



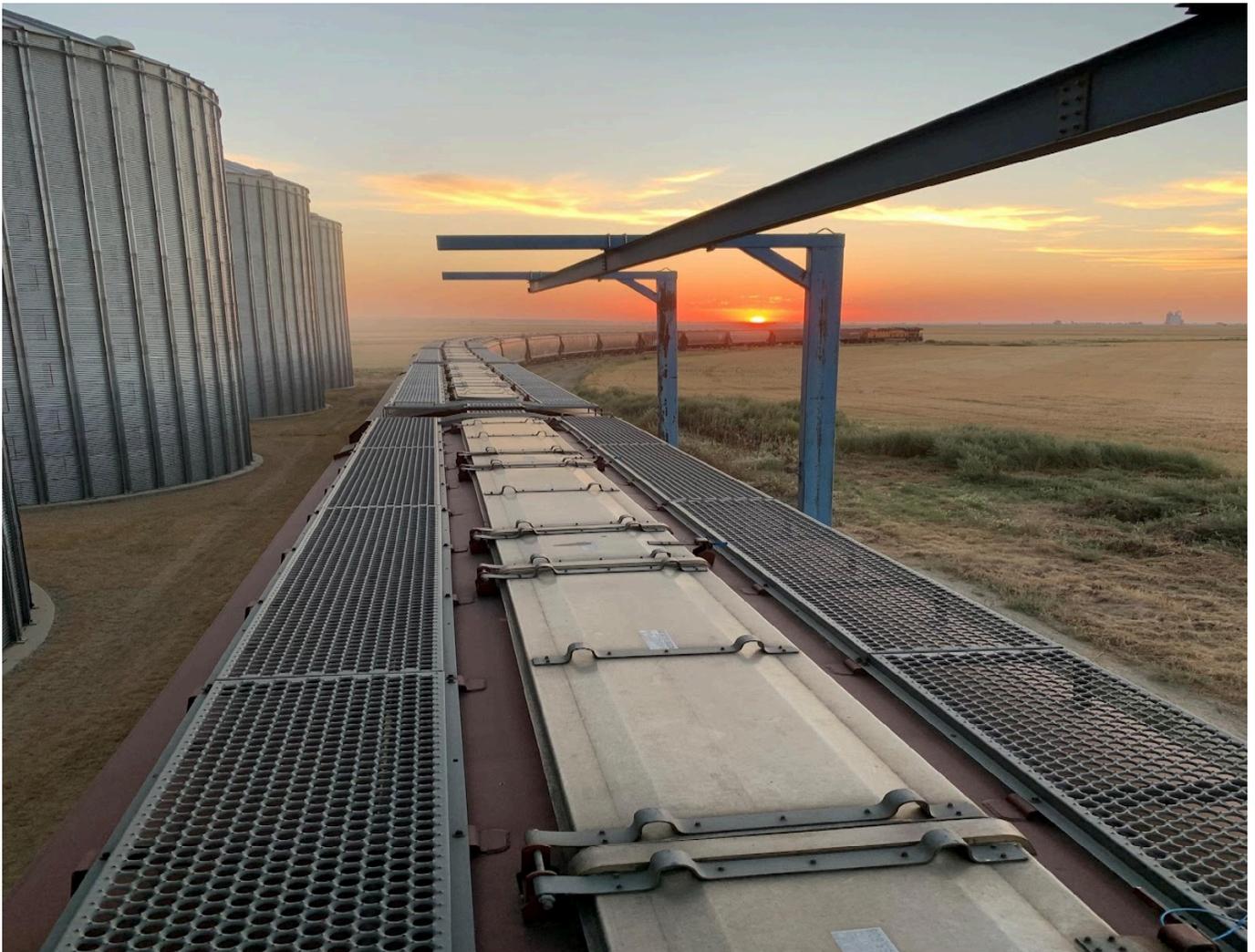
# Montana Pulses 2024 Buyer Guide



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.

