, The Western Producer, also attended the AGM, and wrote an article based on extracts from Strychar’s presentation. For a link to the article, go to: <https://poga.ca/communication-advocacy/poga-latest-news/>.

Matt Toews, Grain Purchaser at Sweet Grass Contracting Ltd., Jan 27/25 AOGC AGM in Edmonton, AB

Sweet Grass is family-owned and operated, expanded into the retail and international oat markets in 2007, and distributes over 70,000MT/year of bulk and bagged products to 12-15 countries. Their website states: *Our advanced knowledge in the oat field - from the growers to the end users - allows our customers the finest quality Canadian oat supply.*

The **traditional domestic market** for oats has been for livestock feed. Up to the present, ~50-60% of AB oats go to the feed industry. However, Toews believes that current oat prices, compared to barley, make them overpriced for feed, therefore that demand is declining. The equine industry continues to be a consistent, but smaller, market for Sweet Grass.

Ending stock numbers are key for Sweet Grass and they consistently refer to them. **Significant points** Toews presented:

- StatsCan projects 2025/26 seeded oat acres will be up ~10% from 2024/25 (~3,650,000 MT, assuming average yields).
- Considering projected demand, a 10% increase in oat acres will result in another year of low 2025 ending stocks and 2026 supply until 2026 production begins. Should weather or other growing conditions lower the average yield, or an unexpected increase in demand occur, supply could reach critical lows.
- Growers do not trust the oat market (despite solid net returns for oats compared to other 2024/25 crops, the market failed to secure the projected ‘necessary’ oat seeded acres for 2025).*

**During the AGM discussion from the floor regarding growers’ trust in the market, it was noted that many buyers only buy oats a few times a year because they are*

Continued on page 8...

...Oat Market (Toews) continued from page 7

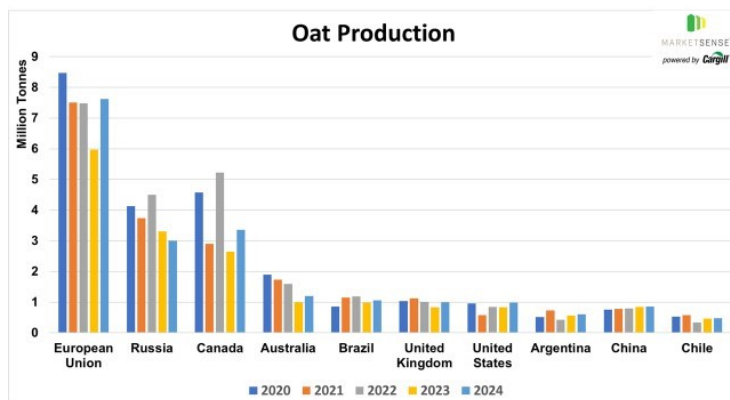
also buying other crops and need the storage for those. This means producers have to hold oats on-farm, and they take more storage space than other crops due to more bushels per acre produced. The timing of oat purchases can result in time/labour to clear snow and take oats from the bins and higher risk of spoilage. Producers need the price to increase to account for these additional costs. Toews agreed, but mentioned that Canada competes with other countries for the oat market and many have a freight expense advantage (e.g., Australia). Another comment from the floor: Some producers plan oat plantings based around crop rotation, but they also compete with other crops for planted acres, especially cereals.

Sweet Grass exports 75% of their **raw oats**. Toews does not believe **U.S. demand** will increase (at least for 2025) however manufacturers who use Canadian oats will want to protect their brands. Product specifications will largely impact whether the companies will be able to absorb/pass on increased prices due to **potential tariffs**. In the future, buyers (including Sweet Grass) will not buy any more oats than they absolutely need.

Jenessa Peristerakis, Sales Manager at Cargill, Feb 12/25
MOGA AGM in Winnipeg, MB 🖋️

Canadian Oat Production: The StatsCan 24/25 oat production number has been increased by 340,000MT (compared to the September report). Production is up 27% year over year, to 3.4M MT.

Oat yields: 2024/25 yield is forecasted up 5.7% year over year, to 88.7bu/ac, based on a 20% increase in harvested acres. 2025/26 yield is forecast to fall into the year-over-year average at 94bu/ac

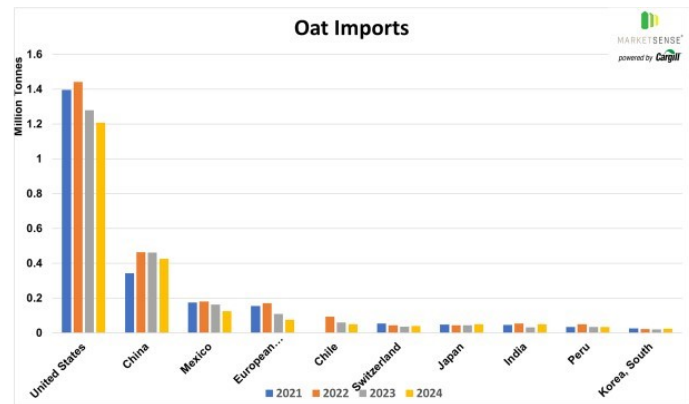


Canada/U.S. relationship: 40% (average) of Canadian oats is exported; of that, ~80% is exported to the U.S. The main question is: Can the U.S. meet their oat demand without Canadian oats (all experts say *No*)? For exports to the other markets (POGA's marketing efforts have had a positive effect here), oats are used to 'fill space' in bigger boats; the majority is exported out of the Port of Vancouver.

