



Timeless Seeds, Inc
P.O. Box 881
Conrad, MT 59425

Tel 406 278-5722
FAX 406 278-5720

January 23, 2007

Testimony in support of House Bill 223 and the Value Added Agriculture Network

Mr. Chairman and members of the Committee:

My name is David Oien, I am a third generation farmer from Conrad. I am here in support of House Bill 223 and the Value Added Agriculture Network. I support this legislation for one simple reason—the only reason my farm has survived, the only reason I have been able to raise three children in rural Montana, the only reason I am still in business, indeed the only reason I am still in this state is due to the opportunity to create the value added agriculture enterprise called Timeless Seeds. And I have been able to do so only by piecing together some key assistance of the kind that will be coordinated and made readily available by the Value Added Agriculture Network.

Let me give you a brief history of Timeless Seeds.

1976 --I move back to the 240 acre family farm West of Conrad.

1987--3 mid-sized farmer friends and I started Timeless Seeds in order to add value to our crops. We operated from my living room and a Quonset on my farm; sold specialty crops in 25 lb. bags into the niche natural food market. Nobody got paid, but our farms survived.

1994—We are discovered by Trader Joe's grocery chain at a trade show in CA and they ask us to pack our lentils in 1 lb. bags. No one in MT has the equipment or expertise to do this. There is nobody with food or value added expertise to guide us. No bank will lend us money to do it. Thanks only to friends and family can we finance 40 year old equipment and a move to leased facilities in Conrad. I spend 6 nerve wracking months figuring out where to get the right bag, how to label it, how to fill it, how to box it, how to ship it economically. Thankfully, Trader Joe's is patient. We contract with farmers, and hire 12 people part time to package. Working from 5 am to 11 pm, we crank out 400,000 packages in 9 months. That brings ¼ million out-of-state dollars back into the community and area.

1997 – At invitation of MT Depts. of Ag. and Commerce, and MT Taiwan Trade Office we attend a trade show in that country. Three months later we ship 1 ton of specialty grains to a customer in Taiwan. Today we annually ship multiple 11-ton ocean containers. Timeless grains are ingredients in finished products in Taiwan, Mainland China, Malaysia, Thailand, and Japan. Currently, Timeless is bidding on 50-semi load equivalents of \$9/bushel wheat to Korea. It all brings Asian dollars back to the US, back to Montana, back to farmers.

2000--Mt Depts. of Ag and Commerce sponsored booth at FMI Trade Show in Chicago results in sale of our trademarked Black Beluga Lentils to a grocery chain in England. Today we ship multiple 20-ton containers to both UK and Germany. It brings Euros back to US, back to Montana, back to farmers. Currently, Timeless is trying to source multiple containers of flax to ship to South Africa. That will bring African dollars back to US, back to Montana, back to farmers.

2001—Growth Through Ag loan finances development of Timeless Natural Food branded line (see attached sell sheet). Today we are in over 250 conventional and natural food grocery stores and supermarkets nationwide; we employ 20 disabled adults in packaging. Last week, our recently-hired salesman acquired a distributor in Seattle for both our retail line and 25 lb. bags who serves 1000 stores between Seattle and San Francisco. See attached sheet.

2003- We license a nutraceutical fiber supplement, made in part from MT grains by our Taiwan customer. We trademark the name BioVitality and market in US. VNF Nutrition, a large supplement mail order house in New York has just signed on as a distributor. Enclosed ad will go to their 100,000 customers in Feb. 2007. This ad was developed with assistance of Ag Innovation Center in Havre. Our goal is to eventually bring the manufacturing of BioVitality to Montana.

2005 – With technical and financial assistance from Growth Through Ag, Montana Manufacturing Center, Lake County and Bear Paw Development Centers, and Montana Ag. Innovation Center, Timeless completes and begins to implement an extensive Feasibility and Marketing Study to determine wisdom of expanding.

2006 – Based on Feasibility Study, Timeless raises \$650,000 in equity and commercial capital for a major expansion, to purchase a newer and larger facility in the small community of Ulm & to hire 4 new staff (all at \$10 to \$25/hr).

2007—New facilities and staff allow us to partner with and provide infrastructure for 2 additional value-added ag businesses to expand their businesses.

