

# NORTHARVEST **BeanGrower**

**INSIDE**

**40th Annual  
Bean Day**

**Northarvest  
Annual Report**



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North Dakota Commissioner of Agriculture

## Executive Vice-President

Tim Courneya

50072 E. Lake Seven Road

Frazee, MN 56544

Phone: 218-334-6351

Fax: 218-334-6360

Email: nhbean@loretel.net

Website: www.northarvestbean.org



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VOLUME 21 ISSUE 1

## SETTING THE AGENDA

I hope all dry bean growers can attend Bean Day in Fargo, January 15th and 16th. This will be the 40th Annual Bean Day, and a good opportunity to not only look at some of the issues that will shape the future of the industry, but also reflect back on how far we've come in those 40 years.

The updates from North Dakota State University researchers will inform us about production projects funded with your checkoff dollars.

NDSU dry bean breeder Dr. Juan Osorno will give us the latest on his new dark red kidney bean varieties, as well as a report on the seed increase of slow darkening pinto bean varieties in Wyoming this summer.

We'll also discuss strategic planning for future dry bean research, and you'll learn how Northarvest is using consultants to bring focus to our promotional efforts. As always, there will also be presentations on the current market outlook.

In this edition of the *BeanGrower*, you'll see the latest dry bean crop estimates from USDA, the latest update on Mexican and Canadian crops, a rail transportation update, and read about some exciting opportunities for Northarvest beans in Colombia. Our annual report and the complete Bean Day agenda are also included.

One of the main benefits of Bean Day is the conversation that occurs between growers, processors and seed distributors which aids in planning the year ahead.

I look forward to seeing you at the 40th Annual Bean Day in Fargo, January 15th and 16th!

Sincerely,

*Joe Mauch, President*

*Northarvest Bean Growers Association*





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Left to Right: Kevin Kelley, Dennis Mitchell, Todd Smith, Deon Maasjo, Keaton Flanagan, Kerry Rice, John Bartsch

**Todd @ Cavalier ND**  
Email: tsmith@kelleybean.com  
mobile: 701-430-0589  
office: 701-265-8328

**Deon @ Oakes ND**  
Email: dmaasjo@kelleybean.com  
mobile: 701-678-4384  
office: 701-742-3219

**Dean @ Hatton ND**  
Email: dnelson@kelleybean.com  
Kerry: krice@kelleybean.com  
mobile: 701-238-5228  
office: 701-543-3000

**Dennis @ Perham MN**  
Email: dmitchell@kelleybean.com  
Dale Schultz  
mobile: 218-639-2548  
office: 218-346-2360

**Keaton @ Mayville ND**  
Email: kflanagan@kelleybean.com  
mobile: 701-331-2615  
office: 701-786-2997

**John Bartsch Regional Mgr**  
Email: jbartsch@kelleybean.com  
mobile: 612-759-5868  
office: 763-391-9311

**Kelley Bean Co. salutes all bean growers on the successful growing season.  
We look forward to seeing you at Bean Day!**

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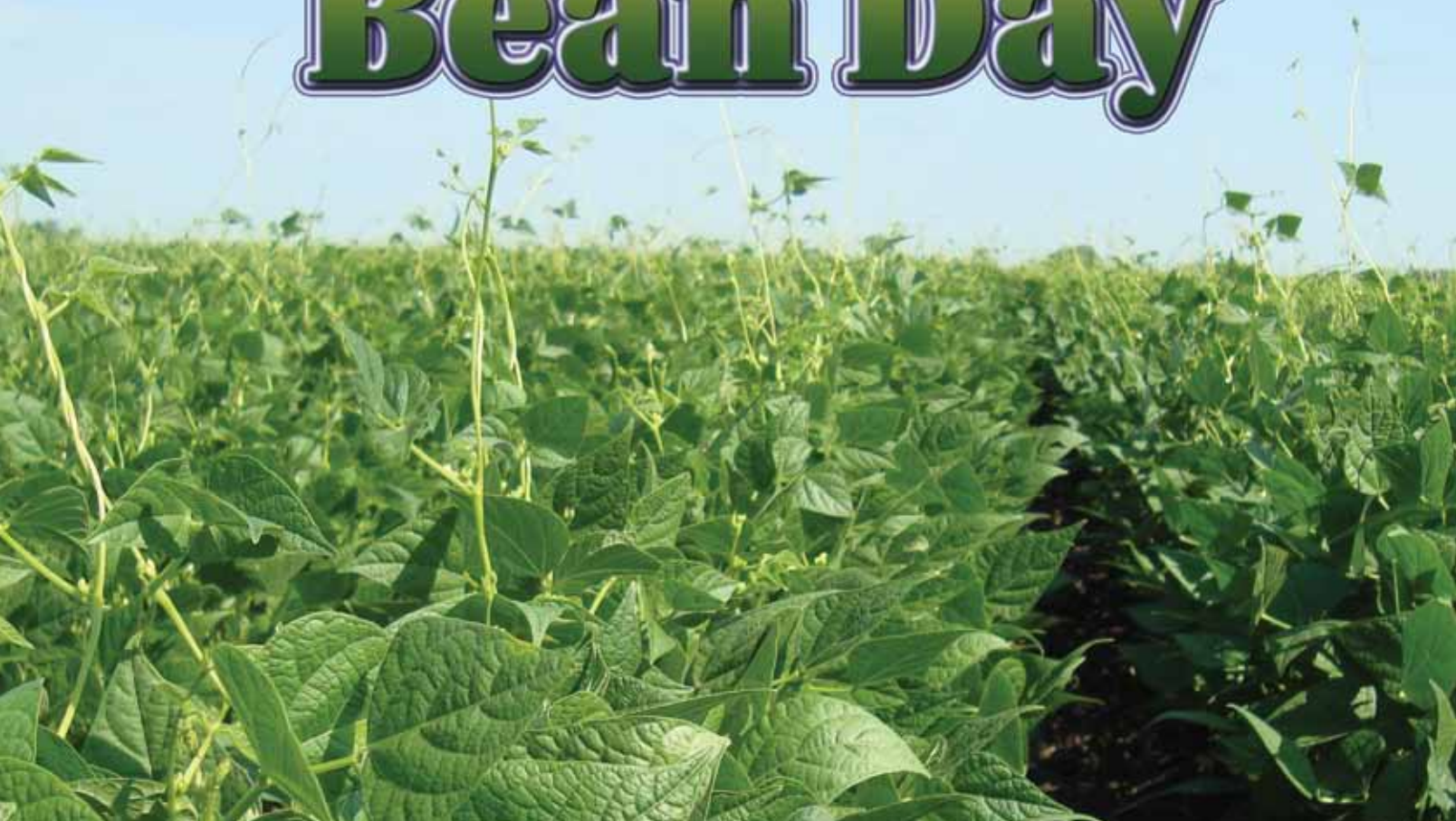
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# 40<sup>TH</sup> ANNUAL **Bean Day**



## **40th Annual Bean Day** **January 15-16, 2015 • Fargo Holiday Inn**

### **Bean Day at a Glance...**

<b>January 15, 5 p.m.</b>	Pre-Bean Day Reception from 5 p.m. to 7 p.m.
<b>January 16, 8 a.m.</b>	Bean Day Trade Show and Registration Begin
<b>January 16, 10 a.m.</b>	Program Begins
<b>January 16, 3 p.m.</b>	Bean Day Concludes



# Bean Day Program -- January 16

## Morning Program

- 8:00 – 9:55 a.m. **Registration, Coffee**
- 9:55 – 10:00 a.m. **Setting the Agenda**  
**Joe Mauch**, President  
Northarvest Bean Growers Association
- 10:00 – 10:20 a.m. **The Scouting Report: Review of 2014 and Expectations for 2105**  
**Dr. Sam Markell**, Extension Plant Pathologist  
Dept. of Plant Pathology  
North Dakota State University, Fargo, ND
- 10:20 – 10:40 a.m. **The Bean Breeding Update: New Kidneys and Slow Darkening Pintos**  
**Dr. Juan Osorno**, Dry-Bean  
Breeding & Genetics, Dept. of Plant Sciences,  
North Dakota State University, Fargo, ND
- 10:40 – 11:00 a.m. **Optimizing the Use of Fungicides to Manage Sclerotinia in Dry Beans**  
**Dr. Michael Wunsch**, Plant Pathologist  
Carrington Research Extension Center  
North Dakota State University, Carrington, ND
- 11:00 – 11:20 a.m. **Research Update on Dry Bean Plant Establishment**  
**Greg Endres**, Extension Area Agronomist  
Carrington Research Extension Center  
North Dakota State University, Carrington, ND
- 11:20 – 11:40 a.m. **Update: Dry Bean Nitrogen Research**  
**Dr. Hans Kandel**, NDSU Extension Agronomist  
Broadleaf Crops, Dept. of Plant Sciences  
North Dakota State University, Fargo, ND
- 11:40-12:00 p.m. **Seed: The Long and Short of It**  
**Ken Bertsch**, ND State Seed Commissioner  
ND State Seed Department, Fargo, ND  
**Lynn Preator**, owner, Preator Bean Company  
Burlington, WY
- 12:00 – 1:30 p.m. **Lunch**
- 1:30 – 1:45 p.m. **Association Business**  
**Joe Mauch**, President  
1) District Director Elections, (1, 4, 7)  
2) Present Constitution and Bylaw for  
Consideration of Adoption

