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CANADIAN SPECIAL CROPS ASSOCIATION PRESIDENT'S MESSAGE

The CSCA is proud to welcome the world to Canada for Pulses 2017: The Future of Food Convention. For the first time ever, the CSCA is joining forces with our global counterparts at the Global Pulse Confederation (GPC) to bring you the biggest pulse convention in North America. I am personally thrilled to welcome delegates and guests from over 50 countries to my hometown, Vancouver.

This year's convention will be unique on many levels, and delegates can expect the same high-quality experience they have come to expect from previous CSCA events. For the past 30 years, the CSCA has given the pulse and special crops industry a place to meet, connect and discuss the important issues in our business – this year will be no different in that respect.

International visitors have long been the key to the success of conventions in Canada and to the future of the industry. This year, more than ever, I want to thank you for making the trip to Vancouver. Take some time during your visit to take in the beauty of the West Coast of Canada.

I want to welcome all pulse producers to the convention. The CSCA welcomes you as an important part of this industry and as generous convention sponsors. There would be no pulse trade without farmers, the first link on the pulse value chain.

The CSCA works to increase the profitability of our members and partners, and has long been invested in creating valuable partnerships. Pulses 2017, like the Pulse & Special Crops

Convention, is an important part of our work. The conversations that start here turn into planning strategies with our partners, our Association, and our industry.

Throughout the week, delegates will hear about the state of the global economy and international trade; the perspectives, trends and policies that are shaping the food industry and consumer decisions; and what the pulse industry is doing to influence consumer behaviour. A large portion of the program will also be dedicated to giving delegates the most accurate and up-to-date supply and demand outlooks on all pulse crops.

I want to take this opportunity to thank all CSCA members and partners for their continued support of our industry. I would also like to thank my fellow board members, as well as CSCA and Pulse Canada staff members, for their commitment to the organization. We continue to grow and gain respect as a credible voice amongst our members, government, and our international business partners.

I hope to see you again in 2018 at the Pulse & Special Crops Convention, hosted by the CSCA in the heart of Canada's pulse-growing region: Regina, Saskatchewan.

Colin Topham
President, CSCA



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GLOBAL PULSE CONFEDERATION PRESIDENT'S MESSAGE

The Global Pulse Confederation is so happy to welcome the global pulse sector to Canada for Pulses 2017, a joint event held in conjunction with the Canadian Special Crops Association. Canada has become such an important part of the global pulse sector, as the largest export origin for pulses in the world. After hosting GPC 2016 in Turkey, one of the largest consumption markets for pulses, it seems fitting to have our event in Canada in 2017.

The global pulse sector has changed over the past decade. The wide and diverse origins of pulse production are two of the elements that have changed our sector and have allowed it to grow with the levels of crop production we currently see globally. This is one of the strengths we see in our sector and one which we have worked to share through 2016 with the International Year of Pulses. At Pulses 2017 here in Vancouver, we will continue to share our story and build upon the momentum we have gained.

While the international pulse trade takes many shapes, one common thread is the vast potential for growth that exists within our sector. The successful initiatives that began with IYP and continue today demonstrate the clear need to increase awareness of pulses and their benefits among the general public and the food industry. It is also paramount that our message is communicated to governments around the world so that policies are aligned with the goals of our industry and recognize the important role for pulses in improving global food security and nutrition.

GPC continues to be active in bringing solutions to problems facing our industry. One of the very important steps we are taking is to introduce the GPC contract to the pulse industry. The GPC pulse contract committee has worked extensively to develop and provide proper contracts which will be even and just for buyers and sellers. We will be introducing the GPC contract to our industry stakeholders during the convention this week and I look forward to an informative and lively discussion on this topic. I would like to take this opportunity to recognize Andrew Jacobs and GAFTA for their tremendous work and help in this area.

GPC is also working actively to have the United Nations designate a "World Pulse Day." We will continue this effort over the coming months and with the success of IYP 2016 I am quite sure we will succeed.

On behalf of GPC, I want to thank you for attending Pulses 2017. We are happy to see our many friends and supporters in Vancouver.

Huseyin Arslan
President, GPC



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MESSAGE FROM THE MINISTER OF AGRICULTURE AND AGRI-FOOD

On behalf of the Government of Canada, welcome to everyone attending the Pulses 2017 Convention in beautiful Vancouver, especially our international visitors. Congratulations to the Global Pulse Confederation and the Canadian Special Crops Association for launching this first-ever event, and I thank all of you for your hard work and collaborative spirit.

This is a historic year for Canada, as Canadians celebrate our 150th anniversary of Confederation. As we've grown as a nation, so has our dynamic pulse industry. Today, Canada is the world's largest exporter of pulses, to 130 countries around the world. Canada continues to work hard with our trading partners to open new market opportunities for pulses. We are investing in innovation and sustainability to ensure our products meet our customers' needs, while strengthening our rail transportation system to get our products to our customers on time.

Looking ahead, there are many exciting opportunities on the horizon for pulse growers and the global agricultural sector as a whole. Pulses truly are "The Future of Food". A sustainable, plant-based protein, they are delicious, nutritious and good for the planet, helping to feed a growing population while protecting our environment.

The Government of Canada will continue work with our international partners to help the global pulse industry capture the exciting opportunities that lie ahead. I wish you all a successful convention and continued growth in the years ahead.

Lawrence MacAulay

Lawrence MacAulay
Minister of Agriculture and Agri-Food



MESSAGE FROM THE MAYOR OF VANCOUVER

On behalf of the citizens of Vancouver, and my colleagues on City Council, I want to extend my warmest greetings to all those attending the Pulses 2017 Conference hosted by the Canadian Crops Association and Global Pulse Confederation. We are honoured to be hosting you.

We are very proud of the reputation Vancouver enjoys as one of the world's most beautiful and unique meeting destinations. I hope that in addition to attending the conference you are able to experience the many cultural and recreational activities the City has to offer. I know everyone involved in organizing the conference will ensure your time with us is special.

Once again, welcome to Vancouver, and I hope you enjoy the conference.

A handwritten signature in white ink that reads "Gregor Robertson". The signature is fluid and cursive, written over a dark blue background.

Gregor Robertson
Mayor

NETWORKING OPPORTUNITIES

BUSINESS MEETING LOUNGE



Vancouver Convention Centre East Meeting Level, Room 10 July 11-13, 2017

Pulses 2017 wants all delegates to have the best experience possible and a big part of that is making and maintaining important business connections. Face-to-face meetings are key to effective networking. CFT Corporation is providing delegates with a quiet space at Pulses 2017 to have these important conversations – just up the escalators right outside of the tradeshow/meal area.

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MOBILE EVENT APP



The Pulses 2017 event app will allow you to stay informed and connected. Speaker profiles, daily agendas, and messaging with other delegates - all at your fingertips!

Get the App!

1. Visit the app store on your iPhone or Android
2. Search "Pulses 2017"
3. Download the app for free
4. Using the same device as step 3, check your email to verify your account.

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WELCOME RECEPTION



Vancouver Convention Centre West Pacific Terrace Monday, July 10, 6:00 pm – 8:00 pm

One of the convention brings delegates together with the Welcome Reception. It's the perfect opportunity to re-connect with clients and customers, and to make new friends.

The Pulses 2017 Welcome Reception will have delegates marveling at the true beauty of Vancouver, while they enjoy cocktails, food and conversation. The West Pacific Terrace overlooks the Vancouver Harbour with a backdrop of the Canadian Rockies.

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CLOSING GALA RECEPTION



Fairmont Hotel Vancouver, Conference Floor Ballrooms Wednesday, July 12, 6:00 pm – 8:00 pm

Spend the last evening of the convention with your fellow convention delegates at the Gala Reception. Much like the sit-down dinners of past conventions, the Gala Reception will feature an elegant and appetizing spread of food dishes and assortment of enjoyable cocktails. Roam the space freely, while exchanging business cards, ideas and opportunities with friends and colleagues.

