

Pulse Pipeline

Your Pulse Connection
 DEC. 15, 2023
 CELEBRATING OVER 20 YEARS OF PULSE NEWS REPORTING



Pulse marketing experts discussed the global pulse markets. L-R: Andrew Fontaine, Spokane Seed Co.; Kyle Hinrichs, Ardent Mills; Mac Reynolds, PNW Farmers Coop; Mike Quann, Maviga, N.A.; Matt Searcy, Columbia Grain; Tim McGreevy, USADPLC.

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EXPORTERS "BULLISH" ON PULSES AT 58th ANNUAL WPGA MEETING!

The 58th Annual Western Pulse Growers Association Grower (WPGA) Meeting was a one-day event held last Wednesday at the Best Western University Inn in Moscow, Idaho. The WPGA is a non-profit organization founded in 1965 to represent pulse growers (dry peas, lentils, and chickpeas) in Washington and Idaho. The WPGA has over 600 members today. The organization is managed equally by a board of Idaho and Washington pulse growers. This year, the Co-Chairs of the WPGA were Chase Jansen from Fairfield, WA, and Jack Hermann from Genesee, Idaho.

There were a lot of activities and information packed into a few short hours, so the event started early with a 7 am breakfast with past and current chairs of the organization.

Unfortunately, Jacob Shapiro, the highly anticipated keynote speaker for the program, had to

reschedule his participation for next year as his family suffered a personal tragedy. However, regardless, participants enjoyed a diverse and informative itinerary. By the way, the meeting couldn't have taken place without all the wonderful sponsors, from the many bronze and silver sponsors to the Gold lunch sponsors, and especially for the Platinum sponsors, AgWest Farm Credit, Ardent Mills, Columbia Grain, Helena Agri-Enterprises, McGregor Company, and Spokane Seed. Thanks for your continued sponsorship of this great event!

The agenda of the first half of the meeting provided growers with

Chase Janson, WA Division and Jack Hermann, Idaho Division, the Co-Chairs of the WPGA emceed the meeting. This was Chase's last hurrah as First Chair, as Jack will take over that position. Ian Clark will step into the Second Chair position for the coming year.

two pesticide credits (for both Washington and Idaho growers) and two Certified Crop Advisor (CCA) credits as well (which are hard to find). The first pesticide segment featured Dr. Zachary Kayler of the University of Idaho discussing intercropping mechanisms to foster soil health and reduce water use, comparing pulse crop and grain crop combinations. Dr. Kulvinder Gill represented Geneshifters, a new breeding company funded by the NIFA commodity board to develop a non-GMO chickpea resistant to



Here's the latest newsletter of the PulsePicture, distributed by our marketing representative for Europe, Johanna Stobbs. Jo sends these to 530 international traders and FAS offices in Northern Europe, Eastern Europe, and Africa. "The purpose of the newsletter is to reinforce communication with our core base of international buyers and send them information that they might find useful, to stimulate dialogue," she explained. The information includes crop reports, stocks-on-hand reports, and other topics of interest to our buyers. "This year, my topics have concentrated on U.S. pulses for good health and the sustainability characteristics of U.S. pulses. After I send out a newsletter, I usually get emails from traders asking for more information. Sometimes this includes contact information for specific U.S. suppliers or requests for product offers." Great job, Jo!

Dec. 11, 2023
Issue 54



Dry peas are pulses - a sustainable and nutritious choice that benefits both individuals and the planet. By including pulses in our diets, we can support sustainable farming practices, promote better health, and contribute to the overall well-being of our environment.

The World of Pea Protein!

Pea protein is a high-growth sector in the food industry, because it adds nutrition to a wide range of foods without changing taste and texture.

Let's have a look at two types of pea protein and how they are used:

Pea protein concentrate is a form of pea protein that has undergone a special processing technique to extract protein content while retaining some of the fiber and starch found naturally in whole dry peas. Pea protein concentrate contains around 60-80% protein, with the remaining percentage consisting of carbohydrates, fiber, and a small amount of fat.

Manufacturing: The production involves removing protein from yellow dry peas through a dry-based process. This process aims to isolate the protein while leaving behind a portion of the carbohydrates, fiber, and other nutrients present in the original pea.

