

Colorado Bean News

Published by: the Colorado Bean Net

Winter 2000/2001 Sponsored by the Colorado Dry Bean Administrative Committee Volume 13, Issue 1

PUBLIC NOTICE

A public hearing will be held by the Colorado Department of Agriculture to hear and receive testimony regarding a proposed amendment to the Marketing Order Regulating the Handling of Dry Edible Beans Grown in the State of Colorado. The proposed amendment will eliminate the limitation on terms of office for the Colorado Dry Bean Administrative Committee.

Monday, February 12, 2001, 9:00 a.m.

**Adams County Cooperative Extension Office
Adams County Fairgrounds
9755 Henderson Road
Brighton, CO 80601**

Verbal and/or written testimony will be accepted. Written testimony may also be mailed or faxed, prior to February 12, to the Colorado Department of Agriculture, Markets Division, 700 Kipling, #4000, Lakewood, CO 80215. Phone: 303-239-4121, FAX: 303-239-4125.

COLORADO DRY BEAN ADMINISTRATIVE COMMITTEE TO AMEND MARKET ORDER

The Marketing Order for Dry Beans currently requires that board members end their service after two consecutive terms in office. As dry bean production and the numbers of producers continue to decline, it has become more difficult for the Colorado Dry Bean Administrative Committee to retain experienced board members. One option is to eliminate the provision for term limits for board members.

To accomplish this, a public hearing will be held to take testimony regarding a proposed amendment to eliminate the term limit provision in the Colorado Dry Bean Marketing Order. The hearing will be held at 9:00 a.m., Monday, February 12, 2001, at the CSU Cooperative Extension Office at the Adams County Fairgrounds, near Brighton, Colorado. (See the Public Notice posted in this issue of the Colorado Dry Bean News.)

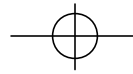
Colorado law requires that to amend a marketing order, the first step is to hold a public hearing open to all interested parties. After the public hearing, a referendum is conducted among producers and handlers of dry edible beans. If the referendum is passed, the Colorado Commissioner of Agriculture amends the order.

If you qualify as a producer or handler of dry edible beans in Colorado, you are eligible to vote on this proposed amendment. If you have questions about the public hearing or the vote itself, please call Helen Davis, Colorado Department of Agriculture, 303-239-4121.

NONPROFIT ORGANIZATION
U.S. POSTAGE PAID
Ft. Collins, CO 80523
Permit No. 19

MAILING LABEL UPDATE
Please send changes to:
E.H.F. Schwartz, CBN Editor
E207 Plant Science Building
Colorado State University
Fort Collins, CO 80523-1177





**Colorado Dry Bean
Administrative Committee
EXECUTIVE BOARD**

Robert Schork **Manager**
Helen Davis (303-239-4121)
Colo. Dept. of Ag. **Advisor**

Region 1 Representatives:
Steve Mosher, Montrose PGA **Handler**
Doug Ragsdale, Dove Creek **Grower**
Shane Atchley, Delta **Grower**

Region 2 Representatives:
Randy Mathews, Agland Inc. (V.P.) **Handler**
Vacant **Grower**
Jason Folot, Fort Collins **Grower**

Region 3 Representatives:
Steve Brown, Holyoke
KBC Trading & Processing Co. (Sec./Tr.) **Handler**
Brad Taylor, Yuma (Pres.) **Grower**
Gary Mulch, Burlington **Grower**

The **Colorado Bean News** is supported in part by your voluntary check-off dollars administered by the **Colorado Dry Bean Administrative Committee**. 31221 Northwoods Circle, Buena Vista Colorado 81211. Phone 800.318.8049 Fax 888.841.1243

In this Issue

PUBLIC NOTICE1
Next Board Meeting2
Excerpts from Minutes - Nov. 6, 20002
CDBAC Budget as of November 30, 20002
National Dry Bean Council3
Colorado Agricultural Outlook Forum4
New Bean Product - HiStick N/T4
Variety/Crop Year CWT Summary4
New Bean Product - Kodiak5
Sept. 15, 2000 - Bean Flash5
Sept. 18, 2000 - Bean Flash5
Sept. 29, 2000 - Bean Flash5
Colorado Agriculture Prosperity is Varied6
Oct. 27, 2000 - Bean Flash7
Dry Bean Statistics7
Montrose Pinto Bean Seed Available For Planting in 20018
Dry Bean Variety Descriptions9
GPS / GIS - Essential Tools for the 21st Century10
Bean Market Analysis12
How The Bean Saved Civilization13
2000 Pinto Bean Variety Performance Results14
Dry bean statistics15
Colorado Bean News Survey16

COLORADO DRY BEAN ADMINISTRATIVE COMMITTEE UPDATE

Next Board Meeting

The next regularly scheduled meeting of the CDBAC will be at 9 am on February 12, 2001 at the Adams County Fairgrounds. Agenda items will include a hearing on term limits and review of the 2000 financial statements, the 2001 budget, reports on the ADBB and NDBC, review of the 2000 CSU Research Projects, and a review of 2000/2001 Promotion.

If you have any issues or concerns, please contact your regional representative, or Robert Schork - Manager (see CDBAC Executive Board listing)

Excerpts from Minutes - Nov. 6, 2000

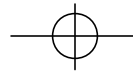
The CDBAC Executive Board (R. Schork, R. Mathews, S. Brown, S. Mosher, Taylor, G. Mulch; others present included H. Davis, J. Rubingh, S. Traxler and Yergert from the Colorado Dept. of Agriculture; and H. Schwartz from Colorado State University) discussed budget constraints for 2000 and 2001, and recommended that research be limited to core projects (primarily variety development and testing) in 2001. Support for the newsletter will also be maintained at current levels as requested by the editor, H. F. Schwartz. CDBAC term limits were discussed, and plans made with the Colorado Dept. of Agriculture to publish notice of proposed changes to growers dealers prior to a public meeting in February of 2001.

Steve Brown pointed out that Colorado's production has been constantly declining in recent years, while production in North Dakota and Minnesota are up. He also said that the biggest change in the market was increased Canadian production. He attributed most of these changes to the increased cost of production in different areas. He also said that there was no loss in any perceived or actual quality differential for Colorado beans. This is because beans from other states are being shipped into Colorado for cleaning or repackaging. They are then reshipped and Colorado grown beans can no longer be identified.

See Minutes on page 1

CDBAC Budget as of November 30, 2000

	BUDGET	YTD ACTUAL	BUDGET vs ACTUAL
Assessments	145,000	127,711	(17,289)
Interest	3,000	4,316	1,316
Total Income	148,000	132,026	(15,974)
Research	39,400	39,400	0
Administrative	8,400	7,700	700
Promotional	20,600	19,550	1,050
Meetings & Travel	10,000	7,762	2,238
Dues	50,000	50,000	0
Magazine	8,000	8,000	0
Accounting and legal fees	2,400	2,420	(20)
Refund of assessments	5,000	1,404	3,596
Telephone, postage, supplies	3,500	2,185	1,315
Total Expenses	147,300	138,121	8,879



Winter 2000/2001

Colorado Bean News

Page

Minutes from page 2

Randy Mathews then spoke about the need to continue the core research projects with CSU. He said it was much harder to quantify and qualify the results of the Committee's promotional efforts. He recommended saving \$ 12,500 by only having one voting membership in the ADBB. He said our membership in the NDBC was good, but expensive. He recommended that the Board ask the NDBC to tie dues into relative production of each state, and other directors agreed.