## Afternoon Program

- 1:45 – 2:00 p.m. **Transportation Update**  
**John Berthold**  
VP Walhalla Bean Company  
Grand Forks, ND
- 2:00- 2:20 p.m. **The Pulse of Food Ingredients**  
**Eric Bartsch**, VP/General Manager  
AGT Foods USA  
Bismarck/Minot, ND
- 2:20- 2:40 p.m. **Colombia and Caribbean: Emerging Dry Bean Markets**  
**Fradbelin Escarraman**  
Northarvest Trade Consultant  
Santo Domingo, Dominican Republic
- 2:40- 3:00 p.m. **Market Talk: What's Shaking Domestic and Internationally**  
**Matthew Stawowy**, Dry Bean Trader  
Steele & Company  
Sterling, MI

## THURSDAY, JANUARY 15 PRE-BEAN DAY RECEPTION

Join us Thursday for a pre-Bean Day reception and an opportunity to socialize with exhibitors and fellow growers from 5 p.m. until 7 p.m. Cash bar and hors d'oeuvre/sandwich buffet will be available. There is no fee to attend. Hope to see you there.

## BEAN DAY LODGING DIRECTORY

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

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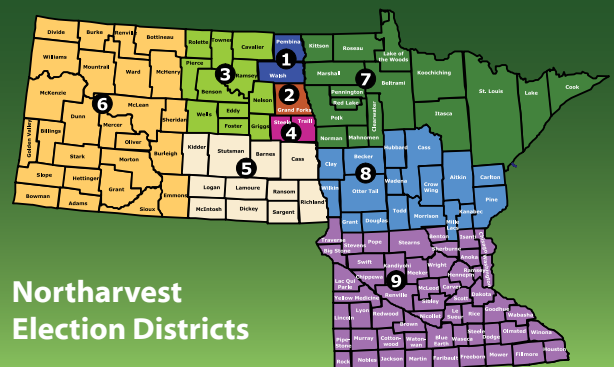
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## 2015 Northarvest Bean Elections

District 1 (ND), District 4 (ND) and District 7 (MN) director positions on the Northarvest Bean Growers Association are up for election in 2015. The elections are being conducted through mail ballot. After committee review, the election results will be announced at the 40th Annual Bean Day.

Any dry bean producer who plants or causes to be planted a dry bean crop in which the person has an ownership interest, with the intent that upon maturity the crop will be harvested within the district, and resides within that district, may become a candidate for the Association.



Northarvest Election Districts

# Rail Service Improves

Rail service for dry bean processors is better than last year, but some issues remain. Dan Fuglesten at Central Valley Bean Cooperative in Buxton, North Dakota, thinks the main problem is BNSF Railway's pulse COT ordering system. "How we thought it was supposed to work, and how it had been working the last number of years, turned out not to be the case late this summer," says Fuglesten. "Perhaps one to three companies gobbled up a lot of the cars."

Dean Nelson, with Kelley Bean Company in Hatton, North Dakota, explains that a lot of dry bean processors are not used to ordering every day for months in advance. "And when it came time to order November cars back in

August," says Nelson, "they were basically already gone. By the time we realized it and tried to order a few, the next thing we knew basically the hopper cars were all gone all the way through March."

Nelson said boxcars were also a little slower than normal likely because some of the normal hopper car users switched to boxcars and are taking totes in cars which is putting a strain on the normal boxcar usage.

Dry bean shippers have had to rely on more trucks to move product, which are more expensive and not easily found.

Fuglesten, Nelson and John Berthold, from Walhalla Bean Company, along with Northarvest Bean Growers As-

sociation Vice President Tom Kennelly, met with BNSF officials in Fort Worth, Texas in early November. Berthold thinks they had a good, open discussion. "BNSF has been open with us," says Berthold. "They've been pretty transparent and it's been good that we've kept in front of them. We met with people up and down the company and they certainly listened to us." Berthold thinks BNSF came up with a solution to the pulse COT ordering system for dry bean processors.

Berthold expects rail service to be better this winter than it was last year. "When it gets really cold and snowy, we'll see," says Berthold, "but I think they have a better plan in place as well. There are track crews

that they (BNSF) normally lay off in the winter and they're keeping them on for snow."

Looking beyond this year, Berthold expects BNSF's service to continue to improve. "They're certainly spending an enormous amount of money," says Berthold. "They're in the business to move freight and I think they want to haul it. And I don't get the impression that they're going to haul unit trains of grain and oil and that's it-I don't hear any of that," says Berthold.

BNSF announced in November they intend to spend another \$6 billion in capital improvements in 2015, after investing \$5.5 billion in 2014. "How much more could you ask them to do," asks Berthold.





# 2014 Annual Report



NORTHARVEST BEAN GROWERS ASSOCIATION

2014 - 2015

# Budget by Category



## ANNUAL BUDGET APPROPRIATION BY CATEGORY

EXPENSE	2013-14	2014-15
Nutrition Research/Promotion	286,000	318,000
Program Management	252,300	271,550
National & Regional Promotion	140,000	211,600
Research	298,435	276,157
Development	166,500	216,500
Communication	62,000	63,000
<b>TOTAL</b>	<b>1,205,235</b>	<b>1,356,807</b>

## INCOME

North Dakota Dry Bean Council	771,242	948,599
Minnesota Dry Bean Research & Promotion Council	301,309	407,396
Northarvest Bean Growers Association	132,684	812
<b>TOTAL</b>	<b>1,205,235</b>	<b>1,356,807</b>



## Northarvest Directory

### NORTHARVEST BEAN GROWERS ASSOCIATION

#### TOM KENNELLY

Vice President, District 1 Director  
14806 78<sup>th</sup> St NE  
Grafton, ND • 701-520-3040

#### DAVID DICKSON

Treasurer, District 2 Director  
908 28<sup>th</sup> Ave S  
Grand Forks, ND • 218-779-3801

#### ERIC JORGENSON

District 3 Director  
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Area 1 Council Member  
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East Grand Forks, MN • 218-289-5031

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District 6 Director  
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## Mission Statement

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

# A Look Back at 2014

Late spring...late harvest....and low prices. Bean growers in our area had quite a year in 2014. Throw in unfavorable weather, crop disease and transportation issues and it was not the combination we had hoped for, but we got through it and will continue to move forward.

The lack of railcars this past year affected dry bean dealers and growers. Walhalla Bean Company's John Berthold told the Surface Transportation Board in Washington DC that the dry bean industry is very dependent on getting adequate rail service. Sixty percent of Northarvest's annual production is shipped by rail in one form or another. Northarvest and North Central Bean Dealers Association continue to work to provide consistent and reliable single-car transportation for our industry. BNSF plans to spend \$6 billion on capital improvements this year, \$900 million on expanding and maintaining lines that serve the Dakotas. We hope that the railroads will make progress and are successful in their venue. The rail service must improve in order for our industry to continue to be vital.



There are many favorable things in our future. Your leaders at Northarvest continue to work hard on trade missions. This past year, Northarvest traveled to Cuba, Turkey, Colombia, Chile, China, Turkey, Dominican Republic, Jamaica and several other stops in Central America to promote dry beans. Meeting with importers, dry packagers and processors continue to make a big impact on our international markets. These visits tell us there is an interest in U.S. dry beans throughout the world and we can help these draw these buyers to our markets.

The U.S. Dry Bean Council continues to help sponsor and attend different trade shows throughout the world. Participation in shows help the U.S. stay competitive in the world marketplace. The Northarvest staff also attends many conferences throughout the U.S. Lynne hands out many promotional items and answers specific questions regarding the cooking of dry beans, helping many different groups of attendees. These shows are an important part of promoting dry beans for the growers.

Research continues to be a big part of our industry. This year, Northarvest is spending 20% on research, combating diseases disease issues, enhancing breeding lines and continued progress on improving breeding lines.

Amid the challenges, the Northarvest Board, the North Dakota Dry Bean Council and the Minnesota Dry Bean Research and Promotion Council use your check-off dollars to promote our industry through foreign and domestic markets, provide the latest research information for our growers and work with many different agencies.

