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MEDALIST NAVY
LORETO BLACKS

Just a few of the high-yield* varieties from Ameriseed distributed by Seedwest...

To achieve the best bean yield possible, it is essential to plant seeds that grow well in your soil conditions. That’s why we source our seeds from multiple certified growers in the West—ensuring we have seed varieties known to thrive in your region. Additionally, all our seeds are thoroughly tested to guarantee they meet your stringent quality expectations.

Discover the advantages of Seedwest seeds—contact your local dealer today.

*YIELD DEPENDS ON A VARIETY OF FACTORS BEYOND ADM’S CONTROL, SUCH AS WEATHER CONDITIONS, ETC.
Setting the Agenda

All roads lead to Fargo January 17th and 18th for Bean Day. As president of the Northarvest Bean Growers Association, it’s my pleasure to welcome you. As always, the agenda will have something for every dry bean grower.

We’ll have traditional updates from North Dakota State University researchers on crop production projects funded with your checkoff dollars. Other highlights include an update on the pulse crop revenue insurance project; the farm bill and the 113th Congress; two separate outlooks on dry bean markets; and a weather outlook. A representative of the American Pulse Association will also report on the effort to increase the national school food service market for beans.

In this edition of BeanGrower, you’ll also find the latest dry bean crop estimates from USDA, and news about our export markets. Our annual report and the complete Bean Day agenda are also included.

One of the main benefits of Bean Day is getting the chance to talk to processors and buyers and getting a feel for the future market direction. You’ll also be able to talk about seed needs for 2013. It’s our first chance to start planning for another year in the dry bean business.

I look forward to seeing you on January 18th for the 38th Annual Bean Day!

Dan Webster, President
Northarvest Bean Growers Association


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- Soybeans
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- Dry beans
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Veteran Bean Grower Looks to the Future

Washburn, North Dakota farmer Don Streifel hasn’t always worn the hat of a farmer. After graduating college, he spent 17 years with USDA’s Farmers Home Administration. After he began farming, Streifel spent another three years part time with the Bank of North Dakota. He also spent 25 years in the crop insurance business and recently sold the insurance business to Farm Credit Services.

Streifel began growing pinto beans in 1981 and says a lot has evolved since that first experience, “we did everything completely different at that time. We used rotary hoes and we didn’t have weed control chemicals like we have now, especially for post-application sprays,” he explains. Leaving some beans on the field is another practice that has evolved, “we used to see our fields blow in the wintertime whenever the snow melted off,” he said. Streifel explains that many farmers feel leaving some beans on the field is a beneficial conservation practice.

Streifel is pleased at the yields he gets from his pinto beans, “they’ve been a really good crop to put in our mix,” he explains. Streifel is the immediate past president of the Northarvest Bean Growers Association, serving in 2010 and 2011. He has led the charge for getting a revenue crop insurance product for dry bean growers. Streifel says the aim of a crop insurance product was not to increase acres, “we’re in the business, as an organization, to have high prices, but for us to be in business we do need to have a product to sell too,” he says.

In order to compete with other acres, Streifel explains that it was necessary to create a revenue crop insurance program. “When guys go to their banker and they say this is the kind of coverage guarantees you get on these crops, it’s really hard for these young guys to raise pinto beans when before there really was no protection there at all except on a production loss,” Streifel explains.

Streifel believes there is a strong future for the bean industry in North Dakota and remains optimistic that the new crop insurance revenue product will be available to dry bean growers “this coming spring.”
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• Promotes quicker maturity
• Can be applied with zinc
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FOLIAR FERTILIZERS:

• Foliar safe at recommended rates
• Improves pod set
• Promotes earlier maturity
• Can be applied with trace elements
• Maximizes bean yields & profits

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38th Annual

**BEAN DAY**

Friday, January 18, 2013

Fargo Holiday Inn
Bean Day Program -- January 18

**Morning Program**

8:00 – 9:55 a.m. **Registration, Coffee**
9:55 - 10:00 a.m. **Setting the Agenda**
   Dan Webster, President
   Northarvest Bean Growers Association
10:00 - 10:20 a.m. **The Zollinger Report: Dry Bean Herbicide and Weed Control Update**
   Dr. Richard Zollinger, Extension Weed Specialist
   NDSU Extension Service, Fargo, ND
10:20 - 10:40 a.m. **2012 Disease Update and Pathology Research Priorities**
   Dr. Julie S. Pasche, Assistant Professor
   Department of Plant Pathology
   North Dakota State University, Fargo, ND
10:40 - 11:00 a.m. **Bean Establishment – Research Highlights of Five Factors**
   Greg Endres, Extension Area Agronomist
   Carrington Research Extension Center
   North Dakota State University, Carrington, ND
11:00 - 11:20 a.m. **The Breeding Update: New Varieties and Research**
   Dr. Juan Osorno, Dry Bean Breeding & Genetics
   Department of Plant Sciences
   North Dakota State University, Fargo, ND
11:20 - 11:40 a.m. **Nitrogen Fertilization and Inoculation Effects on Pinto, Navy, and Black Bean Varieties**
   Dr. Hans Kandel, Extension Agronomist Broadleaf Crops, Department of Plant Sciences
   North Dakota State University, Fargo ND
11:40-12:00 a.m. **Pulse Crop Revenue Insurance – The Final Update**
   Alex Offerdahl, Crop Insurance Division Head
   Watts and Associates, Billings, MT
12:00 - 1:30 p.m. **Lunch**

**Afternoon Program**

1:30 - 1:45 p.m. **Association Business**
   Dan Webster, President
   District Director Elections (2, 5, 8)
1:45 – 2:05 p.m. **Update on the Status of the Farm Bill & Makeup of the 113th Congress**
   Dale Thorenson
   Gordley Associates, Washington, D.C.
2:05- 2:20 p.m. **Edible Beans: Trends, Innovations and Changing Consumption Patterns**
   Jeane Wharton, Executive Director
   US Dry Bean Council, Jackson, Wyoming
2:20- 2:35 p.m. **Increasing the National School Food Service Market for Beans**
   Dr. Janice Rueda, Director of Health and Nutrition
   American Pulse Association, Moscow, Idaho
2:35- 2:55 p.m. **Synopsis of 2012 Weather and the Outlook into 2013**
   Dr. Adnan Akyüz, Assistant Professor
   of Climatology, North Dakota State Climatologist-
   North Dakota State University, Fargo ND
2:55 – 3:30 p.m. **Will Beans Compete in This Highly Energized Agricultural Market?**
   **Bean Outlook: Pinto, Dark Red Kidney, Light Red Kidney**
   John Berthold, VP Walhalla Bean Co,
   Grand Forks, ND
   **Bean Outlook: Navy, Black**
   Scott Cottenden, Sales, Thompsons Limited
   Blenheim, Ontario Canada

**THURSDAY, JANUARY 17**

**PRE-BEAN DAY RECEPTION**

Join us Thursday for a pre-bean day reception and an opportunity to socialize with exhibitors and fellow growers from late afternoon until 7 p.m. Cash bar and an hors d’oeuvre/sandwich buffet will be available. There is no fee to attend. Hope to see you there.

---

**Bean Day Lodging Directory**

The Fargo, N.D., Holiday Inn at I-29 & 13th Ave SW, is the headquarters hotel for Bean Day. Make your room reservations by calling the hotel directly. Phone (701) 282-2700. The Holiday Inn Express — (701) 282-2000 -- is also adjacent to the Holiday Inn parking lot. For a list of other Fargo-Moorhead hotels/motels, visit www.fargomoorhead.org.
Bean Day Exhibitors

ADM Edible Bean Specialties Inc.
Appleton, MN (320) 289-2430
Cavalier, ND (701) 265-8385
Galesburg, ND (701) 488-2214
Grafton, ND (701) 352-1030
St. Thomas, ND (701) 257-6721
Olivia, MN (320) 523-1637
Northwood, ND (701) 587-5900
Casselton, ND (701) 347-5321

ADM SeedWest
John Jones
PO Box 173
Moorhead, MN  56560
701-730-4037 (Cell)
218-233-6573 (Office)

Agri-Resources Inc
5621 53rd Ave SW
Fargo, ND  58104
(701) 277-3221

Arysta LifeScience North American LLC
2726 26th Ave S.
Fargo, ND  58103
(701) 232-2326

BASF
Bill Olson
600 S Woodland Drive
Thompson, ND 58278
(701) 599-2131

Bonanza Bean LLC
PO Box 164
8 Industrial Blvd
Morris, MN 56267
(320) 585-2326

Bratney Equipment
3811 Bassett Creek Drive
Golden Valley, MN 55422
(763) 521-4727

Chippewa Valley Bean Co., Inc
N2960 730th St
Menomonie, WI 54751
(715) 664-8342

Convey-All Hamilton Services
PO Box 175
Hamilton, ND  58238
(701) 454-3875

Dow Agro Sciences LLC
Bridgett Readel
320 3rd Ave W
Hunter, ND 58048
(701) 799-4906

HeadsUp Plant Protectant
207 Queen Elizabeth Blvd
West Box 519
Kamsack, Saskatchewan SOA 1SO
(866) 368-9306

Idaho Bean Commission
821 W State Street
Twin Falls, ID  83702
(208) 734-5221

Kuchar Combines
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Carlinville, IL 62626
(217) 854-9838

MANA Crop Protection
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Hillsboro, ND 58045
(701) 238-2977

Mayo Manufacturing
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East Grand Forks, MN 56721
(800) 223-5873