Steve Brown discussed the issue as to whether producers should accept government subsidies. There was a general discussion about how complicated the issue was particularly for producers who were accepting subsidies for growing other crops. Steve said that the general feeling of the NDBC was that the issue should continue to be pursued. He said that efforts to have bean futures traded on the Chicago Board of Trade had been unsuccessful.

Randy also talked about the need to coordinate efforts between the Committee, NDBC and our legislators. He specifically mentioned the problems with NAFTA and Mexican import licenses, and how Colorado legislators are always unavailable to meet with the Committee's directors during their February meetings in Washington, D.C. This is despite months of prior notice to our legislators of the trip. Jim Rubingh (CDA) offered to have the commissioner of agriculture and governor write personal letters to our congresspersons asking them to be available for these meetings.

Jim Rubingh talked about a trade mission to Cuba in May, 2001. He thought there was a significant opportunity for bean exports and hoped that several dealers would accompany him and the department on the trip. Randy Mathews then presented the results of the ND annual trip to Mexico to review its harvest.

NATIONAL DRY BEAN COUNCIL

Mexico Harvest - 2000 Trip Summary
Excerpts from Randy Mathews Report to the NDBC



The 2000 NDBC trade team to Zacatecas and Durang consisted of Jim Fender - Kelley Bean/Ovid, Randy Mathews - Agland/Eaton, and Paul Montgomery who traveled throughout northern Mexico during October 12. They met up with various officials throughout the trip including Raul Caballero from the NDBC.

North of Zacatecas, the area is planted with 38 % black 35 % Flor de Mayo, 20 % Flor de Junio, and 7 % with other types of beans. The beans were worse than in due to drought stress. Similar conditions were viewed in bean production areas south of Zacatecas, near Ojo Caliente, Fresnillo, and Rio Grande; and yields were estimated at 100 - 250 kg/hectare. The Durango area had better beans and yield estimates ranged from 10 to 1200 kg/ha, depending upon local moisture which varied from poor to good.

The 2000 NDBC trade team to Chihuahua consisted of Doug Carlquist, Larry Lande - Northern Feed & Bean

See NDBC on p



Montrose PINTO BEAN



Montrose combines mid-season maturity, high yield potential, and resistance to the prevalent races of rust and bean common mosaic virus in the High Plains .

Your sources for **Montrose PINTO BEAN**:

Delta Potato Growers
Ray Rubalcaba
515 West 7th
Delta, CO 81416
Ph 970-874-9737
Fax 970-874-0703

Red Beard Bean Co.
Larry Proctor
269 State Highway 348
Delta, CO 81416
Ph 970-874-7488
Fax 970-874-9859

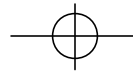
Montrose Potato Growers
Steve Mosher
38 West Main, P.O. Box 65
Montrose, CO 81402
Ph 970-249-5623
Fax 970-249-0426

Thunder Mountain Bean Co.
Robert Proctor
1588 B Road
Delta, CO 81416
Ph 970-874-7737
Fax 970-874-1462

Yield Performance

Montrose has performed well in replicated trials in Colorado during the past four years of evaluation by the Colorado Crops Testing Program. The table below shows the average seed yields of the four highest yielding varieties tested in 1997, 1998, 1999 and 2000.

Cultivar	4 Yr. Average*
Montrose	2893
Bill Z	2524
Chase	2670
Vision	2216 (3 yr.)



**Colorado Bean Network
EXECUTIVE BOARD**

- Harley Ross, Kelley Bean Chairman
970-463-5468
- Howard Schwartz, CSU Secretary
970-491-6987
- Steve Krosky, Greeley Elevator Treasurer
970-352-2575

COLORADO BEAN NEWS is published quarterly by the Colorado Bean Network, a non-profit organization which supports the dry bean industry in Colorado. Address all editorial, advertising and mailing materials to: H.F. Schwartz, Dept of Bioag. Sci. & Pest Mgmt. Colorado State University, Fort Collins, CO 80523-1177, or call Mark McMillan at (970) 491-7846.

Advertising Material Deadlines and Rates for the Colorado Bean News

Circulation: 3800 Bean Growers and Dealers in Colorado and Adjacent Area

Publisher: Colorado Bean News

Editor:Dr. Howard F. Schwartz, (970) 491-6987
. hfssp@lamar.colostate.edu

Layout:Mark S. McMillan, (970) 491-7846
. msmcm@lamar.colostate.edu

Publication Material Due Dates:

- Fall Issue [Market Emphasis] Sep. 7
- Winter Issue [Promotion, Nutrition Emphasis] Dec. 7
- Spring Issue [Planting, Production Emphasis] Apr. 7
- Summer Issue [Pest Mgmt., Harvest Emphasis] June 7

Advertising Rates:

- 1/4 Page (3.5"x4.5") B/W \$100*
- 1/2 Page (7.0"x4.5") B/W \$180*
- Full Page (7.0"x9.0") B/W \$350*
- Back Page B/W \$400*
- Each Additional Color \$75

Art Work Specifications:

- *PMT's - 85 lines preferred
- *Negatives to be stripped in 100 lines

Colorado Dry Bean Administrative Committee Supporters Qualify for Discounted Rates, Contact Editor for Details.

Terms of payment are U.S. Currency, Net in 30 days.

Please provide Camera-ready Copy. Make check payable to the Colorado Bean News. Send to Howard F.

BEAN BYTES

Colorado Agricultural Outlook Forum

The Colorado Dept. of Agriculture, Colorado State University Cooperat Extension, and Colorado Agricultural Leadership Associates are proud sponsor the 10th annual Colorado Agricultural Outlook Forum on Feb. 13, 2001 at the Adam's Mark Hotel in downtown Denver. Speakers will include Mr. Don Ament - Colorado Commissioner of Agriculture, Mr. J. Hagstrom - agricultural journalist, Dr. Steven Sonka - Univ. of Illinois professor of agriculture management, Dr. Philip Burgess - past preside the Center for the New West, Dr. Mark Edelman - Iowa State Univ. professor of economics and Coop. Ext. public policy economist, and Dr Barry Flinchbaugh - Kansas State Univ. professor and Coop. Ext. state agricultural economics leaders. Break-out session topics will include: Agricultural Applications of E-Commerce, Applying New Technology to Agriculture, Cooperative Innovative Agribusiness Opportunities, Indivi Innovative Agribusiness Opportunities, Post-Election and Legislative Update, and Weed - A Drama About the Modern West. For more information on the topics, speakers and registration, please visit their web : at www.coloradoagforum.com or call 1-800-886-7683.