This Annual Report will highlight many of the issues we have done over this past year. Together we continued to make our industry strong and move forward.

Best of Luck in 2015

Joe Mauch, President

Northarvest Bean Growers Association

## **NORTHARVEST COMMITTEE MEMBERS**

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Norm Krause, (Chair), Jon Ewy, Eric Jorgenson, Todd Sorenson, Tom Kennelly, Jason Mewes, Nick Kitsch, Roger Carignan, Grady Thorsgard, Mark Dombeck, James Zenk, Troy Newhouse

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*The Northarvest Board President is  
Ex-officio member of all committees.*

## **NORTHARVEST STAFF**

### **TIM COURNEYA**

Executive Vice President

### **FAYE COURNEYA**

Office Manager

### **LYNNE BIGWOOD**

Home Economist



## Development

*Northarvest Bean Growers Association (NHB) is with other organizations on activities to promote and market the industry, targeting Congress, USDA and other U.S. programs responsible for purchasing U.S dry beans. By participating in trade shows both nationally and internationally, these organizations are able to target consumers, by providing them with adequate food and nutrition while reducing food insecurities.*

*These collaborators include U.S. Dry Bean Council, Northern Crops Institute, Domestic & Export Market Initiatives, Food Aid/National Legislation Initiative and Foreign Trade Services.*

- Northarvest participated in a trade mission to Colombia this spring in an effort to identify opportunities for beans, specifically pinto beans. Barriers aside, the importers said that if pinto beans are marketed well, consumers will buy them.

- 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.

- US Dry Bean Council representative Randy Duckworth was one of nearly 700 participants in the India Pulse Conclave. Pulses are an integral part of the traditionally vegetarian Indian diet and

are one of the cheapest protein sources in an average Indian's diet. India is currently the largest pulse producer and consumer in the world, says Duckworth.

- In testimony before the Surface Transportation Board 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, stating that approximately 60

percent of Northarvest's annual production is shipped by rail in one form or another.

- 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.

# Communication

- 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.

- Mark Streed and Alan Juliuson, directors from the Northharvest Bean board represented

Northharvest on a US Dry Bean Council trade mission to Turkey. Turkish buyers were interested in US navy beans and Great Northerns.

- The Northharvest Bean Growers Association and the North Central Bean Dealers Association hosted a US Dry Bean Council reverse trade team in September. With Chinese supplies getting fairly tight, the trade team was looking for alternative sources.



*In September, the region hosted 15 buyers from Mexico, South Africa, the Netherlands, Belgium, Turkey and Portugal in a reverse trade mission.*



*Northharvest growers Mark Streed and Alan Juliuson visit a Turkish supermarket.*

*It's well known that good communication is the foundation of any successful venue. The Northharvest Bean Growers (NHB) organization understands this and works hard to effectively communicate to its growers, researchers and the general public. In May 2009, Northharvest hired the Red River Farm Network (RRFN), an agricultural radio network that provides 85 minutes of in-depth farm news, markets and information to 18 radio markets in North Dakota, South Dakota and Minnesota, servicing the area since 1995.*

*The RRFN broadcasting team provides the Northharvest area with weekly e-news, weekly dry bean radio reports and are editors of the Northharvest Bean Magazine. These effective communication tools helps all of us work toward the same goals.*

- As editors of the Northharvest Bean Magazine, the RRFN broadcasting team also provides the Northharvest area with weekly e-news, weekly dry bean radio reports.

- Northharvest Dry Bean e-newsletter provides current dry bean research information from North Dakota State University, the University of Minnesota, the latest news in Washington and planting and harvest news in your area. Sign up at [www.northharvestbean.org](http://www.northharvestbean.org).

- Northharvest Bean Grower magazine has a circulation of over 2,750 growers and ag businesses in Minnesota and North Dakota.

- The Northharvest Bean website is where you can get information Northharvest Bean production, research and market information and more.

- Northharvest partners with the Culinary Institute of America to promote recipes with beans. The CIA's mission of providing the highest quality culinary education. Go to [www.ciaprochef.com](http://www.ciaprochef.com)



# Nutritional Research & Promotion

- **The Bean Institute™**, ([www.beaninstitute.com](http://www.beaninstitute.com)) is a clearinghouse of information on the nutritional components and health benefits of dry edible beans. It is owned by the Northarvest Bean Growers Association and managed by Com-muniqué Inc. The website contains bean and health facts, nutri-tion information and recipes with cooking videos, like how to make 'Garlic and White Bean Bruschetta with Boquerones.'



- 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.

- 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 cardio protective effects.

- Multiple studies measuring the effect of in-creased legume consumption and blood sugar indi-cate that a diet high in legumes could decrease blood sugar levels in

those with Type 2 diabetes.

- The dark red kidney bean, with fraternal twin, the light red kidney bean, is a powerhouse of nutri-tion.

- The **Dry Bean Quarterly** (DBQ) is a newsletter focusing on registered dietician/nutritionists from around the country. Top notch authors write articles for DBQ to provide registered dietician/nutritionists with the most current, useful information available on the health benefits of dry bean consumption. 35,000 RD's in targeted practice groups receive DBQ by email and another 20,000 RD's in a targeted prac-tice group receive it in print.

- 2014 reader survey for the Dry Bean Quarterly. Among the findings:

- 92 percent read DBQ either "often" or "occasionally"
- 97 percent rate DBQ content "excellent" or "good"
- 99 percent are more likely to recommend beans to patients and clients, after ready DBQ
- The 211 registered dietitians/nutritionists who responded to the survey counsel on average every month 75 each (up from 37 last year)

- Links:

- [www.Twitter.com/BeanInstitute](http://www.Twitter.com/BeanInstitute)
- [www.Facebook.com/BeanInstitute](http://www.Facebook.com/BeanInstitute)
- [www.Pinterest.com/BeanInstitute](http://www.Pinterest.com/BeanInstitute)

- The Dry Bean Health Research Program (DB-HRP) is a targeted, research incentive program designed to attract federal funds to research on dry beans and human health. Applications with a focus on car-diovascular disease, obesity, colon cancer, GI health, immune system, and diabetes are targeted.

- Success By the Numbers – 26 DBHRP awards have yielded
  - 3 NIH grants
  - 1 USDA grant
  - 8 grants from other funding sources
- NBGA Return on Investment – \$425,000 in DBHRP awards have yielded
  - \$5,235,955 in grants generated
    - \$4,879,028 from NIH
    - \$150,000 from USDA
    - \$206,927 from other funding sources



# Research

- North Dakota State University dry bean breeder, Dr. Juan 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. Eight of those are the most popular in the United States, in order of importance are; pinto, navy, black, kidney, pink, small red, cranberry, and yellow.

- Food manufacturers don't have to label products that contain genetically modified (GMO) ingredients, and now they have a bill that would keep it that way. Some in the

*In the next 50 years, agriculture will be called upon to produce more food than ever before. NHB understands that funding scientific research is a critical step towards helping dry bean growers in our region and the economy. Funding research totaled 20% of the 2014-15 Annual Budget. These funds give ag research scientists an opportunity to study the advancement of plant varieties, disease, enhance dry bean breeding, study plant pathology and weed & insect management.*

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.

- The 2013 dry bean grower survey was the 24th annual survey of varieties grown, pest problems,

pesticide use, and grower practices of the Northarvest Bean Growers Association. Research and Extension faculty at North Dakota State University and the directors of the Northarvest Bean Growers Association developed the survey form, which was mailed to all Northarvest bean growers. The two most popular varieties by class were:

- Black: 1<sup>st</sup> Eclipse 2<sup>nd</sup> Zorro
- Great Northern: 1<sup>st</sup> Orion 2<sup>nd</sup> GN1
- Kidney: 1<sup>st</sup> Montcalm 2<sup>nd</sup> Red Hawk
- Navy: 1<sup>st</sup> HMS Medalist 2<sup>nd</sup> T9905
- Pinto: 1<sup>st</sup> Windbreaker 2<sup>nd</sup> La Paz
- The Northarvest Bean Growers Association Board of Directors has approved the funding for research projects.
  - 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 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.
- Breeding for disease resistance will continue to be a priority in NDSU's project.
- The integrity of the dry bean industry should be on everyone's mind when planning your chemical requirements for the 2014 crop year.
  - Always check timing of application, rate of application, and pre-harvest interval
  - Keep accurate records of all chemical applications to your crop
  - It is the grower's responsibility to know the label requirements for the chemicals applied to his or her crop
  - Growers should assume the beans they deliver to the elevator will be tested for chemical residue
  - The quickest place to check labels is at: [www.cdms.net/La-belsMsds/LMDefault.aspx?t](http://www.cdms.net/La-belsMsds/LMDefault.aspx?t)



*NDSU dry bean breeder Dr. Juan Osorno is evaluating four advanced lines for the slow darkening characteristic. Choices may be available to producers next year.*

# Regional & National Promotion

• The Northarvest Bean Growers was a prominent sponsor at *Healthy Kitchens, Healthy Lives*, 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.

