

2017 *Buyers Guide*

Montana Pulses *Leading the Industry*

Provided by:



MONTANA
Department of
AGRICULTURE

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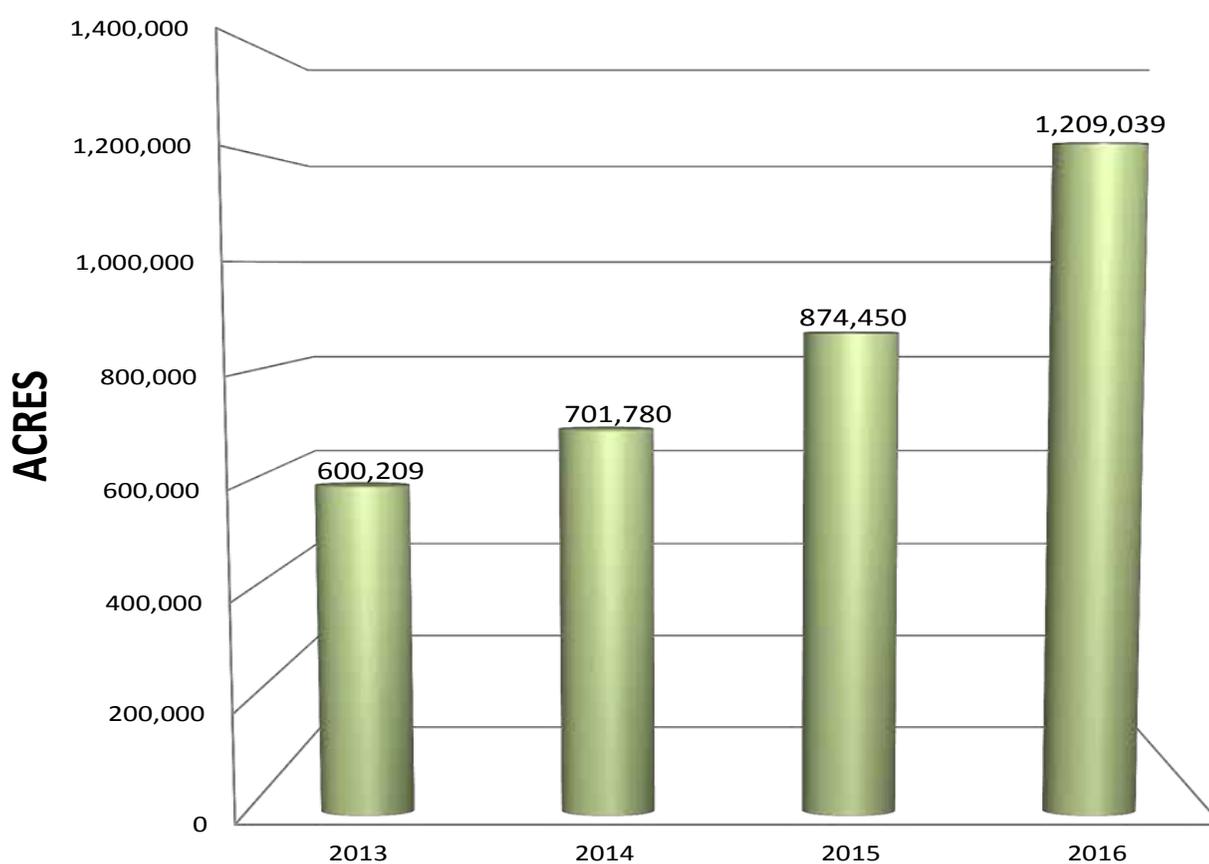
Montana is the 4th largest state in the United States. At 147,164 square miles, it is 57% larger than the United Kingdom, and even larger than Japan. With a population of just 1 Million people, Montana has seemingly boundless capacity for food production.

For over a decade, Montana's production of pulse crops (peas, lentils, and chickpeas) has grown substantially. Montana is the # 1 producer of peas and lentils in the United states, and ranks third in chickpea (garbanzo bean) production.

Global demand for pulses is being driven by population growth and economic gains in other parts of the world, particularly in India where dietary protein needs are not being met by domestic production and imports.

