

CELEBRATING OVER 20 YEARS OF PULSE NEWS REPORTING

USA Dry Pea & Lentil Council

## THE LEGENDARY RISE OF THE GREAT CHICKPEA! AND OTHER CHILLING CHICKPEA CERTITUDES



### IN THIS EDITION

- Rise of the Great Chickpea!..... 1-2, 4-5
- Pulse Market News ..... 3
- USDA Pulse Tender ..... 5
- Halloween Recipe..... 6



USDA Foreign Agricultural Service U.S. DEPARTMENT OF AGRICULTURE International Agricultural Trade Reports

### Spotlight: Global Chickpea Exports Rise

Chickpeas, also known as garbanzo beans, are a legume full of protein, fiber, complex carbohydrates, and are relatively low in calories. Chickpeas are used in many Indian and Mediterranean dishes. Australia, India, and Canada are the top three chickpea exporters accounting for more than 40 percent of the world's exports in 2022.

**THE** USDA Foreign Agricultural Service released a global report on chickpea production, imports, and exports this week.

Australia, India, and Canada are the top three chickpea exporters accounting for more than 40 percent of the world's exports in 2022. Pakistan is the largest importer, followed by the European Union, Bangladesh, and Turkey.

Over the past decade, U.S. chickpea imports have more than doubled, reaching a record high of \$69 million in 2022. A significant portion of these imports, exceeding half, originated from Canada. Examining the FAS table

(Figure 1), the U.S. is lumped in with the "Rest of World," which isn't reflective of the U.S. stature in the global trade picture. To

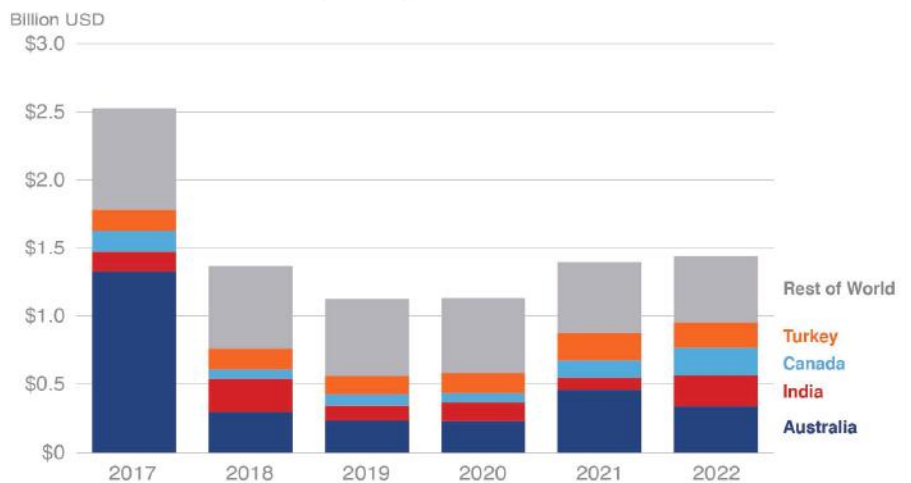
The USDA released their global chickpea report this week. Note: This is not a real chickpea devouring sea monster. Click the link to read the full report.

see how the U.S. compares to the "Rest of the World," check out the table on page four (Figure 3) prepared by the USADPLC Strategic Operations Manager, Sandra Rumney.

### AUSTRALIA

Australia, the leading chickpea exporter, experienced production growth from 813,000 tons in 2012 to 876,000 tons in 2021. The peak was in 2017 when India became Australia's largest market,

**FIG. 1 Global Chickpea Exports Continue to Rebound**



Source: Trade Data Monitor, LLC

# THE GREAT CHICKPEA CONT.



The pulses buyer for the Bombi's Group, a large importer/exporter in Pakistan, Faisal Anis Majeed joined staff of the USADPLC for breakfast to discuss Pakistan demand for quality U.S. chickpeas.