• Northarvest was also a sponsor at the 4<sup>th</sup> Annual Healthy Flavors, Healthy Kids conference in San Antonio in May. Culinary training strategies for school foodservice employees were discussed, as well as the valuable resources available from grower and commodity groups and state Cooperative Extension Services.

• Lynne Bigwood attended the National Extension Assn. Family & Consumer Sciences Sept. 16 & 17, Lexington KY. She handed out cookbooks, posters and brochures with extension educators who teach health and nutrition. The 2013 – 14 NEAFCS National President was Kathleen Olson from Red Wing, MN. She is the first person from MN to serve as National President.

• Living Ag Classrooms include Dry Beans:

- MINOT-- Over 900 fourth grade students, 45 teachers and assistants attended the Liv-



ing Ag Classroom held in conjunction with the KMOT Ag Expo at the North Dakota State Fairgrounds in Minot in late January.

- BISMARCK -- In mid-February, KFYZ Radio's Agri-International hosted the Bismarck Living Ag Classroom. Dairy, Soybean Council, oilseeds, corn and livestock groups joined the Mandan FFA chapter to staff 14 booths. 1,200 students with teachers, aides, parents and bus drivers attended the event.
- Northarvest pro-

moted beans at the Minnesota School Nutrition Association's 58<sup>th</sup> Annual Conference exhibits were held August 5<sup>th</sup> at River's Edge Convention Center in St. Cloud, MN. Over 932 school nutrition staff registered for 3 1/2 days of workshops, meetings and food show exhibits, exceeding the previous record of 900 in 2006.

• Megan Myrdal and Amy Myrdal Miller, RDs representing Northarvest, attended the 2014 Food & Nutrition Conference & Expo, Oct 18-21, Atlanta GA. During the exhibit hours, the bean growers

promoted a social media campaign to drive "buzz" about beans on Facebook, Twitter and Instagram. Bean signs were developed with pun phrases like "Just Bean Silly," "I Love Bean A Dietitian," and "FNCE's BEAN Awesome!" Attendees held these signs, along with fun photo booth like props, took photos, and posted their picture to their social media account with the hashtag #JustBeanSilly.

- The first 100 visitors received a free Bean Appetit apron
- A preview of the social media story can be seen at <https://storify.com/MeganMyrdal/northarvest-bean-growers-fnce-2014>
- Over 500 participants, including Northarvest's Lynne Bigwood, attended the Minnesota WIC (Women, Infant, and Children) conference in Blooming, MN. Lynne passed out many brochures and samples of 'The Bean Cookbook'
- Culinary Institute of America posted five new videos and recipes on the NHB website and CIA's YouTube and iTunes Channels
- During the third quarter of this year, Northarvest had more than 8,600 video views on YouTube and 4,000 views on iTunes. This is a 20% increase in traffic compared to last year.

# Bulgaria a Potential Market

A new report from the Foreign Agriculture Service shows Bulgaria's consumption of dry beans and lentils continues to grow. Dry bean consumption is estimated at 40,000 to 45,000 metric tons. Average per capita consumption of dry beans has been growing steadily. For about 10 years prior to 2010, average per capita consumption was reported to be at 3.9-4.0 kilograms annually. Since 2010, it has been at 4.9 kg.

Bulgarian production of legumes has declined sharply from much higher levels in the past to small production over the last five years. 2013 dry bean production is estimated at only 1,125 metric tons, down from nearly 11,000 tons in 2001. From 2009-2013, local dry bean supplies were estimated to meet less than five percent of consumption and local lentil supply meets about five to 12 percent of consumption.

According to FAS,

Bulgaria imported \$25.4 million worth of dry beans in 2013, a 20 percent increase over the previous year and 69 percent more than 2011. US dry bean shipments to Bulgaria totaled \$243,000 last year. However, in the first five months of this year, the US has sold almost \$1.5 million worth of dry beans to Bulgaria.

Dry beans and lentils are a traditional part of the local cuisine. Bulgarian consumers consider both products

nutritional, healthy and a good choice for family dining. Locally produced dry beans are usually white in color, with variation in size, but most consumers appreciate larger beans. Although Bulgarians are rather conservative in their food choices, they like trying new variations of familiar products and in new formulations. Thus pinto beans found a good market niche, along with some new types of lentils.

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Wednesday, February 18<sup>th</sup> ~ 9 am to 5 pm

Thursday, February 19<sup>th</sup> ~ 9 am to 4 pm

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[www.cropepo.com](http://www.cropepo.com)

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### Keynote Speaker



**Jolene Brown, CSP**

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Joe Burgard, AgCountry  
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Frayne Olson, NDSU  
Ext. Crops Economist

1:00 p.m. Thursday, February 19

**"The 2014 Farm Bill- Making it Work for You"**

This presentation is going to cut right through much of the "Chatter" about the new farm bill and focus on how you can plan to make this bill work best for you in managing risks for your operation during the next five years. With the deadline looming to make decisions on which options to select, this session will be very timely.



Check website for  
program times.



### SMALL GRAINS

#### Wednesday

- Strategies for Managing Protein Levels in Wheat
- Crop Options for 2015
- Cropping Solutions for Salinity Management
- Navigating the New NDSU Pesticide App

#### Thursday

- Wheat Diseases in 2014 and Best Management Practices for Their Control
- What Kind of Weather Should Be Expected in 2015
- Small Grain Variety Update
- Marketing Strategies for Small Grains in 2015

### POTATOES

#### Wednesday

- Crystal Green: A Renewable Fertilizer
- United States Potato Board Update
- National Potato Council Update
- United Potato Growers of America Update

#### Thursday

- Tuber Necrosis Viruses
- Skin Set and Wound Healing
- Desiccation of Potato Vines
- Stump the Docs: Any Potato Question

### SOYBEANS/ DRY BEANS

#### Wednesday

- 2014 Corn Disease Survey of ND: Results and Management Implications
- United Soybean Board Update
- Improving White Mold Management in Soybeans and Dry Beans
- NDSU's Research and Recommendations for Soybean Plant Establishment

#### Thursday

- Soybean/Dry Bean Market Outlook
- Dry Bean Seeding Rates and Nitrogen Study Update
- Optimizing Management of Soybean Aphids and Dry Bean Insects
- Understanding and Managing Root Rots

# Northarvest Visits Colombia, Chile

Unlike Mexico and some other Latin American countries, Colombia is not a major consumer of pinto and black beans. Consumers prefer colored beans, mainly red beans, and cranberry or dark red kidney types. After two trips to Colombia in 2014, Northarvest Bean Growers Association Executive Vice President Tim Courneya sees potential for US pinto beans.

Courneya, along with Northarvest Bean Growers Association past president Dan Webster, and North Central Bean Dealers Association members Pat Wallesen, Rick Harpestad and Bill Thoreson conducted tasting events for bean importers in March, serving meals featuring pinto beans, which were well received. Their only reluctance to buying pintos from Northarvest was due to their uncertainty of consumer acceptance and at that time, the price for pintos was strong.

In September, Courneya saw little interest in pintos in Medellin, but much more hope for pinto beans in Bogota, which is the trading market which supplies the larger market in Medellin. "The importers believe that the pinto has a position in that market based on taste," says Courneya. "They'd like to test-market the pinto."

At the time of the September US Dry Bean Council (USDBC) trade mission, Courneya said pinto beans would have been the cheapest beans available to the consumer, had they been on the shelf. Following the trip, Northarvest board members decided to conduct consumer focus studies in Colombia using pinto beans in



*US Dry Bean Council President Bill Thoreson examines beans at a wholesaler's location in Colombia.*

both Medellin and Bogota. "If we feel somewhat comfortable with the outcome of those focus studies, we'll get in a position to send a container or two to Colombia to be tested at the consumer level," says Courneya.

In-store promotions should also occur in Colombia. Importers have already been identified that would be interested in US pinto beans. Northarvest growers and dealers have to work together to get the beans there, according to Courneya.

Courneya is very optimistic that consumers will like pinto beans, simply because of the acceptance shown by importers in March. But, this will be the first exposure to pintos for Colombian consumers. "This is truly a market development exercise starting from scratch," says Courneya, "matching up a bean that tastes good that is price competitive year-in and year-out. That's why we're targeting the pinto-it seems to have the best package deal for a country like Colombia at this

point.”

Courneya says they hope to promote pinto beans as an alternative to Colombians, not to replace tradition. Taste and price, plus promoting it as America’s favorite he thinks will make it an alternative attraction in the marketplace.

