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 PULSE USA

BYRON'S BIT

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

**Please visit our website:
www.pulseusa.com**

We have a list of portable graincleaners, pea production info, crop pictures, product listing and contact information for all Pulse USA growers and retailers.

**Visit our website or call us at:
 888.530.0734
 for more information.**

Greetings from Bismarck and Churchs Ferry. I officially started with Pulse USA Inc., June 1, 2006 as General Manager. First a little background on me. I started farming in the Churchs Ferry, N.D., area in the early 1980's. In the mid 1990's my involvement in peas grew to the point of having 800 acres of peas seeded on my farm and joining the NDDPLA board. I served on the NDDPLA board for 7 years and had the opportunity to learn many things in the Dry Pea and Lentil industry. During those years I have met with many people all over the U.S. and Canada in the industry, which will be an invaluable tool to me at Pulse USA Inc. Currently I am still farming in the Churchs Ferry area and working 4 to 5 days a week in Bismarck at Pulse USA Inc.

This year in North Dakota and Montana, Pulse acres will increase again. The following data is approximate but will show you the growth we have enjoyed in recent years.

N.D. Field pea acres	2006 – 675,000	2005 – 530,000	2004 – 315,000
N.D. Lentil acres	2006 – 155,000	2005 – 143,000	2004 – 100,000
N.D. Chickpea acres	2006 – 15,000	2005 – 6,000	2004 – 3,450
Canadian pea acres	2006 – 3,509,000	2005 – 3,375,000	
Canadian lentil acres	2006 – 1,450,000	2005 – 2,184,000	

Seeing these increases in acres should add to the stability in the pea markets. Current bids that have been offered recently range from \$3.50 to \$3.90 a bushel from our local processors. Growers always ask if we can grow too many acres of peas. My answer to that is we still do not grow enough acres until we can be a reliable feed source for companies throughout the world. Once our production reaches that point we will have a base level for peas that should stabilize the edible markets. The point I am making is that peas are here to stay. Lentils, on the other hand, are a different market and at this time, I believe we can over-produce until we open up new markets for the lentils. The NDDPLA and USDPLA will be looking at the lentil markets to see if we can open up new opportunities for the lentils.

I look forward to working with all of you, and hope to meet you in the near future.

Byron

THE FUTURE OF PEAS

Larry White, Marketing Director for North Dakota Dry Pea and Lentil Association

The future looks bright for the use of peas in a variety of markets other than human consumption. There is a considerable amount of interest in the use of peas because of the many advantageous characteristics. Peas have three components—protein, starch and fiber. These components are creating interest in several different markets.

Pea starch is being studied for use in the production of ethanol by USDA/ARS in Peoria, IL. The early work has shown that pea starch can be used in conjunction with corn to produce ethanol. This early data has prompted a larger commercial study of the use of peas in ethanol. The pea components in this study were separated by air fractionation before being mixed with the corn. This study will give new meaning to “pea power”.

At the World Pork Expo in Des Moines, interest was high for the use of the pea protein component in swine rations. Pea protein fits well into a number of different areas of swine production. One use is to use the protein component in a liquid feed system. Because of its solubility, it can be pumped unlike soybean meal. Pea protein can be used in the young pig rations more readily because of a higher bypass protein content. Another plus for this product is the cost of shipping is less per pound of protein because it is high percentage of protein.

The fiber in peas has been researched in human studies in Canada for use in the elderly population to add more fiber to their diets. The companion and dog food market has also expressed interest in pea fiber. Use in livestock rations would be when more fiber is needed in the ration—especially when feeding it in a self-feeder to help regulate consumption. These are just a few of the many applications that could occur with the pea fiber.



An abundance of interesting research is currently being done and has been done on the use of peas in livestock rations. A researcher from England told me about a study in his country using peas in pork rations to study the effects on total wellness and well-being, or health of the swine. Research is also being conducted to determine if the use of peas in swine rations causes a decrease in the odor emissions. Another study in the area of swine research is on the total net energy of peas in swine rations. Dr. Vern Anderson, Dr. Greg Lardy and Dr. Casey Karlin have completed research and are conducting additional research on feeding beef and the effects of peas on the tenderness, juiciness and flavor of beef. These are just a few of the research trials being conducted.

The Northern Pulse Growers, NDSU, MSU, SDSU, North Dakota Department of Agriculture, Northern Crops Institute, North Dakota Trade Office and the private companies are the network of people driving the demand for peas to a new level. The question will be if the supply is going to fit the demand at a profitable level. I think the answer is yes.



