

PulsePipeline

Your Pulse Connection

CELEBRATING 2016 INTERNATIONAL YEAR OF PULSES DECEMBER 9, 2016

Register NOW! WPGA ANNUAL MEETING

REGISTRATION DEADLINE EXTENDED

2016 Annual Meeting Tentative Agenda

Tuesday December 13

6:00-8:00 pm Optional Vendor Set Up

Wednesday December 14

7:00 a.m. Past & Present Chairman's Breakfast

7:00 a.m. Registration Opens; Vendor Set Up

8:00 a.m. Welcome & Opening
Jon Olson & Cole Riggers
Poster Session & Vendor Exhibits

8:15 a.m. Pesticide Credit Session

10:15 a.m. Break

10:30 a.m. RMA Announcement
Ben Thiel, USDA RMA

11:30 a.m. International Year of Pulses

12:00 p.m. Luncheon (Gold & Silver Room)
Lentil Family of the Year Award
Guest Speaker—TBA

1:30 p.m. North American Marketing Campaign
Tim McGreevy, USADPLC

2:30 p.m. ID & WA Commission Reports

3:00 p.m. WPGA Annual Meeting

3:30 p.m. Market Outlook Report—Panel
Peter Klaiber, USADPLC

4:00 p.m. Cooking Demonstration
Ron Pickarski, Eco-Cuisine

5:00 p.m. Pulse Pillar Hosted Reception

6:00 p.m. IYP Pulse Dinner Celebration
LAF Raffle Drawing
Special Guest Cynthia Sass,
Pulse Ambassador, Author, and
NY Yankees Sports Nutrition Consultant

2016 WPGA ANNUAL GROWER MEETING



WPGA
Western Pulse Growers Association

Wedn., December 14th
Best Western University Inn
Moscow, Idaho

CLICK TO REGISTER



WWW.USAPULSES.ORG/WPGA

As preparation for the 51st Annual Western Pulse Growers Association Annual meeting is underway, the registration site at www.usapulses.org/WPGA experienced some puzzling issues that prevented people from accessing the site. Due to this, the early registration deadline has been extended through Monday, December 12th. The agenda for the event is on the left.

If you have any questions regarding registration, call 208-882-3023 and ask for Mike Shelton or Kim Monk, or email kmonk@usapulses.org



Chef Ron Pickarski is the United Nations Food & Agriculture Organization's North American Pulse Chef and will be offering a cooking demonstration at 4pm.

Nutritionist, author and sports nutrition consultant to the NY Yankees, and 2016 U.S. Pulse Ambassador, Cynthia Sass will be the keynote speaker at the WPGA Reception.



**EARLY REGISTRATION EXTENDED
THROUGH MONDAY, DEC. 12TH**
www.usapulses.org/WPGA

USDA + USA Dry Pea & Lentil Council = pulSED SCHOLARSHIPS AVAILABLE!

The first 40 registrants of the new PulsED grower education program, offered by the USA Dry Pea & Lentil Council and the Western Regional Office of the will receive a \$50 rebate on WPGA Annual Grower Meeting registration!

Here's what you need to do:

1. Register for the WPGA Grower Meeting
2. Register for the PulsED grower series at <http://www.usapulses.org/pulsED>
3. <http://www.usapulses.org/pulsED>
4. Attend at least one of the six PulsED live webinar events
5. Wait for your scholarship check!

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After 38 years GARY BERGLEY RETIRES



After 38 years with the Washington State Department of Agriculture (WSDA), Gary Bergley, the Office Supervisor of the Colfax Grain Inspection Office will hang up his hat. Today is Gary's last official working day before he begins his retirement, according to an email released by the WSDA.

Of those 38 years with the WSDA, many of them as a supervisor, Gary has earned high praise and respect from his employees, WSDA management, WSU/ARS employees, as well as the entire pulse industry.

USADPLC CEO Tim McGreevy sums it up well, "Gary has been a great leader of the Colfax WSDA office. His expertise has been invaluable to the dry pea, lentil

and chickpea industry in Eastern Washington. I wish Gary all the best in his retirement from WSDA."