On-farm stocks: Buyers are assuming the numbers are tight, and may decide to be more aggressive in their oat purchases in the future.

U.S. Oat production and oat imports: The U.S. 2024 production was higher compared to 2016-2023 (with 76.6 bu/ac yield). As at the time of the MOGA AGM, the U.S. have already imported 1.2M MT for the year. They also

have more carry-over stocks from the previous year, amounting to 2.7M MT in stock, which indicates they have already done the bulk of their importing for the year (i.e., U.S. buyers may have been predicting the potential for tariffs). It is possible that they will import less than usual this year. However, if they wish to meet the on-going demand, they are not in a position to produce enough domestic oats in the near term. In addition, currently there is no other location in the world that has enough surplus of oats to replace what the U.S. currently imports from Canada.



Future weather: If the weather proves questionable this year, buyers will probably look to increase stock.

POGA NOTE: At each provincial AGM Oat Market presentation, Executive Director Shawna Mathieson prompted an informal survey of the room, asking producers what their seeding intentions were this year. At the SK AGM, nearly 70% of the room suggested they would decrease acres, with the rest of the majority saying their acres would be flat. Just two weeks after the SK AGM, 70% of AB producers stated their acres would increase; most others stated no change. MB was nearly 50/50 between increasing acres and remaining flat. Basically, there's still a lot of uncertainty right now as to where oat acres will go!

Your POGA Board at Work

- Brad Boettger, POGA director, participated in a Crop Logistics Working Group (Oct/24). Discussions included the Viterra-Bunge merger and the G3 divestment request.
- Boetter also attended the Canadian Crop Convention in Edmonton (Mar/25), which focussed on trade and transportation.
- The POGA board provided a letter to Global Affairs Canada (Oct/24) on the CUSMA Consultations and how vital CUSMA is to oat growers in Canada, with over 80% of our export market going to CUSMA countries.

New MOGA/POGA Director: Griffin Smith Meet Your Director! ✍

Griffin Smith operates Smith's Honey and Seed Farm (just south of Oakbank, Manitoba) with his father, two uncles, cousin and two brothers.

They grow conventional crops (oats, wheat, beans and canola) as well as alfalfa seed production and other forage crops such as trefoil and grasses.



"Oats have been in our rotation since before my time. We typically seed around 500-800 acres of oats every year and if conditions are average or better, we usually get quite good yields. It also serves as a good crop to underseed forage crops into, as the thick stand acts as a good snow catch and early harvest allows the underseeded crop to advance before freeze-up," said Smith.

The farm has been growing Douglas oat variety for the past 3-4 years. "They seem to have a very good lodging tolerance and don't shell out seed once ripe. We spray them with a $\frac{3}{4}$ rate of Modus with fungicide at flag, and have seen some impressive yields," shared Smith.

Smith decided to accept the nomination to the MOGA (and, by default, POGA) board in order to advocate for oats (speaking from the farmer's perspective) and to work to see even more commodity growth.

As to his experience with the boards to date, Smith shares: "I am hoping to learn a lot from my fellow board members and the staff. My experience with the board so far has been great. We engage in fruitful discussions around the meeting table and all the directors are working for the betterment of oats for Western Canadian farmers."

Some of the current issues affecting oats and agriculture that Smith is interested in are: 1) the recent articles on Chlormequat and what effects that could have on other chemicals that farmers can use in the future; 2) the effect of U.S. tariffs; and, 3) the high fluctuation of oat prices and acres grown.

When not farming, Smith's main pastimes are fishing, hunting, curling and spending time with his family.

DT publishing by, and titles marked with a (symbol) indicate article written by,
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Your SaskOats Board at Work

SaskOats Board Chair, Elwood White, and Executive Director Shawna Mathieson attended the Nov 27/24 Premiers' Reception with The Honourable Scott Moe, Saskatchewan Premier, and The Honourable Daryl Harrison, SK Minister of Agriculture. Discussions included continued transportation concerns, and the US election results and its impact on Canada.



*Saskatchewan Premiers' Reception, from left to right:
The Honourable Scott Moe; SaskOats Chair Elwood White;
Executive Director Shawna Mathieson; The Honourable Daryl Harrison.*

Your MOGA Board at Work

- MOGA Vice-Chair Ray Mazinke participated in a Nov 6/24 Enterprise Machine Intelligence and Learning Initiative (EMILI) meeting with leaders from agriculture and farm organizations to discuss legal issues connected with agriculture data and ag-tech and a Canadian Agri-Food Automation and Intelligence Network (CAAIN) Ag Industry Reception in Winnipeg, MB.

