



# 2017 *Buyers Guide*

## *Montana Pulses* *Leading the Industry*

*Provided by:*



**MONTANA**  
Department of  
**AGRICULTURE**

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Helena, MT 59601  
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[agr.mt.gov](http://agr.mt.gov)

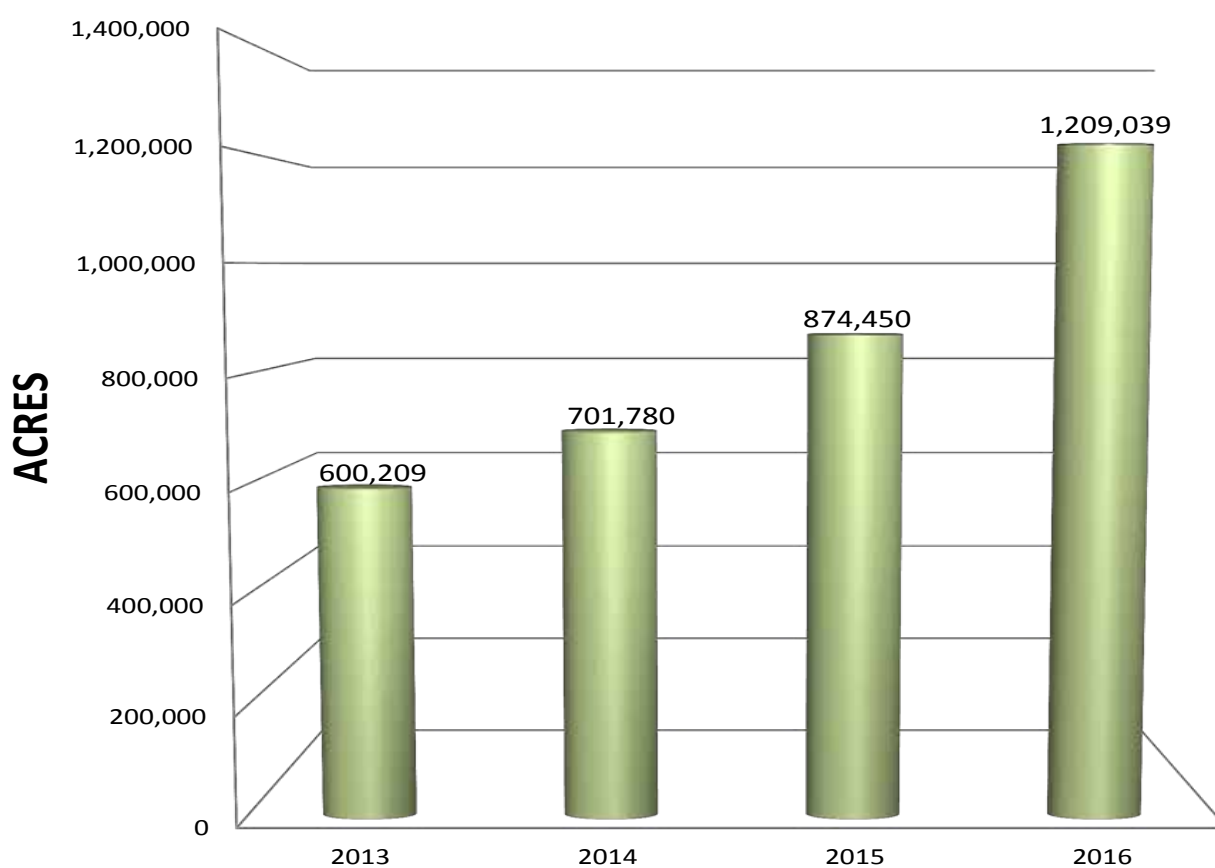
Montana is the 4th largest state in the United States. At 147,164 square miles, it is 57% larger than the United Kingdom, and even larger than Japan. With a population of just 1 Million people, Montana has seemingly boundless capacity for food production.

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 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](http://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

	<b>Yellow Peas</b>	<b>Green Peas</b>
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

	<b>Yellow Peas</b>	<b>Green Peas</b>
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%

