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# the PULSE

THE OFFICIAL PUBLICATION OF  
THE NORTHERN PULSE GROWERS ASSOCIATION

December 2023

## India Drops Tariffs on Yellow Peas

Positive news broke recently when the Government of India (GoI) temporarily dropped the global tariff of 50% off yellow peas!

Below are excerpts from the most recent article written by Drex Rhoades in the **Pulse Pipeline** published by the US Dry Pea & Lentil Council:

"Today, the GoI announced a temporary change to their import restrictions that Sachin Khurana, the U.S. marketing representative to India, aptly declared, "It is a big win for the industry!"

Other restrictions, like the quantitative restriction limiting total annual pea imports to 150,000 tons, a price limit of 200 rupees per kilogram or the constraint that the crop can only be imported through the Port of Kolkata may remain in effect.

So, why did India make this move to temporarily remove the 50% import duty for yellow peas, in particular after the GoI announced in November it was unlikely to do so (source: Saskatoday.ca)?

Recently, analysts predicted early-season concerns for India's chickpea, lentil, and pea crops that will see some climate challenges ahead. The southwest monsoon that runs from June through September distributed less water than needed, and post monsoon precipitation has been substandard. The moisture simply is not adequate for good yield.

According to the Global Pulse Confederation (GPC), domestic prices of desi chickpeas and yellow peas have been increasing swiftly since early July 2023. However, yellow peas are trading at a premium to desi chickpeas. The GoI is pleased with their stocks of chickpeas, but if the dry conditions persist, they may need to use yellow peas as a substitute for desi chickpeas. With the prices of both commodities rising in domestic markets, the GoI needs to look for ways to bring costs down. One way to do that is to increase yellow pea imports."

Scan the QR Code to read the full **Pulse Pipeline** article:





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## Executive Director Message

By: Shannon Berndt

It is hard to believe that we are nearing the end of 2023. Meeting season is well under way and the staff & Board is busy planning for a great annual convention on January 23. We again have a fantastic lineup of speakers that you will not want to miss!

This past month, the NPGA was a major sponsor of the Montana Grain Growers Association Convention in Great Falls. This was a fantastic event, and we appreciate collaborating with our fellow commodity groups, Pacific Northwest Canola Growers, and Montana Grain Growers Association. It was great to see the level of excitement around pulse production in Montana and to gather input from producers.

We have officially launched our membership campaign for 2024 and encourage producers to renew or become a new member. Producers and industry can visit our NEW membership section of the website for a very user-friendly option to renew. **With Farm Bill, marketing and research discussions on the horizon, the value of your membership is instrumental to the Association and the entire industry.** The NPGA Board and staff work hard to make sure that pulse producers have a voice at the table on national and regional issues that affect your profitability.

We have a great opportunity available for Montana producers! We are currently seeking two representatives to serve on the NPGA Board for Districts I & III. (More information is included in this newsletter and we encourage you to call the office for more information). This is an exciting time to be part of the industry and help shape the path of the future. Increasing marketing opportunities, competitive prices, innovative research, and agronomic benefits make for a strong #plant24 in pulses!

***May you have a blessed Christmas & Holiday Season surrounded by family and friends!***

## What We've Been Up To!

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

- Attended USADPLC National Board Meeting.
- Attended Montana Grain Growers Association Convention in Great Falls, MT (Nov. 28-30).
- Finalizing details for upcoming 2024 Webinar series - stay tuned!
- Virtually attended the NCI Council Meeting.
- Taped an upcoming interview for the Growing Pulses Podcast - stay tuned!
- Finalizing the upcoming February meal & exercise plans with Nourish Move Love & The Real Food Dietitians.
- Signed onto EPA letter regarding draft herbicide strategy with other ag. groups
- Started the 2024 Membership Renewal Campaign
- Finalizing plans for NPGA Convention (see pg. 4-5 for more details).

# NPGA Excellence Award Nominations OPEN!

DO YOU KNOW A GROWER, INDUSTRY REPRESENTATIVE, OR RESEARCHER  
THAT EXEMPLIFIES EXCELLENCE WITHIN THE PULSE INDUSTRY?



NOMINATIONS ARE NOW BEING  
ACCEPTED FOR THE NPGA

## EXCELLENCE AWARD

Nominations are OPEN for the Annual NPGA Excellence Award. This award is presented to individuals that exemplify dedication and commitment to the continued success of the pulse industry. Prior award recipients have been producers, industry and research representatives.