Montana is the leading pulse crop producing state in the U.S. accounting for over 1 million planted acres in 2023.

Due to the COVID-19 pandemic global demand for more shelf stable food increased. Increased demand for pulses greatly reduced a surplus creating favorable markets worldwide.



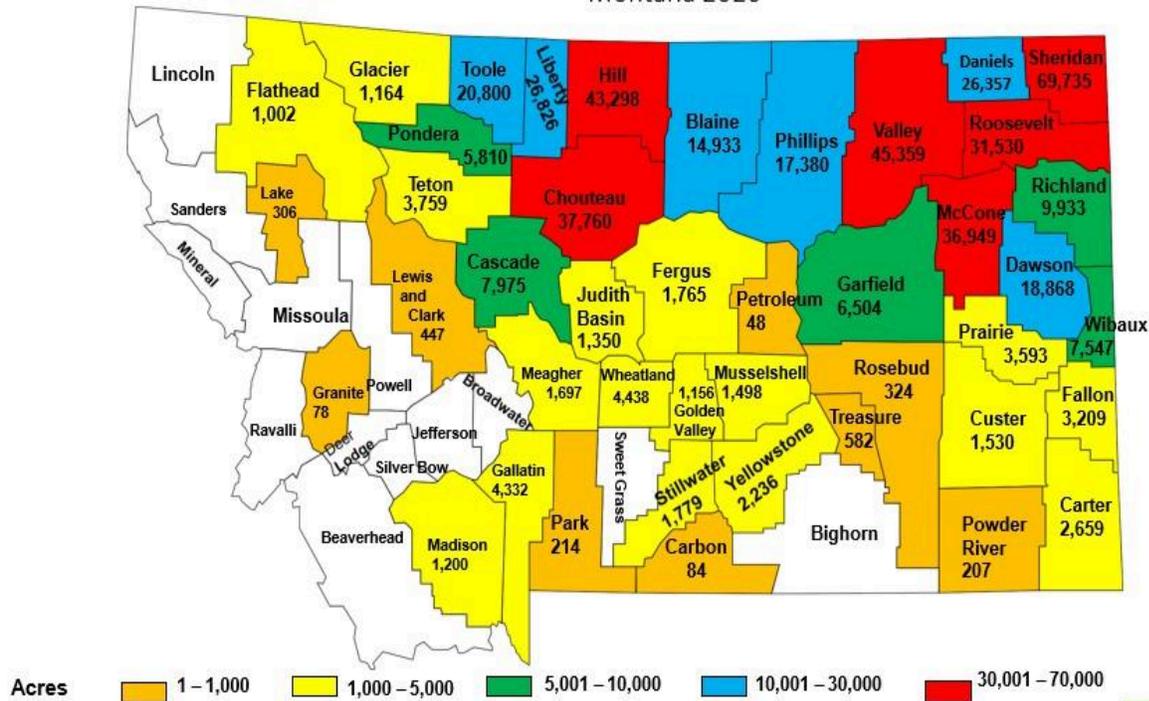


## Montana planted 570,000 acres of peas in 2023

Compiled by: Brian Gion  
Northern Pulse Growers Association  
Marketing Director

