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the PULSE

THE OFFICIAL PUBLICATION OF
THE NORTHERN PULSE GROWERS ASSOCIATION

August 2022 | E-News Edition

Reminders For A Happy Pulse Harvest

Harvest season is here ("Alexa, play "It's the most wonderful time of the year!"). As exciting as this season is, the NPGA wants to ensure our producers are getting the best prices for the crops they grow. We realize some elements are out of our control, but here are a few tips to help reduce problems and assist in maximizing the prices you receive with delivering to a buyer.

1. **Handle with care** - Pulse crops are a delicate crop and cannot be treated the same as cereal grains so keep handling to a minimum to avoid damage which could cause a reduction in price. Buyers have stated they prefer grain placement in hopper bins and the use of a conveyor for loadout if possible. This will reduce the splits/dockage and keep it in grade. Avoid using a grain vac on peas as cracking will increase. If buying a conveyor is not feasible, run the auger full and slow.
2. **Keep it clean** - Properly cleaning harvest equipment (trucks, bins, conveyors, etc...) prior to harvesting pulse crops is **crucial**. Many facilities have a low or no tolerance for grains in pulses. Allergens such as soy, wheat, corn, and canola can be an issue with the gluten free/non-gmo markets emerging. Pulse crops are an attractive ingredient so any contamination would most likely cause the load to be rejected. **There is 0 Tolerance for fertilizer or seed treatment in pulses.** Contaminations like this and any foreign matter not only cost you money but also create major issues for everyone in the pulse industry, resulting in a potential loss of domestic and international markets and revenue.
3. **Out with the old, in with the new** - Never put new crop/grain on top of old crop/grain because of risk of infesting the new crop with storage insects and mold organisms. Storing pulses properly is important to maintain quality and avoid being discounted. If pulse crops were harvested with higher moisture and placed in an aeration bin, the top of the bin could form a crust of mold. Product with mold present are subject to rejection. Keep a close eye on stored pulse crops in winter and throughout spring/summer months. The longer the storage period, the more likely the quality will decline and affect the pricing.
4. **Feed and new crop don't mix** - If infested grain is purchased for livestock feed, store it away from the new crop and feed it as soon as possible.

From farmers to processors - we are all in this together. By taking steps to mitigate risk and protect our high-quality products, together we can meet the needs of our domestic and international customers. Happy Harvesting!

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Request for 2022 Pulse Quality Samples

The NPGA is collecting samples for the 2022 pulse quality survey and **we need help from our membership**. U.S. grown pulses are a very important part of the global food supply. The majority of U.S. pulses are exported to international markets in Asia, South Asia, and Europe. Our domestic market has also seen an increase in demand for U.S. pulses. Findings from the pulse quality survey include moisture content, protein, starch, water absorption, soaking and cooking. This information is then distributed to current and potential customers international & domestically. It is also provided to research programs as an effort to develop varieties/genetics that fit particular market needs.

Okay, you have my attention - How can I help?

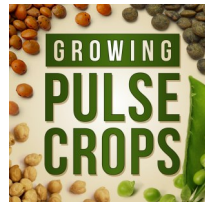
NPGA is requesting 2lb. samples of various varieties of peas, lentils and chickpeas from the 2022 harvest season.

Please e-mail berndt@northernpulse.com to request the required paperwork. Postage will be re-imbursed.

Research Expertise.

Grower Experience.

Industry Perspective.



Information straight from the
source, straight to your phone.

www.growingpulsecrops.com

What We've Been Up To!

Below is a brief highlight of the NPGA programs, activities and representation around the region this month:

- Sponsored the "Future of Ag" tour in Great Falls, MT. on July 20th.
- Sponsored the "Field to Table" dinner in Williston, ND on July 20th.
- Collaborating with The Montana Grain Growers Association and The Pacific Northwest Canola Growers Association for the upcoming MGGA Convention (Nov. 29—Dec. 1)
- Actively planning NPGA Convention 2023! (see *save the date* on pg. 5!)
- Updating the NPGA Database...more to come soon!
- NPGA Website Re-design (aiming for mid-August—stay tuned!)



Columbia Grain International (CGI) is a wholly owned subsidiary of Marubeni. They started primarily processing wheat, but have diversified into corn, soybeans, oilseeds and pulses. As a vertically-integrated company, CGI operates assets, including grain elevators, processing plants, and agronomy centers, which stretch across the northern tier of the United States. They've developed partnerships with over 8,000 farmers to fulfill crop demands from our customers who require superior food products, which are then purchased by consumers worldwide. CGI provides trusted solutions for a farm-to-table philosophy that nourishes the world, safely. They currently have 450 employees and over 60 total facilities nation wide.

CGI began purchasing pulses in 1995, and built the Chinook, MT processing plant in 1997. Since then, CGI has built or purchased 7 more plants specifically for processing pulses. CGI prides themselves on offering high speed and quality facilities. CGI can produce bulk vessels and small pack 1 lb bags.

