Bean Grangest

INSIDE
Dry Bean
Production
Rebounds



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VOLUME 20 ISSUE 5

STARTING POINT

As harvest approaches, the dry bean industry seems to be uncertain about how many acres we'll harvest. There were questions about USDA's Prospective Plantings report at the end of March, then came the late spring followed by excess rains in June, which drowned out some of the beans that did get planted.

Rail transportation remains a big question mark and the Northarvest Bean Growers Association continues



to make its concerns known at various roundtable discussions with railway officials, and lawmakers. We have all come to realize how dependent we are on railcars to keep our products moving and maintain Northarvest's reputation as a reliable supplier.

In this issue, you'll read about Sharpen herbicide getting MRL approval from the European Union, just in time for use as a harvest aid. We'll get inside the dry bean seed business and learn more about what's involved in producing western-grown seed that Northarvest relies on every year. We'll also follow a load of Great Northern beans to see where they end up.

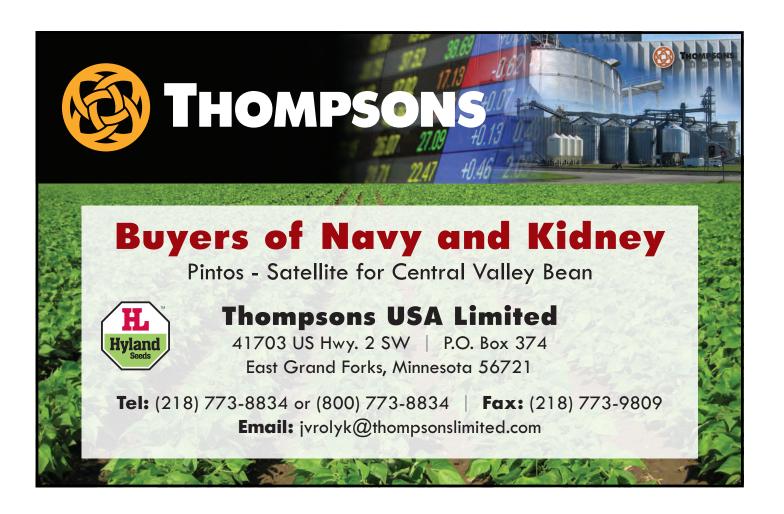
Mexico had a very good crop of dry beans last year, and is always a key indicator of what our pinto and black beans will be worth. We get an update from the US Dry Bean Council's consultant in Mexico City. You'll also read about the potential to export Northarvest pinto beans to India, the world's largest pulse producer and consumer.

You'll also read about Paul Montgomery's 40-year career as a dry bean trader, as well as the sequencing of the common bean, which several scientists from North Dakota State University were part of.

Here's wishing you a safe and profitable harvest!

Sincerely,

Joe Mauch, President Northarvest Bean Growers Association



Bean Briefs

SUPPORT FOR UAS

The Northarvest Bean Growers Association gave a donation to the Carrington, North Dakota Research and Extension Center for its Field Day this summer. The Field Day included an update on research being conducted at the CREC on the use of unmanned aircraft systems. CREC Director Blaine Schatz says one of the expectations this year is to assess how effective the UAS are in determining sclerotinia incidence and response to fungicide treatments.

CASH CROP

The 74 farms in the Carrington, ND Farm Business Management Program borrowed, on average, over \$1.1 million in 2013 and made principal payments of a little more than \$1 million. The average farm spent 71 cents of every \$1 of income generated. Pinto beans led the way for crops, with a net return on rented land of over \$337 per acre last year. Farmers lost an average of \$47 per acre on corn in 2013.

HAGEL RETIRES

The regional director of the Risk Management Agency's Billings regional office retired on June 30. Doug Hagel farmed near Rugby, North Dakota when he began working for the Federal Crop Insurance Corporation 30 years ago. Hagel moved to RMA in Billings in 1993. He had been the regional director since 1997.

MAP, FMD FUNDS AVAILABLE

Agriculture Secretary Tom Vilsack says USDA's Foreign Agricultural Service has awarded funding to more than 60 US farm organizations to help expand commercial export markets for US products. This funding for the Market Access and Foreign Market Development programs was made available through the 2014 farm bill. The US Dry Bean Council was allocated \$1,147,741 for the Market Access Program, and \$100,313 for the Foreign Market Development program for 2014.

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PL 480 TURNS 60

July 10th marked 60 years since President Dwight D. Eisenhower signed the Public Law 480 (PL 480) into law, creating the Office of Food for Peace. In 1961, President John F. Kennedy termed the law "Food for Peace." While the program was created to help remove US commodities, it has evolved into the cornerstone of US foreign aid and the most successful food aid program in the world. Food for Peace has assisted more than three billion people in 150 countries. Today, Food for Peace supports emergency and development programs in 44 countries. The program's history was celebrated in Washington with special guests Agriculture Secretary Tom Vilsack, **US Agency for International** Development Administrator Raj

Shah, Senate Agriculture Committee Chair Debbie Stabenow and other distinguished guests. US Dry Bean Council President Bill Thoreson was part of the celebration.

PLANTING RESTRICTION

By now, farmers should have familiarized themselves with the Fruit and Vegetable provisions for Agricultural Risk Coverage/ Price Loss Coverage-enrolled farms. Farmers who participate in the programs are subject to an acre-for-acre payment reduction when they plant more than 15 percent of the base acres of a farm enrolled in ARC using the county coverage, or PLC; or if more than 35 percent of the base acres of a farm enrolled in ARC using the individual coverage. For more information on Fruit

and Vegetable planting restrictions, contact your local USDA Service Center, or visit the Farm Service Agency's website at: www.fsa.usda.gov

CURING ALL THAT ALES

An article in the NOLA Defender, "Red Beans and Rice, Curing All That Ales", says 40 **Arpent Brewing Company has** released Red Bean Ale, its third commercial beer, to bars in New Orleans. Brewer Michael Naquin cooks 52 pounds of red beans at a time and then makes beer with them. In addition to British malts, yeast and hops, Naguin also adds white rice to make his red ale. He describes the taste as starting with a hoppy-earthiness, but ends with a dry, biscuity flavor.

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FSA Releases Initial Acreage Data

According to the Farm Service Agency's initial release of certified acreage data for 2014, prevented planting acreage declined significantly from last year and is largely concentrated in North Dakota and Minnesota.

Farmers were prevented from planting more than 4.2 million acres nationwide. North Dakota's prevented plant acreage totaled almost 1.4 million, while Minnesota's total PP is initially reported at 694,165 acres. North Dakota is

the only state with more than one million prevented planting acres.