MN Ag Statistics Service
PO Box 7068
St. Paul, MN  55101-0008
(651) 296-2230

Northern Bag & Box Co.
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Grand Forks, ND  58201
(800) 551-6982

Northwest Chemical
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Emerado, ND 58228
(800) 315-2469

Pickett Equipment
Steph Pickett
976 E Main
Burley, ID 83318
(208) 678-0855

Raedel’s Hard Surface Welding
Bruce Thom
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Neche, ND 58265
(701) 886-7688

Rapat Corporation
919 O’Donnell Street
Hawley, MN 56549
(218) 483-3344

Sipecam Agro USA Inc.
1502 7th Ave NE
Jamestown, ND  58401
(218) 770-1120

SK Food International
4666 Amber Valley Parkway
Fargo, ND  58104
(701) 356-4106

The McGregor Company
4147 Highway 93
Filer, ID 83328
(208) 304-7548

Thompson USA Ltd
PO Box 374
East Grand Forks, MN 56721
(218) 773-8834

Trinidad Benham
3650 South Yosemite, Suite 300
Denver, CO  80237
(303) 220-1400

Valent USA
Tom Gardner
2709 33rd St S
Fargo, ND 58103
(701) 866-2525

2013 Northarvest Bean Elections

District 2 (ND), District 5 (ND) and District 8 (MN) director positions on the Northarvest Bean Growers Association are up for election in 2013. The elections are being conducted through mail ballot. After committee review, the election results will be announced at the 38th Annual Bean Day.

Any dry bean producer who plants or causes to be planted a dry bean crop in which the person has an ownership interest, with the intent that upon maturity the crop will be harvested within the district, and resides within that district, may become a candidate for the Association.
ZORRO Black Bean is a new high yielding, bacterial blight tolerant black bean released by MSU. Zorro is a type-II short vine with moderate resistance to lodging allowing for direct cutting. Zorro has good white mold scores while maturing about one day earlier than Condor. Zorro has acceptable canning and quality characteristics. Certified Zorro black bean seed will be available for 2012 spring planting.

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For a list of Producers or more information, please contact MCIA or visit the MCIA website. Michigan Crop Improvement Association Web Site: www.michcrop.com Phone: (517) 332-3546
USDA Estimates 60 Percent Bigger Dry Bean Crop in 2012

U.S. dry bean production is estimated at 31.8 million cwt for 2012, up two percent from the October USDA estimate, and 60 percent more than 2011. Harvested area is forecast at 1.70 million acres, 45 percent above the previous year. The average US yield is forecast at 1,873 pounds per acre, up 37 pounds from October, and up 170 pounds from 2011. If realized, yield will be a record high, exceeding the previous record of 1,768 pounds set in 2008.

North Dakota’s dry bean crop estimate was unchanged from October to December. Both production and the average yield are record highs, at 11.7 million cwt, and 17 bags per acre. Minnesota’s crop production increased slightly from the October estimate, as the average yield climbed from 18.8 to 19.2 bags per acre.

By class, USDA estimates the pinto bean crop at 13.5 million cwt, 130 percent, or 7.6 million cwt more than the previous year’s crop. North Dakota’s pinto bean crop increased 183 percent from 2011 to 2012. US navy bean production, at 4.8 million cwt, is 49 percent above the previous year.

<table>
<thead>
<tr>
<th>Other classes:</th>
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<tr>
<td>lbs—1,000 cwt</td>
<td></td>
<td></td>
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<tr>
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<td>Lt Red Kidney</td>
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Dry Edible Bean Area Planted and Harvested, Yield, and Production - States and United States: 2011 and Forecasted December 1, 2012 (For Full USDA December Crop Production Report: HTTP://WWW.USDA.GOV/NASS/PUBS/TODAYRPT/CROP1212.TXT)

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North Dakota Agriculture Commissioner Doug Goehring says North Dakota’s first trade mission to Colombia in four years shows promise for a long and profitable trade relationship.

“This is the beginning of a new effort to establish a strong trading relationship with the goal of becoming a main supplier of quality products to Colombia,” said Goehring, who led a North Dakota delegation in October.

“We were able to identify a number of new trade opportunities.”

The North Dakota delegation included Case New Holland, ECHO Bear Cat, JM Grain, Lura Enterprises, Northarvest Bean Growers Association, RDO Equipment, and representatives of the North Dakota Trade Office (NDTO), the North Dakota Department of Agriculture, and the U.S. Commercial Service.

The delegation met with potential buyers in Colombia’s two largest cities, the capital, Bogota, and Medellin. Companies visited numerous Colombian buyers and distributors selected by Bogotá-based offices of the U.S. Commercial Service, the USDA Foreign Ag Service and Food Export Midwest, including meetings with Colombia’s largest food importers and manufacturers, Nutresa and Exito Group.

Over 30 one-on-one matchmaking meetings were held during the Mission, according to Cameron Werker, Senior Commercial Officer at the U.S. Embassy in Bogota, Colombia. “We welcome all North Dakota exporters with an eye on expanding their international sales to contact our office in North Dakota to further discuss opportunities in Colombia. Colombia is open for business.”

Three participating small businesses, ECHO Bear Cat, JM Grain and Lura Enterprises, were able to use funds from the recently-launched STEP ND program, funded by the Small Business Administration (SBA) and facilitated by NDTO, to offset costs for the mission.

“The goal of the Colombia Trade Mission, and all North Dakota trade missions, is to use our expertise to find serious buyers and distributors for North Dakota companies while eliminating many of the difficulties involved in successful international business trips,” said Dean Gorder, executive director of NDTO. “We want to create a situation where companies can spend their time making sales in-country instead of dealing with international barriers. The Colombia Trade Mission was the perfect example of this.”

Trade mission leaders said a major advantage for North Dakota is that no tariff rate quotas have yet been filled under the new U.S.-Colombia Free Trade Agreement (FTA).

“For example, there is currently an unmet need in Colombia for up to 15,600 tons of dry edible beans that can be exported from the U.S. to Colombia with no duty,” Goehring said.

In addition to the newly implemented FTA, North Dakota has a large trade advantage over Colombia’s current trading partner, Argentina, in that it takes 14-15 days to ship product from Argentine ports to Colombian ports and it only takes four to five days from US southern ports to arrive in Colombia.

Northarvest Bean Growers Association director Gary Paur was part of the mission to Colombia. Paur met with wholesale markets in Bogota and Medellin, and two large French-owned companies that account for about half of the retail food market, Exito and Carrefour.

Asked if he sees a potential market for dry beans in Colombia, Paur said, “I think there’s a chance. Continued on Next Page
Since 1927 and here for future generations

Kelley Bean Co.

North Dakota Agriculture Commissioner Doug Goehring is optimistic about trade opportunities with Colombia.

In the last couple years, they’ve made free trade agreements with many countries, including the United States. The Free Trade Agreement with the U.S. removes tariffs and puts us on equal footing with our competitors and gives us an advantage over China because that’s one of the markets they import from and I have not heard of any pending free trade agreement with China.”

Most of the interest Paur found in Colombia was with cranberry beans, dark red kidney beans, small reds and, to a lesser extent, blacks.

The United States is Colombia’s largest trading partner. Colombia was the 22nd largest market for US exports in 2011, with a value of over $14 billion. Colombia is currently North Dakota’s 22nd largest export market with exports of just over $14 million in 2011.

BRAZIL SITUATION

According to US Dry Bean Council representative Randy Duckworth, Brazil’s government supply agency (Conab), estimates the country’s first 2012/2013 dry bean crop at about 1.3 million tons, an increase of 3.7 to 6.9 percent from the previous year’s crop cycle. The increase is due in large part to favorable climate predictions for the next quarter, with regular rain expected from October forward. Dry bean acreage is expected to be lower than last year but increases in yield are expected to more than offset the lost acres. Conab estimates planted area for all three Brazil bean crops at 3.18 to 3.21 million hectares, which is down 1.5 to 2.3 percent from last season. Total dry bean production is pegged at 3.29 to 3.33 million tons, approximately 14 percent higher than last year. The bottom line, according to Duckworth, is that Brazil will likely still be importing plenty of beans. Unfortunately, China accounted for over 75 percent of their bean imports last year.
The September 30th expiration of the 2008 farm bill, and the failure of Congress to pass a new farm bill, leaves the US without a farm bill.

Agriculture Secretary Tom Vilsack lists the Market Access Program and Foreign Market Development Program among the programs affected. The Market Access Program uses funds from the Commodity Credit Corporation to help US producers, exporters, private companies, and other trade organizations finance promotional activities for US agricultural products. The Foreign Market Development program is used by commodity groups to develop, maintain, and expand long-term export markets for US agricultural products.

The US Dry Bean Council is among some 130 members of the Coalition to Promote US Agricultural Exports that signed a letter to House and Senate leaders urging prompt action on the farm bill, so that the MAP and FMD programs can be reauthorized. Since the expiration of the farm bill, USDBC government affairs liaison Bob Sindt says the Foreign Agricultural Service has no authority to run market promotion and development programs for fiscal year 2013. Funds for MAP and FMD will end for many cooperators early in 2013.

Export promotion programs, like MAP and FMD, will end in 2012 without a new farm bill.

Bob Green, who recently retired from the Michigan Bean Commis...
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sion, and as chairman of the US Dry Bean Council’s International Programs Committee, said the FMD program funds ran out at the end of September. “Anything we had going as a national organization in FMD has ended and we’re not doing anything, and the MAP funding, which is certainly our largest international program, came to an end on December 31st. Our new program year starts on January 1 and we can’t start a new program because we don’t know about funding.”

