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Information in a Time of Uncertainty

Last year was a challenging year, as farmers across much of the country faced a devastating drought. However, in the Northarvest region, dry bean growers experienced an exceptional bean crop. The dry conditions were unfavorable for disease development, which came as a relief for many. Looking ahead, only time will tell what 2013 has in store.

Uncertainty is a word you deal with on a regular basis. We can't predict what Mother Nature will throw at us this year and we certainly can't predict what it will take to get leaders in Washington to work together to pass a five-year farm bill. Despite the uncertainty that you constantly face, you continue to move forward and I commend you for that.


In this issue of the *BeanGrower* you'll find information regarding the crop insurance pilot program, dry bean diseases and a breeding update; among other timely topics. With all of the uncertainty you face, our goal is to provide you with as much information we can on current happenings in the dry bean industry.

I hope conditions are favorable for another successful year in the fields. And maybe, if we're lucky, it will be a successful year in Washington, too!

Dan Webster, President

Northarvest Bean Growers Association





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Bean Breeding Update

North Dakota State University dry bean breeder Dr. Juan Osorno has a lot on his plate. Reacting to the dark color of the 2010 and 2011 Northharvest pinto bean crops, Osorno accelerated his efforts to include a slow darkening gene into his breeding program.

During that time, Osorno has also developed and released Rio Rojo, a new small red bean variety, is closer to releasing a new version of Stampede with increased resistance to rust, and is working on potential releases of light and dark red kidney bean

varieties.

Osorno is working with USDA/ARS researcher Dr. Phil Miklas in Prosser, Washington on developing a slow darkening pinto bean. Osorno received a Specialty Crop Block Grant from the North Dakota Department of Agriculture and is trying to figure out how he can deploy the slow darkening gene into pinto beans as quickly as possible.

In 2012, pintos with the slow darkening gene, although harvested 3-4 weeks later than the normal harvest date, held their lighter color even

though some caught snow and rain in late September. "What I'm trying to say is the gene actually works," says Osorno. "Results across three locations in North Dakota shows there are at least five or six lines that not only have the slow darkening trait but are also superior, or at least competitive in terms of seed yields with whatever we have already available."

The original source of the gene never became a commercial variety because it lacks the yield potential growers are looking for. So Osorno kept cross-

ing that into many other commercial backgrounds and now has lines that hopefully will bring the whole agronomic package that we're looking for, plus the slow darkening trait. "I have three or four candidates that are looking good but I would like one more year of testing before I commit myself to coming here and saying this is the good one," said Osorno.

Osorno has also studied cooking and canning quality characteristics of pinto beans to determine if there's any difference in cooking time between nor-

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mal and delayed harvested beans. "So far we have not found a difference in cooking times," says Osorno, "and there's no difference in cooking time between light and dark color. It's more dependent on the variety itself, as well as seed moisture."

So, it doesn't appear that cooking time is affected by adding the slow darkening gene. The addition of the gene has not had an effect on canning quality either, except for the lighter color. Osorno says two canners he's worked with suggest a separate canning production line may be necessary to avoid co-mingling of regular and slow darkening pinto beans. According to Osorno, "Canners don't want canned beans with half light color and half dark color. That's an interesting conversation that we as a growing community need to have."

There will be plenty of Rio Rojo seed for growers this season. The new NDSU release out-yielded Merlot in most years and locations in side-by-side comparisons. Over several years of trials, Rio Rojo had almost a 400 pound yield advantage, according to Osorno, and there are no significant differences among Rio Rojo and Merlot when it comes to the other agronomic traits.

Rio Rojo was grown along with an experimen-



"The gene actually works," said Dr. Juan Osorno, North Dakota State University, when describing the slow-darkening gene for dry beans.

tal line from Washington in the Cooperative Dry Bean Nursery trial at 11 locations in the US and Canada. In some cases, the new small red bean yielded more than 3,000 pounds per acre. But what makes Osorno most excited is the fact that for the first time, we may have a commercial cultivar with the highest levels of resistance to bacterial blight. "I'm not going to say it's completely immune, but it holds much better than any other variety," says Osorno. "I think it's a great milestone. We're trying to move that resistance into other market classes that have more economic importance in the region."

A new version of Stampede, ND020351-R, which is more resistant to the new race of rust, is closer to release. Osorno has been selecting for the Ur11 gene to bring rust resistance as close to 100

percent as possible. "So far, we're at 85 to 90 percent. We're trying to figure out why we're not able to get up to 100 percent because it's a simple gene,"

A seed increase was done last year in Washington. This year, Osorno plans to do inoculated trials to confirm the differences seen in the greenhouse. Seed will be available in 2014.

Northarvest's Research Committee met with Osorno at the NDSU greenhouse last winter and saw seed increases of two kidney bean lines. One is 1106, a light red kidney. Combined results from 2006 to 2011, mostly in Minnesota, show yields topped any other commercial check-19 bags versus 18 for Foxfire and 13 for Pink Panther. A dark red kidney experimental is yielding 300 pounds more than the conventional varieties like Montcalm and

Red Hawk. These would be the first kidney varieties released by NDSU.

Osorno also got funding from the North Dakota State Board of Agricultural Research and Education (SBARE), supported by the dry bean checkoff, to study the mineral content in beans grown in Northarvest. Osorno says Northarvest has the potential for mineral bio-fortification in North Dakota and Minnesota. Preliminary analysis found a wide variation among commonly grown varieties of the major classes of beans in the seed content of various minerals, such as iron, zinc, calcium, potassium and magnesium. Osorno hopes to determine what genes are responsible for this wide variation. "Where beans are grown makes a difference in the mineral content in the seed. I'm trying to figure out a way to understand that location effect into the whole genetic process of improving or increasing the mineral content of these seeds."

The goal is to add value to Northarvest beans. Osorno asks, "What if we can sell beans that are higher in zinc, or higher in iron?"