Since the US-Colombia Free Trade Agreement took effect in May 2012, imports of US dry beans have been at a zero percent tariff. USDBC President Bill Thoreson says the FTA has made a large difference in US exports of dry beans to Colombia. “If you go back a handful of years, we were virtually not selling any beans at all into Colombia. The advent of the free trade agreement is why we’ve started to see the dark red kidneys and the small reds go in there.”

USDBC consultant Randy

Duckworth says the opportunities for US exporters depend on numerous factors. First and foremost is the size and quantity of Colombia’s domestic crop. The second factor is the timing of duties on alternative suppliers such as Canada, Argentina and China. According to Duckworth, the best opportunities for US pulses in Colombia will be when domestic prices are high and tariffs are imposed on imports from other competitors.

### CANADA SUPPLIES CHILE

The September USDBC trade mission also visited Chile, which is a market that has been serviced strictly by the Canadians because of their connection with pulses. Canada has traditionally supplied Chile with peas and lentils and when their domestic dry bean production started to decline,

they turned to Canada to supply that need.

Duckworth says for the past five years, Chile has had one of the strongest economies in South America, and the agricultural sector has been a big factor. Part of the reason for the tremendous agricultural growth is that Chile has focused on being a free trade country, which has resulted in an explosion of exports. In turn, the farm sector has focused on producing products that have the greatest potential export returns, such as table grapes, apples and other fruits.

Chilean dry bean production has dropped drastically as a result. In 2003, Chile exported nearly 12,000 metric tons of dry beans. Just 10 years later, in 2013, Chile exported only 1,000 metric tons.

Courneya says the Chileans they met with were very happy to know about the United States’ position in the market. “They now know us because we finally introduced ourselves and know where they can get beans and who they can contact if they’re in need.” While Canada is very price competitive, Courneya thinks there will be times when US pinto beans will fit into the spot market in Chile.

Thoreson says consumers’ first choice is the tortola bean, which is grown in Chile. But due to decreasing production and high prices, consumers have had to find alternatives. One is the hal-lado bean which looks nearly identical to the US pinto bean.

Duckworth says Chile imported 11,600 metric tons of dry beans in 2013, mostly from China and Canada. Imports from Canada totaled approximately 3,900 tons, while US imports totaled less than 1,000 metric tons.



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# USDA Invests \$118 Million to Support Specialty Crops

Agriculture Secretary Tom Vilsack has announced nearly \$118 million in grants to strengthen markets for specialty crops. \$66 million in Specialty Crop Block Grants will be provided to state departments of agriculture to fund 838 projects around the country. That is slightly more than the nearly \$65 million in annual sales of US specialty crops.

North Dakota received \$2.98 million for 36 projects, more than seven times the previous year's total of \$435,000. USDA approved \$1.4 million for 16 projects in Minnesota.

North Dakota State University will receive five grants for various dry bean projects: \$139,000 to evaluate dry bean germplasms for tolerance to waterlogging; \$100,000 to develop soybean cyst nematode-resistant dry bean cultivars; \$90,000 to define glyphosate and dicamba drift injury thresholds in dry beans, field peas, and potatoes; \$69,000 for increasing consumption of edible beans by creating bean flours; and \$50,000 for optimizing fungicide application strategies for improved management of white mold in dry beans.

The Minnesota Department of Agriculture will partner with Farm Commons to help specialty crop farmers understand techniques for negotiating and drafting sales agreements that comply with emerging regulations under the Food Safety Modernization Act.

Between the North Dakota Trade Office and the North Dakota Department of Agriculture, grants totaling over \$204,000 will be used to expand trade opportunities for specialty crops. Three trade missions will be supported, to Italy and Croatia, Colombia and Israel, in addition to reverse trade missions for top prospects from each of those countries to North Dakota.

The North Dakota Department of Agriculture will also partner with the North Dakota Trade Office to connect specialty crop exporters, commodity groups and

producers with foreign buyers through food export trade and buyers missions.

In addition, USDA's National Institute of Food and Agriculture is awarding \$51.8 million in grants in 14 states through its Specialty Crop Research Initiative, to address the needs of the industry through research and extension. Neither Minnesota nor North Dakota were included in the SCRI grants.

Funding for specialty crops was first included in the 2008 farm bill and expanded in the 2014 farm bill.

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## Northarvest Participates in Americas Food and Beverage Show



The Northarvest Bean Growers Association was an exhibitor at the Americas Food and Beverage Show in Miami in late October. Executive Vice President Tim Courneya and North Central Commodities sales manager Bill Thoreson manned the Northarvest booth. Both agreed that the number of bulk commodity buyers coming to the show has declined from ten years ago, when Northarvest first exhibited at the show. "It seems to be more accommodating to grocery stores or restaurants interested in ready-made food," says Courneya.

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# Northharvest at National Extension Meeting

The National Extension Association of Family and Consumer Sciences held its annual meeting in Lexington, Kentucky, in September. The theme was "Win, Place, Show with NEAFCS." Their objectives included: Win with research-based educational programming, Place a priority on teaching excellence and sharing knowledge, and Show positive respect for individuals, families and communities.

Northharvest Bean Growers Association

home economist Lynne Bigwood attended the conference to share cookbooks, posters and brochures with extension educators who teach health and nutrition. Many states are shifting their extension staffing from county to regional jobs with more specialization.

The 2013-14 NEAFCS National President was Kathleen Olson from Red Wing, MN. She is the first person from MN to serve as National President. Kathy is Program Director, Partnering for School Suc-

cess -Center for Family Development for UMN Extension. Several MN Extension FCS staff

received national and regional awards at the annual meeting.



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# US Dry Beans at SIAL in Paris

The US Dry Bean Council (USDBC) and the USA Dry Pea and Lentil Council were among more than 6,300 exhibitors at the world SIAL in Paris in October. The biennial show attracted about 150,000 participants from more than 100 countries. A majority of those attending were from the European Union, but SIAL also attracted a large number of buyers and other food industry professionals from Russia, the Middle East and many Asian countries, including Japan and China.

Representing USDBC at SIAL were consultants Johanna Stobbs, Dave McClellan and Randy Duckworth, as well as Cindy Brown, president of Chippewa Valley Bean Company in Menomonie, Wisconsin. Brown called it a one-stop opportunity to meet with international dry bean buyers. "SIAL is the second-largest food show in the world and it's an opportunity for the US pulse sector to meet with just about every buyer in the world that's interested in buying dry beans, peas or lentils," said Brown. "This is an opportunity for all of us in the trade to understand and learn



what's happening in the market, what's happening with China, what's happening with Argentina, and bring the information back to our growers."

A reception hosted by the USDBC provided an opportunity to get all the buyers in one place to discuss current trends, such as the 2014 US dry bean harvest and pricing for the next year. Based on those conversations, Brown thinks customers are very much swinging back to US dry beans. "There was a time, at least in the kidney bean market, where we saw so much of our business being taken away by China."

Brown senses that international buyers are becoming more concerned about food safety and thinks that for the US processing plants or the elevators that have made a commitment to food safety and put appropriate plans in place with

HACCP doing third-party audits, they're showing our global customers that we're committed to handling our foods in a very safe way. "I think many of us were kind of concerned when the Food Safety Modernization Act was put into place," says Brown. "But, in my mind, I believe it's helped us with our international business."

Regarding the dark red kidney bean market, Brown says the biggest concern is that China, the United States' No. 1 competitor, had a very large crop. "They're talking about having roughly 70,000 metric tons, which is about 1.5 million hundredweight. I believe our US crop was pretty much sufficient to take care of the US market and quite a few international sales. I'm not sure what will happen when that big influx of Chinese beans comes in."

Brown serves on the executive committee of

the Global Pulse Confederation (formerly CICILS), which is the international pulse trade association. While in Paris, meetings were held to prepare for the International Year of the Pulse in 2016, as proclaimed by the United Nations Food and Agriculture Organization.

"It's a huge opportunity for our industry," says Brown. "We're hoping to see a big push for pulse consumption." CICILS has allocated \$1.1 million toward the project. That will include everything from nutrition research to agronomic research to looking at the environmental benefits of pulse crop production.

"We have 30 different countries involved in putting programs and events together," says Brown. "The launch of the International Year of the Pulse, late in 2015 in New York, will be unheard of before in the pulse industry. We're going to rock the world of the food industry and production areas, and we truly believe that we'll bring back opportunities for pulse consumption, which in turn will benefit all of us in Minn-Dak by needing to produce more beans, peas and lentils."

# Maatz Knows Beans

The US Dry Bean Council's (USDBC) new executive director Duane Maatz is no stranger to either association management, or dry beans. Maatz most recently served as executive director of the Wisconsin Potato and Vegetable Growers Association, and prior to that was the president of the Northern Plains Potato Growers Association in East Grand Forks, Minnesota. Maatz's wife's family has been growing dry beans near Niagara, North Dakota for decades.



