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STARTING POINT

Big Shoes to Fill

I want to thank the Northarvest Bean Growers Association's Board of Directors for their confidence in me to serve as your president. I respect the tremendous leadership that has preceded me, and it is a job I take very seriously. Taking over for Dan Webster is one challenge facing me, but it is not the only one the Board faces. Together with Don Streifel, and Mark Streed, our Board lost a tremendous amount of valuable experience when those three were termed out this spring.

At the same time, it's always good to welcome new directors, and new ideas to the board. My experience is it takes one term just to become familiar with the board and the issues facing Northarvest growers. We will be seeking your input as we go forward.



The number one issue continuing to face our industry is rail transportation. While it's difficult to put an accurate dollar figure on what the lack of railcar deliveries since last fall's harvest have caused, it has been quite significant. Hopefully that situation gets fixed, but I know it's easy to say it will be, but it's another thing to get it done.

I have been very happy with the Federal Crop Insurance Corporation for approving revenue assurance for dry bean growers. We had a lot of people sign up for it the first year it was available, and I'm confident that interest will continue to grow.

The 2014 growing season started off with some huge challenges, but perhaps dry beans were not as affected as some other crops. While some acres were planted later than growers would have preferred, the warm, moist soils prompted very quick emergence and, generally speaking, some excellent stands.

In this issue, you'll read about the impact the rail congestion has had on the dry bean industry in Northarvest. You'll also learn about some potentially good opportunities our growers found for Northarvest beans in Colombia, thanks in part to the recently-enacted US-Colombia Free Trade Agreement. You'll also see what research your board has decided to fund with your checkoff dollars.

Good luck in 2014 and please don't hesitate to contact the Northarvest office or any of your board members. We're working for you!

Sincerely,

Joe Mauch, President

Northarvest Bean Growers Association



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On the Cover: Forest River,
ND farmer Brian Schanilec
oversees planting of strip
trials on his farm.



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Pulse Programs Not Funded

It appears the pulse crop industry has suffered a defeat in the fiscal 2015 agriculture appropriations bills marked up in Congress. Both the House Ag Appropriations Subcommittee and the Senate Appropriations Committee failed to fund the Pulse Health Initiative as well as the Pulse Crop Products pilot program for school lunches.

The 2014 farm bill language provides \$125 million over five years to do research into the health and nutritional benefits of pulse crops, and \$10 million over five years to USDA to buy pulse crops and establish a delivery chain to introduce dry beans, peas, lentils and chickpeas into school lunch programs. The initiatives were first introduced to Congress by the American Pulse Association, an organization formed jointly by the USA Dry Pea and Lentil Council and the US Dry Bean Council.

Northarvest Bean Growers Association Washington, D.C. policy advisor Dale Thorenson explains that when Congress passed the 2014 farm bill (and for that matter, all the previous farm bills), the legislation authorized two categories of spending – mandatory and discretionary.



“The annual amount allocated for discretionary funding has been declining. Five years ago, \$23.3 billion was allocated for agriculture. So, coupled with inflation, there have been drastic cuts in agriculture discretionary spending these past few years.”

Dale Thorenson

Mandatory spending is spending on programs that are required by existing law without further legislation. In the case of the farm bill, it is for programs such as the newly created Price Loss Coverage (PLC) or Agriculture Risk Coverage (ARC) programs of the Commodity Title. Spending for the Federal Crop Insurance program is also mandatory. Another term used to describe mandatory spending is “Entitlement” spending. Social Security and Medicare are two of the largest mandatory spending programs.

Discretionary spending is an authorization for a program by legislation like the farm bill that allows the appropriations committee to spend money for a program each fiscal year of the authorization, without it being described as an “earmark,” which have fallen out of favor and are no longer allowed. The legislation

does not require that the spending take place, it just “authorizes” the Appropriations Committee to spend money if they have the funds to do so. When they do not have enough money for all the various member’s requests, “report language” is sometimes included for various programs urging USDA to fund a program from within the existing appropriation provided.

The Pulse Crop Health Initiative and the School Pulse Crop Products program were created in the 2014 farm bill and received authorizations for certain levels of funding, but they did not receive “mandatory” funding.

The House and Senate each have their respective Appropriation Committees, with 12 subcommittees, one of which is the Agriculture Appropriations Subcommittee. The full committees divvy up the budgeted amount of total discretionary spending

each year to each of the subcommittees through 302-b allocations. For FY 2015, which begins October 1, agriculture received \$20.6 billion in the Senate, and \$20.9 billion in the House. Those two levels will need to be resolved when the two bills are melded into one during their “conference.” A single bill will be reported back to the respective chambers for final passage.

Thorenson says the annual amount allocated for discretionary funding has been declining. Five years ago, \$23.3 billion was allocated for agriculture. So, coupled with inflation, there have been drastic cuts in agriculture discretionary spending these past few years. And if the sequester (part of the Budget Control Act of 2011) is reinstated in FY 2016, things will get even tighter. It is estimated that agriculture’s share of the sequester cut is roughly \$1 billion per year.

GMO Labeling Hotly Debated

Food manufacturers don't have to label products that contain genetically modified ingredients, and now they have a bill that would keep it that way.

Kansas Congressman Mike Pompeo has introduced The Safe and Accurate Food Labeling Act of 2014, a bill that would give ultimate authority of GMO labeling to the Food and Drug Administration, which favors a voluntary approach to the issue. The measure, which has the support of the food, biotechnology and agriculture industries, looks to nullify efforts in nearly 30 states to require mandatory label-



ing for foods that contain GMOs.

The introduction of the bill, H.R. 4432, came just before Vermont became the first state to pass a law mandating labels on foods

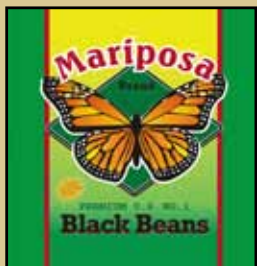
made with GMOs. It's a situation the food industry would like to avoid.

Pompeo's 21-page bill aims to instead create a friendlier, preemptive set of federal rules to quell

public concerns over GMOs and stem the tide of state bills and ballot initiatives that are proving costly for the industry to fight.

A number of states "are attempting to put together a patchwork quilt of food labeling requirements," Pompeo said. "That makes it enormously difficult to operate a food system with this enormous variability among all these potential laws."

Some in the dry bean industry say the debate over labeling foods made with GMO ingredients is an opportunity to remind the consuming public that dry beans have always been non-GMO.



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Dry Bean Grower Survey

The 2013 dry bean grower survey was the 24th annual survey of varieties grown, pest problems, pesticide use, and grower practices of the Northharvest Bean Growers Association. Research and Extension faculty at North Dakota State University and the directors of the Northharvest Bean Growers Association developed the survey form, which was mailed to all Northharvest bean growers.