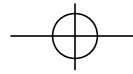
New Bean Product - HiStick N/T

Microbio and Helena released a new product in 2000 which combines t high quality Rhizobial (nitrogen-fixing) inoculant with extended biolog disease protection for root rots. This protection comes from a benefici bacterium, Bacillus subtilis, which acts as a naturally occurring, non-t biological fungicide against Rhizoctonia and Fusarium, among other pathogens. The patented strain of B. subtilis is MB1600, and when app properly in the hopper box, it quickly establishes itself on the seed and developing root surface. As the bean root grows, it colonizes the root surface and provides a repellent effect against diseases. When used in conjunction with conventional seed treatment fungicides, Bacillus sub extends disease protection after synthetic materials have provided criti two- to three-week disease suppression after planting. This makes HiSti NT ideal for an effective Integrated Pest Management program.

**Colorado Dry Bean Administrative Committee
Variety/Crop Year CWT Summary**

	1988-92	1993-97	1998	1999	2000	To
Pinto	12,913,340	10,661,089	2,409,646	2,003,834	387,796	28,375.7
LRK	240,180	733,012	109,946	115,141	17,436	1,215.7
GN	41,740	80,955	0	0	410	123.1
Navy	53,731	25,000	3,089	8,204	0	90.0
Blacks	17,028	32,953	0	4,185	2,328	56.4
Pinks	39,182	7,453	0	0	0	46.6
Anasazi	9,034	16,071	0	5,441	0	30.5
Sm White	19,629	0	0	0	0	19.6
Reds	13,972	7,159	0	0	2,478	23.6
Cranberry	0	798	0	0	0	7
Mayo Cuba	0	275	770	45,417	24,853	71.3





NDBC from page 3

and Rogelio Olvera of SAGAR. The Chihuahua area was badly affected by drought followed by late fall rains, and the team saw one of the poorest crops in recent years with yields predicted to be well below their average of 300 kg/ha. The drought delayed maturity in many production areas, and growers were concerned about additional losses from early freezes and many were cutting beans green. The team heard that U.S. pinto beans are preferred by the Chihuahua people, and were selling for \$ 40 / cwt in the Chihuahua market.

Both trade teams then went to Mexico City to visit with the U.S. Agriculture trade officers - Chad Russell, Director and Benjamin Juarez, USDA/FAS.

Mexico Harvest for 1999 & 2000 - SAGAR Estimates:

Production Area	Area Planted (Ha)	Production (MT)
<i>Zacatecas</i>		
1999	737,480	217,945
2000	754,253	264,142
<i>Durango</i>		
1999	305,142	85,291
2000	269,123	112,493
<i>Chihuahua</i>		
1999	216,000	100,000
2000	133,000	30,000

New Bean Product - Kodiak

Gustafson LLC has released a flowable formulation of Kodiak biological seed-applied fungicide in 2000 that is registered to protect beans from seedling diseases. It contains a select strain of *Bacillus subtilis* endospores. The endospores extend seedling protection against *Rhizoctonia* and *Fusarium*, among other pathogens that attack root systems and weaken plant vigor and stand. Kodiak is recommended for use in combination with other registered seed-applied insecticides and fungicides. It may be applied as a water-based slurry with other products through standard slurry or mist commercial seed treatment equipment. Within 4 to 8 hours after planting, the bacterial endospores begin to reproduce, reaching populations of up to one million cells per gram of root. The actively growing bacteria surround the growing roots, blocking the intrusion of disease pathogens into the plant. They also produce a chemical inhibitor that can slow the growth of dangerous pathogens, especially *Rhizoctonia*.

AMERICAN DRY BEAN BOARD

Susan M. Hays, Executive Secretary, Scottsbluff, NE

Sept. 15, 2000 - Bean Flash

Associated Press (A/P) distributed the Grilled Bean Zucchini recipe and photograph from the "How To: Grilling" recipe release to newspapers nationwide on August 24. The wire feed included this lead: "Feast on summer vegetables by firing up the grill for Grilled Bean Filled Zucchini. There's substance here, in the chick or red bean filling, and there's savory relish in seasonings that include pepper, onion, garlic and Parmesan cheese. The fat content is still below 7 grams for all the recipes. The grilled zucchini may be served as a main dish for a light lunch with crusty bread and fruit, or as a side dish - perhaps part of a buffet or cookout."

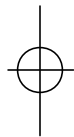



Sept. 18, 2000 - Bean Flash

Last week, two more releases in the Functional Food series were mailed to 800 medical health and food editors across the country. Topics covered in this release include Diabetes and Heart Health. October is the anticipated mailing time for the next releases in the "How-To" cooking series. Information will be mailed to food and health editors on two topics. One topic will be pureeing with beans. This release will have a holiday theme. The second release in the mailing will provide consumers with information on one-pot cooking. The third release will have a winter cooking theme.

Sept. 29, 2000 - Bean Flash

George L. Hosfield, an ARS food quality geneticist at

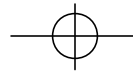




**WESTERN
INTERNATIONAL
GRAIN**

**DRY BEAN RECEIVING &
PROCESSING**

Burlington: 1-800-827-9559
 Mobile (719) 340-1223
 Keosauqua (303) 732-1211



Colorado Agriculture Prosperity is Varied

Dell Rae Moellenberg, CSU Coop. Ext. Media Contact, Fort Collins, CO

Resource Personnel:	Expertise:	Telephone #:
Howard Schwartz	Plant Pathology	970-491-6987
Mark McMillan	Plant Pathology	970-491-7846
Kristen Otto	Plant Pathology	970-491-0256
Mark Brick	Plant Breeding	970-491-6551
Barry Ogg	Plant Breeding	970-491-6354
Jerry Johnson	Variety Testing	970-491-1454
Cynthia Johnson	Variety Testing	970-491-1914
Jim Hain	Variety Testing	970-345-2259
Jessica Davis	Soil Science	970-491-1913
Scott Nissen	Weed Science	970-491-3489
Frank Peairs	Entomology	970-491-5945
Don Lybecker	Agr. & Res. Econ	970-491-5496
Pat Kendall	Food Sci./Nutrition	970-491-1945
Reg Koll	ARDEC Station	970-491-2405
Frank Schweissing	Arkansas Valley	719-254-6312
Mike Bartolo	Arkansas Valley	719-254-6312
Abdel Berrada	S.W. Colorado	970-562-4255
Mark Stack	S.W. Colorado	970-562-4255
Calvin Pearson	West Slope	970-858-3629
Fred Judson	West Slope	970-858-3629
Jerry Alldredge	Weld Cnty.	970-356-4000 x 4465
Paul Aravis	Boulder Cnty.	303-776-4865
Bruce Bosley	Morgan Cnty.	970-867-2493
Randy Buhler	Logan Cnty.	970-522-3200 x 1308
Wayne Cooley	Montrose Cnty.	970-249-3935
Dan Fernandez	Dolores Cnty.	970-677-2283
Assefa Gebre-Amlak	Phillips Cnty.	970-854-3616
Bill Hancock	Otero Cnty.	719-254-7608
Gary Lancaster	Sedgwick Cnty.	970-474-3479
Tom McBride	Adams Cnty.	303-637-8100
Ron Meyer	Kit Carson Cnty.	719-346-5571
Stan Pilcher	Washington Cnty.	970-345-2287
Ken Smith	Montezuma Cnty.	970-565-3123
Frank Sobolik	Pueblo Cnty.	719-583-6566
Brent Young	Delta Cnty.	970-874-2195