Osorno's team also continues to work on white mold resistance, drought tolerance, halo blight, gene models, root rot resistance, and plant architecture.

Bean Briefs

NORTHARVEST DIRECTORS ELECTED

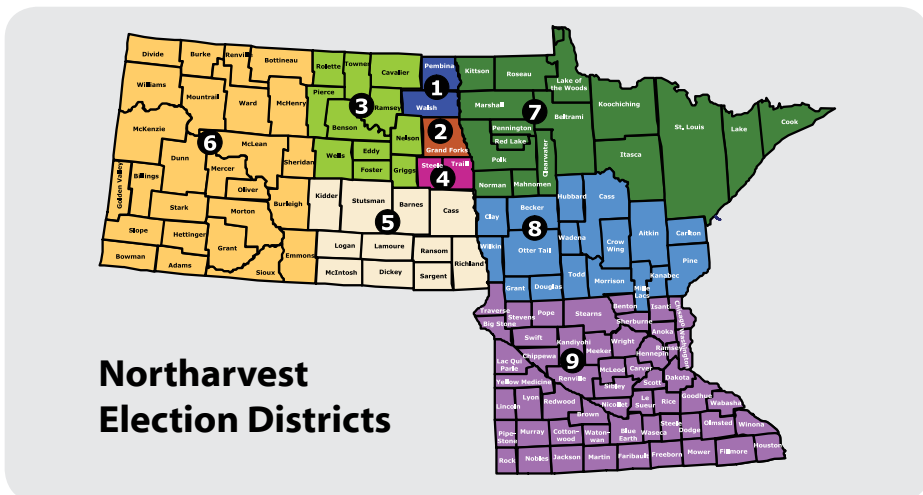
Two incumbents and one new director have been elected to the Northharvest Bean Growers Association's board of directors. Joe Mauch from Hankinson, ND was re-elected to his 3rd term representing District 5. Jon Ewy, Deer Creek, MN, was also re-elected to a 3rd term, from District 8. In District 2, David Dickson from Grand Forks, ND, succeeds Gary Paur as the new District 2 director.

VITERRA NOW GLENCORE

Glencore has completed its acquisition of Viterra. Fran Malecha, who has been Viterra's chief operating officer, is now in charge of

Glencore's North American operations. Malecha is a Minnesota native, who previously worked for General Mills. With the \$6.1 billion deal, Glencore is now Canada's largest grain handler. Glencore International, based in Switzerland, is

saying little about what changes, if any, will be implemented at country elevators that were formerly owned and operated by Viterra. Glencore's Canadian assets include 258 retail crop input facilities, 7 port terminals and 92 primary grain elevators. The acquisition also includes former Viterra assets in the US, Europe, Asia and Australia. The company says deals to sell selected Canadian and Australian assets to Agrium and Richardson International will be completed before the end of 2013.



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FOCUS ON COLOR

The Northharvest Bean Growers Association is reaching out to consumers to learn if the color of pinto beans is a big factor in their buying decision. President Dan Webster and Director Alan Juliuson were in Phoenix, Arizona in mid-February to observe focus groups' response to a handful of pinto bean samples, ranging from light and bright, to dark. The focus groups were comprised of male and female Hispanics. Results are not yet compiled, but Northharvest President Dan Webster said the consumers also had several questions for him and Juliuson.

More Growers Going Direct, Despite Harvest Losses

North Dakota State University Extension agronomist Hans Kandel updated growers at Bean Day on his research on harvest losses due to direct harvesting and how those losses vary among various classes of beans.

According to the 2012 dry bean grower survey, 30 percent of growers who responded said they lost one to five percent of their beans by direct harvesting. Another 29 percent reported a six to 10 percent harvest loss. 49 percent of dry bean growers who harvested conventionally reported yield losses between one and five percent, and seven percent had yield losses of six to ten percent.

The objective of Kandel's study was to look at direct harvest losses for Lariat, Eclipse and Vista beans, as well as differences regarding nitrogen fertilization and inoculation. The study started in 2010, was interrupted by drowned-out plots in 2011, and continued in 2012. Beans were planted in 18-inch rows with 50 pounds of additional nitrogen added to the residual N of 50 pounds. Two different commercial inoculants were used.

Kandel acknowledges that each combine is



different so he looks at trends between the different types of beans. Two rows were knifed and two rows were direct harvested. The hard part was counting beans left behind the combine. "The white bean is easier to see than the black bean," says Kandel, "and sometimes you have pods and pieces of pods. We counted all the seeds that were either on the ground that you could see or still in the pods. We then did the seed weight and calculated how many pounds we lost."

In 2010, Kandel said the direct harvesting loss was a very high percentage, about 25 percent for Lariat pinto beans.

Kandel's study showed a yield of 1,547 pounds per acre, and a loss of an additional 526 pounds. Vista out-yielded both Lariat and Eclipse, with a yield of 1,755 pounds although the harvest loss was 488 pounds per acre.

In 2012, Lariat was the best yielder at 2,766 pounds per acre, with the harvest loss down to about 13 percent, or 399 pounds.

Harvest losses for beans that were knifed were a lot lower in 2010. Eclipse had the best yield at 2,069 pounds per acre. The yield loss was only 90 pounds per acre, or 4 percent. Lariat had a 9 percent harvest loss and 8 percent of Vista's yield was lost using

conventional harvesting. Losses in 2012 were higher because of dry conditions which caused more shattering. Eclipse beans had a 7 percent harvest loss, according to the NDSU study last year.

Summing up his study, Kandel says, "When we do direct harvest, we will see a substantial loss in dry beans and it depends on the operator, the equipment and the environment-if it's dry, we see more issues with shattering."