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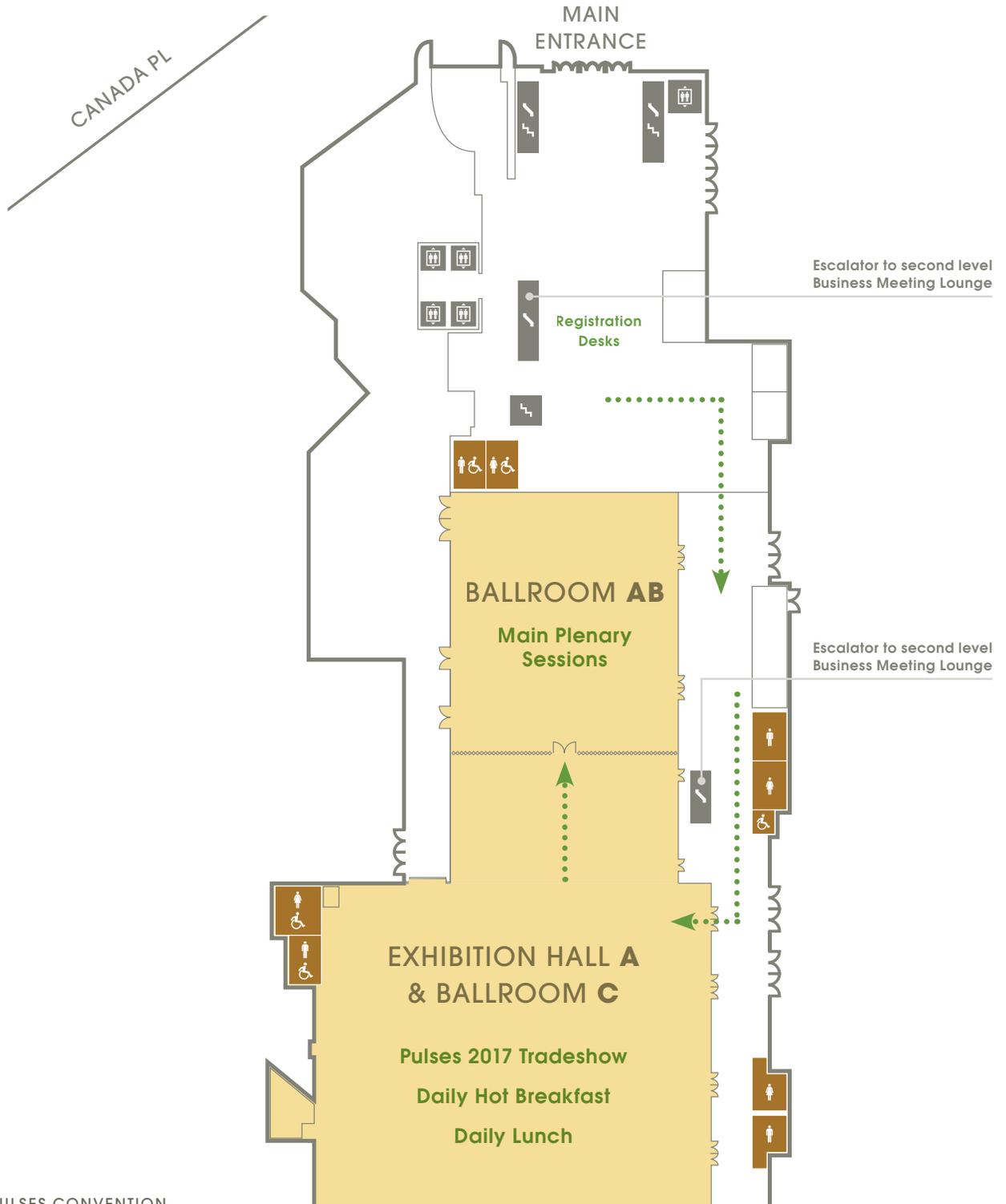


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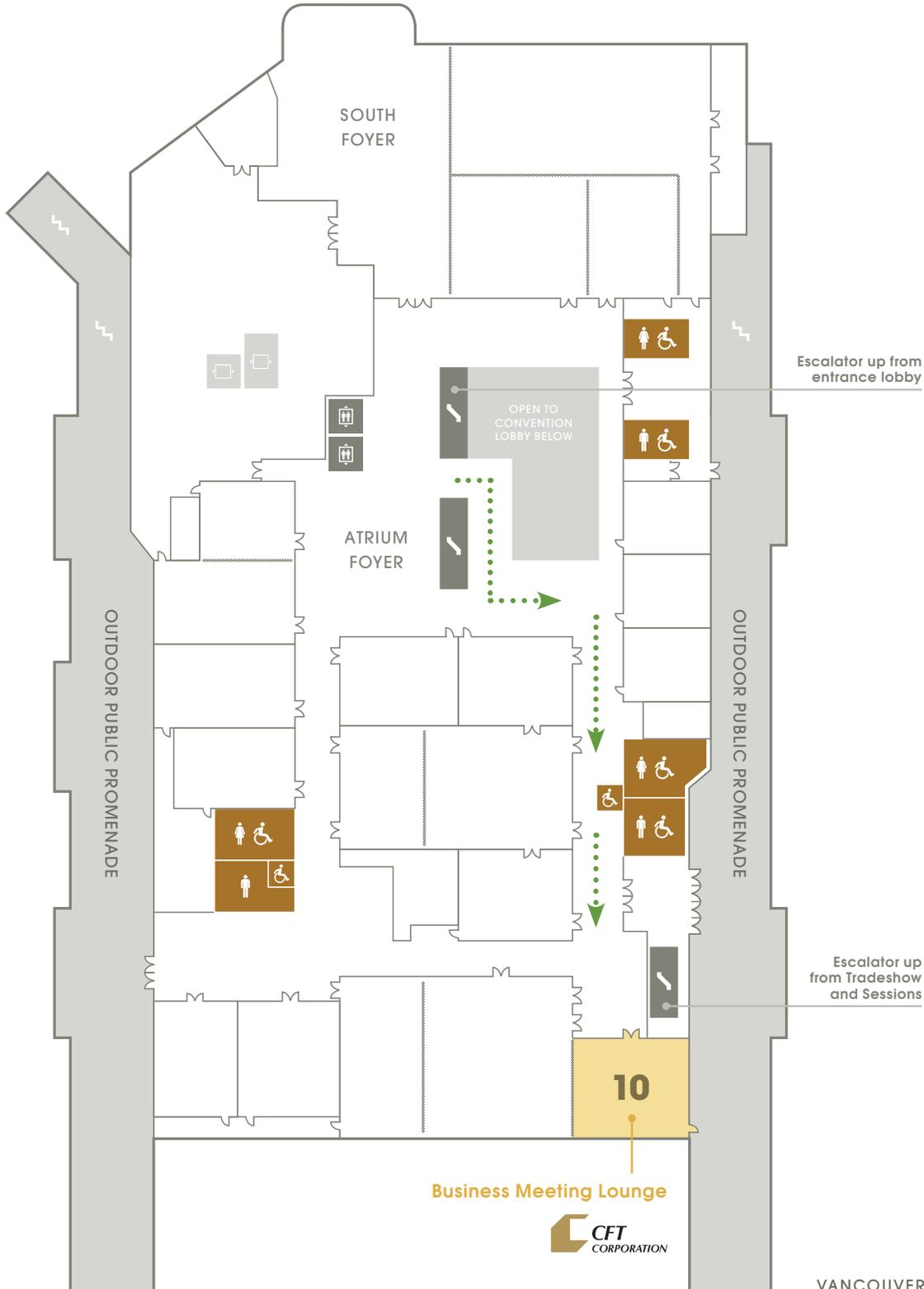
VANCOUVER CONVENTION CENTRE EAST CONVENTION LEVEL