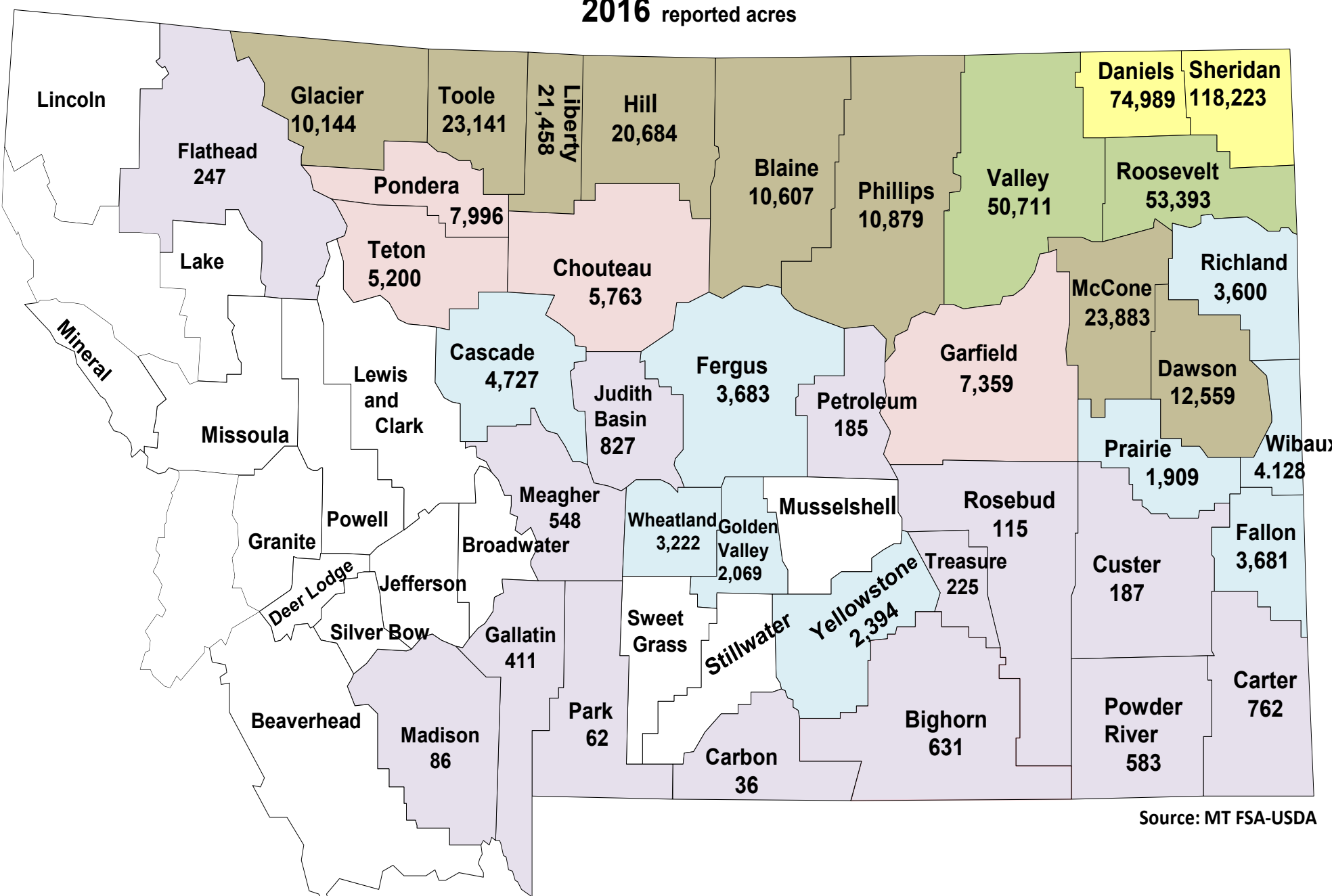
# Lentils

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

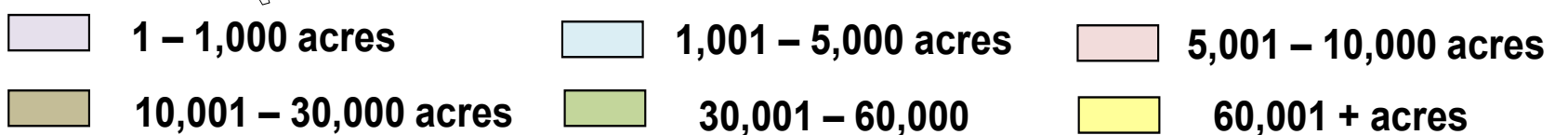
**Total Acres Planted - 491,407** (121% increase from 2015)

## Montana Lentil Acreage

2016 reported acres



Source: MT FSA-USDA





# Lentils

## Nutritional Analysis

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

## Nutrient Composition

	<b>Lentils</b>
Dry Matter %	89.00%
Crude Protein	25.80%
Crude Fat	0.60%
Fiber	7.45%
Ash	2.35%

