

NORTHARVEST BEAN GROWER

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Nov-Dec. 2000

Lawrence Burianek
Grafton, ND



Praise for
Northarvest
promotion

Mexico
crop tour

Brazilian
bean trends

2000 Markets:

Fundamentals improve,
but will prices rise?

Bean Day:

Jan. 25-26, Fargo Holiday Inn

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TALKING BEANS : Beans may help fight cancer and heart disease, says a USDA researcher who found antioxidants in bean seed coats; Farmers Finest holds a grand re-opening; *AgriMarketing* features a Northharvest promotion project; and USDA economists shed light on “who eats beans?” *Pages 4, 5 & 7.*



MARKET ANALYSIS: Supply and demand fundamentals improve for most dry bean classes but several factors appear to be holding down prices. *Pages 8-12.*

LYNNE'S RECIPES: Kids submitted these winning recipes. *Page 17.*

MEXICO'S CROP: A National Dry Bean Council trade team toured three Mexican bean producing states recently. *Page 18.*

On the cover
Making the last
round against the
setting sun is a fit-
ting way to end
another growing
season. This picture
of Lawrence
Burianek Grafton,
N.D., was snapped
several years ago as
he knifed dry beans.

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Talkin Beans

News
From Around
The Industry

which were particularly strong antioxidants. He also found a link between one of the flavonoids, a color gene, and resistance to bean mosaic disease. This is the first time such a link

and added a high-speed unloading system to minimize delays during peak delivery periods.

Farmers Finest employs 12 full-time people as many as 20 employees on a seasonal basis.

John O'Brien, manager, food product department, W.G. Thompson & Sons, says the addition of the Farmers Finest plant allows the company to significantly increase its processing volume. "Equally important, the Min Dak

TALKING BEANS continued on pg 7

BEANS COULD HELP FIGHT CANCER, HEART DISEASE

Dry beans may contain agents that fight cancer and heart disease.

Goerge Hosfield, an USDA Agriculture Research Service food quality geneticist and planter breeder at Michigan State University, discovered antioxidant potential in certain flavonoids found in the bean coat. Flavonoids are the colored pigments that may be the protective factor in other cancer fighting foods such as vegetables, red wine, fruits and berries.

Hosfield made the discovery while studying bean color. He found eight flavonoids in the bean coat, six of

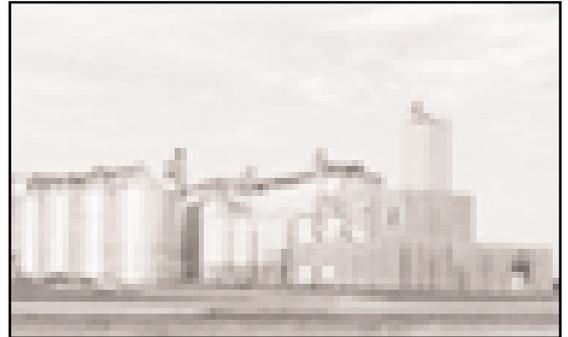
and has been made.

FARMERS FINEST HOLDS GRAND RE-OPENING

Farmers Finest Bean Company, East Grand Forks, Minn., held a grand re-opening in August.

W.G. Thompson and Co. rebuilt the facility following a September 1999 fire.

The project included major up-grades and expansion. The company increased storage capacity to more than 1 million bushels



Farmers Finest Bean Company's new facilities include more than 1-million bushels of storage and a high-speed unloading system

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Bean Day

Jan. 25-26, 2001
 Fargo Holiday Inn
 Details in the next magazine

Growers Association's "Use Your Bean" Recipe Contest for North Dakota and Minnesota elementary school children
 The page story

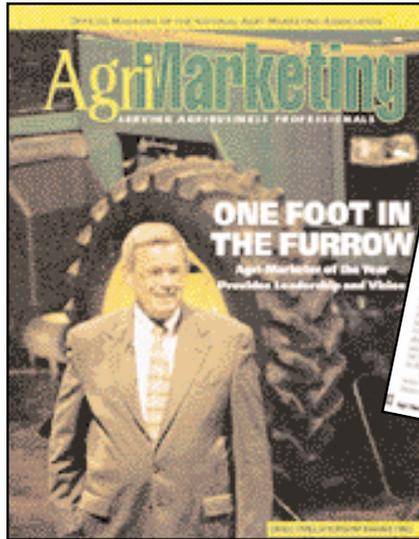
explained why Northarvest members chose a recipe contest with kids to increase awareness of beans and how the organization conducted and publicized the contest.

location provides another geographic region to source beans for Thompson's world-wide markets," he says.

"With Farmers Finest in operation we can provide our buyers a greater assurance of supply in the event of harvest shortfalls in one or more of our other important production areas," O'Brien says. Thompson's is a major buyers and processor of edible beans in southwestern Ontario and Manitoba.