A total of 179 growers responded to the survey, representing 14.6 percent of last year's total planted acreage.

The two most popular varieties by class were:

Black: 1. Eclipse 2. Zorro

Great Northern: 1. Orion 2. GN1

Kidney: 1. Montcalm 2. Red Hawk

Navy: 1. HMS Medalist 2. T9905

Pinto: 1. Windbreaker 2. La Paz



Lambsquarter was identified as the worst weed of 2013.

More than 40 percent of the growers who responded ranked delayed planting as their worst dry bean pro-

duction problem in 2013. Drought and excess water ranked as the second and third worst production



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problems, respectively.

48 percent of dry bean growers who responded to the grower survey reported direct harvesting between 76 and 100 percent of their crop. 40 percent of growers said they did not do any direct combining. 38 percent of the growers who direct harvested estimated yield losses of one to five percent, while another 41 percent had yield losses of six to ten percent.

70 percent of dry bean growers who harvested conventionally reported yield losses between one and five percent, and 18 percent had yield losses of six to ten percent.

Some other highlights from the 2013 grower survey:

- 87 percent of respondents used nitrogen on their dry beans
- 20.5 percent used site-specific nutrient management
- 76 percent used a soil test
- Only 17.4 percent used Rhizobium inoculants on their dry bean

fields

- 22 percent of the dry bean growers did not use a dessicant
- 40 percent of growers reported spraying Valor as a dessicant; 19 percent sprayed with glyphosate
- 30.5 percent of the growers responding use a 2-year rotation; 22.4 percent use a 3-year rotation, and 21.3 percent use a 4-year rotation
- 61 percent of growers reported no insect problem in 2013; 20 percent listed leafhoppers as their top insect problem
- 82 percent did not apply foliar insecticide. Asana XL was the top choice among growers that did.
- 37 percent of the dry bean growers responding used Cruiser/Cruiser Maxx insecticide seed treatment. 36 percent of growers did not use a seed treatment
- 52 percent of growers said white mold was their worst disease

problem last year; 27 percent of growers reported no disease problem

- Topsin broadcast and Endura were the two most-used foliar and banded fungicide treatments. Apron and Maxim were the two most popular fungicide seed treatments
- The five worst weed problems in 2013 were lambsquarters, kochia, ragweed, redroot pigweed, and nightshade. Raptor and Rezult were the most commonly used herbicides by dry bean growers last year. Cultivation ranked as the No. 3 choice for weed control practices

A grant from the Northarvest Bean Growers Association funded the survey.

Link: www.ag.ndsu.edu/extensionentomology/field-crops-insect-pests/Documents/dry-beans/e-1710



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Market Classes of Dry Beans Explained

Many people ask North Dakota State University dry bean breeder, Dr. Juan Osorno, if each class of dry edible bean is a different species, or if he can make crosses among many of them. Can you cross a pinto with a kidney bean, for example?

If you travel around the globe, Osorno says you will find different market classes and seed types among countries and even different types across regions of the same country. There is a strong cultural attachment to the local market classes that makes beans so unique and diverse, not to mention different recipes and cooking methods.

According to Osorno, beans were domesticated almost simultaneously in both Central and South America. Scientists call these two groups the Mesoamerican and Andean gene pools. Then each gene pool is subdivided into races, so for the Mesoamerican gene pool we have Durango, Jalisco, and Mesoamerica races. Pinto, Great Northern, pink, and small reds belong to the Durango race, while navy and black beans belong to Mesoamerica race. The Jalisco race is mostly consumed in Mexico. Osorno recommends trying the tasty “Flor de Mayo” beans (Spanish for May-flower) from this race. In



North Dakota is the largest producer of pinto beans in the world.

the case of the Andean gene pool, the races are Nueva Granada, Chile, and Peru. Kidney and cranberry beans belong to Nueva Granada race. The other two races are mostly consumed locally.

With this idea in mind, let's go back to our question about what defines a market class. Osorno says a market class is mainly defined by specific features of the seed, such as size, color, shape, and taste, but also by specific features of the plant (growth habit, days to maturity, flower color, etc.). This is all human-made and culturally driven. Several books account for more than 40 different market classes of beans worldwide, but around 20 are of most economic importance. Eight of those are the most popular in

the United States: in order of importance, they are pinto, navy, black, kidney, pink, small red, cranberry, and yellow.

Pinto beans (Spanish for “painted bean”) are named for their mottled color pattern on the seed coat. It is the most common market class grown and consumed in the United States and Mexico, either as whole or refried beans. In the Southwestern region of the United States, the pinto bean is an important symbol of regional identity among Mexican-Americans.

Pinto beans are also known as “cowboy beans” in Texas and along the Mexican border. It is quite common, for example, to see pinto beans (or navy) being eaten in old cowboy movies as well. The official vegetable of New Mexico

is chili. Other names given to pinto beans in Texas are “frijoles” and “pecos strawberries”.

Native Americans in what is today Northern Mexico and the Southwestern United States were the first to select and eat pinto beans. Then they expanded to other regions in North America, especially the native groups across the Colorado River and the Great Plains, as evidenced in many archaeological findings. For example, Dove Creek, Colorado is known as the pinto bean capital of the world.

Today, North Dakota is the largest producer of pinto beans in the United States and the world, so feel proud next time you are in front of that plate of pinto beans!

Lack of Railcars Affects Dry Bean Dealers, Growers

In testimony before the Surface Transportation Board (STB) in Washington, D.C. in early April, Walhalla Bean Company's John Berthold said that consistent and reliable single-car rail transportation is vital to the dry bean industry. Berthold represented both the North Central Bean Dealers Association and the Northarvest Bean Growers Association, and explained why the dry bean industry is so dependent on adequate rail service.

"The crop is harvested in the fall and nearly 100 percent of the crop is delivered to processing facilities and not stored on the farm," said Berthold. "This is done primarily to limit the amount of handling, which can cause damage to the crop." Berthold also said dry beans are perishable, have a limited shelf life, and the clock starts ticking once the crop reaches maturity.

Approximately 60 percent of Northarvest's annual production is shipped by rail in one form or another. Berthold told the STB that given our geographic location and very little bulk storage capacity at the destinations we ship to, consistent and reliable single-car transportation is vital to our dry bean industry. "On average," Berthold said, "rail car service has been between 45 and 60 days behind schedule."

Asked at the end of May if the situation had improved, Berthold said he thinks he's seen some slight improvement, but railcar deliveries are still considerably behind. "We still have cars that are 60 days late, so we still have a ways to go," said Berthold.



