



FALCONBRIDGE RESOURCES
INNOVATIVE SOLUTIONS FOR GLOBAL TRADE

THE PULSES PROCUREMENT PLAYBOOK

2026
Buying Better
Not Just Cheaper

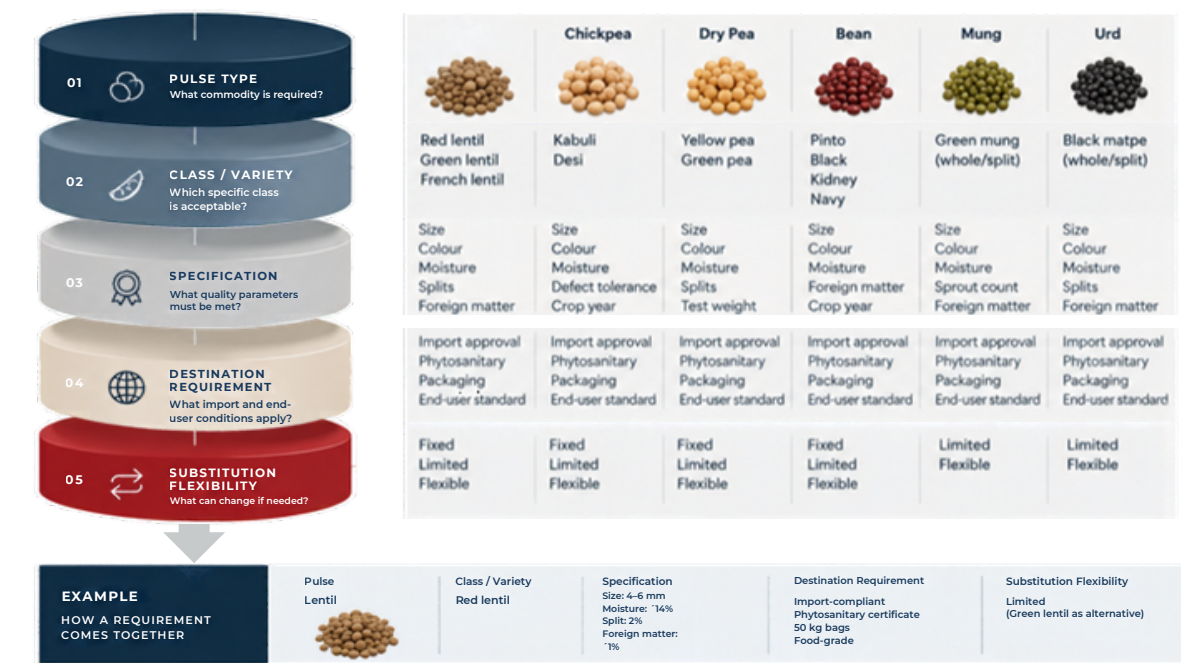
CHAPTER 1

WHAT EXACTLY DO I NEED TO BUY?

Figure 1

PULSE PROCUREMENT REQUIREMENT STACK™

Price comparison only becomes meaningful once the requirement stack is equivalent.



Before you compare price, define what you are buying.

Dry peas, lentils, chickpeas, beans, mung and urd are not interchangeable markets. Class, quality, destination requirements and substitution flexibility determine whether two offers are even commercially comparable.

DEFINE THE BUY BEFORE YOU PRICE THE MARKET.

Figure 2

PULSE PROCUREMENT FLEXIBILITY MATRIX™

The right procurement strategy depends on how much flexibility you have and how quickly you need the cargo.

		SPECIFICATION FLEXIBILITY	
		Low (Fixed or limited substitution)	High (Multiple classes or origins acceptable)
TIME PRESSURE	Low (Normal delivery window)	 Compare qualified origins carefully - Evaluate multiple suppliers - Focus on specification fit and reliability - Negotiate on landed cost and terms	 Maximize optionality - Compare a wider range of origins and classes - Use market competition to optimize price - Keep alternative options open
	High (Urgent or time-sensitive)	 Secure supply early - Prioritize execution certainty - Engage trusted suppliers - Consider split sourcing if needed - Be prepared to pay a premium for reliability	 Switch origin or class if needed - Use substitution options - Move quickly to available origins - Adjust specifications where possible - Focus on delivery over price

Specification clarity determines how much sourcing flexibility the buyer really has. The lower the flexibility, the earlier execution risk begins to matter.