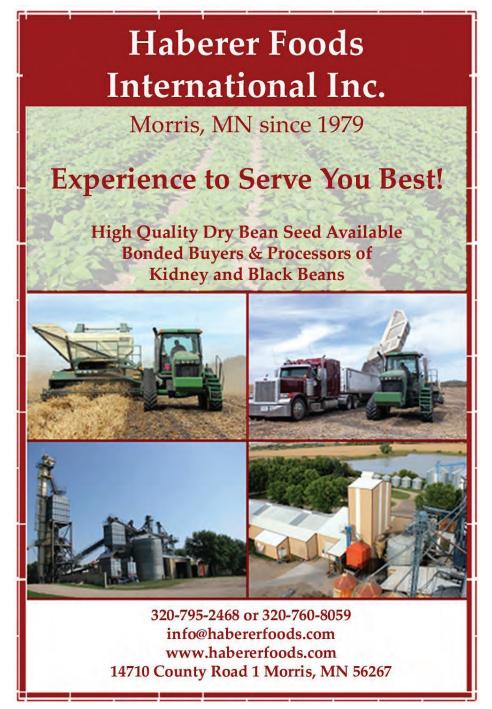
The FSA reports 1,629,360 acres of dry edible beans were planted, which includes more than 2,000 acres of failed acres. This compares to the 1,671,900 planted acres in USDA's August Crop Production report.

The FSA report puts total acres of dry beans in North Dakota at 572,076, compared to USDA's August estimate of 650,000. Minnesota's FSA dry bean acreage of 149,741 is above USDA's current estimate of 145,000 acres.

The FSA report lists 36,866 acres of dry beans as prevented from planting. This includes 25,513 acres in North Dakota and 5,151 acres in Minnesota.

Looking at pinto bean acres, the FSA's initial acreage report pegs North Dakota's acres at more than 366,000. USDA's August Crop Production report has North Dakota pinto acres at 410,000. Pinto bean acreage in North Dakota, South Dakota, Minnesota and Wisconsin totals 377,398 in the FSA report. The North Central Bean Dealers Association has estimated pinto acres in the four-state area at 406,000 acres.

The Farm Service Agency will update its acreage reports monthly, but USDA will not incorporate the acreage figures until its October crop reports.



Issues Involved in Raising Certified Dry Bean Seed

Ever since dry beans started being produced in Northarvest, growers have relied on western grown seed to produce their crop. The *Bean-Grower* talked with two major western seed companies to find out what is involved in providing that seed.

Lynn Preator, owner of Preator Bean Company in Burlington, Wyoming, grew up in the business, started by his father and two uncles in 1968. He also farmed and ranched and took over the seed business in 1986. Preator's two sons, Zach and Tim, have worked full-time for him for the last five years.

Preator Seed Company contracts with approximately 25 seed growers; it does not

produce any seed itself. Growers can grow any class of beans, depending on what Preator has sales for, but it's typically pinto, black and navy bean seed. On average, they grow about eight to ten different varieties of beans.

Treasure Valley Seed (TVS) started 10 years ago, and currently contracts with growers in Idaho, Wyoming, Oregon, Washington and Montana for production of 57 varieties, covering a dozen classes of dry edible beans. TVS uses both public and private varieties. Co-owner Paul Varner says all the beans are irrigated, with the majority being furrow irrigated. Dry years can be a concern, says Varner. "We're always concerned about the

snow pack. We haven't had the water turned off too many times with dry beans because it's a short crop compared to sugarbeets and corn. They're full season and take a lot more water than beans."

There have been times when reservoirs have gotten real low and dry bean growers have had their water shut off on August 15th and the beans need two more weeks.

Varner says the cost of production for seed growers is quite a bit higher than for commercial growers. Irrigation is the biggest difference, followed by the cost of land. Varner says the cost of land in Idaho and Wyoming is valued between \$12,000 and \$14,000 per acre.

Growing seed starts with buying foundation seed stocks from whatever university or company has the rights to those stocks. "And then, depending on whether you're buying a foundation class or a registered class, there are royalties involved," says Preator. "Then you have to run them through a seed certifying agency for whatever state you're in."

Preator says it's no more difficult growing seed than commercial beans. "It's more of a pedigree chart," says Preator. "Basically you plant breeder seed and then that production would be foundation seed. The next year you'd plant that foundation seed and produce registered class. Reg-





Zach and Lynn Preator

istered class is planted the third year to produce certified, and then you plant certified to produce edible bean production."

One change in the seed industry has been how varieties are handled. In the past, Preator says most varieties were held by universities and were considered public varieties. "Now there's a lot of privatizing of the genetics. Some companies have their own breeding programs and then license those out to different companies. For a fee, you can produce those varieties and pay royalties." Preator mainly depends on public varieties or on companies he can work with to produce their genetics.

Preator's biggest challenge is guessing three years ahead of time what he'll be selling to growers this year. "Sometimes you plant a lot of stuff that never gets used." Varner agrees, saying "our biggest challenge is inventory, trying to predict what the growers in North Dakota, Minnesota, Michigan and Ontario will be growing next year or the year after, because we have to plant the seed the whole year before." Actually, Varner says their planning begins for the seedstock to plant that seed the year before that, "so we're about three years out from the commercial growers."

If seed companies are wrong, Varner says they try to err on the long side, but a lot of times they're short. "Usually it's no fault of our own, it's just that a certain variety may be popular or the acres shift dramatically. I mean when North Dakota has a

drop of 50 percent one year and then back up to 125 percent the next year, I mean that puts a strain on the seed business that's for sure," says Varner.

Western states are very dry and diseasefree, so there are no bacterial or fungal diseases. Bean leaves, with furrow irrigation, don't get wet. If blight is found in Idaho, Oregon or Washington, the field will get disced down right away to stop the spread into other fields. In fact, in Idaho, the grower has 48 hours to destroy the field or the Blight Association will do it. If a field is contaminated, it is condemned for five years of bean seed production. In Wyoming, growers are allowed to harvest the crop for edibles, regardless if seed treatment was applied.

Another advantage western seed growers have is a consistency of supply, according to Varner. "We don't get droughts because it's always drought, so we manage that with water. We don't get floods like we do in Michigan or North Dakota. It's just a lot more dependable supply." Varner estimates the average dry bean yield in western states at 22 bags per

acre, and black and navy yields can go well past 30 bags easy.

Production acres of dry beans in North Dakota have declined to an all-time low this year, due primarily to the extended wet weather pattern. North Dakota State Seed Commissioner Ken Bertsch says wet, humid weather contributes to the build-up of bacterial blight inoculum (both environmental and infected seed), inevitably causing fields inspected for certification to fail due to blight exceeding field standards.

Drier weather decreases the inoculum load and the amount that can be spread from infected to "clean" fields in subsequent years. Inoculum load is also decreased with the planting of clean seed, so the issue involves both environment and seed quality.

According to Bertsch, "I would suspect that, if we return to drier conditions, dry bean seed production may increase to levels more like we saw in the 1990s and early 2000s. Dry bean is really the only commodity that we see this weather-related seed production problem."

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Great Northerns Fill a Niche

If you grow Great Northern beans, odds are your beans will end up in a can. Nebraska produces the bulk of the Great Northerns grown in the United States. Dean Nelson, manager of Kelley Bean Company in Hatton, North Dakota, says compared to Nebraska, Northarvest is probably only one or two percent of the market. "I think 10,000 acres is maybe the most we've grown," says Nelson. "Most of the time it's 4.000 to 6.000 acres of Northerns in the Valley. Nebraska has their 50,000 to 85,000 acres.

That's about the only two regions where we see them."

Great Northerns have been a good rotation with pinto beans in Nebraska. They have developed that market and it's what they grew when they were first developing dry beans in Nebraska.