Comparing dry beans to soybeans, Kandel says soybeans nodulate much more profusely than dry beans. There is also a difference in nodulation

Continued on Next Page

among the three classes of dry beans studied. "Lariat had significantly more nodules per plant in both 2010 and 2012. And there is a negative relationship between the level of N in the soil and the nodulation."

However, there was little yield difference among the three classes of beans based on inoculants applied. There was no significant difference in nodulation or yield for beans that had an additional 50 pounds of nitrogen applied in 2010; however, in 2012, the number of nodules was lower when additional nitrogen was applied although yields were somewhat similar.

Northarvest Bean Grow-

ers Association President Dan Webster thinks one result of the trend toward direct harvesting is that it is much easier for dry bean growers to go into and out of dry beans. "You don't have the additional investment in special machinery, so if you're raising soybeans you can direct harvest pinto beans. So it's much easier to go in and out of the crops and it's probably even easier to raise more acres."

Webster does both direct and conventional harvesting and likes that flexibility because some of his land has rocks. In 2012, he cut all his beans and because of the dryness he thinks he lost more beans than he does

when he direct harvests. Webster agrees with Kandel's research that shows more harvest losses with direct harvesting. But, says Webster, "There's a lot of factors that enter into it. If you have more moisture so the beans get the height, and if you adjust the combine, the air reel, and you don't try to go too fast, you can do a pretty good job."

While studies show you'll probably lose a little more with direct harvest, Webster says you also have more harvest expense with the cutting and windrowing, so you can afford to lose a few more beans.

Which Type II variety you plant makes a differ-

ence in how many beans end up in the combine hopper. NDSU bean breeder Dr. Juan Osorno says other factors include your equipment, operator care, and environmental conditions at harvest time.

According to Osorno, there is less disease pressure with Type II bean varieties caused by better airflow in between the rows. "Now that we have good, high-yielding upright beans, the next step we really want to focus on is to try to go back to the earliness that we had in the old varieties," says Osorno. "Our bean cycle has been delayed by about one or two weeks and we want to put that back, if

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it's physiologically possible."

Osorno is seeking a package of different traits—high yield combined with disease resistance as well as nutritional quality.

According to a recent article in the Gering, Nebraska Star Herald, growing a good dry bean crop for direct harvest takes some getting used to. It not only involves finding the best upright architecture, but probably just as important, if not more so, is determining the correct plant population.

After one year of research, University of Nebraska-Lincoln Extension Educator Jim Schild has

some idea on what might work, but it isn't written in stone.

"We know an upright bean is best for direct harvest," Schild said. "What we don't know is the population requirement."

Direct harvest is still in the experimental stages in the North Platte River Valley, although it is popular in other regions of the United States. One of the local issues is plant population. How many seeds need to be planted in order to get a good stand? What are the factors in making that decision? Those are questions Schild is working on.

"Do we use higher

populations or normal, like we use with the vining beans," Schild asked. "Preliminary studies suggest that we bounce it up. The question is, by how much."

According to Schild, there are three growth habits. Type III is the vining kind. These are the more traditional varieties, mostly great northern and pinto. These grow up, fall over and intertwine. Type I has been around for some time, also. Light reds fall into this category. They have different sets during the growing season. Their growing point ends in a flower, and

a higher population is needed. Type II is upright like Type I, but it has additional pod sets.

Carlos Urrea, the bean breeding specialist at the UNL Panhandle Research and Extension Center, is working to develop new pinto lines that can be successful in direct harvest.

"Upright is more applicable to direct harvest," Schild explained. "So do we plant at Type I or Type III rates?"

"Right now, I'd say, 'In between,' but we have only one year of data, so we have more to learn," Schild said.

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Revenue Coverage Pilot Program Launched

The new revenue crop insurance product for dry beans is on the ground for 2013. The Risk Management Agency has announced projected spring prices for the pilot program for 2013 in Minnesota and North Dakota. They are as follows:

Pinto beans

\$0.33/ pound

Navy beans

\$0.34/pound

Black beans

\$0.31/pound

Dark red kidney beans

\$0.53/pound

Prices for those four classes of beans are the same for APH, or yield, coverage here in Northarvest. Prices for APH coverage for pinto

beans in South Dakota are 35 cents, and in Colorado, 37 cents a pound. Navy and black beans in Michigan are at 36 cents per pound. Dark red kidneys are at 53 cents a pound nationwide.

APH prices for some other classes are 39 cents per pound for Great Northerns; 50 cents for light red kidneys; 53 cents for cranberry beans; 41 cents for small reds; and 40 cents a pound for pink beans.

Tim Courneya, Executive Vice President of the Northarvest Bean Growers Association, says the projected price of the revenue coverage for pintos here in Northarvest is a bit lower than expected. "So, there's no way anyone can tell us we're

farming the insurance program, since our revenue price for pintos, navies and blacks are less than the APH coverage in the rest of the US," said Courneya, "the revenue product was not intended to influence acres or the market."

Cole Arthun, with Watts & Associates, contacted dry bean processors to get current new-crop contract prices as well as the volume of those contracts, which aided RMA in establishing the projected prices. USDA/AMS Market News reports will be used to determine harvest prices. The revenue coverage will function identically to combo revenue protection coverage, but will use alternative mechanisms to determine the projected and harvest prices.

Tim Smith, who chairs the Northarvest Bean Growers Association's crop insurance committee, says the revenue crop insurance is the result of a lot of hard work. "Probably at least five or six years from our start of this and, yes, it's nice to see it finally go." Smith says the new revenue crop insurance coverage will operate the same as the corn, soybean and wheat revenue programs so it'll be a quick learn for dry bean growers.

This is a 4-year pilot program for black, pinto, navy and dark red kidney beans. Coverage is being offered for dry beans in all counties in Minnesota and North Dakota where dry bean yield coverage is currently available. For more information, go to www.cropinsuranceresources.org, click on Pulse Crops Pilot Launch Support Education Module.