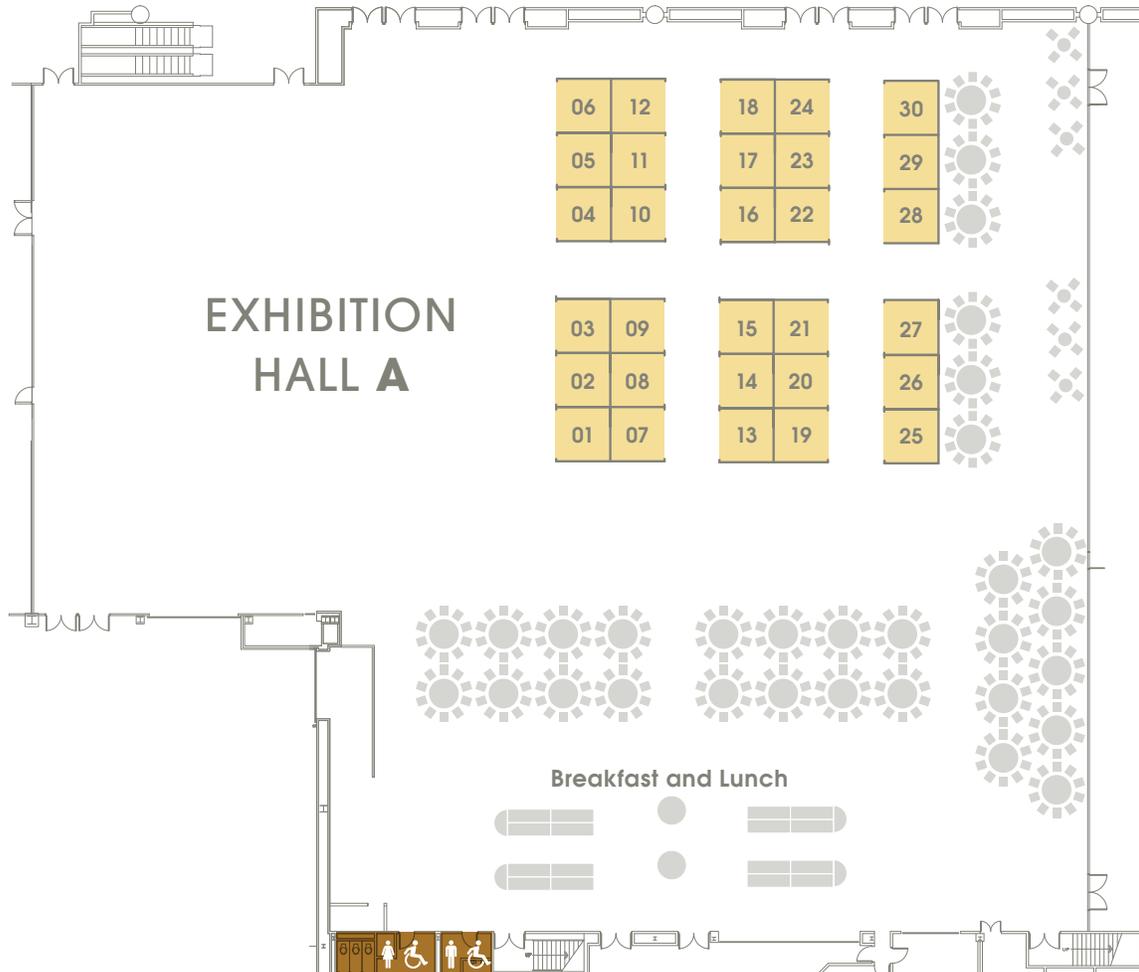
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VANCOUVER CONVENTION CENTRE EAST MEETING LEVEL



CONVENTION MAPS

VANCOUVER CONVENTION CENTRE EAST TRADESHOW – EXHIBITION HALL A



Booth	Company
1	Akyurek Kardesler Tarim Urunleri
2	Ray-Mont
3	SGS
4	India Pulse and Grains Association
5,6,11,12	Buhler Inc
7	Norseman Inc.
8	Gansu Zhongshida International Trade Co.
9	Eqraft
10	Shijiazhuang Julite Machinery Co.,Ltd
13	ETG Commodities
14	Dalian Prestige Cereals Co, Ltd.
15	Coperaguas Cooperativa Agroindustrial
16	DMCC

Booth	Company
17	Tanis Degirmen Mak.San ve Tic. A.S
18	Shree Laxmi Trading Corp (Tradedesk)
19	Kuehne+Nagel Ltd
20	Snack Crops S.A.
21	Satake
22	Smart Solutions Ag Products
23	COZO
24	MiniBulk Inc.
25	Johnstons Grain
26	AKY Technology
27	Agro Commtrade Pte Ltd
28	Interfek
30	XPT Grain



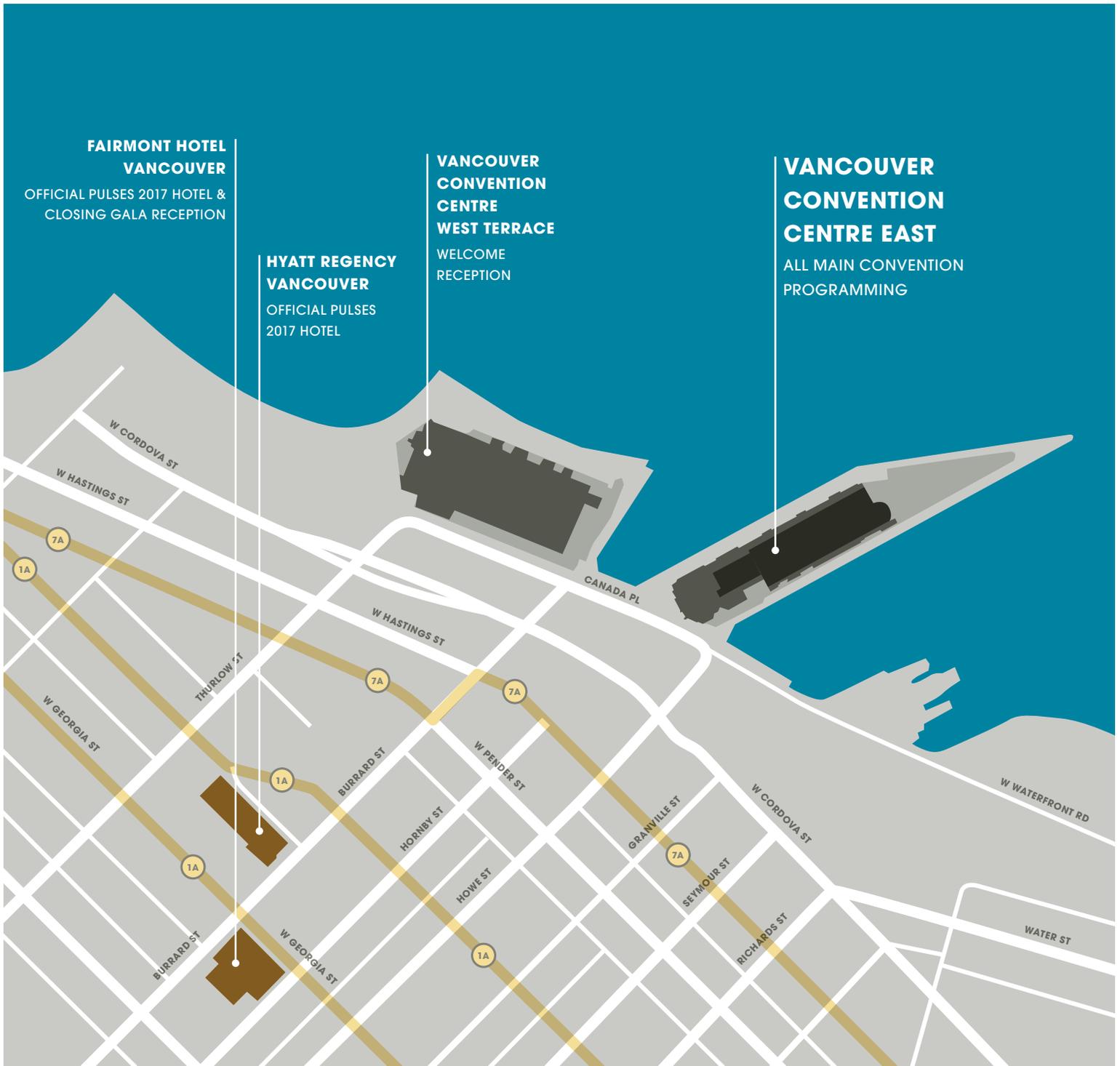
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VANCOUVER CONVENTION CENTRE WEST WELCOME RECEPTION



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DOWNTOWN VANCOUVER





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CONVENTION PROGRAM



MONDAY, JULY 10

10:00 am - 6:00 pm

REGISTRATION

7:00 am - 8:00 am

GPC Finance Committee

8:30 am - 1:30 pm

GPC Executive Meeting

- Hyatt Regency Vancouver, Plaza Ballroom

3:00 pm - 5:00 pm

CSCA Board Meeting

- Fairmont Hotel, Moresby Island Room

6:00 pm - 8:00 pm

WELCOME RECEPTION

- Vancouver Convention Center West Pacific Terrace and Ballroom Foyer



TUESDAY, JULY 11

8:00 am - 5:00 pm

REGISTRATION

8:00 am - 9:30 am

BREAKFAST BUFFET

10:00 am - 11:15 am

Opening Ceremony

- Emcee: Gordon Bacon

11:15 am - 11:45 am

Global Economic Update

- Speaker: JP Gervais

11:45 am - 12:00 pm

Fundamental Trends & Opportunities in the Global Food System

- Speaker: Gordon Bacon

12:00 pm - 1:15 pm

LUNCH

1:15 pm - 2:00 pm

Beyond Yield and Price: Why Understanding the Perspectives of Others is the Key to Success