- Met, along with Executive Director Shawna Mathieson, with Richardson International's Director of Seed and Trade on Feb 11/25 regarding working with Richardson to advance the oat industry, considering challenges such as potential tariffs, an upcoming federal election and low oat stocks.

Research on Oat Disease Issues

Including Fusarium Head Blight (FHB) and Bacterial Leaf Streak (BLS)

Alejandra Oviedo-Ludena, University of Saskatchewan (U of S) plant pathologist and research assistant, presented at the Dec 4/24 POGA AGM in Banff, AB: *FHB and Other Disease Issues in Oats from 2017 to 2024 and Bacterial Blight*.

From 2018-2022, U of S conducted an Integrated Crop Agronomy Cluster project (and have continued studies on this topic since then). POGA was a co-supporter for several components of this cluster project: 1) finding new FHB solutions, led by Drs. Paul Bullock and Randy Kutcher (Oviedo-Ludena worked under Dr. Kutcher's supervision on his contribution to this project); and, 2) the Prairie Pest Monitoring Network, led by Dr. Meghan Vankosky. To read the report on this completed cluster project, go to: <https://poga.ca/>, use the tabs for Research Projects / Completed Research, filter for Principal Investigators: Kutcher, and click on: View Results. This particular project component is covered on pages 18-19.

The component Oviedo-Ludena was involved with included crop sequence studies across six sites in Alberta, Saskatchewan and Manitoba, examining how sequences of common crop plantings affect the severity of FHB and leaf spots (current year crops were planted in previous year's crop stubble). For example, this chart illustrates crops grown in 2020 noted in the left (rows) and in 2021 noted at the top (columns) and how the 2022 durum wheat crop grown in the stubble was affected. The data was collected at the Saskatoon site (the only project site where oats were included in the rotation). See the colour-coded note at the top right corner of the chart for a quick-reference of FHB severity ratings in 2022 durum.

Oviedo-Ludena stated: "A cereal sequence of oat-durum-durum resulted in an FHB severity of 14.3% in the 2022 durum crop. In this research, including only one year of pulses on the sequence was not sufficient to mitigate the disease; for example, the Saskatoon site showed an FHB severity of 21.8% on the oat-pea-durum sequence. The main point of this chart is not to classify peas or pulses as causal agents of FHB, it is to show that we need diversification on our crop sequences in order to manage FHB on cereals.

It is imperative to remind readers that this is a short-rotation experiment, because it only involved a 3-year crop sequence. More research on long-term rotations should be done.

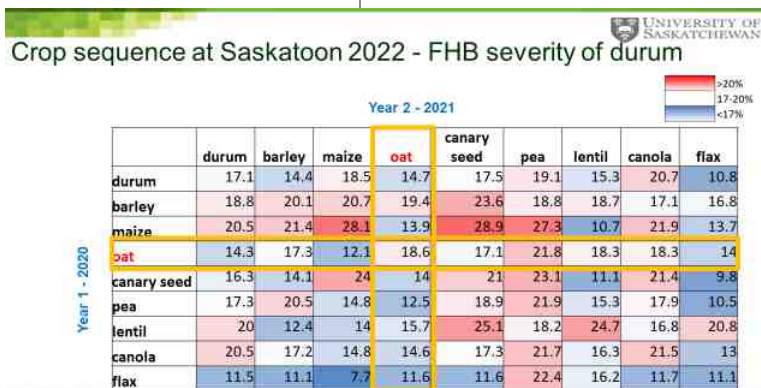
If a producer uses cereals crops (which are host of the pathogen *Fusarium*) in rotation with oats all the time, FHB is predicted to rise in severity. It would be best to include diversification in a crop sequence. Dry/wet weather across regions also plays a role in how the different *Fusarium* species are affected, (wet, humid conditions increase instances of FHB across all cereal crops). The *Fusarium* species that cause FHB fluctuate between dry and wet years. In the case of oats, I observed a higher frequency of *Fusarium poae* which also causes FHB and produces mycotoxins on infected grain."

Post-presentation note: Dr. Kutcher, project lead, provided his summary of the 3-year, oat-related portion of the larger project: "Based on the data collected, planting oat before durum is less risky than rotations that include corn and pea (see the chart). The flax-flax-durum rotation usually resulted in the lowest FHB severity, with most values less than 17% (blue squares). So, in term of minimizing the risk of FHB in durum, flax is a good choice, oat is perhaps intermediate, and the most risky crops to seed in rotation with durum is corn and pea. As corn is known to be a host of *F. graminearum*, this was not unexpected. However, rotations that include lentil also appear to add to the risk of FHB, although it is more variable. We still aren't sure why, as these crops are not known to be major hosts for *F. graminearum*. The N fixation still helped to improve yield, despite higher FHB severity. The severe 2021 drought in central Saskatchewan would have affected results, so we can only generalize from this study, as disease severity of durum was not as severe as it might have been had we experienced three wet, FHB-prone years."

