US Dry Pea and Lentil Council

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USA Dry Pea & Lentil Council
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Our members are:

- growers
- processors
- exporters
- shippers

They produce, process and distribute dry peas, lentils and chickpeas throughout the US and the world.
we promote our products through:

**research**
- new varieties
- new product development = new opportunities for value-added products such as drinks, cereals, biscuits, weaning foods, etc.

**market programs**
- domestic and international promotional activities such as this conference in Nairobi.

more information:

*website: www.pea-lentil.com*
USADPLC: all over the world

Headquarters:
Moscow, Idaho, USA

Global Offices
- Bangkok
- Barcelona
- Mexico City
- Paris
- New Delhi
- Shanghai

North Dakota Dry Pea & Lentil Association:
Bismarck, ND
production of US dry peas and lentils:

- expanding rapidly
- consistent low-cost, high-quality product
- rich in protein – the perfect food for dry packaging, canning and value-added products

<table>
<thead>
<tr>
<th>crop year</th>
<th>planted hectares</th>
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<tbody>
<tr>
<td>2009 projected</td>
<td>500,000 +</td>
</tr>
<tr>
<td>2008</td>
<td>501,365</td>
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<tr>
<td>2002</td>
<td>268,000</td>
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</table>
major US markets for dry peas

- Yellow Peas
- Green Peas
US dry pea production

<table>
<thead>
<tr>
<th>Year</th>
<th>Production (MT)</th>
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<tbody>
<tr>
<td>2007</td>
<td>610,632 MT</td>
</tr>
<tr>
<td>2008</td>
<td>727,116 MT</td>
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<tr>
<td>2009 projection</td>
<td>700,000 + MT</td>
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a few things to know about US dry peas:

- **US exporters ship in 50-kg bags in whole container loads (22 MT)**
- **dry peas have a low moisture content**
- **this ensures a quick cooking time & a longer shelf-life**
- **storage: cool & dry = product lasts longer**
  - 4°C = 24 months
  - 21°C = 12 months
  - 32°C = 9 months
US dry peas - a protein-rich product for Kenya

- dry peas can be yellow or green
- dry peas can be whole or split
- food manufacturers either can can them or put them in dry packages
- you can reduce cooking time by soaking whole peas overnight
- you don’t need to soak split peas
US dry peas are already consumed in Kenya

- Kenya imported 22,000 MT of US dry peas in 2007, much of it for food aid programs
the advantages of US dry yellow peas:

- the cheapest dry legume in the world (because the greatest volume)
- rich in protein, vitamins and minerals (iron and zinc)
The advantage of US yellow dry peas: yellow pea flour

- Yellow pea flour can be used in a variety of food products as a protein enhancer.
- US suppliers of yellow pea flour can ship directly to Mombasa.
how to use dry peas - traditional:

- as a dry packaged product
- as a canned product
- for soups, salads, stews, side-dishes, purées, etc.
how to use dry peas – innovative:

yellow pea flour as a protein enhancer

- high-nutrition flavored drinks
- biscuits
- porridges, cereals and weaning foods
- snack foods

the possibilities are endless!
examples of value-added applications:

- training courses in the US on how to use dry pea flour
- dry pea-rice drink launched in Indonesia
- extruded snacks produced in Southeast Asia
- yellow peas used as a source of starch in France
- high-nutrition drink, using yellow pea flour, to be developed here in Kenya
new product development in Kenya – we can help with:

- information on applications for yellow pea flour to give your food products added protein & fiber
- identifying the best added-value food product opportunity for your market

<table>
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<tr>
<th>beverages</th>
<th>weaning foods</th>
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<tbody>
<tr>
<td>baked goods</td>
<td>baby foods</td>
</tr>
<tr>
<td>nutrition bars</td>
<td>power soups</td>
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</table>
for example, baking with yellow pea flour
2008 product research

American Institute of Baking

- experimental baking tests were performed in muffin and chocolate chip cookie applications in early April 2008

- dry pea flour was shown to be an excellent ingredient in baked goods
new bakery formulas using yellow pea flour

- carrot cake muffins as a 75% replacement
- chocolate brownies as a 55% addition
- ginger cookies as a 42% replacement
- donuts as a 36% replacement
- pan bread as a 30% addition
- hamburger buns as a 30% addition
- pecan cookies as a 25% replacement
- pancakes as a 25% replacement
- bagels as a 20% addition
- tortillas as a 20% addition
- whole wheat bread as a 5% addition
please know that:

- we are working with a highly nutritious, low-cost food, grown in optimum conditions

- US dry peas are totally natural, non-GMO, pure and clean – and a powerhouse of good health and nutrition
If you have any questions concerning importing US dry peas or yellow pea flour, please contact me:

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Thank you!