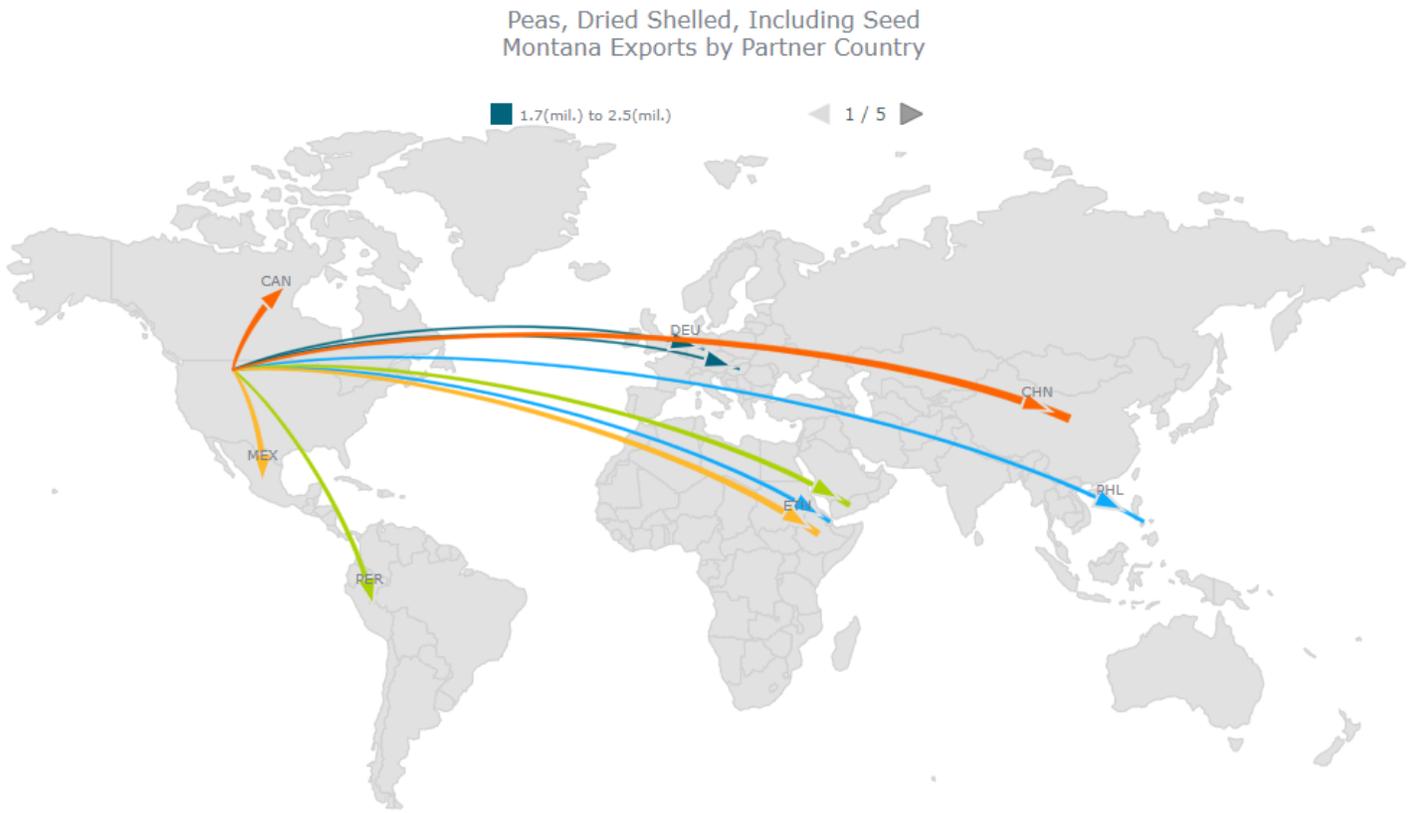
Pea Planted Acres  
Montana 2020

Total Acres  
468,221



Source: USDA FSA

# Top 10 export markets for Montana Peas in 2023



# FGIS Dry Pea Grading Standards



## Dockage Free Dry Peas

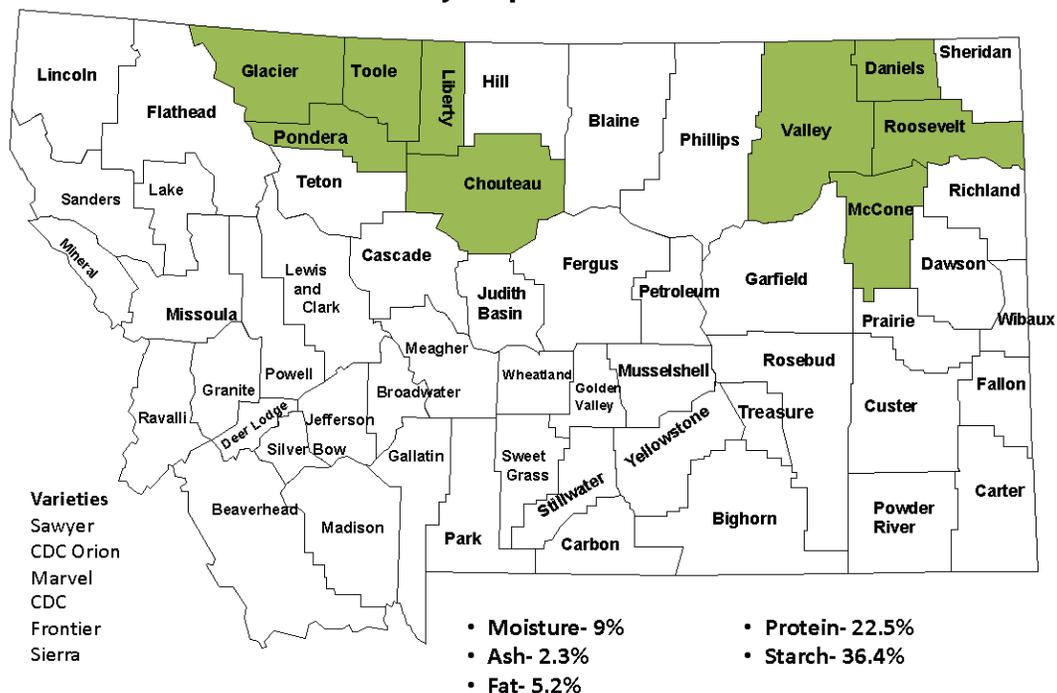
Grade	Maximum Percent Limits									Minimum Color Requirements	
	Defective Peas									Smooth Yellow Dry Peas	All Other Peas
	Weevil Damage	Heat Damage	Damaged Peas	Other Classes	Bleached Peas	Split Peas	Shriveled Peas	Peas with Cracked Seedcoats	Foreign Material		
No. 1	2.0	0.3	0.2	0.2	0.2	4.0	5.0	2.0	0.5	Good	Good
No. 2	3.5	0.8	0.5	0.5	0.2	7.0	10.0	4.0	0.8	Fair	Good
No.3	5.0	0.8	1.0	0.5	0.2	10.0	>10.0	>4.0	1.0	Poor	Poor