MARKETING MAGAZINE FEATURES NORTHARVEST PROMOTION

AgriMarketing, a leading marketing magazine for U.S. agribusiness, recently featured the Northarvest Bean



AgriMarketing's cover and page on Northarvest's recipe contest.

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Talkin Beans

News
From Around
The Industry

WHO EATS YOUR DRY BEANS?

Gary Lucier, Biing-Hwan Ling, Jane Allhouse and Linda Scott Kantor, USDA agriculture economists, recently published a report on dry bean consumption in the U.S.

Here is a summary of what they said about the subject:

*Lima beans are mostly used in the home. Refried pinto beans are mostly used in restaurants.

* Cooked dry bean consumption concentrates in the southern and western states, accounting for 39% and 38% of all bean consumption, respectively.

* People of Hispanic heritage represent 11% of the U.S. population and account for 33% of cooked beans.

* Cooked by dry consumption varies by age and gender. Men consume more beans than women. As children grow, they tend to frequent fast food restaurants and develop a taste for Mexican systel foods and hence consume more beans.

Grandpa's Favorite Chili

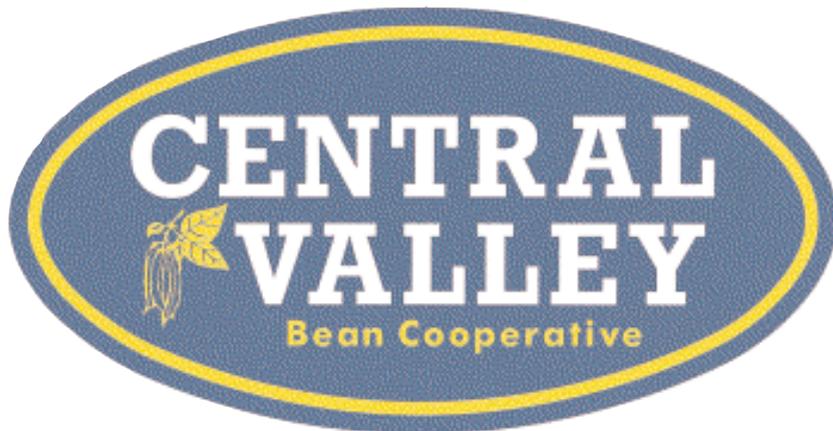
Submitted by Sherwood Forest Elementary, Northfolk, VA -- Yield: 50 1 cup main dish servings

Ingredients

5 lbs lean ground beef or ground turkey
#10 cans black beans, rinsed drained
#10 can pinto beans
#10 can stewed tomatoes
1 1/2 quarts whole kernel corn
1 lb. onion finely chopped
8 ounces Taco seasoning
1 package Ranch salad dressing mix
8 ounces taco seasoning
Salt and pepper to taste
3 cups reduced fat or regular sour cream
3 lbs Tortilla chips

Method

1) Brown ground beef in large saute pan; drain well.
2) Combine ground beef and remaining ingredients, except sour cream and tortilla chips, in stockpot; heat to boiling. Reduce heat and simmer, covered 15-20 minutes. Season to taste with salt and pepper.
3) Top each bowl of soup with 1 Tablespoon sour cream and serve with 1 ounce tortilla chips.



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Crop report suggests improved fundamentals

By Brian Clancy
STAT market analyst

Reductions in estimated dry edible yields in individual states and this year's general reduction in dry edible bean production levels in the United States are having a dramatic impact on supply fundamentals for several classes in the coming season.

With the exception of blackeye cowpeas, implied reductions in the size of the harvest for individual varieties compared to the August numbers are not large enough to have a bullish impact on markets; but many of the changes suggest the United States could face tight stocks of several classes by the time seeding the 2001 crop begins.

It looks like there will be enough pinto, navy, black, Great Northern and lima beans to meet market needs during the 2000-01 marketing year, but it will be hard to impossible to maintain average usage rates for pink, small red, small white, blackeye cowpea, and dark red kidney beans. Cranberry and light red kidney beans fall in the middle of the picture with average supplies available to markets.

With those products, usage rates should be up somewhere between the recent five-year average and their normal proportion of available supply. Sales need to slip below last year's levels, suggesting prices have no choice but to move up to ration demand as well as attract grower interest before 2001 seeding decisions are finalized in order to prevent a tighter supply condition during the 2001-02 marketing year.

It should be noted the USDA did not

release production estimates for individual classes of beans grown in the United States. Production estimates by class were developed by STAT Market Research, based on current and historic USDA data.

BLACKEYE COWPEAS

The most important change in state level data occurred in Texas, because this has a material impact on crop prospects for blackeye cowpeas. The crop's potential was hurt by a projected increase in the amount of land which is being abandoned by growers and a sharp drop in projected yields.

For the state, the USDA lowered its harvested area estimate from 17,400 acres to 16,200 and brought yields in line with trade expectations of a 950 pound average for Texas. It was looking for 1,300 pounds per harvested acre. The changes forced STAT Market Research to lower its projected blackeye cowpea harvest 7.5% from 20,310 MT in August to 18,778 MT.