- Speaker: Richard Black

2:00 pm - 2:45 pm

Driving Change in Consumer Behaviour: The Pulse Industry in Action

- Speakers: Tim McGreevy, Erika Simms, Daria Lukie

2:45 pm - 3:20 pm

Creating the Enabling Environment: The Impact of Government & Policy

- Speaker: Chris Marinangeli

3:20 pm - 5:00 pm

New GPC Pulses Contract / Contract Performance Issues (GAFTA)

- Speakers: Huseyin Arslan, Jaine Chisolm Caunt, Andrew Jacobs, Jonathan Waters

Feeling Good About Food - A Buhler Symposium

- Vancouver Convention Center East Room 19

5:15 pm - 6:45 pm



WEDNESDAY, JULY 12

8:00 am - 5:00 pm

REGISTRATION

8:00 am - 9:30 am

BREAKFAST BUFFET



9:00 am – 10:00 am

CSCA AGM

10:00 am – 10:10 am

Welcome Remarks

- Emcee: Randy Duckworth

10:10 am – 10:45 am

Coloured Beans Outlook

- Market Analyst: Randy Fairman

10:45 am – 11:15 am

White Beans Outlook

- Market Analyst: Randy Fairman

11:15 am – 11:55 am

Red Lentil Outlook

- Market Analyst: Chuck Penner

11:55 am – 12:05 pm

GPC President's Award Presentation:

- Hon. Brad Wall, Premier of Saskatchewan

12:05 pm – 1:30 pm

LUNCH

1:30 pm – 2:15 pm

Kabuli Chickpea Outlook

- Market Analyst: Chuck Penner

2:15 pm – 2:50 pm

Pea Outlook

- Market Analyst: Marlene Boersch

2:50 pm – 3:15 pm

Faba Beans Outlook

3:15 pm – 3:40 pm

Black Matpe / Pigeon Pea / Mung Bean Outlook

- Market Analyst: Marlene Boersch

3:40 pm – 4:15 pm

Desi Chickpea Outlook

- Market Analyst: Marlene Boersch

6:00 pm – 8:00 pm

CLOSING GALA RECEPTION

- Fairmont Hotel Vancouver,
Conference Floor Ballrooms



THURSDAY, JULY 13

9:00 am – 12:00 pm

REGISTRATION

8:00 am – 9:30 am

BREAKFAST BUFFET

10:00 am – 10:10 am

Welcome Remarks

- Emcee: Tim McGreevy

10:10 am – 10:25 am

GPC Young Professionals

10:30 am – 10:45 am

Sponsor Recognition

10:45 am – 11:30 am

Green Lentil Outlook

- Market Analyst: Marlene Boersch

11:30 am – 12:00 pm

Closing Remarks

12:00 pm – 12:15 pm

GPC General Assembly

- GPC Members Only

12:00 pm – 1:00 pm

CLOSING LUNCH



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SPEAKER PROFILES

Mr. Gordon Bacon

Chief Executive Officer, Pulse Canada
Chief Executive Officer, Canadian Special Crops Association



Gordon Bacon is the Chief Executive Officer of the Canadian Special Crops Association (CSCA) and is also the CEO of Pulse Canada. Both organizations are not-for-profit national associations and share broad objectives of increasing the competitiveness of Canadian pulse farmers, processors and exporters, and increasing the utilization of pulses and special crops.

Before joining Pulse Canada in 1997, and taking on the responsibilities of CEO of the CSCA in 2006, Mr. Bacon was Director of Market Development at the Canadian Wheat Board. He has served as Senior Policy Advisor to the Minister of State, Grains and Oilseeds, in Ottawa and has held various positions working in the field of farmer education including five years with Alberta Agriculture. Mr. Bacon graduated with a Bachelor of Science Degree in Agriculture from the University of Saskatchewan in 1981 and has a Saskatchewan farm background.

Mr. Huseyin Arslan

President, Global Pulse Confederation
Executive Chairman, AGT Food and Ingredients Inc.
President, the Arbel Group



Mr. Arslan, involved in the global pulses and staple foods business for over 30 years, has presided for the last 15 years as the President of the Arbel Group. In 2001, Mr. Arslan was one of the founding shareholders of Saskcan Pulse Trading providing the nucleus for AGT Food and Ingredients (AGT), where he has served as a director or trustee since 2008 and Executive

Chairman of the Board of Directors since 2009. Mr. Arslan also serves as a director of AGT subsidiaries, Durum Foods, the producer of the Arbella pasta brand, and Turkpulse, as well as of certain companies owned by the Arslan Family in Turkey. Mr. Arslan holds a Bachelor of Science in Electronics Engineering from Middle East Technical University in Turkey and has over three decades of experience in the trading of agricultural and food products globally. In 2015, Mr. Arslan was selected as President of the Global Pulse Confederation after serving since 2013 as Executive Vice-President of the International Pulse Processors and Exporters Federation, the global pulse industry association, as well as serving as the President of the Mersin Trade Commodity Exchange Council.

Colin Topham

Managing Director, Agrocorp Canada



Shortly after graduating from the University of Victoria, Colin began trading specialty crops; today bringing with him 12 years of experience in trading, exporting and processing Canadian agri commodities. Colin opened Agrocorp Processing the Canadian arm of Agrocorp International PTE out of Singapore, a multinational with offices

in 17 locations around the world, in 2009 and continues to serve as Managing Director of Agrocorp Canada. Agrocorp Processing has grown to become a presence in Western Canada with Agrocorp global's bulk vessel and container divisions now combining for over 2 million MT of annual export of Canadian pulses, major grains and oilseeds. In 2014, Colin was recognized as an entrepreneurial leader and named one of Business in Vancouver's top 40 under 40, and last year was nominated President of the Canadian Special Crops Association.

Richard Black, PhD

Principal, Quadrant D Consulting, LLC



Richard Black has worked in the field of nutrition for over 25 years, bridging science and marketing to develop compelling and captivating consumer products and messages at Kellogg Company, Nestlé, Novartis, the International Life Sciences Institute North America, Kraft Foods Global, Mondelez International and most recently as the VP of Global R&D Nutrition Sciences PepsiCo.

An Adjunct Professor of the Practice at the Tufts University Friedman School of Nutrition Science and Policy, Richard has authored or co-authored over 50 scientific articles and book chapters and is the recipient of the USDA's John A Milner Lectureship, "In recognition of outstanding contributions to nutrition science," and IFT's Babcock-Hart Award, "To honor an IFT member who has attained distinction by contributions to food technology which result in improved public health through nutrition or more nutritious food."

Richard is a Principal of Quadrant D Consulting, an Executive Partner, R&D CPG at Pilot Lite Ventures, and Chief Scientific Officer of Care4ward, a Boston based startup seeking to improve the nutritional health of people undergoing chemo or radiation therapy for cancer.



Erika Simms
Vice President, Maxwell PR



Erika Simms is Vice President at communications agency Maxwell PR in Portland, Oregon, where she provides strategic marketing and public relations counsel for a number of natural food brands and commodities. Throughout her 20+ year career in consumer public relations, Erika has developed and executed numerous PR and integrated marketing campaigns, on behalf of companies large and small.

Prior to Maxwell, Erika was Vice President at worldwide PR agency Edelman, where she helped plan and drive national programs for Starbucks, Kraft Foods, Harry and David and many more companies. Before Edelman, she was principal at Portland agency Conkling Fiskum & McCormick, where she was an integral member of the marketing communications team, primarily helping to drive marketing and PR programs for Tillamook Cheese. She spent nearly 10 years working with Tillamook Cheese, helping to grow the brand into a significant presence in the dairy category.

Earlier, Erika spent eight years at the public relations agency KVO, a Fleishman-Hillard Company, where she helped launch Welch's single serve juice drinks in convenience stores across the country, helped promote Intel's Teach to the Future education program, and worked with Ocean Spray Cranberries to promote the cranberry harvest, among other programs.

Simms holds a Bachelor of Arts degree in communications, with an emphasis in public relations, from Washington State University.