CHAPTER 2

WHERE SHOULD I SOURCE AND SHOULD I COMMIT NOW?

The right pulse is only half the decision.

In 2026, the attractiveness of each origin is changing by pulse, while buyer demand, policy and freight can quickly alter availability and landed economics.

The procurement decision should therefore answer three questions:

- 1. How urgent is my buying window?
- 2. Is market pressure rising within that window?
- 3. Is my preferred origin still commercially attractive?

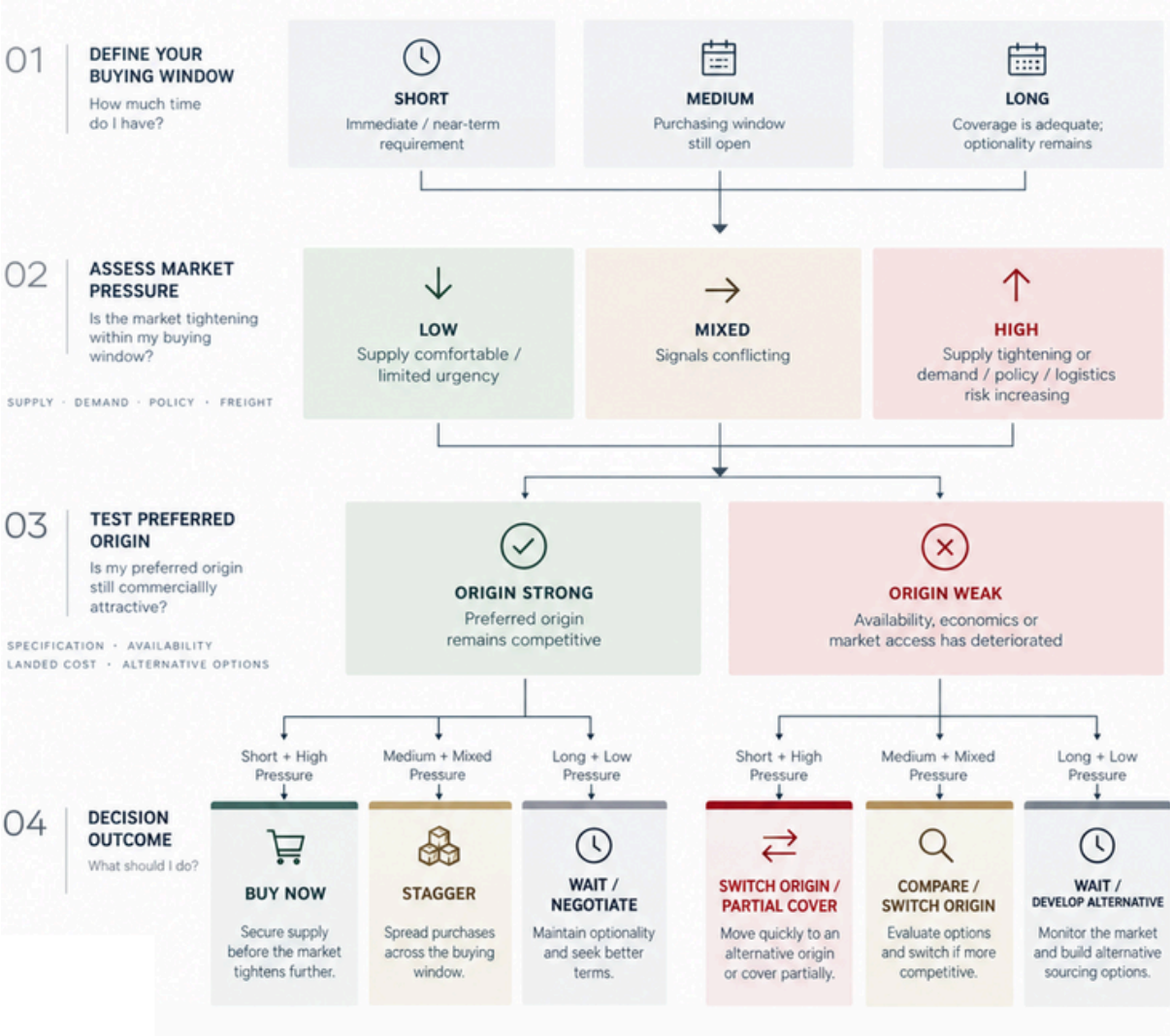
The procurement action should reflect both the buying window and the relative strength of available origins.