STAT Market Research has been tracking production levels for individual dry edible bean classes since 1988 and this is the smallest blackeye crop of the last 13 years and less than half the recent 10-year average crop size of 38,129 MT. The previous low was 25,719 MT in 1996.

The problem facing markets is carryover stocks from last year were

unusually high at 18,311 MT, according to numbers compiled by the U.S. National Dry Bean Council. The net result is opening season stocks are now estimated at around 37,089 MT, more than 10,000 MT below the recent five-year average stock level for the United States and 4,466 MT above the recent low of 32,623 MT recorded at the start of the 1996-97 marketing campaign.

At this time in 1996, regular quality blackeye cowpeas were trading for U.S. \$34.50 cwt for machine dressed merchandise delivered to the dock in California, versus around \$26 cwt today. During the 1996-97 campaign, markets did not advance much beyond levels established during September and October. In fact, they started to weaken in February of 1997 in response to easier demand and expectations of a solid increase in seeded area from 32,200 acres in 1996 to 42,000.

PINTOS

Projected output levels for pinto and Great Northern beans moved the opposite direction to those for other classes, with the latest crop report suggesting this year's Great Northern bean harvest will be 4,000 MT bigger than expected while adding just over 3,000 MT to the expected pinto bean harvest.

Some market participants question this result, thinking the USDA may lower average yields in North Dakota from the current 1,330 pounds to 1,280 pounds per harvested acre. Such a change would have a direct impact on anticipated ending stocks for this class of bean, which already stand a chance of falling to just 25 days supply by the end of the current marketing campaign.

From a fundamental perspective, the numbers for the coming year point to higher prices. ...

...Unfortunately, slow export demand, concentrated ownership of fundamental processing, and widespread vertical integration has materially reduced the number of companies trying to buy beans from growers and regional processors. ...

Market Analysis

The risk of stocks reaching such a level are high as current sales forecasts for the 2000-01 season call for a 41,000 MT drop, split fairly evenly between export and domestic markets. It should be noted, however, the season is starting with differing opinions on opening bean stocks. STAT Market Research believes the carryover from the 1999-00 marketing campaign was 118,951 MT, while processors attending the U.S. Bean Convention in early August pegged the number at 149,074 MT.

Expected declines in U.S. domestic pinto bean consumption levels are just part of the ebb and flow of local demand for various classes of beans; while projected declines in export sales are part of a worrying trend.

Pinto bean exports reached their highest level during the 1990-91 season when they soared to 191,726 MT. Two years later they sank to 47,056 MT before climbing back to 151,796 MT during the 1994-95 sales campaign. Following another two year decline, exports jumped back over 122,000 MT during the 1997-98 season. Exports have dropped steadily since, with shipments during the coming season expected to reach just 54,300 MT.

The numbers show a clear pattern of declining world demand for U.S. origin pinto beans over the previous decade, with each peak 20% smaller than the

previous. If the mathematics of decline remain intact, the next rebound would only reach 97,600 MT and should occur sometime in the coming two or three years.

From a fundamental perspective, the numbers for the coming year point to higher prices. Processors in Idaho

The net result is reduced market liquidity, which always causes lower average prices. This is not to say prices cannot rise in response to tightening supply — but that the highs will likely be lower.

and Colorado clearly believe in the market fundamentals, bidding more for farmers dressed product than processors in North Dakota are asking for machine dressed pinto beans.

Unfortunately, slow export demand, concentrated ownership of fundamental processing, and widespread vertical integration has materially reduced the number of companies trying to buy beans from growers and regional processors. The net result is reduced market liquidity, which always causes

lower average prices. This is not to say prices cannot rise in response to tightening supply — but that the highs will likely be lower.

BLACK BEANS

Some of the demand lost by pinto bean shippers is being picked up by black beans, which enjoyed upwardly rising demand most of the past decade. Growth reached an impasse the previous two seasons as supply moved well ahead of usage, forcing steep increases in ending stocks in the United States.

Poor demand pushed large numbers of growers away from black beans this year, resulting in a 41% drop in production to 90,869 MT. Unfortunately, ending stocks are at levels which suggest the industry will close the season with over half the crop still sitting on the floor. If it can be called that, the good news is a much larger percentage of the ending stocks will be offgrade beans than was the case this summer. They are more irritating than relevant to demand fundamentals which have the most impact on prices.