The U of S Cereal and Flax Pathology Group also performs the screening of oat survey samples collected by Saskatchewan Crop Insurance. "The results from the 2017-2024 surveys indicate that, even if there are dry conditions, *Fusarium* is still present in oat fields.

Monitoring the disease is very important for future epidemics," Oviedo-Ludena cautioned.

Oviedo-Ludena's research also included oat-related leaf spotting diseases and bacterial leaf streak of wheat and barley. She noted, "BLS has not been confirmed in oats in Canada, but is present in the USA." More information was presented than space allows for in this article.



However, for a good overview of this project, including field studies, and what they found, go to the presentation overheads at: <https://poga.ca/about-poga/poga-agm-and-conference/>.

This presentation was chiefly based on the component 'Selecting Crop Sequences' (led by Dr. Kutcher) of the Cluster Project *Selecting Crop Sequences and Developing a Risk Model to Mitigate FHB in Western Canadian Cereal Production*. This project was funded by the Government of Canada under the Canadian Agricultural Partnership's AgriScience Program (CAP); Western Grains Research Foundation; Brewing and Malting Barley Research Institute; Alberta Grains; Manitoba Crop Alliance; Sask Wheat; and Prairie Oat Growers Association.

The **Cauliflower and Oats** soup garnered **rave reviews** when the Edmonton Westin served it to attendees at the Jan 27/25 **AOGC AGM**. The Westin graciously shared the recipe so you can enjoy it, too! To try it for yourself and see what all the hubbub was about, go to POGA's Main Courses recipe page: poga.ca/recipes/cauliflower-oats-soup/

Soar Like an Eagle in Times of Change 🦅

Jennifer Barroll is a Communications Expert and stand-up comedian. At the POGA AGM (Dec 4/24), she delivered her motivational presentation: *Just Grow with It, Be Resilient in a Season of Change and Come out Better on the Other Side*.

Change comes to everyone, especially in agriculture; there are always moving parts and people can't control all of them.

Barroll advised people to nurture growth, innovation and resilience as ways to best handle change.

Mindset plays a big role in this. Barroll shared an entertaining story about an eagle who was raised in a chicken coop. He didn't know he was an eagle, but he knew he didn't fit in with the chickens...until he saw an eagle flying above the yard. He realized that this was what he was meant to be and persevered until he could fly himself. Since then, he flies over all the coops he can find, in case there are other eagles trapped on the ground believing they are chickens. Barroll's moral of the story: "1) Know you are an eagle in a world that doesn't want you to do better. 2) Use your wings, look for others who don't believe in themselves, and show them you are an eagle and they are, too. 3) Keep looking up—for what to look forward to and for inspiration from other eagles."

Inspired people have two 'secret superpowers':

- **Strengths**—Modern psychology has discovered that people make achievements when they set goals and move toward what they want, versus working to overcome flaws and avoiding hard tasks. If you work to improve weakness and deficits, you'll make small achievements, but if you focus on what you want (not what you don't want), you will get better results across the board. Your thoughts, words and actions are tools for growth.
- **Values**—These are guides which develop from influences such as family, community and personal experience. They provide a sense of identity and are fundamental core truths (deeply held personal beliefs about what matters most to you). Always align actions with values, and keep realigning throughout the day as challenges occur or you will find yourself off track.

Using these superpowers will bring the best version of yourself to the situation, regardless of what is happening externally. Barroll summed up these concepts by quoting Chinese philosopher Lao-Tzu: *Watch your thoughts; they become words. Watch your words; they become actions. Watch your actions; they become habits. Watch your habits; they become character. Watch your character; it becomes your destiny.*

Mental presets come into play here. You can change your mindset/thinking by focusing on:

- **strengths**—think strong, not wrong
- **gratitude**—be grateful you can do something about any situation, even when it is challenging
- **growth**—"I don't know everything. What can I learn?"



How you communicate is key; you can constantly work to change and improve how you do this. Kinesics is the study of nonlinguistic bodily movements. Words (7%) are less important than tone (38%) and body language (55%). Keep your posture relaxed, make eye contact, and pay attention to what a person is saying.

Communication is 'directional'. Examples of the types of people you might communicate with:

- **UP** (with a boss). Take a 'big picture' attitude and don't focus on small details.
- **ACROSS** (people with equal status). You are working on collective goals and the best possible outcome.
- **DOWN** (people you oversee). Listen to them so you can provide what they need to succeed.
- **OUT** (customers). Understand their needs. Listen, ask, and don't talk too much. Reaffirm what you heard.

Barroll summed up by stating: "Change is inevitable; growth is optional. Look at your life and business, and find ways to grow your capacity, skills and mindset. If you do, you will help others around you! Don't 'do for others'; help them use their own superpowers so they grow, too. You can choose how you're going to respond, and each time you do provides an option to grow!"

Barroll will be launching her new book, *Make Work Not Suck, A Leader's Guide For Teams That Thrive*, in Fall 2025.