While agribusiness - the production of food and the businesses dependent on the industry - is one of the top industries in the state, in recent years it has shown a mixed bag of growth, decline, strengths and weaknesses. Its success is reflective of Colorado's economy and changes in the agricultural industry. The results of the most recent Census of Agriculture, conducted by the Colorado State University Department of Agricultural and Resource Economics, show that agriculture employment rose nearly 10 % between 1992 and 1997, and agriculture income was up almost 15 %. Colorado ranks 17th in the total value of agricultural products sold at \$ 15.9 billion a year including \$ 985 million in exports, and is 4th in cattle and calf sales.

"Agriculture is a backbone of Colorado's economy," said Sue Hine, CSU Cooperative Extension Agricultural Economist. "The health of this industry is an indicator of Colorado's economy because so many jobs in Colorado depend on food production." An example of the mixed information about agriculture from 1992 - 1997 derived from the survey is the fact that the number of farms and ranches in Colorado increased - at 28,268 in 1997 - the amount of land in Colorado used for food production fell by 4 % and average farm size fell 10 %. Farm assets grew by 33 %, while farm debt grew by 27 %. The number of farm products sold rose 13 %.

"The impact of changes in the agribusiness economy is uneven among the state's regions," said Hine. "Many areas of the state depend more on agriculture than do other areas, and some areas depend on different sectors of the economy than do others." Of the 63 counties in Colorado, 12 of them are dependent on agriculture for their economy and 8 rely heavily on the industry, which means that about a third of the state relies on agriculture for its economic well being.

"Although the economic health of the segment of agriculture that falls under food production - the farmers and ranchers - is lagging, it is still growing in new directions. Almost 50 % of the total land in the state, and 83 % of the privately-owned land in Colorado, is in farms, feeding thousands of people. The agricultural image itself, and the esthetic quality it brings to the landscape, make it a critical contributor to Colorado's economy."

The industry's contributions to the state economy can be measured in four ways; each portion gives a different picture of agribusiness.

- Employment measures the number of jobs in agriculture, including farmers, ranchers and their labor.
- Income includes farm owner and employee net income from products and government payments, but does not include corporate farming. Corporate farming, for this study, was defined as a ranch or farm more than 500 acres.
- Value-added often is the most accurate measure of economic contribution. It is defined as net income plus indirect business taxes paid to government entities, and measures the economic value contributed by activity at each stage of production and marketing.
- Gross sales, a common measure of economic performance, is a limited indicator of agriculture's health because many products are counted more than once as they move from one production stage to the next.

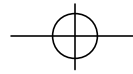
Websites of interest to bean growers

www.csuag.com

www.colostate.edu/Orgs/VegNet/beanlinks

Although these numbers reflect growth and prosperity, traditional crop





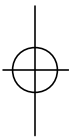
AADB from page 5

University in East Lansing, Michigan, discovered the antioxidant potential in certain flavonoids found in the bean coat. Flavonoids are the colored pigments that may be the protective factor in red wine and other foods. To learn more about this research, see "Bringing You Better Beans" in the September issue of Agricultural Research Magazine at:

<http://www.ars.usda.gov/is/AR/archive/sep00/>

Oct. 27, 2000 - Bean Flash

The A/P release on Sept. 15 (Grilled Bean Zucchini) circulation has resulted in 100 newspaper stories and 12.65 million media impressions. BEAN will continue to track the results from this media hit. This week the Promotion Committee is reviewing the next two releases in the "How To" cooking series. One-Pot Meals gives consumers information on using slow cookers or pressure cookers for easy preparation of hearty meals. Recipes included in the release are Asian-Spiced Chicken and Beans, as well as Pork, Black Bean, and Sweet Potato Stew, and the popular Best Bean Chili. Puree Beans for Decadent, Guilt-Free Dips and More! is BEAN's release on the ease of preparation using a food processor, a blender, or a potato masher. The release includes 3 recipes using a variety of beans and flavors: Sweet Bean Pudding, Bean Dip Athenos, and Baked White Bean and Rosemary Spread.



"The Dry Bean People"

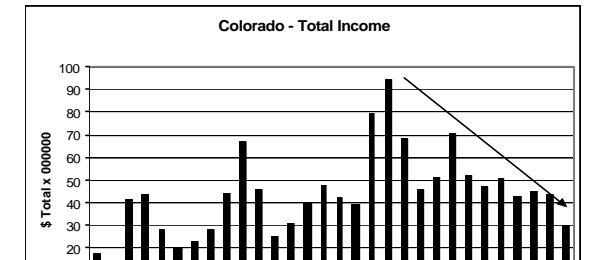
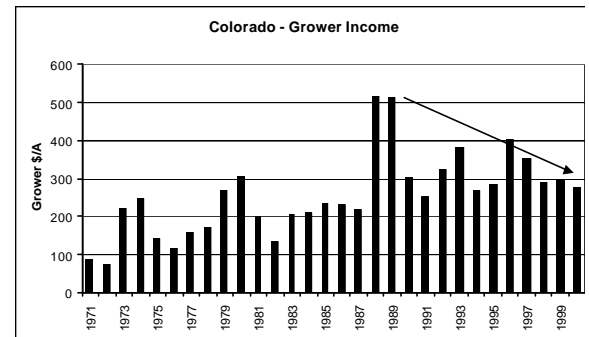
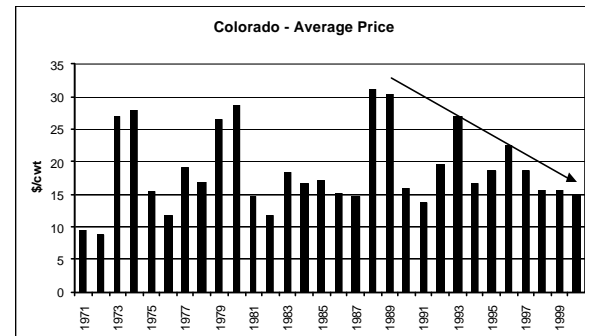
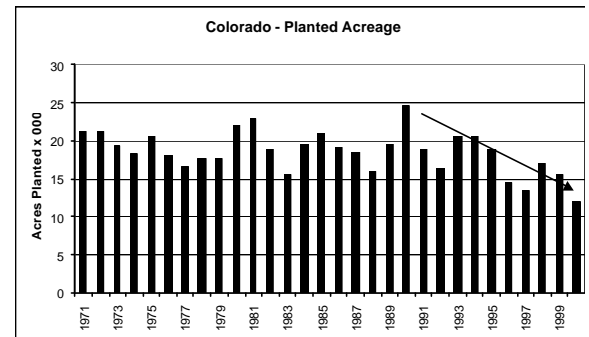
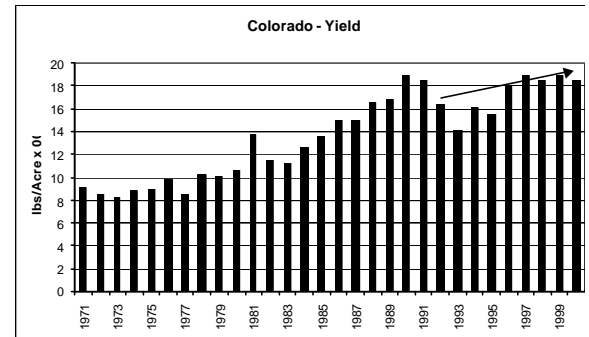
Seed, Field & Receiving Support for your Pinto, Great Northern and Light Red Kidney Bean Needs