Given the current premiums demanded for U.S. origin black beans versus those available from Argentina, U.S. shippers are starting this season absolutely reliant on domestic cus-

MARKET continued on page 10

U.S. Dry Edible Bean Estimates by Variety

(metric tons, acres, pounds per acre)

	1994	1995	1996	1997	1998	1999	2000
Production (metric tons)							
Large Lima	19,459	18,824	17,872	32,568	14,152	19,731	18,292
Baby Lima	27,624	23,133	23,451	40,914	9,253	30,618	26,369
Navy	239,998	331,988	271,432	250,567	176,313	330,763	221,580
Great Northern	74,617	98,703	101,560	102,105	98,567	112,084	112,158
Small White	7,439	7,394	5,126	8,301	2,722	5,080	3,019
Pinto	577,928	514,787	549,896	495,328	658,215	491,654	421,401
L. Red Kidney	61,100	59,693	47,129	73,392	51,438	62,551	60,400
D. Red Kidney	66,271	41,958	48,716	44,997	38,193	47,356	40,975
Pink	36,968	29,575	23,950	31,706	41,686	37,059	12,896
Small Red	35,063	33,793	18,371	40,461	29,937	40,824	16,579
Cranberry	19,006	26,082	22,816	29,937	17,327	26,218	22,790
Black	66,316	104,554	61,236	96,253	161,662	152,953	90,869
Blackeye	38,193	49,487	25,719	36,605	29,620	60,192	18,778
Garbanzo	14,878	21,455	22,861	17,781	18,960	33,566	52,891
Other	31,843	36,197	25,946	31,298	31,706	56,654	42,341
Total	1,316,701	1,397,823	1,266,080	1,332,214	1,379,751	1,507,303	1,161,338

2000 forecasts by STAT Market Research based on USDA seeded area and state yield data.

Market Analysis

MARKETS continued from page 9

tomers and Mexico. Reinforcing this notion is the fact Mexico accounted for at least 85% of all black bean exports during the 1999-00 marketing campaign, up from 64% of the previous year's exports and up from 75% of the 1997-98 clearances. Domestic markets consistently account for at least half of demand, making it the primary engine of growth in production.

GREAT NORTHERNS

In the case of Great Northern beans, it looks like all the increase in production will be added to end of season closing stocks. Even so, the number remains under 22,000 MT, a manageable level and one which does not leave much room to manoeuvre in a year which will see a large increase in weather damaged white beans from Argentina, Canada and Michigan.

The season opened with considerable optimism about Great Northern

bean demand from the Middle East, but the latest events in the region are generating anxiety about sales prospects for U.S. origin beans in the region. However, regional import demand is strong and the political problems may be matched by a practical solution, with Turkish exporters buying more Great Northern beans for re-export.

Their ability to pursue such a strategy was helped the decision by Turkey's Agriculture Department to more freely issue "Certificates of

Control" for pulses destined to the country. It had stopped doing so last month, sparking a crisis for pulse exporters, especially those in Canada and Argentina. Though seen as a victory for diplomats, some industry participants say the solution just involves money.

NAVIES

Confidence about improved sales prospects are helped by the fact navy bean production in the United States is down nearly as much as the gain in Great Northerns. More importantly, some market participants believe that not only might the USDA end up lowering average yields for Michigan from the 1,650 pounds per harvested acre, but the amount abandoned land might increase from the current level of 25,000 out of 320,000 seeded acres. The state's bean harvest entered its final stages this week. But with 4% of the crop still not fully mature, the risk

Season endings stocks (of navies) will be down over 40,000 MT by the close of the 2000-01 marketing campaign, but at a projected 63,547 MT they represent three months of supply. ...



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Market Analysis

of further yield losses and abandonment remains.

Just looking at the gross supply and demand numbers for navy beans it is hard to see how the situation just described can have much impact on the outlook for that variety or Great Northern beans. Season endings stocks will be down over 40,000 MT by the close of the 2000-01 marketing campaign, but at a projected 63,547 MT they represent three months of supply.

However, the bulk of the ending stocks are expected to be offgrade merchandise, suitable only for shipment to markets where quality is not nearly as important a factor as price. This is not unlike the situation facing many Canadian shippers. After enjoying a quality advantage last year, they are back in the generic trenches.

Markets are clearly focussed on visible demand and this season's opening stocks. While Great Northern bean values have gained nearly 2% in value

However, the bulk of the ending stocks are expected to be offgrade merchandise, suitable only for shipment to markets where quality is not nearly as important a factor as price...

since the start of the marketing year, pea beans are down nearly 6%. At these levels it is hard to make a case for expanded seedings of pea beans in 2001.

More importantly, a 10,000 acre reduction in navy bean seedings in Michigan to 110,000 acres next spring, without an offsetting response elsewhere in the United States, would see ending stocks drop by at least half during the 2001-02 marketing campaign to around 32,000 MT. Faced with a high

pick carry-in, processors could find themselves short of high quality beans 18 months hence.

PINKS, SMALL REDS

Two other classes of beans with vastly improved market fundamentals are pinks and small reds. Production for both classes are at their lowest levels of the last 13 years.

Pink beans plunged to roughly a third of both last year's harvest and the previous 10-year average crop result of 35,594 MT. Unfortunately, processors believe markets are struggling with a massive 18,678 MT carry-in from the 1999-00 marketing year. This suggests available stocks are 31,574 MT, their lowest level since 1996 and well below the five-year average of 39,610 MT.