In recent years, the world pulse supply has been tight because of demand factors, weather events, and loss of acres to other crops. This has encouraged the pulse industry and major importing countries to look for new sources of supply. Efforts made in research and product development are paying off in creating substantial new demand for pulses in the United States and developed countries. Products made from pulse crops will have added market appeal in the developed world because they are economically, environmentally, and socially sustainable.

Growth of Montana Pulse Acres 2013-2016



In this buyers guide you will find quality analysis on Montana Peas, Lentils and Chickpeas. All reports were completed by Midwest Laboratories in Omaha, Nebraska. Below is a detailed description on how all numbers were calculated. All results are based on 100 gram samples. For individual variety results, please contact the Montana Department of Agriculture. (www.midwestlabs.com)

Vacuum moisture

Analyses follows MWL FO 002 which references individual AOAC methods for specific materials including beef powders (AOAC 990.19), sugar (AOAC 925.45), flour (AOAC 925.09), pasta (AOAC 926.07), nuts (AOAC 925.40), and others. Samples are weighed in a tin and placed in a special oven that can be sealed, vacuum produced and temperature regulated. Depending on the material, the amount of sample, vacuum level, temperature, and heating time are followed. After the specified time the samples are re-weighed and the loss in mass is reported as vacuum moisture.

AOAC 992.15 protein

Protein analysis is carried out using MWL FO 014 which is based on AOAC 992.15 and USDA/FSIS CLG-PRO04.03. Samples are weighed and placed in an instrument that combusts the sample and releases nitrogen. The amount of nitrogen is determined and then multiplied by a factor to convert the nitrogen value to a protein value. The standard reporting level is 0.1%

Fat (acid hydrolysis)

Analysis follows MWL FO 08 which is based on AOAC 922.06. The homogenized sample is treated with hydrochloric acid and then washed at least twice with both petroleum ether and diethyl ether and the solution placed in a pre-weighed container. The ether solution, which contains the dissolved fat, is evaporated and the percent fat determined by the weight gain of the beaker.

Ash in foods

Analysis follows MWL FO 022 which references individual AOAC methods for specific materials including meats (900.02, 920.155, 920.153), confectionaries (AOAC 900.02), spices (AOAC 941.12), pastas (AOAC 925.11), and others. The sample is weighed and ashed at the specified temperature (usually 550 degrees C), cooled in a desiccator and re-weighed. The remaining residue is reported as ash.





PEAS

Nutritional Analysis

	Yellow Peas	Green Peas
Protein	24.00%	22.90%
Fat (Acid hydrolysis)	0.90%	0.90%
Ash	2.10%	2.30%
Carbohydrates	63.50%	63.20%
Calories	358	350
Calcium	923 ppm	925 ppm
Potassium	7495 ppm	7490 ppm
Iron	47 ppm	46.8 ppm

Nutrient Composition

	Yellow Peas	Green Peas
Dry Matter %	89.20%	89.00%
Crude Protein	24.40%	23.50%
Crude Fat	1.20%	1.35%
Fiber	7.50%	8.20%
Ash	2.80%	2.75%