John Berthold, Walhalla Bean Company, traveled to Washington, DC to meet with the Surface Transportation Board about the rail delays.

Brian Schanilec, owner of Forest River Bean Company in Forest River, N.D., agrees that rail service has improved, but as of early June, he still estimated dry bean shipments from Northarvest were running about a month behind. "I know there are people that are still three or four months behind on getting railcars," said Schanilec. "It's getting better but it's still a crisis. I'm just scared for the basis on these commodities this fall. I think a lot of these grain growers better be ready to handle a very high percentage of their crop on their own farms so the pipeline can be emptied out."

Schanilec estimates it has likely cost pinto bean growers two to five cents a pound just because of logistics which interrupted the disappearance of the crop, and caused dealers to miss out on exports. Northarvest President Joe Mauch's navy beans were all contracted and

delivered at harvest last year, so the rail issue didn't affect him personally, but, as an industry, he says "we're hurting."

At the STB hearing in April, the railroads thought they would be back to normal by July. "The part I wasn't sure about back to normal," says Mauch, "does that mean back to normal going, or does that mean back to normal plus caught up? And I think that's the question everybody has."

The causes of the backlog have been widely reported: sharp increases in demand for crude oil and coal shipments; the cold winter; and increased export demand for wheat, corn and soybeans following the 2012 drought.

BNSF Railway spokesperson Amy McBeth says the railroad is a victim of its own success. "Last year, there were 800,000 new units carried on all Class 1 U.S. railroads. BNSF had

400,000 units of that growth," she said. Volumes on the railroad are near BNSF's all-time high of 2006. BNSF plans to spend \$5 billion on capital improvements this year, \$900 million on expanding and maintaining lines that serve the Dakotas.

From early 2010 to the end of 2013, U.S. production of crude oil rose nearly 40 percent. By 2016, production is expected to increase another 25 percent. Most of this increase is occurring in the middle of the country. An estimated 400,000 carloads of crude oil originated in the U.S. in 2013, a 37-fold jump since 2009. Seventy-one percent of the nation's crude oil moved by rail last year.

Berthold said the backlog resulted in a higher stocks-to-use ratio and had an impact on planting decisions for the 2014 crop year. Schanilec, who also testified at the STB hearing, was asked by the STB about alternatives farmers have. Schanilec said one alternative was to not grow dry beans. "If we don't have logistics and storage for an edible product that's very specialized, our Plan B is black acres, not planting the crop."

Berthold said his company is

building additional storage to handle some of this issue, but without an increase of capacity and service he can't build enough storage this summer to get ahead of it.

The lack of rail cars has forced Berthold and other bean dealers to move some beans by truck. This has put a huge burden on truck availability and has increased truck freight rates to historical levels. He estimates customers paid over \$3 million in extra freight costs just to get Northharvest beans to market. "We've delayed some shipments," says Berthold, "we're filling in some business with trucks and then waiting. If we get a car, great, we can ship it."

Berthold estimates his company probably converted 20 cars which took about 80 trucks. As far as the extra cost, Berthold says it depends on what markets you go into. "If you're going into an export market that freight makes a big difference," says Berthold. "So, it just makes you less competitive."

Schanilec said trucks are an option, depending on how far the beans have to go. "If you're trucking one-to-500 miles it may be some-

what cost effective," says Schanilec. "If I ship a truck to Miami versus a railroad car I'm paying about 120 percent more in freight, so logistically, it's not even an option."

Bean dealers are able to pass that extra freight cost along so it ultimately will be seen by the consumer. "Markets fluctuate," says Berthold. "Our price of pinto beans is about \$10 less than they were a year ago and our freight cost is up four cents. You don't see the fluctuations on the store shelf."

At the STB public hearing, BNSF Executive Vice President and Chief Marketing Officer Steve Bobb said BNSF is investing heavily and will work its way through the current issues and come out of it a stronger railroad. "We will have the current agriculture demand moved and be positioned for new-crop this fall," said Bobb.

Berthold thinks the railroads will make some progress, but says they've got a big hill to climb. "I do believe they're working at it and are putting as much effort into it as they possibly can," says Berthold. In his testimony before the STB, Berthold said he hopes the railroads are successful. "I'm pulling for them. I'm rooting for them bigger than anybody else and I hope they're successful."

Asked about the impact the lack of rail service has had on the dry bean market, Berthold said it's hard to quantify. From an individual business standpoint, Berthold says it's certainly noticeable from the standpoint of inventory turns. "We've got quite a bit of inventory sitting on the books that should be turned into cash. From a market standpoint, it certainly makes us as dealers much more cautious on what we're going to buy because you don't know when you can

Continued on Next Page



"It's getting better, but it's still a crisis," said Brian Schanilec, Forest River Bean Company.

sell it." Berthold says he wouldn't go after a large export deal with a definitive delivery date because he doesn't think he could get the cars.

As for the cause of the problem, both Berthold and Schanilec say it's real easy to point the finger and say it's all oil, but the reality is it's a combination of all the railroads' businesses increasing at the same time, as well as the cold winter. "If you look at what the BNSF Railway is doing, they're trying to hire people, they've bought every piece of equipment they can possibly buy," says Berthold. "It's a \$23 billion company that's got a

\$5 billion capital expansion. I don't know what more we could ask them to do right now."

Schanilec says BNSF can't spend all the money it wants to. "They can't get enough contractors, they can't get enough people, they're trying to buy equipment. They are trying to make efforts but it's not a light switch, overnight deal-it takes time."

Northarvest Bean Growers Association President Joe Mauch, and Vice-President Tom Kennelly accompanied Berthold, Schanilec and Pat King, a bean dealer from P.W. Montgomery, to Washington, D.C. for the STB public hearing.

The group of growers and dealers also made Capitol Hill visits to the offices of North Dakota Senators Heidi Heitkamp and John Hoeven, and Representatives Collin Peterson, Tim Walz and Kevin Cramer.

Mauch said everybody in Washington was aware of the rail problem, but nobody had an answer. Kennelly was impressed with the knowledge that lawmakers from Minnesota and North Dakota had about the rail situation, and their awareness of the importance of this issue to Northarvest growers.

Berthold also joined three other North Central Bean Dealers Association members, and Northar-

vest Director Don Streifel on a visit to BNSF's headquarters in Fort Worth in March, and was one of about a dozen dry bean dealers who met with STB officials in Fargo a week later.

Dean Nelson, with Kelley Bean Co. in Hatton, N.D., said some BNSF employees that have been with BN for 30 years said they have never seen this before.