Don Potts, WSDA Grain Inspection/Warehouse Audit Manager seconds those sentiments, adding that during Gary's career he has seen a tremendous amount of change with the Grain Inspection Program and has effectively helped with the change and adapted to make things better.

"He has been a pleasure to work with and has made my job easier as he has performed above and beyond what was expected of him," said Potts. "I will miss him on a professional level but even more on a personal level."

Gary plans on taking a three-week vacation right away and then when the weather cooperates he is going to enjoy kayaking with his wife Kathy, which may be a feat of planning since Kathy is still in the workforce (image top left).

"I came to work for WSDA right out of college and am happy to say that both my wife Cathy and I have changed and grown into experienced, successful people. I wish everyone the best and maybe I will see you down the road."

Join the WSDA and the USADPLC in wishing Gary a healthy and long retirement after all of the wonderful years that he has spent working with the pulse industry. Good luck, Gary!



JOIN the THUNDERCLAP for PULSES!

Global Pulse Day

by LovePulses

category: Health

"Today I am celebrating #GlobalPulseDay to raise awareness of the benefits of pulses for people & the planet <http://thndr.me/ytBDbF>"



LovePulses

EMBED
</>

SUPPORTERS

57 of **100**

57% of goal supported

SOCIAL REACH

254,288

People

TIME LEFT

about 1 month

Ends Jan 18, 4:00 PM CET

CLICK TO FIND OUT HOW!



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PULSE MARKET NEWS

Today's Exchange Rate:
1 Canadian dollar = 0.76 U.S. Bank of Canada

PULSE PRICE CHART (Grower Prices in U.S. \$/cwt. on #1 Grade)				
Pacific Northwest		December 9, 2016		December 2, 2016
				LAST YEAR
Green Peas (whole)	\$	9.50-10.00	\$	9.50-10.00
Yellow Peas (whole)	\$	10.00	\$	10.00
Lentils (Brewer)	\$	27.00-27.50	\$	27.00-28.50
Lentils (Pardina)	\$	25.00	\$	25.00
Chickpeas (Large Kabuli)	\$	35.00-36.00	\$	35.00-36.00
Northern Plains				
Green Peas	\$	10.41-11.67	\$	10.00-10.41
Yellow Peas	\$	10.41-12.92	\$	10.00-12.50
Lentils (Richlea)	\$	38.00-40.00	\$	35.00-38.00
Chickpeas (Large Kabuli)	\$	46.00-47.00	\$	45.00-47.00
Canada (Prices in U.S. \$/cwt.) As of November 30, 2016				
Green Peas	\$	11.35	\$	11.35
Yellow Peas	\$	10.74	\$	10.74
Feed Peas	\$	8.90	\$	8.90
Lentils (Laird)	\$	48.34	\$	48.09
Lentils (Red)	\$	24.00	\$	24.00
Lentils (Richlea)	\$	40.90	\$	39.76
Chickpeas (Desi)	\$	26.17	\$	26.17
Chickpeas (Kabuli 9mm)	\$	42.47	\$	42.47

✓ **COMPARED TO LAST WEEK:** Trading activity was steady with light demand. Contract product is moving steady. Trucks are hard to come by in the PNW.

▪ Market prices contained in this newsletter may or may not reflect actual market conditions at the time of sale.

▪ U.S. prices are gathered from [USDA Bean Market News](#) which uses averages based on U.S. #1 production from the date surveyed and are for thresher run, clean basis.

▪ Canadian prices are gathered from the [Saskatchewan government](#).

PNW: Prices reported on a cwt basis, Del warehouse, thresher run and U.S. No. 1's.

Northern Tier: Prices reported on a cwt basis, Del warehouse, thresher run and U.S. No. 2's or better.

Santa took
the Pulse Pledge!