JP Gervais
Vice-President and Chief Agricultural Economist,
Farm Credit Canada



J.P. Gervais is Vice-President and Chief Agricultural Economist at FCC. He has over 20 years of experience analyzing domestic and international agricultural policies and markets, and his insights help guide strategy and monitor risk throughout the corporation. He's frequently a featured speaker at national and international conferences, addressing

global trends and the linkages to agri-food markets. In addition to acting as an FCC spokesperson on economic matters, J.P. provides commentary on the agriculture industry through videos and the FCC Ag Economics blog.

Prior to joining FCC in 2010, J.P. was a professor of agricultural economics at North Carolina State University and Laval University. He also held the Canada Research Chair in Agri-Industries and International Trade at Laval. J.P. is Past-President of the Canadian Agricultural Economics Society. He obtained his Ph.D. in economics from Iowa State University in 1999.

Tim McGreevy
Chief Executive Officer, USA Dry Pea and Lentil Council
Chief Executive Officer, American Pulse Association



Tim McGreevy is the Chief Executive Officer of the USA Dry Pea and Lentil Council (USADPLC) and the American Pulse Association (APA), two non-profit organizations tasked with increasing awareness, research and consumption of United States pulse crops (dry peas, lentils, chickpeas and dry beans).

As CEO of the USADPLC since 1994, Tim is responsible for international and domestic market development, research programming, government policy, and membership development for the Council. Established in 1965, The USADPLC represents the growers, processors, exporters and food manufacturers of dry peas, lentils and chickpeas.

The American Pulse Association (APA) was established in 2010 to represent the interests of the entire pulse crop category from farm to fork. The APA is focused on new initiatives in pulse crop research and school feeding programs and increasing overall domestic consumption of pulse crops in the United States.

McGreevy serves as the Treasurer of the Global Pulse Confederation (GPC), an international organization representing the entire global pulse crop value chain. The GPC was the driving force behind the United Nations declaring 2016 the International Year of Pulses.

Tim McGreevy has a B.A. in General Agriculture and a M.A. in Agricultural Economics both from Washington State University. When he is not promoting USA pulse crops around the world he spends his time managing his small family farm in Pullman, Washington where he grows pulse crops, cereal grains and grass fed beef. Tim currently resides in Moscow, Idaho with his wife Christine. He has raised four incredible children who are all pursuing their dreams.

Daria Lukie
Manager of Brand Development, Pulse Canada



Daria is the Manager of Brand Development at Pulse Canada, where she works on marketing activities and manages the Global Pulse Brand. The Global Pulse Brand is part of an international strategy to generate consumer awareness, stimulate demand and increase consumption of pulses. Daria is responsible for the project administration and management of the Global Pulse Brand

on behalf of the Global Pulse Confederation. She also works closely with the Pulse Brand partners around the world to ensure its presence has long lasting benefits for the industry. For more information about the Pulse Brand go to www.pulses.org or contact Daria at pulsebrand@pulses.org.

SPEAKER PROFILES

Chris Marinangeli

Director of Nutrition, Science and Regulatory Affairs, Pulse Canada



Chris Marinangeli completed his undergraduate degree at the University of Guelph. After a brief time in the pharmaceutical industry, Chris attended McGill University where he received his MSc in clinical nutrition and designation as a Registered Dietitian. Subsequently, he completed an interdisciplinary doctorate in Nutrition and Food Science at the University of Manitoba's Richardson Centre

for Functional Foods and Nutraceuticals. Following his tenure as Senior Manager Nutrition Science and Regulatory Affairs at Kellogg Canada, he joined Pulse Canada as Director, Nutrition Science and Regulatory Affairs. Chris serves on the Scientific Review Committee and Board of Directors for the Canadian Federation of Dietetic Research, and the Canadian Advisory Council of the International Life Sciences Institute – North America.

Andrew Jacobs

Co-Chair, GPC Contracts Committee
Director, AGT Poortman



Andrew Jacobs has been actively trading pulses into Europe for 45 years, having joined his family import business in 1971. Andrew pioneered developing sustainable supply chains for pulses from China, Turkey, Ethiopia and other developing origins. Andrew was co-opted by Gafta Contracts Committee to help design pulse trading contracts 23/24/88/89. Andrew is currently Co-Chair of GPC Contracts Committee and

has previously served on GPC Dispute Resolution Group. Being part of GPC Oversight Group for International Year of Pulses was the highlight of Andrew's career in the industry, now he is helping trying to secure a United Nations-designated "World Pulse Day".

Jonathan Waters

General Counsel, Gafta



Mr Jonathan Waters is a barrister, arbitrator and accredited mediator and has held a number of senior in-house positions in a variety of business sectors, including retail and leisure, healthcare and insurance. Jonathan has over 25 years PQE, having advised clients, ranging from those listed on the London Stock Exchange to small-medium enterprises, and specializes in international arbitration, commercial contracts and employment law. He has been involved in a number of key reported legal cases involving company law and directors duties. He is a member of the Chartered Institute of Arbitrators and has a Masters Degree in Economic Relations and Employment Law. He presents at international conferences and spent twelve years as a part-time Law lecturer. In 2014, The Lawyer Magazine included Jonathan in its 'Hot 100' lawyers.

Mrs. Jaine Chisholm Caunt

Director General, Gafta



Mrs Jaine Chisholm Caunt was appointed Director General of Gafta in 2014. Gafta is an international trade association representing over 1700 member companies in 94 countries around the world, who trade in agricultural commodities, such as grain, rice, animal feed and general produce. Gafta provides a range of services for its members including designing and maintaining standard forms

of contract on which it is estimated that 80% of the global trade in grain is shipped. Gafta also provides an international arbitration service to resolve contractual disputes, and Gafta arbitration awards can be enforced in 156 countries who are signatories of the 1958 UN Convention on the Recognition and Enforcement of Foreign Arbitral Awards. Gafta's head office is in London and it also has offices in Kiev, Beijing and Singapore.

Jaine was the Chair of the International Agri-food Network (IAFN) which co-ordinates the work of the Private Sector Mechanism (PSM) at the UN Committee on World Food Security from 2015-2017.

Jaine was Secretary General of the Tobacco Manufacturers Association from 2011 to 2014 and was previously the Director of Stakeholder Relations and Policy for Cogent, the skills body for the UK's science-based and process manufacturing from 2006 to 2011.

Jaine has been a member of a wide range of government working groups, including advising the UK government on workplace teacher training standards from 2001 to 2003 and sitting as a member of a HEFCE advisory group on University funding.

She was also a Non-Executive Director of OPITO, the Oil and Gas Academy, from 2008 to 2011 and a Non-Executive Director of Citizencard, the UK's leading proof-of-age card from 2011 to 2014, as well as serving as a Trustee on several charity boards. Jaine has a BA (Hons) in Politics & English and a PGCE in Further Education, and is a Fellow of the Higher Education Academy and a member of the Institute of Directors.

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Randy Duckworth

Executive Director, Global Pulse Confederation



Randy Duckworth is Executive Director of the Global Pulse Confederation (formerly known as CICILS/IPTIC). He holds a bachelor's degree in Business/Finance and a law degree from Seattle University School of Law. Since graduating from law school Randy has specialized in agricultural association management, international food marketing and food assistance programs. He has overseen marketing, promotion and research activities in over 75 countries and specializes in establishing market linkages between producers, processors, exporters and buyers or food manufacturers. He was formerly a member of the USDA Food Aid Consultative Group. As former Chairman of Protected Harvest - a group that promotes and certifies agriculture production and marketing practices – he has experience in the areas of agricultural productivity and sustainability. Randy is a new representative to the International Agri-Food Network (IAFN) and active in their Private Sector Mechanism (PSM) role with UN Committee on World Food Security.

Marlene Boersch

Co-owner and Managing Partner, Mercantile



Marlene Boersch has been actively involved in the agriculture industry in Canada since obtaining her Master's Degree in Agricultural Economics from the University of Saskatchewan in 1983. She traded and exported Canadian commodities (including pulses) internationally for 20 years while working for Cargill Grain, XCAN Grain Ltd, and for Berdex Canada Ltd. Marlene was the driving force behind creating Berdex Canada Ltd. and served as Exec. V.P. for 8 years.

In 2003, Marlene co-founded Mercantile Consulting Venture with Anthony P. Temple, who she had worked with at Cargill. Marlene currently is Co-owner and Managing Partner at Mercantile, a professional services company specializing in private label market intelligence, risk management solutions, and project consulting. The company has grown to be active in Canada, Australia and the EU. More detail is accessible at www.mercantileventure.com.