**Montana growers planted 174,000 acres of chickpeas in 2024, making Montana the #1 producer of chickpeas in the U.S.**

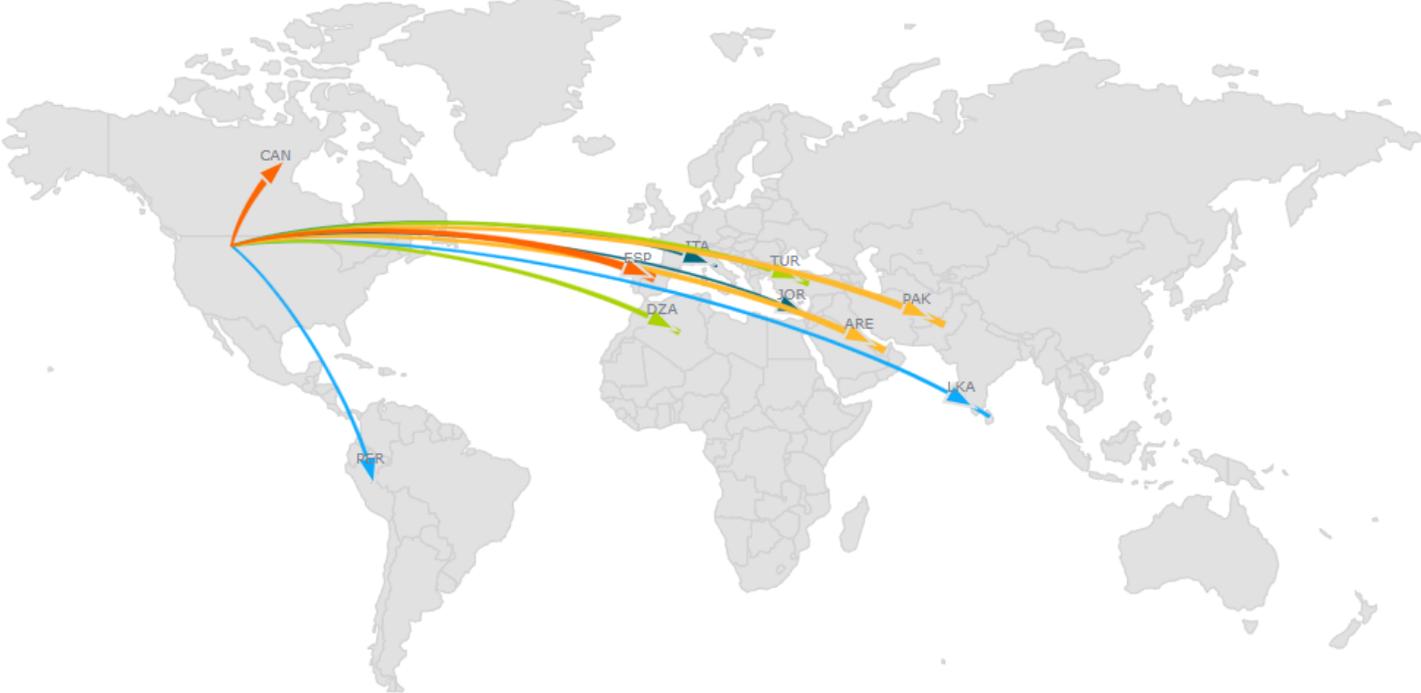
**Montana Chickpea Quality Survey Map 2023**



# Top 10 export markets for Montana Chick-peas in 202

Chickpeas (Garbanzos), Dried Shelled, ...  
Montana Exports by Partner Country

59(thou.) to 125(thou.) 1 / 5



Total 2023: 4,656,961

# FGIS Chickpea Grading Standards



## Dockage Free Chickpeas (Garbanzo beans)

Grade	Maximum Limits of-						
	Moisture * (percent)	Total Defects (DK,FM,CCL,SPL) (percent)	Total Damaged (percent)	Foreign Material		Contrasting Classes** (percent)	Contrasting Chickpeas (percent)
				Total (percent)	Stones (percent)		
No. 1	18.0	2.0	2.0	0.5	0.2	0.5	1.0
No. 2	18.0	4.0	4.0	1.0	0.4	1.0	2.0
No. 3	18.0	6.0	6.0	1.5	0.6	2.0	5.0