USDA 2015-16 National Posted Price and Loan Rate Summary

New Loan Rates Eff: May 1		Dry Peas				Lentils				Large Chickpeas		Small Chickpeas	
		West		Midwest		West		Midwest		All		All	
Pulse Loan Rate: #2 Grade		2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
		\$5.97	\$5.81	\$5.29	\$5.31	\$13.86	\$14.04	\$10.59	\$10.40	\$11.28	\$11.28	\$7.43	\$7.43
December 9, 2016	NPP	\$8.33	\$8.33	\$7.65	\$7.83	\$24.52	\$24.52	\$21.25	\$20.88	\$35.75	\$35.75	\$30.75	\$30.75
December 2, 2016	NPP	\$8.33	\$8.33	\$7.65	\$7.83	\$23.51	\$23.51	\$20.24	\$19.87	\$35.75	\$35.75	\$30.75	\$30.75

Midwest region: all counties in Montana and North Dakota, plus all counties in all other states not in the West Region.

Source: USDA Farm Service Agency

PULSE CROP EXPORTS

NOTES

Production figures are from USDA/NASS (2012-2016)

Export values and volumes are from USDA/FAS

ENLARGED VIEW ON PAGE 5

	MONTHLY RESULTS		CROP YEAR -- YTD		PRIOR CROP YEAR TOTALS				PRIOR YR AVG
USA DRY PEA EXPORTS	Oct-16	Oct-15	Sep - Oct 2016	Sep - Oct 2015	Sep 2015 - Aug 2016	Sep 2014 - Aug 2015	Sep 2013 - Aug 2014	Sep 2012 - Aug 2013	4 YR AVG
export value US\$	\$20,085,707	\$17,149,118	\$60,629,212	\$45,654,358	\$278,441,795	\$227,884,281	\$287,481,745	\$182,920,655	\$244,182,119
export volume MT	38,642	34,107	137,421	104,919	529,560	467,030	556,602	310,909	466,025
export unit value \$/MT	\$519.79	\$502.80	\$441.19	\$435.14	\$525.80	\$487.94	\$516.49	\$588.34	\$530
US production MT	1,228,297	829,311	1,228,297	829,311	829,311	778,145	708,518	493,143	702,279
exports / production	3%	4%	11%	13%	64%	60%	79%	63%	66%
USA LENTIL EXPORTS	Oct-16	Oct-15	Sep - Oct 2016	Sep - Oct 2015	Sep 2015 - Aug 2016	Sep 2014 - Aug 2015	Sep 2013 - Aug 2014	Sep 2012 - Aug 2013	4 YR AVG
export value US\$	\$32,994,408	\$22,026,163	\$80,033,653	\$48,259,092	\$173,098,273	\$146,916,258	\$133,541,112	\$150,791,075	\$151,086,680
export volume MT	43,536	29,530	105,936	65,285	220,356	216,347	219,423	233,593	222,429.8
export unit value \$/MT	\$757.86	\$745.89	\$755.49	\$739.21	\$785.54	\$679.08	\$608.60	\$645.53	\$679.26
US production MT	564,093	239,318	564,093	239,318	239,318	152,726	227,660	240,497	215,050
exports / production	8%	12%	19%	27%	92%	142%	96%	97%	103%
USA CHICKPEA EXPORTS	Oct-16	Oct-15	Sep - Oct 2016	Sep - Oct 2015	Sep 2015 - Aug 2016	Sep 2014 - Aug 2015	Sep 2013 - Aug 2014	Sep 2012 - Aug 2013	4 YR AVG
export value US\$	\$16,679,463	\$4,884,322	\$36,671,785	\$8,318,511	\$48,496,011	\$34,013,251	\$47,489,226	\$70,461,326	\$50,114,954
export volume MT	18,407	5,752	46,664	10,119	59,100	41,763	54,523	65,799	55,296
export unit value \$/MT	\$906.15	\$849.15	\$785.87	\$822.07	\$820.58	\$814.44	\$870.99	\$1,070.86	\$906.30
US production MT	226,497	114,442	226,497	114,442	114,442	127,370	157,352	151,139	137,576
exports / production	8%	5%	21%	9%	52%	33%	35%	44%	40%
TOTAL EXPORT VALUE	Oct-16	Oct-15	Sep - Oct 2016	Sep - Oct 2015	Sep 2015 - Aug 2016	Sep 2014 - Aug 2015	Sep 2013 - Aug 2014	Sep 2012 - Aug 2013	4 YR AVG
	\$69,759,578	\$44,059,603	\$177,334,650	\$102,231,961	\$500,036,079	\$408,813,790	\$468,512,083	\$404,173,056	\$445,383,752

After the record-setting month for exports in September, we expected to see a decrease in export volumes in October. October exports did in fact decrease for the month, but the pace of exports still remained decidedly hot.