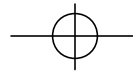
Debbi Heid

200 W. 1st Avenue
P.O. Box 283
Yuma, CO 80579
(970) 848-3818

Dry Bean Statistics

Data source: Colorado Department of Agriculture





Montrose Pinto Bean Seed Available For Planting in 2001

Mark A. Brick, Department of Soil and Crop Sciences, Colorado State University

Commercial bean producers in the High Plains will be able to buy Certified Montrose pinto bean seed in 2001. Montrose pinto bean was developed by the Colorado Agriculture Experiment Station and released in 1999. Montrose was initially tested as CO 51715, and named Montrose in 1999. It has performed well in replicated trials in Colorado during the past 4 years of evaluation by the CSU Colorado Crops Testing Program (see Table).

Montrose was developed by pedigree selection at Ft. Collins, CO. It combines mid-season maturity (92 to 95 days in Colorado), high yield potential, resistance to the prevalent races of rust in the High Plains, and resistance to bean common mosaic virus. It is susceptible to the white mold pathogen based on field observations and greenhouse evaluation with the straw test. It has a prostrate vine-type growth habit similar to most commercial pinto bean cultivars grown in the US. Montrose seed has traditional pinto size, shape, and bright cream background coloration. Seed weight averaged 1237 seeds/ pound in tests conducted during 12 location-years in Colorado.




Certified seed producers in western Colorado grew 3 acres of Certified and 189 acres of Registered Montrose seed during the 2000 crop year. This seed will be available for planting in 2001 through Certified Seed Conditioners in western Colorado. Estimates of total seed availability range from 6,000 to 10,000 cwt. You obtain a list of the Certified Seed Conditioners and growers in Colorado by obtaining a copy of the Colorado Certified Seed Directory. The directory is available from the Colorado Seed Growers Association (970-491-6223). Dept. of Soil and Crop Sciences, Colorado State University, Fort Collins, CO 80523. Variety protection has been filed for under the US Plant Variety Protection Act with the option that Montrose may be sold for seed by name only as a class of Certified seed. Breeder and Foundation seed is maintained by the Colorado State University Dry Bean Foundation Seed Project, Fruitland, CO.

Table. Seed yield of four pinto varieties tested by the Colorado Crops Testing Program during 1997, 1998, 1999 and 2000.

Cultivar	Lbs. / Acre				Ave
	1997 (2)*	1998 (4)	1999 (7)	2000 (4)	
Montrose	2830	2708	2821	3213	28
Bill Z	2101	2167	2617	3212	25
Chase	2417	2628	2584	3049	26
Vision	1624	2421	2604	not tested	22

* (Number of locations tested)



KBC

Trading and Processing Company

DRY EDIBLE BEANS ARE OUR SPECIALITY

Pintos


Light Red Kidneys

PROUD TO BE A PART OF THE
COLORADO DRY BEAN INDUSTRY

Steve Brown KBC - Holyoke, CO 970-854-3702	Gaylon Edson KBC - Ft. Morgan, CO 970-867-5658
--	--

WALTON BEAN GROWERS COOPERATIVE

Grower Owned

Englevalle, ND Mark Ihringer Manager 701-683-5246	Clarkfield, MN Frank Miller Manager 620-669-4464
Longmont, CO Jim Fitzgerald Marketing 303-776-3460 800-490-4464	Wiggins, CO Gary Gahagen Manager 970-483-7303 OCIA Certified

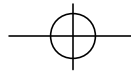
Les Dale, Executive Vice-President
Deon Maasjo, General Manager
Mike Janke, Bean Origination and Seed Sales

Receiving Stations:

Buffalo, ND - Jerry and Hattie Melvin, 701-633-5234
Wyndmere, ND - EZ Ag, LLC, 701-683-5246
Hillrose, CO - Gary Gahagen, 970-483-7303

Welcome All Non-Members

Check out our DTN - FARMDATA pages or



DRY BEAN VARIETY DESCRIPTIONS - Observations from Colorado during 1996 - 2000

Prepared by Drs. H. F. Schwartz, J. J. Johnson & M. A. Brick - Colorado State University (12/00)

VARIETY	Origin/Year ¹	Habit ²	Maturity ³	Seed Quality Observations ⁴	Disease Resistances ⁵
Pinto's					
Apache	ISB-96	V	M	**	BC1 / BC2 / CT / RU
Bill Z	CSU-87	V	L	*	BC1 / BC2 / CT
Buckskin	Novartis-94	SU	L		BC1 / BC2 / CT / HB / BBS
Burke	USDA-98	SU/V	L		BC1 / BC2 / CT / RU / HB
Buster	Seminis - 99	V	L		RU / CT
Chase	UN-93	V	L	**	RU / WM / HB / BBS
Cisco	Novartis - 98	V	L		BC1 / BC2
Elizabeth	Fox- ??	V	F	**	RU
Frontier	NDSU-97	SU	F		RU / WM
GTS 900	Gentec-98	V	F		BC1 / BC2 / RU / WM
Hatton	NDSU-95	V	L		BC1 / BC2
Kodiak	MSU - 98	SU	L		BC1 / BC2 / RU
Maverick	NDSU-95	SU	F		RU
Montrose	CSU-98	V	M	*	BC1 / BC2 / CT / RU
Othello	USDA-86	SU	E	*	BC1 / BC2 / CT / FR
Poncho	Novartis-98	V	F	*	BC1 / BC2 / HB / BBS
UI 320	U. Idaho - 98	V	L		BC1 / BC2 / RU
Vision	Seminis-96	SU	F	*	RU / FR
Winchester	Novartis-95	V	F		BC1 / BC2 / RU
Kidney Types					
Enola (yellow)	Proctor-98	B	M		RU / WM
CE-LRK	UC-89	B	M		BC1 / BC2 / RU / WM
Foxfire	Novartis-92	B	M		BC / RU / WM / CB / HB
Sacramento	UC-75	B	M		RU / WM
Black's					
Midnight	SUNY-80	U	F		BC1 / BC2 / FR / PY
Shadow	Novartis-95	U	F		BC1 / BC2 / RU
Shiny Crow	CSU-98	V	L		BC
UI 911	UI-93	U	L		BC1 / BC2
Great Northern's					
Beryl	Novartis-84	V	L		BC1 / BC2 / CT / CB
Harris	UN-80	V	L		BC1 / BC2 / BY / CB / HB
Ivory	Novartis-83	V	M		BC1 / BC2 / CT / HB
Marquis	Novartis-92	V	L		BC1 / BC2 / WM / CB / HB
Matterhorn	MSU - 98	U	L		BC1 / BC2 / RU
UI 425	UI-84	V	L		BC1 / BC2 / CT
Weihing	UN-98	V	F		RU / CB