accounting for 62% of exports valued at over \$1.1 billion. Exports plummeted to less than 1% after India imposed tariffs. Despite the drop in exports to Bangladesh and Pakistan, Australia remained the largest exporter, accounting for one-third of global exports, with 2022's total reaching \$338 million

## PAKISTAN

Speaking of Pakistan, they are the highest importer by value in the global chickpea market, garnering 22% of worldwide imports by value (Figure 2). Pakistan is a large buyer of both desi and small and large kabuli chickpeas. Pakistan produces a small tonnage of

chickpeas in their country but not enough to meet their demand. According to a recent report by the U.S. agricultural attache for Pakistan, the country's annual pulse consumption has reached approximately 1.29 million metric tons (MT). To break it down, the attache estimated chickpea consumption at 825,000 MT, beans at 315,000 MT, and lentils at 150,000 MT.

In the 2022-23 production cycle, Pakistan's estimated pulse production was 238,000 MT of chickpeas, 140,000 MT of beans, and 3,800 MT of lentils. Consequently, Pakistan finds

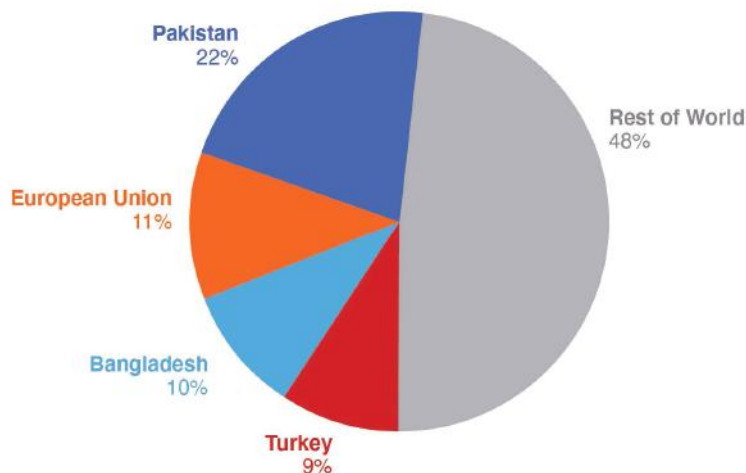
itself as a significant importer of pulses to bridge the gap between domestic production and consumption.

Typically, Russia serves as the primary source of peas for the country, with Australia following closely. However, in the chickpea category, Australia holds the top position as Pakistan's main supplier, with Russia and Canada as subsequent providers.

Recently, a top buyer from Pakistan visited the offices of the USADPLC, meeting with CEO Tim McGreevy and VP of Marketing, Jeff Rumney as well as several U.S. chickpea exporters.

"During our meeting with Bombi Group (Faisal) we discussed the various market segments in Pakistan," reports McGreevy, noting that Pakistan is a significant buyer of small kabuli chickpeas from Russia because their prices are the lowest in world. The middle class in Pakistan prefers large kabuli chickpeas (9-10 mm) especially during the holiday season. "Lower production in Mexico, Canada and Argentina has kept prices firm for large kabuli chickpeas at the beginning of this marketing year."

**FIG. 2** 2022 Global Chickpea Imports by Value Led by Pakistan



Source: Trade Data Monitor, LLC

CONT. ON PAGE 4 >>>



Copyright  
2023

2780 W. Pullman Road, Moscow, ID 83843 • [www.usapulses.org](http://www.usapulses.org) • Ph: 208.882.3023 • [info@usapulses](mailto:info@usapulses)