Helpful Information for producers in the 2025 season!

Did you know that POGA provides a listing of **Production Tools and Resources** on its website? On poga.ca/production-resources/tools-reference-materials/ you can find links to information and calculators, such as:

- AB, SK and MB Seed Guides
- SK Seed Surveys
- Fact Sheets to help you manage herbicide-resistant wild oats
- Online Nutrient Removal calculator
- Keep It Clean Pre-Harvest Interval Calculator
- Oat Growers Manual(s)

Because it could provide valuable information to producers (including conditions affecting oat variety protein content), POGA also posted a link to a non-POGA supported research paper. Published in *Journal of the Science of Food and Agriculture*, by Vanessa Alexander, Kirby T. Nilsen, Sijo Joseph, Trust Beta, and Lovemore Nkhata Malunga: *Effects of genotype and environment on the physiochemical properties of Canadian oat varieties*.

Don't forget to check out **POGA- and Commission-funded projects and results**:

poga.ca/research/research-projects/. You can filter by 'keyword' to zero in on topics you are interested in. There, you can also find POGA's compiled handout on all supported nitrogen-related projects, which you might find helpful this season. Project name: *POGA Nitrogen Projects (Compiled)*.

Enhanced Oat-Milk Nutrition and Possible Benefits for Diabetics

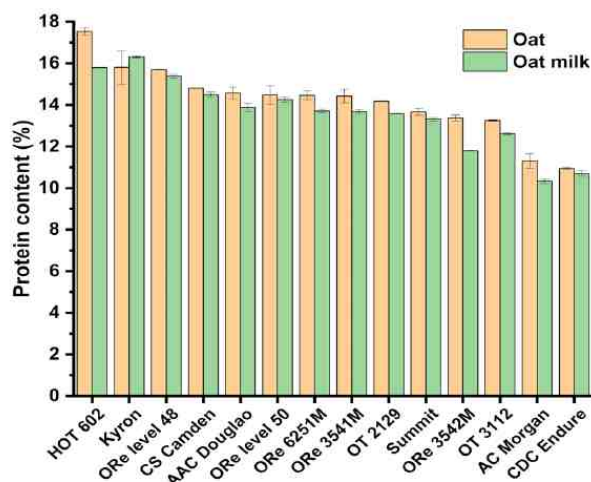
Final Project Report

In the 2021 June issue of the Oat Scoop, POGA introduced the project *Development of a nutritionally enhanced plant-based milk alternative beverage from Canadian oats and study of its hypoglycemic effects*. The project was led by Dr. Lingyun Chen, Professor and Food Science Division Director, Department of Agricultural Food and Nutritional Science, University of Alberta. Please go to that Oat Scoop article (page 5) for an understanding of the rationale for the project at: poga.ca/communication-advocacy/oat-scoop-newsletter/.

The final report has been received and the following information provides a summary of the findings and potential benefits to the sector.

The oat industry has worked to develop oats with qualities that meet miller and consumer demand. Some of the main properties include: beta(β)-glucan content (and its corresponding health claim), total dietary fiber, and protein content. However, research has primarily been focused on enhancing oat milling quality for oatmeal production and β -glucan extraction. This project aimed to fill the knowledge gap regarding the processing of Canadian oats for plant-based milk production.

Using 14 oat varieties, protein and β -glucan recovery from oat-milk products was analyzed and compared. Chen stated, "Results revealed a strong positive correlation between the protein content in oat milk and the original protein content in the oat grains, suggesting that varieties with higher protein content can yield oat milk with higher protein levels. Additionally, these varieties contain approximately 4% or more β -glucan, making them highly suitable for developing nutritious oat milk beverages. This knowledge dissemination will further elevate the demand for Canadian oats as a high-value crop for human consumption globally."



Chen also developed and employed a new ultrasound-based processing technique which enhanced β -glucan recovery in oat milk (by 39%), which can be utilized by the manufacturing industry. The technique also improves protein solubility and foaming properties in oat milk products, which could provide new marketing opportunities to use oat milk as a foaming ingredient in beverages and desserts.

Chen stated an additional deliverable: "The study demonstrated that oat protein peptides exhibit promising glycemia-lowering effects by inhibiting key enzymes involved in glucose metabolism. Preliminary results also suggest that both chronic and acute consumption of oat peptides in the form of small fragments of oat protein may help regulate body weight and improve glucose tolerance. Eventually, these findings could guide the oat-milk manufacturing industry to formulate new functional beverages aimed at blood sugar management, benefiting pre-diabetic and diabetic populations by harnessing the combined benefits of oat β -glucan and oat protein. However, further studies with larger sample sizes are necessary to confirm the acute impact of oat peptides."