Nelson says Great Northerns grown in Northarvest are sold to a lot of the local canning companies where we can compete with Nebraska beans because of the freight advantage. There is also an export market for Great Northerns, but Nelson estimates approximately 85 percent of the Great Northerns grown in Northarvest go to the canning companies.

Grower prices this season got into the \$40s and \$50s due to the short supply of Great Northern beans in Nebraska. "They went looking elsewhere and we had some good prices out of North Dakota with them," says Nelson. Those high prices spurred a near doubling

of Great Northern acres in Nebraska, according to Nelson. "We saw a little increase in North Dakota here, but we're just so small in that market, so we're kind of riding the coattails of Nebraska."

Great Northerns are about the size of a pinto bean but are all white. We saw different companies looking for white beans this year. "The alubian crop, which is the South American crop, was short and that's kind of what spurred the kick in the market last year," says Nelson.



A 40-year Career in the Dry Bean Industry

When a company forms and uses one of the co-founders' names, that should tell you something about the importance of name recognition. Paul Montgomery was well established in the dry bean industry before PW Montgomery LLC was launched in 2000.

Montgomery was born and raised on a farm in southern Idaho, but it took a while before he worked in agriculture. Montgomery took a job as a manager trainee with a finance company at age 20, a fancy title for knocking on doors of customers who missed their payments. Montgomerv was transferred to California where he was branch manager at nine different financial offices in nine years. After refusing a job transfer to Los Angeles, Montgomery moved back to Idaho in 1974, and began working for Haney Seed Company in Twin Falls. He shared the same office with the owner. Dick Cook, who trained Montgomery how to trade dry beans.

Almost ten years later, Haney Seed Company was the largest private, family-owned bean



Paul Montgomery's dry bean career began in Twin Falls, Idaho in 1974.

seed company in the United States, "At one point, we were probably doing 65 to 70 percent of all the pinto bean seed in North Dakota and Minnesota," says Montgomery. "We also sold commercials-we did all of the small red beans in Hormel chili at their five plants. We were producing two million bags (of beans) per year, at two plants." Haney Seed Company was also a very large green bean and pea seed dealer, supplying all of

Burpee's green bean and pea seed needs.

The Gormley's, who were among the early players in the Northarvest dry bean business, were one of Haney Seed Company's big customers, which is how Montgomery became established here. One of the guys that jump-started him was Don Lindholm, a dry bean grower from Johnstown, N.D. "He bought seed from Gormley's, saw our (Haney's) label, and the next year he called and

said 'I want to buy seed from you, direct," recalls Montgomery. "He was persistent and finally I sold seed to him, and pretty soon, I had 65-70 percent of the seed sold in North Dakota and Minnesota."

It was Lindholm who eventually convinced Montgomery to move to North Dakota in 1982 and partner in a trading company, to be known as North Central Commodities. Montgomery was a partner for several years, until the partnership was restructured, but continued working for North Central for another 18 years. In 2000, Montgomery had the urge to try something on his own, and launched the LLC that still bears his name.

After 40 years in the bean business, Montgomery says there were a lot of big companies, such as Wickes Agriculture, Kelley Bean, Childs, Mueller Brothers, the Trinidad group, Chester B. Brown, and L.M. White and Company, a large trading company. "They were all older companies with older people in them and they were all very tight-knit," says Montgomery. "I mean,

if Haney was doing business with ABC, nobody else did any business with ABC. It was a very well-mannered, tight-knit industry." Montgomery didn't realize it at the time, but now says those people were tutoring new traders, and all working to make everybody better. Things are much more competitive today.

Montgomery talks about some of the consolidation in the dry bean industry. "Wickes is gone, Trinidad has changed a lot, they've bought a lot of other companies, Berger and Plate is gone, it changed to Berger Co. and then

it was sold to ConAgra, Klein Brothers sold out to ConAgra, and then ConAgra got rid of everything. We're seeing consolidation, but we're also seeing expansion."

His job as a bean trader has taken him to Argentina, Brazil, the Dominican Republic, Cuba, France, Italy and of course,

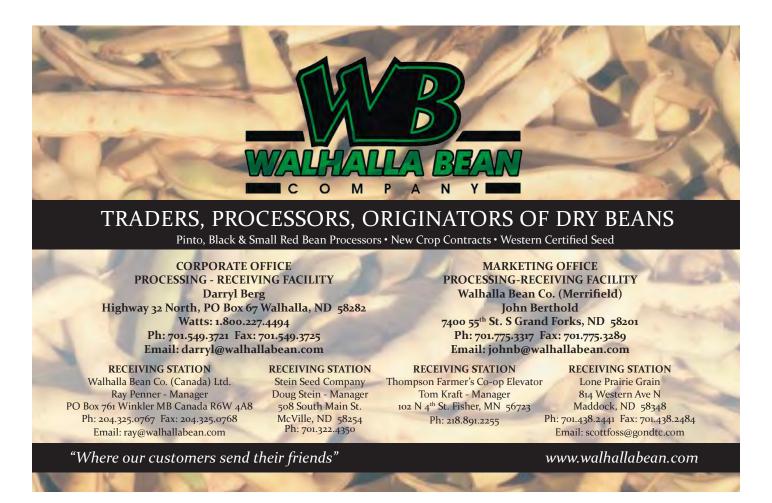
Mexico. "When I was with Haney Seed we did a lot of seed business into Mexico for a of pinto bean seed. I bought pinto bean seed from everybody in Idaho, Washington, Montana, Wyominganybody I could get certified pinto bean

couple years. In 1979, I sold Mexico 7,000 tons

...."When I was with Haney Seed, we did a lot of business into Mexico for a couple years. In 1979, I sold Mexico 7,000 tons of pinto bean seed."

seed from," says Montgomery.

Looking ahead, Montgomery thinks there are some more changes that need to happen in the dry bean industry, which he thinks will happen. "There's always consolidation going on, but when somebody buys or consolidates with other companies, you'll find other companies that pop up into that vacant area." His only advice: "What good is experience if you don't use it? There's hardly a thing that goes by right now that some of us haven't seen or done, or done wrong, before."



Common Bean Sequenced

String bean, snap bean, haricot bean, and pinto and navy bean. These are just a few members of the common bean family—scientifically called Phaseolus vulgaris.

Now, an international collaboration of researchers, led by Jeremy Schmutz of the HudsonAlpha Institute for Biotechnology and Phillip McClean, of North Dakota State University (NDSU) have sequenced and analyzed the genome of the common bean to begin to identify genes involved in critical traits such as size, flavor, disease resistance and drought tolerance. The study was funded by the U.S. Department of Agriculture, National Institute of Food and Agriculture and the U.S. Department of Energy Office of Science.

They learned that, unlike most other food crops, the common bean was domesticated twice by humans about 8,000 years ago—once in Mexico and once in South America—through the selection of largely non-overlapping, unique subsets of genes.

"We found very little



Jeremy Schmutz, HudsonAlpha Institute for Biotechnology.

overlap, and very little mixing, among the two domesticated populations," said Jeremy Schmutz, who co-directs the HudsonAlpha Institute's Genome Sequencing Center and serves as the Plant Program Leader for the Department of Energy Joint Genome Institute.