Please take a moment to recognize a deserving grower, industry representative, or researcher for their vital role in the pulse industry. Nominations will be accepted until **Friday, January 5th**. Nominations can be e-mailed to our office (info@northernpulse.com), submitted via phone (701) 222-0128, OR by completing the online nomination form. Simply scan the QR code above and follow the prompts to nominate someone today!



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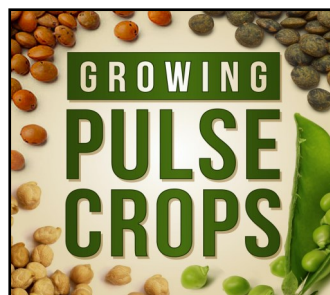
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## Featured Episode! Adding Value to Northern Crops with Mark Jirik Of The Northern Crops Institute

Season 3 | Episode 11 (Published June 16, 2022)

Partial show notes by: Tim Hammerich

"In this podcast, we meet Mark Jirik, Director of the Northern Crops Institute. We'll Explore the benefits NCI offers producers and the education services they provide to global markets to encourage US commodity consumption. We'll also learn about the new facility NCI will grow into to better facilitate their end-product development process and educational services."

Scan the QR Code to Listen!



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# NPGA CONVENTION

January 23, 2024

REGISTER TODAY!



**SPEAKER**

**Dr. Joe Outlaw**  
Texas A&M University

**Ag Policy Update**



**SPEAKER**

**Jacob L. Shapiro**  
Cognitive Investments

**Geopolitics & US Agriculture**



**SPEAKER**

**Nicole Atchison**  
Puris

**Pulse Innovations**



**SPEAKER**

**Chuck Penner**  
Leftfield Commodity Research

**U.S. Pulse Market Outlook**

Scan the QR Code to Register online TODAY!



OR complete the paper insert in this newsletter and mail back to our office.

📍 Sleep Inn & Suites | Minot, ND

More Info at [NorthernPulse.com](http://NorthernPulse.com)

## Register TODAY for the NPGA Convention!

January 23, 2024 | Sleep Inn & Suites, Minot, ND

Registration is OPEN for the NPGA Annual Convention! Since you loved it so much, we're continuing with a condensed agenda. We're also bringing back Dr. Joe Outlaw to give us an Ag Policy/Farm Bill update, as well as Jacob L. Shapiro to speak on the current geopolitical climate and how these may affect agriculture. New to the agenda this year is Nicole Atchison with Puris, who will speak on the newest innovations in the pulse industry. We're also excited to have Chuck Penner, our Canadian neighbor, give an in-depth look into the pulse markets for both the US & Canadian markets.

Everyone is invited to partake in the NPGA Research Social from 5-7pm on January 22. We'll be offering heavy appetizers, beverages, and there will be a **FREE beer tasting with Atypical Brewery & Barrelworks Works**. This is a great way to socialize and network with fellow members, and provides a way to see first-hand the research that is being conducted to improve the pulse industry and help it thrive in the future.

We hope to see all of you in Minot in January - we've already put our request into Mother Nature for good weather! If you have any questions, please don't hesitate to contact our office...we're here to help!

**A room block is available at the Sleep Inn & Suites under "Northern Pulse Growers Convention".  
Reservation deadline is **January 8th**, so don't delay! Front Desk Phone:(701) 837-3100**

## NPGA Research Social

MONDAY, JANUARY 22  
5 - 7 PM  
SLEEP INN & SUITES | MINOT, ND

Join us for an evening of  
Appetizers, Refreshments  
and Pulse Research!



Northern  
Pulse Growers  
Association



New!!! Join us for a **FREE BEER TASTING** featuring Atypical Brewery & Barrelworks in Minot at the Research Social!

Scan the QR Code to Register a Research Poster! Registration is due by **January 12!**



# NPGA Convention '24

Sleep Inn & Suites Convention Center - Minot, ND

## TENTATIVE AGENDA

### JANUARY 22

Vendor/Booth Set-Up

Research Social & Poster Session

5 - 7 PM

Vendor/Booth Set-Up

### JANUARY 23

Breakfast & Business

8 AM

Dr. Joe Outlaw - Texas A&M University  
Ag Policy Update

Trade Show Break

Jacob L. Shapiro - Cognitive Investments  
Geopolitics & The Future of US Agriculture

LUNCH & LEARN with USA Dry Pea & Lentil Council

Trade Show Break

Nicole Atchison - Puris  
Pulse Innovations

Chuck Penner - Leftfield Commodity Research  
US Market Outlook for Pulses

Awards & Closing Remarks

4:30 PM



## '23/'24 Sponsorship Opportunities Now Available!

Each year the NPGA seeks support from businesses involved in the pulse industry and we encourage them to become one of our annual sponsors. With the help of our sponsors, we ensure the future success of the pulse industry in North Dakota & Montana. NPGA just released the '23-'24 sponsorship packages, and they can be found by scanning the QR code to the right of this article, or by contacting Erin Becker. If you have any questions, please call the office (701) 222-0128 or e-mail [Becker@northernpulse.com](mailto:Becker@northernpulse.com).