To read the final report which provides the scientific details and accompanying graphs/tables, go to: poga.ca/research/completed-research/ and filter for Principal Investigators: Chen. Also posted to this project page is a paper published in Elsevier Journal of Functional Foods, by Drs. Lourdes Ramirez Fuentes, Caroline Richard, and Lingyun Chen entitled *Sequential alcalase and flavourzyme treatment for preparation of α -amylase, α -glucosidase, and dipeptidyl peptidase (DPP)-IV inhibitory peptides from oat protein*. Some of the results from this POGA-supported project were used in the creation of the journal paper.

This project was funded by Results Driven Agriculture Research (RDAR); Natural Sciences and Engineering Research Council of Canada - Discovery (NSERC); and Prairie Oat Growers Association (POGA).

Your SaskOats Board at Work

- SaskOats board and Executive Director Shawna Mathieson met with CN on Jan 14 to talk about the recent rail performance and steps being taken to ensure better performance levels are achieved.
- SaskOats Board Chair Elwood White and Executive Director Shawna Mathieson participated in a Joint Stakeholder call on Jan 23 to discuss plans of action regarding potential U.S. tariffs. Hosting the call were: The Honourable Daryl Harrison, SK Minister of Agriculture and The Honourable Warren Kaeding, SK Minister of Trade and Export Development. SaskOats provided information such as: ~80% of Canada's raw oat exports go to the USA and the countries jointly rely on each other (Canada to export oats and the USA to process them to make items like Cheerios, oatmeal, oat milk, granola bars, etc.; and, that the oat industry is very collaborative and intertwined between the two countries. Mathieson had previously reached out to the major USA oat processors, including General Mills and PepsiCo Quaker, to discuss possible tariffs and the implications).

New MOGA/POGA Director: John Bergen

Meet Your Director!

John Bergen farms McKnight Farms Ltd. near Carman, Manitoba with his wife Laurhys, son Dane (17) and daughter Madeline (16).

They grow a rotation of oats, seed soybeans, corn and canola. “We like to alternate grass and broadleaf crops for weed management and implement every tillage practice from full tillage to zero-till, depending on the year and crop,” shared Bergen.



John Bergen, with son Dane, in the oat field

Oats are an important crop on their farm. Bergen explained, “We believe oats help our soil health tremendously. The residue seems to help both our heavy and lighter ground. Also, we have always preferred the open oat market compared to the old, single-opportunity market that controlled wheat. We could move the crop at the time we chose. We also like direct-planting soybeans into untouched oat stubble. This seems to help with moisture retention and weed control.”

Bergen put his name forward to sit on the MOGA (and by default, POGA) board because he wanted to be involved in helping a smaller organization: “Oats seem to be one of the only crops we grow where the end consumer product looks like what we grow in the field. Being involved with POGA and the oat growers’ commission has helped us learn more about new and emerging markets and users, and gave us ideas as to how to better serve those markets.” Bergen also appreciated the Oat Scoop newsletter and how relevant most of the articles are to growers. He said, “I like POGA’s ‘boots on the ground’ approach.”

His experience with the POGA/MOGA boards has been positive, and he has enjoyed meeting other oat growers from across western Canada. He stated, “I have gained an appreciation of how check-off dollars are spent; for instance, for market development—we can track the actual impact those funds are making on end-use consumption.”

Bergen brings his past experience as a board member with the Manitoba Corn Growers Association (now represented through Manitoba Crop Alliance) to the POGA/MOGA board tables.

Other farm-related issues that interest Bergen are: a) the importance of farmers telling their own story; and b) for people to realize that farmers aren’t just growing a commodity, they’re growing food ingredients. This is where POGA’s marketing efforts really make a difference.

When the farm allows them a break, the Bergen family likes to spend time at their lake property in NW Ontario.



co-sponsored a Spark Nutrition Communications project developed with support from the Government of Saskatchewan’s Agriculture Awareness Initiative Program (AAIP).

Registered Dietitians held training sessions in Nov/24 for Saskatchewan Registered Dietitians and Interns: Boost Your Recipe Development Skills—Practical Strategies for creating and Adapting Recipes with Local Food (for beginners).

“We are excited to announce that the University of Saskatchewan (U of S) saw so much benefit to it that this course will be mandatory for those working on becoming a registered dietician at U of S again next year,” shared Carol Harrison, Spark Registered Dietician and co-founder.

Included in the training sessions were handouts:

- Saskatchewan Ag Communications Toolkit for Interns and Dietitians (including useful information to help share facts about Saskatchewan food and farming)
- Love Sask Food! recipe e-booklet (for consumers—recipes and tips to eat local, boost nutrition, and spend less)
- Boost Your Recipe Development Skills (for beginners), including a sample of a well-written recipe made with oats

Disseminating oat nutritional information and recipes to dietitians is an essential part of increasing oat consumption, as oats have proven to be beneficial for people with health conditions (e.g., heart disease, diabetes, high blood pressure, etc.). A win-win for producers and consumers!

This project was funded from the Sustainable Canadian Agricultural Partnership (SCAP), cost-shared by the federal and provincial governments, and co-funded by Prairie Oat Growers Association (POGA) and Saskmilk.



Sponsored

Western Applied Research Corporation (WARC) Feb 27
Crop Opp 2025 at the
Western Development Museum
in North Battleford.