Schmutz shares lead authorship of the current study, which was published on June 8 in Nature Genetics, with Phillip McClean, director of the genomics and bioinformatics program at NDSU. Scott Jackson, from the University of Georgia, is the senior author. NDSU dry bean breeder Dr. Juan Osorno organized a national field trial that identified regions of the genome associated with seed size and other traits of

 $economic\ importance.$

Other NDSU personnel include postdoctoral scientist Sujan Mamidi, graduate student Samira Mafi Moghaddam, and research associate, Rian Lee. These three are members of McClean's research group. Three other former NDSU graduate students also participated on the project: Phil Miklas, US-DA-ARS, Prosser, WA; Perry Cregan, USDA-ARS, Beltsville, MD; and Carlos Urrea, University of Nebraska, Lincoln.

For the study, the team sequenced and assembled a 473-million basepair genome of the common bean. Though the major gene pools are thought to have originated in Mexico more than 100,000 years ago, the common bean was domesticated separately at two different geographic locations in Mesoamerica and the Andes. The team then compared sequences from populations representing these regions and discovered only 59 (out of 27,000) shared domestications genes. This indicated that different events were involved in the domestication process

at each location. "These results will allow us to focus our attention on a specific subset of genes as we look for genomic regions important for the improvement of the many bean market classes" says McClean, a plant genomicist.

Identifying genes involved in the domestication of the common bean, and comparing locally adapted domesticated bean groups (called landraces) to their wild counterparts



Phillip McClearn, North Dakota State University throughout Mexico and South America will help researchers understand how beans evolved, and

how modern breeding programs might be improved to yield tastier, more-easily harvested, and, yes, even more-nutrient-packed beans. It may also help scientists to develop bean varieties resistant to pests, or better able to grow in challenging environments.

The common bean originated from a wild bean population in Mexico, and shares a common ancestor with the soybean. The researchers found that. although the common bean evolved more rapidly than the soybean after their split from their common ancestor, the two bean types still share many of their genes, organized in roughly the same way.

Once genes are identified, they could be reintroduced into the population by selective breeding with wild populations, or careful breeding of existing landraces or even commercial beans. The Common Bean Coordinated Agricultural Project, or BeanCAP, launched in 2009 under the direction of study co-author McClean, is dedicated to the identification of gene markers that can be used in such breeding programs.

"The genome sequence has important implications for worldwide efforts to improve beans" said McClean. "The sequence will help breeders release varieties that are competitive with other crops and more climate resilient." The sequence revealed that disease resistance genes are highly clustered in the genome, knowledge that will lead to better breeding strategies to combat the many diseases that challenge the bean crop. Data from the study is being actively used by the many international bean breeders and geneticists to develop the next generation of molecular markers to aid bean breeding efforts.

"The genome sequence has important implications for North Dakota agriculture" according to Osorno. The state produces 30% of this billion dollar crop. The sequence will help breeders release varieties that are competitive with other crops the producer can grow. This includes breeding a more climate-resilient bean.



Sharpen Update

BASF reported in late July it had received Maximum Residue Levels (MRLs) for Sharpen herbicide as a harvest aid application from the European Union. The MRL's for Sharpen herbicide are currently approved for the US, Mexico, Japan, the EU, and Canada (except canola and safflower). Sharpen herbicide does not yet have MRL's for use on dry beans approved for Korea, but it is pending.

North Dakota State University Extension weed scientist Dr. Richard Zollinger says there is no other change in dessicants for dry edible beans from last year.

Growers should confirm the MRL status with their local processor prior to making the Sharpen application.

Refer to the North Dakota Department of Agriculture website to determine if these uses are registered in North Dakota. Refer to #4 on the back of the North Dakota Weed Guide.

Sharpen desiccation MRL status.

	Soybean	Drybean	Field pea	Lentil	Chickpea	Canola	Safflower	Sunflower
USA, Mexico, Japan	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Canada	Yes	Yes	Yes	Yes	Yes	No	No	Yes
Codex	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes
Korea	Yes	No	No	No	No	Yes	No	No
EU	Yes	Yes	Yes	No	Yes	Yes	No	No

Yes = MRL established

No = MRL not established

Dry Bean Dessicants

Dry Edible Bean Preharvest Application							
Roundup/ generic glyphosate ⁹	Up to 0.75 lb ae	Harvest aid/ Weed control.	Pods = yellow and leather texture. Seed = hard dough stage with <30% moisture. PHI = 7 days.	Do not apply to dry bean grown for seed because reduced germination/vigor may occur. Use only labeled formulations. Add AMS at 8.5 lb/100 gal. Non-selective, non-residual, translocated, foliar herbicide. A3-7 B1 B8 X1 Pages: 106-107, 108-109			
Defol 750 + oil adjuvant (sodium chlorate)	3.2 qt + 1 qt/A	Dry bean and weed desiccant.	Pods = > 80% are yellow/brown. Leaves = > 70% leaves have lost green color. PHI: Defol = 0 days paraquat = 7 days. Valor = 5 days. Sharpen = 2 days.	Contact herbicides require thorough coverage. Apply at >10 gpa for ground and >5 gpa for aerial			
paraquat ²² RUP	1.5 to 2 pt 2SL 1 to 1.3 pt 3SL (0.375 to 0.5 lb)			application. Most active in hot and sunny conditions. Apply Valor with paraquat + MSO adjuvant for weed desiccation. Apply Sharpen with			
Valor + MSO adjuvant (flumioxazin ¹⁴)	1.5 to 3 oz + 1 qt/A (0.77 to 1.53 oz)			AMS at 8.5 to 17 lb/100 gal water or UAN at 1.25 to 2.5% v/v. Do not apply Sharpen to dry bean			
Sharpen + MSO adjuvant (saflufenacil ¹⁴)	1 to 2 fl oz + 1 to 1.5 pt/A (0.36 to 0.72 oz)			grown for seed because reduced germination/vigor may occur. B12 Pages: 106-107, 108-109, 112-113			

Refer to the North Dakota Wheat Control Guide for information referenced in this table at http://www.ag.ndsu.edu/weeds/weed-control-guides

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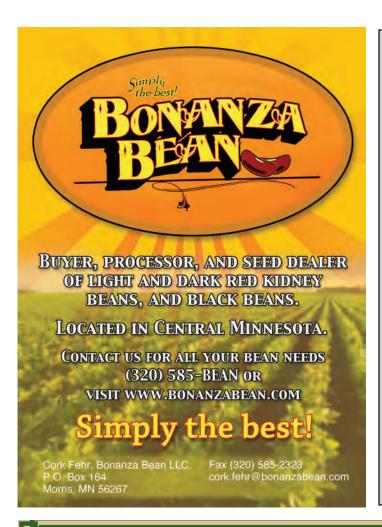
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Hardsurface pinto bean knives -- Heath, Speedy and Orthman knives

Hardsurface advantages:

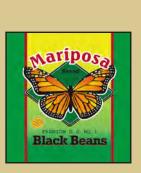
- 1) Do not need a rod weeder.
- 2) No plant pull.
- 3) Self sharpening.
- 4) Slick cut of bean plant and all weeds.
- 5) Cut plant minimum depth of ground -- less dirt in beans.
- 6) If off rows, plant is cut as long as plant contacts the end of knife.

