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Todd Sorenson, Treasurer • Fisher, MN • 218-893-2425
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Scott Mund • Milnor, ND • 701-427-5887
North Dakota Commissioner of Agriculture

Executive Vice-President

Tim Courneya
 50072 E. Lake Seven Road
 Frazee, MN 56544
 Phone: 218-334-6351
 Fax: 218-334-6360
 Email: nhbean@loretel.net
 Website: www.northarvestbean.org



The Northarvest Bean Grower is published five times a year by the Northarvest Bean Growers Association, 50072 E. Lake Seven Road, Frazee, MN 56544, Phone: (218) 334-6351, Website: www.northarvest-bean.org, Email: nhbean@loretel.net.

Send editorial materials to Don Wick or Mike Hergert, Ag Information Services, Inc., 1407 24th Avenue So., Suite 235, Grand Forks, ND 58201, don@rrfn.com or mike@rrfn.com. Send advertising materials to Marlene Dufault, Prairie Ag Communications, 2607 Wheat Drive, Red Lake Falls, MN 56750, 218-253-4391, mdufault@gvtel.com. Publication of editorial or advertising material in the Northarvest Bean Grower magazine does not imply endorsement by the Northarvest Bean Growers Association. Check agronomic advice with local sources and always read and follow product labels.

VOLUME 15 ISSUE 5

STARTING POINT

'To Do' list



If you're like me, you have post-it notes and scratch paper scattered across your desk. These little pieces of paper serve as a reminder, helping me to remember those chores that must get done. As we head into a busy harvest season, the 'To Do' list continues to grow. We need to run to town and pick up parts, spend time in the shop greasing up that combine and sharpening the knives. It is a busy, but exciting time of the year.

The Northarvest Bean Growers Association has its own priority list. We focus on foreign market development. You'll learn more about plans for reverse-trade missions in this edition of *BeanGrower*. We also strive to build markets at home.

To that end, the Northarvest Bean Growers Association is offering \$100,000 in incentive awards to researchers who develop the best research concepts on dry beans and human health. The research proposals are being accepted now and will be awarded in mid-February. We funded a similar effort last year, and scientists worked on projects studying the effect dry beans can have on our appetite. They also looked at dry bean consumption and the prevention of heart disease and diabetes. Pretty exciting stuff!

This edition of *BeanGrower* has some new features, including 'the Pulse of the Industry.' Let me know what you think. My e-mail address is nhbean@loretel.net.

Let's hope the weather cooperates and we enjoy a great harvest. Of course, the most important thing on the 'To Do' list is to be safe.

*Jon Ewy, President
 Northarvest Bean
 Growers Association*

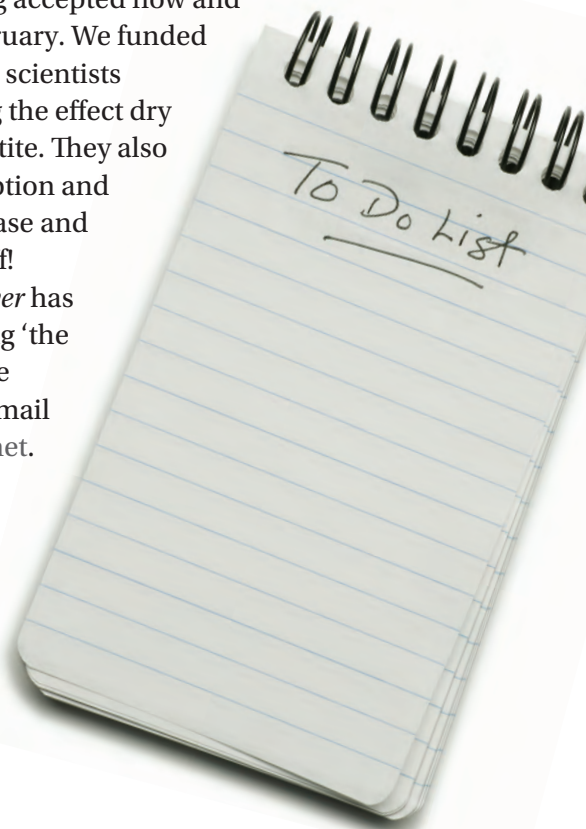


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**Gary W.
Fuglesten,
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Breeding breakthrough

A team of North Dakota State University scientists may have gotten an early break in their effort to develop a dry edible bean variety resistant to the new strain of rust discovered late last year in the Northarvest region.

NDSU Dry Bean Breeder Dr. Juan Osorno discussed the new race with USDA plant pathologists in Beltsville, Maryland. The USDA researchers had an idea of genes that would control the new strain. Osorno was pretty confident that Stampede, the recent NDSU pinto bean release, contained one of those genes, since one of Stampede's last parents used is a line with three rust resistance genes.

Stampede was among a handful of lines containing this gene that NDSU Extension Plant Pathologist Dr. Sam Markell inoculated with

"All of us feel pretty good about this. First, finding it before it caused an epidemic; I don't know if you call it luck or whatever, but it's a big help. Too often we're behind epidemics and that's not where you want to be"

DR. SAM MARKELL
North Dakota State University

this new race of rust. About 50 percent of the Stampede plants showed some segregation for resistance to the new race of rust. The goal is to build that to near 100 percent through the purification process.

Osorno and Markell inoculated a big population of Stampede plants, which were selected, and harvested. It appears the first inoculation worked well.

"Now we have, more or less, a group of 200 to 250 plants that are rating as resistant," said Osorno.

Those plants will be harvested and another round of selection will be done just to make sure they have homogeneous resistance that will be durable over time and space. Osorno is hopeful that material can be sent to NDSU's winter nursery in New Zealand in December.

"We're very tight on time and that's my concern, that we don't have time for failure; so if something fails, we're going to

have delays, and sometimes the greenhouse is very unpredictable."

Osorno is hopeful that in two years, growers should be able to have some resistant seed.

This new strain, or race, of rust discovered last year in a 15- to 20-mile-wide area centered in northern Traill County, North Dakota, has thus far been identified only in the Northarvest growing region. The discovery was made during a disease survey conducted by Dr. Rubella Goswami, NDSU Research Plant Pathologist. It was found on resistant varieties. Twenty-five to thirty varieties were tested and all were susceptible.