Interestingly, this class of bean enjoyed its best export season during the 1999-00 marketing campaign, with 6,941 MT shipped between September

MARKETS continued on page 12

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Market Analysis

MARKETS continued from page 11

1, 1999 and the end of July. Pink bean export trade data is being questioned because the biggest destination was Angola. It seems likely those were actually pinto beans.

Judging from last season's inferred disappearance, this observation makes sense. Usage dropped from nearly 38,000 MT during the 1998-99 marketing year to just under 27,000 MT.

Reaching last year's level of pink bean disappearance would pull stocks to their lowest level of the past half decade, but is not an unreasonable amount of disappearance. By contrast, reaching the annual average disappearance level for pink beans of 31,040 MT is impossible.

Small red beans face the same situation. Maintaining recent average annual disappearance levels of 30,353 MT is impossible unless the harvest soars past the current 16,579 MT forecast. Chances of this happening seem remote. Idaho is the largest producer of small red beans in the United States and yields were reduced 100 pounds per acre in the latest USDA crop report to 1,900 pounds. Michigan is the second largest producer and growers in that state faced a wide range of weather problems, affecting both yield and quality.

Processors believe the 1999-00 marketing year ended with a record high 14,698 MT of small red beans on hand. Assuming that ending stock estimate is correct, it puts total supply at 31,277 MT, roughly 5,400 MT below the crop's recent five-year average stock level and 16,000 MT smaller than last year.

There is no question sales cannot be sustained at last season's level. However, there is room for sales to rise above their historic proportion of supply, which for the coming season totals 25,901 MT, perhaps ending up around 28,000 MT. This should draw down stocks and encourage a rebound in

seeded area as prices for the best qualities of small red beans advance to limit sales.

KIDNEYS

A tightening supply outlook for dark red kidney beans is already being factored into markets. Market thinking has also been influenced by the unexpected emergence of USDA PL-480 food aid demand for shipment to Russia. Government buyers took 1,310 MT for October and November shipment, after taking 1,690 MT in June and July.

At 40,975 MT, production comes in at the low end of the scale. Adding in the industry's carryover estimate, puts total supply at 45,527 MT, nearly 12,000 MT below the recent average and over 8,000 MT below last season.

Not only does the industry have enough (light red and dark red kidney) product to cover recent average usage levels, those numbers are not far from the proportion of beans normally consumed when supplies are at current levels.

Since 1995, inferred usage has bounced from a low of 27,245 MT in the 1996-97 marketing campaign to a high of 68,804 the following season for an average of 45,393 MT, nearly equal to this year's supply.

Obviously, sales will decline in an effort to prevent shortages developing during the closing months of the 2000-01 season. Proportionate sales are just 36,024 MT. That level of disappearance would leave 9,503 MT of dark red kidney beans on hand at the end of the current season, which is roughly 4,000 MT below the recent average for this class of bean. However, given current food aid demand, it is possible to argue in favor of a stronger sales performance as government buyers absorb offgrade merchandise.

Nearly everything about light red

kidney and cranberry bean numbers are average. Total supplies are starting the season within 1,000 MT of their recent five-year average. Not only does the industry have enough product to cover recent average usage levels, those numbers are not far from the proportion of beans normally consumed when supplies are at current levels. Even current prices are nearly identical to their previous 10-year averages of \$32.20 for cranberry beans and \$32.60 cwt machine dressed California light red kidney beans packed in bags.

The only anomalies facing processors and exporters stem from weather problems in Michigan and New York. A strategically important part of the crop seems to have been affected. It is hard to avoid such a conclusion in a year in which classes of beans staring at fundamental shortages of supply are unable to break out of the general malaise affecting agricultural commodity prices.

It has often been observed commodities such as soybeans set the tone for the entire range of agricultural products. World markets are looking at record soybean and corn production in the United States even after a series of weather catastrophes inspired the USDA to declare vast tracts of U.S. farmland as agriculture disaster areas. At the same time, the fierce strength in the U.S. dollar, which has sucked dry the buying power of international consumers.

Is it surprising that buyers, faced with such massive contradictions about the impact of weather on agricultural North American productivity and dwindling buying power, find it hard to believe in this year's improvement in the underlying fundamentals of North American dry edible beans.-- *Clancy is editor of STAT Publishing. You can find the STAT newsletter at the Web site www.statpub.com.*

Brazil's dry bean market shifts

By Jois Rocha Alaby

The maintenance of unchanged low market price levels around most of Brazil since December 1999 is the result of a surplus of dry beans experienced throughout most of the year in 2000.