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India a Potential Market for US Dry Beans

US Dry Bean Council representative Randy Duckworth came away from the India Pulse Conclave seeing significant potential for expansion of exports of several US dry bean classes to India.

Duckworth was one of nearly 700 participants in the Conclave from throughout the world, though the majority were from India. He also met with importers, dry packagers and processors, and with USDA/FAS officers in New Dehli.

Duckworth reports that increasing demand and purchasing power of Indian consumers will create expanding opportunities for US dry beans. As one of two major protein sources, pulses are an integral part of the traditionally vegetarian Indian diet. Pulses are one of the cheapest protein sources in an average Indian's diet. One kilogram of any pulse costing \$1 to \$2 can be the major protein source for three to four meals for a family of five.

India is currently the largest pulse producer and consumer in the world, says Duckworth. In 2013-14, India produced an estimated 18 million tons of pulses, one of the best years on record. And yet India will still need to import three to four million tons of pulses to meet consumer demand. India's population has grown significantly faster than the combined effect of largely stagnant pulse production and slightly falling per capita con-



A staple ingredient in the Indian diet is chickpea flour, also known as gran flour.

sumption.

According to Duckworth, US dry beans can play a part in meeting that import demand, and pinto beans have the greatest potential. In 2013-14, pinto beans were imported as a substitute for higher priced Chinese light speckled kidney beans. Duckworth says India is a price market and as long as Chinese bean prices are higher than US pinto beans there is likely to be significant potential for exports of US pinto beans.

If the US industry promotes US dry beans, particularly pintos, in India, Duckworth believes there may be an opportunity to establish a continued annual demand for pinto beans that is less sensitive to the price differential with Chinese beans.

Duckworth says several im-

porters told him that the US needs to reach out to the Indian trade and make them aware of #2 and #3 grade beans that are available. Indian importers emphasized that 80 percent of Indians are poor and there is a market for almost all types and grades of pulses.

Traditionally, India consumes mostly chickpeas, pigeon peas, and mung beans but there are niche markets for US classes, such as pinto beans, black eye beans, dark red kidney beans and large lima beans.

Demand for pulses in India is expected to be in the range of 25 to 28 million tons by the year 2050. By most accounts, this demand level will far outstrip the ability of Indian producers to keep pace through increased acreage and yields.



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BLACK BEAN CHEESE BALL

This recipe makes 2 cups, 16 appetizer servings **Nutrition Note:** This recipe makes 16 servings. Each serving has 110 calories, 8 g fat, 5 g protein, 5 g carbohydrates, 1 g fiber, 127 mg calcium, 2.25 mcg folate, 99 mg potassium, and 190 mg sodium.

Ingredients:

- 8 ounces neufchâtel cream cheese
- 2 cups shredded extra sharp cheddar cheese
- 2 tablespoons minced red or yellow onion

1 bunch fresh cilantro

- 2 teaspoons ground cumin
- 1/8 teaspoon hot sauce, ground chipotle or cayenne pepper
- 1 15-ounce can black beans, drained and rinsed
- Crackers or chips

Method:

1.Set cream cheese out 2 – 4 hours to warm to room temperature.

2.Clean cilantro by spreading it out and removing any spoiled leaves. Cut long stems off. Wash cilantro under faucet for 30 – 60 seconds, spin in a salad spinner or spread out and roll up in a dry towel to remove moisture. Chop fine with a sharp knife.

3.Using a stand mixer or wide bowl and sturdy spoon or spatula, beat or smash cream cheese until smooth. Add cheddar cheese, onion, 2 tablespoons cilantro, cumin and chili hot sauce or chipotle; use cayenne only if you like very hot foods. Blend ingredients well. Add beans and stir in with a sturdy spoon.

4.Use a square piece of plastic wrap to help form round black bean cheese ball. Spread remaining chopped cilantro on another square of wrap. Roll ball in cilantro, pressing cilantro onto all sides. Seal with plastic wrap. Refrigerate for at least 2 hours or overnight.

5.Serve ball using two bowls and a spoon or butter spreader. Fill the larger bowl ½ or ¾ full of ice, nestle a second smaller bowl, 2 cup minimum, with black bean cheese ball in bowl of ice. Serve with tray or plate of crackers or chips.

6.Refrigerate leftovers. May also be spread on bread for sandwiches and toasted or grilled.



NORTHARVEST PROMOTES BEANS AT SCHOOL NUTRITION CONFERENCE

Minnesota School Nutrition Association's 58th Annual Conference exhibits were held August 5th at River's Edge Convention Center in St. Cloud, MN. Over 932 school nutrition staff registered for 3 1/2 days of workshops, meetings and food show exhibits, exceeding the previous record of 900 in 2006. Susan Kundrat, MS, RD, CSSD, LDN, an instructor at the University of Wisconsin, Milwaukee, Kinesiology Department, gave an excellent talk to the group on the Power of Protein. Susan visited Northarvest's booth to request teaching materials that she could use in her college classes this fall when she teaches about dry beans.

Northarvest donated a box of NHBG office supplies with a \$25 gift certificate for MSNA fund raising and a pair of pajamas for their service project to support domestic violence shelters.



Update From Mexico

According to US Dry Bean Council consultant Raul Caballero, Mexico's Secretariat of Economy has suspended the import quota permits to import dry beans duty-free from countries outside NAFTA and Nicaragua, due to sufficient bean inventories in Mexico. Mexican bean importers will probably still be able to import beans from other countries outside NAFTA, however they will have to pay duties of 128 percent for Chinese beans, or 20 percent for Argentina.

In 2013, Mexico produced 1.3 million tons of beans, 20 percent more than the previous year. Consumption totaled 1.28 million tons. The import quota was established in 2008 after international bean prices rose, but has only been used once, in 2012, when 38,000 tons were imported.

PALLET REQUIREMENT

Caballero also reports that SAGARPA SENA-SICA, the equivalent to USDA's Animal Plant Health Inspection Service, has postponed its recent requirement that all grain shipments in hundredweight, or other bags, that have

been shipped in bulk, be required to be palletized to enter Mexico. SENASICA's director of inspections will review this pallet requirement on a product-by-product basis, but the Mexican trade expects that dry beans, peas, lentils, chickpeas and rice will not be affected.

The postponement of the July 28th effective date came about after Caballero and the Mexican trade met with government authorities.

When the requirement was first reported in June, Caballero estimated this would decrease available volume in containers by 30 percent and increase shipping costs, with pallets, plastic film and logistics.

2014/15 PRODUCTION TO DECLINE

According to the US ag attache in Mexico City, Mexico's marketing year 2014/15 dry bean production has been revised upward due to above normal rainfall. As a result, official sources estimate that this year's spring/summer crop cycle could produce approximately 900,000 metric tons of dry beans cultivated on 1.48 million

SAGARPA



SECRETARÍA DE AGRICULTURA, GANADERÍA, DESARROLLO RURAL, PESCA Y ALIMENTACIÓN

hectares. The main factor for the decrease in planted area from last year is the relatively lower producer prices.