According to Green, the end of the export promotion funding puts a halt to planning future export promotion programs. “We have our Mexican Congress, which is a fairly large meeting in Mexico in February, which we’ve been doing for about 10 years, and FAS has certainly helped us with the funding of that. Right now, we don’t know if that’s going to happen.”

Randy Duckworth, the USDBC’s representative in Central America and the Caribbean, says the Mexican Congress will go on as scheduled, although the number of buyers may be limited if funds are not restored in time. “Even if our funding disappears, it won’t be for very long,” according to Duckworth, “due to the expected passage of either a farm bill, or a short-term continuing resolution.”

Many organizations that participate in MAP and FMD have already started reducing their export promotion and market development activities, putting American farmers and workers at a substantial competitive disadvantage in the international marketplace.

A recent study by IHS Global Insight, commissioned by USDA, found that the increase in market development spending through MAP and FMD since 2002 substantially increased U.S. export market share, which resulted in the annual value of U.S. agricultural exports increasing by $6.1 million. For every additional $1 expended by government and industry on market development during this period, U.S. food and agricultural exports increased by $35, a 35 to 1 return on investment. At the same time, the study also found that U.S. domestic farm support payments were reduced by roughly $54 million annually due to higher prices from increased demand abroad, thus reducing the net cost of farm programs.

Also affected by the lack of a farm bill is Technical Assistance for Specialty Crops (TRASC), which addresses technical barriers to the export of US specialty crops by providing funding to US organizations for activities such as seminars and workshops, study tours, field surveys, pest and disease research, and pre-clearance programs.

The expiration of the farm bill does not affect the loan guarantees USDA makes for foreign purchases of US agricultural products because those programs are permanently authorized under the Agricultural Trade Act of 1978.

Green remains hopeful that Congress will pass a new farm bill. “It’s through the Senate and was a very bipartisan bill. Then the House Agriculture Committee passed its farm bill. If the House leadership would bring it to the floor for a vote, we think it would pass. We still have hopes.”

The USDBC is continuing to pressure Congress to pass a new farm bill. “As far as a United States Dry Bean Council, I think we’re pretty united in trying to move that forward,” said Green, “and for Tim Courneya (Northarvest Bean Growers Association Executive Vice President) and I, we represent growers. It’s nice for the bean side, but those same growers are involved in corn and soybeans, and crop insurance and some of these other things. Farming is a lot of unknowns on a year-to-year basis, if we can just have some of the things known, it’s just going to be better for all of us.”

---

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Beans Promoted in Asia

Northern Crops Institute Crop Quality Specialist Thunyaporn “Naggie” Jeradechachai conducted a technical workshop in Malaysia in September. She also met with JR F & B, a major importer of pulses in Thailand interested in importing garbanzo, dark red kidney and black beans from Faribault Foods. Naggie informed JR F & B of the 2013 International Pulse Trade and Industry Confederation (CICILS), which will take place in Singapore April 15-18, 2013.

Dr. Dee Raymond, US Dry Bean Council ASEAN representative, and Naggie also travelled to Indonesia in September to meet with local importers and prospective users. Naggie gave comprehensive presentations to Kalbe Nutritionals and Garuda Foods. Both are interested in the potential use of US beans in snacks and other value-added products, such as beverages and baby foods. Naggie also provided technical assistance for bean flour milling to EDP, some technical advice to Ace Food on bean snack production, as well as assisting Ms. Mandy Ng of Campbell Cheong Chan Sdn Bhd, from Malaysia, with their problem with cracked seed coats.

Dr. Raymond also met with Ali Abdi, Agricultural Counselor, and John Slette, Agricultural Attache, at the US Embassy in Jakarta. Dr. Raymond noted during the meeting that they have not yet received notification from the Indonesian government of its recertification of the US food safety sys-

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This will impact the new import documentation requirements which were recently announced by the Indonesian government.

Naggie and the USDBC ASEAN representatives also traveled to Kuala Lumpur in early September to conduct a one-day technical seminar and cooking demonstration entitled “A New Look at US Pulses as Healthy and Versatile Ingredients” at the Malaysian Institute of Baking. 30 local participants from the food industry took part in the program.

The course participants were presented with samples of pulse-based products and pulse flours. USDBC and USDPLC promotional materials, the power point presentations, as well as the baking and cooking recipes, were also provided for the group. Naggie also gave presentations on an introduction to US dry peas, lentils, beans and pea flours; nutritional properties and health benefits of US dry peas and pea flour, and new product applications. Chef Federic Michelletto also presented fundamentals of cooking with US dry peas, lentils, chickpeas, beans and pea flour.

The US Dry Bean Council also participated in the Food Ingredients Asia conference in Jakarta, Indonesia in October. Exhibiting with the US Dry Pea and Lentil Council, US pulse and pulse flour ingredients, promotional materials, and pulse-based samples were showcased in the booth. Don Driscoll, with Magiva NA Inc., a pulse exporter from the US, also participated at this show.

The first of three US Food Showcases in Indonesia was held in mid-October in Medan. USDBC representatives also conducted retail promotions in major supermarkets in Medan.

According to Naggie, the number of new bean products has been increasing over the last 10 years, because of bean flour, etc. Dry bean products are high in protein and dietary fiber, are gluten-free, non-GMO, low allergen, high in vitamins, minerals and antioxidants, and have lower glycemic index scores than cereals. Gluten-free foods are growing 25 percent per year.

Beans are now being used in baby foods, flakes, flours, powders, and soups, and are used in beverages, bread and pasta. According to Naggie, in 2011 alone, 190 snack products made from pulse flours were launched worldwide. She says bean ice cream is big all over Southeast Asia.

The Northern Crops Institute is planning a bean and meat canning course in Southeast Asia, as well as an extruded snacks short course at NCI, both in early 2013.
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Ingredients:
• 8 ounces Italian sausage
• 1 ½ cups jicama (8-ounces)
• 1 15-16 ounce can red beans
• 1 15-16 ounce can black beans
• 1 15-16 ounce can navy beans
• 1 14-ounce can diced tomatoes with liquid
• 1 15.25-ounce can tropical fruit salad with liquid
• ½ cup pitted prunes, chopped
• 1 9-ounce jar mango chutney
• 3 tablespoons vinegar
• 1 ½ teaspoons whole cumin
• ½ teaspoon ground allspice
• ½ teaspoon hot sauce

Beans Featured at Culinary Institute Forum

The Northarvest Bean Growers Association was once again a big part of the Culinary Institute of America’s annual invitational leadership forum, “Flavor, Quality and American Menus” in the Napa Valley, in September. Home economist Lynne Bigwood and University of North Dakota Dining Services chef Greg Gefroh represented Northarvest at the event, which is designed to stimulate dialogue among chefs, American foodservice and US agriculture.

The opening sponsor exchange and networking reception featured two bean dishes; seared shrimp skewers, rosemary-scented cannellini beans and sautéed Swiss chard and toasted pita chips with great northern bean and roasted red pepper hummus.

Thursday was spent on campus with featured presentations and sponsor presentations. Bigwood used a quick survey of the Bean Institute website “Beans 101” lesson for Northarvest’s sponsor presentation. Lunch included three bean dishes: Smoky Tomato & Cannellini Bean Soup with Grilled Shrimp, Tuscan Bean Salad with Grilled Shiitake Mushrooms and Penne with Navy Beans and Mustard Greens.

Continued on Next Page
TROPICAL BAKED BEANS

Method:
1. Heat skillet over medium heat. Crumble bulk sausage into skillet, cook until browned. If sausage in casing is used, remove meat from casing and crumble or slice thin before cooking. Discard all but 1 tablespoon of fat.
2. Peel and dice jicama while sausage is cooking. Add jicama to skillet, sauté 5 minutes.
3. Drain and rinse canned beans.
4. Mix all ingredients in 3 or 4 quart casserole, pan or crockpot. Cover.

Oven: Bake at 350º F 1 hour until hot and simmering.
Crock pot: High 2 hours, Low 4 – 12 hours.
Freeze leftover jicama in 1 ½ – 2 cup packages.

Friday was field trip day. Saturday, the final day, Seattle was featured with a media person and a chef/restaurant owner speaking and preparing food. The Market Basket Exercise took the rest of the day. Attendees were divided into six teams that planned and prepared new menu concepts using ideas from the conference and sponsor products. Each team was composed of seven or eight volume foodservice operators, five sponsors and a CIA chef-instructor. Greg and Lynne’s team was assigned Salads with a Latin Twist. A Latin chef helped keep them true to the Latin emphasis. The team made and served two bean salads; Tuna Carpaccio with Black Beans and Pineapple-Jicama Salsa, and Three Bean Salad with Roasted Corn and Four Peppers on Spinach with Lime Vinaigrette, topped with Queso Fresco and a Bacon Gremolata, plus four others. Lynne had brought 6 extra bean appétit aprons for her team to wear and handed the remaining packets/ aprons to operators. She brought 54 back-pack packets with bean handouts and an apron to the conference for operators; there were none left when the conference ended.