Based on those highlights alone, you can understand why I support the bill and the Value Added Ag. Network. I know first hand how value added enterprises can contribute to employment, to increased revenue for Montana farmers, to increased tax base, to the viability of rural communities. I also know that availability of timely and professional

assistance makes or breaks opportunities for small businesses. Timeless is living proof that a small company in a small town can develop value added products, be in stores nationwide, and have customers all over the world. But it took Timeless 20 years to get there. This state is truly on the cusp of the next generation of opportunities food, fiber, and ag related fuel. HB 223 and the Value Added Ag Network can make it happen a lot quicker for a lot more enterprises.

David N. Oien
Conrad, MT 59425

Tel 406.278.5722
Cell 406.289.0462



TIMELESS

NATURAL FOOD

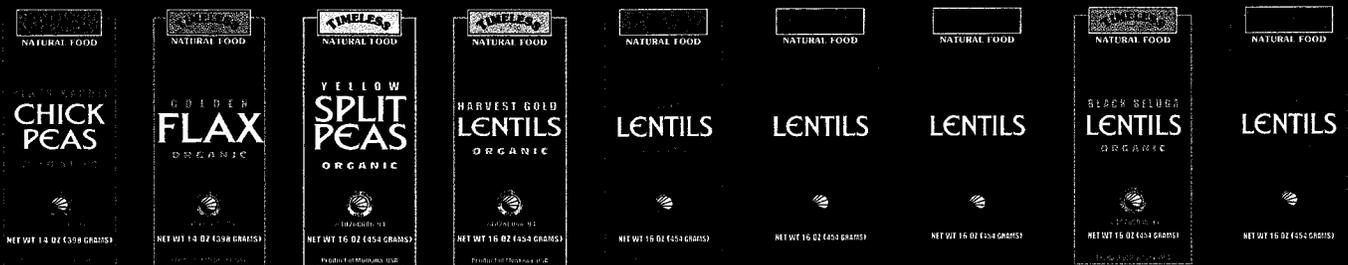
Timeless Seeds
CERTIFIED ORGANIC
 lentils, peas, chickpeas and flax
 creates an exciting new category!

COMPANY PROFILE

Timeless Seeds is located where the Great Plains of America unfold from the Rocky Mountain Front into the renowned Golden Triangle — Montana's most productive agricultural area. Here, the cool, dry environment is ideal for production of high quality, certified organic cereal grains, pulse crops, and edible seeds for which Timeless has become famous. The hallmark of Timeless Seeds, Inc. has been the introduction of unique and highly nutritious specialty grains, like our Black Beluga Lentils, Black Kabuli Chickpeas, and Purple Buffalo Barley.

Timeless was created in 1987 by four organic farmers to market the product from their own farms. We now contract and source organic grains from dozens of organic family farmers throughout Montana and the surrounding region.

Timeless grains are marketed worldwide. The award-winning package design of the retail line is recognized throughout the US and Asia and is now available for the first time in Europe.



Natural Choice for Vegetarians, Gourmet Chefs, Health Conscious Shoppers!



**BLACK BELUGA™
LENTILS**

Small, black, and unusual, this "caviar" of lentils is a 24% protein powerhouse. Introduced to the natural food industry by Timeless. Excellent as a side dish with fish or chicken. Cooks in 20 minutes.
UPC 6-83855-06041-4



PARDINA LENTILS

Very popular in Spain and Morocco. Mid-sized lentil with a slightly nutty flavor and good cooking qualities. Cooks in 20 minutes. Seldom seen as certified organic.
UPC 6-83855-06044-5



**BLACK KABULI™
CHICKPEAS**

The charcoal black seed coat is sure to catch the eye of chefs and chickpea aficionados. Great to mix with blonde chickpeas in salads or soups. A Timeless exclusive!
UPC 6-83855-06021-6



**DU PUY STYLE
LENTILS**

The gourmet lentil of Europe, with a distinctive peppery flavor. Smooth texture and firmness after cooking suggests it for salads and soups. Cooks in 25 minutes.
UPC 6-83855-06043-8



**HARVEST GOLD™
LENTILS**

The color of sunshine, this buttery lentil is a rapid cooking source for natural health benefits of protein, dietary fiber, and folates. Cooks in 10-12 minutes. Great in baked goods.
UPC 6-83855-06047-6



GOLDEN FLAX

Health food of the decade! A great source for Omega-3 oils, lignans, and dietary fiber. Eat raw, ground into meal, or in baked goods. Millions of Americans eat flax every day for its many health benefits.
UPC 6-83855-06032-2



**PETITE CRIMSON
LENTILS**

Red-orange lentil famous in Turkish and Mideast cuisine. Quick cooking and perfect for certain soups and purees. Cooks in 8-10 minutes.
UPC 6-83855-06045-2



GREEN LENTILS

Large, green lentil with an earthy flavor. Recommended for hearty soups and baked dishes. A favorite in South America. Cooks in 30-35 minutes.
UPC 6-83855-06042-1



**YELLOW SPLIT
PEAS**

Sweeter and more versatile than green peas. Recommended for both soups and salads.
UPC 6-83855-06012-4

We are committed to a partnership...