\*Beans with more than 18.0 percent moisture are graded high moisture

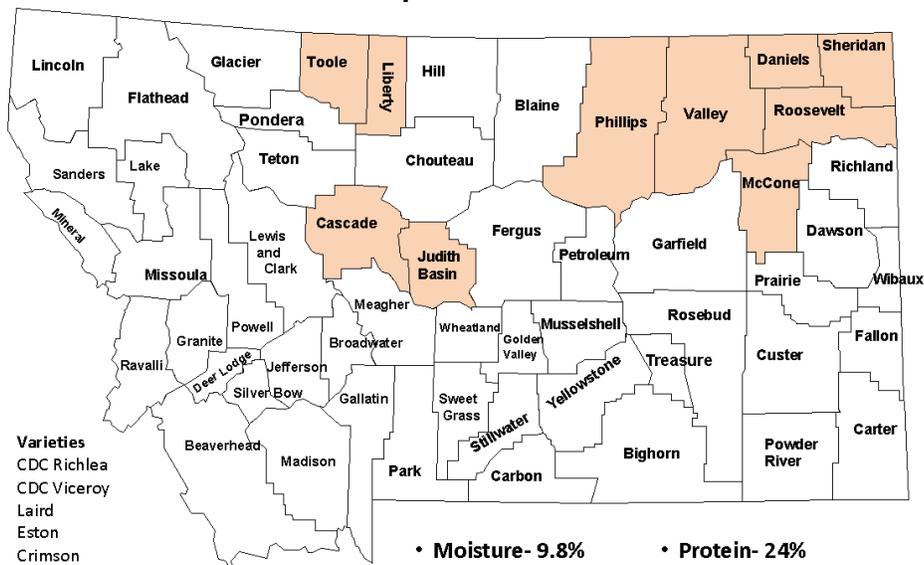
\*\*Beans with more than 2.0 percent contrasting classes are graded mixed beans

CHICKPEA TYPE	CONTRASTING CHICKPEAS			
Desi	Kabuli	Blanca	Bronic/Billy	Bronic/Billy round
				
Kabuli	Desi	Bronic/Billy round		
				
Blanca	Desi	Bronic/Billy	Bronic/Billy round	
				
Bronic/Billy	Desi	Blanca		
				
Bronic/Billy round	Desi	Blanca	Kabuli	
				



**At 570,000 acres, Montana accounted for just over 70% of all U.S. lentil production.**

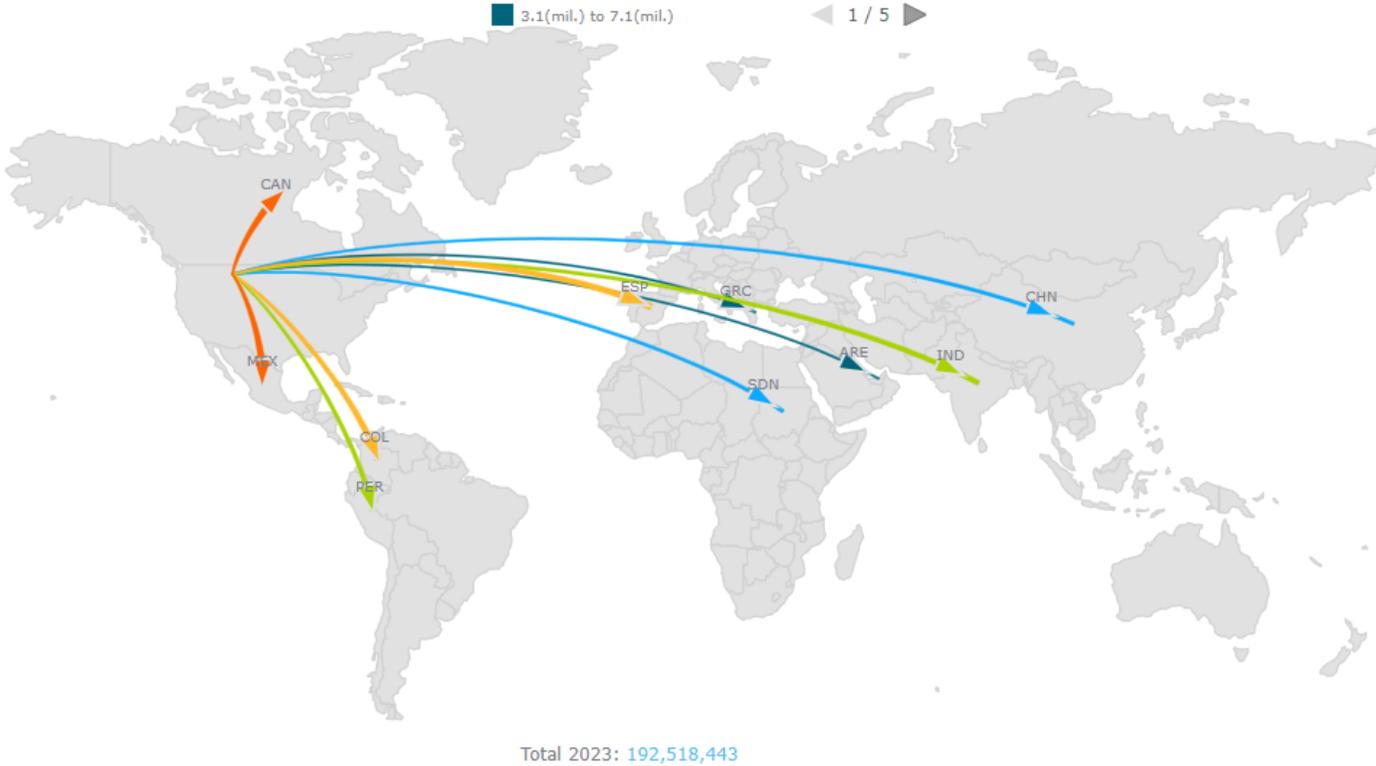
**Montana Lentil Quality Survey  
Map 2023**