Dan Fuglesten, with Central Valley Bean Cooperative at Buxton, N.D., said the lack of rail service has resulted in more unsold beans than normal. "From a buyer's standpoint, if you've bought something and haven't



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gotten it, why commit to anything else, especially when you don't know when you're going to get the last one you ordered? And from a dealer's standpoint, if you can't ship it, you can't get the money back to pass on to the grower," said Fuglesten.

Kennelly has seen bean prices go from off the board, to an ask basis, which he thinks is the result of the lack of rail service. "Inventories have come down and it sounds like the dealers have sales for them but they just can't get it to market--they can't buy what they can't sell," says Kennelly. "I think it's had a huge impact on us and I don't know if we'll ever really know the total dollar amount."

Kennelly says the lack of rail service has also jeopardized Northharvest's reputation as a reliable supplier of beans. "When the customer needs their product, they gotta have it and will go looking elsewhere and there are a few places in the US that raise beans. If they can't get them out of Northharvest, that's a bad thing for everybody in Northharvest that grows beans."

The demand for trucks has raised the price and reduced the availability of that mode of transportation as well. Kennelly says he knows guys that have waited 20 days for trucks just like rail.

Bean Briefs

NEW NORTHHARVEST LEADERSHIP

The Northharvest Bean Growers Association has elected a new slate of officers for 2014. Joe Mauch, from Hankinson, North Dakota is the new president. Grafton farmer Tom Kennelly was elected vice-president, and David Dickson, from Grand Forks, is the treasurer. Milnor, North Dakota grower Scott Mund will serve as Northharvest's director on the US Dry Bean Council, and Kennelly is the alternate. New board members Justin Retterath from Washburn, North Dakota, Eric Jorgenson, of Leeds, North Dakota, and Tom Arnold from Appleton, Minnesota have replaced Don Streifel, Dan Webster, and Mark Streed, who were termed out.

COUNCIL ELECTION RESULTS

North Dakota Dry Bean Council members Grady Thorsgard, from Northwood and Scott Mund, from Milnor have been re-elected to three-year terms. This will be Mund's third term representing District five, and Thorsgard's second term as the District three representative. Two growers were reelected to the Minnesota Dry Edible Bean Research and Promotion Council: Don Stueve in District 3, and James Zenk in District 4. Both were elected to three-year terms.

Stueve, from Dumont, was first elected to the Council in 2008. Zenk, from Danube, was elected in 2005.

MORE BEANS IN CANADA IN 2014

Statistics Canada's planting intentions report shows farmers plan to plant less wheat and canola, and more oilseeds and specialty crops this year. Statscan puts canola acres at 19.8 million, one percent less than last year and as much as two million acres below some pre-report trade estimates. All-wheat acres are estimated at 24.9 million acres, down five percent from 2013. Canadian growers say they intend to plant 65 percent more flax this year, slightly more oats, 16 percent more soybeans, and about 20 percent more peas and lentils. Dry bean planting intentions are up 39 percent from a year ago in Canada, to almost 293,000 acres. That compares to about 210,000 acres last year. Manitoba growers intend to increase dry bean acres 50 percent from last year.

MORE BEANS IN BRAZIL

Brazil's government crop supply agency, Conab, is estimating the first harvest of dry beans of 2014 at 1.3 million tons, up 36 percent from the previous year. Conab also estimates a higher dry bean production for the second and third harvest seasons. Total

bean production in Brazil this year is estimated at 3.3 million metric tons, up 17 percent from 2013. Higher acreage and higher average yields are the reasons for the expected increase.

PEST MANAGEMENT APP AVAILABLE

Three North Dakota State University Extension Service publications are available on one app for smartphone and tablet users.

The free app contains the "North Dakota Weed Control Guide," "Field Crop Fungicide Guide," and "Insect Management Guide."

Some of the tools in the app give users the ability to search by crop or pest to find solutions to problems for recommended treatments. Dry beans are among the crops included in the NDSU Pest Management App.

Angela Kazmierczak, NDSU weed science research specialist, spearheaded the collaboration among researchers, Extension faculty and commodity groups. The Northharvest Bean Growers Association is one of seven farm organizations that have supported the planning, implementation and ongoing maintenance of the app.

The app is available in the Apple and Google Play stores. Questions or comments can be sent to ndsu.pest.management@ndsu.edu or to angela.kazmierczak@ndsu.edu

Continued on page 28

Northarvest Travels to Colombia

Six people from Northarvest participated in a trade mission to Colombia this spring in an effort to identify opportunities for beans, specifically pinto beans. The plan was to invite importers to participate in lunches where typical recipes were prepared with pinto beans from Minnesota and North Dakota.

The trade mission included Dan Webster, then President of the Northarvest Bean Growers Association; Tim Courneya, Executive Vice President; Bill Thoreson, Sales Man-



Tim Courneya and Dan Webster toured the facilities at the Central de Abastos.

ager, North Central Commodities; Pat Wallesen, President, Westar Food;

Rick Harpestad, President, SRS Commodities; and Fradbelin Escarraman,

Northarvest Bean Growers Association representative.

The trade mission visited several supermarkets in Bogota and Medellin where it was noticed that local production dominated the space on the shelves. Red and white Gargamanto and the Bola Roja (Red Ball) are the local varieties that are more consumed by Colombians. In addition, the market consumes a lot of lentils, some navy beans, garbanzos and a few black beans. Pintos were not available during the time

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of the visit.

US Ag Attache Anthony Gilbert and Ana Maria Salinas, marketing specialist from the Foreign Agricultural Service of the US Embassy, joined the US bean delegation for a lunch meeting in Bogota. Seven importers were also part of the luncheon meeting. The feedback from the importers was mixed. While some said they could work with pinto beans, others were not into the idea. However, everyone liked the two bean dishes at lunch, prepared with Northarvest pinto beans.

After lunch, some members of the trade mission had meetings with the



Northarvest representatives met with Aburra, one of the largest importers in Colombia.

importers. The feedback indicates there was definitely some potential for exporting pinto beans to Colombia.

Following a tour of their

facilities, the Northarvest delegation met with importers in Medellin in the central distribution market. The feedback was positive, but importers did

mention some barriers that the US would need to overcome in order to introduce pintos into the Colombian market.

Barriers aside, the importers said that if pinto beans are marketed well, consumers will buy them. Price will play an important role for the introduction of pintos, as local beans are less expensive. Importers expect the price of local beans to increase, which may create opportunities for US pinto beans. Importers told the Northarvest delegation they are willing to work with them if they help with in-store promotions, newspaper articles, and cooking shows.

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Central & South American Update

From Randy Duckworth, USDBC representative

COSTA RICA

It has been reported in the news recently that some shipments of small red beans from Nicaragua to Costa Rica have been rejected due to failing Costa Rica's soil free policies. This is unusual not only because it is being applied from one central American country to another but also because Costa Rica does not produce enough small red beans and black beans to meet its own domestic demand. The Costa Rican Ministry of Agriculture indicates that it does not foresee shortfalls of small red beans as likely to happen. Nevertheless some of the domestic packagers are concerned and starting to assess whether supplies are available from other sources - including the U.S.