At this point, Osorno says "nothing that we are growing as a commercial variety in North Dakota is holding on this one (race)."

While there are no resistant varieties, fungicides are available. According to Markell, that situation has changed in recent decades.

"We've got Folicur, or tebuconazole, and some generics that are very effective once rust is on the plants. Headline and Quadris have some systemic ability and are very effective too, mostly as protectants."

Markell says the key to control of rust is to get something on it early.

"If you wait until rust blows up on you it's really hard to get on top of it again."

Other compounds are now being evaluated at three sites for efficacy and timing.

Goswami's research also includes bacterial blights, root rots, white mold and other projects. The focus is on the type of pathogen pests, control properties and



Dr. Juan Osorno is hopeful seed will be available within two years that is resistant to the newly discovered strain of rust.

possible resistance. As part of the IPM Pipe program, Markell is also monitoring ten sentinel dry bean plots in Traill, Grand Forks and Walsh counties for common bean rust.

Scientists use a binary system to name new strains of rust, and are getting closer to giving this new strain a code, or number. Markell thinks it'll likely be known as "20-3".

Markell says losses caused by rust will depend on when it occurs. Thirty years ago, there was an estimated \$32 million lost just in the Red River Valley. As far as the discovery of possible resistance in Stampede pinto beans, Markell is optimistic.

"All of us feel pretty good about this. First, finding it before it caused an epidemic; I don't know if you call it luck or whatever, but it's a big help. Too often we're behind epidemics and that's not where you want to be".



While there are no resistant varieties, NDSU Extension Plant Pathologist Dr. Sam Markell says fungicides are available to control rust.

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Building relationships

Relationship selling is the buzz in the business world. Talk to any veteran salesman and you'll hear them say 'people buy from people.' It is all about building a relationship with a prospective customer and earning their trust. The Northarvest Bean Growers Association has taken that approach since the mid-1980's.

"I always go back to when we first started working with the United Kingdom on the navy bean business; we were the newcomers on the block until we actually went over there and visited with them about their issues," remarked Tim Courneya, executive vice president, "Later we brought them here and outlined our process; they built relationships with our farmers; the best scenario is to get them on our soil and let us sell ourselves."

Northarvest and the U.S. Dry Bean Council coordinate trade missions with U.S. exporters and growers each year. In addition, foreign buyers travel to Minnesota and North Dakota to determine the size of the crop and inspect the dry bean supply for quality. These reverse trade missions are an opportunity to educate importers and distributors, utilizing the credibility of the Northarvest grower.

"These trade trips solidify a strong marketing situation for the future; after they visit our farms, the buyers understand the care we give to the beans."

A BUSY FALL SEASON

In September, trade teams from the Caribbean/Central America region and Mexico will be in the Northarvest area. These delegations are primarily interested in pinto and black beans.

"These are a relationship building missions; they allow our sellers to continue work with

their buyers and position our crop quality within their buying structure," explained Courneya.

"The most important word in the dictionary is people."

HARVEY MACKAY

Author and entrepreneur

Typically, an early September trade visit allows buyers to see newly-harvested dry beans and crops still in the field. The late spring may delay the 2009 harvest schedule, impacting what foreign buyers will see in the field when they travel through Minnesota and North Dakota this fall.

There is hope these missions will continue to solidify Northarvest's role as a dependable supplier of dry beans.

"They understand our pinto business, but they don't understand the magnitude of our other dry bean variety business," said Courneya. "We want to showcase all our Northarvest dry beans to buyers worldwide, and build relationships with them that help demonstrate our ability to deliver a high quality product that meets their needs."

"The fact is we grow a 10-13 million cwt of dry beans each year; and it is up to us to develop markets for those beans."

TOP FIVE FOREIGN MARKETS FOR U.S. DRY BEANS

- | | |
|-------------------|------------|
| 1. Mexico | 24 percent |
| 2. Canada | 12 percent |
| 3. United Kingdom | 11 percent |
| 4. Angola | 5 percent |
| 5. Dominican Rep. | 5 percent |

2007/2008 Exports by Volume
USDA Economic Research Service

BY THE NUMBERS

37.8%

7.5%

The amount of Northarvest dry bean acres damaged by hail in 2008.

26 TO 30 INCHES Over 56 percent of Northarvest growers used 26 to 30 inch row spacings in their dry beans in 2008.

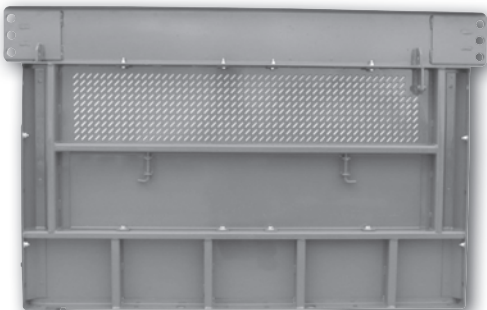
180

180 respondents reported planted acres of 87,050 of dry beans in 2008, 10.7 percent of total acres in Northarvest.

20,621

According to the 2008 Dry Bean Grower Survey, the Maverick variety of pinto beans was grown on over 20,000 acres last year.

White mold was ranked as the number one disease problem in 2008 by 37.8 percent of Northarvest growers. Bacterial blight ranked second on that list with 29.8 percent of growers calling it their biggest disease threat.



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A review of dry bean desiccants

When Japanese inspectors claimed that two containers of Canadian-grown dry edible beans exceeded herbicide residue limits, it served as a wake-up call for growers worldwide. Export markets are important to the U.S. dry bean industry. Individual countries determine their own residue limits, which highlights the need for growers to follow label directions on crop protection products.

Roundup is labeled in the U.S. for late-season weed control in dry edible beans. The popular herbicide is



DR. RICHARD ZOLLINGER
NDSU Extension Weed Specialist

not labeled for use as a desiccant. North Dakota State University Extension Weed Specialist Rich Zollinger says the areas within fields where there are green patches are where residues would likely develop.

"Any parts of the field where the plants are physiologically mature, or almost to that stage, there's no translocation to the seed," said Zollinger. "The seed size is pretty much as big as it's going to get, but it's those green, immature seeds where the plant is still pumping material; that's kind of where Roundup goes in the plant."