***We look forward to working with you this year!***

## Bragging Rights for YEARS...Variety Naming Contest!

There is exciting news from NDSU Pulse Breeding and Genetics Program! Four potential varieties...two field pea and two lentil varieties are set to be nominated for release and they need producers help with naming them!

In addition to bragging rights, you can share with friends & family for generations, **you will also receive a recognition plaque and a YETI Cooler filled with NPGA swag!**

We need your ideas no later than **January 2**, so email your suggested variety name(s), your name, address, and phone number to the NPGA office at **berndt@northernpulse.com**. The NDSU Variety Release Committee will make the final determination on the names after the January 2 deadline.

So, grab a cup of coffee (or beverage of choice) and get your ideas submitted by the deadline!



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## Montana State University Seeks Input on the 2024 Pulse Crop Survey

The Pulse Crop Survey is an annual survey of the pulse growing community about pulse crop pests (diseases, weeds, and insects) and their management, conducted by Montana State University. **Please consider participating in this survey**, whether you grow/grew pulses, consult on pulse crop acres, or are in any other way involved in the pulse crop community. Your participation in this survey will help us **identify research needs and resources needed to support economic and sustainable pulse crop production** in the Northern Great Plains and Pacific Northwest. Your participation in this survey is entirely voluntary and anonymous. This survey should only take 10 minutes of your time.

You will find the survey by scanning the QR code below. Please don't hesitate to email ([uta.mckelvy@montana.edu](mailto:uta.mckelvy@montana.edu)) or call (406-994-557) if you have any questions.







## CROPLAN® SEED ENTERING FIELD PEA MARKET TO HELP FARMERS MEET DEMAND

**Mick Miller**, CROPLAN® Product Manager – Winter Canola, Field Peas  
Twitter: @MickMiller32

Thanks to growing consumer demand for different protein sources, food producers are utilizing a number of alternative grains and legumes to develop new products. Peas are among those ingredients, so farmers will have a golden opportunity to meet the increased demand in future seasons by planting more field pea acres. WinField United is well positioned to help in this respect, as we've launched two novel CROPLAN® brand field pea varieties in 2023 and we're developing innovative management practices to help farmers improve crop performance.

To date, about 90 percent of the pea genetics planted in the United States have come from Canada. But CROPLAN seed is one of the only companies in North America to license unique new genetics from multiple European breeders and run them in a wide range of side-by-side field studies to determine best management practices. We tested 18 different experimental field pea products for possible licensing in 2022, and we brought two of them to market in 2023 – CROPLAN CP5222Y and CP5244Y. These two varieties were limited in supply and quickly sold out, but we're boosting seed production this year and we expect to have an abundant supply of both varieties available heading into spring 2024.

CROPLAN CP5222Y is an early maturity variety, while CP5244Y matures later, providing an opportunity for more pod set. That said, both varieties thrived under adverse growing conditions last year, with each providing a nice balance between good yield potential and desirable protein content. In fact, CP5222Y had the highest average yield and protein content/A of the 30 different products that Montana State University tested at its two field trial locations in 2022\*.

Of course, planting genetics with proven quality is only half the battle in crop production. The other is to manage those genetics with the right balance of fertility and crop protection inputs to help your stand realize its full yield potential. University systems have performed a lot of good research on field pea management in recent years, and WinField United is looking to take it to the next level by helping growers dial-in their management practices to improve crop performance. Whether you're looking to optimize straight yield potential or improve protein content, we're leveraging all of our experience from spring wheat research to change the game in field pea management.

Utilizing many of the protocols we implemented when researching spring wheat management, we're dedicated to determining how different pea genetics perform in areas like Response to Population (RTP), Response to Nitrogen (RTN), Response to Fungicide (RTF), foliar applications and seed treatments, to name a few. We have substantial research trials planned for this summer and we anticipate having several management recommendations to share with farmers next year.

As a side note, field peas are a low residue crop, so winter wheat and winter canola are ideal rotational partners, provided there's adequate soil moisture in the fall. Aphanomyces root rot and Ascochyta blight are two diseases that can wreak havoc on pea yields, so placing peas in a 4-year rotation with those crops can help break disease cycles. Since there aren't any pea cultivars on the market with resistance to these diseases yet, you can rest assured that we're looking to develop new genetics that stand up against them.