- Moisture- 9.8%
- Ash- 2.4%
- Fat- 1%
- Protein- 24%
- Starch- 41%

# Top 10 export markets for Montana Lentils in 2023

Lentils, Dried Shelled, Including Seed  
Montana Exports by Partner Country



# FGIS Lentil Grading Standards



## Dockage Free Lentils

Grade	Maximum Percent Limits									Minimum Color Requirements
	Defective Lentils			Foreign Material		Skinned Lentils	Wrinkled Lentils	Contrasting Lentils	Inconspicuous Admixture	
	Total	Weevil Dam-	Heat Damaged	Total	Stones					
No. 1	2.0	0.3	0.2	0.2	0.2	4.0	5.0	2.0	0.5	Good
No. 2	3.5	0.8	0.5	0.5	0.2	7.0	10.0	4.0	0.8	Fair
No.3	5.0	0.8	1.0	0.5	0.2	10.0	>10.0	>4.0	1.0	Poor



**Here at the Montana Department of Agriculture, we are honored to support the state's #1 industry. With over 30 programs ranging from market and business development to licensing and regulating services that protect agricultural producers, consumers and the environment.**



**Director Christy Clark**

Phone: 1-406-444-5406

Email: [cclark@mt.gov](mailto:cclark@mt.gov)

# Ag Trade and Finance Bureau

The Ag Trade and Finance Bureau is responsible for market enhancement and development through direct market development activities, grants, seed capital loan investments in new and innovative products or process, marketing, and product development. Marketing and agri-business development personnel work closely with individuals and organizations to promote and enhance our agriculture industry.

**Bureau Chief Andy**

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**Marketing Officer**

**Weston Merrill**

Phone: 406-558-9880

Email: [weston.merrill@mt.gov](mailto:weston.merrill@mt.gov)

# State Grain Lab

The Montana State Grain Laboratory, located in Great Falls, is the only federally licensed crop quality testing facility in the state of Montana. It operates within guidelines established by the USDA Federal Grain

Inspection Service (FGIS) and the U.S. Grain Standards Act. Producers have the right to request official analysis at the State Grain Lab to assure unbiased testing for grain and seed quality and grade.

**Bureau Chief Dan Reimer**

Phone: 1-406-604-7181

Email: [daniel.reimer@mt.gov](mailto:daniel.reimer@mt.gov)

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# Pulse Buyers and Suppliers

## Anchor Ingredients

Dustin Kreger  
1-9 Hill Street; Track 1301  
Culbertson, MT 59218  
**Phone:** 701-499-1480

**E-mail:** [info@anchoringredients.com](mailto:info@anchoringredients.com)

[www.anchoringredients.com](http://www.anchoringredients.com)

Buyer and processor sourcing yellow peas, green peas, green lentils, and chickpeas.