The spring/summer crop cycle is expected to produce approximately 77 percent of total dry bean production, with the remainder coming from the fall/winter crop cycle. The ag attache reduced its estimate of Mexico's dry bean imports to 70,000 tons, which would be 47 percent less than the previous marketing year. Similarly, the dry bean export estimate has been revised upward to 90,000 tons, up from 31,000 the previous year.

Mexico's dry bean ending stocks have been increased to 319,000 tons for the 2014/15 marketing year, down 13 percent from the previous year, but up 132 percent from

two years ago.

SPANISH WEBSITE

Caballero has developed a website in partnership with the USA Dry Pea and Lentil Council. This website is a Spanish edition of the message that the International Federation of Pulses (CICILS) has addressed, along with its partners, to promote legumes in 2016 as a healthy food with all the advantages that are featured in the promotional message. The website is: www.2016leguminosasparalasalud.org

In addition to the website, Facebook and Twitter accounts have been created. The goal of these electronic and social media sources is to reach the international Spanish speaking audience in all the speaking countries.

Bean Straw, Splits Being Fed

Northarvest Bean Growers Association director James Zenk says his brother has been feeding navy bean straw to his stock cows for the past three years. "He wanted to try it because he knew of a dairyman that was using navy bean straw for his dry dairy cows, and it was working quite well. Surprisingly, it's really palatable," says Zenk. "They really like the pods. They'll dig right through it and get at the pods which would seem to be not very palatable because they're sharp and hard. The cattle will leave grass hay and go after that navy bean straw which really amazed me."

The navy bean straw is mixed with hay. Zenk says there is one issue, however. "The herbicide we use as a dessicant could pass through in the cow's manure and could be a problem with another crop. It's not cleared because of that reason."

Zenk thinks there may be a market for navy bean straw as feed. He'd like to see more research done to see what the feed value of the bean straw is.

NDSU Animal Sciences Department Head Greg Lardy and Animal Scientist Vern Anderson say many feedstuffs are available to North Dakota livestock producers, including crop residues, processing co-products and new or alternative grains and forages, as well as more traditional grains and forages. Lardy and Anderson have produced a publication intended to familiarize livestock producers with the variety of feeds available and to provide feeding guidelines for various alternative feeds. Feeds are listed



Zenk sees a market for navy bean straw.

under the broad categories of: Forages; Residues and fibrous co-products; Weeds; Roots, tubers and associated co-products; Grains, screenings and grain processing co-products; Oilseeds and protein meals; and Liquid co-products.

DRY EDIBLE BEAN RESIDUE

Dry bean residue may be baled or stacked, but yield is modest and often includes substantial dirt. Grazing is the least expensive and most efficient method of utilizing this co-product. As a legume, bean residue generally contains more protein than cereal grain residue and is quite palatable, although cattle will not consume the coarser stems.

DRY EDIBLE BEANS (CULLS AND SPLITS)

Cull beans contain moderate levels of energy (68 percent to 78 percent Total Digestible Nutrients) and protein (22 percent). Raw cull beans should be used as only a small portion of cattle diets (less than 10 percent of the diet) with reports of severe diarrhea resulting from higher intakes. Colorado and Nebraska research indicated depressed performance in growing steers at levels greater than 10 percent of the ration. Exercise care in adapting the cattle to rations containing cull beans. Cull beans should be ground or rolled to improve utilization. Roasting increases potential inclusion levels to 25 percent or more of the diet because the enzyme inhibitors are rendered ineffective with heating.

Anderson discovered that in small amounts the splits are extremely good feed-high protein, in the mid-20s, which is pretty good energy. He says the cows got along fine until he fed more than three or four pounds per day. "Then we had a little trouble with looseness," says Anderson. "We feel comfortable that this is good feed but it has to be fed in moderation."

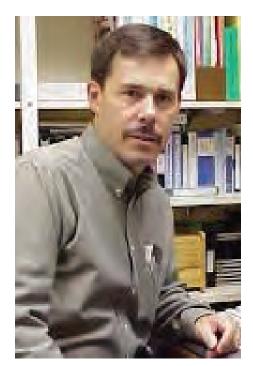
Veteran dry bean dealer Ed Walton agrees. He fed cows dry bean splits over the course of about seven years back in the 1980s. His experience is he could feed a mature cow only about two pounds per day. "If they weren't at least a 1250 or 1300 pound cow, they would get scours," says Walton. "I bought a roaster and I roasted them (splits) and that worked because I could feed it to feeder calves and small cows-it didn't matter

Continued on Next Page

after I roasted them." But, when LP gas gets high priced, it also takes away any advantage. The splits had to be roasted for about 45 minutes to an hour to bring them up to 220 degrees.

Walton could only feed 600-pound feeder calves about a pound of raw dry bean splits per day and use another form of protein to finish them out. He says there is an advantage for people who use dry bean splits to make pellets, which are generally 24 to 26 percent protein.

Anderson thinks dry bean splits are similar to distillers' grains in nutrient content. It has some fiber in it, energy is pretty close. It might be just a point or two of protein less than distillers' grains, but as useful as a protein



NDSU Extension Dairy Specialist J.W. Schroeder says palatability and protein quality restrict use.

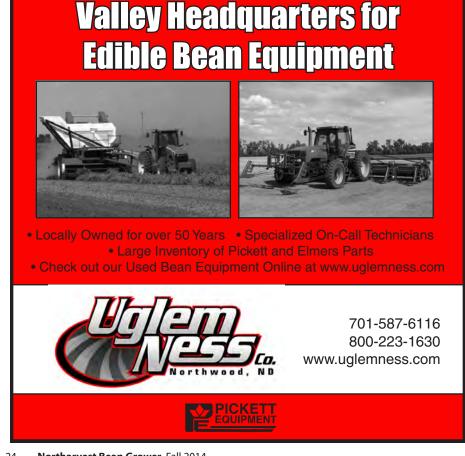
source for ruminants as anything else we have available.

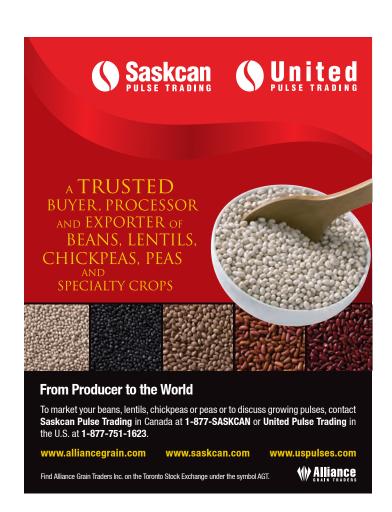
Anderson has fed a lot of pea straw at the Carrington Research Extension Center, and says all pulse crop straw has pretty good nutritional value compared to wheat straw and some of the other residues available. The challenge is how to keep the land covered and whether cover crops can be planted after baling the straw. Anderson says bean and pea pods have more nutrition than most of the rest of the plant.

According to Doug Landblom, Dickinson Research Extension Center Beef Cattle Specialist, most of these feeds can be fed at levels of 10 to 15 percent of the diet without problems. Higher inclusion will impair animal performance.