Producer Consent Form:

At times, POGA receives requests from international oat buyers to source oats directly from producers. If you are an oat producer in Alberta, Manitoba or Saskatchewan and are interested in being contacted by these companies for potential direct oat sales, head over to the main page at poga.ca/, click on and fill out the Producer Consent Form. Your contact info will be included in a list provided to companies inquiring about direct-from-producer sales.

Before Signing that Market Contract... ✍

What Oat Growers Need to Know

Susanne Leclerc, owner of Market Master Ltd. in Edmonton, AB, was at the Jan 27/25 AOGC AGM in Edmonton to make a presentation to attendees: *Alternate Markets for Oats, Capitalizing on Premium by Spec and Marketing Insights*.

The options to market your crop are varied and changing (for example, you can sell oats for: export, milling, processing, feed, malting, pony, gluten- and/or glyphosate-free, organic, and transitional [i.e., moving toward organic]).

As a grain broker, Leclerc provided extensive advice to enable producers to protect their interests when selling oats. Leclerc's opening point was that each buyer has the right to set terms for and buy exactly what they want. Therefore, it is the seller's responsibility to ask questions. If you're not sure what something means in the contract, ask! Ensure you understand the terminology and codes used.

What chemicals are allowed? Are there moisture and/or weight restrictions? Do you know what the grade codes mean (e.g., #2CS vs 2CW)? What is the company's definition of 'good colour'? Those specifications can differ from company to company, so check with the buyer. No two contracts are the same - go through each one carefully. Leclerc also stressed, "Ensure you take samples each crop year!" (Market Master's website has information on how to take proper samples: grainwatchdog.com/samples/)

Know your test weight conversions! Example: What is Avery (typically used in Canada) vs Winchester? Leclerc cautioned, "Always know your weight and ask for grams per half litre (g/0.5L).

Check their weights against the conversion chart; '37 pounds' can be a red flag that someone may have read the chart wrong." *POGA note: more information and a test weight conversion chart can be found on grainscanada.gc.ca/en/qrain-quality/grain-grading/grading-factors/conversion-charts/*





Grade codes specs can vary. To the right is an example of one company's specs for 1CW Milling oat provided

by Leclerc (*NOTE: the CGC chart states that the minimum test weight for 1CW oats is 44.9 lbs/bu Avery (260grams/0.5 liter)*); red arrows are examples of other specifications to note; many specs can differ from company to company).

Several other points Leclerc stressed were: "Ask questions and discuss all terms with the buyer. It is very important to discuss payment terms, and if a buyer doesn't want to talk about them, it's best to sell elsewhere. Also, some producers don't know that if you wait longer than 90 days to exchange your primary elevator or grain receipt for cash or a cheque (i.e., deferring your payment), you are not eligible for compensation under a bond. This is something that is not commonly discussed, but it we need to start talking about." *POGA note: The CGC has confirmed that producers are eligible for coverage for 90 days from the date of their delivery or 30 days from the date the cash purchase ticket or cheque is issued, regardless of the date on the cheque. The lesser of the two time periods applies. For more information, visit grainscanada.gc.ca/en/protection/payment/.*

Typically, selling opportunities are best when contracting in Jan/Feb for fall. When contracting, document everything. For instance: Act of God coverage—try to specify the bu/ac and amount of anticipated tonnage that you are contracting. Check your buyer's terms. How long do you have to let them know if there will be an Act of God claim?

Space won't allow for all the valuable tips Leclerc shared, but for more information on other company specs for various grading codes and different market types, etc., readers can access Leclerc's presentation at: poga.ca/; hover over the Provincial Commissions tab at the top, choose AOGC / Annual General Meeting and Conference.

MILLING SPECIFICATIONS			
SPECIFICATION	BID BASIS	DISCOUNT	REJECTION
BUSHEL WEIGHT	43.3 lbs/bus	\$3.0/MT deduction for 42.5-43.3 lbs/bus	 Less than 42.5
MOISTURE	10.5%-13.5%	\$0.90/MT deduction for each 0.1% under 10.5% \$0.90/MT deduction for each 0.1% over 13.5%	Less than 10.0% Over 14%
PLUMPNESS	Min 70%	#6 Slotted sieve (2.38mm 6/64)	Less than 70%
THINS	Max 7.0%	\$1.5/MT deduction each 1.0% over 7.0% #5 Slotted sieve (1.98mm 5/64)	10.0%
 DUST	Max 2.0%	Deducted from gross weight as dockage	2.0%
GREEN	0%	Deducted from gross weight as dockage	1.0%
SPROUTED	0%	\$1.0/MT deduction for each 1.0% over 1.0%	Over 4.0%
Foreign Material (FM)	0%	 FM & other cereal Deducted from gross weight as dockage	1.0% Barley 1.0% Wheat  1.0% Wild Oats Max 3% all grains and F/M
Dockage	1%	Minimum 1.0% dockage assessed on every load	Over 4.0%
GROAT SOUND	96%	N/A	95%
DE-HULLS	Max 5.0%	\$3.0/MT deduction each 1.0% over 5.0%	7.0%
ADHERED	Max 10.0%	\$1.0/MT deduction each 1.0% over 10.0%	15.0%
INSECTS	Negative	N/A	Positive

Attention: Oat Scoop Readers: POGA wants to hear from you!