According to Zollinger, that phenomenon is why growers must be careful when using Roundup, or glyphosate, as a harvest aid. The NDSU weed guide describes the application window for glyphosate as being after the dry beans have turned a yellow-leather texture, at the hard dough bean seed stage, and 30 percent or less seed moisture.

Before Roundup was registered for use on dry edible beans, an NDSU graduate student conducted research that showed that, even where Roundup was applied on green patches, residues came in below 5 parts per million. Zollinger said, at that point, he felt fairly

confident that if a grower used glyphosate as a weed control or harvest aid, there'd be no off-label or off limit residues in the seed.

DRY BEAN GROWERS HAVE DESICCANT OPTIONS

Dry bean growers have a variety of options for pre-harvest desiccants. Paraquat (Gramoxone), Aim and Valor all have their own list of benefits and liabilities. The 2008 Dry Bean Grower Survey shows Valor is the most popular desiccant. According to growers who responded to the 2008 Dry Bean Grower Survey, over 42 percent of the acres in the Northharvest region were treated with desiccants last year. Valor was used on 26 percent of the acres in its first year on the market for dry bean desiccation.

"Valor is a very effective desiccant; it's a contact herbicide and it seems to have a high affinity toward dry bean desiccation."

Zollinger says an adjuvant makes a huge difference. Growers may be tempted to use a normal petroleum oil or a crop oil concentrate, which is less money, but Zollinger says growers will not get the performance that they would from the

Continued on Next Page

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herbicide when using a superior adjuvant.

"Methylated seed oil, or MSO, is the adjuvant to use; it costs a little more, but the level of activity is so much more using an MSO than any other kind of adjuvant."

Growers can raise the rate a little bit to increase the activity, but Zollinger reminds farmers that a cool, cloudy fall would be the nemesis to these desiccants.

This spring, Japan rejected two containers of Tebo beans grown in Canada. The two containers reportedly had maximum residue of over 2 parts per million (ppm) of Roundup. In Japan, the maximum residue allowance (mrl) is 2 ppm. The maximum residue in Canada and the US is 5 ppm.

Herbicide residue is not an issue with paraquat, Valor or Aim because they are contact herbicides, which do not trans-locate into the plant. Therefore, there is no translocation of the herbicide into the seed. Residue trials are done either by the manufacturer or IR-4 before registration.

Aim is the least expensive product, but Zollinger says it is also the

least effective.

"It does a good job of burning leaves, but you need to burn the vines, too and that's where Aim has a little bit of trouble."

With paraquat and Valor, Zollinger says there is good leaf burn and droppage. The vines also burn, which allows for quick harvest. Gramaxone is the most-recognized paraquat, but there are various off-patent, generic formulations.

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Variety choices: Knife or not

According to the 2008 Dry Bean Grower Survey, at least 50 percent of the dry edible bean growers in North Dakota and Minnesota are growing direct harvest varieties on a portion of their fields. Over one-third of the growers responding to the survey direct-harvested more than 75 percent of their beans last year. However, Maverick, a conventional variety, was still the number one pinto bean variety grown, with the survey indicating 23.7 percent of Northharvest acres devoted to this variety. LaPaz, an upright

(direct-harvest) variety was ranked second, followed by Windbreaker, Buster and ND307.

Direct harvesting has grown in popularity since LaPaz was introduced by AmeriSeed approximately five years ago. LaPaz was followed by Baja, Durango and Sonora. All of these varieties are from AmeriSeed, which is now owned by Seed West, a division of ADM. After LaPaz, other Type II or upright varieties have been introduced. North Dakota State University released Stampede and Lariat in 2007. Medicine

Hat and Maria varieties came from Seminis, a division of Monsanto.

"There is a market for direct harvest varieties, but it's not the answer-all and does not mean the end of conventional varieties," said Randy Mattson, an owner of

Continued on Next Page



DR. HANS KANDEL
NDSU Extension
Agronomist



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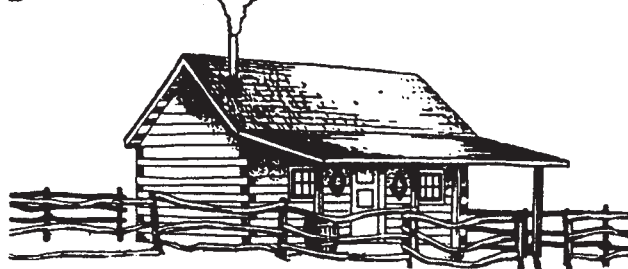
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Mattson believes Maverick will be replaced by upright varieties and new conventional varieties as the most popular variety in the Northharvest region.

ND307 and Windbreaker are cited as varieties gaining in popularity.

"Maverick is still a good, consistent variety, but it has fizzled in recent years. Growers want a better plant type and better yield."

NDSU Extension Agronomist Dr. Hans Kandel is not surprised by the popularity of direct harvesting.

"It makes sense. If you look at many of the crops, we try to avoid an extra management practice in

the field."

Direct harvesting eliminates knifing. Kandel says that adjustment reduces the machinery cost and the need for additional labor.

"If you look at farms, they are kind of pushing the limit of how much labor there is available," said Kandel.

While growers save a trip across the field, they are leaving more beans in the field by direct combining. Seventy-two percent of the growers who responded to the 2008 Dry Bean Grower Survey indicated they left 100 pounds or more, of production per acre in the field due to direct combining.

If the cutter bar hits the

center of the bean, Kandel says the bean will shatter. Field losses will increase, but Kandel says that cost must be balanced with the extra cost of knifing.

Kandel has studied Stampede and Lariat, looking at row spacing, nitrogen fertilization, and harvestability.

"We're trying to find more upright types for direct harvesting, so the row spacing or the nitrogen may have an influence on the architecture of the plant," said Kandel.

According to Kandel's research, Stampede and Lariat each yield well.

"They were also putting the beans a little bit higher on the plant, so when you cut the plants close to the surface level, it hits fewer pods; therefore, you get fewer seeds that are lost."

Kandel repeated this study this past summer at two locations. That information is not complete, but it appears that nitrogen did not influence the yield or the pod distribution on the plant.