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Bean Growers on Capitol Hill

Following the January US Dry Bean Council meetings in Washington, D.C., Gordley Associates organized meetings with Northharvest congressional representatives.

Northharvest Bean Growers Association Director Mark Streed, North Dakota Dry Bean Council member Scott Mund, Bill Thoreson, USDBC Vice President, and Northharvest Executive Vice President Tim Courneya visited the offices of Senators

Amy Klobuchar and Al Franken from Minnesota, and John Hoeven and Heidi Heitkamp from North Dakota, as well as Representatives Collin Peterson and Tim Walz from Minnesota, and Kevin Cramer from North Dakota.

The talking points, developed by Robert Sindt, USDBC Government Affairs Liaison, urged the expeditious passage of a full, five-year farm bill, and maintaining crop

insurance as the safety net for production agriculture. Regarding deficit reduction and spending cuts, the bean growers urged equity for agricultural programs so that necessary budget balancing and spending cuts do not impact farm programs disproportionate to cuts in other governmental programs.

Agricultural research, nutrition delivery and education, trade promotion and export food aid were

other talking points.

Northharvest Bean Growers Association Executive Vice President Tim Courneya said all of the people they met with were most positive about getting the farm program done. "They said these (farm bill) extensions may become the norm for a while," said Courneya, "and what they're a little bit scared of is during these extensions, each time they're going to keep whittling down on the things they're not going to fund."



From left, Bill Thoreson, Scott Mund, Mark Streed, and Tim Courneya.



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Northarvest Gets Good Reception in Mexico

"They knew us; we didn't have to explain who we were." That's how Northarvest Bean Growers Association Executive Vice President Tim Courneya summed up the US Dry Bean Council's International Congress in Cabo San Lucas. Because of the uncertainty of USDA Foreign Market Development (FMD) and Market Access Program (MAP) funds, fewer bean

importers were expected to attend, but according to Courneya, there was a good, friendly crowd of Mexican buyers.

While there were no buyers from any countries other than Mexico, Courneya said the quality of the buyers made up for the fewer numbers. "In all six of our meetings with buyers, we heard very positive feedback on what our shippers and sellers



Northarvest connected with Mexican buyers at the USDBC International Congress.

have been doing as far as supplying Mexico with good quality beans. The Mexican buyers are also well aware of Minnesota and North Dakota's position as a world supplier of beans and are willing to grow with us (Northarvest)."

Courneya said he, as well as ND Dry Bean Council members Scott Mund and Tim Smith, and Northarvest Bean Growers Association director Mark Streed, didn't have to introduce themselves this year. "Everybody knows about Northarvest—a big change from recent years," said Courneya.

Courneya thinks the increased recognition is the result of a number of traders who've really been

pushing Northarvest beans in Mexico. Also, Northarvest growers have been making Mexico aware of the fact that we can grow black beans as well as pinto beans. "I even heard a comment from one of the importers that the interest in Michigan black beans is going to switch because they know that Northarvest is continuing to show a positive approach and being a stable supplier of both pintos and blacks," said Courneya, "it's just the consistency of us always being there, and always being there to talk about the issues and they're very happy to see us come back and we don't have to explain who we are anymore."

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Nutrition Note: This recipe makes 10 servings. Each serving has 270 calories, 7 g fat, 23 g protein, 25 g carbohydrates, 10 g fiber, 29 mg calcium, 78 mcg folate, 7.45 mg potassium, and 200 mg sodium.

Ingredients:

- 2 tablespoons canola oil
- 1 pound beef chuck or round steak partially frozen
- 2 15.5-ounce cans light red kidney or pinto beans
- 1 medium onion
- 8 ounces baby carrots
- 2 4-ounce cans mushrooms
- 1 cup crushed tomatoes
- 1 teaspoon thyme
- 1 teaspoon rosemary
- 1 bay leaf
- 1 cup dry red wine
- 2 – 4 tablespoons sugar, optional

Method:

1. Heat oven to 225° F.
2. Cut steak into thin slices, cut into bit size pieces.
3. In a 3 quart or larger pan, heat oil over medium heat. Add beef and brown.
4. While beef is browning, drain and rinse beans. Chop onion and carrots. Cut up large mushroom pieces.
5. When beef is brown, add beans, onion, carrots, mushrooms, tomato, herbs and wine.
6. Stir gently. Cover and bake 2 to 4 hours. Remove bay leaf. Taste and add sugar, if needed.
7. This dish may also be simmered on top of the stove for 30 minutes or more.
8. A sprig of thyme and rosemary, fresh mushrooms and tomatoes may be substituted for the dry and canned ingredients. If dry beans are used, they must be fully cooked before the wine is added because of the acid.

Students Learn About Beans

The Minot Living Ag Classroom was held in conjunction with the KMOT-TV Ag Expo at the State Fairgrounds January 23 and 24. Despite below zero wind chill both days, 70 area instructors and 743 students attended the two-day event.

Lynne Bigwood and Cheryl Olson led the Bean Crazy game with 12 class rotations/stops during three 90-minute sessions each day. Burlington FFA members taught the lessons in two booths, timed the event and led the classes as they rotated from booth to booth.

Two unique “kid comments” happened this year. One girl flatly refused to take bonus points for “Everyone eats bean tacos on Tuesday”—she was not about to be swayed by getting more “money”—she was not eating beans! And a boy asked if he could buy the

game. Lynne is still smiling about her honesty and his roundabout endorsement of the game.

The Bismarck Living Ag Classroom was held February 12 and 13th in conjunction with the KFYZ Radio Agri-International event at the Civic Center. Commodity and other ag groups, including Mandan FFA, hosted 13 booths with 1335 total students in 67 classrooms and teachers, and 119 other adult chaperones. Many groups travel to this event in cars rather than buses which multiplies the number of adult chaperones who attend. It is a good opportunity to educate the adults as well as the fourth grade students. Marjo Hewitson assisted Lynne at this event.