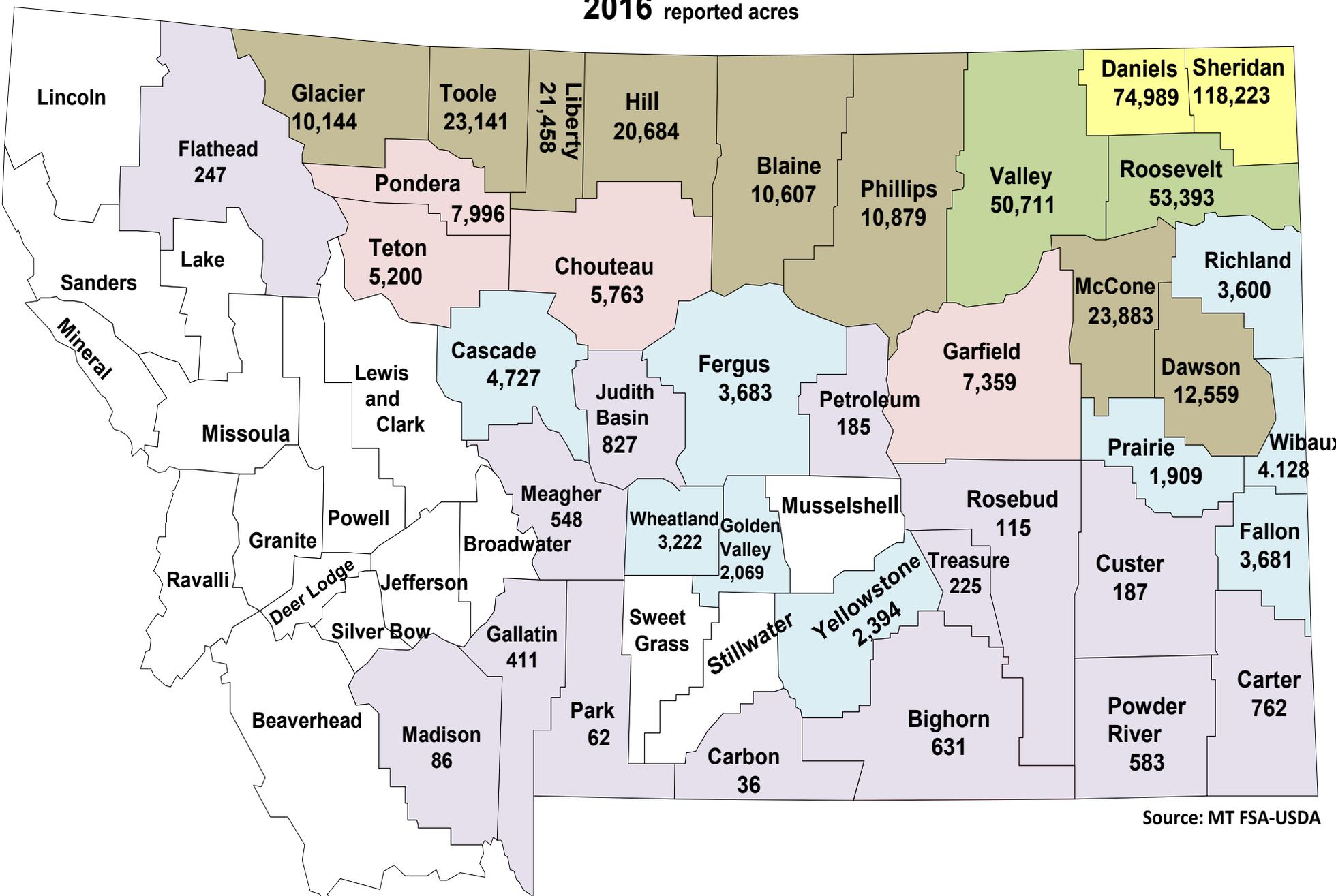
Lentils

Montana is the #1 producer of lentils in the U.S.A. The following map shows the planted acres for 2016.

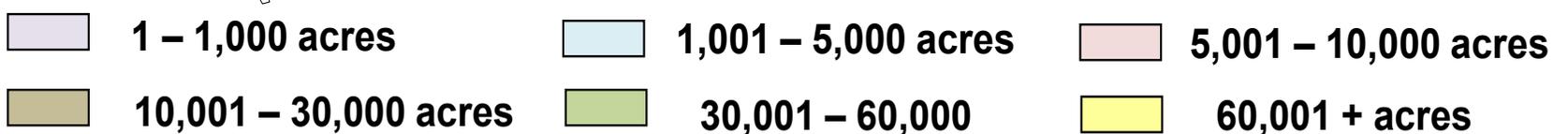
Total Acres Planted - 491,407 (121% increase from 2015)

Montana Lentil Acreage

2016 reported acres



Source: MT FSA-USDA





Lentils

Nutritional Analysis

	Lentils
Protein	24.00%
Fat (Acid hydrolysis)	1.10%
Ash	2.00%
Carbohydrates	63.00%
Calories	357

Nutrient Composition

	Lentils
Dry Matter %	89.00%
Crude Protein	25.80%
Crude Fat	0.60%
Fiber	7.45%
Ash	2.35%