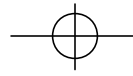
Note 1: CSU = Colorado State University, Fox = Fox Bean of Idaho, Gentec = Gentec Seeds of Canada, ISB = Idaho Seed Beans, MSU = Michigan State University, NDSU = North Dakota State University, Novartis = Novartis Seeds of Idaho, Proctor = Red Beard Bean of Colorado, Seminis = Seminis Seeds of Idaho, SUNY = University of New York, UC = Univ. of California at Davis, UI = Univ. of Idaho, UN = Univ. of Nebraska, USDA = USDA of Prosser Idaho

Note 2: Growth Habit = V (vine), SU (semi-upright), U (upright), B (bush). Suggested plant populations: V = 75 - 80000, SU = 80 - 85000, U = 85 - 90000, B = 100000 / acre. Adjust fertility levels in relation to adjusted plant populations for each growth habit; for example, a common suggestion for low fertility soils for growth habits at 75000 plants is 75 lb N + 40 lb P / Acre.

Note 3: Maturity Classification = Days from planting to vine cutting in our region; E (Early, 85-89 days), M (Medium, 90-94 days), F (Full Season, 95-99 days), L (100 or more days)

Note 4: Seed Quality observations from dry bean industry and/or university personnel reflect the general appearance of seed of varieties that is generally light green for most markets (*) or which may exhibit premature darkening and/or yellowing (**) during the 1st year after harvest.





GPS / GIS - Essential Tools for the 21st Century IPM Specialist

Howard F. Schwartz, Dept. of Bioagri. Sci. & Pest Mgm, Colorado State University

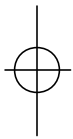
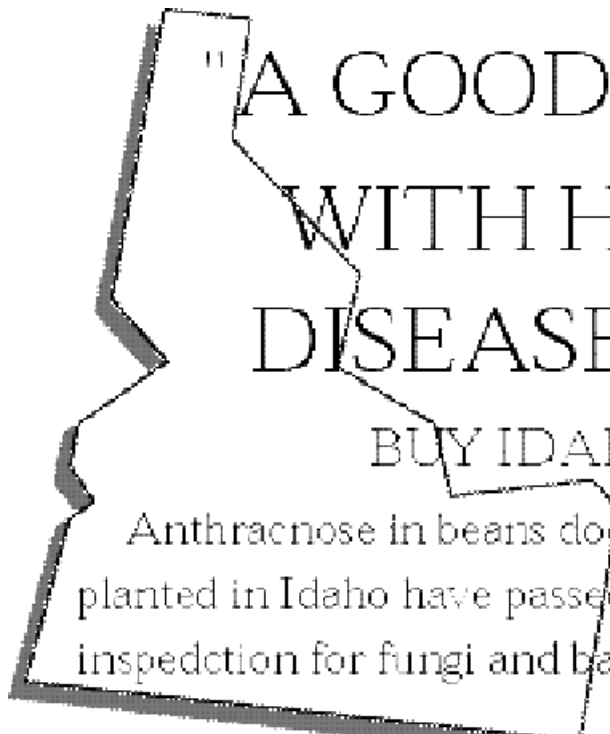
When I obtained my PhD degree 25 years ago, a plant pathologist was advised to always pack a few basic tools which included a good quality hand lens and a sharp pocket knife when venturing out to tackle crop production problems and diagnostic calls in the field. Today, that same plant pathologist (or to be more politically correct - Integrated Pest Management Specialist) must pack those standard items, in addition to the omnipresent cellular telephone / pager, palm top or notebook computer, and GPS (Global Positioning System) receiver with GIS (Geographic Information System) files!

Since 1997, Colorado State University plant pathology personnel have utilized GPS/GIS technology to describe more than 1000 vegetable production fields (bean, onion, potato) and foliar disease outbreaks in eastern Colorado (26,000 km²), with emphasis upon bean rust (*Uromyces appendiculatus*), onion purple blotch (*Alternaria porri*), and potato late blight (*Phytophthora infestans*) and early blight (*Alternaria solani*). Annual pest surveys were conducted periodically throughout major crop production regions to verify field reports provided to CSU by cooperators and record cropping

patterns and priority disease sightings including soil-borne problems such as Fusarium Wilt (Yellows) bean, onion and sugar beet.

These GIS records have been valuable for followup pest surveys during each spring as pest management personnel returned to previously diseased crop sites monitor for evidence of successful overwintering of pathogens within infested debris and/or infected volunteer plants that emerged and survived within the canopies of rotational crops (e.g., field corn, winter wheat, sugar beets, alfalfa). During favorable environmental periods, pathogen spores could then be disseminated downwind by wind, equipment and water to near and distant fields of susceptible varieties of host crop that were planted on the same farm or other farms throughout the county and production region.

The GIS records and GPS receiver allow specialists to return to last year's field problems with no hesitation or confusion. Since 1997, we have utilized GPS/GIS technology to improve our pest survey efficiency and verify the successful overwintering of bean rust, onion purple blotch, and potato early blight. This information on pest biology and sightings was then related to environmental events obtained on a daily basis from a network of remote electronic weather monitoring stations maintained by CSU, USDA/ARS, and NCWC (Northern Colorado Water Conservancy District)

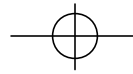



"A GOOD CROP STARTS WITH HIGH QUALITY, DISEASE FREE SEEDS"

BUY IDAHO GROWN BEAN SEEDS

Anthracnose in beans does not occur in Idaho. All bean seed lots planted in Idaho have passed approved laboratory tests or a field inspection for fungi and bacterial blight.

QUALITY IDAHO BEAN SEEDS KNOWN WORLDWIDE



personnel throughout Colorado. These data are incorporated within disease models to help pest management specialists improve the timing and accuracy of disease forecasts in relation to local weather events for the next 7 - 10 days, and enhance the effectiveness of integrated pest management strategies which will be implemented by crop consultants and growers in the affected region.