Beans on Campus

Each month Cornell University Dining selects a specific food or nutrient to educate Cornell students on. For the month of November, the food of choice was beans. Cornell Dining food demonstration specialist Bridget Hegg says selecting beans was an easy decision. Hegg, a junior at Cornell, says beans are a very economical choice for college students, “they provide a lot of nutrients for a small amount of money,” Hegg explains. “In addition to being economical, beans are high fiber and high protein,” according to Cornell Dining registered dietician Michelle Wilbur. Beans also appeal to the large vegetarian population on the campus of Cornell University. A fall 2011 first year student survey revealed “about 13 percent of our students on meal plans are vegetarian or vegan,” Wilbur reveals. Throughout the entire month, beans were featured in three ways at each dining center daily. In addition to implementing beans in dishes throughout the entire month, Cornell Dining had a special event at two “All You Care to Eat” locations, where beans were used in every dish, including dessert. “Chili, bean flatbread, salsas, bean brownies, bean cookies, everywhere,” Wilbur remarks.

Hegg says students enjoyed the variety of good tasting food at the event, “everyone was shocked at having beans in dessert.” Cornell students aren’t the only ones getting an education, “it gave them [chefs] exposure to beans in a different way,” Wilbur said. She says the opportunity for both students and chefs to gain exposure to this versatile ingredient was “positive on both sides.”

Both Wilbur and Hegg expect beans to become a more regular part of the Cornell Dining menu.
Bigwood is Friend of Extension

Northarvest Bean Growers Association home economist Lynne Bigwood has been honored as a Friend of the North Dakota Extension Association of Family and Consumer Services. Bigwood is recognized for providing high quality educational materials and nutritious, quick recipes for use in Extension nutrition education programs nationwide. Bigwood and the Northarvest Bean Growers Association have provided ongoing financial support for the statewide “Eat Smart. Play Hard. Together” program, funds to print recipe cards for a statewide folic acid educational campaign, and recipe books for a preschool nutrition education project.

Using Social Media to Promote Beans

The Culinary Institute of America sent an e-blast last fall to 58,735 foodservice professionals, and 81,910 consumer food enthusiasts, promoting beans. The Northarvest Bean Growers Association also reaches out to registered dietitians on www.beaninstitute.com, Dry Bean Quarterly and social media sites. Tabs include Beans 101, Health Benefits, Latest Research, Cooking Videos, Recipes, and Farm to Fork.
New Leadership at USDBC

The new officer team leading the US Dry Bean Council is already halfway through its two-year term. The new president is Craig Kelley, from Rangen, Inc. in Buhl, Idaho. The vice president and secretary is Bill Thoreson, sales manager for North Central Commodities in Johnstown, North Dakota. Serving as treasurer is Ken Hylton, with Rhodes Stockton Bean Co-op in Tracy, California.

Kelley is involved in sales and marketing for Rangen, Inc., which handles pinto beans, small reds, pinks and black beans, all grown in Idaho. Kelley used his plant science degree to run his family's garden and landscaping business before getting into the bean business six years ago.

Asked about his agenda, Kelley said he’d like to focus on domestic promotion of dry beans. “Beans are becoming more popular among the population and we need to capitalize on that. A lot of times people say we’re small and we can’t do a lot of things and I really resent that,” says Kelley.

The US Dry Bean Council faces some challenges, but Kelley thinks the group of people they have, including the executive committee and the board members, have really come together and are moving forward in a positive direction. The lack of a farm bill is one of the big challenges for the USDBC, says Kelley, “It hinders a lot of our programs, without it being passed. That’s going to be our focus right now is to try to get that farm bill passed and let our voice be heard on what we need out of it.”

Thoreson has worked in the dry bean industry for the past 12 years. Prior to that, he spent 16 years in the agricultural chemical business in northwestern Minnesota, representing some of the products used by dry bean growers. He served two terms on the board of the North Central Bean Dealers Association, including a term as president in 2007-08. Two years ago, he was elected as the alternate to the US Dry Bean Council, representing the North Central Bean Dealers Association.

Asked about a change in direction for the USDBC, Thoreson said he’s not sure it’s a change in direction. “I just think it’s a change in attitude and a thought process that we needed to get this organization going in one direction for the betterment of the industry.” Thoreson says he ran for this position to try to put some cohesiveness back in the organization and try to develop a plan that is good for all the industry, from the growers to the processors to the end users.

Thoreson agrees the biggest issue facing the USDBC is the farm bill, in particular as it affects crop insurance, MAP and FMD funding. “One of our real focuses is trying to develop international markets and without the FMD dollars and MAP dollars we really are pretty stagnant in trying to develop markets and are losing ground.”

Hylton has been in the dry bean industry for the past 9 years with Rhodes Stockton Bean Co-op as controller/assistant manager. As in many smaller cooperatives, he wears many hats, including sales, production operations, and grower relations.

Hylton has served on the US Dry Bean Council for the past three years and says he has really enjoyed learning the industry from all the different perspectives-grower, processor, packer, and end user. Hylton thinks the Council’s biggest opportunity is increasing the cohesiveness between its members. “As all our members know, this comes from hard work, trust, dedication, focused goals, and the most important, good, open communications. We may all represent different segments of the industry, but in the end we are an extended family and depend on each other in this industry.”

Hylton agrees with Kelley and Thoreson that we have to come together and make our voices heard to get the farm bill passed for our industry and the American farmers who depend on this stability for their operations.
Seed Certification Rule Changes

New updates to North Dakota administrative rules relating to seed certification took effect October 1st. North Dakota State Seed Department Deputy Seed Commissioner Steve Sebesta says the new rules are the result of some ten years of work. “There were a few rules that required changing due to changes in national standards so while the rule making process was already open, we took advantage of that opportunity to clean up some of our rules.”

Sebesta says most of the changes are primarily reorganization and editing, mostly to improve the clarity and readability of the rules. Some of the major changes involve labeling, which has to do with sample retention, and the requirement for seed conditioners. In crop standards, there is a new section on hybrid canola.

In response to the recent problem with anthracnose in dry edible beans, the testing requirements are tightened up. “So that producers of dry beans must have the seed from each field tested, and if they happen to combine seed from multiple fields into one larger seed lot, then we’re restricting the lot size to 2,000 bushels so that we can assure that we get an adequate test on that seed,” says Sebesta.

The new administrative rules relating to seed certification are posted on the North Dakota State Seed Department’s website, at www.ndseed.com, under the field seed section. They are also on the State of North Dakota website, under administrative rules.

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Northarvest Delegation Visits the Dominican Republic

Northarvest Bean Growers Association leaders and bean processors spent two days in the Dominican Republic in late October to show off the excellent color of the 2012 pinto bean crop. Despite challenges caused by Hurricane Sandy, the trip was a success. Heavy rain limited attendance at a dinner which featured three different courses using Northarvest pinto beans.

Northarvest Bean Growers Association Executive Vice President Tim Courneya said all seven buyers they met with were aware of our color and most had already bought Northarvest pintos and some were still in the market for pintos. Northarvest President Dan Webster said they knew the Dominican Republic is very conscious of the color of pinto beans. “And our crop was a lot better quality than the last couple years. We have real nice bright color, so we thought it’d be a good time to make a push to get back into that market.”

Webster thought the response by buyers they met with was pretty good. “They were happy with the quality, so I think we’ll probably get some beans into the DR now.” In fact, one packager the Northarvest delegation visited was packaging North Dakota beans. “They don’t like the darker bean so they’ll buy out of Colorado, Nebraska and Wyoming. But, usually the price is higher over there too, so once our quality gets up to where theirs is, why they come looking.”

WestStar, SRS Commodities and North Central Commodities were also part of the Northarvest delegation. Each had their own car and interpreter and met separately with bean buyers in a round robin style. Northarvest representative in the DR, Fradbelin Escarraman made all the arrangements.

Webster said the DR eats a lot of pinto and black beans. They have been getting most of their black beans from China. Webster also found out the DR is in somewhat of a turmoil, “they have a new government and they’re talking about changing the permit process.”
SRS Expands to Western North Dakota

SRS Commodities in Mayville, North Dakota recently completed its acquisition of the Falkirk Farmers Elevator Co. Asked about the decision to buy an elevator 200 miles from Mayville, SRS General Manager Rick Harpestad explains they used to have a receiving station there five or six years ago and got to know some of the growers. “Ever since then,” Harpestad says, “we’ve always wanted a place of our own out there if one ever popped up. We got a lot of encouragement from the growers out there when they found out that Falkirk was selling.”

Harpestad says SRS just thought it was a great fit for its business. “It’s a great pinto area, there seems to be more pinto beans out there every year. It works well in the rotation for growers out there, and lately pinto beans have been doing very well.”

The expansion of pinto bean acres in the west is occurring just as acres in eastern North Dakota have been going down a little bit, which should help SRS Commodities spread its risk. Another factor in the decision was gaining access to the brighter-colored pinto beans grown in western North Dakota. “Year-in and year-out, they’re always a whiter color out there,” says Harpestad. “I think because of their soil—it’s a more arid soil, a little drier land, a little hillier. You always see the nice white color out there, that’s a plus too.”

SRS began buying new-crop beans shortly after the purchase was completed, and Harpestad says they’ve been received very well by the farmers, so he is very excited about that venture.

The bean portion of the Falkirk Elevator is relatively new. It was brand new in 2007. “It’s got state-of-the-art equipment, it’s got robotic palletizing,” says Harpestad. “The rest of the facility is set up for grain so we’re going to have to make some changes there for it to handle beans but there’s a lot of storage there and once we get it converted over to beans it’s going to be a great place to operate.”

Harpestad says they can fill the Falkirk facility with pinto beans but they do have some customers asking them for peas and lentils so they may dabble in that a little bit.

Harpestad has hired Adam Baker as plant manager at SRS Commodities-Falkirk.
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While Mother Nature caused some nervousness, in the end, North Dakota produced a record dry bean crop, and a record yield of 17 bags per acre. Minnesota’s yield estimate is 19.2 bags per acre. Most growers I’ve talked to don’t know where those yields came from, but they’re really happy with their yields and quality.