"With the row spacing, we kind of had mixed results but it looked like we could go from 30 inches to 18 inches and pick up a little bit of yield."

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The 2009 North Dakota School Nutrition Association Annual Industry Seminar and Conference took place at the Ramada Plaza Suites, Fargo, North Dakota, June 2. Lynne Bigwood served Red Bean, Tomato and Rice soup to the attendees. She also offered them Northharvest's latest posters, brochures and The Bean Cookbook. Many said that they are serving more beans to the students they feed and that when they serve beans to children in grade school they will eat them for a lifetime. Those who have bulletin boards were glad to have new posters to use in their school.

U.S. Dry Bean Council offers market assessment of Argentine crop

Political unrest has become commonplace in Argentina. Upset over the imposition of high export taxes on soybeans, Argentine farmers staged several export strikes and shut down major highways last year. The local economy is still suffering.

It was in this environment that U.S. Dry Bean Council Representative Randy Duckworth and International Programs Committee Chair Bob Green traveled to Argentina to assess the dry bean crop.

2009 saw increased

plantings of dry beans in Argentina, with a significant increase in planted acres of black beans. Overall, the report by Duckworth and Green indicates 100,000 hectares of black beans were seeded. Alubias (white beans) were up just slightly to an estimated 128,000 hectares. Color bean acreage was reported to have dropped to around 30,000 acres,

primarily due to loss of cranberry bean plantings.

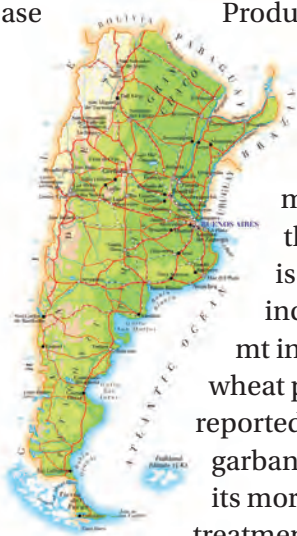
Production of garbanzo beans is estimated at about 7,500 metric tons this year and is expected to increase to 10,000 mt in 2010. Some wheat production is reportedly moving into garbanzos because of its more favorable tax treatment.

The 2009 Argentine bean crop was hit hard by drought, which reportedly pushed up harvest by a week. Every company

Green and Duckworth visited reported that bean size was smaller this year. However, most estimated that overall production would be close to last year because the smaller size and yields were offset by increased plantings this year.

Exportable quantities of black beans are estimated at 90,000 mt based on the average of information provided by processors and exporters. Overall quality is good, but seed size is smaller and there is some seed coat wrinkling due to this year's poor rains. Yields

Continued on Next Page



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were highly variable depending upon area of production. There will likely be an abundance of smaller seeded alubias this year, which may put some pressure on Great Northern exporters. Overall quality of dark and light red kidney beans was reported to be very good except for size. As with other bean types, they were affected by the drought.

Brazil is the largest export market for Argentina's dry beans, but demand is extremely erratic. Green and Duckworth met with several companies who said they were shipping black beans and/or cranberry beans to

the United States. The U.S. Dry Bean Council representatives said it appears shipments from Argentina to the U.S. will be strong over the summer until new crop U.S. black beans become available. During the June trip, demand for Argentine black beans from Venezuela and Costa Rica was reported to be strong. In addition to supplying Argentine black beans, some exporters were also trading Chinese beans to Central America. One exporter was doing significant business with Cuba, however Cuba was still buying beans from China despite a 540-day letter of credit.

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Pipeline is full of dry bean genetics

North Dakota State University Dry Bean Breeder Dr. Juan Osorno has an extra bounce in his step, excited to see a lot of new genetics ready for the market. Osorno says that is unusual for dry beans.

"The rotation of cultivars is slower than many other crops, like soybeans or corn."

Osorno says growers have a lot of options now, including new varieties from NDSU. The pinto bean varieties include Stampede, Lariat and ND307.

Avalanche is the new navy bean variety and Eclipse is



new for black beans.

Drought tolerance research is an ongoing NDSU project, which is especially important to central and western



North Dakota. Osorno sent Stampede and several other North Dakota varieties to a drought tolerance trial in Scottsbluff, Nebraska,

which has very extreme drought conditions. Out of 260 cultivars tested in the Scottsbluff trial, Stampede was number one and four of the top ten varieties were North Dakota varieties. Osorno says his predecessor, Dr. Ken Grafton, always did most of his breeding effort in dryland conditions. Those genetics are part of the selection process.

More new releases will be coming from NDSU.

"The breeding pipeline is full and we have a lot of promising material," says Osorno.



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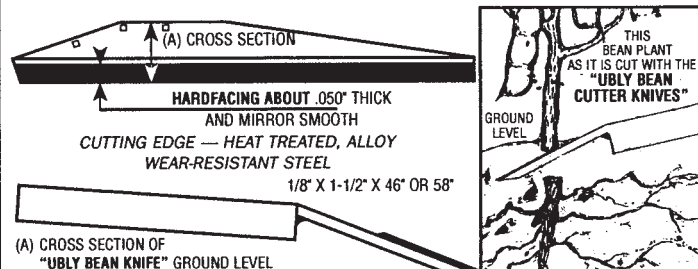
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The secret family recipe for the perfect barbecue

Over one-half of Americans grill at least once per week. As we fire up the grill, the focus seems to be on the center-of-the-plate, but Bush Brothers and Company has found a niche with the side dishes. Baked beans are a staple for picnics and backyard barbecues, but Bush's kicked it up a notch over the past two years.

Bush's Grillin' Beans feature bold flavors, thick rich sauces and ingredients, like onions

and bell peppers. The Grillin' Beans come in four varieties; Southern Pit Barbecue, Steakhouse Recipe, Bourbon and Brown Sugar and Smokehouse Tradition.

According to research conducted by Impulse Research, 82 percent of those surveyed said finding the perfect side is the most important thing when it comes to grilling. The Bush's Grillin' Beans are designed to be a convenient, one-step sidedish option.

To help grillers prepare for the perfect barbecue, Bush's Grillin' Beans has also developed www.GrillU.com. This online tool features recipes and grilling tips. Interactive games are also found on GrillU.