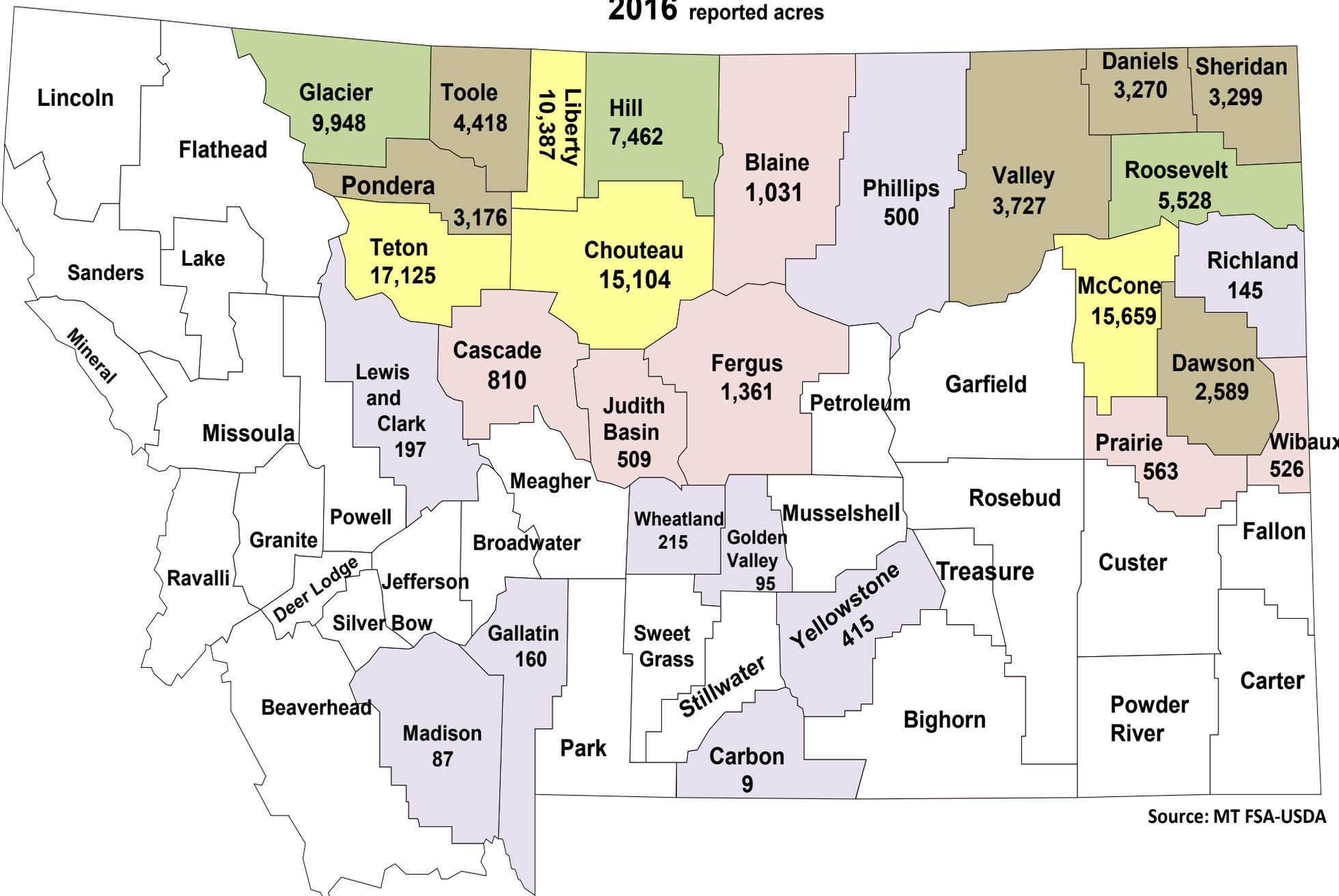
Chickpeas

Montana is the #3 producer of Chickpeas in the U.S.A. The following map shows the planted acres for 2016.

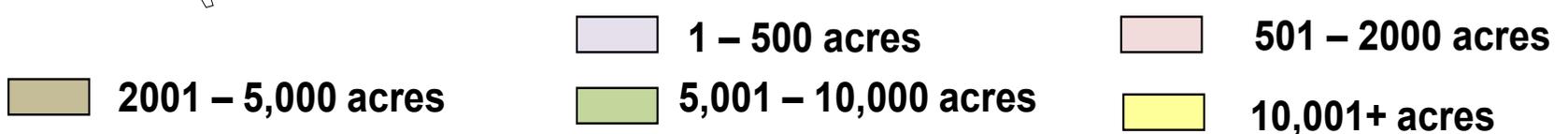
Total Acres Planted - 108,309 (117% increase from 2015)