Timely pest alerts on outbreaks and management of bean rust, late blight and early blight of potato, and purple blotch of onion have been distributed weekly via newsletter (CSU Pest Alert), educational satellite (Data Transmission Network), and Internet (VegNet @ <http://www.CSUag.com>) to regional growers, scouts and IPM personnel throughout the growing season from May to September. The impact of this program has been widespread as timely IPM information and alerts helped growers and commodity groups prevent widespread and devastating outbreaks and multi-million dollar losses from these types of foliar pathogens.

Future research and adaptation of GPS/GIS technology for pest management programs at Colorado State University will continue to backstop our growers and supportive commodity groups such as dry beans, onions and potatoes, and various research and extension programs including Colorado Integrated Pest Management and the USDA/ARS that are also involved with sugar beets.

A recent article by M. R. Nelson et al. ("Applications Geographic Information Systems and Geostatistics in Plant Disease Epidemiology and Management", *Phytopathology* 83:308-319, 1999) provided some interesting insights from their GPS/GIS and pest management experiences in Arizona that are very applicable to Colorado and the surrounding region: Research is needed on cost/benefit analyses of GIS applications in agriculture.

The current most successful applications of this technology involve teamwork; that includes an experienced field person, an experienced computer user with some background in statistics, and a patient data entry person.

Larger farms, younger farmers, and better-funded extension programs are more likely to apply these. It will illustrate the association of environmental landscape features, and cropping patterns with the presence of disease or other problems.

This technology will aid practitioners in the design of disease management in IPM programs, particularly on a regional scale.

CDBAC Membership





DELTA POTATO GROWERS

RAGGED MOUNTAIN

COOP

WESTERN COLORADO GROWN

TRIPLE CLEANED PINTO BEANS

515 W. 7th St.
Delta, CO • (970) 874-9736

Disease Free

Best Quality in Commercial and Certified Seed Beans

A good supply of Bill-Z

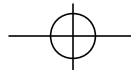
Coming soon are

Montrose Seed and

Shiny Crow Black Seed Bean

SEED BEANS

Conditioned by:
Delta Potato Growers Co-op
Delta, CO 81416
(970) 874-9736



BEAN MARKET ANALYSIS

By Brian Clancy, STAT Market Analyst
 Excerpts from Northarvest Bean Grower, Nov.-Dec. 2000 Issue

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 4000 MT bigger than expected, while adding just over 3000 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 1330 to 1280 lb/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.

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. 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 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

liquidity, which always causes lower average prices. It is not to say prices cannot rise in response to tighter supply - but that the highs will likely be lower.

Blacks

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.

Given the current premiums demanded for U.S. origin black beans vs those available from Argentina, U.S. shippers are starting this season absolutely reliant on domestic customers and Mexico. Reinforcing this notion is the fact Mexico accounted for at least 85 % of all U.S. bean exports during the 1999-00 marketing campaign.

See Analysis on page 13



**Colorado Blue Tag Certified
 Expertly Conditioned
 Low Pathogen Seed
 High Plant Vigor**



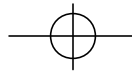
Your premium bean seed dealers:

The Beanery
 (970) 874-3571

Montrose Potato Growers
 (970) 249-5623

Red Beard Bean
 (970) 874-7488

Thunder Mountain Bean

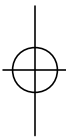


*Beans
for a Change
of... *

- Bean Seed
- Crop Consulting
- Marketing & Processing

BURLINGTON MARKETING CORPORATION

5 miles east on Highway 24
19211 Rd. 54
Burlington, Colo. 80807
(719) 346-7770 Fax (719) 346-7799



Analysis from page 12

Domestic markets consistently account for at least 1/3 of demand, making it the primary engine of growth in production.

Light Red Kidneys

Nearly everything about light red kidney and cranberry bean numbers are average. Total supplies are starting the season within 1000 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 level. Even current prices are nearly identical to their previous 10-year averages of \$ 32.20 for cranberry beans and 32.60 / cwt for machine dressed California light red kidney beans packed in bags.

Pricing Overview

The only anomalies facing processors and exporters are 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 of the U.S. dollar has sucked dry the buying power of international consumers.

Note: Clancy is editor of STAT Publishing; you can find the STAT newsletter at www.statpub.com

How The Bean Saved Civilization

Umberto Eco, Professor of Semiotics at the University of Bologna
Article translated by William Weaver from Italian
Excerpts from The New York Times Magazine, April 18, 1999

.....But what I really want to talk about is beans, and not just beans but also peas and lentils. All these fruits of the earth are rich in vegetable proteins, as anyone who goes on a low-meat diet knows, for the nutritionist will be sure to insist that a nice dish of lentils or split peas has the nutritional value of a thick, juicy steak. Now poor, in those remote Middle Ages, did not eat meat unless they managed to raise a few chickens or engage



NORTHERN FEED & BEAN



PINTO BEAN GROWERS

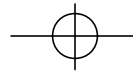
*For all of your Market and Seed Needs,
Call on us!*

- *Marketing & Processing
- *Certified Seed
- *New Crop Contracting
- *Field Consulting

Over 45 years in business
Our service continues long after harvest

Locations:

<p>Lucerne, CO (Main Office) 1-800-316-2326 Larry Lande Bob Brunner</p>	<p>Johnstown, CO Roggen, CO Brush, CO Wellington, CO</p>
--	--



2000 Pinto Bean Variety Performance Results

Jerry J. Johnson, CSU Crop Testing Program, Fort Collins, CO

Bean producers spend over \$5 million on pinto bean seed every year, which means that the bean variety decision is extremely important. 2000 was the second year that the uniform variety trial was planted at Berthoud, Brush, Idalia, Rocky Ford and Yellow Jacket; the Brush data were lost due to high winds at harvest. The average yield performance over multiple locations is a powerful tool and unbiased, reliable performance results from this uniform variety trial help Colorado dry bean producers make better variety decisions. The uniform variety trial serves a dual purpose of screening new CO lines emerging from CSU's pinto bean breeding program, allowing fast and reliable selection of promising new, high yielding and disease resistant lines. Colorado State University's Crop Testing and Agricultural Experiment Station personnel evaluate dry bean varieties at multiple locations in eastern Colorado. The uniform variety trial is made possible by funding received from Colorado bean producers through the bean program administered by

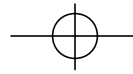
the Colorado Dry Bean Administrative Committee. O market classes were tested at Fort Collins and at Ida

A randomized complete block field design with three replicates was used in all trials. The seeding rate was approximately 87,120 seeds per acre with plots consisting of four 30-inch wide rows by 33 feet in len All trials were situated in CSU or commercial bean fi Seed yields, in pounds per acre, are adjusted to 14% moisture content. Disease pressure was low at all tes sites during 2000 except for high root rot pressure a light to moderate common bacterial blight pressure Idalia. Many entries at different eastern Colorado locations were adversely affected by abnormally high temperatures during the July 15-August 15 flowering pod-fill period; however, beans thrived in similar con tions at Rocky Ford with good irrigation and minima pest pressure.