# PULSE MARKET NEWS



## PULSE PRICE CHART (Grower Prices in U.S. \$/cwt. on #1 Grade)

Pacific Northwest	October 27, 2023	October 20, 2023	AVG	LAST YR
Green Peas (whole)	\$ 14.50-14.75	\$ 14.50-14.75	\$ 14.63	\$ 14.75
Yellow Peas (whole)	\$ NA	\$ NA	\$ NA	\$
Lentils (Brewer)	\$ 38.00	\$ 38.00	\$ 38.00	\$ 35.00
Lentils (Pardina)	\$ 38.00	\$ 38.00	\$ 38.00	\$ 35.00
Chickpeas (Large Kabuli)	\$ 40.00	\$ 40.00	\$ 40.00	\$ 35.00
Chickpeas (Organic)	\$ 70.00	\$ 70.00	\$ 70.00	
Northern Plains				
Green Peas	\$ 12.08-18.33	\$ 12.08-18.33	\$ 15.00	\$ 16.25
Yellow Peas	\$ 12.08-15.00	\$ 12.08-15.00	\$ 13.33	\$ 16.25
Lentils (Richlea)	\$ 41.00-42.00	\$ 41.00-42.00	\$ 41.67	\$ 35.00
Chickpeas (Large Kabuli)	\$ 35.00	\$ 35.00	\$ 35.00	\$
Canada	U.S. \$/cwt. Revised October 25, 2023		LAST YEAR	
Green Peas	\$ 19.39	\$ 19.52	\$ 0.00	
Yellow Peas	\$ 12.53	\$ 12.51	\$ 0.00	
Feed Peas	\$ 13.86	\$ 13.86	\$ 0.00	
Lentils (Laird)	\$ 46.17	\$ 46.21	\$ 0.00	
Lentils (Red)	\$ 25.70	\$ 26.69	\$ 0.00	
Lentils (Richlea)	\$ 42.76	\$ 43.26	\$ 0.00	
Chickpeas (Desi)	\$ 28.21	\$ 28.39	\$ 0.00	
Chickpeas (Kabuli 9mm)	\$ 38.95	\$ 39.49	\$ 0.00	

**Compared to a week ago:** Trade remained very light with mostly steady bid prices. (Bean Market News).

Market prices contained in this newsletter may or may not reflect actual market conditions at the time of sale.

U.S. prices are gathered from [USDA Bean Market News](#) which uses averages based on U.S. #1 production from the date surveyed and are for thresher run, clean basis.

Canadian prices are gathered from the [Saskatchewan government](#).

*PNW: Prices reported on a cwt basis, Del warehouse, thresher run and U.S. No. 1's.*

*Northern Tier: Prices reported on a cwt basis, Del warehouse, thresher run and U.S. No. 2's or better.*



## PULSE CROP LOAN DEFICIENCY PAYMENTS (LDP) RATES \*NO CHANGES

USDA 2022-23 National Posted Price and Loan Rate Summary													
New Loan Rates Eff. May 1		Dry Peas				Lentils				Large Chickpeas		Small Chickpeas	
		West		Midwest		West		Midwest		All		All	
		2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
<i>Pulse Loan Rate: #2 Grade</i>		\$6.06	\$6.05	\$6.16	\$6.16	\$14.30	\$14.01	\$12.84	\$12.83	\$14.00	\$14.00	\$10.00	\$10.00
October 20, 2023	NPP	\$13.97	\$13.97	\$14.07	\$14.08	\$37.85	\$37.85	\$36.39	\$36.67	\$36.24	\$36.24	\$29.00	\$29.00
	LDP												
October 11, 2023	NPP	\$13.89	\$13.89	\$13.99	\$14.00	\$37.44	\$37.44	\$35.98	\$36.26	\$36.11	\$36.11	\$28.87	\$28.87
	LDP												

Midwest region: all counties in Montana and North Dakota, plus all counties in all other states not in the West Region.  
Source: [USDA Farm Service Agency](#)