LARRY WHITE

North Dakota Dry Pea and Lentil Assn.
Marketing Director

CHAD MAGNUSON

Eastern Product Rep.

Greetings everyone. I hope that this article finds you all well. I am in my second year with Pulse USA and I have thoroughly enjoyed working with my customers and growers. I would like to thank everyone for your support. We are seeing another great year for peas. The food market prices have increased throughout the spring and summer. I am really excited to see that several producers have recognized the value of feeding their peas to their cattle and are also purchasing additional peas to fulfill their feed needs.

This is the second straight year of peculiar weather. Last year we saw unusually wet and warm temperatures. This year across much of my territory I am experiencing extremely dry fields due to wind and stretches of hot temperatures. There are pockets where the crops are in very good condition with adequate moisture and they seem to have dodged the extreme conditions.



As I have visited seed fields the peas look good in areas. I would say that the pea's maturities are being pushed by the dry conditions that most are experiencing. The fields across much of my territory are starting to flower and early indications show that we could be looking at yields comparable to or better than last year. The pods that are forming are developing five to six peas in each pod. I have noticed the peas will definitely be shorter than last year in most of the area. They will be extremely shorter in areas that experienced very dry conditions.

The Everleaf Journey Forage mix was well-received again this year. It looks really good in the areas that have caught some moisture. In the dry areas the maturity was pushed on both the oat and the pea. If you purchased this mix, I would like to thank you. Pulse USA is proud to offer this mix and my hope is that it will live up to your expectations. I would also encourage everyone that feeds cattle to look very seriously at planting this Everleaf Journey Forage mix next year.

Please plan to attend the plot tours around the area; I hope to see each of you at the Pulse USA tour, July, 11th following the NCREC plot tour in Minot. I would also like to wish everyone a very safe and successful harvest.

DAVE PRESSER

Western Product Rep.

As the new guy at Pulse USA, an introduction is in order. Although we no longer actively farm, my family and I still live and ranch on the home place north of Mercer. The Presser family includes my wife Teresa (insurance agent at the Bank of Turtle Lake), Lucas (2006 class salutatorian at TL-M), Nicholas (going to be a junior), and Katelynn (advancing to the 4th grade). I am a recent graduate of Minot State University, majoring in Marketing and Management. I was hired after Jamie Schurhamer moved on to Missouri Valley Ag. The past five months have been a steep learning curve for me but after meeting with many of you and seeing the farming practices you employ, the seed varieties you prefer, and the adaptation to your particular environment, it is safe to say the curve is beginning to flatten out.

At Pulse USA, my duties will be those of Western Area Product Representative and also company-wide advertising, Extension Center Plots coordinator, and the lead contact for the promotion of the Triumph Seeds. As we continue to grow the company, my efforts have focused on increasing demand of Triumph Seeds to North and South Dakota. The varieties are a good fit to the area south of Interstate 94. New short season varieties are being bred and selected for inclusion to the commercial lineup, which will be more suited to the northern growing regions.

Also in line with the goal to grow Pulse USA, a renewed effort is being undertaken to promote our varieties throughout the region. In 2007, our varieties will be planted in variety trials in Montana and South Dakota, as well as North Dakota. In fact, this piece is being written while we drive back from the annual forage days in Moccasin, Montana. The response from research staff was very favorable for renewed efforts in pea production in central Montana. If you know of any local or county plots, please let me know. We would like to advance our varieties as often as we can.

In driving around the western territory, the one word that comes to mind in describing this year's crop condition is abnormal. Areas that normally experience dry conditions this time of year have been getting timely rains while other areas are experiencing severe dry conditions. Central North Dakota crops seem to be farther along in development than other areas, although recent heat has pushed some regions to begin to catch up.

The popular pea variety this year has been the yellow DS Admiral pea. Supplies of this variety ran out in some areas and those producers not willing to drive long distances for seed switched to other varieties. Many former producers of green peas also switched to yellows, namely the Admiral variety, so it is obvious there will be a shortage of green peas this fall. Some good market opportunities should be available for green pea growers.

In closing, please go to our website and read the letters available for you to send to you Congressional leaders. Although they are written from a North Dakota perspective, the letters can certainly be adapted for any other state. It is our hope to stress the importance of a continuation of the present farm bill. I look forward to meeting all of you as the season progresses. Don't forget the pulse tour at Minot on July 11th.