Common Uses: Pea protein concentrate is often used in a variety of food products, including protein bars, snacks, and some plant-based protein powders.



Yellow dry peas, whole and split.

Pea protein isolate is a more refined form of pea protein compared to concentrate. It undergoes additional processing to further isolate the protein content, resulting in a product that is at least 90% protein, with minimal amounts of carbohydrates, fats, and fiber.

Manufacturing: The manufacturing process is water-base, involving additional filtration and purification steps to wash out more of the non-protein components.

Common Uses: Pea protein isolate is often preferred in applications where a higher protein content is desired, such as in sports nutrition products, protein supplements, and some meat alternatives.

The U.S. is a key producer of yellow dry peas for ingredients, including pea protein concentrate and pea protein isolate.

Contact the USADPLC European representative:
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PULSE MARKET NEWS

Today's Exchange Rate:
1 Canadian dollar = 0.75 U.S. Bank of Canada

PULSE PRICE CHART (Grower Prices in U.S. \$/cwt. on #1 Grade)				
Pacific Northwest	December 15, 2023	December 8, 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)	\$ 40.00	\$ 40.00	\$ 40.00	\$ 35.00
Lentils (Pardina)	\$ 40.00	\$ 40.00	\$ 40.00	\$ 35.00
Chickpeas (Large Kabuli)	\$ 40.00	\$ 40.00	\$ 40.00	\$ 36.50
Chickpeas (Organic)	\$ 70.00	\$ 70.00	\$ 70.00	
Northern Plains				
Green Peas	\$ 16.25	\$ 16.25-18.33	\$ 16.25	\$ 16.25
Yellow Peas	\$ 12.08-14.67	\$ 12.08-14.17	\$ 13.56	\$ 16.46
Lentils (Richlea)	\$ 44.00-47.00	\$ 46.00-47.00	\$ 45.67	\$ 34.00
Chickpeas (Large Kabuli)	\$ 35.00	\$ 35.00	\$ 35.00	\$
Canada	U.S. \$/cwt. Revised December 13, 2023		LAST YEAR	
Green Peas	\$ 20.99	\$ 20.45	\$ 0.00	
Yellow Peas	\$ 13.99	\$ 10.75	\$ 0.00	
Feed Peas	\$ 13.91	\$ 14.08	\$ 0.00	
Lentils (Laird)	\$ 52.28	\$ 51.65	\$ 0.00	
Lentils (Red)	\$ 26.85	\$ 26.81	\$ 0.00	
Lentils (Richlea)	\$ 47.35	\$ 47.15	\$ 0.00	
Chickpeas (Desi)	\$ 29.19	\$ 29.19	\$ 0.00	
Chickpeas (Kabuli 9mm)	\$ 41.06	\$ 41.06	\$ 0.00	

Compared to a week ago: Trade remained light with mostly steady bid prices. According to report contacts, container's are harder to source due to the holiday season and the Eagle Pass Embargo has spread to the El Paso border crossing, which is slowing product movement. (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.

Ugly
Sweater



DAY

NOTE: The loan deficiency payments for pulses are calculated each week on a regional basis. There is a rate for the Northern Plains and for the PNW for peas and lentils and a national price for chickpeas. This LDP Rate summary is for 2022 crop.

PULSE CROP LOAN DEFICIENCY PAYMENTS (LDP) RATES

USDA 2022-23 National Posted Price and Loan Rate Summary													
New Loan Rates Eff. May 1	Pulse Loan Rate: #2 Grade	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
		\$6.06	\$6.05	\$6.16	\$6.16	\$14.30	\$14.01	\$12.84	\$12.83	\$14.00	\$14.00	\$10.00	\$10.00
December 15, 2023	NPP	\$14.00	\$14.00	\$14.10	\$14.11	\$38.99	\$38.99	\$37.53	\$37.81	\$37.58	\$37.58	\$29.58	\$29.58
	LDP												
December 8, 2023	NPP	\$14.04	\$14.04	\$14.14	\$14.15	\$38.66	\$38.66	\$37.20	\$37.48	\$37.43	\$37.43	\$29.43	\$29.43
	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



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WPGA RECAP CONT.