Jackie Buckley and the Mandan NDSU Extension staff continue to coordinate this event.



Northarvest takes an active role in the North Dakota Living Ag Classroom project.

Food Safety Modernization Act Update

Congress enacted the Food Safety Modernization Act nearly two years ago, which is about to be implemented. According to North Dakota State University ag economics professor Dave Saxowsky, the big change for food companies and processors is HACCP, Hazard Analysis and Critical Control Points.

HACCP is a management system in which food safety is addressed through the analysis and control of biological, chemical and physical

hazards from raw material production procurement and handling, to manufacturing, distribution, and consumption of the finished product.

"The meat industry, for example, has been subject to HACCP requirements for perhaps 20 years. Now we're seeing some additional food companies being brought under those legal expectations," according to Saxowsky, "so, food businesses are going to have to take their documentation one step further and make sure

they have HACCP plans in place to meet these new legal requirements."

Dry bean exporters will certainly be subject to the new law and will need to develop a food safety plan for their business and will need to implement it, and have the documentation that they have implemented it.

According to Saxowsky, "A lot of these companies have been following these practices to assure that they have a safe food product. Now they'll need to document that they're

following these practices, so if a problem is found, we can go back and identify the source of the problem."

The Food and Drug Administration announced a 120-day comment period early this year, which lasts until mid-May. Saxowsky thinks it could be at least a year until food safety plans have to be in place. "So it's a good time to learn about them and to begin working in that direction. We know we're going to do it, so we might as well get started."

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The Zollinger Report

North Dakota State University Extension weed scientist Dr. Rich Zollinger says there is an effort in North Dakota to get BroadAxe herbicide registered for use on dry beans. While it's a new name, Zollinger says the active ingredients are not new. "It's a combination of Dual and Spartan. It is already labeled on soybeans and sunflower, but we have a North Dakota Section 24C label registration to get it approved in North Dakota, and hopefully other crops after that."

BroadAxe, from FMC, is soil-applied at a rate of 17 to 25 fluid ounces and like any soil-applied herbicide, rain is needed to activate it. There is a 12-month restriction for sugarbeets, but corn and small grains can be planted within four months of an application of BroadAxe. BroadAxe provides excellent control of foxtail, pigweed, lambs-quarter, kochia, Russian thistle, nightshade and smartweed.

Data from 11 research trials in six states in 2010 and 2011 shows well above 90 percent control of grasses, as well as excellent control of pigweed and lambs-

quarter. Zollinger's data from 2011 compared two rates of BroadAxe to Dual Magnum and Spartan Charge. According to Zollinger, "You put Dual and Spartan together and you see what we call an enhancement or synergism. So with at least six weeds we see that this is a really good combination and they complement each other."

Zollinger says every year since 2006, red root pigweed was listed as one of the three worst weeds by dry bean growers responding to the Dry Bean Survey. "But in 2011, it comes up with a different

name called water hemp. If you don't have water hemp, you should get down on your knees right now and give the Lord a quick prayer and thank him for not having it," says Zollinger. "It's the most evil weed there is and it's become resistant to most of the herbicides on the market." According to Zollinger, BroadAxe provides 99 percent control of water hemp.

The other weed that Zollinger says almost scares him more than water hemp is kochia. Kochia joined the list of glyphosate resistant weeds in 2011, joining common ragweed, giant ragweed, water hemp, and horse weed. Kochia control with BroadAxe is 99 percent, says Zollinger.

The interesting thing is, even though Zollinger was selecting for glyphosate resistance, his colleague, Dr. Kirk Howatt, decided to spray Starane on the same samples sent in by County Agents and growers. "Lo and behold," says Zollinger, "we found not only glyphosate resistance to both a low and high level of glyphosate, we just happened to find that there is an increasing amount of Starane resistance in these same samples."

Howatt found kochia plants that were re-grow-

ing, even after applying up to 50 fluid ounces of Roundup PowerMAX.

Just by the use of pre-emergent herbicides, Zollinger says dry bean growers are second to sunflower growers in the use of foundation soil-applied herbicides. Zollinger told growers at Bean Day to "please continue, please use these other modes of action to support your weed control programs. But, despite what you do or what your neighbor does, we have this problem that kochia likes to roll and tumble and go across other people's fields. So, a resistant kochia plant can roll across your dry bean field and deposit these seeds and then you have the problem in your field."

To control 2,4-D, ALS, dicamba, Starane and glyphosate resistant kochia, Zollinger said Basagran can work if you're spraying one-inch kochia. Other options are Spartan as a pre-emergence and Reflex as your backup post-emergent. Zollinger says cultivation will also work to control resistant kochia.

Zollinger's advises being vigilant. Use lots of modes of action, try to identify small patches of weeds, kill them and pull them out so resistant weeds don't become a problem.



USDA: Prices Down, But Above Average

A 60 percent bigger dry bean crop in 2012 has weakened prices compared to the historically high levels received for the 2011 crop. However, USDA says prices remain above prices prior to last year's record levels.

The national average yield of the 2012 US dry bean crop was up almost 10 percent from last year, setting a record at 18.73 hundredweight per acre. This yield is almost 6 percent higher than the previous record high of 17.68 cwt set in 2008. USDA says recent estimates from Canada were higher than anticipated and may dampen the market some-

what going forward.

The dry bean industry continues to face a substantial challenge from traditional crops, namely corn and soybeans.

Grower prices for pinto beans began the marketing year in September at \$35.25 per hundredweight, down more than \$7 from the previous year, but still more than \$9 above the four previous crop years.