Some growers have chosen to grow either corn or soybeans as an attempt to seek better revenues. Most producers however will repeat the planting of dry beans for a lack of options in their small-scale farms. The largest volume supply is still being impacted from the sound crop of 2.93 million metric tons in the 1999/2000 crop, 1.4% higher than the 2.89 million metric tons accomplished in 1998/99, and 34.4% higher than 1997/98 when the national production reached 2.18 million metric tons. The national production average in the last 5 years is set at 2.77 million

metric tons, 5.8% higher than the performance in 1999/2000. The average in the last 10 crop years is set at 2.76 million metric tons. Change in eating habits and the reduction in the power of purchase by consumers in the country are factors that have also contributed for prices to be remain low.

2000/01 First

Official Crop

The Southern State of Parana

In the southern State of Parana, growers have been more attractive to switching to planting corn since market price levels have been higher. To date, for the first official 2000/01 crop, Deral, the state's ag-agency, estimates that 13% of the total expected planted area has been planted with dry beans in the state whereas this time of year last year 25% to 30% had already been planted. The

agency estimates a reduction of 16% in planted area within the state. Cost of production is estimated to range between R\$30 per 60kg bag, or US\$12.74/cwt, and R\$32/60kg, or US\$13.59/cwt. Market prices for dry beans paid to growers have averaged R\$33.78/60kg, or US\$14.34/cwt, for Carioca beans and R\$26.52/60kg, or US\$11.26/cwt.

These current levels have strongly influenced growers to switch away from dry beans and seek an option that will cover cost of production. The weather conditions have been unfavorable towards the planting season. Cold fronts followed by excess rainfalls in the region have pushed back the planting period calendar. The winter (in Brazil, June thru August) has been longer than normal. Some have claimed that this year the spring season will be skipped since winter has been so long.



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World view

The northwestern region of the state will experience an estimated increase of 67% in planted area with dry beans. The region is traditionally known for the growing of coffee. However, since it had been severely hit by consecutive frosts, a good number of coffee farms was damaged, forcing growers to switch to dry beans and peanuts.

The Southern State of Santa Catarina

The Agriculture Federation of the State of Santa Catarina, Faesc, formally requested the Brazilian Ministry of Agriculture to suspend the national auctions of dry beans promoted by Conab, the ag-supplies government agency, under the claim that the practice has damaged the market scenario by making available beans in a marketplace that has currently experienced a surplus. According to Mr. Jose Pedrozo, President of Faesc, considering the carryover of beans from the pre-

vious crop, the consecutive auctions performed by the government in an attempt to reduce costs of the high inventory and the planting season for the first official 2000/01 crop, are factors that contribute to the increase of the risks in supply for the following cycle since less seeds are being made available and growers are not as attracted to planting dry beans. A recent study by Icepar, the ag-research agency in the state, concluded that between 1985 and 1996 over 60,000 producers shifted away from growing dry beans and migrated to corn, soybeans and coffee. Market prices in the state have averaged R\$25 per 60kg bag, or US\$10.62/cwt, insufficient to cover the cost of production this year. The auctions have had a low performance in the marketplace, as well. Of the total volume made available at each auction, an average of only 30% has actually been negotiated. The minimum guaranteed price level set by Conab has been R\$28

per 60kg bag, or US\$11.89/cwt, for Type 1 Cariocas, higher than the current market price average.

The Southern State of Rio Grande do Sul

Planted area is estimated to reduce 14.2% in the southern State of Rio Grande do Sul, responsible for 6.6% of the national dry bean crop harvested during the first official crop period and 3% of the national production during the second official crop phase. A total planted area of 123,817 hectares, or 305,952 acres, in the state is lower than the area of 144,292 hectares, or 356,545 acres, achieved the year before. To date, 68% of the land has been prepared for planting and 37% of the total state area has already been planted, a delay of 4% compared to the last 5-year average this time of year. The percentage in delay may increase in rainfalls in the region persist throughout the month of October. No

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World view

significant losses have been reported in the region to account for any major shift in the course of planting.

Southeastern State of Sao Paulo

In the southeastern State of Sao Paulo, growers have been much more attractive to growing dry beans than in Parana. Market prices have averaged R\$52.50 per 60kg bag, or US\$22.29/cwt. The 26-day period of no rainfalls during the month of August may somewhat interfere in the outcome of the crop. Planted area is estimated to increase 10%. Considering that the planting season for the 2000/01 crop ends October 31, and if weather conditions hold favorable until the end of the planting period, planted area may be revised up an additional 5%. Harvest is estimated to start late November in some state regions and market prices are expected to remain firm until the end of the year within the state. The reason is that stocks in hand are low from the last winter crop (third and last official 1999/2000 crop) and have contributed for higher demand. -- *Jois Rocha Alaby, is the National Dry Bean Council's marketing representative in South America.*

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Bean Recipes From Lynne



Local students use their beans to create contest winning recipes

The first ever Paul Beanyan's "Use Your Bean" Recipe Contest asked Minnesota and North Dakota elementary school children and their parents to create an original, great tasting recipe using beans grown in the two-state region —



Lynne Bigwood

Navy, Kidney, Pinto and Black Beans.