DRY PEAS



Pea exports dropped from almost 100,000 MT in SEP to 38,600 MT in OCT and most of that decline came in shipments to India. Shipments to China and the Philippines declined too, while shipments to Mexico and Pakistan increased. One likely factor in the drop in pea exports was simply harvest timing. With peas harvested first, processors got started on pea processing in AUG and early SEP while lentils and chickpeas were still coming in, but day-by-day processors were able to dedicate more processing capacity to the strong market demand for lentils and chickpeas, pushing peas off the processing lines.

LENTILS



Lentil exports also fell in OCT compared to SEP, but the monthly total was still good enough to be the 2nd largest monthly lentil export volume we have ever seen – second only to SEP, of course. ‘Win, place and show’ remained the same as for the prior month – India, Canada and Spain, and it was nice to see export volumes increase to Spain, Mexico, Peru and Turkey. After two months in the 2015-16 marketing year, we had exported 65,000 MT of lentils, equivalent to 27% of the 2015 lentil harvest. In contrast, we have exported about 106,000 MT in the first two months of the 2016-17 marketing year, but because of our record-setting production volumes, that represents only 19% of the crop. We have a long way to go to empty those bins this year.

CHICKPEAS



As with lentils, our chickpea exports fell in OCT compared to SEP, but also as with lentils, OCT was the 2nd largest monthly chickpea volume on record -- second only to the prior month. In last month's export commentary, we noted that Canadian buyers were “scooping up” US chickpeas to cover their positions after weather decimated the Canadian chickpea crop. As we predicted last month, Canadians did take even more chickpeas in OCT than in SEP, becoming our leading chickpea export market for the month. India, Spain, Pakistan, Italy and Turkey all took nice volumes as well.

Statistical Chart by Tayebbeh Soltani, Assistant Marketing Manager.

Analysis by VP of Marketing, Pete Klaiber and Tayebbeh Soltani.

Final note: Along with the rest of the pulse-producing world, we are watching the pulse plantings in India. After two years of poor pulse harvests, India had a good monsoon season in 2016, setting them up to produce a record pulse crop with the winter crop that is now being planted. Plantings however have been proceeding slowly – in part because of weather and in part because of disruptions in India's financial system – and as of last week, pulse acres planted were at ‘average’ levels. India will need to do better than average in plantings to have the bumper crop they are hoping for. With four weeks to go in the planting season, they may get the weather and the financial relief they need to ‘go big’ on pulses this season, but at this point there is still a lot of uncertainty.



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PULSE CROP EXPORTS

ENLARGED VIEW

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Statistical Chart by Tayebbeh Soltani,
Assistant Marketing Manager.

Analysis by VP of Marketing, Pete
Klaiber and Tayebbeh Soltani.



<http://www.usapulses.org/PulsED>



Learn to take your dry peas, lentils, and chickpeas to the next level with...



✓ Register online at www.usapulses.org/pulsED

What is PulsED?

A FREE educational series of live webinars sponsored by the USA Dry Pea & Lentil Council and the USDA Risk Management Agency

To learn more about pulsED, attend the Western Pulse Growers Association's annual meeting on December 14th at 8am at the Best Western Plus University Inn in Moscow, ID. www.usapulses.org/wpga



GET THIS FREE PULSE HAT AT THE WPGA ANNUAL MEETING!



AND...

A CHANCE TO WIN THIS SIGNED 10TH ANNIVERSARY BUCK® KNIFE!

PROVIDED BY GIL COOK FROM NOVASOURCE



Photo by USADPLC Office & Audit Manager, Mike Shelton, who is also modeling the hat above.

FRIDAY FUNNY



2016

DECEMBER

14 WPGA ANNUAL MTG
15 WPGA ID/WA BRD MTG
22 RESEARCH COMMITTEE MTG.
25 CHRISTMAS-OFFICE CLOSED

PulsePipeline
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USA Dry Pea and Lentil Council

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