Ascochyta Blight. A key takeaway from Dr. Gill's presentation is that wild varieties of chickpeas can help contribute to "value-added" genes in a commercial variety of chickpeas.

To round out the first pesticide credit session, VP of Research & Member Services Todd Scholz moderated a crop advisor panel discussing the prevention of insect damage in pulse crops, featuring Dan Bruce of Columbia Grain, Mike Devoe of PNW Farmers Co-op, and Ryan Higginbotham of Highline Grain Growers. One key takeaway from this panel is that crop advisors are seeing an increase in pea weevils in the PNW in both chickpeas and dry peas. Dan Bruce referred to these insects as "Super Weevils" that seem to be able to hide in the bin for a couple of years, and Mike Devoe said farmers should sweep their fields often. Ryan Higginbotham agreed that monitoring often is the best management strategy, and the earlier, the better. "I'm at a loss of what to tell you guys to do," said Devoe. "It's frustrating for me as well as my customers." Bruce also warned the grower group, "They're not supposed to hit Austrian Winter Peas because they're supposedly too bitter for the insect, but trust me, they're hitting those too." In a following presentation about a new Climate Smart Ag funded project at the

University of Idaho, Entomologist Dr. Sanford Eigenbrode offered his advice regarding pea weevils, "Scout first, don't just pull the trigger on spraying." Ken Fuchs of Progene Research laid a "Roadmap to Fall Planted Peas" for growers, suggesting best management practices for successful winter pea crops. "The number one reason winter peas have trouble surviving in winter is planting depth," he said, suggesting that growers should plant 2.5-3 inches as a minimum depth but suggesting that planting even deeper could keep a winter pea happy. Ric Wesselman from Syngenta discusses his company's seed treatment products to help combat root disease.

Dr. Drew Lyons, Endowed Chair of Small Grains Extension and Research, Weed Science at Washington State University, provided one of the morning's more jaw-dropping presentations. He confirmed that growers have found Palmer Amaranth in a couple of locations in Washington this year. The invasive weed has already found its way into fields in southern Idaho, and Washington was one of the few states undiscovered by the weed. Although Dr. Lyons said they've managed to eradicate the areas in question, it's now a matter of time before it is found elsewhere in the state. The plant is soon to be on

A highlight of every WPGA annual grower meeting is the luncheon, with great food (beef brisquit & bbq lentils), pulse family of the year celebration, and a new product announcement. This year, growers had a chance to win a fat-tired ebike to expedite monitoring their crops. See the image gallery on page 7.

the Washington noxious weed control list. "Its common name is Satan," he quipped. But everyone in the audience knew the news wasn't a joking matter, as this weed is exceptionally resistant to the known chemical controls for the weed. "They're prolific seed producers," he said, "and buried seeds are viable for 3-5 years." To find out more about his invasive weed, [check out this WSU article](#).

During the lunch reception, sponsored by Anderson Northwest, LLC; Crites Seed, Inc.; NovaSource; and Syngenta Seed Treatment, CEO Tim McGreevy announced the WPGA Pulse Family of the Year. For 2023, the WPGA awarded Phil and Max Hinrichs with the title and treated the audience to a video detailing the Hinrichs family legacy from when it was founded through the present-day story arc of selling to Ardent Mills, shifting management responsibilities to Kyle Hinrichs and announcing their retirement this year. McGreevy recited a poem he wrote for the occasion, which you can all read on page 5. Also, a well-received and long-standing tradition at these meetings, NovaSource sponsored a buck knife giveaway, and Gil Cook presented the knife to the winner, Doug Flansburg.

The afternoon agenda featured information about pulse-related Washington, D.C. policy, featuring policy consultant Tom Hance of Gordley Associates and Commission reports by

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CEO Tim McGreevy (right) presented the following poem at the Western Pulse Growers Association meeting on December 6, 2023 in Moscow, Idaho. The WPGA honored Max and Phil Hinrichs (left and center, respectively) as the 2023 Pulse Family of the Year.



