

PulsePipeline

Your Pulse Connection SEPT. 25, 2026
CELEBRATING OVER 25 YEARS OF PULSE NEWS REPORTING

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INSIDE THIS ISSUE

- CULINARY SPARK MIAMI..... 1-2,5
- PULSE MARKET NEWS 3, 8
- PNW INTERMODAL / EPA 4
- GORDON STONER 6-7
- DEANNE FINKEN 7
- USDA SOLICITATION 8



CULINARY SPARK MIAMI 2026 CHEF EVENT SHOWCASING U.S. PULSES TO LATIN AMERICAN CHEFS

*Based on a report by the
USA Pulses International
Marketing Team.*

For several days in Miami, USA Pulses challenged Latin American chefs to consider pulses as more than a side dish, instead viewing them as modern, versatile ingredients for today's foodservice industry. Twenty-five chefs from nine countries put that idea into practice, turning U.S. pulses into breads, pasta, croquettes, sauces and other dishes during the 2026 USA Pulses Culinary Spark Chef Ambassador Program.

Designed to complement the Americas Food & Beverage Show, which drew more than 11,700 attendees and 990 exhibitors, the Culinary Spark program combined market exposure, technical education and hands-on training. At the show, participating chefs

met U.S. Foreign Agricultural Service representatives from Latin American markets and explored U.S. food products, companies and trends being presented to international buyers.

USA Pulses also sponsored a booth near the show's main entrance, alongside USDA and NASDA chef demonstrations, where U.S. pulse exporters connected with international buyers and other food industry representatives.

"We had at least a couple of international leads each day, along with many U.S. buyers," said Diego Daza of Commercial Lynks. "The event also appears to be growing in popularity with buyers from the Caribbean, making it an

increasingly valuable venue to promote U.S. pulses." Harry Vanjani of Baba Grain, attending the show for the first time, also pointed to the opportunity to learn more about markets in the region.

"The majority of the vendors were from South America, which provided a valuable opportunity to learn more about the region's food and agricultural products and to connect with companies from different markets," Vanjani said.

Following the trade show, the chefs moved to Florida International University's Chaplin School of Hospitality & Tourism

CONT. ON PAGE 2 >>>

MIAMI CHEF WORKSHOP CONT.



Management for the technical and hands-on portions of Culinary Spark.

Classroom training began with an overview of the U.S. pulse industry and opportunities to expand pulse consumption in Latin America. A central theme was the Culinary Spark concept of moving pulses “from the side of the plate to the center of the plate.”

“We were able to accomplish what we set out to do: challenge chefs to look at pulses differently, not simply as a side dish, but as an ingredient with enormous potential at the center of the plate, in plant-based bakery, food innovation, nutrition and sustainable cuisine,” said USA Pulses Marketing Representative to Latin America Raul Caballero.

Following a classroom session led by chemical engineer and product development consultant Mariana Repetto on using whole pulses and pulse ingredients in bakery products, snacks, pasta, meat alternatives and egg substitutes, the chefs moved from theory to the kitchen.

Colombian chef and culinary educator Daniel Riveros, who works with USA Pulses in Latin America,

USA Pulses staff Jacob Slabaugh, far right, and Raul Caballero, second from right, helped lead the 2026 Culinary Spark Chef Ambassador Program, bringing together 25 chefs from across Latin America for market exposure, technical education and hands-on culinary training at Florida International University in Miami.

led a hands-on session demonstrating pulses in foodservice dishes, including chickpea and shrimp croquettes over lentil Bolognese, Creole-style rice, split-pea pâté and pulse pasta.

AGT Foods and Ingredients food chemical engineer Allison Wang examined pulse ingredient functionality, including how pulse flours, fibers, proteins and starches can provide water and oil binding, emulsification, thickening, foaming, gelation and texture development.

Food scientist and Johns Hopkins University senior lecturer Dr. Kantha Shelke added another dimension with her presentation, “Food as Medicine,” connecting culinary decisions with nutrition and health. She highlighted pulses as affordable sources of protein, fiber and important nutrients and addressed common misconceptions about pulses, along with preparation techniques including soaking, sprouting, fermentation, hydration and cooking.