# THE GREAT CHICKPEA CONT.

**FIG. 3**

## Reporting Countries Chickpea Exports to the World

	Crop Years (June-May) 2012-13 to 2022-February 2023   Metric Tons										
	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Australia	880,062	540,483	679,864	1,162,096	1,904,241	1,200,900	334,007	388,478	719,968	636,443	638,178
Turkey		151,863	159,641	154,701	156,575	115,234	208,674	232,307	253,814	190,316	201,821
Canada	66,374	46,134	74,114	143,421	121,368	124,315	133,065	110,498	148,176	168,624	233,466
Mexico	173,760	135,388	156,568	125,302	126,011	140,526	171,472	171,220	136,099	156,444	128,657
India	222,491	319,943	190,705	204,206	83,883	164,136	189,927	167,632	114,850	151,947	368,768
United States	77,275	47,223	44,990	54,580	168,136	161,913	130,193	161,640	136,458	76,849	84,107
Argentina	78,587	55,229	49,106	100,168	173,021	144,336	91,588	143,654	76,827	61,543	65,728
Ethiopia	76,075	51,544	44,986	49,592	79,639	49,895	65,822	21,335	36,951	26,468	17,765
Kyrgyzstan									4,177	13,446	9,329
EU 27 External Tr	5,821	4,422	4,694	10,135	13,909	33,101	21,762	29,412	15,023	12,708	10,000

Source: Trade Data Monitor

### INDIA

India, the top chickpea producer in 2021, saw a significant increase in production to 11.9 million tons. Chickpea imports in 2022 dropped to \$50 million from \$1.3 billion in 2017, primarily sourced from Tanzania. In 2019, India imposed a 10% retaliatory tariff on U.S. chickpeas, leading to a halt in exports by 2022. Fortunately, these tariffs were lifted in September 2023. In 2022, India's chickpea exports doubled to \$226 million, with increased shipments to the United Arab Emirates and Iran.

### MEXICO

Mexico is a smaller exporter of chickpeas in the global market but is known for high quality product. They're also a chickpea importer, but also smaller, importing enough to meet domestic demand. Prior to last week, industry exports felt that Mexico's dry bean and chickpea spring-summer crop would be negatively affected by an intense drought in the growing regions.

The USA pulse industry's marketing representative to Mexico, and other LATAM countries, Raul Caballero says that projections of low chickpea production in Mexico may have changed due to recent and devastating hurricanes hitting Mexico in recent days. "We've been getting hit by hurricanes," reports Caballero. Hurricane

Otis hit Acapulco on Wednesday. "This is the first time a Category 5 hurricane has hit a town. Acapulco is literally destroyed." News reports say over 27 people died in Acapulco as a result. However, moisture from these hurricanes, in particular Hurricane Norma may have changed the chickpea planting situation in Mexico.

Dry land chickpeas, planted in Sinaloa, and in Sonora, which until last week were uncertain, are also in a better position now. Hurricane season in the Mexican Pacific coasts, have been very active this year. In the last 3 weeks, Hurricanes Lydia, Norma, and Otis, have hit hard the states of Jalisco, Baja and Sinaloa and Guerrero respectively. Just this Wednesday morning, a category 5 hurricane literally destroying Acapulco.

"While the hurricane did not deliver enough water to really increase dam levels in the state of Sinaloa, producers of several crops, including chickpeas, are now more confident they can plant with good soil moisture," says Caballero. Dryland chickpeas, planted in Sinaloa and in Sonora, which until last week were uncertain, are also in a better position now. "Hurricane season in the Mexican Pacific coasts has been very active this year. In the last three weeks, Hurricanes Lydia, Norma, and Otis have hit hard the states of Jalisco, Baja, Sinaloa and Guerrero," he reports.

### EUROPE

The EU is the second largest importer of chickpeas by value in the world. According to the USDA FAS report, the production of chickpeas in the EU dropped from 38,000 tons in 2012 to 3,200 tons in 2022 due to a drop in area harvested since 2018. The EU was the third largest importer at \$137 million in 2022, down from \$159 million in 2013. The largest suppliers are Mexico and Turkey, accounting for more than 45 percent of the trade. 2022 imports are up by nearly a third from 2021, because of higher imports from Argentina, Canada, and Russia.