Dr Randall Fairman, PhD, MIT

Proprietor, Fairman International Business Consulting



Dr. Fairman has a background in engineering, statistics, business, project management and fact based decision making. His background serves him well in navigating the complexities of Chinese business and agriculture.

Fairman International Business Consulting has several clients in the dry bean industry who look to them for an understanding of the pulse industry in China. Dr. Fairman provides his clients with detailed crop estimates, planting predictions, warehouse content estimates and prices at the port. He also regularly publishes articles for online publication covering the wider international dry bean industry.

Information about the China pulse industry is not generally collected in a manner that western professionals find familiar or useful. The partnership between Dr. Fairman and his Chinese business partner "Jack" is key to producing a more familiar fact based industry analysis. To do their analysis, they maintain a network of industry insiders that helps to obtain the latest information through:

- Interviews with farmers, processors and exporters
- Chinese language publications and periodicals
- Corroboration with customs databases

Fairman International Business Consulting is standing by to help you understand the segment of the Chinese pulse industry that is relevant to you!

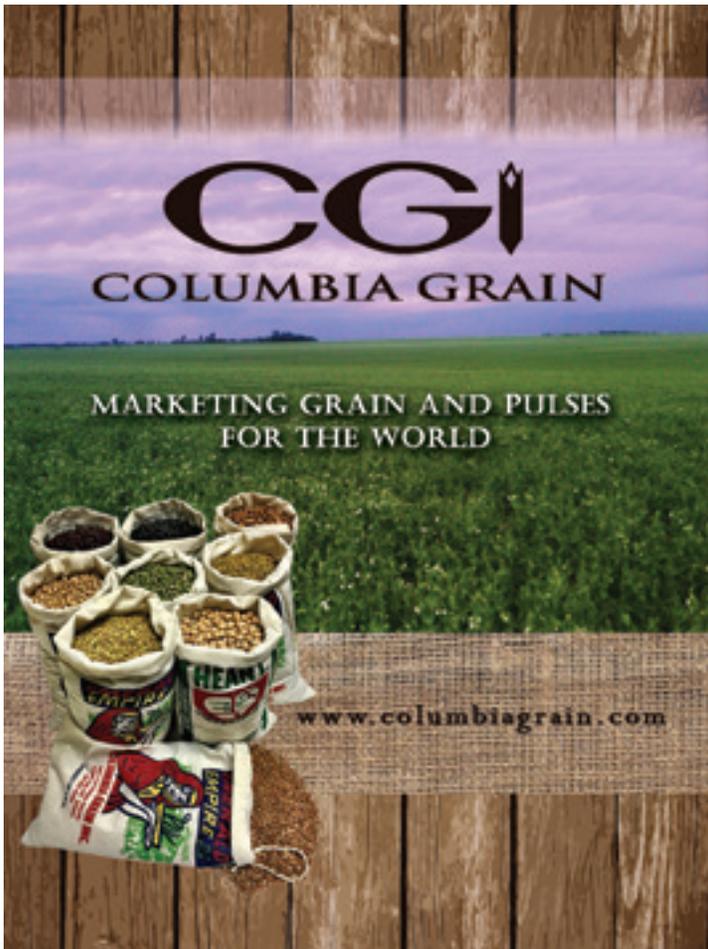
- 1997—2002 MIT engineering research and development
- 2002—2006 PSNS, Ship Conversion Manager
- 2006—2017 Fairman International Business Consulting, China

Chuck Penner

Founder, LeftField Commodity Research



Chuck Penner started LeftField Commodity Research in 2010 to provide market analysis and economic research for Canadian agricultural markets, including special crops and small grains which tend to be overlooked by mainstream analysts. Chuck's over 25 years in the Canadian grain business have included 15 years in various roles at United Grain Growers and Agricore United, followed by 5 years at Informa Economics as Senior Consultant.



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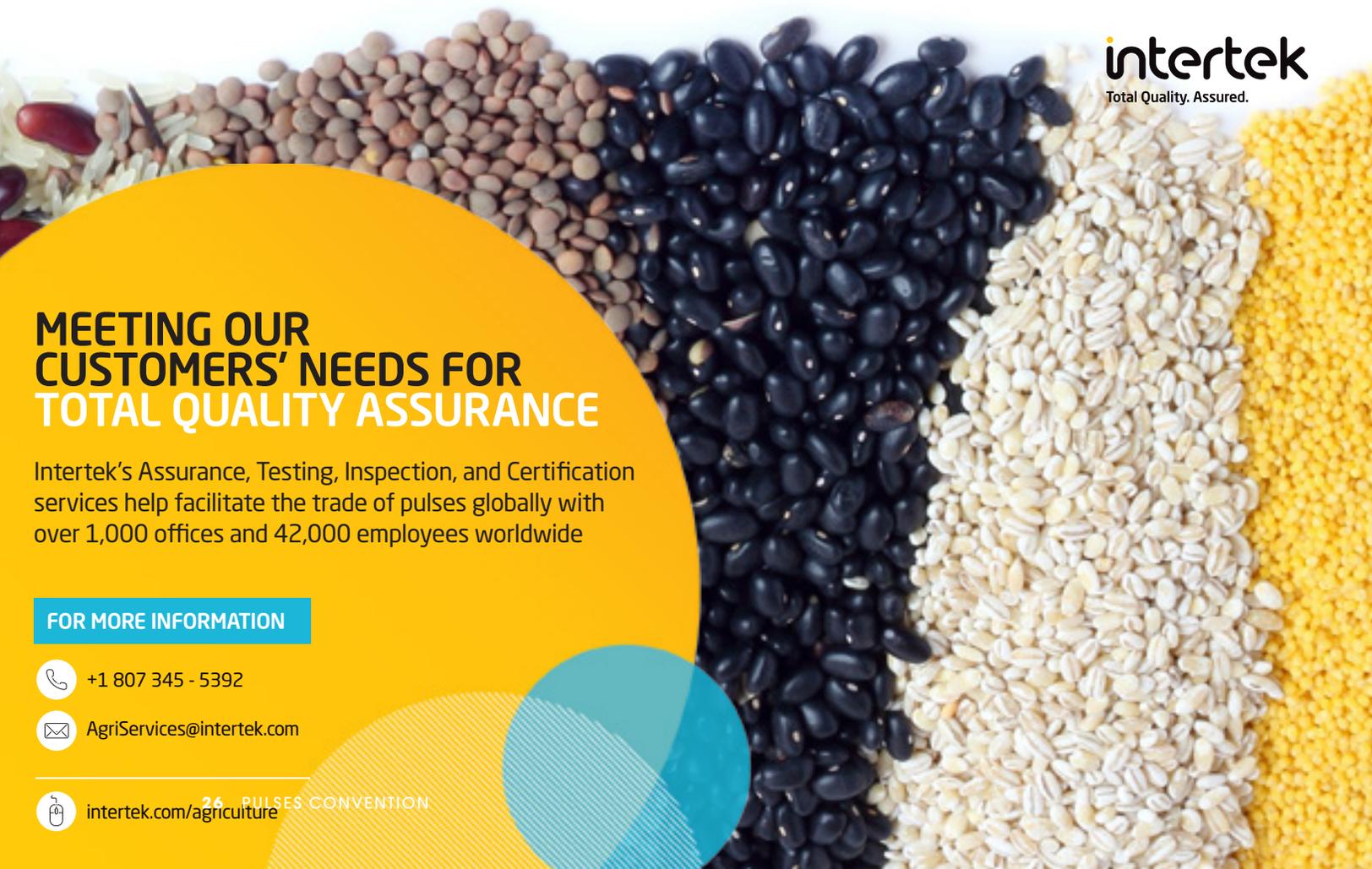
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www.maviga.com

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Maviga is a member of the British Edible Pulse Association, FOSFA International, Gafta, the Global Pulse Confederation, the Midwest Shippers Association, the Northern Pulse Growers Association and the US Pea & Lentil Trade Association. Maviga is fully licensed by the Canadian Grain Commission.



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EXHIBITOR PROFILES



AGRO COMMTRADE PTE. LTD.

Exhibitor: Rajendu Choubisa

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AgroGo.com is an innovative online marketplace for verified traders and producers of agricultural commodities and products and an array of reliable leading global service providers, offering highest quality of services at market competitive prices. It is a one stop shop for all trade execution services requirements, such as insurance, logistics, trade finance and cargo inspection. At AgroGo.com, various services can be booked anytime, from anywhere, online in less than 5 minutes. This improves profitability by reducing capital turnaround time. A dashboard gives you the instant big picture of all trade related information, enabling users to make better decisions, faster. AgroGo.com has an easy and intuitive user interface, and is free to use!