CONT. ON PAGE 5 >>>



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PULSE MARKET NEWS

A snapshot of U.S. and Canadian pulse market prices



U.S. COOL SEASON PULSE PRICES

Grower prices • U.S. \$/cwt. (All prices are No. 1 grade)

UPDATED
Week of
Sept. 25, 2026

REGION / COMMODITY	THIS WEEK	LAST WEEK	AVG	LAST YR	CHANGE
Pacific Northwest					
Green Peas (whole)	\$12.00	\$12.00	\$12.00	NA	UNCH
Yellow Peas (whole)	NA	NA	NA	NA	—
Lentils (Brewer)	\$21.00	\$21.00 – 22.00	\$21.00	NA	UNCH-DN \$1.00
Lentils (Pardina)	\$21.00	\$21.00	\$21.00	NA	UNCH
Chickpeas (Large Kabuli)	\$21.00 – 22.00	\$21.00 – 22.00	\$21.67	NA	UNCH
Northern Plains					
Green Peas (whole)	\$10.42 – 12.00	\$10.42 – 12.00	\$11.21	NA	UNCH
Yellow Peas (whole)	\$7.92 – 11.67	\$7.92 – 10.00	\$9.03	NA	UNCH-UP \$1.67
Lentils (Richlea)	\$14.00 – 16.00	\$13.00 – 14.00	\$15.00	NA	UP \$1.00-\$2.00



CANADIAN PULSE PRICES

Grower prices in U.S. \$/cwt. (Converted from C\$/cwt. using Bank of Canada exchange rate)

COMMODITY	THIS WEEK	LAST WEEK	AVG	LAST YR	CHANGE
Green Peas (whole)	\$10.06	\$9.73	\$9.90	—	▲ \$0.33
Yellow Peas (whole)	\$9.43	\$9.11	\$9.27	—	▲ \$0.32
Feed Peas (whole)	\$9.56	\$9.27	\$9.42	—	▲ \$0.29
Lentils (Laird)	\$18.67	\$17.25	\$17.96	—	▲ \$1.42
Lentils (Red)	\$17.82	\$15.69	\$16.76	—	▲ \$2.13
Lentils (Richlea)	\$14.26	\$13.90	\$14.08	—	▲ \$0.36
Chickpeas (Desi)	\$18.46	\$14.91	\$16.69	—	▲ \$3.55
Chickpeas (Kabuli 9mm)	\$20.55	\$18.07	\$19.31	—	▲ \$2.48

DRY BEAN PRICES

Grower prices • U.S. \$/cwt. (All prices are No. 1 grade)

COMMODITY / REGION	THIS WEEK	LAST WEEK	AVG	LAST YR	CHANGE
Black Beans — North Dakota / Minnesota	\$40.00 – 45.00	\$40.00 – 45.00	\$43.33	NR	—
Black Beans — Michigan	\$42.00 – 45.00	\$42.00 – 45.00	\$43.50	NR	—
Dark Red Kidney — Min-Dak Region	NR	NR	NR	NR	—
Light Red Kidney — Min-Dak Region	NR	NR	NR	NR	—
Navy Beans — Min-Dak Region	\$38.00	\$38.00	\$38.00	NR	—
Navy Beans — Michigan	\$40.00	\$40.00	\$40.00	NR	—
Pinto — Min-Dak Region	\$42.00 – 43.00	\$42.00 – 43.00	\$42.67	NR	—

Sources: USDA Bean Market News (AMS_2814.pdf); Saskatchewan Ministry of Agriculture.
Canadian prices converted to U.S. dollars using Bank of Canada exchange rate (1.00 CAD = 0.71 USD).
Note: U.S. and Canadian pea prices are for whole peas.

▲ = Higher than last week
▼ = Lower than last week
— = No change

DRY PEAS • LENTILS
CHICKPEAS • DRY BEANS

Prices are indicative and may not reflect actual market conditions at the time of sale.

Northern Tier: cwt. Del warehouse, thresher run, U.S. No. 2 or better. PNW: cwt. Del warehouse, thresher run, U.S. No. 1.



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INTERMODAL PARTNERSHIP EXPANDS PNW EXPORTS

A new logistics partnership in southeastern Washington is expanding transportation options for Pacific Northwest agricultural exporters.

Tri-Cities Intermodal and MAC Container Line announced a strategic commercial partnership Sept. 9 centered on the Tri-Cities Intermodal facility in Wallula, Wash. Under the agreement, MAC will serve as the preferred logistics provider for truck-origin agricultural container exports moving through the facility.

