



the PULSE

THE OFFICIAL PUBLICATION OF THE NORTHERN PULSE GROWERS ASSOCIATION

The Northern Pulse Growers Association would like to thank the **2018** Platinum Sponsors!



MT Pulse Day Scheduled - November 11th & 12th

Welcome to our 10th annual MT Pulse Day in Billings, MT! Whether you are a first timer or have attended several of our past MT Pulse Days, we hope you will find this Pulse Day will energize, educate and prepare you for whatever role you have in our rapidly changing industry.

MT Pulse Day brings a solid line-up of speakers to share tips and advice on important topics that you have come to expect. This year includes topics from a processing panel from around Montana and surrounding states, a producer panel – a seasoned selection from Montana, and a research panel from Montana State University. Additional topics will be Domestic Marketing, trade and Farm Bill update.

We are excited to announce Sunday evening's keynote speaker has a wealth of experience and insight that we know you will enjoy. Trent Loos - We've all heard the phrase "a crime of passion" but how far would you go to protect or promote what you are passionate about? Trent's passion for promoting agriculture was born out of the reality that people were spreading vicious untruths about the industry he grew up in and dearly loved and nobody was setting them straight. Listen as Trent shares stories from his worldly travels about the amazing people that are making a difference in so many fields in countless different ways.



Our trade show is packed with over 50 exhibitors eager to visit with you about the latest advancements in our industry. There are several opportunities to network with and learn more about our MT Pulse Day's many exhibitors and sponsors. This also provides the chance for them to meet you, find out your needs, and discuss what products and services might be offered in the next year that are relevant and useful for your farming operation.

Visit www.northernpulse.com for a complete agenda, sponsor and exhibitor information, or to register online.

Continue on pg 3.



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President's Message

Greetings from the cab!

Hopefully your harvest has wrapped up, or nearly so. If your operation is like ours, your yields ranged from disappointing to surprisingly good, and everywhere in between. Sometimes Mother Nature gives us a reminder that no matter how much we plan and prepare, there are many things we cannot control. Now we can enjoy a little downtime after the organized chaos of harvest before turning to planning and field prep for next year's growing season. One of the many amazing things about this career is the ever-present opportunity to learn and improve for the next year. Even mistakes are only failures if you don't learn from them!



Even though prices are depressed for most commodities now, agriculture is a cyclical business and eventually they will recover. How long that takes, though, is difficult to predict. If we were that smart, we'd all be retired by now! Smart management decisions are key to making it through difficult times. Keeping in mind the big picture of profitability, agronomics, and land stewardship will help to ensure you are positioned for success moving forward. Pulse crops still are an important component of that and will continue to play a prominent role on our farm, and most likely on yours too. NPGA is working with researchers to improve the competitiveness and viability of pulse crops on farms in our region.

The Northern Plains produces some of the highest quality pulse crops in the world, and your Association is working to improve market access overseas for our products as well as increase domestic consumption. While overseas demand moves up and down as local growing conditions change, our domestic market is something we can influence, and there is tremendous potential for growth. As more consumers become aware of the benefits of pulses in their diets and begin to incorporate them routinely, it will make us less reliant on foreign customers that can be unpredictable. We are also working to make sure pulses have a seat at the table when the new Farm Bill is written, to help ensure that the many components of the farm bill work effectively for our membership. As always, feel free to contact the office or your local director if you have any questions or comments.

Have a great fall!!!

Chris Westergard
NPGA President

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Anderson Elected USADPLC Chairman

Beau Anderson, Williston, ND was elected USADPLC chair at the National Board meeting in June. Anderson served on the National Board representing ND Dry Pea & Lentil council from 2014 to present. He also served on the NPGA Board of Directors since 2008 and held the AT LARGE position until he was termed out in 2017. In Anderson's nine years he has been the NPGA Secretary in 2011, NPGA Vice President in 2012 and NPGA President from 2013-2014. Anderson also serves on the Joint Advisory Committee for the NDSU/SARC research centers.

Anderson is a third generation farmer/rancher and started farming with his father and brother in 1998, and in 2000 he started planting pulses. In 2002 Beau bought his own farm.