J.W. Schroeder, Extension Dairy Specialist, NDSU Animal Sciences, says cull beans and peas contain about 25 percent crude protein on a dry matter (DM) basis. He says palatability and protein quality restrict use. Cull beans and peas may comprise 15% to 20% of concentrate DM or 7% to 10% of total mixed ration dry matter. Researchers have fed 25% of grain as field peas with no negative effect.

Animal nutritionists generally recommend rolling prior to feeding. An anti-nutritional component of raw navy beans (lectin) reduces nutrient uptake by the small intestine, limiting the feeding rate to less than 2 pounds per cow per day. Schroeder says heat processing will minimize the detrimental effects of lectins and increase Undegradable Intake Protein value.





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Dry Bean Production Rebounds

USDA forecasts 2014 dry bean production at 28.7 million hundredweight, up 17 percent, or 4.1 million hundredweight from last year. Planted acres are four percent below USDA's June 30th estimate (76,800 acres), but up 23 percent from last year. Harvested acres are also down four percent from June and up 23 percent from 2013. The average yield is down 83 pounds per acre from a year ago.

Compared to two years ago, this year's dry bean production is down 10 percent, or 3.2 million hundredweight.

Compared to last year, USDA estimates pinto bean acreage is

up 24 percent; navy bean acreage is up 43 percent; black bean acreage is up 51 percent; pink bean acreage is up three percent; small red acreage is up 29 percent. Light red kidney bean acres are up 17 percent from 2013; dark red kidney bean acreage is up 24 percent; and Great Northern acres are up 16 percent.

North Dakota's dry bean crop forecast is 40 percent more than last year; Minnesota's crop is down one percent. The average yield in North Dakota is 16 bags, down from 16.5 bags last year. The average yield in Minnesota is 16.9 bags, compared to 19.5 last year.

Class	2013	2014		
	1,000 acres			
Large lima	6.7	8.1		
Baby lima	6.8	13.2		
Navy	174.2	248.5		
Great Northern	75.5	87.9		
Pinto	485.1	603.2		
Black	143.1	216.2		
Blackeye	42.1	28.0		
Sm chickpeas	45.2	66.9		
Lg chickpeas	170.5	157.2		
Lt red kidneys	43.2	50.5		
Dk red kidneys	46.7	57.8		
Pink	23.5	24.2		
Small red	26.0	33.5		
Cranberry	4.1	7.3		

Dry Edible Bean Area Planted and Harvested, Yield, and Production - States and United States 2013 and Forecasted August 1, 2014.

	Area Pla	inted	Area Harvested		Yield Per Acre ¹		Production ¹	
State	2013	2014	2013	2014	2013	2014	2013	2014
		1,000 a	cres		pounds		1,000 cwt	
Arizona	10.0	10.0	10.0	10.0	1,680	1,700	168	170
California	50.0	48.0	49.5	47.5	2,320	2,150	1,150	1,021
Colorado	39.0	50.0	36.0	47.0	1,500	1,600	540	752
Idaho	125.0	140.0	124.0	139.0	1,900	1,900	2,356	2,641
Kansas	5.0	7.0	4.8	6.5	1,790	2,000	86	130
Michigan	175.0	210.0	172.0	207.0	1,900	2,000	3,270	4,140
Minnesota	125.0	145.0	120.0	137.0	1,950	1,690	2,340	2,315
Montana	24.0	40.0	23.6	39.0	1,920	2,200	453	858
Nebraska	130.0	130.0	117.0	120.0	2,350	2,000	2,750	2,400
New Mexico	10.0	9.8	9.5	9.7	2,040	2,200	194	213
New York	9.0	8.0	8.8	7.8	1,820	1,900	160	148
North Dakota	440.0	650.0	430.0	620.0	1,650	1,600	7,095	9,920
Oregon	8.3	9.5	8.2	9.5	2,260	2,400	185	228
South Dakota	12.0	13.0	11.5	12.3	2,000	1,900	230	234
Texas	33.0	22.0	30.0	20.0	1,220	1,100	366	220
Washington	115.0	130.0	114.0	130.0	1,820	1,700	2,075	2,210
Wisconsin	5.4	7.6	5.4	7.6	1,810	2,020	98	154
Wyoming	39.0	42.0	37.0	40.0	2,620	2,400	970	960
United States	1,354.7	1,671.9	1,311.3	1,609.9	1,867	1,784	24,486	28,714

¹Clean basis.

MINNESOTA ACREAGE **CHANGES FROM 2013**

Navy beans +36 percent -19 percent Pinto beans Black beans +46 percent +10 percent DRK

NORTH DAKOTA ACREAGE **CHANGES FROM 2013**

Navy beans +63 percent Pinto beans +36 percent Black beans +124 percent **Great Northerns** +100 percent

DEALER ESTIMATES

Dry bean dealer organizations from across the US estimate this year's dry bean area at 1.57 million acres, 2.5 percent less than USDA's estimate, but 20 percent more than last year. The biggest

Continued on Next Page

U.S. DRY BEAN DEALER ESTIMATES

		5 1 4		
Variety	Acreage	Production	Carryover*	Total Supply
Pinto	620,523	10,728,981	284,124	11,013,105
Pink	22,837	403,687	18,260	421,947
Small red	34,262	666,945	51,400	718,345
Small white	640	15,670		15,670
Navy	250,439	4,162,823	119,611	4,282,434
Great No.	114,190	2,509,106	41,955	2,551,061
Black	216,709	3,639,993	123,607	3,763,600
Cranberry	6,963	125,678	500	126,178
LRK	50,209	954,682	39,350	994,032
DRK	54,322	999,953	500	1,000,453
Lg lima	8,056	201,642	8,773	210,415
Baby lima	13,625	324,475	10,000	334,475
Blackeye	22,483	430,805	131,000	561,805
Garbanzo	124,284	1,469,677	70,750	1,540,427
Other	34,815	618,519	69,601	688,120
TOTALS	1,574,357	27,252,636	969,431	28,222,067

^{*}Does NOT include carryover estimates from N.D., MN, S.D. and WI





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percentage increases from last year were: Great Northerns 68%; blacks 55%; navies 46%, and pintos 33%.

Dealers estimate US dry bean production at 27.2 million hundredweight, 2.8 million (11%) more than last year, but five percent less than USDA's current forecast.

Dry bean dealers peg this year's pinto bean crop at 10.7 million cwt, up more than two million bags (26%) from last year. The black bean crop is put at 3.6 million cwt, 44 percent more than a year ago. US navy bean production is estimated at 4.1 million cwt, a 23 percent increase from 2013.

The North Central Bean Dealers Association estimates total dry bean area in Minnesota, Wisconsin, North Dakota and South Dakota, at 802,000 acres. This is up 41 percent from a year ago, and three percent more than USDA's current harvested acreage estimate. Production in the

North Central states is pegged at 12.1 million cwt, up 24 percent, or about 2.4 million bags from 2013. North Central Bean Deal-

ers are using average yield estimates of 15 bags for pinto and navy beans, and 14 bags per acre for black beans.

Canada Releases Dry Bean Estimates

The Canadian dry bean dealers presented acreage estimates at the recent US Dry Bean Convention in Idaho. Dealers estimate a 35 percent increase in dry bean acres this year, a total of 330,000 acres. That's less than the spring estimate of 347,000 acres.