Recipes ranged from chili to casseroles to salads. Manning, Selvage and Lee, Northharvest's public relations firm in Chicago, conducted the contest and released the

publicity. "Beans play a key role on school menus since they bring great taste, nutrition and value to so many kid-favorite foods. And, who better than kids to show us how they would feature beans in meals served at their school," says Mark Myrdal, president

of the Northharvest Bean Growers Association.

The final recipes were taste-tested by a class of fourth grade students. They chose the Mexican-Style Bean Pizza and Chili as the best of the class in Paul Beanyan's "Use Your Bean" Recipe Contest. Courtney Haase, a fifth grade student at Lidgerwood Public School, Lidgerwood, ND, and her family created the pizza recipe. Justin Wilson, a third grade student at Harwood Elementary School, Harwood, ND, and his family originated the chili recipe. As grand prize winners, Courtney and Justin were each awarded \$500 cash, and their school foodservices each won \$500. In addition, Courtney's and Justin's recipes were offered to North Dakota and Minnesota school foodservices through a media release and school foodservice conference exhibits.

The students who taste-tested the recipes didn't use the raw, chopped onion on their chili, but they liked the cheese on both. Both recipes are easy, good tasting, attractive dishes well-suited for school and home menus.

**Bean Day Jan. 25-26,
Fargo Holiday Inn**

Chili

8 servings (about 1 cup each)

- 1 pound lean ground beef
- 1 cup chopped onion
- 1/4 cup chopped celery
- 1/4 cup chopped green bell pepper
- 1 small jalapeno chili pepper, minced
- 1 28-ounce can crushed tomatoes with liquid
- 1 15-ounce can Mexican-style stewed tomatoes
- 1 15.5-ounce can Kidney beans, drained and rinsed
- 1 15.5-ounce can Navy beans, drained and rinsed
- 1/2 4-ounce can chopped green chilies
- 1 Tablespoon chili powder
- 1 teaspoon sugar
- 1 teaspoon garlic powder
- salt and pepper to taste
- Condiments: shredded cheddar cheese, chopped onion

1. Cook ground beef in large saucepan over medium heat until browned, crumbling with a fork; drain excess fat. Add onion, celery, bell pepper and jalapeno chili pepper; cook until tender, 3 to 4 minutes.

2. Stir in remaining ingredients, except salt and pepper and condiments; heat to boiling. Reduce heat and simmer, covered, 20 to 30 minutes. Season to taste with salt and pepper.

3. Spoon soup into bowls; sprinkle with condiments.

This recipe may be simmered in a crockpot for 2 - 8 hours.

Mexican Style Bean Pizza

6 Servings

- 6 flour tortillas (6-inch)
- vegetable cooking spray
- 1 15.5-ounce can Pinto beans
- 1/2 cup chopped onion
- 1 Tablespoon vegetable oil
- 2 Tablespoons sliced ripe olives
- 1 8-ounce can tomato sauce
- 1/2 4-ounce can chopped green chilies, drained
- 1 teaspoon ground cumin
- 1 cup (4-ounces) shredded mozzarella or cheddar cheese
- 3/4 medium green bell pepper, thinly sliced

1. Preheat oven to 375 degrees. Arrange tortillas on cookie sheets; spray tops lightly with cooking spray. Bake until browned and crisp, about 8 minutes. Remove tortillas from oven and raise oven temperature to 425 degrees.

2. Drain and rinse pinto beans. Reserve 1/2 cup beans; coarsely mash remaining beans in medium bowl.

3. Saute onion in oil in medium skillet; mix in mashed beans, olives, tomato sauce, chilies and cumin. Spread mixture on tortillas and sprinkle with cheese. Arrange bell pepper and reserved beans on top of cheese.

4. Bake at 425 degrees about 10 minutes, until hot through. Serve immediately.

(Upper elementary school children could prepare this recipe. Dividing the toppings into six equal portions before spreading them on the tortillas would help make preparation simpler.)

World view

NDBC crop tour team estimates Mexico's 2000 bean crop yield

A National Dry Bean Council team toured parts of Mexico in mid October to assess the development of the region's dry bean crop.

The team -- which included Paul Montgomery, North Central Commodities, Johnstown, N.D. -- checked the dry bean crop in the Mexican states of Zacatecas, Durango and Chihuahua.

The team filed the following summary of their findings.

State	1999	2000	2000	2000 Est	2000 Est.
	Planted HA	Production HA	Planted HA	Production SAGAR	Production NDBC Team
Zacatecas	737,480	217,945	754,253	264,142	220,000
Durango	305,142	86,291	269,123	112,493	94,193
Total	1,042,833	303,236	1,023,376	376,335	314,193

Chihuahua -- 40% planted area, 87% crop is pintos, less than 1% blacks, other classes 12%. Crop condition -- poor. Harvested -- 5%. Normal rainfall IYTD -- 15.3". Rainfall YTD -- 11.7". Growing season rain -- 13". Growing season rain -- 9". Freeze date -- Oct. 15. No freeze, disease or insect loss observed.