Going forward, uncertainty remains over new-crop contracts. It appears dry bean acres will once again depend on what corn and beans do. A couple other clouds on the horizon include the ongoing dry soil conditions, as well as the uncertainty about federal farm policy.

Agronomic research continues to be a priority for the Northarvest Bean Growers Association board of directors. We also plan to continue our multi-year domestic promotion program, which is producing some good results. And, we’ll continue to travel to develop and maintain export markets for Northarvest dry beans. Work also continues on a revenue crop insurance product for dry beans.

Please read our annual report. It provides a thumbnail sketch of the work done with your checkoff dollars, managed by your Board of Directors. For more information, please refer to past issues of the BeanGrower, which are available on our website, www.northarvestbean.org.

Good luck in 2013!

Daniel Webster, President
Northarvest Bean Growers Association

Communications

Each year, Northarvest publishes five issues of the BeanGrower magazine and maintains a website with daily updates for growers at www.northarvestbean.org. A weekly email news report is also distributed to interested growers who can sign up for the report directly at the Northarvest website.

While this annual report provides an overview of the year’s activities, more in-depth information can be found through the year in the BeanGrower magazine and at www.northarvestbean.org; www.beaninstitute.com and www.ciaprochef.com/northarvest.
Northarvest Directory

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Mission Statement

The Northarvest Bean Growers Association is an association of growers representing growers through the check-off system. We are North America's largest supplier of quality dry beans. We work together to better the industry through promotion, research, market development, education of consumers and monitoring of governmental policy. Our future goals must be continued market exposure and careful monitoring of new ideas, consumer choices, and producer needs.

2012-2013 BUDGET BY CATEGORY

ANNUAL BUDGET APPROPRIATION BY CATEGORY

EXPENSE 2011-12 2012-13

Nutrition/Industrial Research 360,950 489,015

Program Management 235,080 242,127

National & Regional Promotion 162,000 214,000

Research 253,082 250,658

Development 171,500 165,500

Communication 65,000 75,000

TOTAL 1,247,612 1,437,300

INCOME

North Dakota Dry Bean Council 631,480 1,034,269

Minnesota Dry Bean Research & Promotion Council 279,576 311,184

Northarvest Bean Growers Association 336,556 91,847

TOTAL 1,247,612 1,437,300
Northarvest invested more than $250,000 of grower checkoff dollars in research projects in 2012/2013. A full report of each of the research projects will be published in the Northarvest 2013 Research and Resource Guide this winter. Research project highlights include:

**Dry Bean Improvement for the Northern Plains**
North Dakota State University Researcher: Juan Osorno
The main objective of the dry bean breeding program at North Dakota State University is to develop high yielding, high quality bean genotypes adapted to the Northern Great Plains. The main priority is to improve pinto, navy and black market classes, but also kidney, great northern, red and pink market classes. A modified pedigree breeding method is used which allows continual evaluation and selection of desirable breeding families and/or lines. Therefore, activities and procedures remain relatively similar from year to year, providing consistency in development and evaluation of new genetic materials in a stepwise manner. During the winter of each year, hundreds of unique hybridizations in the greenhouse are performed. Crosses involve adapted cultivars grown in the Northern Great Plains, breeding lines developed at NDSU, and germplasm possessing desirable traits from other breeding programs. Unadapted germplasm lines from other sources are evaluated for desirable traits and crossed with adapted material. Each year, the breeding program evaluates material from around the world as possible sources of resistance to white mold, rust, root rot, anthracnose, viruses, and bacterial blights, among others.

**Pinto Bean Response to Tillage Systems, Row Spacing, Placement of Starter Fertilizer, and Foliar Fungicide**
NDSU Carrington Research Extension Center Researchers: Greg Endres and Blaine Schatz
This study will complement current NDSU research by helping answer the question, “What dry bean establishment factors, or combination of factors, will economically increase dry bean yields.” The research will examine pinto bean response to 22- versus 30-inch row spacing; tillage systems, with emphasis on strip till; 10-34-0 application as in-furrow, 2- by 0-inch, and mid-row bands during planting; and foliar fungicides in the absence of fungal disease.

**Genetics of Resistance in Dry Beans to Soybean Cyst Nematode**
North Dakota State University Researchers: Berlin Nelson and Juan M. Osorno
This project will conduct a preliminary genetic analysis to understand the mode of inheritance of SCN resistance in common beans. Previous research supported by the Northarvest Bean Growers Association demonstrated over a three-year field study that soybean cyst nematode (SCN) found in this area can reduce yields of pinto, navy and kidney beans by substantial amounts. The primary control of SCN in soybeans is the use of resistant cultivars and a number of resistance genes have been identified in soybeans. The same strategy can be applied to dry beans if such resistance can be identified and incorporated.

**Herbicides for New Uses and Residual Weed Control in Dry Edible Beans**
North Dakota State University Researcher: Richard Zollinger
This research project will examine if a tank mix of Warrant and pyroxasulfone applied EPOST with POST herbicides can provide residual control of most grass and broadleaf weeds. In addition, the project will work to validate labeled desiccants; identify new and effective desiccants; and measure added activity of tank-mix combinations and recommend specific adjuvants for use in dry bean desiccants to increase desiccant activity.

**Dry Bean Breeding for Conventional Production Systems**
University of Minnesota Researcher: Tom Michaels
This research studies the genetic control of bean root structure and the ability of superior roots to more effectively take up water and nutrients, support nitrogen fixation, and resist root pathogens. The objective of the root study is to develop new bean varieties with stronger root systems that support higher seed yield. The support of this research will allow the program to expand and develop new varieties for conventional production systems emphasizing commercial market types such as kidney, navy, pinto and black beans.

**Texturized Bean Protein as Meat Extender and Replacers**
North Dakota State University Researchers: Clifford Hall III and Thunyaporn (Naggie) Jeradechachai
The use of extrusion processing is a viable technology to produce dry bean texturized vegetable proteins (TVP). This TVP can then be used as a replacement for meat in regions where meat availability is low and the costs are high, such as in Southeast Asia. This project will produce TVP from navy and pinto bean protein; mill the TVP into flour and use the flour in the production of processed meat products; and evaluate the textured protein pieces as meat replacers/extenders in canned meat products.

**Potential for Mineral Biofortification of North Dakota Grown Dry Beans**
North Dakota State University Researchers: Juan Osorno, Pushparajah Thavarajah and Dil Thavarajah
This project seeks to determine the genetic variation of North Dakota grown dry beans for total mineral concentration; and determine the broad sense heritability estimates of mineral micronutrients in USA grown dry bean cultivars to understand the genetic potential to de-
The Northarvest Region is North America’s largest supplier of dry beans. To help cultivate expanded business for growers, Northarvest participated in a number of trade events throughout the year. Here are some highlights from 2012:

TRADE TEAMS -- Bean buyers from Mexico and the Dominican Republic visited the Northarvest region during the course of the year. Northarvest uses opportunities like these to educate foreign customers about the quality of beans produced in the region.

TRADE MISSIONS TO FOREIGN MARKETS -- In addition to hosting trade teams from around the world, Northarvest also participates in a number of trade missions to help cultivate continued and new business for beans. This year, Northarvest representatives traveled to Italy and Spain, who are among the two largest legume importers in Europe. Northarvest met with major buyers there, many of whom have not bought U.S. dry beans for a number of years, in order to remind them of the advantages of working with superior quality U.S. dry beans, purchased from reliable U.S. professionals.

This spring, Northarvest director, Todd Sorenson of Fisher, MN was part of a U.S. Dry Bean Council trade mission to Colombia and the Dominican Republic. With the announcement that the U.S.-Colombia Free Trade Agreement will be implemented, the timing...

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of the trip was critical. The mission participants generally received positive comments about the samples of U.S. small red beans and dark red kidney beans shown to Colombian buyers. In grocery store visits and meetings with buyers, they found that Colombian consumers are willing to pay a premium for the biggest, roundest, most brilliant dark red beans.

Bean Growers from Northarvest were also part of two separate U.S. Dry Bean Council trade missions to Africa this year. Northarvest Director, Gary Paur, met with bean buyers in Nigeria, and North Dakota Dry Bean Council member, Grady Thorsgard, did the same in Angola. Both joined up to meet with more bean buyers and processors in South Africa. The trip to Nigeria was organized around the Market Access Program-sponsored Global Broad-Based Initiative (GBI). This program promotes U.S. protein products in targeted countries to both the commercial and humanitarian sectors in Africa as a response to protein-deficient diets there. In south and western Africa, the goal was to identify opportunities for U.S. dry bean sales to Non-Government Organizations (NGOs) and commercial buyers.

Northarvest also participated in the International Pulse Trade and Industry Confederation’s World Pulses Convention in Dubai last spring. The convention helped provide important market intelligence information from around the world to aid in boosting U.S. bean exports.

This summer, U.S. Dry Bean Council regional representative Johanna Stobbs, visited Hungary and Poland to examine market conditions and identify export opportunities for U.S. dry beans. The trade visit resulted in ten one-on-one meetings with key importers, dry packagers and canners, and a renewed interest in U.S. dry beans.

**SOUTHEAST ASIA SUCCESS STORY** -- A recent sale of U.S. Great Northern beans to the Philippines was the result of the purchaser’s attendance in last year’s U.S. Fine Food Show in Cebu. The Fine Food Show was a two-day trade exhibition, including cooking demonstrations by major cooperators and food importers of U.S. products, with cooperation from the U.S. Dry Bean Council and other U.S. commodity groups and government agencies.