Despite the small 2011 crop, export demand remained strong for most bean classes and overall export demand rose over 20 percent compared with the 2010/11 marketing year. During the first

two months of the current marketing year, US dry bean export volume increased 14 percent over the same 2-month period of 2010/2011 and almost 30 percent over September-October 2011/2012 levels. US dry bean exports to Canada rebounded in the first two months of this marketing year; however, USDA says the 68 percent increase in overall Canadian dry bean production this year may dampen exports to Canada.

Dry bean imports in September and October were down 27 percent from the same period in 2011.

In his outlook for pinto beans at Bean Day, John Berthold, President of Green Valley Bean LLC in Park Rapids, MN, and Vice-President of Walhalla Bean Co., said the additional 300 bags per acre yield in 2012 added 2.2 million bags of supply over a normal year. "The total pinto crop of 13.3 million cwt is nearly the same as 2010, when prices dropped below \$20," said Berthold, "there are no supply shortages of any of the major classes of beans."

Scott Cottenden, with Thompsons USA Limited, said navy bean yields were historically high, at over 19 bags per acre in North America. "The carryover

of navies is two million bags, compared to the more acceptable level of one million. Demand is flat to declining, so for 2013, we've got to take 30 percent of production out, and the easiest way to do that is through acres," said Cottenden.

Cottenden said the industry still has to compete with corn and soybeans and some of these other commodities so it doesn't mean our prices are going to go totally flat but there's not a real incentive to put a lot of dollars behind some of these contracts. Other issues for navy beans are quality issues with cracked seed coats, plus a lot of canners already have good ownership.

Looking ahead to 2014, Cottenden thinks they've got to get navy bean acres back to somewhere over 300,000 acres.

According to Cottenden, the story for black beans is similar. "The ideal number for a comfortable carryout would be 600, maybe 700,000 bags. We're around that million bags—that's a lot. So, again, cut those acres back, cut the production and we should fall in line a little bit better. We have to cut acres 20 percent this year." In 2014, Cottenden thinks acres will need to get back to 2012 levels.

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Mexico Rebounds

According to the latest report from US Dry Bean Council Mexico consultant Raul Caballero, more than 77,000 hectares of beans were planted for the fall-winter cycle in the northern state of Sinaloa. Frost in mid-January damaged at least 35,000 hectares, mostly of corn but also chickpeas and beans. The state government has begun to work on the petition of disaster funds to the federal government in order to have support for the producers for replanting. Any crops that were replanted now must deal with the shortage of water.

Official final spring-summer bean production in Zacatecas totaled 252,900 metric tons. Du-

rango produced 106,700 tons, and growers in Chihuahua produced 91,000 tons of beans. Total spring-summer cycle bean acreage in 2012 in Mexico totals 1,460,357 hectares, a 17 percent increase from the previous year.

Last year's bean production rebounded after the disastrous drought of 2011. The state of Zacatecas produced 255,000 metric tons of beans in 2012, a 135 percent increase from 2011. Durango's bean production increased more than five-fold, to 106,700 MT, and Chihuahua had an increase of 159 percent from 2011, to 91,000 MT.

According to Caballero's report, the bean market

in Mexico is very quiet. There has been no need to import beans since there are beans available in Zacatecas and Durango and soon, the 2013 fall-winter beans will be in the market as well. Importers do not expect the government will open the quota permits to import beans from China or Argentina this year since there seems to be enough supply to cover the needs of the market. People in the trade say bean consumption in Mexico continues to decline.

In 2012, Mexico imported more than 40 million Kg, or 880,000 hundred-weight from countries outside NAFTA and Nicaragua. China and Argentina sold 90 percent of

the total, all black beans. Mexico's non-NAFTA bean imports were valued at almost \$34 million in 2012.

Mexico's new President Enrique Pena Nieto has announced four objectives to reactivate Mexico's agriculture. First: a fair agricultural industry based on a basic social wellbeing platform in which all participants are protected against disease, accidents and lack of income in senior years. Second, a productive agricultural industry through on-time credits, with preferential interest rates and better insurance coverage against weather changes. Third: cement a stable agricultural industry through the value productive chains in the food sector, productive crop conversion switching to higher value products and sufficient markets. Fourth: to have a sustainable agriculture through the correct use of water, recovery of forest in non-arable land and the strengthening of alternative activities such as ecotourism, hand-crafts industry, and environmental services.

Nieto proposed that legislators budget 300 billion pesos for the agricultural integral development, 11.4 percent more than the budget requested in 2012.



Cultivating Customers for Life: Pulses in Schools

According to The Bean Institute, between 2002 and 2010, the average annual U.S. per capita use of dry edible beans was 6.48 pounds per person. Unfortunately, Dr. Janice Rueda, director of Health and Nutrition for the American Pulse Association, says “per person use has remained unchanged since 1986.”

To increase dry bean consumption, the American Pulse Association (APA) is targeting schools. With roughly 55 million students enrolled in the U.S. public school system,

“schools are a wonderful market,” Rueda says. One major benefit of including more dry beans on the menu in a school setting is multifaceted exposure. “When you put something into schools you get to educate teachers and parents,” Rueda explains.

Increasing consumption of pulses by an additional ½ cup serving per student each week would increase the domestic demand for pulses by “418 million pounds,” Rueda says. To increase consumption of pulses in school settings the APA is working on sev-

eral different initiatives.

PULSE SCHOOL FOOD PILOT INITIATIVE

According to Rueda, in the Senate’s draft of the farm bill, a \$10 million funding level was included for this project. Rueda remains optimistic that the funding for this project will remain in future farm bill drafts. Once funded, the aim of this pilot initiative is to make more pulse-based foods available in school meals.

Schools are already trying to include more whole grain foods on the plates

of students, but Rueda says whole grains are an additional cost that do not provide a substantial nutritional benefit. “Pulse crops can increase the fiber content of school lunches, increase potassium, which is also a nutrient of concern among school students,” Rueda says. Additionally, “[pulses] increase the iron and, in the case of beans, magnesium too.” Rueda is extremely excited about the potential to “affect the quality of school meals.”