Beau and his wife, Amber farm outside of Williston where they produce durum wheat, corn, flax, hay, cover crops and also raises cow calf pairs. The couple have 4 children, Emmalyn – 8, Blythe – 7, Copeland – 5, Sterling – 3. In Beau's spare time he enjoys camping with his wife and kids.

MT Pulse Day con't.

When: November 11th & 12th, 2018
Where: Billings Hotel & Convention Center
1223 Mallowney Lane, Billings, MT
Hotel Reservations: 406-248-7151

Registration fees:

Producer registration fees are \$50 per person plus \$75 membership.
Industry registration fees are \$50 per person plus \$125 membership.
Sponsor or Exhibitor, your registration fee(s) (# limited to level of sponsorship) and membership fees are included in your package.

For more information about this event or the NPGA Annual Convention go to: <https://www.northernpulse.com/events/conventions/>. Sponsorship, exhibitor and registration forms are now online, you also can pay online or get printable forms on our website. For a complete agenda see page 5. If you have any questions, please call the NPGA office at 701-222-0128 or 406-787-5380.

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MT Pulse Day
 November 11th & 12th, 2018
 Billings Hotel & Convention Center
 1223 Mullaney Lane, Billings MT 59101
 406-248-7151

Draft Agenda

Sunday, November 11th

2:00-4:30 **Exhibitor set-up** (Jefferson, Gallatin, Little Missouri, Yellowstone)
 3:00-5:30 **Registration** (Convention Center Lobby)
 5:00 Exhibitor Social (Jefferson, Gallatin, etc. or Ballroom)
 6:00 Welcome—Chris Westergard, NPGA President,
 6:00 Dinner (Ballroom—we would stay in Ballroom for the evening)
 6:15 Dinner Served
 6:45 Headline Speaker—Trent Loos
 7:45 Processor Panel—Q & A Session, Processors from around MT
 Moderator: Russel Nemetz, Northern Ag Broadcasting Network
 (COMPANIES TO BE ANNOUNCED)

Monday, November 12th

7:30 **Registration** (Convention Center Lobby)
 8:00 **Coffee with Exhibitors** (Jefferson, Gallatin, Etc.)
 8:30 Welcome—Chris Westergard, NPGA President (Boulder, Stillwater, Bighorn)
 NPGA Activity Update—Shannon Berndt, NPGA Executive Director
 9:00 Producer Panel—Q & A Session
 Moderator: Jerry Schillinger, Circle MT/NPGA Board of Directors
 - Chris Westergard, NPGA President, Dagmar, MT
 - Chad Doheny, NPGA Board, Dutton, MT
 - Matt McCabe, NPGA Board, Ekalaka, MT
 - Paul Kanning MPCC Vice Chair, Flaxville, MT
 - Ryan Bogar, MPCC Chair, Vida, MT
 10:30-11:00 **Exhibitor Break—Jefferson, Gallatin, Little Missouri**
 11:00 Domestic Marketing Plan—Update—Becky Garrison, Domestic Marketing USADPLC
 11:30 Trade/Farm Bill—USADPLC Update—Tim McGreevy, USADPLC CEO
 12:00 **Exhibitor Lunch**
 1:45-4:00 Research Panel—Q & A Session
 Moderator: Jeff Rumney, USADPLC
 -Frankie Crutcher, The Importance of Crop Rotations for Disease Management
 -Kevin McPhee (MSU Pulse Breeding Program)
 -(Weed issues)TBA
 -(Insects) TBA

NPGA Marketing Update

Brian Gion

These past few months have been an exciting and busy time to be a part of the pulse industry. NPGA continues to work for the producers by promoting the use of pulses and educating consumers and producers. The following are some of the activities and events the NPGA were involved in.

Banquet In the Field, Western Style - NPGA along with 31 other entities working in the agriculture industry sponsored the first Banquet in a Field event in Western North Dakota. Consumers from the surrounding area were invited to Arrow K Farms located near Belfield, North Dakota. The event featured a social with 10 different appetizers and a three course dinner made from locally grown commodities along with North Dakota beverages. NPGA sponsored a lentil dip with multi grain flax baguette for the social and cream peas as part of the dinner's main course. The 135 attendees had an opportunity to engage in a dialogue about where food comes from and to learn about agriculture while dining with producers and individuals working in agribusiness.