**NORTHARVEST PARTICIPATES IN ALIMENTARIA 2012**
-- Last spring, Northarvest participated in Alimentaria 2012, held in Barcelona, Spain. The purpose of the trip was to meet with members of the bean trade in Europe and North Africa to increase their awareness and understanding of U.S. dry beans and how to buy them. The event was an excellent way to get to know the people in the bean importing industry and represent Northarvest bean growers.

**REVENUE INSURANCE FOR DRY BEANS APPROVED** -- After three-and-a-half years of work, the Northarvest Bean Growers Association’s effort to get a non-revenue crop insurance product was rewarded. After presenting their case to the Federal Crop Insurance Corporation, the FCIC voted unanimously to approve the product. The revenue product will begin as a pilot program in North Dakota and Minnesota for four classes of beans: pintos, navies, blacks and dark red kidneys.

**2012 PRICE ELECTIONS** -- For the 2012 growing season, the Risk Management Agency supported the Northarvest Crop Insurance Committee’s request for additional price elections for APH dry bean types.

**FARM BILL EFFORTS CONTINUE** -- Northarvest continues to closely monitor the progress of the Farm Bill, and works with Congressional representatives to help secure provisions beneficial to Northarvest bean growers.
Each year, Northharvest participates in numerous events to promote the importance of beans as part of a healthy diet. These efforts are focused on providing information to nutrition educators and decision makers which, in return, translate into an economical and effective way to reach end customers. A few highlights from 2012:

**USING ONLINE MEDIA TO PROMOTE BEANS**

A joint venture of the Culinary Institute of America and the Northharvest Bean Growers Association is making inroads into new media platforms. Bean-related recipes and meal ideas are available online for the culinary community. This content highlights the versatility and nutritional power of beans. Northharvest and CIA have also worked this year to develop mobile apps for iPad, iPhone and Android, and deliver information to visitors via email and social media sites like Facebook, Twitter and Pinterest.

**HEALTHY FLAVORS, HEALTHY KIDS**

Northharvest sponsored the Healthy Flavors, Healthy Kids Summit at the Culinary Institute of America in San Antonio. This event was able to tie in the food education, culinary world, and school foodservice sectors for an opportunity to promote healthy food choices for our youth. Childhood obesity is getting a lot of attention throughout the country and this summit sought out ways to provide healthier food choices for children.

**BEANS FOR A BETTER LIFE**

Nutrition exports from Dallas, Minneapolis, Boulder, Boston and Salt Lake City addressed nearly 50 registered dietitians at the first “Beans for a Better Life” seminar held in Austin, Texas. The seminar, which was planned to shed new light on a healthier way to eat, was sponsored by the Northharvest Bean Growers Association.

**MN SCHOOL NUTRITION ASSOCIATION CONFERENCE**

The Minnesota School Nutrition Association’s annual conference was held in Duluth with exhibits on July 31. School foodservice personnel continue to need help serving ½ cup of beans or peas weekly to all grade groups as they meet the “Healthier US School Challenge.” Lynne Bigwood served Northharvest’s Vegetarian Fiesta Pasta Sauce recipe along with handing out the new “Lunch Ticket” brochure, cookbooks and other large quantity bean recipes. Northharvest also contributed a gift basket of Fair Trade Coffee and Chocolate Bars to the 4th Annual Raffle to Benefit Education for MNSNA’s members.

**FLAVOR, QUALITY AND AMERICAN MENUS**

Northharvest participated in the Culinary Institute of America’s Flavor, Quality and American Menus program. Each chef and operators received a bean appétit apron, “Latin Flavors, Black Bean Fiesta!,” “Charting the Course and Lunch Ticket” brochure, The Bean Cookbook, “Without Beans” Chili Poster and a sample of fresh pinto beans.
By Shelly Asplin, MA, RD, LMNT

DRy BEAN HEALTH
beans. The consumption of dry beans is reaching thousands of registered dietitians across the country, explaining the health benefits of dry bean consumption. The print version is reaching annually to apply for incentive awards to develop proposals for potential funding by the National Institutes of Health for research on dry beans and human health.

In the past, Northarvest has provided 10 incentive awards of $10,000 each, and this year, the program was changed to provide five incentive awards of $20,000 each.

Program applicants are asked to focus research in the areas of cardiovascular disease, obesity, colon cancer, GI health, immune system and diabetes. This year, awards were presented to: Kendal D. Hirschi, Baylor College of Medicine; Helen Kim, University of Alabama at Birmingham; Ock K. Chun, University of Connecticut; Hannia Cam-pos, Harvard School of Public Health; and Romi Ghose, University of Houston.

BEANS IN SCHOOL LUNCHES CLOSER TO REALITY

Ten products made with various pulse crops were taste-tested at the recent conference of the North Dakota School Lunch Administrators. Carlisle, Inc. owner and general manager Chuck Fleming, who spearheaded the project, was thrilled with the results.

Fleming’s one-year project to get pulse foods in schools is funded by a Specialty Crop Block Grant received by the Northarvest Bean Growers Association. The goal is to develop at least ten specialty crop products and expose at least five percent of North Dakota’s 70,000 school children to them. To do that, the foods must meet the four basic parameters of the school lunch program: meet nutrition requirements, easy to prepare, reasonably priced, and kids like the product.

Students in Grand Forks, West Fargo, Fargo, Valley City and Bismarck were the first to do a taste test of unique bean foods.

Fleming is also working on developing a snack pack which could contain up to eight combinations of six pulse products, and meet the one meat substitute requirements of the school lunch program.

Fleming is also trying to find food manufacturers for these products and develop a distribution system.

CONSUMER SURVEY

Northarvest is funding a survey of consumers in the southwestern United States, concentrating on Hispanics and women, to see if the color of pinto beans is having an impact on purchasing decisions. Comuniqué will manage the project through a professional agency in Arizona that is set up to conduct focus group studies and deliver the results.
Mexico Poised for Better Bean Crop

The US Ag Attache’s latest assessment of Mexico’s dry bean crop is favorable. The dry bean production estimate of 830,000 metric tons for marketing year 2012/2013 has been revised upward to 1.1 million tons, due to higher than expected harvested area and normal precipitation. The good rainfall provided much needed beneficial soil moisture conditions to boost yields for the 2012 spring/summer crop cycle.

According to official sources, several states (Zacatecas, Durango, Chihuahua, and San Luis Potosi) have registered higher yields than initially estimated (900 kilograms per hectare compared to estimated 600 kilograms per hectare).

As a result, industry sources now estimate that the 2012 spring-summer crop cycle will produce approximately 850,000 MT of edible dry beans. In the previous crop cycle, Mexico harvested only 368,000 MT, due primarily to the severe drought. As usual, this spring-summer crop cycle will account for approximately 75% of total dry edible bean production whereas the remainder of the crop will come from the fall-winter cycle.

As a result of this optimistic production forecast for the 2012/2013 spring/summer crop, the

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The governors of Zacatecas, Durango, Chihuahua, San Luis Potosí and Guanajuato recently banded together to ask the Mexican government to cancel the dry bean tariff rate quota (TRQ) authorized for 2012. This is the quota from other parts of the world, outside NAFTA, authorized early this year. Moreover, the governors requested that the federal government facilitate the commercialization of the domestic dry bean production and help ensure ‘fair’ prices.

However, it should be noted that as of September 30, 2012, Mexico had already imported nearly 200,000 MT of dry beans with the vast majority coming from the United States (73%). This is double the normal amount of bean imports seen in a normal year. With this level of imports and considering the optimistic expectation of harvest for the 2012 spring-summer, the Ag Attache report expected bean imports for the rest of the year to drop significantly.

The Ag Attache report revised Mexico’s dry bean consumption estimate upward to 1.15 million tons for this marketing year based on industry estimates and assuming more affordable prices compared to the previous year. The new ending stocks estimate for marketing year 2011/2012 has been revised sharply downward to 8,000 tons due to lower than previously estimated domestic production. Similarly, the ending stocks estimate for the 2012/2013 marketing year was revised upward to 158,000 tons, due to the higher forecast of domestic production.
Canada Proposes Phyto Changes

In a letter to Canada’s Plant Health and Biosecurity Directorate, US Dry Bean Council Chairman Craig Kelley voiced opposition to proposed changes in phyto requirements for certain weeds.

USDA’s Animal and Plant Health Inspection Service recently contacted the USDBC regarding Canada’s stated intention to implement new SPS requirements that initially propose certification that imported commodities, including seeds, show ‘freedom from’ certain listed invasive plant pests. While APHIS analysis of seed purity may be able to accomplish this, it is concerned that the requirement under review by Canada is overbroad and too restrictive for bulk commodities, especially with no demonstrable showing that a problem exists.

The Canadian Food Inspection Agency has extended the comment period on the proposal until February 15, 2013, instead of allowing the directive to take effect December 1, 2012 as originally planned.

Kelley also pointed out that the proposed requirements go well beyond any comparable US requirements on imports of agricultural commodities to the US. “Given the long history of free and open trade between our two countries, including recognizing reciprocal requirements, should the proposed requirements be adopted, we anticipate US commodity groups, including USDBC, would be compelled to urge and anticipate the US to impose similar requirements on Canadian exports to the US.”

Kelley said the USDBC urges the Canadian Food Inspection Agency to reconsider and withdraw the proposed requirements so that US-Canada cross-border trade in agricultural commodities may continue in the robust and responsible manner we have come to observe and expect.

