Montana Pulses
Leading the Industry

Provided by:

Montana Department of AGRICULTURE
302 N. Roberts
Helena, MT  59601
406-444-2402
agr.mt.gov
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](chart.png)
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.
Montana is the #1 producer of Peas in the U.S.A, growing over half of the U.S. pea production. The following map shows the planted acres for 2016.

**Total Acres Planted** - 609,323  (1.2% increase from 2015)
- Yellow Peas - 433,957 acres
- Green Peas - 155,402 acres
- Austrian - 13,774 acres
- Other - 6,190 acres

**Montana Pea Acreage**

2016 reported acres

Source: MT FSA-USDA
## Montana Pea Acreage 2016 reported acres

<table>
<thead>
<tr>
<th>County</th>
<th>Acreage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Roosevelt</td>
<td>63,983</td>
</tr>
<tr>
<td>Richland</td>
<td>17,940</td>
</tr>
<tr>
<td>Sheridan</td>
<td>51,560</td>
</tr>
<tr>
<td>Daniels</td>
<td>43,680</td>
</tr>
<tr>
<td>Valley</td>
<td>80,327</td>
</tr>
<tr>
<td>McCone</td>
<td>48,528</td>
</tr>
<tr>
<td>Dawson</td>
<td>35,840</td>
</tr>
<tr>
<td>Phillips</td>
<td>26,120</td>
</tr>
<tr>
<td>Wibaux</td>
<td>6,449</td>
</tr>
<tr>
<td>Fallon</td>
<td>4,736</td>
</tr>
<tr>
<td>Prairie</td>
<td>3,625</td>
</tr>
<tr>
<td>Custer</td>
<td>2,829</td>
</tr>
<tr>
<td>Carter</td>
<td>4,672</td>
</tr>
<tr>
<td>Garfield</td>
<td>5,645</td>
</tr>
<tr>
<td>Blaine</td>
<td>15,144</td>
</tr>
<tr>
<td>Chouteau</td>
<td>24,234</td>
</tr>
<tr>
<td>Hill</td>
<td>30,006</td>
</tr>
<tr>
<td>Teton</td>
<td></td>
</tr>
<tr>
<td>Pondera</td>
<td>7,060</td>
</tr>
<tr>
<td>Liberty</td>
<td>14,033</td>
</tr>
<tr>
<td>Toole</td>
<td>24,319</td>
</tr>
<tr>
<td>Rosebud</td>
<td>4,024</td>
</tr>
<tr>
<td>Powder River</td>
<td>76</td>
</tr>
<tr>
<td>Bighorn</td>
<td>4,825</td>
</tr>
<tr>
<td>Treasure</td>
<td>778</td>
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<tr>
<td>Petroleum</td>
<td>79</td>
</tr>
<tr>
<td>Fergus</td>
<td>7,324</td>
</tr>
<tr>
<td>Judith Basin</td>
<td>3,972</td>
</tr>
<tr>
<td>Musselshell</td>
<td>1,994</td>
</tr>
<tr>
<td>Golden Valley</td>
<td>3,368</td>
</tr>
<tr>
<td>Wheatland</td>
<td>6,801</td>
</tr>
<tr>
<td>Carbon</td>
<td>204</td>
</tr>
<tr>
<td>Sweet Grass</td>
<td>107</td>
</tr>
<tr>
<td>Park</td>
<td></td>
</tr>
<tr>
<td>Gallatin</td>
<td>8,268</td>
</tr>
<tr>
<td>Broadwater</td>
<td></td>
</tr>
<tr>
<td>Cascade</td>
<td>6,045</td>
</tr>
<tr>
<td>Flathead</td>
<td>1,862</td>
</tr>
<tr>
<td>Lincoln</td>
<td></td>
</tr>
<tr>
<td>Sanders</td>
<td></td>
</tr>
<tr>
<td>Lake</td>
<td>138</td>
</tr>
<tr>
<td>Lewis</td>
<td></td>
</tr>
<tr>
<td>Clark</td>
<td>2</td>
</tr>
<tr>
<td>Powell</td>
<td></td>
</tr>
<tr>
<td>Missoula</td>
<td></td>
</tr>
<tr>
<td>Ravalli</td>
<td></td>
</tr>
<tr>
<td>Granite</td>
<td></td>
</tr>
<tr>
<td>Silver Bow</td>
<td></td>
</tr>
<tr>
<td>Jefferson</td>
<td></td>
</tr>
<tr>
<td>Beaverhead</td>
<td></td>
</tr>
<tr>
<td>Madison</td>
<td>887</td>
</tr>
<tr>
<td>Meagher</td>
<td>2,112</td>
</tr>
<tr>
<td>10,001 – 30,000 acres</td>
<td></td>
</tr>
<tr>
<td>30,001 – 50,000 acres</td>
<td></td>
</tr>
</tbody>
</table>