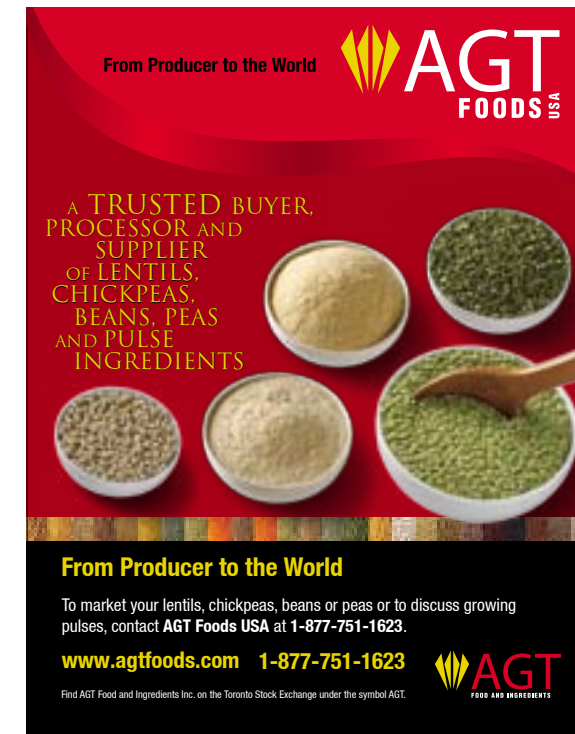


Pulse Crop Field Tours in Montana and North Dakota - NPGA

attended, sponsored and provided information to Montana and North Dakota pulse crop field tours. The tours were very well attended, each tour averaged about a hundred producers. Producers had the opportunity to obtain information about pea protein research, intercropping pulse crops and oilseeds, importance of soil health, pest and weed control, and disease management. NPGA sponsored entomologist Dr. Hector Carcamo to speak to the North Dakota and Montana producers about pea leaf weevil management. This pest is starting to have a larger presence in the two states.

Friends and Neighbor Day - NPGA sponsored and participated in the annual Friends and Neighbors event hosted by the USDA-ARS center in Mandan, ND. A couple of hundred producers and consumers from the Bismarck-Mandan area had the opportunity to learn about agriculture and the research being done in the agriculture industry. I had many good conversations with consumers about getting pulses in their diets.

Taste of Ag - NPGA, plus seven other commodity groups collaborated with chefs from local restaurants for the first Taste of Ag Event at the North Dakota Horse Park in Fargo, ND. The two-day event was an opportunity to feature local and regional agriculture with a variety of food and drink and to highlight the importance of agriculture in our region. NPGA teamed up with Chef Jacob from the VIP Room restaurant to make BBQ chickpea and lentil meatballs. The meatball recipe from the Northern Pulse Growers Association's pulse cookbook was given to the attendees. The meatballs received many compliments. All the chefs who participated in the event asked for a pulse cookbook. Over 400 people attended the two-day event. The Northern Pulse Growers Association also sponsored the Quarter Horse Allowance, a 300 yard race called Nature's Powerhouse.



NPGA Annual Convention

NPGA Annual Convention is fast round the corner.

When: January 28 & 29, 2019

Where: Clarion Hotel (formerly Holiday Inn - Riverside)

2200 Burdick Expressway, Minot, NDReservations-701-852-2504

Registration fees:

Producer registration fees are \$50 per person plus \$75 membership.

Industry registration fees are \$50 per person plus \$125 membership.

Sponsor or Exhibitor, your registration fee(s) (# limited to level of sponsorship) and membership fees are included in your package.

