

PULSE USA

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PULSEUSA

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Greeting from PulseUSA by Shawn Vachal

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SPECIAL POINTS OF INTEREST:

- ◆ Pulse USA Adds to Grower Network
- ◆ Loan Rate Finally Fixed
- ◆ Prevent Disease Early

The sales season has come to a close for the spring and now on to the growing season. The retailers for Pulse USA have done a great good. Seeds sales were good with most varieties selling out. Inoculant sales for Pulse USA were better than expected thanks to our retailers. We appreciate the patience given Renae and I as we worked through our first season.

There were some challenges particularly with low germination lots of seed. Pulse USA is working with the ND State Seed Department to come up with possible reasons why. This phenomena was not lim-

ited to Pulse USA lots but state wide as well as into Canada. The ND State Seed Department has gone the extra mile to work with Pulse USA to verify these low germination lots and I am confident with the job the department is doing.

Judging from inoculant, and seed sales, field pea acres are up significantly in North Dakota. Lentils saw possibly the most dramatic percent increase of acreage. While chickpea acreage has dropped to an almost nonexistent level. Most certainly these increased acres are largely due to the inclusion of pulse crops in the newly

enacted farm bill. It is important to remember why pulse crops were included. The North Dakota Dry Pea and Lentil Council and Association along with the US Dry Pea and Lentil Council were instrumental in their lobbying efforts to make pulse crops part of this farm bill.

Pulse USA feels it's membership to this North Dakota grower organization it critical to assure pulse crops continue to be represented on the national platform in Washington DC. If you are interested in becoming a member of the North Dakota Dry Pea and Lentil Association call 701-222-0128.

Office Manager Remarks by Renae Larson

I would like to take this time to say "thank you" for giving me the opportunity to become a part of Pulse USA's team. I come to you with 11 years of accounting experience and am excited about being your office manager. I have just completed my 3rd full month of employment and it has been quite a journey! With no agricultural background,

every day is an adventure with MUCH to learn. So far, no two days have been alike and it has been an exciting challenge. I have enjoyed meeting our investors and many of our growers and I appreciate everyone's kindness.

I am receiving inoculant orders quite steadily. If you haven't already done so,

please call me to place your order. I encourage you to take advantage of Pulse USA's 15-20% inventory protection plan when you compile your order.

Maintaining a steady cash flow is a crucial factor in the success of Pulse USA.

When you receive an invoice from us, please make a point of paying that invoice



PulseUSA Summer Plot Tour July 25th

Plot tour season is upon us. Plot tours are useful for a number of reasons. Plots give research folks to opportunity to screen new potential varieties adaptation in an area. Producers can use plots to gather valuable information on these potential varieties as well as newly introduced varieties that may be a fit for their particular operation. From a marketing company like Pulse USA these tours are a great opportunity to visit face to face with growers.

Pulse USA has marked Friday, July 25 for it's tour at the Wilton plot site. The tour will begin at 11:30 with lunch and begin the plot tour at 1:00 p.m. Everyone is welcome and bring

along a neighbor that may be considering planting a pulse crop in the future.

July 25th Tour Schedule

11:30 Lunch
 1:00 Field and Forage Peas
 1:45 Lentils and Chickpeas
 2:15 Soybeans
 2:45 Corn

Plot location: Directly west of the Cenex Store in Wilton ND (20 miles north of Bismarck on Hwy 83.)

Producer buy

back price for

2002 loan is

\$6.50

2002 Loan Buy Back Pricing

Larry Lampl, with ND FSA, clarifies the loan buy back pricing. He mentioned that producers who put their 2002 crop under loan and wish to buy back the loan will be using the current NPP plus the discount schedule from a feed to a number one price. For example: Currently the national posted price for feed peas is \$4.00/cwt. Last year all loans were based on #1 so you would have to buy back the loan based on a #1 price. To figure the buy back amount USDA is taking the \$4.00 and adding 2.50 which is considered by USDA the discount between #1 and Feed. So that producer will be buying back their 2002 loan for 6.50. The discount they are using for lentils from #1 to #3 is 1.25 and for chickpeas is

2.25. You may already know this information but Larry wanted me to relay this information. I hope I explained it clearly if not feel free to give me a call and I can further explain it.

Thanks,

Eric Bartsch

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USDA Announces 2003 Pulse Loan Program

By Eric Bartsch/NDDPLA



In accordance with the Consolidated Appropriations Resolution, 2003 (the 2003 Act), signed on February 20, 2003, base quality levels for the 2003-crop pulse commodities will be feed grade for dry peas and #3 grade for lentils and small chickpeas. Also, 2003-crop dry pea loan rates will be differentiated by region in accordance with the 2002 Farm Bill's Congressional Conferees' guidance.

The 2003-crop dry pea national loan rate is \$6.33 per hundredweight. Dry pea production is regionally dispersed and season average farm prices are significantly different among regions. The 2003-crop regional loan rates will apply uniformly to feed grade dry peas throughout all counties within each region. For the 2003 crop, a regional dry pea loan rate of \$6.68 per hundredweight will be uniformly applicable for all counties in the West region, which includes the Palouse (Idaho, Oregon and Washington) and other states west of the Rocky Mountains (Arizona, California, Nevada, New Mexico and Utah). In the East region Montana and North Dakota, plus all other states not in the West region a loan rate of \$5.89 per hundredweight will be applicable.

The 2003-crop lentil national loan rate of \$11.94 per hundredweight will apply uniformly to #3 grade quality in all counties in the nation. The 2003-crop small chickpea national loan rate of \$7.56 per hundredweight will apply uniformly in all counties in the nation to #3 grade chickpeas that pass through a 20/64 grading screen.

2003 Pulse Loan Rates

Crop	PNW (WA,ID,OR)	Mid-West (ND,SD,MT)
Dry Peas	\$6.68/cwt.	\$5.89/cwt.
Lentils	\$11.94/cwt.	\$11.94/cwt.
Small Chickpeas	\$7.56/cwt.	\$7.56/cwt.

**USDA ANNOUNCED
THE 2003 LOAN
RATES FOR LENTILS,
SMALL CHICKPEAS
AND DRY PEAS**



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Visit us on the web!

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Pulse USA has new Board of Directors

At the February 26th board meeting, Richard Roland passed the position of presidency onto the newly elected Shawn Vachal, CEO. Other elected officers are Clif Issendorf, Vice President; Mike Zook, Treasurer; and Byron Lannoye, Secretary. A special "Thank You" to our outgoing board members: Richard Roland, Jerry Blotter, Mark Becker. Their hard work and dedication as founding members of the board is greatly appreciated. At this time, we would also like to extend a warm welcome to John Cross of Philom Bios. In January John accepted a position on the Board of Directors.

Pulse USA Adds New Elite Growers

Expectations are high for the coming years pulse crop acreage. Farm Bill language has been changed to base the loan rates on feed grade for dry peas and #3 grade for lentils and small chickpeas. This change has helped growers increase pulse acreage from a crop insurance and a cropping budget standpoint. Because of this expected acreage increase, Pulse USA has added a group of elite growers to its existing grower network to assure an adequate supply of quality seed the company will offer.

Please help welcome these elite growers to Pulse USA:

Wayne Johnson-Stanley	Brad Karlen—Reliance, SD
Stuart Rothe—Westhope	Randy Nichols-Palermo
Doug Baker- Webster	Larry Signalness- Keene
Roland Celley- Wilton	Carl Dahl- Fortuna