Montana Chickpea Acreage

2016 reported acres



Source: MT FSA-USDA





Chickpeas

Nutritional Analysis

	Chickpeas
Protein	22.70%
Fat (Acid hydrolysis)	3.10%
Ash	2.40%
Carbohydrates	63.50%
Calories	373

Nutrient Composition

	Chickpeas
Dry Matter %	90.30%
Crude Protein	23.00%
Crude Fat	5.40%
Fiber	3.60%
Ash	3.10%

Pulse Buyers and Suppliers

AGT Foods

Eric Bartsch

1611 E Century Ave, Suite 102

Bismarck, ND 58503

Phone: 701-751-1623

Fax: 701-751-1626

E-mail: ebartsch@agtfoods.com

www.agtfoods.com

Pulse Processor of dry peas, lentils, chickpeas, dry beans and food ingredients

Processing Facility

Anchor Ingredients

Dustin Kreger

1-9 Hill Street; Track 1301

Culbertson, MT 59218

Phone: 541-620-4334

Phone: 701-499-5257

E-mail: dustin.kreger@anchoringredients.com

www.anchoringredients.com

Sources, processes and supplies ingredients to the food and pet food industries.

Receiving Facility

Processing Facility

Certified Organic

Belle Pulses USA LLC

606 4th Street, Box 85

Hingham, MT 59528

Phone: 406-397-3168

E-mail: bellepulsesusa@itstriangle.com

Belle Pulses USA purchases pulse crops; peas, lentils and chickpeas from producers. We then process them and are suppliers of green and yellow peas (whole and split), lentils, feed peas and pea fiber flour.

Receiving Facility

Processing Facility

Seed Dealer

Storage Facility

Big Sky Wholesale Seeds, Inc

2110 W. Roosevelt Hwy

Shelby, MT 59474

Phone: 406-434-5011

Fax: 406-434-5014

E-mail: bigskyseeds@3rivers.net

www.bigskyseeds.net

Seed Dealer

Certified Organic

CHS

David Barbula

P.O. Box 20

Circle, MT 59215

Phone: 406-485-3326

david.barbula@chsinc.com

www.farmerselevatorchs.com

Receiving Facility

Columbia Grain Inc.

900 2nd Ave North

Great Falls, MT 59401

Phone: 406-453-6506

Fax: 406-453-2206

www.columbiagrains.com

Columbia Grain is proud to be the leading U.S. exporter of pulses. We are known for fair dealing, timely delivery of quality products, financial strength, and competence throughout our organization. SQF Level II certified at all facilities. Committed to supplying the highest quality products to meet our customer's standards.

Commercial Lynks

Andy Van Haur

153 Main Street

Shelby, MT 59474

Phone: 406-424-8150 (office)

Phone: 406-350-1564 (cell)

E-mail: andyvh@commerciallynks.com

www.commerciallynks.com

Commercial Lynks is an international trading company, specializing in purchases and sales, both domestically and internationally, of bulk and value-added agricultural commodities; with proven success at exporting Montana-grown pulses and products. Green and yellow peas (whole and split), lentils, chickpeas, soybeans, flax seed, beans.

Commodity Broker

Crop Production Services

Josh Chilton

636 W Railway

Hardin, MT 59034

Phone: 406-665-3552

Fax: 406-665-3556

E-mail: josh.chilton@cpsagu.com

www.cpsagu.com

Receiving Facility

Seed Dealer

Pulse Buyers and Suppliers

Hinrichs Trading

Phil Hinrichs

1204 26th St

Fort Benton, MT 59442

Phone: 509-322-8888 (office)

Phone: 509-432-4809 (cell)

Fax: 509-332-0738

E-mail: phil@hinrichstrading.com

www.hinrichstrading.com

Hinrichs Trading Company is a full service garbanzo bean company, dedicated to providing quality, high production garbanzo beans to farmers and companies worldwide.

Receiving Facility

Processing Facility

Commodity Broker

Seed Dealer

Storage Facility

Certified Organic

Hodgskiss Seed

84 MT Highway 221

Choteau, MT 59422

Phone: 406-466-5553

Fax: 406-466-5554

E-mail: hodgskiss.seed@hotmail.com

www.hodgskissseed.com

Growers, processors and retailers of certified seed. Our mission is to provide growers with the highest quality seed and unmatched grower support.