Monday Headline speaker: Jerry Carroll

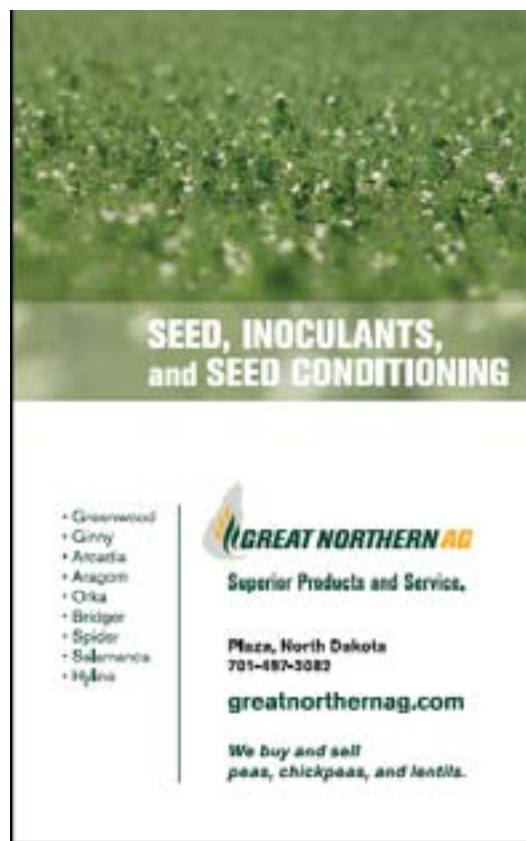
For more information about this event go to: www.northernpulse.com.

Sponsorship, exhibitor and registration forms are now online, you also can pay online or get a printable forms on our website. If you have any questions, please call the NPGA office at 701-222-0128. The agenda and more detailed information will be posted closer to the event.



USDA Adds New Tools to Farmers.gov

Ag producers have new resources available to them to prepare and recover from impacts of natural disasters www.farmers.gov. Farmers.gov provides farmers, ranchers, and private foresters, with online self service applications, educational materials, engagement opportunities, and business tools to increase efficiency and productivity while preserving and fostering long-held traditional relationships between local USDA offices and producers.



Welcome Wednesdays

NPGA is always happy to have visitors, but on select Wednesdays, starting October 3rd we will have Open House, so if you are in the neighborhood, stop by and say Hi to the staff, taste some pulse treats and take home some handy gadgets, cookbook or helpful hints to help you cook your next pulse meal. The schedule of "Welcome Wednesday" will be listed on our events page of our website. Hope to see you there!

1710 Burnt Boat Drive, Suite 4, Bismarck, ND

USADPLC Office Operating with Full Staff

The USA Dry Pea & Lentil Council (USADPLC) and the American Pulse Association (APA) have finished hiring the positions to fill their empty spots. Madison Jacobson joined the staff as the Assistant Marketing Manager in Public Relations, Dr. Susan "Evy" Jaconis accepted the position of Director of Research of the USADPLC/APA and Kara Russell is the new Assistant Marketing Manager for Grant Management and Statistics. Welcome to the Pulse Industry Madison, Susan and Kara!

Excellence Awards Nominations

Nominations are now open! Join us in celebrating the contributions and achievements of people who help make the pulse industry.

Nominate someone!

Please take the time to nominate a friend, colleague, employee, customer, or producer who deserves to be celebrated. Consider nominating an individual whose accomplishments have yet to be publicly acknowledged.

Awards will be presented at the NPGA Annual Convention. For the Excellence Award Nomination Form go to: www.northernpuls.com.

National Split Pea Soup Week

November 11th-17th

You don't have to wait for National Split Pea Soup Week to enjoy a warm bowl of split pea soup. National Split Pea Soup Week is the second week in November, 11th-17th. With the cold weather approaching - nothing will warm you up better on a cold winter day than a warm bowl of split pea soup.

With all the health benefits you will receive, it's not a wonder why this modest looking vegetable towers in it's nutrition; split peas - green or yellow, provide a heart healthy helping of soluble fiber. Peas are also one of the highest vegetable sources of protein as well as a good source of folic acid, fiber, vitamin A and vitamin C.

Split pea soups range from smooth to chunky with added vegetables or meat or both. The taste goes well with many ingredients and seasonings - so be bold - experiment!

National Split Pea Soup Week has been celebrated in the U.S. since 1969. To help you celebrate National Split Pea Soup Week, below are just a few split pea soup suggestions. (If you are viewing this online, click the link and it will take you directly to the recipe, otherwise you can find it on our recipe section of our website: northernpulse.com.)

