

August 24<sup>th</sup>, 2010

To our valued Black Bean Growers:

It is necessary for us to update you on a BIG issue facing Dry Bean shippers. The Michigan Industry ships much of our Bean crop(s) to domestic canners. The excellent quality product that you provide us is traditionally low in check skins due to our growing season climate, and close proximity to the Great Lakes. With the food industrys increased scrutiny regarding FOOD SAFETY/HACCP laws, and overall food appearance, these same canning companies now must guarantee their canned bean products to be LOW ALLERGEN.

Many people have a reaction to Soybeans and/or Soy based products. With the Black Beans normally maturing later (about the same time as Soybeans) and the the industrys movement to more direct cut varieties , will only increase the chances that Soybeans will show up in loads of Black Beans at harvest season. We recently had a load of Black Beans rejected by a domestic canner because of TWO soybeans found in a ten pound sample, the cost of freight both ways for this was \$3,900.00. Soybeans can be removed with electric eye sorting equipment, but it normally takes at least two passes thru the equipment. Corn is more easily removed by the milling or other equipment.

This increased emphasis by the canners has now forced us to take additional discounts for Soybeans found in loads of Black Beans. Our discount last year was \$1.00/cwt, this year we have been forced to change this discount to \$3.00/cwt. This clause was incorporated into all of our purchase contracts.

We must encourage you to clean out your harvesting equipment and trucks when you switch from Soybeans to Black Beans. Our Dry Bean growers are the best in business, and we cannot operate without your support. We hope you can understand this change in policy.

Thank You

Sincerely

Roger