CGI recently introduced their branded small pack, "Balanced Bushel" in June. Balanced Bushel is procured, cleaned, sized, polished and packaged at CGI's pulse processing plant in Hastings, Nebraska. This plant has 286,000 bushel raw product storage capacity with a 60,000 sq. ft. processing building. CGI anticipates processing over 50,000 MT of pulses per year at this location alone. Balanced Bushel is comprised of peas, lentils, chickpeas, and dry beans. As people around the world seek out healthier foods, CGI is upgrading its facilities to meet the increased demand for pulses.

"Our farmers devote their lives to cultivating the highest quality beans and pulses and we are dedicated to discovering new innovations that nourish the world with their ingredients," said Jeff Van Pevenage, CGI's chief executive officer. "Bringing them directly to American consumers through Balanced Bushel is a new way toward achieving our mission and meeting the increasing demand for plant-based protein, which we are pleased to introduce to the world."

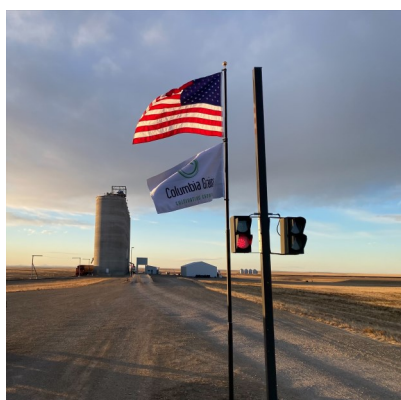


Photo of the Columbia Grain processing plant in Chester, MT

For more information contact:

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Pulse Supplier/Buyer Quick List

Active First Purchasers		ND/MT and Surrounding Areas Pulse Suppliers and Buyers					6/2021	
First Purchaser	City	State	Phone	Food Peas	Feed Peas	Lentils	Kabuli	Desi
Wilbur Ellis Company	Minnedosa	CAN	204-867-8163	x	x	x	x	x
Simpson Seeds Inc	Moose Jaws	CAN	306-693-2132			x	x	
Southland Pulse, Inc.	Estevan	CAN	306-634-8008	x	x	x	x	x
TRC Trading	Roseville	CA	916-960-1230	x	x	x	x	
Columbia Grain Ltd	Minneapolis	MN	406-453-6506	x				
Agrex Inc.	Plymouth	MN	952-852-2963	x	x	x	x	x
Sinamco Trading Inc.	Minneapolis	MN	612-367-8050	x		x	x	x
Belle Pulses USA LLC	Hingham	MT	406-397-3168	x				
CHS - Farmers Elevator	Glasgow	MT	406-228-4422	x	x	x	x	x
Cahill Sees, Inc.	Scobey	MT	406-783-5510	x				
Columbia Grain Ltd	Great Falls	MT	406-453-6506	x	x	x	x	x
ITC Grain International Inc.	Glendive	MT	406-377-4822	x	x	x	x	x
Pro Co-op	Opheim	MT	406-762-3231	x	x	x	x	x
Safflower Technologies Inc.	Laurel	MT	517-719-5418		x	x	x	x
ADM Pea Protein Pant	Enderlin	ND	701-437-6801	x				
Agrican International Inc.	Mohall	ND	306-216-0025	x		x	x	x
AGT Foods	Bismarck	ND	701-751-1623	x	x	x	x	x
Anchor Ingredients	Fargo	ND	701-499-1480	x		x	x	x
Beach Cooperative	Beach	ND	701-872-3761	x	x	x		
Berthold Farmers Elevator	Berthold	ND	701-872-3761		x	x		
Border Ag & Energy	Bottineau	ND	701-228-2294	x	x	x		
Bowman Grain Inc	Bowman	ND	701-523-3173		x	x		
CenDak Cooperative	Leeds	ND	701-466-2231	x		x	x	x
CHS - McVille	McVille	ND	701-322-4317	x	x			
Columbia Grain Ltd	Valley City	ND	701-845-1921		x			
Dakota Dry Bean Inc	Grand Forks	ND	701-746-7493	x	x			
Dakota Grain Company Inc	Elgin	ND	701-584-2660	x	x			
United Quality Grain Coop	Parshall	ND	701-862-3113	x	x	x	x	x
Downs Brokerage Inc.	Langdon	ND	701-256-2447	x	x	x	x	x
Fessenden Coop	New Rockford	ND	701-947-5712	x	x			
Great Northern Ag	Plaza	ND	701-497-3082	x	x	x	x	x
Harlow Coop Elevator & Seed Co	Leeds	ND	701-466-2612	x				
Horizon Resources	Williston	ND	701-774-0228	x				
JM Grain	Garrison	ND	701-463-7261	x	x	x	x	x
Healthy Food Ingredients	Fargo	ND	701-356-4106	x	x	x	x	x
High Plains Grains, LLC	Bowman	ND	701-523-5392	x		x	x	x
Legume Matrix LLC	Jamestown	ND	701-252-4757	x	x	x	x	x
Lone Prairie Grain Inc	Rugby	ND	701-776-6711	x	x	x	x	x
New Century Ag	Crosby	ND	701-965-6371	x	x			
Northern Plains Grain & Milling	Valley City	ND	701-840-2264	x		x		
Great Northern Ag - Bowman	Bowman	ND	701-523-5392	x	x	x	x	x
Powers Lake Equity Elevator	Tolley	ND	701-464-5662	x		x	x	x
Ray Farmers Elevator	Ray	ND	701-568-3343	x		x	x	x
Renville Elevator Company	Tolley	ND	701-386-2457x	x	x	x		
Scranton Equity Feeds	Scranton	ND	701-275-8102	x	x	x		
SRS Commodities	Falkirk/Mayville	ND	701-786-3402		x	x	x	
Stone Mill Inc	Richardton	ND	701-974-2106			x	x	
Sunprairie Grain/CHS	Minot	ND	800-735-4956	x				
Valley Grain Milling, Inc.	Casselton/Beulah	ND	701-261-1184	x	x	x	x	x
Viterra	Ray	ND	701-568-3315	x	x	x	x	x
Columbia Grain Inc.	Ross	ND	701-755-3207	x	x			
West Plains LLC	New Town	ND	832-775-9006	x	x	x		
Wildrose C&D	Wildrose	ND	701-539-2338		x	x		
Wilton Farmers Union Elevator	Wilton	ND	701-734-6780	x	x			
The Scoular Company	Glen Cove	NY	516-603-0417	x	x	x	x	x
TYR Food Products	Portland	OR	503-828-9228	x		x	x	x
Howe Seeds Inc	Mobridge	SD	605-823-4892	x	x	x	x	x
Sunbird Inc.	Huron	SD	800-284-0214	x				
PURIS	Harold	SD	641-672-9651	x				
PURIS	Oskaloosa	IA	641-672-9651	x				
Commercial Lynks	Alexandria	VA	703-751-6200	x	x	x	x	x
Guinn Trading	Brush Prairie	WA	360-896-3822	x				
Hinrichs Trading Company	Pullman	WA	509-332-8888				x	x
Spokane Seed Co	Spokane	WA	509-535-3671	x		x	x	
Tumac Commodities, Inc.	Portland	OR	503-226-6661	x		x	x	
Companies may have several locations throughout the state, please contact one of the above companies for nearest location.								
Note: List established by the Northern Pulse Growers Association 701-222-0128								