GUATEMALA

Early in the year there were reportedly some shipments of black beans from Guatemala to Costa Rica as Guatemala had too many black beans and very little storage capacity. I expect this was a short-term phenomenon and that these excess inventories have by now been shipped out to Costa Rica or sold locally within Guatemala.

NICARAGUA

Despite the recent shipment rejections from Nicaragua to Costa Rica, Nicaragua's bean exports have reportedly started off strong in 2014 with increased exports to Venezuela and the United States versus 2013.

VENEZUELA

Caution is in order for those contemplating shipments to Ven-

ezuela. Venezuelan importers have reportedly failed to take delivery of some recent shipments of U.S. black beans.

BRAZIL

The Brazilian Ministry of Agriculture set guaranteed floor for Brazilian carioca beans at US\$32/cwt to the grower. Carioca prices have fluctuated wildly the last 12 months reaching a high of \$100 per cwt before declining dramatically in early 2014. The Ministry of Agriculture set a guaranteed price for black beans at \$35/cwt. Black bean prices have been much more stable than carioca beans. Brazilian imports of Chinese black beans, which reached record levels in the

summer of 2013, came to a virtual standstill in late 2013/early 2014 when Brazil had a strong first harvest.

ARGENTINA

I expect that if weather continues progressing positively, Argentina is likely to have large supplies of black beans available for shipment starting in July/August 2014. As mentioned previously, white beans and color beans from Argentina are expected to remain short due to lack of seed at planting.

BOLIVIA

Dry bean plantings reportedly increased significantly in 2014. More on this at a later date.



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Mexican Crop Update

The US Dry Bean Council's Central America representative Randy Duckworth says the price situation in Zacatecas, Durango and Sinaloa continues to hurt Mexican bean producers as they have not received their payments as planned. Neither have the authorized elevators. Beans have not been moving fast.

The preliminary fall/winter crop production numbers for Sinaloa are around 120,000 hectares. The price set by the government is still pending. The government has decided to take, or collect directly, 50,000 metric tons in order to help prices; however, it has not worked as they expected.

Final official 2013 bean production in Zacatecas exceeded even the high number of 396,000 previously

announced, and closed it at 456,000 tons. Prices remain low at 6.3 pesos per kilo for rain damaged beans, and up to 7.3 pesos for good quality beans.

In Durango, final production was announced at 70,000 metric tons. Prices continue very low at around six pesos per kilo for producers who were not able to sell at authorized elevators.

Preliminary production numbers for Chihuahua show they have around 80,000 metric tons of beans. Duckworth says 2013 bean quota permits expired in December and none were used.

NO NON-NAFTA IMPORTS

According to US Dry Bean Council consultant Raul Caballero, Mex-

ico's Secretariat of Economy says the import quota permits to import dry beans duty-free from countries outside NAFTA and Nicaragua, have been cancelled 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.

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2014-2015 Research Projects Approved

The Northharvest Bean Growers Association Board of Directors has approved the funding of \$276,157 for eight research projects. The largest project is \$155,600 to North Dakota State University dry bean breeder, Dr. Juan Osorno, for Dry Bean Improvement in the Northern Plains.

Two kidney breeding lines have been recommended unanimously for release by the NDSU variety release committee. Advanced breeding lines from the pinto market class with the slow darkening trait are in the final stages of testing and



NDSU EXTENSION SERVICE



purification. Final field and greenhouse evaluations of a new version of Stampede pinto bean with improved resistance to rust are underway so seed can be available to growers in 2015.

A total of four important genes associated with drought tolerance have been identified. Osorno says additional research is ongoing on multiple disease resistance, seed nutritional composition and bio-fortification, crop modeling, physiology of slow darkening, plant architecture, and next-generation sequence-based marker systems. Breeding for disease resistance will continue to be a priority in NDSU's project.

Dr. Julie Pasche, NDSU plant pathologist, was awarded \$63,652 to support her Dry Edible Bean Disease Research. SBARE will also support Pasche's research with \$6,779. The disease research will focus on four main areas: biology and detection of the dry bean anthracnose pathogen; management of root rot pathogens using seed treatment and in-furrow fungicide applications; screening for resistance to common

bacterial blight; and disease monitoring of the dry bean crop.

Dr. Michael Wunsch, a plant pathologist at NDSU's Carrington Research Extension Center, will receive \$16,800 for his multi-location evaluation of new versus traditional fungicides for management of white mold in dry beans.

Five other research projects were also approved for funding:

Conduct a Preliminary Genetic Analysis to Understand the Mode of Inheritance of Soybean Cyst Nematode (SCN) Resistance in Common Bean-Dr. Berlin Nelson, Dept. of Plant Pathology, NDSU \$14,805

Dry Edible Bean Tolerance to Dicamba-Dr. Richard Zollinger, Dept. of Plant Sciences, NDSU \$10,000

Revision of Recommendations for Selected Establishment Factors in Dry Bean-Greg Endres, NDSU Carrington Research Extension Center \$7,000

Bio-Control of White Mold Disease in Dry Bean-Dr. Pravin Gautman, Langdon Research Extension Center \$5,300

Dry Bean Grower Survey of Pest Problems, Pesticide Use, and Varieties in 2014-Dr. Jan Knodel, Dept. of Entomology, NDSU \$3,000

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A Tale of Two Beans

THE BEGINNING OF THE BEAN

It all began in ancient Meso-america when the domestication of the common bean occurred 11,000 years ago, according to some experts. *Phaseolus vulgaris* L, as most intellectuals refer to the common bean, is a staple in the diet of many cultures throughout the world, including America.

The British have forever immortalized the magic of the bean in their fairy tale. While beans may not produce magic beanstalks, they are nutrient-packed vessels of vitamins and minerals and they serve an important purpose in the food supply.

TWO BEANS – FRIEND OR FOE

Most beans are synonymous with the dishes that make them famous. Two beans, the navy and the red kidney, are two in particular that have special dishes attached to their popularity.

Their stories are simple, and while all beans are part of the same family, they could not be more varied in their taste, texture, or dishes that help them maintain a cultural uniqueness.

TRUSTY OLD' RED

The dark red kidney bean, with fraternal twin, the light red kidney bean, are a powerhouse of nutrition. Their namesake comes from being shaped like the human kidney organ. Research indicates that beans with color, including red kidney beans, contain higher amounts of antioxidants than white beans.