As seen in their

advertising with Jay Bush and his dog Duke, Bush Brothers only use the finest natural ingredients. For the grilling aficionado and Northarvest growers, it is good to know navy beans are the main ingredient in the popular Bush's Grillin' Beans.



Cajun cooking, Northarvest style

A trip to New Orleans for the Society of Nutrition Educators conference inspired the latest recipe from the Northarvest kitchen. This gumbo recipe originated from the *Recipe Rescue* cookbook, produced by *Eating Well* magazine.

Gumbo recipes often

use the 'holy trinity' of southern cooking; onions, green peppers and celery.

"By sautéing them one at a time, a richer flavor can be achieved," explained Lynne Bigwood, Northarvest Home Economist, "Okra also seems to be an essential vegetable if you are going

to make a 'real gumbo.'

The flavor, thickening power and color of this vegetable add a lot to this dish."

The spicy andouille sausage and shrimp provides an authentic Cajun flavor. The original recipe had a third meat, chicken breast.

"The white beans made a nice substitution and added more veggies without changing the character of the dish. Red beans—light red kidney or small red—could be substituted for the white ones. Red beans and rice belong on a Louisiana menu," said Bigwood.



SAUSAGE, SHRIMP AND BEAN GUMBO

Nutrition Note: This recipe makes 6 servings. Each serving has 285 calories, 8 g fat, 21 g protein, 33 g carbohydrates, 7 g fiber, 111 mg calcium, 90 mcg folate, 558 potassium, and 346 mg sodium.

Ingredients:

- ¼ cup all-purpose flour
- 1 tablespoon canola oil
- 4 cloves garlic
- 1 large onion
- 1 large green pepper
- 2 stalks celery
- 2 14-ounce cans chicken broth
- 1 14-ounce can diced tomatoes, drained and rinsed or 2 cups fresh
- 1 14.5-ounce can sliced okra, drained or 2 cups fresh
- ½ teaspoon dried thyme
- ½ teaspoon dried oregano
- 2 bay leaves
- ½ cup instant brown rice
- 1 15-16 ounce can navy, Great Northern or cannellini beans, drained and rinsed
- 4 ounces andouille or other spicy sausage
- 8 ounces cooked shrimp



Great Northerns, Great Scott!

USDA put its money where its mouth is this summer, buying \$25 million worth of Great Northern beans for the school lunch program, and other domestic food programs. Improved child nutrition has been a consistent top priority mentioned by Agriculture Secretary Tom Vilsack and President Barack Obama.

The \$25 million, which bought more than 530,000 hundredweight of Great Northerns, represents the largest government bean purchase ever for domestic food programs.

“Normally,” says Dean Nelson, of Colgate Commodities, “The U.S. produces between 1.1 and 1.4 million hundredweight of Great Northerns, so we’re looking at a third of normal production in two tenders.”

There are plenty of Great Northerns to meet the government’s needs, but Nelson says the biggest concern may be getting enough packers to get the beans packed in two pound bags and shipped on time. According to the terms of the tender, the beans will be shipped between August 16th and December 31st, 2009.



While improved nutrition is a constant theme among administration officials, Nelson thinks the main reason for the \$25 million purchase, exclusively for Great Northerns, was due to the glut of beans on the market. Nelson credits Nebraska lawmakers for lobbying for the government purchase. And as this edition of *BeanGrower* went to print, USDA was tendering for 28,220 cwt of Great Northerns for the Needy Family and other domestic food assistance programs.

DRY BEAN INDUSTRY SUPPORTS RACE FOR THE CURE



Northarvest Bean Growers Association worked with Faribault Foods and S & W Beans to support the Susan G. Koman Race for the Cure. Northarvest Home Economist Lynne Bigwood helped with the bean promotion at events in Ottumwa, Iowa; Madison, Wisconsin and at the Mall of America. The Mall of America event had 50,000 participants. Thousands of cans of S & W black beans and Butter Kernel corn, coupons and brochures were handed out.

BEANS FOR THE HEALTH OF IT

Researchers at the University of Southern California say modest changes in the diet can be effective in the prevention of type 2 diabetes. This study evaluated 54 overweight Latino teenagers. By reducing sugar intake by the amount of one soda and increasing fiber intake daily by a half cup of beans made a big difference. The plan was to reduce sugar and increase fiber to reduce the teens’ risk of diabetes, which is especially common in Hispanics.

SAUSAGE, SHRIMP AND BEAN GUMBO

Method:

- Preheat oven to 400° F. Spread flour in a flat pan and bake for 20 minutes until golden. Remove from oven.
- Meanwhile, in a large, heavy frying pan, stockpot or dutch oven, heat oil over medium heat. Mince garlic and sauté. Chop onion, green pepper and celery, add and stir each one into the mixture as they are prepared.
- Stir the browned flour in, mixing thoroughly.
- Add the chicken broth, a little at a time, stirring to thoroughly combine.
- Add tomatoes, okra, herbs, rice and beans. Slice the sausage into thin rounds and add. Stir, cover and simmer for 15 minutes.
- Remove and discard shrimp tails. Add shrimp to the gumbo. Heat through, 2 or 3 minutes.
- Remove and discard bay leaves. Serve with hot sauce, if desired.
- Refrigerate or freeze leftovers. Reheat only once.



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and buyers rely on it to stay current on prices. Check back often – prices are updated daily!