The partnership combines truck-to-container agricultural transloading at Wallula with intermodal rail and international ocean freight. According to the announcement, the Wallula model provides an alternative for agricultural exporters currently moving products by hopper truck across the Cascades to traditional transload locations.

The partnership's initial investment will support dedicated storage bins and transloading

infrastructure for McKay Seed Co. at the Wallula facility. The new capacity will support the company's specialized food-grade barley exports to Japan while maintaining product segregation and quality controls.

The Tri-Cities Intermodal Center is served by Union Pacific Railroad and Columbia Rail and provides import and export service through the Northwest Seaport Alliance. According to Tri-Cities Intermodal, the facility has an initial capacity of 75,000 container lifts annually.

The announcement comes as USA Pulses continues to focus on transportation and logistics issues affecting the pulse industry. While the Wallula partnership is focused broadly on agricultural exports, it represents a new development in the Pacific Northwest transportation network serving agriculture. 



EPA RFI: Alternative to Conventional Desiccation - Funding Use and Structure
<https://bit.ly/4Ap5euJ>

EPA RFI: Alternative to Conventional Desiccation - Current Knowledge
<https://bit.ly/4xZ5EWI>

Please submit your responses by September 28 at the latest so USA Pulses can incorporate member input into our comments to EPA.

Need more time or have questions?

Contact Dr. Yukiko Naruoka, USA Pulses Director of Research, at ynaruoka@usapulses.org. 



LAST CALL: Help Shape EPA's \$30 Million Crop Desiccation Challenge

There's still time to make your voice heard.

EPA is developing a \$30 million Innovation Challenge focused on practical, cost-effective alternatives to conventional pesticide chemicals used for crop desiccation, and USA Pulses wants input from growers, processors, handlers and researchers before submitting

our industry comments.

We've broken EPA's questions into three short surveys, and you don't have to answer them all. Just respond to the questions where you have knowledge or experience.

EPA RFI: Alternative to Conventional Desiccation - Current Desiccant Use and Alternatives Requirement

<https://bit.ly/4hjLSy9>(<https://bit.ly/4hjLSy9>)

MIAMI CHEF WORKSHOP CONT.



@afatfluencer Con diploma en mano y agradecida por todo lo que aprendí en Miami... 🇺🇸 🇨🇷 🌱 🍴

Vine invitada por USA Pulses @usapulses para formar parte de Culinary Spark Latin America Chef Ambassador Program 2026, una experiencia de capacitación en Florida International University @fiuinstagram junto a 25 profesionales de la gastronomía de diferentes países de Latinoamérica. Cocinamos, aprendimos, experimentamos y descubrimos nuevas formas de llevar las leguminosas del borde al centro del plato. 🍴 🌱 🍴

Y quizás una de las cosas que más me sorprendió al llegar fue descubrir que era la única del grupo que no era chef (además de otro participante que es nutricionista 😊). Yo llegué desde mi mundo: la comunicación y el periodismo gastronómico, a compartir cocina con profesionales increíbles de toda Latinoamérica.

Me llevo nuevos ingredientes, técnicas, sabores y muchísimas ideas, pero también la experiencia de haber compartido, cocinado y aprendido de los MEJORES chefs de Latinoamérica con formas muy distintas de entender la gastronomía.

Regreso a Costa Rica como USA Pulses Culinary Spark Ambassador, con todavía más curiosidad y con muchísimo que compartirles de todo lo que descubrí estos días. 🇺🇸 🇨🇷

Gracias USA Pulses @comeleguminosas por la invitación, por confiar en mi trabajo y por darme un espacio en esta mesa. 🍴 🌱

Culinary Spark Ambassadors shared their experiences with their social media audiences following the program. Cristina Mora of Costa Rica, above, wrote, "I'm taking home new ingredients, techniques, flavors and so many ideas, but also the experience of sharing, cooking and learning from some of the best chefs in Latin America." Exariel Cabrera Pujols of the Dominican Republic, below, proudly shared his Culinary Spark Ambassador recognition with his followers.

Baker chef Andrea Londoño led the bakery portion of the training, demonstrating how pulse flours and whole pulses can be used in artisan baking and fermentation. Chefs prepared green pea sourdough, chickpea brioche and lentil focaccia, using the breads in dishes including bruschetta with pea pesto, chickpea sliders, tuna tartare and shrimp rolls.