The kidney bean is known for holding its shape during cooking. This is why the kidney bean is perfect for dishes that simmer

for hours. The kidney bean is also known for absorbing the flavors of the cooking, helping to enhance the taste of a dish.

A popular northern Indian dish named Rajma Curry, uses red kidney beans and whole Indian spices and is served over rice. Light red kidney beans are popular in Caribbean, Portuguese, and Spanish dishes. Light and dark red kidney beans are a favorite in Louisiana red beans and rice, a Southern favorite.

NAVAL HERO

The navy bean is known as the alubias chica, or “white pea” in Spanish, a small pea-sized bean that balances mild and smooth flavor with its creamy texture and milky white color. The navy bean has a high-powered fan base, to include some famous United States politicians.

It was named for its use as a staple food in the United States Navy in the second half of the 19th century. Navy beans were issued as standard rations for sailors, mainly because of their nutritional value, low cost, and their long storage life.

Navy beans are most notably used for the famous Boston Baked Beans. Their delicate flavor also lends itself to Senate Bean Soup, which is on the menu every day in the dining room of the United States Senate. From 1940 until today, the price of a bowl of Senate Bean Soup has risen from 15 cents a bowl to currently, \$6.00.

BATTLE OF THE COOKING TIMES

Both navy and kidney beans take the longest to cook of all beans. With 90-120 minutes of cooking time for dry beans, they are tied.

Add in an eight-hour soak time in a traditional soak and these two beans are on an equal playing field.

BATTLE OF THE NUTRIENT ALL STARS

With a focus on health and nutrition, the future of beans is bright. Navy beans are not about to be outdone by their antioxidant-rich cousins. One cup of cooked navy beans will deliver 76% of the daily value in fiber, 63% in folate, and almost 24% in iron. Red kidney beans pack quite a punch as well with 45% of the daily value in fiber, 57% in folate and 22% of the daily value in one cup of cooked beans.

A dry bean, not to be confused with dried beans (think green beans), are mature dry bean seeds. A food that is popular in vegetarian and vegan diets, beans can provide many nutrients that are missing for those choosing a gluten-free diet, such as thiamine, iron, folate, and fiber.

PRODUCTION IS KEY

The United States' production of beans is quite large. Lynne Bigwood, a home economist with the Northarvest Bean Growers Association states, “50% of the nation's bean supply comes from North Dakota and Minnesota alone.” She goes on to add “the cool temperatures are an advantage for the beans”. It helps keeps the bugs away.

However, with a short growing season in the north, time is of the essence with planting and harvesting. In 2013, North Dakota and Minnesota produced 58 percent of the total US navy bean crop. North Dakota, the nation's leading pro-

ducer of navy beans, accounted for 39 percent of total navy production in 2013. Minnesota produces 70% of the United States' red kidney beans.

Growers in Perham, Minnesota have their stock of dark red kidney beans cleared out and sold early. In a recent edition of the BeanGrower magazine, their dark red kidney beans "will end up in the United Kingdom, northern Europe, especially in Italy, and Spain." Twenty percent of domestically-grown beans are destined for export.

GOOD NUTRITION WINS THE WAR

If heart health is on the menu, the many other contributors in these two beans, such as magnesium and potassium, will help with that. A recent study in The Journal of Medicinal Food links an increase in legumes with cardioprotective effects.

Multiple studies measuring the effect of increased legume consumption and blood sugar indicate that a diet high in legumes could decrease blood sugar levels in those with Type 2 diabetes.

There is some evidence to suggest that a high consumption of beans could reduce the risk of certain cancers. The high levels of antioxidants found in beans could have a synergistic effect with other foods high in antioxidants, such as fruits and vegetables. In addition, the high fiber content of beans may help reduce the risk of colorectal cancers.

Perhaps the tale of the navy and red kidney bean does not end with delicious dishes and impeccable nutrition, the health benefits prove that there may be a little magic in these beans after all.

The author, Sarah Pflugrad, is a registered, licensed dietician who works for Wyoming PACE (Program of All-Inclusive Care for the Elderly).

LYNNE'S CHILI

Nutrition Note: 3 quarts

Ingredients:

- 1 pound--2 cups--dry pinto beans
- 6 cups cold water
- 1 pound 93% lean hamburger
- 2 medium onions chopped (1 cup)
- 4 cloves or ½ t. dry garlic finely chopped
- 1 15-ounce can tomato sauce
- 2 tablespoons chili powder
- 2 teaspoons whole or ground cumin
- 2 teaspoons dry oregano
- 2 teaspoons paprika
- 1 tablespoon sugar
- 1 tablespoon unsweetened cocoa
- 2 tablespoons beef base
- Do not add salt, beef base has lots.

Method:

1. Plug crock pot in, set on High. Sort and rinse pinto beans.
2. Bring 6 cups cold water to a boil. Add beans, simmer 10 minutes. Pour beans and water into crock pot, set on Low overnight, all day or 6 – 8 hours; or High for 1 – 1 ½ hour cooking time.
3. When beans are tender, brown hamburger in a frying pan, stir, break up and turn. Add onion, continue to cook until meat is very brown and onion is clear. Add two ladles of bean water to hamburger, scrape brown bits up. Pour hamburger/onion mixture into crock pot. Add garlic, tomato sauce, spices, herbs and flavorings. Stir until well mixed.
4. Cook in crock pot High for 1 – 2 hours; Low all day or overnight.
5. Recipe may be doubled, cooked in a large, six quart, crock pot. Add 1 can tomato paste. For a thicker chili add 1 tablespoon flour and 1 tablespoon cornmeal with 2 tablespoons oil to hamburger mix, simmer 1 minute and add to pot; thinner chili, add 1 bottle or can of beer. Entire recipe may be cooked on stove top.
6. Serve with cornbread, crackers or whole wheat bread and fruit.



North Dakota Nutrition Council and Academy of Nutrition and Dietetics

The North Dakota Academy of Nutrition and Dietetics and North Dakota Nutrition Council held a joint spring conference in Fargo April 23 and 24, 2014. The theme, "Creating Healthy Lives and Communities," was reinforced by each speaker.

One hundred seventy dietitians, nutrition educators and students attended the first half-day, plus another 120 medical staff came to hear Dr. David Katz, MD, MPH, FACM FACP, Founding Director, Yale Prevention Research Center, a nationally recog-



A crowd of 300 came to hear Dr. David Katz speak at the North Dakota Nutrition Council and Academy of Nutrition and Dietetics conference.

nized authority, Thursday morning. His topics were "Feet, Forks & the Fate of Our Families," and "Loving Food that Loves You Back."

