

PULSE SUPPLY CHAIN

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STRATEGIES TO GROW YOUR BUSINESS

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In this case study, an international ingredients company engaged CPL Business Consultants to give a detailed overview of the pulse supply chain and the value chain for ingredients from pulses (lentils, fava beans and yellow peas) in North America.

This overview covered all the stages of pulse production, starting with breeding and ending in secondary processing. CPL's comprehensive report was used to inform the company's investment decisions on where it should play in the value chain and potential options for vertical integration.

OBJECTIVE

CPL's client required insight into the pulse supply chain and the value chain for ingredients from lentils, fava beans and yellow peas in North America.

METHOD

CPL used scientific literature, regulations databases, industry news and expert interviews to complete this comprehensive report. We provided our client with transcripts of interviews.

Click to see [the contents of the study](#), or look below for an outline.

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Principal Findings

- The Global Pulse Market
 - Lentils, Fava Beans and Yellow Peas
- Overview of the Pulse Supply Chain
- Seed Breeders, Growers and Processors
- Crop Production
- Factors Influencing Production Choice
- Trade and Export Prices
- Quality Standards
- Logistics and Transport
- Processing and Handling

Answers to the Client's Questions

- Pulse Seed Production
- Growers of Pulses
- Primary Processors
- Transportation Dynamics
- Secondary Processing

The Pulse Market

- The Global Pulse Market and Price Volatility
- Drivers
 - Production
 - Production Volatility
 - Yields
 - Global Trade/Consumption
 - Other Factors Driving Demand
- Future Prospects
- Pulse Exports
- The Pulse Value Chain

Pulse Seed Production

- Introduction
- Research
- Seed Breeders
 - Breeding Objectives
 - Breeding Programs
 - Popular Varieties
 - Seed Treatment
 - Seed Growers
- 5 Seed Breeding, Processing and Marketing Companies

Crop Production

- Types of Pulses Grown
 - Lentils, Fava Beans and Yellow Peas
- Major Pulse Producers
 - Development of the Industry
- Production of Pulses
- Pulse Production and Farm Structure
- Factors Affecting Choice to Grow Pulses
- Economics of Pulse Growing

Pulse Traders

- Value Add Estimates

Logistics and Transportation

- Transport of Crops
- Grain Elevators
- Trucking
- Inland Waterways
- Ports

Primary Processing and Grain or Pulse Handling

- Major Primary Processors of Lentils, Fava Beans and Yellow Peas
- 64 Primary Processors

Quality Standards

- Pricing Differentials
- Standards
 - Lentils, Fava Beans and Yellow Peas

Secondary Processing

- Overview
- Secondary Processing of Pulses
 - Lentils, Fava Beans and Yellow Peas
- Value Add Estimates
- Markets
- End Use Applications
- Secondary Processing Activities
- 22 Secondary Processors

Contacts in the Pulse Supply Chain

- Contact Summary
 - Development of the Pulse Business
 - Reasons Pulses are Grown
 - Logistics and Processing Activities
 - Major Pulse Players
 - Value Add in the Pulse Supply Chain
- 20 Contact Reports

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Have a look at our [PowerPoint Introduction](#) and Brochure describing deliverables, differentiators and case studies. You can also review [eight case studies](#).