“I feel that the tool will give them (producers) access to more current information on prices for their product when negotiating with dealers to sell their crop, deal with their bankers on the value of their crop, justification for crop insurance, etc.” - Dr. Howard Schwartz - Colorado State University, Colorado Extension, Publisher - Colorado Bean News

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		2009 Dealer Price (USD/cwt)			2009 Grower Price (USD/cwt)		
	Region	Low	High	Avg	Low	High	Avg.
Beans - Pintos							
#1 - Premium Color	ID/MT/NM/OR/WA	41.00	41.00	41.00	30.00	31.00	30.50
#1 - Premium Color	AB/CO/KS/NE/UT/WY	41.00	41.00	41.00			
#1 - Premium Color	MB/MN/ND/SD/SK	36.00	36.00	36.00	22.00	23.00	22.50
#1 - Good Color	ID/MT/NM/OR/WA	36.00	41.00	38.50	30.00	31.00	30.50
#1 - Good Color	AB/CO/KS/NE/UT/WY	40.00	40.00	40.00			
#1 - Good Color	MB/MN/ND/SD/SK	35.50	37.00	36.62	22.00	30.00	26.25
#1 - Fair/Average Quality (FAQ)	AB/CO/KS/NE/UT/WY	39.00	39.00	39.00			
#1 - Fair/Average Quality (FAQ)	MB/MN/ND/SD/SK	35.50	36.00	35.75	22.00	29.00	24.33
#2	MB/MN/ND/SD/SK	34.50	34.50	34.50	21.00	21.00	21.00
Splits	AB/CO/KS/NE/UT/WY	23.00	23.00	23.00			
		2008 Dealer Price (USD/cwt)			2008 Grower Price (USD/cwt)		
	Region	Low	High	Avg	Low	High	Avg
Beans - Pintos							
#1 - Premium Color	ID/MT/NM/OR/WA	37.00	43.00	40.33	30.00	30.00	30.00
#1 - Premium Color	MB/MN/ND/SD/SK				25.00	25.00	25.00
#1 - Good Color	ID/MT/NM/OR/WA	36.00	42.00	39.67	30.00	30.00	30.00
#1 - Good Color	MB/MN/ND/SD/SK	37.00	37.00	37.00	25.00	30.00	28.40
#1 - Fair/Average Quality (FAQ)	ID/MT/NM/OR/WA	42.00	42.00	42.00			
#1 - Fair/Average Quality (FAQ)	MB/MN/ND/SD/SK	37.00	37.00	37.00	25.00	30.00	27.33
#2	MB/MN/ND/SD/SK	36.00	36.00	36.00	24.00	24.00	24.00
Splits	AB/CO/KS/NE/UT/WY	23.00	23.00	23.00			
Splits	MB/MN/ND/SD/SK	25.00	25.00	25.00			

Displayed prices in USD ~ Multigrain International LLC ~ Contact George A. Jibilian at 970.490.1878 or info@multigrain.com

Issues impacting the dry bean industry in Washington

Dale Thorenson represents the Northarvest Bean Growers Association in our nation's capitol. Through Gordley Associates, Thorenson concentrates on farm policy, appropriations and budget issues. In an interview with *BeanGrower*, Thorenson provides insight into the issues impacting the dry bean industry in Washington, D.C.

We're well into 2009, but Farm Bill implementation continues. Your thoughts? I don't know

if USDA could have done it any better. The complexity of the program coupled with the transition between administrations was such that it was difficult to get the rules out, but it is kind of disheartening. We will soon look at what we're going to do in the next Farm Bill, which makes those of us who are going to work on it want to run and jump out a window. (laughs) We need to see it working, before we can think about what we're going to do



DALE THORENSEN

in the future, especially, with the ACRE and SURE programs. SURE, which is described as a permanent disaster program, is only authorized through 2011.

For both, it would be good to see them running, to see what is working and what kinks need to be taken out of them.

Didn't the 2008 Farm Bill include new crop insurance tools? Yes, the

most noticeable being the revision of the procedure to get new insurance products developed and presented to the Federal Crop Insurance Corporation Board of Directors. This will enable stakeholders to get new policies considered at a

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very reasonable price with considerably less risk. On another note, Bill Murphy is the new Risk Management Agency administrator. He's a career employee, very knowledgeable and a very good choice.

We have a lot of new faces in Washington, as you would expect with a new administration. It does seem to come with a diverse background.

That's true. For instance, the deputy secretary's experience lies more in organics and food safety. Kathleen Merrigan is a former administrator of the Ag Marketing Service; she is known for wanting to promote organics, which is fine, but in general, I think it is under-

stood that it would be difficult to continue to produce the kind of food we need with only organics. In contrast, Jim Miller, the Undersecretary for Farm and Foreign Ag Service, is well known in North Dakota. (Miller previously worked for North Dakota Senator Kent Conrad.) He's very knowledgeable about Northern Plains crops and production agriculture in general.

There also seems to be more focus on nutrition and obesity. Could that be good news for the dry bean industry?

Yes, it could. I think there should be an opportunity to get more dry beans, legumes and such into the school lunch program,

which would be very good news for the dry bean industry.

The Bush Administration seemed to focus on market access, inking 11 new bilateral agreements. How would you describe the trade philosophy of the Obama White House? It is more cautious. It seems like the entire country has taken a step back with the notion that we've been on the short end of past trade agreements. And in many cases we have been. Although I think agriculture, as a whole, has to support working on these types of agreements, while making sure the negotiators are looking out for our interests rather than just

getting an agreement for the sake of getting one. If we don't, other countries will... actually have been. For instance, there have been 820 bilateral and regional trade agreements between other countries notified to the World Trade Organization through the end of 2008; our trading partners are making agreements amongst themselves. If we're sitting off to the side, it's not good news for U.S. agriculture.

The climate change legislation will likely fill the Senate agenda this fall. The bill already passed out of the House. What's your take on this bill? I'm still not con-

Continued on Next Page

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vinced climate change will pass the Senate this year. Health care reform is a higher priority, particularly in the Senate. Looking at this from a larger point of view, having the legislation pass one chamber allows the administration to say to the rest of the world that progress is being made here when the international summit on climate change is held in Copenhagen in December; and then to seek commitments from those countries as well. Again, I'm not convinced the Senate will act on climate change this year. They will more likely take it up next year. The complicating factor for the legislation

will then be that consideration will take place during an election year.

Another issue coming up will be the Transportation bill. Yes. The Highway reauthorization bill is a six-year bill and it expires on September 30th. However, odds are that a short-term extension will need to be passed, given all the other items that Congress is working on, along with the problem of finding the dollars to pay for it. The last time the bill was passed, it was funded at \$280 billion. The draft bill introduced in the House this month calls for \$500 billion to re-do or maintain our infrastructure. It is going to be very

COMMUNICATIONS TIPS

Lawmakers want to hear from the people they represent. To increase the effectiveness of your communications with elected officials, remember a few important tips.