*Duane Maatz*

When he taught adult farm management at the North Valley Vo-Tech in Grafton, North Dakota, Maatz says the biggest crops he worked with financially were

sugarbeets, potatoes and dry beans. The Bellingham, Minnesota native also spent nine years as a high school vocational agriculture teacher, first at Unity High School in Petersburg, N.D., and then at Larimore High School, in Larimore, N.D.

Maatz, who came to the USDBC in October, sees his main job as bringing people together. "A lot of that requires communication," says Maatz. "Not only with our board but with our state associations and their membership, it's time to bring people to-

gether."

Maatz sees opportunities for dry beans by communicating to nutritionists. "With the creativity in our cooking and all the attention to our diets, we need to combine those two with recipes and a nutrition message," says Maatz. "Adding beans to the diet increases the protein. And when you talk about emerging markets in other countries, the biggest thing most places are looking at is how to increase the protein content of their diet. Beans are a fairly low-cost, high-density

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type of protein so I think there's an incredible opportunity globally for beans to play a more important role in the diet."

Maatz sees similarities between the dry bean and potato industries, although they are not aligned the same way. "The Dry Bean Council has corporate members while the potato industry's bills are paid by growers," says Maatz. "Here it's paid indirectly by growers. We have a different focus because we have receiving stations and processors and then we have state associations as far as our members go."

One thing Maatz thinks he needs to work on is reaching to the grower level and trying to get grass roots energy to start on some political initiatives. Maatz is working on the agenda for the USDBC's winter board meeting in Washington at the end of January, trying to build a program that will provide information from USDA personnel and also have growers visiting congressional offices. Maatz is hoping state dry bean grower associations will send new members to Washington to learn about lobbying as well as the USDBC's objectives.

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# Update from Mexico

Following a crop tour in October, the US Dry Bean Council's consultant in Mexico, Raul Caballero, said Mexico's 2014 dry bean crop is expected to be close to last year's expected production of over 1.2 million metric tons (MT).

For the spring/summer cycle, Caballero expects bean production close to 990,000 MT compared to just over one million MT the previous year. Yields are expected to range from 700 to 800 kilos per hectare.

Based on SAGARPA's information, there was a reduction of four per-



cent in the programmed bean planted area in 2014, compared to 2013. Average yields are estimated at 690 kilos per hectare, up from 680 in 2013.

Hurricane Odile helped Mexico to have a relatively good crop again, while Hurricane Vance caused some possible quality problems. According to Caballero, at least 15 to 20 percent of the beans in Zacatecas have spots or are discolored. Farmers in Zacatecas planted 597,000 hectares, about 10,000 hectares more than programmed.

The situation in Du-



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rango is similar but they have less damage. Durango received 110 millimeters of rain over five consecutive days. As of mid-November,

damage to Pinto Saltillo beans was estimated at two to three percent. Durango's bean acreage estimate is put at 253,000 hectares, 8,000

more than the government's programmed area. SAGARPA's program to convert bean production of at least 50,000 hectares to other

crops was not well received by farmers. State and federal governments have announced a price support program similar to 2013.

Chihuahua's dry bean acreage is put at 125,000 hectares, about 7,000 less than SAGARPA's programmed area.

Seventy-one percent of the beans were in good to very good condition with yields estimated between 750 to 1300 kilos per hectare.

SAGARPA's Agri-Food Information Service estimates Mexico's dry bean beginning supply at 346,200 MT, with production pegged at 1.28 million MT. SAGARPA has also programmed 25,000 MT for exports and 140,500 MT of imports. Consumption is programmed at 1.082 MT per year.

According to Caballero, bean consumption in Mexico is facing important changes due to the changing lifestyle and food consumption habits of the urban population. Mexico's per capita consumption of dry beans has decreased at an annual rate of 2.6 percent per year from 2000-2011, a smaller rate than the production pace. Per capita consumption in 2012 and 2013 was estimated between nine and 10 kilos per year, down from 11 kilos per year in 2010.

## MEXICAN IMPORT NEEDS DOWN

Due to generally favorable weather conditions throughout Mexico's crop producing regions, USDA's Foreign Agricultural Service says production is expected to be higher in marketing year 2014/15 for most crops, including corn, sorghum and rice, while production is down slightly for wheat and dry beans. MY 2014/15 imports are forecast lower for corn, sorghum, rice and dry beans while up slightly for wheat. Responding to demands from various grower organizations about low commodity prices and the need for more assistance at the farm level, Federal and certain State governments are implementing various programs aimed at assisting select Mexican growers impacted by low commodity prices.

Dry bean harvested area and production estimates for MY 2014/15 have been revised slightly

downward, reflecting the latest Mexican government official data published by SAGARPA. This year's crop is estimated to be 12 percent smaller than last year. Despite the slight reduction, private and official sources indicated that the favorable weather conditions, with a regular rainy season since August, have favored the 2014 spring/summer crop cycle.

FAS estimates 20 percent of the dry bean planted area was planted in the last half of June and first half of July. 70 percent of the crop was planted in the second half of July and 10 percent in the first half of August. It is expected that dry bean yields could reach from 0.7 to 1.0 metric ton per hectare.

The new production and harvested area estimates for the previous marketing year, 2013/14, were revised slightly downward and upward, respec-

tively. This change reflects the most recent data from SAGARPA.

The import estimate for this marketing year has been revised downward based on data from SAGARPA for the first eight months of this calendar year. Mexican dry bean imports are estimated to decline 69,000 metric tons from the previous year, a 52 percent decline. Similarly, the dry bean export estimate has been revised downward from FAS' previous estimate to 70,000 metric tons. This is still more than double Mexico's dry bean exports in the last marketing year.

The ending stocks estimate for MY 2014/15 has been decreased slightly to 308,000 tons because of lower than expected domestic production. Also, for MY 2013/14, ending stocks have been revised downward to 361,000 tons, due to lower than previously expected production.

# Reverse Trade Mission Visits Northharvest

The US Dry Bean Council hosted 19 people from eight different countries on a reverse trade mission to US dry bean growing areas in September. USDBC representative Randy Duckworth thinks it's probably been 20 years since they've had this big of a trade mission.

The mission included people from Australia, Japan, France, the Netherlands, Spain, Switzerland, Turkey and Mexico. Half of the group began their US trip in Nebraska, went to Michigan and finished in North Dakota.



*Bean buyers from eight different countries visit the Northern Crops Institute in Fargo in September.*



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The group from Japan started in North Dakota and then went to Nebraska and California.

The foreign bean buyers stopped in some dry bean fields near Buxton, North Dakota and visited Central Valley Bean Cooperative, before hearing presentations at the Northern Crops Institute in Fargo.

At NCI, participants heard about using pulse flour for various food uses. Duckworth says that is a growing trend. "You're seeing more pulse products out in the marketplace, particularly gluten-free products right now are popular. But there are a lot of applications that have great potential,

like using bean flour to improve breads and snack foods."

US Dry Bean Council President Bill Thoreson says the use of pulse flour is a growing trend worldwide, and the United States is probably lagging behind. "The European countries and the Southeast Asian countries are leading the charge as far as new product development, new ways to use dry beans," says Thoreson.

Interest among those on the trip varied, depending on what kind of beans they were interested in. "The Japanese, for example, are interested in the baby limas, Great Northerns, and dark red kidneys,"

said Duckworth. "The group from Mexico is interested in pinto and black beans. Europeans are interested primarily in Great Northerns and dark red kidney beans."

Jeff McNeill, USDBC representative in Japan, says dry beans in Japan are used in a very traditional format, for confections. "They're often used to make a bean paste which goes into a variety of different products, including ice cream and teas. A lot go into confections-Japanese candy, cakes, and some products go into the bakery sector."

McNeill says one of the key things he's trying to promote in Japan for US dry beans is new

ways to use the products, and looking at different ways around the world that dry beans are used. "If we can take some of those examples and bring them into the Japanese market, maybe that will help lead to new, innovative ways for using more US dry beans."

Duckworth thinks the perception of the foreign buyers is that there are a lot of beans out there because almost all the world's dry bean crops were good this year-there were no disasters. "So, I think we're going to have some significant inventories, but the quality is also looking good," says Duckworth.



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# USDA Estimates 17 Percent Bigger Dry Bean Crop in 2014

USDA forecasts 2014 production of dry edible beans at 28.7 million cwt, up 17 percent from 2013. Planted area is estimated at 1.715 million acres, up 26 percent from 2013. Harvested area is forecast at 1.66 million acres, also 26 percent above the previous year. The average United States yield is forecast at 1,725 pounds per acre, a decrease of 142 pounds from last year's yield.