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AKY TECHNOLOGY

Exhibitor: Tarik Dogangun & Ugur Akyurek

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tel. 90 324 502 00 60 -(61) / mob. 90 532 130 8339
tarik@akytechnology.com www.akytechnology.com

AKY Technology is an organization for new technology in grain conditions, processing and solutions in Turkey and all over the world. For grains, pulses, seeds and oilseeds, AKY Technology is the manufacturer for the technological system that manages the process from harvest to packaging, also a spare part supplier and installer.

AKY Technology's machines are used to purify the product (grains, dry fruit etc.) from foreign substances such as dust, dirt and stones. Imperfect products (broken, immature, crude etc.) are also sorted with AKY Technology's machines. Packaging and bagging machines are also a part of wide manufacturing spectrum.

The machines are classified as mechanical or computer controlled so that the aim is to offer viable alternatives to the customer's budget. In addition, cleaning machines can be made compatible with the desired product and have different capacities.

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Chuck Penner
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**AKYUREK KARDESLER TARIM URUNLERI
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Exhibitor: Sarah Ayan Tandogan

Karaduvar Mah. 65117 Sk. No:37 Mersin, Turkey 33020
sarah@akyurekltd.com www.akyurekltd.com

Akyurek Technology has been successfully manufacturing post-harvest seed conditioning and processing machinery in MERSIN, Turkey for 43 years.

Akyurek Technology, growing rapidly in its development and increasing both its workforce and its capacity, continues its production in a factory built on a total land of 45.000 m² including 16.000 m² closed area.

With the importance it gives to technological development, the company introduces its customers to the latest technology in Turkey and also introduces the world to Turkish technology through its export to 75 countries.

Akyurek Technology reaches countries from the Americas to the Balkan Countries, Russia, the Middle East and Africa and contributes to the dry food sector of each country.

Akyurek Technology has branches in Russia, Bulgaria, Ukraine and Ethiopia, with its after-sales service unit serving 24/7, and is a world brand with this feature.



BÜHLER INC.

Exhibitor(s): Aidin Milani, Nick Hay

2385 Arch-Airport Rd, Stockton CA 95206 USA
tel. 209 983 8400
sortenquiries@buhlergroup.com
www.buhlergroup.com

Bühler has over 150 years of experience in food processing and provides integrated solutions for pulse processing. Bühler offers complete solutions from pre-cleaning, storage, cleaning, grading, optical sorting and grinding to hulling, splitting, bagging and other additional support services such as engineering, project management of plants and pulses by-product processing. With a presence in over 140 countries, Bühler's global reach gives you unparalleled access to our wide range of capabilities.



**COPERAGUAS COOPERATIVA
AGROINDUSTRIAL**

Exhibitor: Julio Mariucci

Av Anita Boaro, 502, Centro CEP. 89843-000,
Águas Frias (SC), Brazil
tel. 55 49 98831.6830
trading@coperaguas.com.br www.coperaguas.com.br

Our goal is to generate better results for everyone.

Acknowledged as a large-scale cooperative, Coperaguas has been determined since its inception and focused on maximizing the best results in each step in the chain of production. As a pioneer in the field, Coperaguas currently holds the title of the largest exporter of pulses in Brazil.

The products and services provided by Coperaguas are constantly being evaluated and improved upon to maintain their stringent standards of quality. For this to occur, the company is continuously investing in the research and development of a variety of pulses, which results in attaining the demands of the international market for a high level of quality.

With a team made up of members who are extremely qualified and have a great deal of know-how, Coperaguas works in partnership with farmers to guarantee better results in each step of the production line - from seed selection to our customized and specialized logistical system.

Benefiting from such experience and tradition, Coperaguas always keeps in mind giving value to our collaborators, promoting innovation and consolidating excellence in exporting. In recent years as a result, Coperaguas has become one of the largest exporters of beans in the international market with clients in over 30 countries worldwide.

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Commodity Marketing

COZO

Exhibitor: Kriti Shah

60 Raja Naba Krishna Street, Kolkata 700005, WB India
tel. 91 8981404713
contact@cozotrading.com www.cozotrading.com

COZO is an online commodity trading platform built to serve the traders and brokers of agri-commodities. With COZO, it now becomes effortless to expand and manage your trade network, discover serious companies, share offers or bids and close deals at the best market price!

COZO brings in transparency and equips its users with live market trends as well as domestic and global market insights to help make informed decisions. You can find the best bids and offers from traders all across the globe on COZO. Moreover, with features like negotiations, you can negotiate your terms and confirm deals.

COZO realizes that the community thrives on trust and allows you to develop and manage your own trade network and avoid random deals, unlike most marketplaces.

A team of young and enthusiastic individuals, we are always aiming to enhance your commodity trading experience and take your commodity trading business to a new level!



PRESTIGE

DALIAN PRESTIGE CEREALS CO., LTD.

Exhibitor: Lisa Wang

Flat 2301 The Manhattan Tower 2.101 You HaoLuDalian,
CN-21 116001 China
tel. 86 411 85869900
lisa@china-beans.com www.china-beans.com

DALIAN PRESTIGE CEREALS CO., LTD, is a pulse processing and trading company with more than 20 years of experience in China, and we export about 50,000 metric tons of kidney beans all over the world per year. Our vision is "to supply the best beans for human consumption".

Prestige is dedicated to this vision with whole-hearted honesty and responsibility.



DMCC

Exhibitor: Samer Merhi

Almas Tower, Jumeirah Lake Towers, PO Box 48800 Dubai, UAE
tel. 971 (04) 424 9600
customer@dmcc.ae www.dmcc.ae

DMCC is the authority on trade, enterprise and commodities in Dubai – home to the world's leading businesses of today, and tomorrow.

The most successful markets create conditions that enable producers, traders and consumers to thrive. DMCC is a Dubai Government Authority (established in 2002) committed to developing these ideal conditions and has a strong track record in commodity trade facilitation where we encourage and support business through the platforms we provide. These include our Free Zone, commodity exchanges, legal and regulatory frameworks and our strong real estate offering. Indispensable to the economic growth of the nation, at DMCC - we together with our members - deliver strong performance today, and sustainable growth tomorrow.

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ETG COMMODITIES INC.
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Exhibitor(s): Camilla Polak & Carlos Carias

6220 Shawson Dr., Mississauga, ON L5T 1J8 Canada
tel. 416 900 4148
info@etgworld.com www.etgworld.com

ETG Commodities Inc. is the Canadian wing of Export Trading Group, a global leader in the export and supply of agricultural products with operations in 40 Countries around the world. The group moves more than five million metric tonnes of agricultural commodities in several verticals including grains, pulses, oilseeds, nuts, spices, sugar, coffee, tea, fertilizer, and rice.

ETG Commodities Inc. has witnessed success in the Canadian special crop industry since its inception exporting more than 350,000 MT of pulses and oil seeds annually out of Canada. As part of its strategy to provide greater variety and options to its clients, ETG Commodities Inc. acquired its own processing facility, TW Commodities, in Swift Current, Saskatchewan in 2014. This acquisition has allowed the company to provide high quality products and increase its in-house capacity for processing, grading, cleaning and packaging pulses and special crops. ETG Commodities Inc. also expanded into the Black Sea and Baltic Countries and have originated in excess of 150,000 MT of peas, oats, millets and linseeds.



EQRAFT

Exhibitor: Harm Geurs

Fabriekweg 2, Emmeloord Nederland
tel. 902 410 5009
harm.geurs@eqraft.com www.eqraft.com

Egraft develops grading, weighing & packaging solutions for the pulse, agricultural and bulk and industry globally. Our craftsmanship stretches from engineering and assembly to full-fledged automation.

With ever-higher demands, our aim is to help you meet and exceed expectations. With the ever-evolving industry changing, our goal is to retain and work hard to keep our leading role in this industry.

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Exhibitor Name: Chunshan Huo

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tel. 0086 931 8860786 fax. 0086 931 8851163
zsd@zhongshidatrade.com

Founded in 2000, our company specializes in the export and import of agricultural products. Current annual business quantity is about 40,000mts and is increasing year by year.

Our main export products are bird food, cereal grains, pulses, seeds and spices. We export mainly to Europe as well as 40 other countries.

Our main import items are peas, flax seeds, sorghum, safflower seeds and canary seeds. We import from Canada as well as several other countries including the USA, Australia and India.

