



Newsletter Date: August 1, 2004

PULSE USA

Volume3, Issue 1

Words From The Board President, Clif Issendorf



Cruiser Field Peas at Keene, ND

Pulse USA continues to grow our grower/dealer network in five different states.

Please check out our website

www.pulseusa.com

We have a list of portable grain-cleaners, pea production info,

pictures of crops, a list of all the products we carry, and contact information for all of our growers and dealers. Check our website or call us at

888-530-0734

for more information.

Now is the time to start planning your field pea harvest. If you are going to use some of your P.V.P. field peas for seed, place your seed in a bin that the seed can be removed from in a gentle manner. The best method is to talk with your mobile seed cleaner and clean from hopper bin to hopper bin. If you have two hopper bins close together, (our seed cleaner requires approximately 60 to 70 feet) this is the ideal set up. Another method is to use an old flat bottom bin and slide the top 2000 bushels out of the bin on to a conveyor, through the portable cleaner, and up the last conveyor into your hopper bin for your 2005 field pea seed. You can get double use out of your hopper bin if you put a grain in the hopper bin that you are going to haul out before you clean your seed into it later this fall. Do not wait until spring to get your field peas cleaned.

Large augers, without hanger bearings, can be used to put field peas into a bin. You need ample horsepower on the auger back to reduce handling loss, such as cracking or splitting. If it takes 2100 RPM for your tractor to obtain 540 PTO speed, reduce your RPM to 1700 and do not feed the auger to its maximum capacity. Check your field peas for damage at the end of your auger, adjust your operation of the auger to place the highest quality of field peas in your bin.

Swing hoppers can be used with field peas. Do not overload the swing hopper so the field peas can make a smooth entrance into the main tube, with no build up in the swing hopper.

Field peas can be combined at 17% moisture, placed in a bin, leveled, and air dried to 13.5% moisture. Monitor the bin every week, because the moisture will migrate out of the seed and can cause hot spots and spoilage. Grasshoppers add to this problem, as do excessive green pods. They slide to the outside of the bins, and become areas for spoilage to start.





Dairyland Seed

Edible Pea Processors in North Dakota



Agricore United—Ray
Joe Bloms—(701) 568-3315



Dakota Dry Bean—Crary
David Polries—(701) 746-7493



JM Grain—Garrison
Justin Flaten—(701) 463-7261



Premier Pulses Int.—Minot
Greg Johnson—(701) 837-4777



Superior Grains Inc.—Crosby
Carl Dahl—(701) 965-6241



Everleaf 126 Oat

Western Product Rep.—Jamie Schurhamer

First, I would like to introduce myself. I have been in the agricultural industry for the past nine years. My last job was the Station Manager for Wilton Farmers Union Elevator in Washburn, ND. I was in charge of all agronomy sales, plus all seed sales for the three locations. I have been in a lot of different areas, which will assist me in this job especially. I have made contacts all over the state, plus several in the northeastern corner of Montana.

My territory will be the western half of North Dakota, split by Highway 83, the western half of South Dakota, and all of Montana. I look forward to working with all of you, and assisting any way I can in this fall whether it be to help you sell our products in your area or help make decisions on your acres planted next spring.

The pea harvest is just starting as I write this, but the way the crops look after everything they have been through, (frost, hail, drought, saturation) I think it is safe to assume the peas have pulled through nicely. The areas that have combined already in South Dakota have said about average to above average yields. I feel safe in saying that most of North Dakota's acres will be about the same. With that in mind, I would just like to remind everyone about this marketing season.

The field pea acres in North Dakota have essentially doubled this year, along with an estimated ten percent increase in Canadian acres. I don't know how the crop quality is in Canada, but with the acre increase I feel the markets for both green and yellow field peas will be lower this year. The Loan Rate changed from 5.88 per cwt to 5.83 per cwt so we lost five cents, but right now there is 1.88 per cwt LDP and with increased demand from Cuba and higher soybean meal prices, I think pea prices should remain consistent to where they are at right now. We might see a little dip with harvest pressures, so I still think it pays to bin your peas, keep accurate samples, and market your peas after they have dried down. It is also a good idea to stay in contact with the people you are marketing your peas through. Enclosed you will find a list of processors throughout the state to assist you with marketing this harvest.

Once again, thank you for the opportunity to work with you this year and for years beyond. I hope harvest is a safe and enjoyable one for you all. I can be reached at the office or on my cell at 701-471-7420.



Nodulator Granules

Selfstick Peat

BioRhiz Liquid

Nod +

Business Manager Remarks by Renae Larson

Pulse USA has experienced a year of change thus far in 2004. We have added two Product Representatives to our staff to better service our customers. Adam Spelhaug and Jamie Schurhamer joined Pulse USA's team in early spring. If you haven't gotten a chance to meet them, please look forward to doing so. They have done an excellent job of making grower visits, attending meetings and tours, and securing new retailers for Pulse USA. They have covered a lot of ground in a short time and we are pleased to have them working with our company.