Mark Your Calendars For Our Upcoming Events!



NPGA Convention Set for January 24 in Minot, ND

We're shaking things up in 2023! The NPGA annual convention will take place over one day (January 24th), and will be hosted at a NEW location - **The Sleep Inn & Suites in Minot, ND**. There will be a great line-up of speakers, breakout sessions, and networking opportunities. Attendees can also stay an extra day to attend the KMOT Ag Expo, which is held January 25-28 at the State Fair Grounds.

More information and a detailed agenda will be available soon! Be sure to follow our social media accounts as well as our website for more details!

You Asked...We Listened! Montana Convention Collaboration

The Northern Pulse Growers Association is excited to announce that we are a major sponsor of The Montana Grain Growers Association (MGGA) Convention on **November 29-December 1** at the Heritage Inn in Great Falls, MT. You will not want to miss this event as pulses and canola will both be featured on the agenda.

"Typically, the NPGA would host 'Montana Pulse Day' in the weeks prior to the MGGA Convention," mentioned Erin Becker, the Marketing & Communications Specialist with NPGA. "This year, we couldn't be happier to join forces with MGGA and Pacific Northwest Canola Association to put together a strong agenda that will in the end benefit our NPGA members and Montana producers. We are also excited to announce the NPGA is planning a pre-event social on **November 28th** to welcome everyone to Great Falls!"

A formal agenda will be made available to the public soon. In the meantime, be sure to follow our social media accounts on Facebook, Twitter, Instagram, as well as our website for more details. We look forward to seeing you in Great Falls, MT!

Follow NPGA on Social Media



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Share Those Harvest Photos!

Whether it's a selfie in a combine, your dog running in the fields, or your little ones along for the ride - the NPGA wants to see your pulse harvest photos! Tag, Tweet, or [e-mail](#) us and you may see your photos highlighted in an upcoming newsletter!

We Want To See Your
**HARVEST
PHOTOS**



Belle Pulses USA



Belle Pulses started over 40 years ago in Canada and made its way to Hingham, Montana in 2014. They ship products to customers in over 35 countries, including global strategic food companies, and major ingredient distributors. Belle Pulses has been fortunate to partner with industry-leading brands in the plant-based foods sector and have developed proprietary and healthy ingredients to provide to the market.

"Here at Belle Pulses, the main products we specialize in are split peas." Said Jason Hauer, general manager of Belle Pulses USA. "We are always looking for increased supply of green and yellow peas."

When asked to give his predictions for pulse markets for 2022/2023, Hauer responded "I would expect pulse crops to remain firm into the 2022/23 marketing year. With the current problems with Russia and Ukraine we have seen all commodity prices edge higher. For pulses to compete with other commodities (cereals/oil seed/etc.) they will need to have a competitive price. Also, with the lack of production last year due to the weather/drought conditions we feel that a lot of old crop stocks are gone and will need to be replaced."

We really appreciate the support of the growers; without them we would not have a business. Please continue to seed pulses!"

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