

# PULSE USA

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PULSEUSA

Volume2, Issue 1

## Greeting from PulseUSA by Shawn Vachal

Since you last heard from us via this newsletter much has happened with the company. First and most noticeably we have added an office manager. What this means to you is when you call there is a much nicer voice to greet you. Renae is undoubtedly going to be a great asset to Pulse USA.

Pulse USA is happy to be able to offer our growers and retailers a full lineup of inoculant products. Pulse USA is a distributor for three of the best companies in the inoculant business.

- Becker Underwood
- Nitragin
- Philom Bios

Please don't hesitate to call the office if you have any questions of our product offer.

Pulse USA continues to be involved in new variety screening. We are excited about a new forage pea in the pipeline. In the nearer future Pulse USA will have available a good supply of Certified Cruiser for the 2004 crop-

ping year. Cruiser is the exciting new green pea that is a smaller seed size and has very good bleach tolerance. Processors are indicating Cruiser will be a good fit for the splitting market.

SW Salute is a new powdery mildew resistant yellow that will also be available to growers in 2004. Salute handles drier environmental climates better than most peas.

Keep these new up coming varieties in mind when considering varieties for next year.

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### SPECIAL POINTS OF INTEREST:

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

## 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 3<sup>rd</sup> 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 in a timely manner. Doing so will insure that we have the necessary funds available when it is time for us to pay for the products that we have purchased. If we receive full cooperation in the payment of outstanding invoices, there will not be a need for Pulse USA to assess finance charges to our customers.



## PulseUSA Seed Inventory Update

Due to a number of reasons seed supplies are becoming very tight. Drought in the Southwest and untimely rain in the northern regions of North Dakota have reduced yields for Pulse USA seed increase growers in 2002. If that wasn't enough, a number of lots have been lost to germination.

There is a fair supply of Toledo, Integra, and Admiral. The supply picture of Salute is a bit tighter with the supply of Carneval as well as Majoret being very tight. Seed supplies on all these varieties should be secured as soon as possible. Demand has strengthened since favorable changes were made to the Farm Bill dealing with dry peas.

### PRODUCTS REGISTERED FOR SEED TREATMENT OF PEAS

Captan products: Nu-Gro Captan 4000, Nu-Gro Captan 75, Captan

of Pythium, but is not effective against Ascochyta.

75, Captan 300, Captan 30-DD, Captan 400 and Captan 400-D.

Thiram 50WP Dyed can be used in the planter box. It would seem a logical choice for a grower who needs to treat and plant, and does not have time to get seed treated at the seed plant.

Fludioxonil product: Maxim.

Growers should use caution in the use of thiram as a planter box treatment. The label mentions use of rubber gloves and protective clothing when handling products treated with thiram.

Metalaxyl products: Apron Flowable, Apron FL and Apron 50W.

Oxadixyl product: Anchor.

PCNB product: RTU PCNB.

Thiram products: 42-s Thiram and Thiram 50WP Dyed.

Thiram has no effect on Rhizobia nodulation; metalaxyl has little or no effect on nodulation; mefenoxam and fludioxonil have little or no effect on nodulation; captan and PCNB very severely reduce nodulation, resulting in only slight nodulation.

Studies by Dr. Khalid Rashid, Agriculture and Agri-Food Canada at Morden, MB have shown that thiram is highly effective in the control of seed-borne Ascochyta. He did not provide data on any of the other products registered for use in the U.S.

A few general observations follow. Captan and thiram are both good general fungicides, but captan and PCNB very severely reduce Rhizobium nodulation, whereas thiram is relatively gentle on the inoculant. Metalaxyl products are specific for control

For more information see the Fungicide Guide at <http://www.ext.nodak.edu/extpubs/plantsci/pests/pp622w.htm>

Source: 2003 NDSU Extension ProCrop

**GROWERS  
ENCOURAGED TO  
TREAT PEA SEED  
FOR DISEASE  
PREVENTION**

## 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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## Pulse USA has new Board of Directors

At the February 26<sup>th</sup> 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