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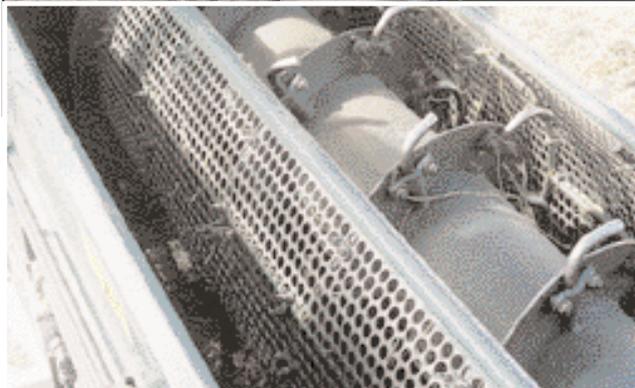


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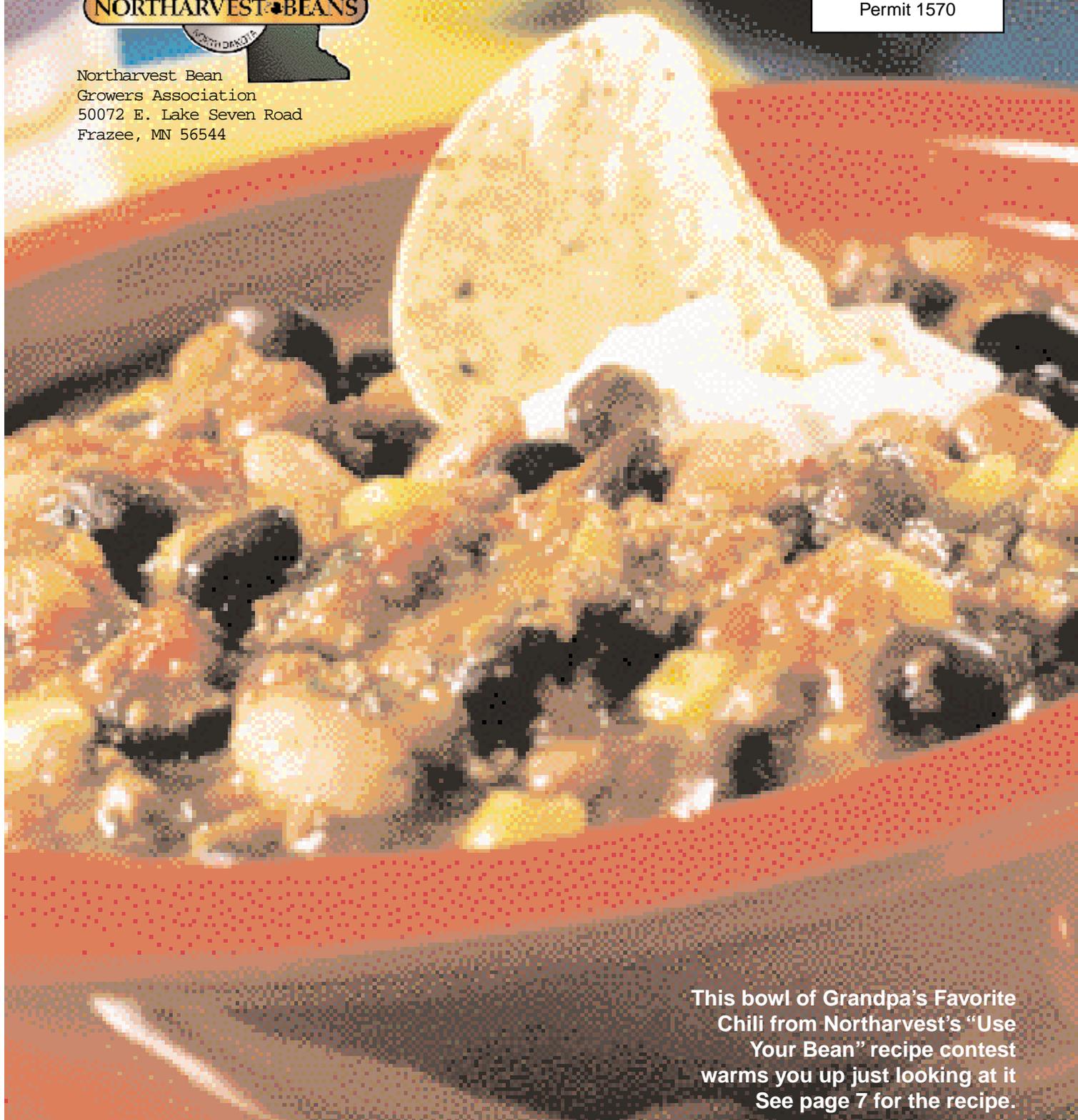
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This bowl of Grandpa's Favorite
Chili from Northharvest's "Use
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See page 7 for the recipe.