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US dry bean exports to Canada are typically 10 percent of US dry bean exports. In the recently concluded marketing year, the US exported 57,000 metric tons of dry beans to Canada at a value of nearly $40 million. Recent USDA marketing year reports of dry bean imports to the US show Canada dry bean imports totaling more than 33,000 metric tons at a value of more than $37 million, both reflecting about 20 percent of overall Canadian dry bean export volume and value in the 2012 marketing year.

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In his letter, Kelley said the USDBC is very concerned that the proposed requirements would severely and negatively impact the US-Canada dry bean trade. Briefly, those concerns include:

- the “freedom from” requirement for newly specified plant pests is overly broad and too restrictive;
- no scientific justification has been presented for the new requirements;
- no evidence has been presented to indicate that a problem is present or likely with the specified plant pests;
- literally, hundreds of years of US and Canadian commerce has not shown problems with or the presence of the specified pests to indicate a risk posed to justify the proposed requirements;
- presently, APHIS may not have the resources to efficiently inspect and certify the new requirements, and
- the apparent needless costs and delays to US exports to Canada that the proposed requirements will cause will negatively impact what is now an efficient and known cross-border trade.

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Area Extension Cropping Systems Specialist Greg Endres conducted research on various planting dates of dry beans at North Dakota State University Extension Service’s Carrington Research Extension Center. With the early planting that was done in 2012, Endres realized that no recent data on early planting had been done.

Endres looked at Lariat pinto beans and Eclipse black beans planted on three different dates: May 17, May 30 and June 13. Endres is surprised with the results. “Across the two market types, the yield was similar among planting dates. Yield trend for pinto beans was increased with early planting, but the blacks were just the opposite,” says Endres, “yield tended to increase as planting was delayed.”

Endres says planting around Memorial Day week, or the first week of June has been very common in the Carrington area and has worked well for farmers in the long run.

Endres’ dry bean research in 2012 also included tillage, starter fertilizer placement, foliar fungicides and row spacing. “We started out looking at just the comparison of tillage systems: convention tillage to strip till to direct seeded. Then we expanded to fertilizer placement and then went a little further with the row spacing on the encouragement of the Northarvest Bean Growers Association.

This is the second year Endres has compared dry beans in 22 and 30-inch rows and some significant differences were seen. In both years, Endres found a yield advantage with the 22-inch rows over the 30-inch rows, in fact, the average yield advantage has been 20 percent. “Over the two years,” says Endres, “we saw nearly a 500 pound yield increase with Lariat pintos planted in the narrower rows compared to the standard row spacing.” The difference on yield was greater in 2012 than in the previous year, about 8 bags per acre.

Asked why there was such a difference, Endres said he supposes it’s much like their work with soybeans. “The canopy fills in quicker, the plants are able to capture more sunlight, and especially in 2012, that may have reduced the loss of soil moisture,” says Endres.

Endres has compared conventional, strip-till and
direct seeding systems with dry beans for the past five years. He’s had very similar yields with conventional and strip-till beans, and less yield with the direct-seeded system.

Endres says the most interesting results he found by comparing starter fertilizers on dry beans was when he looked at an in-furrow application of 10-34-0. “We had an untreated check, we applied 3 gallons of 10-34-0 in-furrow, and then 6 gallons. And as you would suspect, at the 6-gallon rate we reduced the stand by over 20 percent, and the yield tended to be less than the untreated check.” Some slight stand reduction was seen with the 3 gallon-per-acre rate but there was a trend for yield increasing with the 3 gallons versus the untreated check. Endres says the test area needed phosphorous, so it was applied with the 3 gallons, but no adverse effects were seen. What Endres has learned about how high he can go with in-furrow applications is that he can’t go very high. NDSU’s general recommendation is to avoid in-furrow applications due to concerns about stand reduction.

Endres will continue studying the effects of row spacing and starter fertilizer on dry beans again in 2013.

Mark Your Calendar

Mark the date of the 2013 Bean Day on your calendar: January 17-18, 2013 at the Fargo Holiday Inn. Details are included on pages 7-9.

Put yourself in this picture

When you demand “Blue Tag Certified Seed” from IDAHO you’re well on the way to a harvest you can boast about!

For sources of Idaho Blue Tag Certified Seed, contact the Idaho Bean Commission 208.334.3520 or www.state.id.us/bean
Trade Teams Visit Northharvest

The North Central Bean Dealers Association and the Northharvest Bean Growers Association hosted four dry bean buyers from Colombia, and five from France on September 20th & 21st. The buyers got a chance to see the quality of the new-crop beans at SRS Commodities in Mayville, North Dakota and Central Valley Bean Cooperative at Buxton, North Dakota.

US Dry Bean Council representative Randy Duckworth said the Colombians are interested in colored beans, specifically any type of red bean, and came to the United States because of the recently initiated US-Colombia Free Trade Agreement. That FTA eliminated a 60 percent import tariff on US beans entering Colombia, and establishes a duty-free quota of more than 15,000 metric tons. Duckworth calls the Colombian Free Trade Agreement “huge”, and is probably one of the best agreements we’ve had for the US dry bean industry, outside of Mexico. He says the Colombians were very impressed by the quality of the processing and the beans here. “In Colombia, bean harvest is still done by hand, so that’s quite a different thing for them, just all the mechanization.”

Duckworth says the Colombian bean buyers are price conscious, but are very quality-oriented. “They buy US products right now, but they haven’t been buying beans because, up until recently
there was a very large tariff-60% on US beans into Colombia. But now they’re looking at US beans because of the quality.”

Colombia currently imports about 60,000 metric tons of beans, mostly from neighboring countries, according to Duckworth. But he expects a little bit of that business to shift to the US.

Duckworth liked the quality of this year’s beans in Northarvest. “I like the color after a kind of a rough year last year. It’s nice to see some really good color and great yields coming out of North Dakota. There is some concern among some in the canning sector about the dryness of the beans and how well they’ll can.”

The French bean buyers’ preference is Great Northern beans, followed by dark red kidneys. The French visited Scottsbluff, Nebraska before coming to North Dakota. Both groups also visited Michigan during their one-week US trip. US Dry Bean Council European representative Johanna Stobbs accompanied the French trade team, and said the French buyers are interested in virtually everything here. The principal concern is this year’s quality.

Stobbs said the French bean buyers were anxious to have some statistics on volumes from USDA. They’re also interested in personal relationships. “I think, more and more in the dry bean business, as things become so electronic and one can just push a button and buy, shaking someone’s hand, visiting with them, seeing the facilities, how quality control is carried out in the US-this becomes even more important nowadays in the 21st Century-it’s the human factor,” said Stobbs.

Price is another factor for French bean buyers. “They’re all very interested in what pricing will be in the US this year because I think it’s no secret they’ve also looked at Chinese production for many years. Now, I think we’re seeing a slow evolution where Chinese production of dry beans is on a slow decline.”

Stobbs said every buyer who came on this trip is aware of the decrease in Chinese production and

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that has galvanized, not just the French, but a lot of other countries who are now having to reconsider their strategies for the future. “I think the US is going to be, in the coming years, a principal player in the international markets for dry beans because we’re good—the best actually—and also because the Chinese are leaving the field, they are walking away,” said Stobbs.

According to Stobbs, the Chinese are encouraging farmers to grow corn and soybeans to feed hogs, cattle and chickens to satisfy the growing demand of the Chinese middle class. “They’re (Chinese government) no longer giving land rental subsidies to dry bean growers. There have also been some weather problems in China, so little by little, I think you’re looking at Chinese farmers who’re saying maybe it won’t be dry beans this year, it’ll be something else.”

Stobbs thinks the US is going to become a major player in the dry bean market which means we also need to continue to put in acres and watch out for the competing crops that entice our farmers away from dry beans.

“We have the best dry beans in the world and the only time we’ve ever been in trouble is when our weather has played havoc with us. If we have the high production levels and the quality and reasonable prices, we’re going to have a really, really excellent year.”

SRS Commodities manager Rick Harpestad could tell by the questions his visitors had that they’re on this market. “They know what they’re talking about, they’re concerned about the color and the quality and the moisture content. They’ve done their homework; they know what they’re looking for.”
PULSES LEAD NORTH DAKOTA EXPORTS

North Dakota Agriculture Commissioner Doug Goehring reports dry edible bean and peas were the top two exported commodities in Fiscal Year 2011, ended September 30th. North Dakota exported almost 1.66 million bags of dry beans during the year, along with 1.04 million bags of peas. Exports of lentils were the state’s 4th highest exported commodity, totaling 440,000 bags. Goehring says the North Dakota Department of Agriculture issued more than 2,500 phytosanitary certificates during the fiscal year, 30 percent more than the previous year. The 2012 certificates indicate that North Dakota’s leading customers include Mexico, Canada, Taiwan, the Dominican Republic, India, Thailand, Pakistan, China, South Korea, Vietnam, Italy and Spain.

US DRY BEAN EXPORTS JUMP

According to figures from USDA’s Foreign Agricultural Service, and provided by US Dry Bean Council representative Randy Duckworth, both dry bean export volume and value in the September 2011-August 2012 marketing year were some of the highest in US history. Export value topped $160,639,000, and volume totaled more than 210,489, 400 hundredweight, both 23 percent above the previous marketing year. The US also imported at record levels, with 25 percent increases seen in both volume and value. The US enjoyed an approximate $210 million trade surplus in dry beans in the recently completed marketing year.