Average pinto bean performance (lb/Acre) over four Colorado sites and state-wide average in 2000

Entry	Berthoud	Idalia	Rocky Ford	Yellow Jacket	Average
CO64342	3071	3438	3986	2887	3346
Poncho	3503	3357	3739	2730	3332
CO74905	3062	3543	3994	2721	3330
Cisco	3355	3316	4015	2435	3280
USPT-73	3458	3331	3678	2451	3230
Montrose	3329	3130	3747	2649	3213
Bill Z	3208	3227	4240	2173	3212
CO74630	3198	2960	3929	2644	3183
GTS502-94	3079	3061	4024	2391	3139
Buster	2635	3331	3659	2721	3087
CO75714	2993	2972	3733	2638	3084
CO83778	2657	3061	4023	2561	3075
Chase	2692	3159	3838	2506	3049
Othello	3067	3205	3730	2173	3044
CO64599	2570	2981	3846	2732	3032
97:395P	2923	3107	3925	2174	3032
CO64155	2956	2747	3942	2432	3019
CO64589	3104	2640	3508	2772	3006
93:219P	2807	3142	3578	2252	2945
CO75511	2826	2561	3402	2819	2902
97:197P	2731	2735	3971	1780	2804
CO74518	2680	2918	3305	2250	2788
Elizabeth	2438	2633	3762	2286	2780
Buckskin	3066	2418	3258	2334	2769
Kodiak	2717	2998	3162	2121	2749
Burke	2867	2440	3558	1986	2713
94:1023P	3232	2677	3303	1580	2698
CO75944	2293	2286	3546	1998	2531





Kelley Bean Co.

To Obtain Top Dry Bean Yields
Start with Quality Seed

- Largest Selection of Varieties
36 Selections of Great Northern, Pinto,
Light Red Kidney & Black Seed
- Competitively priced

Bean Dealers call Kevin at (308) 635-6438

For Seed Profiles and More,
Visit Our Website at:
<http://www.kelleybean.com/>

Since 1927

TRINIDAD / BENHAM

We at Trinidad/Benham have very capable people to serve
and visit with you about any of your dry bean needs.



Visit with your local
Trinidad Field Representative

- Alliance, NE308-762-1866
- Imperial, NE308-882-4363
- Bayard, NE308-586-1010
- Moomaw Corner, NE . .308-586-1209
- Bridgeport, NE308-262-1361
- Minatare, NE308-783-1315
- Brule, NE308-287-2304
- Hemingford, NE308-487-3325
- Greeley, CO970-352-0346
- Stirling, CO970-588-2565

Civilization from pe

the lords). And as I mentioned earlier, this poor die
began a population that was ill nourished, thin, sickly
short and incapable of tending the fields. So when, in
the 10th century, the cultivation of legumes began to
spread, it had a profound effect on Europe. Working
people were able to eat more protein; as a result, they
became more robust, lived longer, created more
children, and repopulated a continent.

We believe that the inventions and discoveries that have
changed our lives depend on complex machines. But
fact is, we are still here - I mean we Europeans, but
those descendants of the Pilgrim Fathers and the
Spanish conquistadors - because of beans. Without
beans, the European population would not have doubled
within a few centuries, today we would not number in
hundreds of millions and some of us, including even
readers of this article, would not exist. Some philoso-
phers say that this would be better, but I am not sure
everyone agrees.

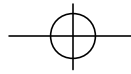
And what about the non-Europeans? I am unfamiliar
with the history of beans on other continents, but surely
even without European beans, the history of those con-
tents would have been different, just as the commer-
cial history of Europe would have been different without
Chinese silk and Indian spices.



DRY BEAN STATISTICS
Excerpts from Bean Market News, October - 2000


State	Area Harvested (000 acres)		Yield (lbs/acre)		Production (000 cwt)	
	1999	2000*	1999	2000*	1999	20
California	132.0	112.0	1970	2000	2600	2
Colorado	145.0	110.0	1900	1850	2755	2
Idaho	103.0	88.0	2050	1900	2112	1
Kansas	20.9	17.0	1850	1700	387	
Michigan	350.0	295.0	2100	1650	7350	4
Minnesota	165.0	135.0	1550	1300	2558	1
Montana	25.5	28.0	1730	1700	441	
Nebraska	187.0	160.0	2000	2000	3740	3
New York	30.2	24.0	1370	1500	414	
North Dakota	570.0	490.0	1450	1330	8265	6
Oregon	10.8	11.8	1610	1950	174	
Texas	47.0	16.2	1490	950	701	
Utah	6.6	5.1	800	160	53	
Washington	36.0	32.0	2080	2150	750	
Wisconsin	8.0	8.3	1550	1800	124	
Wyoming	39.0	37.0	2020	2140	788	





What Do You Want to Read in the 21st Century?

To improve our newsletter in a cost-efficient manner, we would appreciate your responses to the following survey questions. Thank you and please return your input by February 5, 2001.

Return to  **H. F. Schwartz, CSU-BSPM, E 207 PI Sci Bldg, Fort Collins, CO 80523-1177**
Fax: 970-491-3862

- For 13 years, *Colorado Bean News* has been distributed to bean growers and industry personnel free of charge. The publication is sponsored in part by check-off dollars from the Colorado Dry Bean Administrative Committee (CDBAC) and ad revenue; with labor and facilities donated by H. F. Schwartz, Colorado State University and the Colorado Bean Network (CBN).
- *Colorado Bean News* is a 16-24 page, quarterly issue, sent to 3800 individual readers & 400 bulk copies, published by the CBN on white newsprint on a web press to be fiscally responsible to growers, but with some sacrifice of print and image quality.
- Current cost estimates (layout, printing, postage) are \$ 2.50 per reader annually; if we convert to a higher quality, glossy magazine style, costs will increase to \$ 4.00 - \$ 5.00 per reader (60 - 10 % increased cost).
- Content is derived from local, state, and national sources of information from bean, chemical, seed, equipment, nutritional, educational, marketing, promotional and other programs and agencies; including Colorado Dept. of Agriculture, regional universities, USDA, National Dry Bean Council, American Dry Bean Board, Nebraska Bean Bd, Northarvest Bean Grower.

NEWSLETTER SURVEY:

Check Preference

- *Which Format Do You Prefer / Support?*
White newsprint (current format at lower cost) _____
Glossy magazine style (at higher cost) _____
Comments:
- *Do You Want Color Illustrations / Highlights to be Used?*
Limited to ads, cover page (current format) _____
Increased throughout newsletter (headers, titles, etc) _____
Comments:
- *Which Layout Do You Prefer?*
1 - 2 column width, (current format) _____
3 column width _____
Comments:
- *What Product Would be Useful?*
Print only (current format) _____
Print + On-line (web site archive) _____
Comments:
- *What Content Do You Prefer?*
Mixture of industry, research, promotion (current format) _____
Increase bean industry, marketing, advertising material _____