Receiving Facility

Seed Dealer

ITC Grain International Inc.

YS (John) Piracha

132 Highway 16

Glendive, MT 59330

Phone: 406-480-3530

Email: info@itcgrain.com

www.itcgrain.com

ITC Grain is committed to working with the pulse crop producers and purchasers by offering all variety of pulse crops that will be successful in their operations.

Receiving Facility

Processing Facility

Seed Dealer

Commodity Broker

JM Grain

Justin Flaten

P.O. Box 3186

Great Falls, MT 59403

Phone: 406-268-1028

Fax: 612-435-4868

E-mail: jflaten@jmgrain.com

www.jmgrain.com

Processors and exporters of dry peas, lentils and chickpeas.

Processing Facility

Kelley Bean Company

Kraig Kelley

2407 Circle Drive

Scottsbluff, NE 69361

Phone: 308-635-6438

E-mail: kraigkelley@kelleybean.com

www.yellowstonebean.com

Originator and marketer of dry edible beans

Receiving Facility

Processing Facility

Seed Dealer

Northern Seed LLC

Ryan Holt

46 Prospect Drive

Great Falls, MT 59405

Phone: 406-627-2327

E-mail: rholt@northernseedmontana.com

www.northernseedllc.com

Certified seed production and distribution; peas, lentils and chickpeas. Multi location, replicated, large and small plot, state wide testing program.

Processing Facility

Seed Dealer

Certified Organic

Pardue Grain Inc.

Roger Sammons

64 Pardue Road, P.O. Box 591

Cut Bank, MT 59427

Phone: 406-336-3352

E-mail: rsammons@parduegrain.com

Storage and transload facility. Market cleaning and bagging in large totes. Located on the BNSF mainline, 12 miles west of Cut Bank.

Receiving Facility

Commodity Broker

Storage Facility



Pulse Buyers and Suppliers

Pro Coop

45 South Main
Opheim, MT 59250
Phone: 406-762-3231
Fax: 406-762-3241

Pro_coopnicoli@nemont.net

Pro Coop is a first purchaser of all pulse crops; with several delivery options or picked up off farm. Pro Coop services Eastern Montana and Western North Dakota.

Receiving Facility

Safflower Technologies

Ben Larson
P.O. Box 485
Fairview, MT 59221
Phone: 701-844-4797 (office)
Phone: 406-480-1638 (cell)
Fax: 701-844-5972

E-mail: blarson@safflowertech.com

www.safflowertech.com

Seed retailer of all classes of peas and lentils including Clearfield Lentils. Contracting and purchasing all classes of pulses, safflower and sunflowers.

Receiving Facility

Commodity Broker

Seed Dealer

Storage Facility

Spokane Seed Co.

Charlie Shrope
6015 East Alki Ave
Spokane, WA 99211
Phone: 509-535-3671
Fax: 509-535-3671

E-mail: cshrope@spokaneseed.com

www.spokaneseed.com

Purchasers and processors of dry peas, lentils and garbanzos

Receiving Facility

Processing Facility

Stricks Ag. LLC

114 East Washington Ave
Chester, MT 59522

Phone: 406-759-6489

Fax: 406-759-6491

E-mail: jstreit@stricksag.com

www.StricksAg.com

Stricks Ag is passionate about connecting farmers like ourselves with millers, exporters and direct end users of our commodities

Receiving Facility

Commodity Broker

Seed Dealer

Certified Organic

Timeless Seeds, Inc

Matthew Learnini
48 Ulm Vaughn Rd.
Ulm, MT 59485

Phone: 406-866-3340

E-mail: matthew@timelessfood.com

www.timelessfood.com

Certified Organic pulse crop grower, processor and marketer since 1987. Domestic and international supplier. Retail and Bulk. Bulk quantities: 25lb, 50lb, 25kg. Owner of Black Beluga Lentil® registered trademark.

Receiving Facility

Processing Facility

Certified Organic

Townsend Seeds

Dwight Dyk
P.O. Box 1338
Townsend, MT 59644

Phone: 406-266-4444

Fax: 406-266-5851

townsendseeds@gmail.com

Seed conditioning and sales of agriculture seeds and cover crops and premixes chemicals for crop protection.

Processing Facility

Seed Dealer