Compared to USDA's previous estimate in October, the crop is about one percent smaller, and is 10 percent below the 2012 crop—a decline of approximately 3.2 million bags.

North Dakota's dry bean crop estimate is put at 8.795 million cwt,

down two percent from October, but 24 percent more than the previous year. Harvested acres are down 5,000 from October, but 43 percent above the previous year. The average yield in North Dakota is pegged at 1,430 pounds per acre, down 20 pounds from October and 220 below the previous year.

Minnesota's crop production jumped 27 percent from October to December, as USDA boosted the average yield from 1,400 pounds to 1,720. Harvested acres are up 5,000 acres. Minnesota's crop is nine percent bigger than the 2013 crop, due to 28,000 more harvested acres. The average yield is 230 pounds per acre

below the previous year.

By class, USDA estimates the pinto bean crop at 9.884 million cwt, up 16 percent (1.4 million cwt) from the previous year. US navy bean production, at 4.156 million cwt, is 22 percent above the previous year. The black bean crop is 48 percent bigger than 2013, totaling 3.76 million cwt.

Other classes:	2013	2014
	1,000 cwt	
Great Northern	1,515	2,380
Lt Red Kidney	845	1,182
Dk Red Kidney	838	1,076
Pink	476	442
Small Red	548	717
Cranberry	53	75
Garbanzo	3,559	2,831

DRY EDIBLE BEAN AREA PLANTED AND HARVESTED, YIELD, AND PRODUCTION - STATES AND UNITED STATES: 2013 AND FORECASTED DECEMBER 1, 2014. ('CLEAN BASIS)

State	Area Planted		Area Harvested		Yield Per Acre <sup>1</sup>		Production <sup>1</sup>	
	2013	2014	2013	2014	2013	2014	2013	2014
	1,000 Acres		1,000 Acres		Pounds		1,000 Cwt	
Arizona	10.0	9.9	10.0	9.9	1,680	1,710	168	169
California	50.0	48.0	49.5	47.5	2,320	2,090	1,150	995
Colorado	39.0	46.0	36.0	45.0	1,500	2,000	540	900
Idaho	125.0	140.0	124.0	139.0	1,900	1,770	2,356	2,460
Kansas	5.0	7.5	4.8	6.9	1,790	1,710	86	118
Michigan	175.0	234.0	172.0	228.6	1,900	1,930	3,270	4,408
Minnesota	125.0	155.0	120.0	148.0	1,950	1,720	2,340	2,547
Montana	24.0	36.0	23.6	35.4	1,920	1,590	453	563
Nebraska	130.0	165.0	117.0	152.0	2,350	2,500	2,750	3,800
New Mexico	10.0	9.8	9.5	9.7	2,040	2,200	194	213
New York	9.0	8.0	8.8	7.7	1,820	1,490	160	115
North Dakota	440.0	630.0	430.0	615.0	1,650	1,430	7,095	8,795
Oregon	8.3	9.5	8.2	9.5	2,260	2,260	185	215
South Dakota	12.0	14.0	11.5	12.9	2,000	1,500	230	194
Texas	33.0	23.0	30.0	21.0	1,220	1,100	366	231
Washington	120.0	130.0	119.0	129.0	1,820	1,580	2,165	2,038
Wisconsin	5.4	7.9	5.4	7.9	1,810	2,480	98	196
Wyoming	39.0	42.0	37.0	37.6	2,620	1,940	970	728
<b>United States</b>	<b>1,359.7</b>	<b>1,715.6</b>	<b>1,316.3</b>	<b>1,662.6</b>	<b>1,867</b>	<b>1,725</b>	<b>24,576</b>	<b>28,685</b>

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# Northarvest Home Economist Retires

After more than 27 years promoting the health and nutrition of Northarvest dry beans, Lynne Bigwood has hung up her “Bean Appetit” apron. Bigwood had helped the Northarvest Bean Growers Association, serving baked beans for the Bismarck Downtowners Fall Fest, before being hired as Northarvest’s home economist.

The Terry, Montana native taught home economics and business two years in the mid-1960s, before moving to Bismarck. She then did secretarial and interior design work for Conlin’s in Bismarck for over seven years. After working as a substitute teacher in an effort to return to full-time teaching, Bigwood went to work for Northarvest.

Much of Bigwood’s work has been to spread the message about Northarvest dry beans at conferences. “I’ve gone to conferences to find the people who can spread the message so much further—like Extension, teachers, and Women, Infant and Children (WIC) staff. Then they take my material with them to teach their clients or



*Northarvest home economist Lynne Bigwood says the magical fruit poster has been one of the most clever things Northarvest has done.*

students,” said Bigwood. “The first thing I went to was the National Restaurant Association Show in Chicago. I went in with 1,000 copies and I think they were gone the first day. I spent the whole day making piles of recipe cards and handed them out.”

The once enormous National Restaurant Association Show eventually changed to more of an emphasis on equipment, rather than food

and cooking. Bigwood also noticed that large food distributors, such as Sysco, now have their own food shows.

In about 1991, Bigwood began writing the recipe column in what was then a newspaper format of the Northarvest Bean Grower magazine. She thinks she’s probably done 80 to 100 recipes since then. One of her early recipes is still one of the favorites. “In November of 1991, I

did apple bean bake, a simple recipe that came out of the national bean growers’ contest. It’s just apples and cinnamon and canned baked beans. It’s kid-proof.”

Northarvest, and Bigwood, have published a bean cookbook, which was the result of an invitation by North Dakota WIC. “I think it had 90 pages when it started,” says Bigwood, “and now it has 190.” Bigwood says she gets her recipe ideas from everywhere. She tries them out and alters them.

Asked about the most influence of her current work, Bigwood says a home economist has to be a lot of places. “I don’t think there’s one influence that can do it. I think the (Northarvest) promotion committee and Tim (Courneya) have been right about looking at the people who are influencers. You make sure the people that are teaching WIC recipients have our materials. Extension educates food stamp (SNAP) recipients,” says Bigwood.

Bigwood has also helped produce and distribute several brochures, posters, videos

*Continued on Next Page*

and teaching kits. She has also written bean cookery curriculums and mailed them out to every home economics teacher in North Dakota and Minnesota. She's also been part of Living Ag Classrooms in Bismarck, Minot, Fargo and Lisbon, which are attended by as many as 5,000 4th graders each year. In an hour-and-a-half, students hear five or six-minute messages about agriculture and then go home with teaching materials.

One of the best posters Northarvest ever published was a simple portrait of all the various beans grown in this region. It's so effective, Bigwood uses it instead of bringing real beans to show elementary students. She pastes the poster on tables while students play the "Bean Crazy" game she developed. Hillsboro, North Dakota dry bean grower Mike Beltz came up with that catchy name.

"The most popular brochure we've ever done is the black bean fiesta, which is now on the inside of my business card. It has lasted between 15 and 20 years, and that's unreal," says Bigwood, who says all of the things she's done have been a cooperative effort. "I've worked with graphic

designers and print shops."

One of the most clever things Northarvest has ever had done, according to Bigwood, are the

"Magical Fruit" posters. The laughable lines, like "Live To Be An Old Fart", were used in a nationwide promotion in 2004.



One of the educational pieces given to teachers explains the nine different classes of dry beans grown in Northarvest. A favorite



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of students has been the “Let’s All Do the Bean Bop” which includes music and movement with an educational nutritional message.


Bigwood is particularly pleased that the “Dry Beans From the Heart” video, about dry bean production in Northarvest, has been updated and put on YouTube. The “Bean Appetit” video features chefs talking about how beans are used in their restaurants.

Bigwood gives the Northarvest leadership credit for its promotional vision, and for working with organizations like the Culinary


Institute of America and Communique. She thinks it’s still important to talk to those educators because they reach so many people. It’s also critical to have a web presence, says Bigwood. “So, if they type in dry beans, you’ll pop up.”

Bigwood thinks recipes need to be simple enough for the normal person. “It has to be quicker. People probably don’t want to spend more than a half an hour preparing their meal.”

Current trends toward organic, vegetarian and gluten-free diets seem to fit right into the promotion of dry beans.





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# Bean Briefs

## FMD, MAP FUNDS AWARDED

USDA's Foreign Agricultural Service has awarded funding to more than 60 US farm organizations to help expand commercial export markets for American products. Through the Market Access Program, FAS will provide \$173.2 million to 62 nonprofit organizations and cooperatives. Under the Foreign Market Development program, FAS will allocate \$26.7 million to 22 trade organizations that represent US agricultural producers. The MAP funding is up fractionally from Fiscal Year 2014, while the FMD funding represents an 8 percent increase over FY14. The US Dry Bean Council was awarded nearly \$871,000 in MAP funding, and \$119,000 through the FMD program.