- [Easy Split Pea Soup](#)
- [Italian Split Pea Soup](#)
- [Mexican Split Pea Soup](#)
- [Split Pea Soup Milano](#)
- [Roasted Yellow Split Pea Torilla Soup](#)
- [Hearty Split Pea Sausage and Sweet Potato soup](#)

Country-Style Split Pea Soup

Ingredients

- 1 c. onion, diced
- 1 leek, thinly sliced
- 2 cloves garlic, minced
- 1 T. canola oil
- 1 1/4 c. green or yellow split peas, rinsed
- 1 c. celery, diced
- 2 medium carrots, peeled and sliced
- 2 medium potatoes, peeled and diced
- 3 c. water
- 3 c. chicken broth
- 1 bay leaf
- 1/4 c. fresh parsley, chopped, or 2 teaspoons dried
- 1 T. seasoned salt
- 1/2 tsp. ground pepper
- 1 c. cooked ham, diced or ham bone (optional)
- 1 c. heavy whipping cream or plain nonfat/low-fat yogurt (optional)

Directions

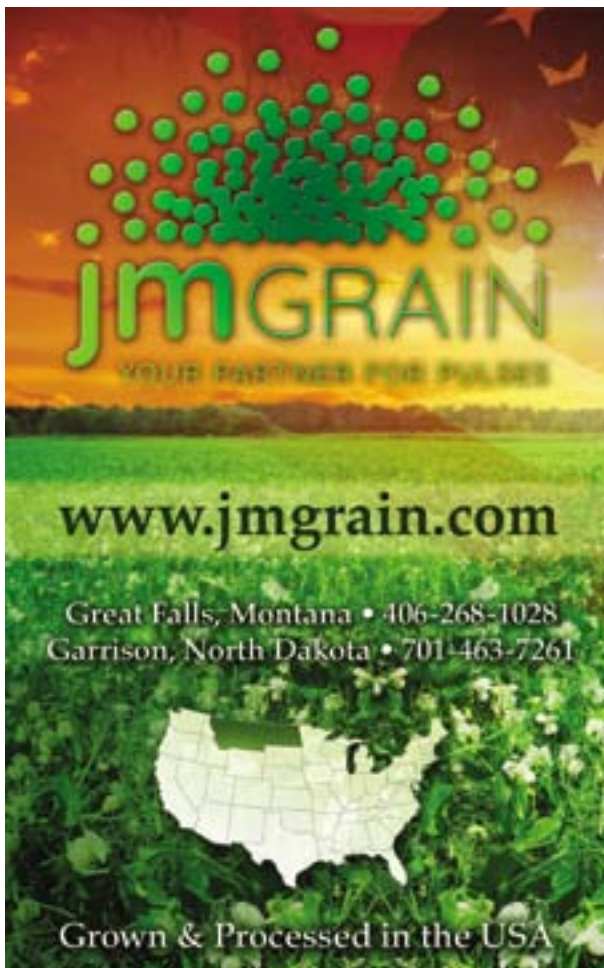
In a large, heavy saucepan, sauté onion, leek, celery and garlic until they are tender, about five minutes. Add peas, broth, water, bay leaf, parsley, seasoned salt and pepper and ham bone if using one. Bring to a boil. Reduce heat, cover and simmer, stirring occasionally, for about 40 minutes, or until peas are tender. Add the carrots, potatoes and ham (optional) to the soup. Cover and simmer about 15 to 20 minutes, or until vegetables are tender but retain their shape. Add water, if necessary, to thin soup. Reduce heat.

Optional: Add heavy whipping cream or plain yogurt, cook for five minutes. (Do not boil).





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NPGA Trivia

1. What day is Trent Loos speaking?
2. Who is the Headline speaker for Convention?
3. What is NPGA hosting on Wednesdays?

First 3 people to answer all the questions above correct will receive a NPGA promo item.

Email your answers to rohrich@northernpulse.com.

Calendar of Events

- Oct 3 - Welcome Wednesday, NPGA Office, Bismarck, ND
- Oct 10 - Northeast Montana Ag Expo, Glasgow, MT
- Nov 11 & 12 - MT Pulse Day, Billings, MT
- Nov 11-17 - National Split Pea Soup Week
- Nov 14 - MonDak Ag Research Summit
- Nov 27-29 - MT Grain Growers Convention, Great Falls, MT
- Dec 12 - Western Pea & Lentill Growers Meeting, Moscow, ID
- Jan 14-17 - CropSphere 2019, Saskatoon, Canada
- Jan 28 & 29 - NPGA Annual Convention, Minot, ND
- Jan 30 -Feb1 - KMOT Ag Expo, Minot, ND
- Feb 7 - MonDak Pulse Day, Williston, ND