**Receiving Facility Processing Facility**

## Columbia Grain International, LLC

Ryan Van Pevenage  
900 2nd Ave North  
Great Falls, MT 59401 **Phone:**  
406-453-6506

**Phone:** 503-224-8624

**E-mail:** [pulsemerchandising@columbiagrain.com](mailto:pulsemerchandising@columbiagrain.com)

[www.columbiagrain.com](http://www.columbiagrain.com)

Dedicated to cultivating the growth of the food supply chain in the northwestern U.S. to ensure the world receives high-quality pulses. Our legacy is rooted in consistency, quality, and reliability of supply. We are the bridge between the producer and consumer, supported by over 40 years of experience.

**Receiving Facilities Processing**

**Facilities Certified Organic**

## Belle Pulses USA

Jayson Hauer  
606 4th St. Box 85  
Hingham, MT 5528  
**Phone:** 406-399-4051  
**Phone:** 406-397-3168

**E-mail:** [jayson@bellepulsesusa.com](mailto:jayson@bellepulsesusa.com)

Elevator/processor buying and processing pulses to ship to both international and domestic markets. We specialize in our international green split pea market.

**Receiving Facility Processing Facility**

## Commercial

### Lynks, Inc

Jayaraman  
Gnanasekaran 301  
Main St.

Ledger, MT 59456

**Phone:** 703-626-4132

**Phone:** 406-278-0151

**E-mail:** [sales@commerciallynks.com](mailto:sales@commerciallynks.com)

[www.commerciallynks.com](http://www.commerciallynks.com)

We sell to international customers, the domestic pet food market, as well as U.S. government food aid contracts. Through our collective experience and strong belief in honesty, integrity, reliability, loyalty, and trust we are committed to offer the best prices to our agricultural partners.

**Receiving Facility Processing Facility**

**Hodgkiss Seed**

P.O. Box 1445 84 MT Hwy 221

Choteau, MT 59422

**Phone:** 406-466-8553

**E-mail:** [chrissy@hodgkissseed.com](mailto:chrissy@hodgkissseed.com)

[www.hodgkissseed.com](http://www.hodgkissseed.com)

We are growers, processors, and retailers selling high quality in demand pulse crop seed. We process with state of the art equipment.

**Receiving Facility**

**Processing Facility**

**Seed Dealer**

**Kelley Bean****Company**

Pierre Francesco

2407 Circle Dr

Scottsbluff, NE 69361

**Phone:** + 1 503 867 6271

**E-mail:** [kraigkelley@kelleybean.com](mailto:kraigkelley@kelleybean.com)

[www.kelleybean.com](http://www.kelleybean.com)

Originator and processor of dry edible beans.

**Receiving Facility**

**Processing Facility Seed**

**Dealer**

**Montana Milling, Inc.**

Sam Schmidt

2123 Vaughn Rd

Great Falls, MT 59404

**Phone:** 800-548-8554

[www.montanamill.com](http://www.montanamill.com)

Montana Milling offers processing of pulse crops, including cleaning, decorticating, and milling.

**Receiving Facility Processing**

**Facility Certified Organic**

**Redwood Group**

Carlos Carias

114 East Washington Ave

Chester, MT 59522

**Phone:** +1 913 406 1860

**E-mail:** [Carlos.carias@redwoodgroup.com](mailto:Carlos.carias@redwoodgroup.com)

[www.stricksag.com](http://www.stricksag.com)

Stricks Ag is situated in the heart of the Golden Triangle along the U.S.-Canadian border which allows us to move our quality products by truck or train worldwide. We pride ourselves on our ability to

maintain exceptional quality control allowing us to have lasting relationships with millers, exporters, and commodity traders.

**Receiving Facilities**

**Processing Facilities**

**Commodity Broker**

**Certified Organic**