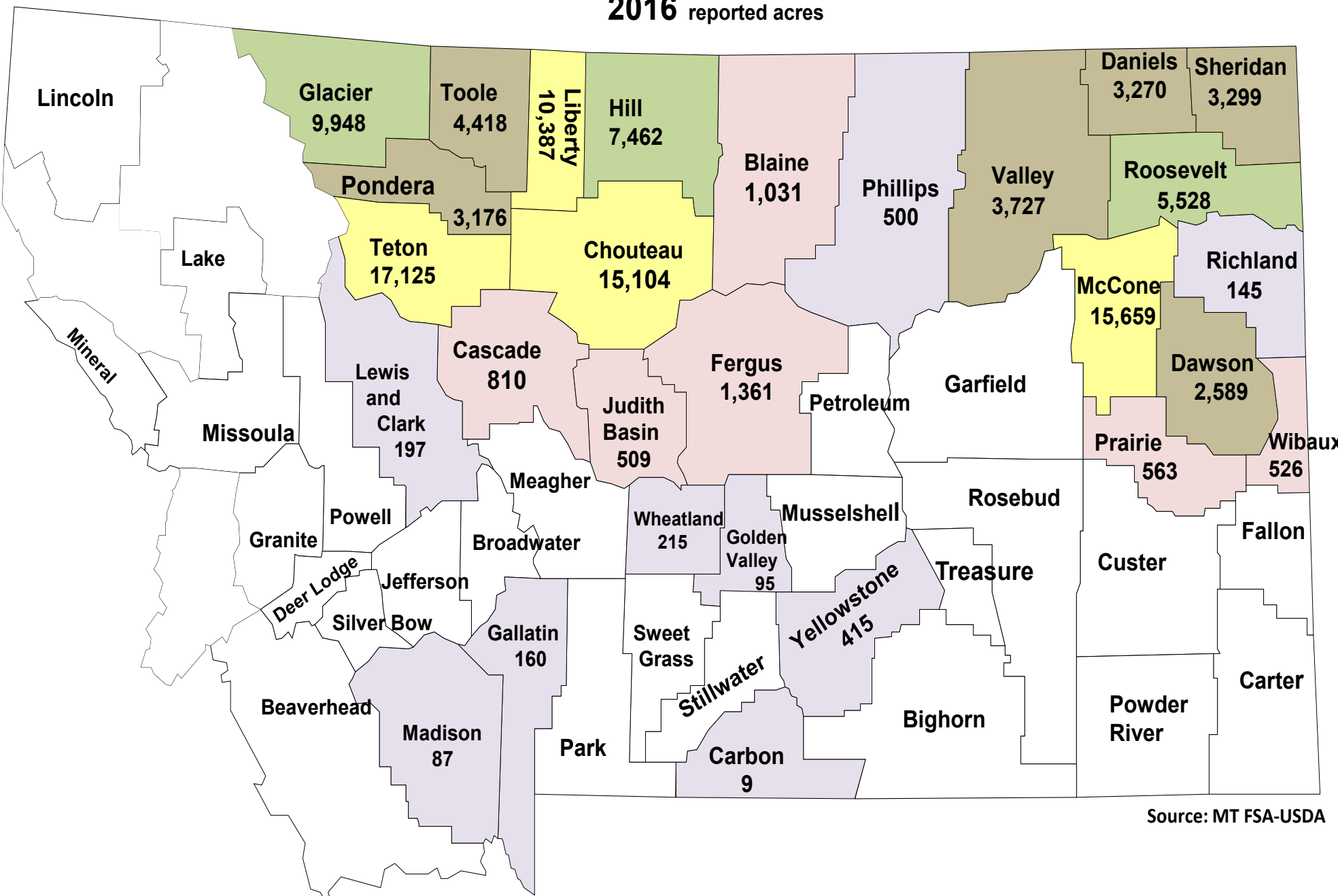
# Chickpeas

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

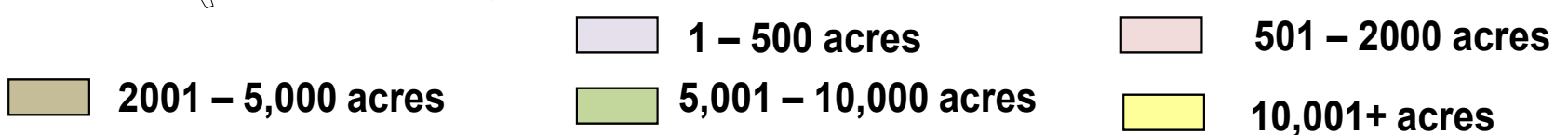
**Total Acres Planted - 108,309** (117% increase from 2015)

## Montana Chickpea Acreage

2016 reported acres



Source: MT FSA-USDA







# Chickpeas

## Nutritional Analysis

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

## Nutrient Composition

	<b>Chickpeas</b>
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 Mon-  
tana-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 26<sup>th</sup> 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**