Northarvest Bean Growers Association was a gold sponsor of a one-hour presentation by Shari Steinbach, MS, RD, Healthy Living

Manager, Meijer grocery stores, titled "Why Cooking Demonstrations Add Value to Nutrition Education." Shari leads a team of nutritionists who give store demonstrations and offer nutrition education to customers. She did an excellent lesson for the group on how to organize a demonstration, gave many tips and specific instructions to organize and make lessons effective. Shari also demonstrated two bean dishes, Fiesta Salad and Spicy Chicken and Black Bean Tostadas.



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Dry Beans Promoted to Health Professionals, School Chefs

The Northharvest Bean Growers Association was represented at recent events for school foodservice and healthcare professionals. More than 400 healthcare professionals attended Healthy Kitchens, Healthy Lives, and almost all of them are bean lovers.

Healthy Kitchens, Healthy Lives is an annual conference co-presented by the Culinary Institute of America (CIA), Harvard School of Public Health, and Samueli Institute, bringing together healthcare professionals and culinary experts to explore how to create great tasting, healthful food.

According to CIA calcu-



lations, the average physician sees approximately 12 patients a day, which adds up to 2,880 patient interactions a year. Multiplying that by the more than 400 in attendance means Healthy Kitchens, Healthy Lives has a

potential impact of a million people each year.

The Northharvest Bean Growers were a prominent sponsor of this year's conference with a variety of presentations, culinary demonstrations and exhibit opportunities sharing the health benefits, latest research, and culinary strategies to support beans in the diet.

Northharvest Bean Growers participated in four receptions/exhibits featuring healthful, flavorful bean dishes created by CIA chefs.

All recipes featured during the exhibit time are housed on the World Bean Kitchen website – www.ciaprochef.com/northharvest/

Megan Myrdal, RDN represented the Bean Growers throughout the conference, engaging with participants, sharing bean literature, recipes, the Dry Bean Quarterly newsletter, and highlighting the Bean Institute and World Bean Kitchen websites.

These were excellent opportunities to connect with participants, address questions, reinforce key messages, and motivate attendees to visit the websites for additional resources and recipes.

Overall, the conference was a great success for dry beans. According to the CIA post conference survey, many attendees shared bean menu items to be the favorite food tasted throughout the conference, many indicated plans to try bean recipes at home, to incorporate more beans in their diet, and/or introduce beans to their patients. Further, several comments were made noting a desire for more bean recipes. In summary, beans were a big hit at Healthy Kitchens, Healthy Lives and as one attendee remarked at the close of conference, "It's the time for beans!"

Myrdal also represented Northharvest at the 4th Annual Healthy Flavors, Healthy Kids conference in San Antonio in May. The Bean Growers were Bronze Level sponsors, which included an exhibitor luncheon to share bean literature and taste test a recipe, an opportunity to participate in a panel discussion, and get sponsor recognition throughout the conference.

During a panel discussion, Myrdal discussed culinary training strategies for school foodservice employees, as well as the valuable resources available from grower and commodity groups and state Cooperative Extension Services. Myrdal also highlighted the Beans 101 power point housed on the Bean Institute website, and walked participants through the 4-step process of dry beans. The conference hosted more than 150 attendees.



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Southeast Asian Trip Report

The Northern Crops Institute's Crop Quality Specialist Naggie Thun-yaporn was among the US representatives on a US Dry Bean Council trip to Thailand, Singapore, Malaysia, Indonesia and the Philippines earlier this year. The main objective was to conduct a series of in-house executive seminars for food processors in the Southeast Asia region.

These seminars were targeted at individual food processors who may be

interested in US dry peas, beans, lentils, chickpeas, and pulse flours. Each seminar was organized for one company only and included their research and development, marketing and/or management staff. The US team also made 14 plant visits and Naggie also conducted baking demonstrations.

Northern Crops Institute hosted 16 participants at the Extruded Snacks with Pulse Ingredients Course during the week of June

2. Participants were from Germany, Indonesia, Mexico, Spain, and the U.S. The course was offered in collaboration with Northarvest Bean Growers Association, Northern Pulse Growers Association, US Dry Bean Council, and the USA Dry Pea and Lentil Council.

This unique extrusion course featured the utilization of pulse crops, namely dry edible bean, peas, and lentils in extruded snack foods. Pulses

can be used as functional ingredients to produce nutritious snacks with low allergens, gluten-free, and high in protein, fiber, antioxidants, and micro-nutrients.

The course focused on how each type of pulse performs in snack extrusion and other applications. Raw material quality, specification and processing variables and their impact on final pulse snack product quality were presented in detail.



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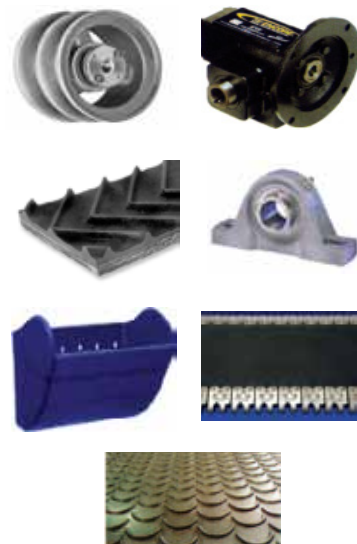
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Farmed and Safe

According to an article in *The Bean Bag*, Dan Smith, Chief Agronomist for Kelley Bean Co., says protecting the integrity of the dry bean industry should be on everyone's mind when planning your chemical requirements for the 2014 crop year.

In 2013, a Minnesota grower, taking the advice of his local chemi-

cal dealer, used the same pre-plant incorporated herbicide on his dark red kidney crop as he used on his soybean crop. The product was Dimetric DF 75%, a metribuzin-type triazinone that controls grasses and broadleaf weeds in soybeans. The grower's only issue was that the chemical was not labeled for dry beans.

The Minnesota Department of Agriculture tested the growing crop tissue and found chemical residue in the plant tissue at a rate of 10 parts per billion. The entire 600 acres were condemned for human consumption.

Smith says an ag chemical representative in Nebraska recommended using a labeled dry bean dessicant as a pre-plant burn down product before planting dry beans. Valor is labeled for such an application but Sharpen is not. Smith says it is the grower's responsibility to know the label requirements for the chemicals applied to his or her crop. The quickest place to check labels is at: www.cdms.net/LabelsMsds/LMDefault.aspx?t

Always check timing of application, rate of application, and pre-harvest interval (PHI), and remember that harvest is the first act of cutting the crop, not the actual threshing. Keep accurate records of all chemical applications to your crop and share them with your dry bean marketing partner. Smith says these records will prove that your crop was delivered following all standard production practices accepted by the dry bean industry.

Smith says growers should assume the beans they deliver to the elevator will be tested for chemical residue. Many end users are now requiring chemical residue analysis from all shipping points before they accept delivery of product. As always, it is up to the dry bean industry to prove the product is safe and pay the expense of proving its safety.