Source: MT FSA-USDA

### Nutritional Analysis

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Yellow Peas</th>
<th>Green Peas</th>
</tr>
</thead>
<tbody>
<tr>
<td>Protein</td>
<td>24.00%</td>
<td>22.90%</td>
</tr>
<tr>
<td>Fat (Acid hydrolysis)</td>
<td>0.90%</td>
<td>0.90%</td>
</tr>
<tr>
<td>Ash</td>
<td>2.10%</td>
<td>2.30%</td>
</tr>
<tr>
<td>Carbohydrates</td>
<td>63.50%</td>
<td>63.20%</td>
</tr>
<tr>
<td>Calories</td>
<td>358</td>
<td>350</td>
</tr>
<tr>
<td>Calcium</td>
<td>923 ppm</td>
<td>925 ppm</td>
</tr>
<tr>
<td>Potassium</td>
<td>7495 ppm</td>
<td>7490 ppm</td>
</tr>
<tr>
<td>Iron</td>
<td>47 ppm</td>
<td>46.8 ppm</td>
</tr>
</tbody>
</table>

### Nutrient Composition

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Yellow Peas</th>
<th>Green Peas</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dry Matter %</td>
<td>89.20%</td>
<td>89.00%</td>
</tr>
<tr>
<td>Crude Protein</td>
<td>24.40%</td>
<td>23.50%</td>
</tr>
<tr>
<td>Crude Fat</td>
<td>1.20%</td>
<td>1.35%</td>
</tr>
<tr>
<td>Fiber</td>
<td>7.50%</td>
<td>8.20%</td>
</tr>
<tr>
<td>Ash</td>
<td>2.80%</td>
<td>2.75%</td>
</tr>
</tbody>
</table>
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)**
Nutritional Analysis

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Lentils</th>
</tr>
</thead>
<tbody>
<tr>
<td>Protein</td>
<td>24.00%</td>
</tr>
<tr>
<td>Fat (Acid hydrolysis)</td>
<td>1.10%</td>
</tr>
<tr>
<td>Ash</td>
<td>2.00%</td>
</tr>
<tr>
<td>Carbohydrates</td>
<td>63.00%</td>
</tr>
<tr>
<td>Calories</td>
<td>357</td>
</tr>
</tbody>
</table>

Nutrient Composition

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Lentils</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dry Matter %</td>
<td>89.00%</td>
</tr>
<tr>
<td>Crude Protein</td>
<td>25.80%</td>
</tr>
<tr>
<td>Crude Fat</td>
<td>0.60%</td>
</tr>
<tr>
<td>Fiber</td>
<td>7.45%</td>
</tr>
<tr>
<td>Ash</td>
<td>2.35%</td>
</tr>
</tbody>
</table>
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)
### Nutritional Analysis

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Chickpeas</th>
</tr>
</thead>
<tbody>
<tr>
<td>Protein</td>
<td>22.70%</td>
</tr>
<tr>
<td>Fat (Acid hydrolysis)</td>
<td>3.10%</td>
</tr>
<tr>
<td>Ash</td>
<td>2.40%</td>
</tr>
<tr>
<td>Carbohydrates</td>
<td>63.50%</td>
</tr>
<tr>
<td>Calories</td>
<td>373</td>
</tr>
</tbody>
</table>

### Nutrient Composition

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Chickpeas</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dry Matter %</td>
<td>90.30%</td>
</tr>
<tr>
<td>Crude Protein</td>
<td>23.00%</td>
</tr>
<tr>
<td>Crude Fat</td>
<td>5.40%</td>
</tr>
<tr>
<td>Fiber</td>
<td>3.60%</td>
</tr>
<tr>
<td>Ash</td>
<td>3.10%</td>
</tr>
</tbody>
</table>
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

**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.

**Belle Pulses USA LLC**
606 4th Street, Box 85  
Hingham, MT 59228  
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.

**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.columbiagrain.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.

**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.hodgskissed.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
Seed Dealer

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
Email: 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
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.

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.

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

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

Timeless Seeds, Inc
Matthew Learnini
48 Ulm Vaughn Rd.
Ulm, MT  59485
Phone: 406-866-3340
E-mail: matthew@timelessfood.com
www.timelessfood.com

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.

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

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Ulm, MT  59485
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www.timelessfood.com