CANADIAN BEAN CROP

According to Statistics Canada’s latest estimate, the 2012 dry edible bean crop in Canada totals more than 6 million hundredweight, up more than 67 percent from 2011. Production of white beans totals 2.5 million hundredweight, up 150 percent from the previous year. The average yield is up 9.5 percent from 2011. Production

Continued on Next Page
of colored beans is estimated at 3.5 million bags, one million more than the previous year. The average yield increased 4.5 percent. The colored bean crop in Manitoba is up 138 percent from the previous year, at a little over 1.4 million bags. Manitoba white bean production was a little over a million bags in 2012, an increase of 233 percent from 2011.

LEGUMEX WALKER NEWS
A syndication of underwriters has agreed to purchase more than 1.7 million common shares in Legumex Walker Inc. at a purchase price of $7.75 per share. The deal will result in gross proceeds for the Canadian pulse processor of $13.5 million, which will be used to fund potential new acquisitions and general corporate purposes. Legumex Walker operates 14 processing facilities in western Canada, the US Midwest, and China. Legumex Walker recently completed its acquisition of Keystone Grain Ltd. in Winkler, Manitoba.

BLOCK GRANTS
Agriculture Secretary Tom Vilsack has announced $101 million in grants to support America’s specialty crops producers. Approximately $55 million of the total will be invested in 56 specialty crop block grants to states that fund 748 initiatives across the country. An additional $46 million will go to support new and continuing research and extension activities. The State of North Dakota received $616,000 in grants to fund 10 projects. Minnesota got $704,000 for 10 projects. None of the block grants in North Dakota and Minnesota include any dry bean projects. Visit www.ams.usda.gov/scbgp to review the 2012 project summaries and review a list of awards by location.

USDA REPORTS CHANGE
The U.S. Department of Agriculture (USDA) has announced new release times for several statistical reports, including the World Agricultural Supply and Demand Estimates (WASDE), Acreage, Crop Production, Grain Stocks and Prospective Plantings, which most directly affect soybean farmers, as well as the Small Grains Summary. Beginning in January, reports will be issued at noon Eastern, which coincides with recommendations made by ASA in comments to USDA in July. The move comes in response to expanded trading hours in commodity markets.

MICHIGAN’S GREEN RETIRES
Veteran Michigan Bean Commission Executive Director Bob Green has retired. Green worked in the dry bean industry for nearly 40 years. Joseph M. Cramer of Frankenmuth, MI has been selected by the Commission to replace Green, effective Monday, December 3, 2012. Joe brings a wealth of knowledge to the Executive Director position, knowledge that he has acquired through his 27 years in agriculture. Cramer comes to the Bean Commission from Star of the West Milling Co., where he was Vice President of Marketing for edible beans. Cramer has moved the Bean Commission office to Frankenmuth, MI.

SPECIALTY CROPS VOLATILE
Ryan Larsen is working with Frayne Olson, NDSU crops marketing specialist, and Joleen Hadrich, Colorado State assistant professor, on issues associated with growing specialty crops and how processors of specialty crops manage their risk.
According to Larsen, the market structure of specialty crops is often referred to as a “thin” market. This simply means that there are only a few buyers and sellers, which implies smaller market volume. The lack of hedging mechanisms forces farmers to rely on contracts to mitigate risk. These crops also are more sensitive to quality characteristics and greater production variability than wheat, corn or soybeans.

Larsen says the volatility of specialty crops has increased more than corn, soybeans and wheat. Producers and processors of these crops must be aware of the risks, understand the benefits and take the time to examine contracts closely when growing these crops.

SAUCE BOSS DIES

It is with great sadness that we announce the passing of Richard J. Huntley, age 61.

Richard’s career at the N. K. Hurst Company began in 1981. Many of you will remember your times with Richard through his presence and work at annual dry bean meetings or his time inspecting bean fields throughout America. Richard was always a friend to colleagues in the industry and has stayed close to many, even in his retirement. He knew the value of relationships in business and benefited both personally and professionally from those.

Richard spent much of his career trading dry beans and managing new product development. His experience as a chef and love of food products was invaluable to our business. It is still easy to picture Richard “The Sauce Boss” Huntley in his kitchen cooking up a pot of Hurst Beans, developing a new recipe for the N. K. Hurst Company.

Richard was a man with enormous passion for life. His family, his friends, and all of us at N. K. Hurst shone brighter through our interactions with and love for him.
Interest in gluten-free diets continues to grow as more consumers seek to avoid foods that contain the protein gluten, namely foods made with whole or refined grains from the wheat, rye, and barley families. Some of these consumers have celiac disease, an autoimmune reaction to gluten that causes damage to the lining of the small intestine; management of the disease includes strict avoidance of gluten. Others may be sensitive only to wheat, so although their response likely is not an autoimmune response, they may choose to follow a gluten-free diet as a way to avoid wheat products. The incidence of gluten intolerance and gluten sensitivity is higher than once thought, so demand for gluten-free products has grown.

Because gluten and gluten-containing ingredients play an important role in the physical properties of foods, they are ubiquitous in packaged foods and central to many recipes. Gluten contributes structure to foods such as breads, baked goods, and pasta. Many prepared or processed foods, including cereals, soups, sauces, snack foods, and candies, are made with wheat, rye, or barley products.

The Bonus of Bean Flours

One approach to eliminating gluten replaces wheat flour with a “safe” flour. Many gluten-free flours are made from other grains, including white or brown rice, amaranth, sorghum, or corn. Nut flours also are popular, as are starches like tapioca and potato.

Bean flours—garbanzo, white, kidney, and others—are now becoming more widely available and offer nutrition advantages over other flours because they are higher in protein, fiber, and numerous vitamins and minerals. They also are lower in fat than nut flours. Additionally, their fiber helps retain moisture so baked goods made with bean flours remain fresher longer. However, bean flours and all other types of gluten-free flours lack the structural properties of gluten; baked goods made with them tend to be denser, less chewy, and more crumbly than traditional products. Some applications call for the addition of guar or xanthan gum to improve the texture.
BAKING WITH BEAN FLOURS

When baking with bean flours, it is advisable to use recipes specifically developed for bean flours rather than simply substitute for the wheat or other flour in a recipe. “Pulses and the Gluten-Free Diet,” a cookbook by Pulse Canada in collaboration with Shelley Case, RD, and Carol Fenster, PhD, offers several tips for gluten-free baking:

- As with wheat flour, first aerate bean flour by stirring it with a fork, then lightly spoon it into a measuring cup, and level off with a knife. Or use a gram weight rather than volume measure. Avoid packing the flour, tapping the measuring cup to level it, or using the measuring cup as a scoop—these all increase the amount of flour in the cup and can yield unsatisfactory results.
- Follow ingredient lists, instructions, and baking times closely.
- Remove baked goods from pans before cooling to prevent sogginess.
- Use more than one type of flour, as directed in the recipe; each flour has different properties.
- Store baked goods in the freezer to maintain freshness. They rapidly become stale at room temperature or in the refrigerator.

GUIDE TO SHOPPING FOR GLUTEN-FREE BEANS

Beans are naturally gluten-free. However, some packagers of canned beans may use a gluten-containing ingredient to thicken the contents, so check ingredient labels. Packages of beans can also be contaminated with gluten if packed in a plant that also processes gluten-containing ingredients. This possibility must be indicated as part of the allergen statement on the label. To avoid contamination, buy beans and bean flours in packages marked gluten-free rather than in bulk from a bin. Keep in mind that prepared foods containing beans, such as chili, soups, and stews, often contain gluten-containing ingredients.
How did you get into farming? Inherited family farm

What classes of beans do you grow and why? Pintos They have always worked well for us.

How did your crop yield this year? Average

What’s the best tractor you ever owned? Why? John Deere 4020, very reliable.

What is your favorite thing to do on the farm? Spraying the crop.

What do you enjoy most about Bean Day? Wide variety of speakers.

What is your biggest challenge as a farmer? Marketing the crop.

If you won a trip to travel anywhere in the world, where would you go and why? Hawaii, I would like to go there again.

What keeps you busy during the winter months? Going to basketball games.

What’s your favorite tool? Hammer.

What do you like to do in your free time? Hunting, watching TV.

Tell us about your farm? I farm with my two brothers and my first cousin. We raise wheat, corn, soybeans, canola, and pinto beans.

How did you get into farming? I’m a fourth generation farmer. My family has been in it for a long time, so it came as a second hat to me.

What classes of beans do you grow and why? Navy beans. We chose to grow those because it seemed like we could get a little more yields out of this particular class than we could out of other classes of beans.

How did your crop yield this year? Excellent, probably one of the best crops we’ve ever had.

What’s the best tractor you ever owned? Why? I’d have to say our Caterpillar 865. They’ve been our best tractors for horsepower, fuel efficiency and comfort.

What is your favorite thing to do on the farm? My favorite thing to do is harvest. I enjoy harvesting the crops and seeing the rewards of all the hard work we’ve put into the crops for the year.

What is your biggest challenge as a farmer? There’s more than one. I’d say marketing grains is probably one of the most difficult and managing inputs would be another challenge.

If you won a trip to travel anywhere in the world, where would you go and why? I’d go to Hawaii to relax, see the ocean and sit on the beach.

What do you like to do in your free time? I like to golf, ride snowmobile and spend time with family and friends.

Tell us about your farm? I farm with my father and we have another guy that helps us. We grow soybeans and corn, along with navy beans.

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The 38th Annual Bean Day will be held Friday, January 18 at the Fargo Holiday Inn. Details on page 7.