Smith says US producers have always provided the safest source of food in the world; now they must prove it.

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Bean Briefs

FOOD AID BILL INTRODUCED

A bipartisan bill has been introduced in the Senate to end US restrictions on international food aid programs. The bill would allow both US and locally or regionally procured commodities, vouchers or cash transfers to be used for aid, depending on which is the most cost-effective option. The bill would also allow the US Agency for International Development to ship food on whatever vessels were readily available. It would also end monetization, a requirement that 15 percent of all US-donated food be sold first by aid organizations. The measure would also transfer current food aid authorities from the farm bill to the Foreign Assistance Act.

TECHNICAL ASSISTANCE PROGRAM TWEAKED

The U.S. Department of Agriculture (USDA) has announced a change to the regulations for the Technical Assistance for Specialty Crops (TASC) program that widens the range of projects that can be funded under the program. The change allows TASC funding for projects that address technical barriers to trade that are not related to any sanitary or phytosanitary barrier. Until the passage of the farm bill, certain export barriers such as quality issues, packaging issues and environmental sustainability labeling requirements could not be addressed under the TASC program because, although legitimate export barriers, they

did not meet the requirement of being related to a sanitary or phytosanitary barrier. For information about TASC regulation changes, or to apply for program funds, please contact the FAS Grant Programs Branch at podadmin@fas.usda.gov or (202) 690-4058.

MORE GRANT FUNDS

USDA has announced the availability of approximately \$66 million in Specialty Crop Block Grants to state departments of agriculture. North Dakota will receive \$3.1 million, that's more than a 600 percent increase from the previous year. Minnesota will receive almost \$1.4 million, and South Dakota's share of the Specialty Crop Block Grants is \$310,000.



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MARCIA HOPLIN
Buxton, ND

Tell me about the Hoplin farm. I guess I'm the fourth generation. My great-grandfather farmed in the area and came to Buxton in about 1909 or 1910. My dad, Paul, started farming in 1952. I've never left. I took over in 1992, against my dad's advice. He never really

wanted me to farm because he said I couldn't do it by myself.

What crops do you grow? I just keep it pretty simple, just wheat, soybeans and a few edible beans.

How long have you grown dry beans? Dad was one of the first growers when

Gormley's first came to Hatton, I think that was in the 1960s. I guess we've grown some edible beans ever since. He started out with pintos, we've had blacks but mainly navies the last few years.

Why do you like edible beans in the rotation? It really makes the ground nice for the next year. It mellows it out and it's a fairly early crop so you get it off and you're done.

What's been your favorite piece of equipment? I guess I'd have to say my dad's 4020. He got it new and I still have it and actually I still plant my beans with it and cultivate them and knife them with it. It has no cab but it's only 80 acres and I guess I like the fresh air.

Is there a piece of equipment you'd like to add? I guess the next thing I'd

like to get is a rock roller. I've got a lot of rock, and I've been using the neighbor's but everybody needs it all at the same time.

What are your hobbies? I like old cars and I have a 1951 Studebaker and a 1929 Model A. I like anything from the older generation. I do some of the work on them myself.

If you could win a vacation, where would you like to go? Probably New Zealand, just because it's supposed to be so beautiful. I work at NDSU in the wintertime with durum breeder Dr. Elias Elias. We have our winter nursery in New Zealand and it would be fun to see it.

What do you like most about farming? I am my own boss. I can get up in the morning and see the sun, work with nature, and watch my crops grow.

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POLK COUNTY NO. 1

In 2013, Polk County was the largest dry edible bean producing county in Minnesota with 672,000 hundredweight, according to estimates from USDA's National Agricultural Statistics Service. Meantime, according to the US Census of Agriculture, farmers in Grand Forks County, North Dakota ranked first nationally in the value of dry edible beans sold in 2012.



CHAD & JASON THORSON
East Grand Forks, MN

Tell me about the history of Thorson Farming. It started in 1884 when Halvor Thorson emigrated here from Norway. We are the 5th generation of Thorsons, farming with our dad, John.

How long has the farm been growing dry beans? Our dad started with pinto beans in the early-to-mid 1980s. Now we're growing navy and pink beans. We've done blacks, pintos, kidneys, small reds and Great Northerns off and on.

What do you like most about natives? It's a steady market, and we have a close processor (Thompsons USA Limited), a close place to haul them. They also yield well.

What other crops do you raise? Sugar beets, wheat, rye grass, corn and soybeans. We've also been "planting" tile on our farm near Lake of the Woods. We grow wheat, perennial rye grass and soybeans for seed.

What is your favorite piece of equipment? "Probably our John Deere 4830 self-propelled sprayer," says Chad. Jason agrees but also mentions their Pickett One Step. "We also harvest some direct, depending on the weather," says Jason. "If we can get in and direct harvest and can be out windrowing too, we'll do both just to get more off."

What equipment or technology could you not do without? RTK

is such a valuable tool. It's not so much just the auto steer but it's the rate controlling on the sprayers and the elevation for the ditching, scraping and controlling the tile plow—that's something that we use everyday now. We use variable rate planting and fertilizer application.

What are your hobbies? Chad likes to hunt, fish and play golf. Jason also mentions hunting, fishing and spending time at the lake.

Favorite food? Steak for Chad; anything on the grill for Jason.

If you could win a vacation to anywhere, where would you go? Chad would return to Hawaii, Jason would like to see Alaska.

What's the best part of your job? "All of it," says Chad. "I really find it fulfilling putting that seed in the ground in the spring and watching it grow all year, and I love harvest time which is the culmination of all our hard work. I think what we do is really great—we work hard to feed millions of people every year." Jason likes being able to visually see what his work has done everyday. He gives credit to their seven full-time farm workers who keep things rolling.

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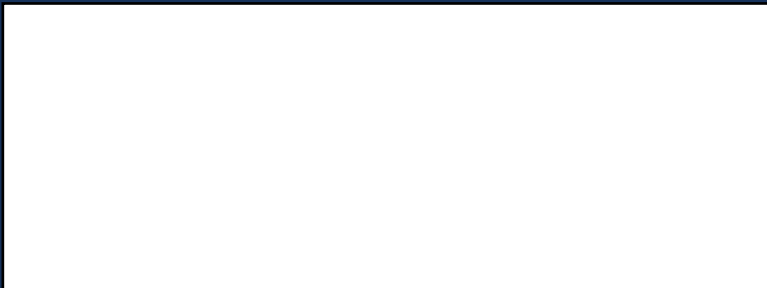


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Northharvest Bean Growers Association President Joe Mauch, getting ready for the 2014 planting season.