Be sure to visit the WinField® United Diversified Field Crop Answer Plot® Innovation Farm near Washburn, ND if you'd like to see CROPLAN brand field peas in action this summer. And contact your local WinField United retailer for details if you're interested in adding field peas to your rotation next year. They look forward to helping you out!

### CP5222Y Description

- CP5222Y is a new yellow pea that is differentiating itself in the marketplace by delivering both high yield potential and protein at the same time.
- Early maturity variety that has unique flowering period that helps capture top end yield potential in multiple growing environments.
- Great crop height and crop standability for ease of harvest.
- Good disease tolerance package.

CHARACTERISTICS		NOT RECOMMENDED	EXCELLENT
YIELD INDEX			1
PROTEIN INDEX			1
HARVEST EASE			2
DISEASE TOLERANCE		3	
DAYS TO FLOWER	49		
DAYS TO MATURITY	78		

### CP5244Y Description

- CP5244Y is the newest leading generation of field peas that has key unique characteristics that set itself apart from the rest.
- High yield opportunities with consistent protein content.
- Mid-maturity variety with unique flowering period that helps capture top end-yield in multiple growing environments.
- Great disease package matched-up with great yield performance.

CHARACTERISTICS		NOT RECOMMENDED	EXCELLENT
YIELD INDEX			2
PROTEIN INDEX			1
HARVEST EASE		3	
DISEASE TOLERANCE			2
DAYS TO FLOWER	49.5		
DAYS TO MATURITY	82		

\* 2022 Montana State Variety Yield Trials: Yellow Dry Pea Grain Yield (lb/A). Montana Statewide Yield Evaluation; average of both locations (Havre and Richfield).

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# MONTANA PULSE CROPS

DECEMBER 2023

First and foremost, I express my gratitude to the Department of Agriculture, our member organization NPGA, our national organization USADPLC, the Montana Ag community, other Ag organizations, and the MPCC committee members with whom I have had the privilege of collaborating with over the past nine months. Witnessing the extent of accomplishments and output generated within Montana's agricultural sector is truly remarkable. It's evident that the impact extends beyond the fields. As we conclude 2023 and commence planning for 2024, I'd like to reflect on the journey this position has taken me and initiate a discussion on the path ahead.



My very first MPCC meeting in Helena, with committee members Todd Hansen, Ryan Bogar, and Paul Kanning

Breakfast with a few members of USADPLC Team.



Touring Strick's Ag processing plant, in Chester Montana



Visting the pulse extrusion lab at Montana State University



Visiting the State Grain Lab with a Trade Team from China, hosted by the USADPLC



Visting with potential pulse buyers at my first tradeshow in Banff



Dr. Kevin McPhee's pulse breeding trials at Montana State University.

Producer Kory Hastings, sent me a picture of his seeding preparation.



Committee Member Paul Kanning, representing MPCC with China Trade Team at Columbia Grain in Plentywood Montana



Rounding out 2023 by attending MGGA convention. Committee Members Ryan Bogar, Todd Winkler and Brian Aklestad man the booth. Thanks Guys!

Taking in Montana Ag Days at the capital with Shannon Berndt, CEO of Northern Pulse Growers Association



Over the course of the year, I've had the opportunity to meet with various individuals in research, production, pulse processing, agricultural leadership, and commodity buying. These interactions have provided me with invaluable insights and perspectives. However, it's become increasingly apparent that the Montana Pulse Industry is not well-represented nor widely known, despite its robustness and profitability. Look for us in 2024, efforts will be made to increase our visibility and establish a stronger presence in the ag community.

Happy New Year,

*Liz Edmundson, MPCC Executive Director*

[www.mtpulsecrops.org](http://www.mtpulsecrops.org)



# Stepping Forward Into a New Future - ND Dry Pea & Lentil Council Contracts With Clearwater Communications for Day-To-Day Operations

After more than 20 years, the ND Dry Pea & Lentil Council (NDDPLC) day-to-day office operations will now be managed by a Bismarck based association management company, Clearwater Communications. In the past, the NPGA provided staff on an annual contractual basis to handle all office functions of the council.

"We've had a great and long-standing relationship with the NPGA and hope to continue our work together to promote the growth of pulses in the industry," said Kim Saueressig, ND Council Chairman. "I look forward to working with Jim Collins at Clearwater Communications and want to thank our former administrator, Shannon Berndt, and everyone with the NPGA for the assistance over the years."