MARKET PRESSURE DETERMINES URGENCY. ORIGIN STRENGTH DETERMINES WHERE TO BUY.

Figure 3

PULSES PROCUREMENT DECISION FRAMEWORK™

Right Pulse. Right Origin. Right Timing. Better Outcomes.



CHAPTER 3

DOES THE TRADE STILL WORK ONCE COST AND EXECUTION ARE INCLUDED?

A pulse procurement decision is not complete when the buyer identifies the right market and origin.

The final test is commercial:

- Does the option still make sense on landed cost
- Can it be executed with confidence?

DO NOT COMMIT UNTIL ECONOMICS AND EXECUTION ALIGN.

The strongest pulse procurement option is not the cheapest quotation.

It is the option that can meet specifications, arrive within the required window and deliver the most competitive effective landed cost.

Figure 4

EXECUTION READINESS MATRIX™

What must be confirmed before commitment?

READINESS FACTOR	WHAT TO CONFIRM	EXECUTIVE QUESTION
Specification Fit	Pulse class, grade, size, moisture and quality meet requirement	Is this the right cargo?
Physical Supply	Volume is available, allocated and within required crop/specification	Is the pulse actually available?
Supplier Readiness	Cleaning, packing, documentation and shipment capability confirmed	Can the supplier execute now?
Trade Access	Export rules, import policy and destination compliance are clear	Can the cargo legally move?
Landed Economics	Freight, duty, FX, quality adjustments and handling are included	Does the trade still make commercial sense?
Logistics Readiness	Port access, vessel/freight, lead time and inland movement confirmed	Can it arrive on time?
Replacement Supply	Backup origin/supplier can meet specification and timing	If this fails, what replaces it?

Figure 5

EXECUTION GATE™

What should happen after the readiness check?

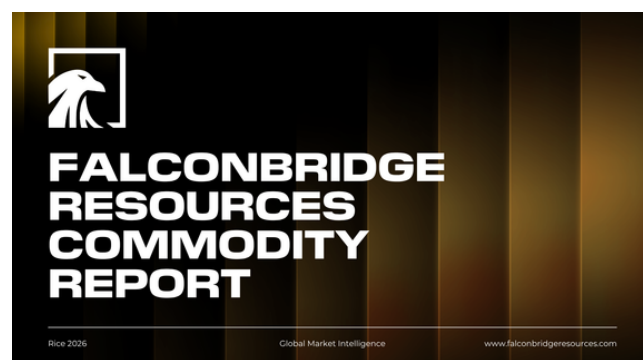
READINESS STATUS	DECISION	WHAT IT MEANS
READY	COMMIT	Specification, supply, supplier, landed economics, trade access and logistics are validated
CONDITIONAL	COMMIT WITH CONDITIONS / PARTIAL COVER	Trade is commercially viable, but one or more dependencies still require mitigation
NOT READY	DO NOT COMMIT / SWITCH	A critical dependency is unresolved, or a credible recovery option does not exist

CHAPTER 4

WHAT SHOULD PULSE BUYERS DIFFERENTLY IN 2026?

NEXT READ

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1. Procure by pulse, not by the global balance

A broadly supplied market can still contain tightness in specific pulse classes.

Recommendation: Set buying thresholds by **pulse + class + origin + specification**.

2. Build executable origin optionality before you need it

Alternative origins only help if they can meet the same specification, compliance and delivery requirements.

Recommendation: Pre-qualify at least **one executable alternative origin** for critical requirements.

3. Let market pressure determine commitment timing

When supply tightens, buyer demand strengthens, or policy and freight risks rise together, the cost of waiting increases.

Recommendation: Use market pressure within the required delivery window to decide whether to buy now, stagger or wait.

4. Compare landed economics, not FOB

The lowest origin price can disappear once freight, duty, quality, FX and execution are included.

Recommendation: Rank offers on **effective landed cost**.

5. Prioritize execution when flexibility is low

Fixed specifications and tight delivery windows leave less room to react when conditions change.

Recommendation: Where flexibility is limited, secure qualified supply earlier and prioritize reliability over marginal price advantage.



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