WITH NATURE

We know the healthiest food can only come from a clean environment with naturally robust soils, and from land that is free of agricultural chemicals and synthetic fertilizers.

WITH CERTIFIED ORGANIC FARMERS

We work with an extensive network of certified organic family farmers who care about their land and their crops. We support our farmers with soil-building crop alternatives, fair prices, and new market opportunities.

WITH OUR VALUED CUSTOMERS

Timeless prides itself in providing customers with the highest quality products. GMO-free and certified organic. We work with our customers to meet their special requirements. We enjoy introducing our customers to the new and unique grains that we discover.

**Certified Organic • GMO-Free • Gluten-Free
High Nutrition • Unequaled Quality
Impressive "Banner Effect" • Unique Selection
Biodegradable Cello Pack • Award-Winning Design**

Lentils/Peas16 oz. 8/case • Case Gross Weight: 8 lb. 11 oz.
Flax/Chickpeas14 oz. 8/case • Case Gross Weight: 7 lb. 6 oz.
Pallet Dimensions40" x 48" x 52"
Pallet Configuration . . .256 Cases (8 tiers x 32 cases/tier)
Shelf Display7.25" (L) x 3.34" (W) x 5.86" (H)

Timeless Natural Food

P.O. Box 881
Conrad, Montana 59425 USA
www.timelessfood.com
406-271-5770

REPRESENTED BY



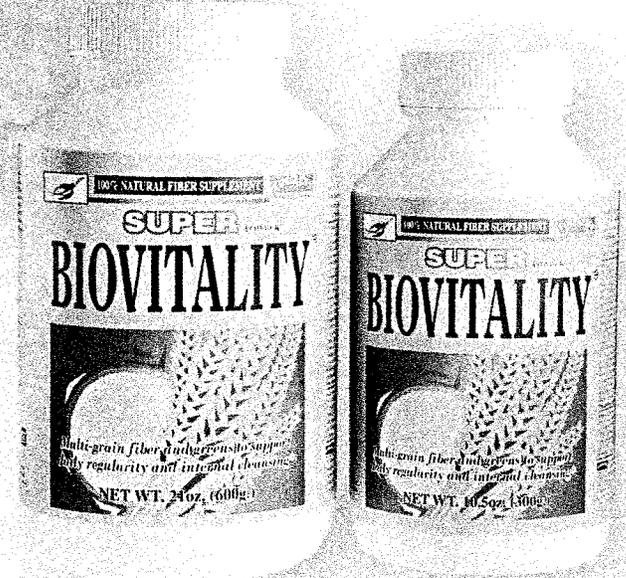
feel healthier

- The most effective multi-grain fiber product on the market for restoring digestive and colon VITALITY
- Effective for both colon cleansing and daily maintenance
- 100% natural ingredients
- 100% free of artificial colors, flavors, and synthetic ingredients
- 100% free of animal products or by-products
- Combines the healing power of nearly 60 vegetable powders, Chinese herbs, and organic grains
- Includes nearly two dozen certified organic grains, legumes, and seeds

BIOVITALITY
*internal digestive
cleanser*

Diets low in saturated fat and cholesterol and rich in fruits, vegetables, and grain products that contain some types of dietary fiber, particularly soluble fiber, may reduce the risk of heart disease, a disease associated with many factors. Low fat diets rich in fiber-containing grain products, fruits, and vegetables may reduce the risk of some types of cancer, a disease associated with many factors.

Now available from
VNF Nutrition!
1-800-681-7099



TIMELESS
Natural Food

www.superbiovitality.com

Available in both 300 g. and 600 g. jars.
5 gram recommended dose for daily maintenance

Montana State Legislature

Exhibit Number: 4

This exhibit is a 0.35oz (10mg) of a natural food product called BOIVITALITY - this multi-grained fiber product is sealed in a plastic type pouch. Because it is a 3-dimensional item it can not be scanned. The exhibit is on file at the Montana Historical Society and can be viewed there.

**Montana Historical Society
Archives, 225 N. Roberts, Helena,
MT 59620-1201
Phone (406) 444-4774.**

Scanning by: Susie Hamilton