The NDDPLC is charged with the responsibility of managing and distributing producer check off dollars in the state. The funds are invested in national and regional programs such as research, marketing and education.

"It is bitter-sweet as I have personally worked for the Council the majority of those 20 plus years," Said Shannon Berndt, Executive Director for the NPGA. "It really was the start of my career in the pulse industry. Clearwater Communications is very well-respected in the ag. industry, and I am looking forward to working with Mr. Collins to bring a fresh, new perspective to our industry," stated Berndt.

The pulse industry in the United States has continued to expand as new marketing opportunities have developed globally. Once only found on store shelves in the specialty foods section, dry peas, lentils and chickpeas have found their way into nearly every aisle of the grocery store. Global pulse protein markets are forecast to reach nearly \$22.5 billion by 2032 with a 4.6% CAGR, this creates tremendous opportunity for a State that ranks number two in U.S. pulse production.

"Since I was elected to the Council, I have participated in programs and have seen firsthand how check off funds support the overall success and profitability of pulse producers. This transition will provide another opportunity to showcase the collaboration between stakeholders and the producer Association's programs," stated Bob Finken, ND Council Vice Chair.

"Serving as administrator of the NDDPLC allows me to stay active in the agriculture industry and work with dedicated producers," said Jim Collins. "I have already learned some new things about the pulse crop industry and look forward to much more."

The NPGA would like to extend our thanks to the NDDPLC for entrusting the Association with their day-to-day operations, and we'd like to welcome Jim Collins to his new role!

## Meet Jim Collins - New Administrator of the ND Dry Pea & Lentil Council

Jim Collins is no stranger to the ag industry. *"I grew up in the small town of Erie, ND, about 35 miles northwest of Fargo. My family (father, grandfather and great uncle) farmed rented land raising wheat, barley, flax and oats and had cattle until the early 80's. I grew up harvesting with a John Deere 830 tractor (no cab) and a John Deere 65 pull type combine. I have spent my last 27 vacations helping my nephew and brother-in-law harvest sugar beets, beans and corn in southeastern North Dakota. The size of the machinery still amazes me, but it is awesome to sit inside that quiet cab with all the creature comforts, pulling an implement or grain cart that dwarfs the ol' 65. After earning a bachelor's of science degree in secondary education from Valley City State University, I taught life science, earth science, biology, health, physical education and coached in Elgin, North Dakota. In a career switch, I moved on to work at the North Dakota Department of Environmental Quality as a watershed liaison and information/education coordinator. Following a 30-year career, I retired in 2021 and was fortunate to be hired by Clearwater Communications. Working at Clearwater has allowed me to continue to use my education background combined with a passion for agriculture in helping associations."*

When asked what he looks forward to most about working with the NPGA, Collins responded, *"NPGA serves a vital role in educating the public about pulse crops and their importance. Equally important is educating producers in the current research and crop management practices that improve the viability of pulse crops into the future."*

He also encourages anyone with good ice fishing spots to shoot him a message!

Welcome Jim, we look forward to working with you!

**E-MAIL: [jcollins@clearwatercommunications.net](mailto:jcollins@clearwatercommunications.net)**





Northern  
Pulse Growers  
Association

1710 Burnt Boat Drive, Suite 4, Bismarck, ND 58503

**“New Year, New Me!”**

## **NPGA Sponsored 2-Week Meal and Exercise Plans Coming In February 2024!**

February is American Heart Month - a month that is dedicated to raising awareness of the dangers of heart disease as well as promoting the importance of prioritizing heart health. February 10<sup>th</sup> also happens to be World Pulses Day. The NPGA is teaming up with Nourish Move Love (NML) as well as The Real Food Dietitians (RFD) to create a **FREE 2-week exercise plan and 2-week meal plan!** NPGA will provide links to the workout plan & meal plan on our website & social media accounts, so be sure to check those towards the end of January. In the meantime, we highly encourage you to follow NML & RFD's social accounts, and visit their websites in preparation for our sponsored content in February! Nourish Move Love offers FREE exercise videos on YouTube for all abilities (*beginner, advanced, pregnancy, etc...*) as well as different body targets (*arms, abs, legs, shoulders, etc...*). **You can also head to our website to view our past sponsored meal & exercise plans. These can be started anytime, anywhere, for any skill level.** We're excited for you to join us this February! Cheers to a new year!

NOURISH **MOVE** LOVE

Website: [www.nourishmoveandlove.com](http://www.nourishmoveandlove.com)



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