Max Hinrichs · 1st
Understanding the world of Chickpeas
3d · 🌱

Thanks to the Western Pulse Growers Association and the industry staff. I'm so honored to receive this recognition. Thanks to all..



LEGACY *A poem by CEO Tim McGreevy*

Two brothers brought into this world by Bob and Jan
who, for the rest of their lives, were their biggest fans.
The oldest was quiet, the youngest one was loud,
a good team who made their families proud.

Farm kids who grew up on the Palouse,
rambunctious, fun loving in their youth.
They were farmers at an early age
until the oldest decided to turn the page.
Turns out marketing pulses made a good wage.
The younger soon followed to the pulse crop stage.

The youngest knew how to swing for the fences.
Many thought he was out of his senses
but he longed to work with his family.
So, he staked his claim on the mighty chickpea.

He started HTC with a hope and prayer
with help from his friends and a tail gating flair.
Go Cougs!
Hummus took off no time to be lazy.
The brothers united to deal with the crazy.
They added employees on the ground,
the best ones, of course, were Pullman Greyhounds

The business grew they added son Kyle
who runs the business with a level-headed style.
Then ownership/partnership with a company who makes flour
to further the goal of chickpea power.

I would like to pause for a moment to thank Vicki and Pam,
life partners who have helped these brothers out of many a jam.
Building this business has been a family affair.
Without their steadfast support they would have a lot less hair.

The decades have passed, it has been a good run.
The golf course is calling, it's time for more fun.
Today, we raise a glass to Philip and Max.
Pulse industry giants who have had a big impact.

So, thank you for saying yes to your chickpea destiny.
You may be retiring but you have left a lasting legacy.

Two brothers brought into this world by Bob and Jan
who, for the rest of their lives, were their biggest fans.
The oldest is quiet, the youngest is loud.

A good team whose contribution made the whole industry
proud. 🌱

WPGA RECAP CONT.

Washington Chair David Carlton and Idaho Chair Aaron Smith. Dr. Stephanie Clark presented the newest dietary cardiomyopathy (DCM) study by BSM Partners' researchers. The [Nov. 3, 2023, edition](#) of this newsletter reported on this study, but Clark's presentation summarizes that, to date, this is the most advanced study for the cause of DCM in the history of the disease. The conclusion from the study is that results suggest the diet variables did not contribute to a DCM phenotype and that dogs fed this grain-free diet, including pulses, showed normal echocardiograms. In short, there was no scientific evidence that grain-free diets cause DCM, and in fact, the study found digestive benefits to the diet, including providing more energy and gut health support. Also, all the dogs enlisted for the project were trained and adopted in private homes.

However, one of the most popular segments of the afternoon was the Marketing Panel, featuring Mike Quann of Maviga, Kyle Hinrichs of Ardent Mills, Mac Reynolds of PNW Farmers Coop, Andrew Fontaine of Spokane Seed, and Matt Searcy of Columbia Grain. In a discussion led by McGreevy, these pulse market experts discussed the current and future marketing environment for dry peas, lentils, and chickpeas. In the past couple of years, this marketing discussion was, at best, hopeful.

Each speaker repeated "bullish" and "bearish" this year at least once. Matt Searcy should take the blame for starting the trend when he noted, "I challenge anyone to present a bearish case on lentils today. It's tough. That really is the story today." Mac Reynolds pointed out, "Pulse crops, in general, it's hard to find bearish news at the moment." Mike Quann added to the fray, "I'm bullish on

peas, especially greens, more than yellows," noting that the only real movement on yellows lately has been in government purchasing. "Green peas have been a very steady commodity for canning and split peas from this area," McGreevy announced in a report from our office in India that the Government of India has temporarily removed the tariff from yellow peas (see the [December 8th edition](#) of this newsletter).

All the traders agreed that India buying more yellow pea imports could be a game changer for the pea industry. Kyle Hinrichs explained that the future growth of chickpeas seems to be in the ingredient space, a sector that values smaller chickpeas over the larger, premium canning caliber chickpeas. "Companies are looking to get into that flour space – that ingredient space, and that drives quite a bit of growth domestically," he said. "And here's where I get really excited: domestic growth because that business is sustainable." Andrew Fontaine was also excited to get back into business and try to take advantage of these new opportunities. "I don't get paid to sit there and not sell anything, so I'm excited to 'reload the cannon' and go after some of this business if India opens back up for imports."