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Janice Rueda, American Pulse Association, spoke at Bean Day.

COMPETITIVE RESEARCH FUND

The APA is currently selecting which proposals to fund for this initiative. The proposals are designed to be smaller, pilot-type studies and the data from these studies can be used to apply for larger federal grants in the future. There are two projects under consideration that deal with school foods. The first project aims to “develop a coordinated school garden and nutrition program focused on technology, engineering and math,” Rueda explains. The goal of the project is to increase the utilization and consumption of pulse crops in school meals. The second project’s objective is to put pulse-based foods into schools and measure students’ acceptability.

SCHOOL FOOD RESEARCH PROJECT

The school food research project is one that Rueda is working with very closely. Focusing on 10 states across the country, she wants to provide a national snapshot of how pulses are being used in a school setting. The data collected from the study will aid the dry bean industry

in “targeting potential pathways to increase the use of pulses in schools,” Rueda explains. The data will also be beneficial to legislators, public health advocates and others.

While visiting with school food service directors, Rueda encounters many misconceptions about the work involved to prepare pulses for consumption. Concerns range from lack of facilities to lack of labor. Rueda understands that preparing pulses is not time or labor intensive,

however as an industry, she feels it is important to develop coordinated educational outreach programs for food service staff to discuss their concerns. “Are these perceived impediments real or imagined and what can we do to overcome them?”



With these various initiatives, Rueda hopes to increase the consumption of pulses from students and “cultivate customers for life.”



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DR, Costa Rica Trip Report

The Dominican Republic has long been viewed primarily as an exporter of sugar, coffee and tobacco, but in recent years the service sector has overtaken agriculture as the economy's largest employer. That is due to growth in telecommunications, tourism, and free trade zones. The DR economy remains highly depended upon the United States.

US Dry Bean Council representative Randy Duckworth accompanied bean growers to the Dominican Republic and Costa Rica in late November. According to Duckworth, most Dominican Republic importers typically concentrate their purchases in two time periods. The first is during and shortly after the US harvest from September to November. Then for the next few months DR companies focus on purchasing domestically produced beans. Starting around April or May, they will start looking to North America again.

DR companies do not purchase domestically produced beans because they are cheaper—the domestic production is generally more expensive. They buy domestic production because the government has usually unofficially tied their ability to import products to

the purchase of domestic production.

The US delegation met with seven bean buyers, including Grupo Perfesa, the No. 1 importer of bean in the DR. Duckworth reports the company has established good relationships with US suppliers and has not purchased Canadian beans for the past few years. Grupo Perfesa's president has been appointed Administrative Minister to the President of the Dominican Republic, Danilo Medina.

A contact at Coinpra said the availability of imported beans in the DR may be affected by government policies designed to protect domestic producers.

While in Santo Domingo, the US dry bean delegation also met with Margie Bauer, the US ag attaché, and Hector Li, ag specialist, at USDA's Foreign Agricultural Service.

Recent news reports indicated that Costa Rica's central bank is very likely to impose more currency controls to stem the flow of capital from developed markets that has driven up the value of its currency. The government submitted a bill to Congress that would raise taxes to 38 percent from eight percent on foreign investors who transfer profits from capital inflows out of the country.

Duckworth's team met with four Costa Rican bean importers. Kani Mil Novicientos buys black beans primarily from China, and has not bought blacks from the US for several years. The company buys small red beans primarily from Nicaragua as well as domestic beans. The US delegation was told by Florida Bebidas that it would take a better price for the US to get more business in Costa Rica. They said they were not likely to pay more for US dry bean splits because the quality of Chinese splits has been good.

Nicaragua bought 10,000 metric tons of black beans from China to ship to Venezuela, which were reportedly re-bagged as being from Nicaragua. It's an effort to make it appear that the food-for-oil deal is working. Nicaragua agreed to supply black beans to Venezuela in exchange for cheap oil. Nicaraguan farmers did not produce enough black beans to meet the terms of the agreement so the government reportedly bought Chinese black beans.

A contact at Coingraba told the US delegation that Costa Rica is a very difficult market for the US to gain entrance to right now because Chinese product is coming in duty-free at very low prices.

The Northharvest Bean Growers Association's representative in the DR, Fradbelin Escarraman, says importers in the DR adopted a strategy of only purchasing local beans until spring. According to farmers and traders, it is estimated that the DR will produce 270,000 to 300,000 bags of cranberry, red, black and white beans this year. Weather conditions were favorable and yields were good.

DR President Medina has requested that import permits be auctioned through the agricultural board. This new measure will help eliminate many distortions that were only benefitting a few politicians and people with the necessary connections to get the permits. Importers can now bid for import permits through one of the many brokerage firms that are affiliated with the agricultural board. Importers are required to pay a deposit of 20 percent of the total value of the bid in an effort to prevent bid winners from selling the permit. Permits issued under the DR-CAFTA are not yet included in this new process, but authorities hope to have them included soon.

This year, the DR-CAFTA dry bean quota is 12,480 metric tons that

Continued on Page 29

Dry Bean Diseases: What to Expect in 2013

Dry bean diseases were limited in 2012. According to North Dakota State University Department of Plant Pathology assistant professor Julie Pasche, conditions were not favorable for disease development, which came as a relief to dry bean producers.

2012 OVERVIEW

White mold is a common disease that dry bean producers face, however hot and dry conditions were not conducive for white mold development. Pasche also applauded producers for their role in



Julie Pasche, Assistant Professor, Department of Plant Pathology, North Dakota State University.

controlling this disease. "Growers have done an excellent job spraying for white mold, which helps control it," Pasche ex-

plained.