According to CEO Tim McGreevy's report from the ANUGA convention published in this newsletter this month, Russia is expected to produce similar yields of chickpeas this year, and despite sanctions and payment issues, Russian traders have found a way to export their crop at low prices. However, "The team spoke with several European buyers that need to buy chickpeas and lentils and dry beans this fall because of the drought in Spain and Italy and short crops from their major suppliers," McGreevy mentioned. Turkey's production of chickpeas will be slightly lower, and Argentine is expected to have similar production as last year.

**CONT. ON PAGE 5 >>>**



Copyright  
2023

2780 W. Pullman Road, Moscow, ID 83843 • [www.usapulses.org](http://www.usapulses.org) • Ph: 208.882.3023 • [info@usapulses.org](mailto:info@usapulses.org)



## THE GREAT CHICKPEA CONT.

### CANADA

The USDA FAS report that Canadian chickpea production increased from 161,000 tons in 2012 to 214,000 tons in 2020, but it dipped to 76,000 tons in 2021 due to reduced area and yields. Saskatchewan contributes about 80% of this production. Canada is a significant chickpea exporter, with shipments growing from \$47 million in 2013 to \$203 million in 2022. The top export destinations are Pakistan (\$49 million), the United States (\$41 million), and the European Union (\$26 million). In 2022, the United States and Australia were Canada's primary chickpea import sources, accounting for over 80% of imports.

### UNITED STATES

Finally! So what does all of this global chickpea production and demand have to do with the U.S. pulse industry? According to the FAS report, chickpea production in the United States saw a notable surge in the not-so-distant past, reaching 580,000 tons in 2018, primarily attributed to robust exports to the European Union and India in 2017. However, in 2022, production fell back to 166,000 tons, reflecting a decline in exports following the peak in 2017. U.S. chickpea exports experienced significant growth, climbing from \$52 million in 2013 to a total of \$169 million in 2017. By 2022, exports had decreased to \$67 million, primarily due to a sharp reduction in shipments to India. The top three U.S. export destinations in 2022, which collectively accounted for two-thirds of U.S. exports, were Canada at \$20 million, the European Union at \$15 million, and Pakistan at \$8 million. Exports in 2022 were more than 20 percent lower than the previous year, primarily driven by reduced exports to Pakistan as the country increased its imports from Australia.

The recent production report published by the USA Dry Pea & Lentil Council revealed that chickpea harvest in the U.S., albeit only 75% complete at the time, showed potential to be robust, possibly increasing production by 36% of 2022 according to USDA estimates. The USADPLC confirmed that planted acreage did increase 8% from the previous year, and harvested acreage increased by 32%. With a projected yield of 1,329 pounds per acre, chickpea exporters would have a significant increase in supply. Sadly, the industry will not know actual chickpea harvest until the next USDA report at the end of the calendar year.

### THE GREAT PUMPKIN

As all fans of the timeless Peanut cartoons know, each year the Great Pumpkin rises out of the pumpkin patch that he thinks is the most sincere. If we had a Great Chickpea, he or she would rise out

of one of the terrific U.S. chickpea fields. Our pulse growers are very sincere in their quest to grow the finest and highest quality chickpeas in the world. As Linus said in *It's The Great Pumpkin, Charlie Brown* special (available on Apple TV), "You can look around and there's not a sign of hypocrisy. Nothing but sincerity as far as the eye can see."



## USDA PULSE SOLICITATION



### ANNOUNCEMENT Purchase Solicitation

Invitation Total: 410 MT

Commodity	Size	Metric Tons
Yellow Split Peas	50kg bags	20
Peas, Green Whole	50kg bags	100
Dry Beans	50kg bags	290

Solicitation due date is: 11/07/2023

[Download the Purchase Solicitation Here](#)

We are working with US Government Officials to ensure that dry peas, lentils, and chickpeas are purchased through programs like PL 480 and Section 32. We strive to notify you and other industry partners promptly.