McGreevy followed Dr. Clark's presentation with a discussion of the pulse industry's latest effort to promote the consumption of pulses in the United States. Coalition for the Advancement of Pulses project (CAP) aims to increase awareness about the health benefits of consuming pulses through advanced research, education, and communications efforts. APA is working to provide compelling research and information to USDA and Health / Human Services to raise the pulse recommendation in the next edition of the Dietary

Guidelines from 1.5 cups to 3 cups per week. If successful, this change could lead to greater pulse consumption in federal feeding programs, food service operations, and among consumers. CAP seeks support from the pulse industry to achieve these goals and encourages the use of pulses in various forms. CAP has already produced some significant dietary research (see slide), the results of which you can find in future editions of this newsletter.

In conclusion of the event, Janson and Hermann led the WPGA members through the annual business meeting, which included elections. The nominations and elections held at the yearly meeting traditionally are voted on by board members the following day, and the board upholds all decisions made at the annual meeting. For the board's voting members, members re-elected Greg Ferrel to another term and elected Kyle Schultheis to his first term for the WA Division of the WPGA. Members re-elected Randy Duncan, Jack Hermann, and Kyle Osborn for additional terms in the ID division. During the follow-up WPGA meeting, the board elected new WPGA officers. Jack Hermann, ID, is now the First Chair, while Ian Clark, WA, was voted in as the Second Chair. Riley Nelson, ID, is the First Vice Chair, and Kyle Schultheis, WA, is the Second Vice Chair. Congratulations to all board members and elected officers! 

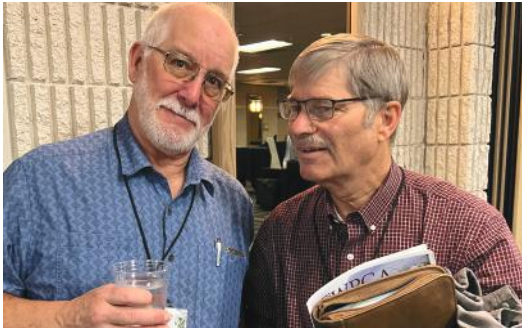


WPGA MEETING IMAGE GALLERY



Kevin Meyer (ID) and Scot Cocking (WA) >>>

Ken Fuchs & Kurt Braunwart of ProGene Plant Research.



Doug Flansburg is inspecting his new Buck knife courtesy of NovaSource & Gil Cook!



Randy Duncan and Dave Hawley, Idaho Division.



Dan Bruce, Columbia Grain, participated in the Crop Advisor Panel, and Andrew Fontaine of Spokane Seed was part of a "bullish" marketing panel discussing the future pulse

<<< Riley Nelson, member of the Idaho Division of the WPGA holds the winning ticket for the RADRover 6 Electric Fat Tired Bike, the Legislative Action Fund prize for 2023.



Randy Duncan and Dave Hawley, Idaho Division.





FRIDAY FUNNY

It's a typical boy meets girl, boy chases girl, boy freezes in a maze story.



Registration is officially OPEN for our upcoming NPGA Annual Convention 🎉! Click the link below to view our tentative agenda and register TODAY!

Link 📌: bit.ly/3u9m82A

NPGA CONVENTION

January 23, 2024

REGISTER TODAY!

			
SPEAKER Dr. Joe Outlaw <small>Texas A&M University</small>	SPEAKER Jacob L. Shapiro <small>Cognitive Investments</small>	SPEAKER Nicole Atchison <small>Puris</small>	SPEAKER Chuck Penner <small>Leftfield Commodity Research</small>
Ag Policy Update	Geopolitics & US Agriculture	Pulse Innovations	U.S. Pulse Market Outlook

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UPCOMING EVENTS

- Dec. 20 Research Comm. Mtg
- Dec. 25 Merry Christmas!
- Jan. 1 New Year's Day!



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