- ✓ Calls are typically taken by a staff member. Ask to speak to the legislative aide who handles the issue you want to discuss. Identify yourself and state the reasons you support or oppose the legislation.
- ✓ When writing your representative, include your name, address and phone number at the top of the letter. That will help identify you as a constituent.
- ✓ Be courteous, respectful and get to the point. Address only one issue in each correspondence.
- ✓ Form letters often get form replies. Personalize the letter or e-mail, explaining the bill's impact on you or your business.



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difficult to find that kind of money. For agriculture in particular, one item of concern is an effort by a trade association for state transportation law enforcement officials to repeal the hours-of-service exemption for trucks within 100 miles of the farm during planting and harvest season; their reason being of course, safety issues. That would be very difficult for production agriculture to comply with; imagine only being able to harvest eight hours a day because your truck driver was limited to that amount of time. And I'm sure it would be quite difficult to enforce, as well.

A food safety bill re-

cently passed the U.S. House. How will this issue impact our dry bean growers? The Grocery Manufacturers promoted language that would trace food back to its point of origin, or the producer. The motivating factor behind this push is the recent salmonella outbreak in peanuts as well as the E. coli problems with spinach and other raw vegetables. The problem is those standards are also being applied to raw bulk commodities. It would be impossible to trace a dry bean back to the farm once it became part of a bulk commodity shipment. A number of the agriculture organizations

here are trying to get that legislation revised so it doesn't put an undue burden on bulk commodity producers and processors.

Dale, how important is it for growers to have a role in these policy issues? The 'suits' or lobbyists can go up on the Hill and talk, but members of Congress continue to want to hear from producers. They are the constituents. Our job is to facilitate that and keep watch on what is happening. As all the previous issues we discussed indicate, producers need to pay attention to ongoing legislation or things may very well get put in place that could adversely impact farming operations.

KEY CONGRESSIONAL CONTACTS

Sen. Kent Conrad (D-ND)

530 Hart SOB
Washington, DC 20510
Phone: 202-224-2043
Web: conrad.senate.gov

Sen. Byron Dorgan (D-ND)

322 Hart SOB
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Rep. Earl Pomeroy (D-ND)

1501 Longworth HOB
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Sen. Amy Klobuchar (D-MN)

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Sen. Alan 'Al' Franken (D-MN)

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U.S.-CUBA TRADE RELATIONS

Cuba remains a key market for the U.S. dry bean industry, but the cash-in-advance policy has impacted trade. That policy may change in the future. The Senate Appropriations Committee has approved an amendment to the Financial Services spending bill that would overturn the cash-in-advance policy for Cuban purchases of U.S. farm products. North Dakota Senator Byron Dorgan offered the amendment, saying it will help American farmers and ranchers. Since 2000, U.S. farm exports to Cuba have averaged \$400 million per year. The American Farm Bureau Federation expects exports could increase to more than \$1 billion per year.

NORTHARVEST EXHIBITS AT NATIONAL WIC CONFERENCE

Northarvest Bean Growers Association was one of 75 exhibitors at the National WIC (Women, Infants and Children) Association Annual Education and Networking Conference in Nashville, Tennessee. Over 1,000 state and local WIC staff from all 50 states and U.S. territories attended the meeting. WIC is a USDA public health nutrition agency with 12,200 service provider agencies. Nine million women and young children participate in the program which offers health services, education and a supplemental food package that includes dry and canned beans.



The Northarvest Bean Growers Association, North Dakota Dry Bean Council and Minnesota Dry Edible Bean Research and Promotion Council met in July to work out budget details. The three boards collectively approved a \$1,263,932 operating budget for 2009/10.



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We look forward to seeing you at harvest and throughout the year.

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Bean dealers estimate 2009 crop

The North Central Bean Dealers Association estimates the dry edible bean crop in North Dakota, Minnesota and Wisconsin at 10.2 million hundredweight, with an average yield of 13.6 bags per acre. The pinto crop is pegged at almost 5.75 million cwt, with an average yield of 13 bags per acre. The Northharvest navy bean crop is put at 2.175 million cwt, with an average yield of 14.5 bags per acre. Black bean production is estimated at 845,000 cwt with an average yield of 13 bags per acre. Dealers say crops in Northharvest are two weeks late, plants are small and need a long fall to avoid frost damage. According to one dealer, even an average first frost date would put some of the crop at risk.

The estimates from Northharvest, as well as other bean growing regions, were released at the U.S. Dry Bean Convention in Colorado in late July. Total U.S. pinto bean supply, estimated at about 11.1 million cwt, is below the 12 to 12.5 million cwt needed to meet normal demand. However, this total does not include carryover stocks in North Dakota. U.S. navy bean production is estimated at just over 3 million cwt, with the total supply at 3.4 million cwt.

The Rocky Mountain Bean Dealers Association estimates the pinto bean crop in Arizona, Colorado, Kansas, Montana, Nebraska, New Mexico, South Dakota, Texas, Utah and Wyoming at 4.3 million cwt, with an average yield

of 2017 pounds per acre. Production of Great Northern beans is put at 854,194 cwt, with an average yield of just over 20 bags per acre.

According to the Michigan Bean Shippers Association, approximately half of the state's dry bean acreage was planted between June 15th and July 1st, and approximately 10 percent of the total crop was replanted. Acreage is down this year due to competition from GMO corn and soybeans. While dry beans have been challenged with less than perfect weather, the soybean crop looks great. Michigan's black bean crop is estimated at 1.728 million cwt, and navies at 680,000 cwt. Average yield estimates are at 16 and 17 bags per