[USAPULSES.ORG](http://USAPULSES.ORG)



# BLOODY FALAFEL FINGERS

CLICK  
FOR  
PULSE  
RECIPES!



With Halloween approaching, I searched for spooky pulse-centric treat ideas and stumbled upon the concept of "bloody falafel fingers."

Mix chickpeas, split yellow peas, and falafel spices, shaping them into fingers with almond "nails" and a Sriracha-ketchup dip.

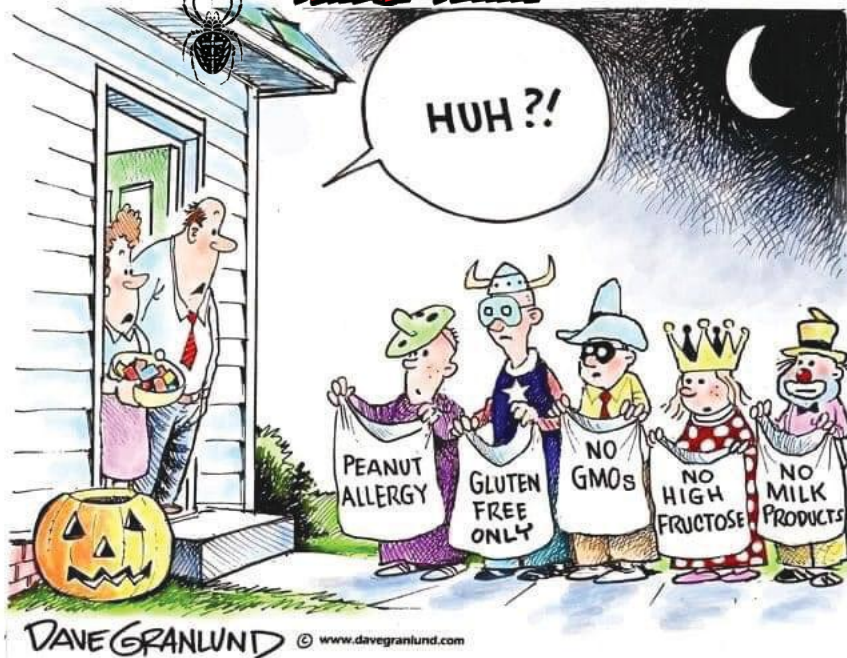
They make a creepy yet nutritious Halloween snack, without any food coloring. The cauliflower loaf used for the bread will soon be featured on the blog, but you can use your preferred bread. You can customize the falafels with various legumes and shapes to suit your taste.



## UPCOMING EVENTS

- BIC/NAPIA Research Meeting .....November 5-8, 2023
- EU Trade Mission.....November 6, 2023
- APA Board Meeting, Moscow .....November 8, 2023
- USADPLC Brd. Mtgs @ Moscow, ID.....Nov. 8-10, 2023
- USAEDC-2023 Annl Workshop .....November 14-16, 2023
- NDPLC Grower Mtgs. (TBA)..... Nov. 20-21, 2023
- Thanksgiving Holiday .....November 23-24, 2023
- MT Pulse/ MT Wheatgrowers Mtg.....November 28-30, 2023

## FRIDAY FUNNY



DAVE GRANLUND © www.davegranlund.com

HAPPY  
**Halloween**

**PulsePipeline**  
Your Pulse Connection

USA Dry Pea and Lentil Council  
2780 W Pullman Road  
Moscow, Idaho 83843  
208-882-3023 www.usapulses.org  
All rights reserved. 2023.

Tim, McGreevy, CEO  
tmcgreevy@usapulses.org  
Drex Rhoades, Editor  
drhoades@usapulses.org

THE USADPLC IS AN EQUAL  
OPPORTUNITY EMPLOYER  
AND PROVIDER.



Copyright  
2023

2780 W. Pullman Road, Moscow, ID 83843 • [www.usapulses.org](http://www.usapulses.org) • Ph: 208.882.3023 • [info@usapulses.org](mailto:info@usapulses.org)