## BIGGER CANADIAN CROP

According to Statistics Canada's survey conducted from October 22 to November 13, Canada's dry bean production is estimated at 273,200 metric tons, up 33 percent from the 205,900 ton crop in 2013. The estimate is five percent below Statscan's previous estimate. Production of colored beans is put at 195,400 MT, 21.5 percent more than a year ago. Canada's white bean crop is estimated at 77,700 MT, 71 percent above last year.

Manitoba's dry bean crop is estimated at 82,700 MT, up 11 percent from 2013, despite a 14 percent decline in colored bean production. Ontario grew 50 percent more dry beans this year

than in 2013; white beans were up 31 percent and the colored bean crop was up 72 percent. Dry bean production in Alberta totaled 66,000 MT, 37 percent more than last year.

## N.D. BEAN STOCKS DOWN

According to the semi-annual report from the Upper Great Plains Transportation Institute, North Dakota's 40 licensed dry bean warehouses had 1.99 million hundredweight of pinto beans in storage as of July 31, 2014, down 11 percent from the 2.2 million cwt the previous year. The pinto stocks are 60 percent less than the 5 million cwt on hand at the end of 2013. Navy bean stocks on hand July 31 totaled nearly 452,000 cwt, 49 percent less than July 31, 2013, and 63 percent less than the December 31, 2013 stocks. Black bean stocks saw the biggest percentage decline from a year ago, with stocks on hand of almost 335,000 cwt, 64 percent less than the July 2013 stocks on hand of almost 933,000 cwt.

## ND, PORT OF VANCOUVER AGREEMENT

North Dakota Agriculture Commissioner Doug Goehring says the first railcars filled with North Dakota commodities made their way to the west coast under a new agreement between North Dakota and the Port of Vancouver USA. AGT Food and Ingredients loaded a test shipment of 60 totes of Pride of Dakota split green peas at North

Dakota Port Services in Minot, and arrived in the Washington state port in early November. Goehring and Port of Vancouver CEO Todd Coleman signed a memorandum of agreement in August, uniting the state and the port in a collaborative rail service program. Goehring says the agreement provides more marketing opportunities for identity-preserved and specialty crop products, such as food grade soybeans, peas, lentils, dry beans and other commodities to be transloaded and containerized. Coleman says the port's responsibilities include designating load centers, managing boxcars, coordinating with BNSF Railway and providing monthly service reports.

## NEW EXPORT PROGRAM

North Dakota Agriculture Commissioner Doug Goehring has unveiled a new export enhancement program that helps North Dakota exporters of agricultural commodities increase sales while minimizing their risk. The Ag Commodity Export Enhancement Program authorizes the Bank of North Dakota to work with the Export-Import Bank to provide insurance coverage of not less than 90 percent on bulk commodity sales as well as processed ag product transactions. Exporters who want to use the program should first contact their lender, who will in turn contact the Bank of North Dakota for information and a preliminary quote.

## DAKOTA DAVE DIES

Funeral services were held October 25 in Grand Forks, N.D. for 53-year-old David Allen Polreis of Thompson, N.D. Polreis worked for a number of years in dry bean plants and wrote a weekly newsletter, the Dakota Dry Bean Report. In 1998, he started his own business, Dakota Dry Bean in Grand Forks. He served as an advisor to Dakota Dry Bean up until his death.

## LEGUMEX WALKER ALLIANCE

Legumex Walker Inc. has entered into a long-term strategic alliance with The Scoular Company. Scoular will procure all canola seed for processing at

Legumex Walker's Pacific Coast Canola subsidiary and will market all of the canola meal and oil produced by PCC. Scoular will also invest \$16.5 million Canadian in a Legumex Walker convertible debenture that is expected to help link Scoular's marketing and transportation networks to Legumex Walker's specialty crops business. Legumex Walker is a processor and merchandiser of special crops, pulses and canola products.

## IDAHO SETS SIGHTS ON COSTA RICA

Capital Press reports the Idaho Bean Commission will use an \$18,000 Specialty Crop Block

Grant to try to help the state's dry bean industry make inroads into Costa Rica. IBC member Don Tolmie, production manager for Treasure Valley Seed Company, said the Costa Rica project probably has as much potential to increase exports of Idaho dry bean seed as anything they've ever attempted. The block grant will allow the Idaho Bean Commission to take preferred local varieties in Costa Rica that face substantial disease pressure and grow them in a disease-free environment. After that seed is certified, it will be grown in trial plots in Costa Rica so growers can see first-hand the benefits of using certified Idaho seed.



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**ERIC HYLDEN**  
Park River, ND

**Family history on the farm?**  
**How did you get into farming?**

I have a small farm southwest of Park River, ND, near the land my great-grandfather homesteaded in 1881. I grew up on the farm and went to NDSU to become an ag teacher but discovered photography at college and pursued a career in journalism. A summer internship at the Grand Forks Herald led to my eventual career in photojournalism and

I've been at the Herald since 1986.

I've always loved covering agriculture at the Herald and my cousin, Ken, suggested to me in 2007 that I should consider farming as a sideline. It was a great suggestion and I've been fortunate to work with my dad, Mike, who's 91 and still able to do most of my tillage and also does some combining. Dad's also good with a camera and sends me photos

of the crop progress.

**How long have you been farming?** Since 2009

**How long have you raised dry beans?** Six years

**What classes of beans do you grow and why?** I grow pinto beans because they are a good fit for our land and great for the rotation. Plus my dad's been a fan of pinto beans since the 1970's.

**What has been your favorite piece of farm equipment?** My old Case 2470

**If you could add any new equipment, what would it be?**  
A really good rock picker

*Continued on Next Page*



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**HANS KANDEL**  
NDSU Extension agronomist

**How long have you been at NDSU?** I started with the Minnesota Extension Service in July 1995 and moved to the North Dakota Extension Service in July 2007.

**Where is your hometown?** I was born in the Netherlands and lived most of my life in the center of the country near the town on Utrecht. During my college days I moved to the eastern part of the country near the college town of Deventer.

**Compare agriculture in the Netherlands to here in the Northern US Plains.** A large part of the Netherlands is below

sea-level. Dikes were made and windmills pumped the water out of the diked areas called 'polders.' After reclaiming the salt areas through rainwater movement through the soil and a sequence of crops, the clay soil was transformed into highly productive agricultural land. Farmers grow winter wheat, barley, potatoes, sugarbeets, and a variety of other crops. The Red River Valley is not the bottom of the sea but it is the bottom of Lake Agassiz. The landscape is very flat and some of the major crops grown in North Dakota and northwestern Minnesota are similar to the

crops grown in the Netherlands.

**What are the best parts of your job?** The best part of my job is interacting with a broad audience of producers, agricultural professionals, students and the general public. I enjoy teaching about the science of crop production and provide up-to-date and research-based information.

**What is the biggest production issue facing dry bean growers?** The biggest production issues for dry bean production are the unpredictable weather conditions which may cause drown out areas in fields, and may cause environmental conditions favorable for outbreaks of white mold or rust. To a certain extent, producers can manage excess water by proper surface and sub-surface drainage and use fungicides as a tool to manage the diseases.

**What hobbies do you have?** I enjoy the outdoors and in particular, hiking, biking, and cross country skiing. Since my youth I have played soccer and I love to watch a good game. During the colder period of the year I enjoy reading books about science, business, and history.

**What's the one thing you want to accomplish yet? Bucket list?** One thing on my bucket list is to visit Italy. Places like Rome, Venice, and Florence are rich in history and architecture. I am hoping it will be possible to take some vacation time in 2015 and visit Italy.

## ERIC HYLDEN ... from page 45

**What's the one piece of equipment you wouldn't want to be without?** My camera.

**Do you have any hobbies?** Going to sporting events at Sacred Heart Catholic School in East Grand Forks with my wife, Jackie Lorentz, to watch our daughter, Erin, play volleyball, basketball and softball.

**If you could win a vacation anywhere, where would you want to go?** Italy

**What's the best part of your job?** Every day is different and I have been able to photograph some amazing events and people.

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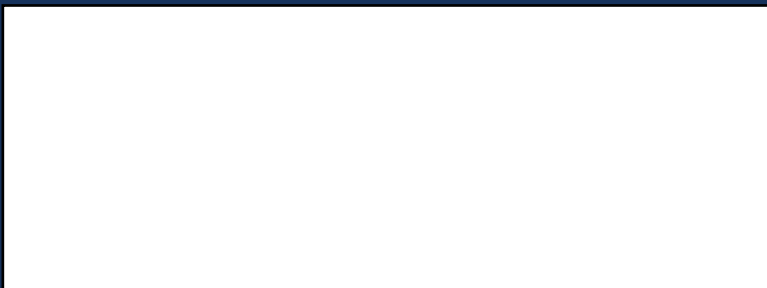
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