There are many changes to our website as well. Please take a moment to log on at www.pulseusa.com and view the crop photos as well as the updated information and our product listing. From our website, you can also obtain complete contact information on our growers and retailers.

Due to the growth of Pulse USA and an increase in our staff, our office will be moving to a new location within our building. Currently, we are located in an office on the 3rd floor of our building. As of September 1st, we will be relocating to the lower level to a larger office space with easier accessibility to the main entrance. Our new suite number will be 101.

I, personally, have enjoyed the changes in my position with Pulse USA. I have gotten to tour grower's farms and visit with retailers as well as attended crop tours. It has been quite a pleasure to meet face-to-face with several of the growers and retailers that I have conducted business with over the telephone for nearly two years. I thrive on my in-office work but have truly enjoyed my time in the field with Jamie and Adam. It is a constant learning experience and I look forward to continuing to gain knowledge.

I wish you all a successful harvest. Please feel free to contact our office at any time to discuss our products, crop rotation, inoculants trials, yellow and green peas, or soybeans. And, if you are in Bismarck, we invite you to stop in our office



ND Dry Pea and Lentil Assoc.

The north Dakota Dry Pea and Lentil Association has moved to a new office. The NDDPL new headquarters are located at 1710 Burnt Boat Drive, Bismarck, ND 58503. The Executive Director is Eric Bartsch, and the phone number is (701) 222-0128. Please feel free to call anytime.

Upcoming Events

September 9, 2004 2:00pm

Carrington Research Center
Corn, Sunflower, and Soybean Day.

September 14-16, 2004

Big Iron Trade Show in Fargo, ND.

November 30-December 1, 2004

North Dakota Ag Expo at the
Fargo Dome in Fargo, ND.

December 3, 2004 9:00am

Pulse USA Kickoff meeting at
Ramkota Inn in Bismarck, ND.

December 7-8, 2004

South Dakota Pulse Growers
Annual Convention at the Ramkota Inn in Pierre, SD

January 24-25, 2005

North Dakota Dry Pea and Lentil Assoc. annual Convention at the Holiday Inn in Minot, ND.

January 26-28, 2005

KMOT Ag Show at the State Fairgrounds in Minot, ND.



Cruisers and Journey Field Peas at Pierre, SD

PulseUSA
2718 Gateway Ave #303
Bismarck, ND 58503

Phone: 888-530-0734
Fax: 701-530-1826

Jamie Cell: 701-471-7420, Adam Cell: 701-471-7538



Eastern Product Rep.—Adam Spelhaug, CCA

I grew up on a row-crop and cattle farm southwest of Kindred, ND on the edge of the valley. My family raises corn, soybeans, alfalfa, wheat, and commercial cattle and is also involved with seed sales for Syngenta NK. I attended North Dakota State University majoring in Agricultural Economics with a Farm Management emphasis. After graduation I worked as the agronomist for two seasons with the Hunter Grain Co. in Hunter, ND. I received my Certified Crop Advisor certification and moved west to Bismarck to work for Farmers Union Oil of Hazelton as their agronomist from October 2002 through March of 2004. I started with Pulse USA in early March of this year. I am the product representative for the eastern half of ND, all of MN and WI, and the eastern half of SD.

With the unevenness in some fields this year and the increased acres, growers are looking to use desiccation to even up their fields and harvest in a timely manner. Gramoxone Max has now received a Section 3 label for preharvest burndown on field pea at 0.8 - 1.3pts/ac. Use 20 gals of water/acre by ground and 5gal of water/acre by air. Apply when the crop is mature and at least 80% of the pods are yellowing mostly ripe with no more than 30% of the leaves still green in color. Gramoxone Max is a Restricted Use Pesticide so you must have a commercial or private applicators license to apply. Harvest is usually five days after application. The Roundup UltraMax label states that up to 20 oz/acre of RUM may be used up to 14 days before harvest on drypea, lentil, and chickpea. The crop must be 30%

moisture or less. Do not treat fields that will be kept for seed, as a loss of germination and vigor may occur. Do not use of fields that will be used for the feed market. The vines and hay from treated fields cannot be fed to livestock. The soybean crop is looking better after a slow, cool start. The row crops in most areas are looking better due to the recent heat. The corn and soybeans will need some good rains in August to help them along and catch up to where they were last year at this point. As soybeans begin to bloom, be on the look-out for soybean aphid. The numbers are low this year compared to last, but numbers can quickly multiply, so regular scouting is still recommended. I can be reached at the office or on my cell at 701-471-7538.