"The conversations around healthy eating, sustainability, water and environmental impact, food science, and the versatility and quality of U.S.-grown pulses made this much more than a traditional culinary training program," Caballero said.

Participants also shared their Culinary Spark experiences, recipes and images on social media, extending the program beyond those attending in person. The 25 participating chefs had a reported combined social media following of approximately 29.1 million, and each was required to post at least three stories per day during the program.

Participant response to Culinary Spark was highly positive, with chefs returning to their home markets with new information, techniques and recipes for using U.S.-grown pulses. USA Pulses is compiling participant evaluations, program results and social media metrics to further measure the program's impact.

"We truly believe we created something very special, and we're already looking forward to continuing to build on this experience next year," Caballero concluded. 🌱



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PULSE INDUSTRY REMEMBERS GORDON STONER

MONTANA FARMER, POLICY LEADER AND PULSE ADVOCATE LEAVES A LASTING LEGACY



Gordon grew durum, pulse crops, flax, oilseeds and corn and operated a cow/calf operation. An early adopter of no-till farming, he freely shared what he learned with other producers and became an early champion of pulse production in Montana.

As Montana's pulse industry developed, Gordon became a longtime leader with the Montana Pulse Crop Committee. He was also instrumental in bringing Montana into the national pulse organization, USA Pulses (then the USA Dry Pea & Lentil Council), helping connect Montana growers with the broader U.S. pulse industry.

USA Pulses CEO Tim McGreevy remembered Gordon as someone who did more than identify problems. He worked to solve them.

"Gordon Stoner was a man who engaged," McGreevy said. "If he saw a problem or injustice he worked to fix it. He was a leader who connected with people. He understood the power of meeting face to face especially when the conversations were difficult."

Gordon served on the USA Pulses national board and, before his retirement, chaired the national organization's Information/Government Affairs Committee.

McGreevy described Gordon as a master of agricultural policy who spent countless hours in Washington, D.C., meeting with elected officials and agency leaders to advocate for a stronger farm safety net, increased research funding and greater market access for U.S. pulses.

Closer to home, Gordon was a strong advocate for the soil health

benefits of dry peas, lentils and chickpeas in what McGreevy called his beloved "Platinum Rectangle," the dryland farming region of northeastern Montana.

Gordon's agricultural leadership extended well beyond pulses. He served as president of the Montana Grain Growers Association, twice as president of the National Association of Wheat Growers and as chairman of the U.S. Wheat Associates Joint International Trade Policy Committee.

He also served as a director of the Montana Pulse Crop Committee and the USA Dry Pea and Lentil Council and was appointed to the Agricultural Policy Advisory Committee, which advises the U.S. secretary of agriculture and the U.S. trade representative. His policy work included testifying before the Senate Finance Committee on the U.S.-Colombia Trade Promotion Agreement.

Gordon remained closely involved in agriculture in his home community as well, serving on the Farmers Elevator Board and playing an instrumental role in bringing Columbia Grain's pulse crop plant to Plentywood.

In 2025, Montana State University honored Gordon with its Outstanding Agricultural Leader Award.

His friend Paul Kanning, who introduced Gordon when he received the award, reflected on the many roles Gordon held throughout his life and the trust he earned along the way. Kanning described those roles as the many "hats" Gordon wore.

The U.S. pulse industry is mourning the loss of Gordon Stoner, a longtime Montana farmer, agricultural leader and advocate whose influence reached from the fields of northeastern Montana to agricultural policy discussions in Washington, D.C.

Gordon died Sept. 13 in Chicago, surrounded by his family. He was 71.

A fourth-generation farmer from Plentywood, Mont., Gordon returned to the family farm in 1980 after studying business administration and economics at Seattle Pacific University and working as an assistant controller at the university. He and his wife, Bonnie, who would have celebrated their 50th wedding anniversary in December, raised four children while building their farming operation.

CONT. ON PAGE 7 >>>



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GORDON STONER CONT.



"Gordon wore more of them than anyone I've known, and he wore every one well," Kanning wrote. "Start with the ones closest to home. Husband to Bonnie. Father. Grandfather. Farmer. Rancher."