Based on our good reputation domestically and abroad, with our team effort and good distribution channel, we are expanding to import more items in bigger quantities. Our import quantity is estimated to reach 100,000mts within 5 years.

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Exhibitors: Chris Bazaluk

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INDIA PULSES AND GRAINS ASSOCIATION (IPGA)

Exhibitor: Mr. Pradeep Ghorpade / Ms. Shahwar Khan
Sarvodaya CHS Ltd., B – 1002 Building No. 11 Khernagar
Bandra Mumbai, 400051 - INDIA
tel. 91 22 26479132 / 33
info@ipga.co.in www.ipga.co.in

India Pulses And Grains Association (IPGA), is the apex organization of the import and export traders of pulses and grains in the country. It acts as a decisive facilitator for the pulse trade in India on behalf of the 400 members and pivotal associations who represent a cross section of over 10,000 stakeholders in the supply chain.

IPGA has established a vital link in the Indian agri-business sector, working alongside key government bodies, regulatory authorities and international associations. The association provides key insights on the pulse trade based on the cumulative knowledge and expertise of its members, thereby facilitating crucial decision making for the traders and policy-making for the government, and encouraging a conducive business environment in the country. IPGA has helped promote the sector by building a strong image globally.



JOHNSTON'S GRAIN MARKETING

Exhibitor: Chevy Johnston

250 – 550 11th Ave SW Calgary, AB T2R 1M7 Canada
tel. 403 266 7067
chevy@ajagra.com www.johnstonsgrain.com

Johnston's is a grain brokerage company that provides marketing services for Canadian and international clients. With 31 years of experience in marketing grain, Johnston's provides service to thousands of producers and commercial sellers, matching them with reputable buyers to execute grain trades.

Johnston's works from both a rural setting at Welwyn, Saskatchewan, and an urban setting in Calgary, Alberta. The company markets crop inputs, grain storage bags, and sends a daily marketing report called the Johnston's Daily.

Johnston's is a proud contributor to the daily operations of the Canadian Ag Industry.



JULITE - SHIJIAZHUANG JULITE MACHINERY CO., LTD

Exhibitor: Alice Niu

No.3 Ganjiang Road, Economic and Technological
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www.julite.com / www.grainsorters.com

Shijiazhuang Julite Machinery Co., Ltd. was established in 2006, specializing in manufacturing grain cleaning and pulse processing machines. Our company is located in Shijiazhuang's High-tech Industrial Development Zone, with an area of nearly 10,000 square meters of research and production base and an annual output of more than 3,000 sets.

Adhering to the business concept of "keep hearts together, supply excellent machines", Julite has successfully developed an air screen cleaning machine, gravity separator, de-stoner, magnetic separator, air screen cleaner with gravity table, huller, sunflower seed double cleaning machine, bean polishing machine, vibration grader, seed coating machine, automatic packing machine and various types of elevators with Juli characteristics. We firmly believe that where there is seed, where there is grain, there is Julite.



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Exhibitor: David Newman

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tel. 800 553 4964
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For more than 20 years, MiniBulk has been expanding our reputation as Canada's premier supplier of Flexible Intermediate Bulk Containers (FIBCs). A privately owned Canadian company, we pride ourselves on providing sensible solutions to our clients' shipping container needs and on being a trusted source of industry knowledge. Our real value is our ability to bridge the gap between our North American clients and the world's emerging markets.

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NORSEMAN BULK PACKAGING

Exhibitor: Helen Jackson

#80, 9080-196A St. Langley, BC V1M 3B4 Canada
tel. 604 881 4639
hjackson@norseman.ca www.norseman.ca

Exhibitor: Garry Widynowski
Ottawa, ON

tel. 613 829 4378 t.f. 1 877 325 5570
wid@norseman.ca

Norseman's innovative solutions in bulk packaging offer easy one-person installation, global distribution, and quality design which prevents moisture while keeping products contained. Our bulk packaging solutions focus on moving product in sea containers contamination free. We offer liners, bulkheads and bracing systems for the agricultural, mineral and petrochemical industries.



**RAY-MONT LOGISTICS
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Exhibitor: Loui E. Stathatos

1751 Richardson, Suite 4.500, Montreal,
Quebec, H3K 1G6 Canada
tel. 1 888 933 4449 x2999

Loui.Stathatos@ray-mont.com www.ray-mont.com

With its vision of becoming the essential link in the international business logistics supply chain, **Ray-Mont Logistics** is a North American asset-based company, headquartered in Montreal, offering a wide range of services such as container transloading of various agricultural commodities, trucking/drayage, full export logistics & ocean freight forwarding to all corners of the globe.

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SATAKE USA INC.

Exhibitor: Don Lusk

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Satake USA Inc., is a wholly owned subsidiary of the Satake Corporation of Japan. Its Vision Systems Operation designs, manufactures and services sophisticated optical sorters for a range of food products. The Satake EVOLUTION® RGB full optical sorting machine features fully digital image processing with shape recognition. The Satake RNEZS is a high capacity, full color sorting machine ideal for sorting wheat, lentils and other grains. The Satake PIKASEN Alpha (FMS2000) is a portable, full color RGB optical sorting machine for small and medium size applications. After-sale service with cutting edge technology continues to make Satake a leader in its field.



Northern Grain Limited

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SGS CANADA INC.

PLATINUM SPONSOR

Exhibitor: Meera T.

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Ca.Agri.Vancouver@sgs.com www.sgs.com

SGS has been established in Canada since 1948, providing both traditional and innovative third party independent services. With a presence in all major ports and inland market areas across Canada, **SGS Agricultural and Food Services** employs more than 300 people in over 15 locations across Canada. Our network of qualified resources is dedicated to providing the best in auditing, monitoring, inspection, grading, and laboratory testing. **SGS** services help ensure the integrity of the food chain from seed development and soil testing through to harvesting and trade inspection at export or import.

SGS is the world's leading inspection, verification, testing and certification company. SGS is recognized as the global benchmark for quality and integrity. With more than 90,000 employees, SGS operates a network of over 2,000 offices and laboratories around the world.

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- Fumigation and pest control
- Mycotoxins and Microbiology testing
- Forage analysis
- Nutritional labeling
- Seed Testing
- Soil Testing
- DNA Testing



SMART SOLUTIONS AG PRODUCTS

Exhibitor: Charlene Toth

Box 100, Leask, SK S0J 1M0 Canada

tel. 306 230 0075

smartsolutionsagproducts@gmail.com

www.smartsolutionsagproducts.com

Smart Solutions Ag products works in the ag industry, supplying quality products to support farm communities. Our products are developed by qualified personnel headed up by a Ph.D. in chemical engineering, using the highest grade products available.

Located in Saskatchewan, Smart Solutions Ag Products is a forward-thinking agricultural enterprise keeping on top of innovations and practices.



SNACK CROPS S.A.

Exhibitor(s): Sergio E. Casas & Lorena Laperuta

Av. Santa María 6385 Módulo corporativo 1º A. Tigre.

Prov. de Bs. As. Argentina

tel. 0054 111 5274 0777

comex@snackcrops.com www.snackcrops.com

Snack Crops SA, located in Pehuajó (Buenos Aires, Argentina) leads the production, processing and exports of specialty crops: Popcorn under the brand SNACK, Confectionary Sunflower Seeds under SUNNY, Chickpeas under DON GARBANZO and Chia Seeds under CHIA PLUS. It is firmly committed to offering the best quality and export services for all its products. Having the strictest quality controls, it has implemented the use of full traceability for NON-GMO popcorn, certified ISO 9001:2008 and BRC.



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Exhibitor: Tacettin Tan

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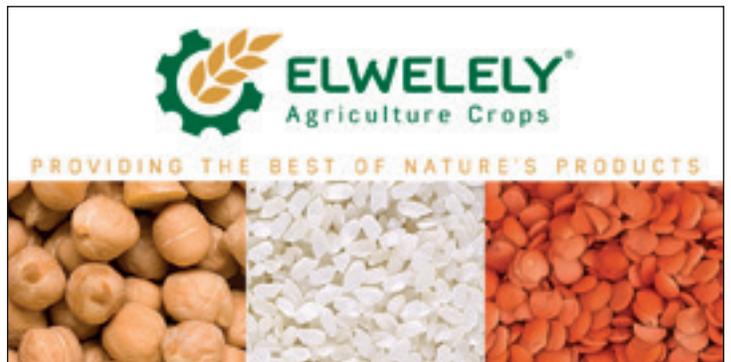
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