Anthrachnose is another disease producers tend to battle. However, "infrequent rains and heat kept it at bay," said Pasche. She also believes the use of clean seed resulted in fewer dry bean fields being infected with anthrachnose in 2012.

Last year was ideal for rust development, as it prefers hot and dry conditions. But, Pasche explained. "Because [producers] were vigilant about the white mold sprays, that most likely kept rust at bay until later in the season."

2013 PREVIEW

When it comes to disease development in 2013, Pasche said everything depends on temperature and moisture. Hot and dry conditions would increase the chance for dry bean producers to encounter rust. Whereas cool and wet conditions would be favorable for white mold and anthrachnose.

White mold thrives in cool and wet conditions. "The biggest thing for white mold is moisture before bloom," Pasche explained. According to



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NEW

Zorro

BLACK BEAN SEED

- High-yielding, upright black bean variety suitable for direct harvest
- Erect, short-vine growth habit suitable for direct harvest
- Matures in 95 days, four days earlier than Shania and Black Velvet
- Uniform maturity and excellent dry-down
- Only black bean variety with moderate resistance to common bacterial blight
- Similar in seed size and shape to T-39
- Good canning quality and color retention after cooking



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Pasche, white mold spores will infect petals when the blossoms fall. White mold epidemics are most likely to start during rains prior to blossom when there is moisture within the canopy and on the ground.

Pasche's recommendation for fungicide application is "at bloom, when the petals are forming and falling." Additional fungicide applications may be necessary if cool, wet weather persists throughout the season.

Although anthracnose also likes cool and wet weather conditions, the best way to keep this disease under control is to start with clean seed. "If we're not planting clean

seed, we're going to start with inoculum in our field much earlier than we would if we were getting debris or spores blown in from other areas," explained Pasche. Planting infected seed will produce infected cotyledons and infected plants.

Unlike white mold or anthracnose, rust tends to appear in hot and dry conditions. Dew is the primary driver of the rust epidemic. Rust is typically found, "in the lower areas of the field, where [producers] see more consistent dews and dews that hang around longer in the day," Pasche said. The most common areas where rust will occur

include: low lying areas, along tree lines and close to fields that were infected the previous year. Higher rust risk is also the result of "infrequent white mold fungicide applications" that occur during hot

and dry conditions when white mold is not as common.

Regardless of the weather conditions in the coming year, Pasche recommends that producers "scout smart."

DOMINICAN REPUBLIC *from page 27*

was distributed between 46 companies. In 2012, the quota total was 11,920 MT and was distributed between 503 companies. The reduction in the number of companies corresponds to the new order that Presi-

dent Medina wants to implement with the import permits, helping to eliminate middle companies and people who are not traders but were benefitting by selling permits.



Michigan Crop improvement association

NEW

Eldorado

PINTO SEED

- * New high-yielding, upright pinto bean variety suited for direct harvest
- * Highest yielding bean in Michigan over the past three seasons
- * Matures in 98 days, three days later than LaPaz pinto
- * Excellent white mold avoidance and yields under white mold pressure
- * Resistant to common strains of rust and mosaic virus



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DAVID SCHOLAND
Treasure Valley Seed Co.

About David: David is a sales representative for Treasure Valley Seed Co., in the western half of the United States and southern Canada.

How many years have you been in the dry bean industry? Three years. I previously worked for Walhalla Bean Company, in the seed and agronomy departments.

Where is home originally? I was born and raised on a farm at Reynolds,

North Dakota.

What hobbies do you have? I like to hunt and enjoy spending time at the lake with my family.

If you could win a vacation to anywhere, where would you go? I'd like to see Brazil and their farming practices.

Did you have a favorite piece of equipment when you farmed? The old 1468 International, the old V8 International was my favorite.

Keeping up with rising land rent.

If you won a trip to travel anywhere in the world, where would you go and why? I would really like to take a trip to China and experience the country and its progress firsthand.

What keeps you busy during the winter months? Shop work – preparing the equipment

for the next season.

What's your favorite tool? iPhone

What do you like to do in your free time? Relax with family and friends, and attend University of North Dakota sporting events.

Tell us about your farm? My father, Mark, and I farm corn, edible beans, wheat and sugar beets in Grand Forks County.



ARLIN BUCHHOLZ
Buchholz Enterprises, Inc. Wyndmere, ND

About Arlin: Arlin is a wholesale seed distributor for three companies: Central Bean Co. in the State of Washington; Treasure Valley Seed Co. in Idaho; and Idaho Seed Bean Co. in Idaho.

You've had a lot of experience in the dry bean industry. Yes, I've been in the business 38 years. I started out with Midwest Bean Company in the 1970s and 80s. That transitioned into Mueller Bean Company where I worked as regional manager from 1988-1995. I started Buchholz Enterprises in 1996.

You've seen a lot of changes in 38 years. A

lot of changes. Probably one of the biggest changes has been the shift in varieties from the prostrate, or vine-type beans, to the more upright varieties. Another significant change has been the technology in the farmers' cab, such as GPS and precision farming.

What are your hobbies? I enjoy some time at the lake in the summer, fishing, golfing, and my wife and I like to travel.

If you could win a vacation anywhere, where would you go? I've been to Hawaii once. I guess I wouldn't mind going back. It's beautiful there.



DAVID DICKSON
Grand Forks, ND

How did you get into farming? I am privileged to have the opportunity of continuing the fourth generation of our family's farm.

What classes of beans do you grow and why? Navy and Pintos

How did your crop yield this year? Last year we yielded an above average crop across the farm.

What's the best tractor you ever owned? Why? A JD 8120 – it's a basic tractor that is very versatile on our farm.

What is your favorite thing to do on the farm? Planting the crops in the spring—it's the first time you get a chance to be in the fields after a long winter.

What is your biggest challenge as a farmer?



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The Northharvest Bean Growers Association wishes you a good spring season.