Kanning recalled that Gordon and Bonnie practiced regenerative agriculture before it became a buzzword. He also pointed to Gordon's service on his local grain cooperative and church boards, his willingness to mentor others and the couple's quiet support of causes in their community over many years.

But it was Gordon's leadership, Kanning wrote, that tied those many roles together.

From left, Paul Kanning, Gordon Stoner and Montana State University Vice President for Agriculture Sreekala Bajwa celebrate Gordon's recognition as Montana State University's 2025 Outstanding Agricultural Leader.

"He didn't chase the hats," Kanning wrote. "He earned the trust, and the hats followed."

The Montana Pulse Crop Committee also remembered Gordon as a pioneer of the state's pulse industry.

"Beyond his own farm, Gordon shared his knowledge, mentored generations of growers, supported research and helped build the foundation for the pulse industry we know today," the committee wrote in a Facebook tribute. "His influence on Montana agriculture will be felt for generations to come."

Gordon retired from farming in 2020, but his influence remains evident in the pulse industry he helped develop, the agricultural policies he worked to improve and the growers and agricultural leaders he mentored along the way.

"He was a man of action," McGreevy said. "When he made a commitment, he went all in. The pulse industry has lost a great leader. Rest in peace Gordon."

Funeral services will be held at 11 a.m. Saturday, Oct. 10, at Plentywood Lutheran Church in Plentywood, Mont. A reception will immediately follow at the church, with entombment at the family farm.



IN LOVING MEMORY OF

DEANNE KAY



FINKEN

APR 26, 1960 — SEP 20, 2026
DOUGLAS

CONDOLENCES TO THE FINKEN FAMILY

USA Pulses extends its condolences to North Dakota grower and longtime industry member Bob Finken and his family following the passing of his wife, DeAnne Finken, on Sept. 20.

Bob asked that we share the news with his friends and colleagues in the pulse industry. DeAnne and Bob were married for 44 years and raised four children on the family farm near Douglas, N.D.

Additional information about DeAnne's life and funeral arrangements is available in her obituary.

<https://www.thomasfamilyfuneralhome.com/obituaries/deanne-finken>

Funeral service: 10:30 a.m. Monday, September 28, 2026, at Trinity Lutheran Church, Douglas. To view a livestream of the service, access <https://www.mtmsales.net/thomas>.



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USDA PULSE SOLICITATION



ANNOUNCEMENT Purchase Solicitation

Invitation Total: 500 MT

Commodity	Size	Metric Tons
Pinto	50kg bags	500

Solicitation due date is: 10/06/2026

[Download the Purchase Solicitation Here](#)

We are working with US Government Officials to ensure that dry peas, lentils, and chickpeas are purchased through programs like PL 480 and Section 32. We strive to notify you and other industry partners promptly.

usapulses.org

Friday Funny!



Beau Anderson

4 days ago · 🌐

Who said romance is dead?



PulsePipeline

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UPCOMING EVENTS

Sept. 29–Oct. 1	Food Tech Summit 2026, Mexico City
Oct. 12	Columbus Day, Office Closed
Oct. 14	Pulse Foundation Board Mtg.
Oct. 17–20	SIAL Paris
Oct. 20–23	FIGAP 2026, Guadalajara, Mexico

PULSE CROP LOAN DEFICIENCY PAYMENTS (LDP) RATES

Loan Rates & Weekly Posted Prices		Dry Peas				Lentils				Large Chickpeas		Small Chickpeas	
		West		Midwest		West		Midwest		All		All	
		2026	2025	2026	2025	2026	2025	2026	2025	2026	2025	2026	2025
Pulse Loan Rate (No. 2 Grade)		\$7.18	\$6.10	\$6.85	\$6.15	\$14.30	\$13.00	\$14.30	\$13.00	\$15.40	\$14.00	\$11.00	\$10.00
Sept. 18, 2026	NPP	\$10.68	\$13.89	\$10.35	\$13.94	\$20.29	\$37.44	\$20.29	\$37.44	\$18.36	\$36.11	\$13.36	\$28.89
	LDP												
Sept. 11, 2026	NPP	\$10.69	\$13.89	\$10.36	\$13.94	\$20.64	\$37.44	\$20.64	\$37.44	\$18.04	\$36.11	\$13.04	\$28.89
	LDP												

Source: USDA Farm Service Agency

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

NPP = National Posted Price
LDP = Loan Deficiency Payment



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