Continued on Page 30

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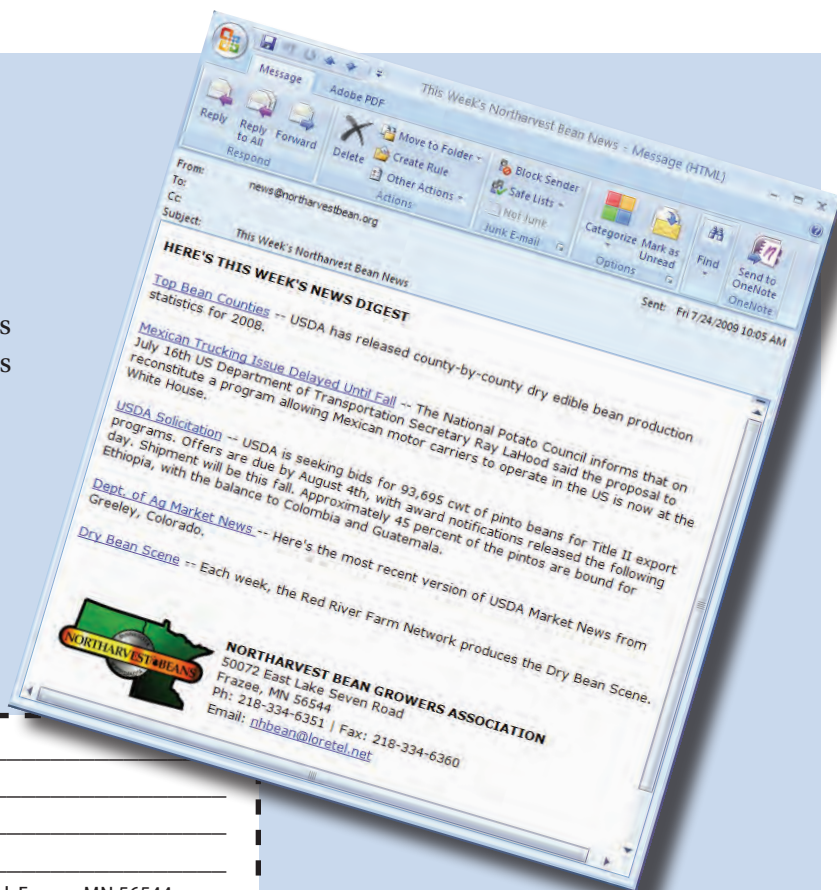
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JIM ZENK

Danube, Minnesota,
Renville County



What classes of beans do you

grow and why? I grow just Navy Beans. That's the only local market we have here. We used to grow a lot of pintos, but navies seem to work better here.

How do you prepare for harvest?

As soon as we finish planting, we roll the field with a field roller. We plant in 22 inch rows and try never to cultivate or rotary hoe or do anything to disturb the soil, so it is nice and level. That's the first thing that makes harvesting go a lot better. We also use a desiccant; Gramoxone, Roundup or one of the newer desiccants.

What type of harvest equipment do you use on your farm?

I use a 1680 Case IH combine with a specialty rotor and I use a John Deere flex head on that red combine. That works really well for me because I like the quality of product I get from the red combine and I think the JD head cuts a little lower to the ground than the red one. The combination works really good for me.

What's the best tractor you ever owned? Why?

I like my old 945 Versatile. It's simple. It is reliable and it is powerful. I like that.

ALAN JULIUSON

Hope, North Dakota,
Steele County



What classes of beans do you

grow? Pinto and Great Northerns.

How do you prepare for harvest?

We defoliate all beans. Then we cut and windrow. All cutters and combines go through the shop in the winter and repairs are made.

What type of harvest equipment do you use on your farm?

Pickett combines and cutters. We have tried several varieties that are supposed to be suitable for direct harvest, but I am unhappy with the field losses.

What's the best tractor you ever owned? Why?

A tracked John Deere. I like the fact that you don't see wheel tracks all summer long.

What's the best part of your job?

Being my own boss and being able to work along side my two sons every day. Seeing the crops progress and wildlife everyday is also very cool.

What's your biggest challenge as a farmer?

We have many. We need to keep up on technology, production and marketing, just to name a few. Every one is vital to our success.

What's your favorite tool? My John Deere GPS. It amazes me all the things it can do. It steers my

ROBERT BLAIR

Forest River, North
Dakota, Walsh County



What class of beans do you grow and why?

Pinto and Navy Beans – they work well with sugarbeet rotation

How do you prepare for harvest?

We get all the equipment working in top condition, hire any extra help that would be needed...we basically just get everything ready to go, so when the crop is ready, so are we.

What type of harvest equipment do you use on your farm?

Elmers bean cutter and John Deere combines with universal headers

What's the best tractor you ever owned? Why?

210 John Deere Loader because it really saves any strain on your back

What's the best part of your job? The variety of the work we do everyday

What is your biggest challenge as a farmer? Oh that's easy...the weather

What's your favorite tool? FS 2 Autotrac

What do you like to do in your free time? I spend time with my family at the lake, travel some during the winter months, and I really enjoy swimming and kayaking for exercise

Pulse profiles continue on next page

What's the best part of your job?

I like to be in charge and being the one making the decisions. Right or wrong, I make the decisions and I like that.



What's your favorite tool?

My favorite tool is a welder. I've always enjoyed welding.

What do you like to do in your free time? We've got a house at a lake and we like to go up there. I'd like to say we relax, but we end up working quite a bit there.

Tell us about your farm? I farm alone; I always have; I don't have any family members on the farm with me. I grow corn, soybeans and navies. I used to raise hogs, but I quit raising hogs about 15 years ago.

equipment, records planting and harvesting, shows yield! When it doesn't work, I don't.

What do you like to do in your free time? Hunt, football, boxing, poker and most of all, play with Bryce and Rilyn, our grandkids.



Tell us about your farm?

We grow wheat, barley, corn, soy and edibles. I farm with two sons.

Tell us about your farm?

I started farming 34 years ago with my cousin, Mark Alphson, after our grandfather retired. We grow wheat, sugarbeets, pinto beans, and navy beans.



MARK IT DOWN ON YOUR CALENDARS

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Crop estimate • from page 27

acre, respectively.

Idaho pinto bean production is estimated at 553,500 cwt with the average yield at 20.50 bags. That estimate from the Western Bean Dealers Association.

The Washington Bean Dealers Association estimates that state's pinto crop at 253,820 cwt, and the average yield is put at 23.4 bags per acre.

The California Bean Shippers Association estimates total dry bean production at over 1.5 million cwt. The top three classes, large lima, baby lima and blackeye beans, are each expected to total about 325,000 to 335,000 cwt.

In New York, an estimated 15 to 25 percent of the expected acres were not seeded. According to the New York Shippers, yields will average 10 to 15 bags per acre. Light red kidney production is pegged at 88,400 cwt, and the estimate for black beans is 81,200 cwt.

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