Manitoba's acres are estimated at 128,000 with the average yield pegged at 14.5 bags per acre. Ontario's acres are put at 130,000 with the average yield at 20 bags per acre. The industry puts Alberta's dry bean acres at 55,000, with the average yield pegged at 23 bags per acre.

The Manitoba dry bean crop is said to be delayed 7 to 10

days due to cool, wet weather.

Statistics Canada estimates Canadian farmers planted approximately 347,000 acres of dry edible beans this year, an increase of 65 percent, or 136,591 acres from 2013. White bean acres are up 166 percent from last year, while acreage of colored beans is up 37 percent.

In Manitoba, dry bean area is estimated at approximately 145,000 acres up 82 percent from a year ago. Acres of colored beans are up 19 percent. Ontario growers increased dry bean area 61 percent from last year, according to Statistics Canada. White beans are up 55 percent while colored bean plantings are up 66 percent.

Rail Issues Remain

Farm organization leaders, ag processors and grain shippers voiced their concerns to BNSF Railway's top man at a recent roundtable in Fargo. BNSF Executive Chairman Matt Rose said BNSF has seen a 144 percent growth in its business in North Dakota in the past five-and-a-half years, and if that kind of growth continues, he said "we're in trouble."

Northarvest Bean Growers Association President Joe Mauch was at the table, along with dry bean dealers Pat
King, with PW Montgomery
LLC, and John Berthold, with
Walhalla Bean Company.
King said dry beans are an unhedgeable commodity, and
that it's becoming difficult to
keep US black beans on the
shelves in Mexico due to the
lack of railcars. King said bean
buyers are upside down in the
market, so are not buying.

Berthold said without improved rail service, he expects a shift of dry bean acres out of Northarvest to other growing areas with more reliable service.

Mauch asked what can be done aside from the railroad issue. He said building bins is one option, but that's hard when the price of corn, for instance, is down to \$3.50 a bushel. "Is building another pipeline, or hauling more grain by truck, part of the answer?" asked Mauch. North Dakota Senators John Hoeven and Heidi Heitkamp stressed the need for more track on the BNSF system.

Pulse of the Industry



BOB LEBACKEN Reynolds, ND

Tell me about your farm and family history. I'm a 3rd generation farmer. I've farmed all my life. I farm with my dad and my two sons, and I have also had a commodity brokerage business in Grand Forks, RML Trading, for the last 23 or 24 years.

Have you always raised dry beans? I think my dad started raising edibles in the mid-70s. I raise navies and pintos.

What do you like about dry beans in your rotation? I think they're good for the weed control, it breaks up the Roundup Ready system, and leaves the ground nice for the following year when we usually follow with wheat and/or soybeans. The market has also been good for us the last 3-4 years. Edible beans are a good cash flow crop.

What has been your favorite piece of farm equipment?

Probably the 9870 combine we have right now because of its technology, mechanics, and ease of adjusting.

If you could add any new equipment, what would it be? I'd upgrade with some type of

sprayer and I'm always looking for a different truck.

Is there any piece of equipment you wouldn't want to be without? GPS is pretty awesome. I realize you can farm without it but GPS really makes it less stressful.

Do you have any hobbies? We have lake property at Maple Lake, so we do the lake thing and do some travelling. I've also restored a couple antique vehicles, and I do some flying, I'm a private pilot.

If you could win a vacation anywhere, where would you go? Probably back to Europe. We were there four years ago and I'd like to go back there.

Tell me more about RML Trading. We have three brokers and a secretary. Being a broker helps me understand my cash flow situation on the farm better. I'm always talking markets with producers. Having two sons and my dad on the farm, I am able to work on the farm in the spring and fall, but the rest of the time I'm usually at my office. With the information and technology, it's easy to do both.

What's the best part of your job(s)? I enjoy both jobs. They have their good and bad points but I've never felt like I've worked a day in my life-both jobs are awesome, a lot of self-responsibility but also a lot of freedom. I like the ability to manage both businesses as I see fit, but I'm also able to get away when I need to, when I want to.

DRY BEAN OUARTERLY

Communique had very good response to its 2014 reader survey for the Dry Bean Quarterly. 339 readers responded. Among the findings:

- 92 percent read DBQ either "often" or "occasionally"
- 97 percent rate DBQ content "excellent" or "good"
- 31 percent recommend beans to patients and clients every day
- 77 percent recommend beans to patients and clients every week
- 95 percent recommend beans to patients and clients at least once a month
- 99 percent are more likely to recommend beans to patients and clients, after ready DBQ

The 211 registered dieticians/nutritionists who responded to the survey counsel on average every month 75 each (up from 37 last year)

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JARED HAGERT Emerado, ND

Tell me the history of the Hagert farm. I'm a 4th generation farmer. My great grandfather started the farm in 1905. We were able to celebrate becoming a Century Farm in 2009. We raise hard red spring wheat, navy beans, dark red kidney beans, soybeans and corn. I started farming myself in 1995 when I was a sophomore at North Dakota State University.

Have you always raised dry beans? Yes. My dad, Curt, started in the late 1960s. I remember riding with him while he was cutting beans with the old John Deere 4010 diesel, but it was a little cool in the mornings without a cab.

Do you still have your seed plant? Yes. My parents started a certified seed conditioning plant here in 1993, which grew to include the dry bean receiving station, which has not been used for a few years. In the seed plant, we clean a little bit of everything except corn. The majority of the seed we process is wheat and soybean seed, but we sell dry edible bean seed and corn seed also.

Have you raised other classes of dry beans? We've raised navies pretty much the whole time. We haven't raised pintos for a little while, but just got into dark reds last year which has been an interesting learning experience. It's a little more finicky even than what the navy beans are.

What's been your favorite piece of equipment? GPS is one of the tools that, the more you use it, the more uses you find for it. There's so much data that's out there that can be used to help your farming operation. It's one of the things that we've really gotten more in tune with and more use out of.

Is there any new equipment in your future? We've just started dabbling with unmanned aerial vehicles (UAVs). As with anything, there's a learning curve there. I'd be lying if I said we haven't crashed it a couple times. Once I get more familiar with what it can and can't do, I

think there'll be opportunities to add on to that technology. It's almost like the start of the auto steer days, we're just at the tip of the iceberg. I think there's so much more than just taking pictures of your field.

Do you have any hobbies? I like to fish, but my wife, Brandie, she loves to fish!

If you could win a vacation anywhere, where would you go? I'd like to go back to Hawaii and I'd also like to get back down to Argentina or Colombia and spend a little more time there. I've had the opportunity to visit both countries and it's really nice to talk to those people and get another perspective on agriculture, and everything in general.

What's the best part of your job? Everything. It's being able to put a seed in the ground, watch it grow throughout the growing season and see what the rewards are at harvest. It's an opportunity to be part of the community and work at providing what the world needs.

NEW FROZEN BEAN PRODUCT

Hanover Food Products Corp. is now offering a dozen different bags of frozen dry beans in certain supermarkets. Hanover Bean Essentials features an innovative line of frozen beans for quick, easy, delicious, and nutritious meals and side dishes. Available in plain varieties ready to add to your favorite recipe or in a sauce for a healthy side dish.

For recipes, serving suggestions and additional information visit: www.beanessentials.com

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