Do you have suggestions for content or questions about the information we provide? We want to hear from you. Please let us know what you would like to see more, or less, of!

Send your feedback to PYule@poga.ca.

Your AOGC Board at Work

Met with The Honourable RJ Sigurdson, Alberta Minister of Agriculture and Irrigation, in Edmonton on Jan 27 and talked about crop insurance rates vs. other crops, federal policies and funding priorities, continued transportation issues in Canada, BRM programs, potential USA tariffs and Canadian reactions and recent trade missions.

From left to right: AOGC director Brad Boettger; Executive Director Shawna Mathieson; The Honourable RJ Sigurdson; AOGC Chair Dylan Robinson; AOCG Audit Chair Jordan Schmaus; AOGC Vice-Chair Jason Wiese.



Your MOGA Board at Work

Met with The Honourable Ron Kostyshyn, Manitoba Minister of Agriculture, on Feb 10. The board discussed Manitoba Education taxes, a formal training program for farm workers, opportunities for new oat investments in Manitoba, federal policies and funding priorities including BRM programs, continued transportation issues in Canada and potential USA tariffs and Canadian reactions.

From left to right: MOGA directors Griffin Smith and Emily Laudin; MOGA Vice Chair Ray Mazinke; The Honourable Ron Kostyshyn; MOGA Audit Chair Bob Lepischak; Executive Director Shawna Mathieson; MOGA director John Bergen.



Your SaskOats Board at Work

Met with The Honourable Daryl Harrison, Saskatchewan Minister of Agriculture on Mar 5 to discuss federal policies and funding priorities, continued transportation issues in Canada, BRM programs, USA tariffs and reactions and possible oat plant expansions in Saskatchewan.

From left to right: SaskOats Marketing Coordinator Kaitlyn Kitzan; SaskOats Executive Director Shawna Mathieson; The Honourable Daryl Harrison; SaskOats Chair Elwood White; SaskOats Vice-Chair Landon Kuschak.



Gregg Doud, COO, National Milk Producers Federation and past U.S. Chief Ag Negotiator under President Trump, presented at the Dec 4/24 POGA AGM in Banff

Doud delivered a wealth of information regarding global agricultural and economy. A selection of topics he covered:

- the BRICS Bloc Alliance (founding members Brazil, Russia, India, China and South Africa) and how that relates to the trade, economy and global relationships with the West;
 - grains/oilseeds production in other parts of the world (and the varying costs of production, the changing needs for imported crops, etc.);
 - the biofuels industry and renewable fuel (e.g., diesel) and sustainable aviation fuel production and how that relates to oil seed production/processing;
 - how weather is affecting crop import/exports;
 - protein demand and consumption, current challenges and opportunities in the meat sectors;
 - the effects of technology on all agricultural sectors;
 - trading partners and changing requirements;
 - beef demand/supply and disposable per capital income;
 - inflation/pricing and its effect on food purchases;
 - the 'Trump effect' and how politic support lays out on a U.S. map; and,
 - changing global leadership and how that affects global politics, trade and economies.
- Doud also stated that Prime Minister Trudeau was “doing what needed to be done” by going to meet with Trump regarding possible tariffs and he did not believe that tariffs would be implemented on most food products, including oats going into the U.S. as long as that working relationship continued.



Because of the copious amount of information presented, this is the type of presentation that a succinct newsletter article cannot do justice to, and the wealth of information presented is all the more reason for producers to attend the POGA AGMs! For this particular speaker, the hotel literally had to 'kick attendees out' because we ran over time with so many good questions! Thanks to all who participated and engaged with questions for our speakers!



Supports Organic Oat Producers

If you grow organic oats, rest assured that money from the oat growers is being used to move ALL oat producers forward. In addition to support for projects that help all producers (breeding and marketing work, for example), POGA supported the organic breeding program through the organic cluster until it was cut by AAFC. Currently, POGA is funding the Agriculture and Agri-Food Canada Organic Science Cluster project, administered by Organic Federation of Canada, and led by Dr. Martin Entz, called Long-term C and N20 monitoring, and climate-smart management of organic grain production systems.

Dr. Entz has agreed to make a presentation on this project at the **2025 AGM in Saskatoon on Wednesday, December 3, 2025**. Look for the full agenda for this great meeting in the summer Oat Scoop issue, or keep checking later this spring at poga.ca/—About POGA/POGA AGM and Conference.

SAVE THE DATE!

POGA's 28th AGM will be held at the Sheraton Cavalier in Saskatoon, Saskatchewan on Dec 3/25. Stay tuned! We will start posting the agenda and registration information in late spring.



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