



HARVEST GUIDELINES

Otebo Beans

In order for Hensall Co-op Producers to have access to the very competitive Azuki bean market, our Producers and Hensall Co-op as a processor, must focus on meeting our end-users' needs. This value-added business adds more profit to the bottom line of your operation and to that of your farmer-owned co-operative. Please review the following notes, and make sure every effort is made to meet contract specifications.

The contract grading criteria must be met to qualify as food grade product (review your contract for more details.)

OTEBO BEAN CONTRACT GRADING SPECIFICATIONS

Grading Criteria	Standard Bean	Consignment
Colour	Good (RGC)	Fair (FGC)
Minimum Moisture	12%	Under 12%
Maximum Moisture*	18%	Over 21 %
Maximum Pick	5%	Over 5%
Mud Over Screen	1%	Over 1%
Maximum Cracked Seed Coats**	14%	Over 14%
Grower Discount/cwt	Base Price	To Be Determined
Bottom Slotted Screen	12/64	
Other Types in Sample	None	1 grain / 5 lbs.

- * Deliveries over 26.0% moisture are subject to rejection.
- ** Cracked Seed Coats are assessed using a 4 min soak test
- Standard moisture for Otebo Beans is 17%.
- No Drying charges will be assessed up to 18% moisture.
- Berries, corn, soybeans, or other edible beans etc. are not allowed. Product grading above 1 grain/5lb. will be placed on consignment and a discount will be applied.

Colour and cracked seed coat levels are major grading factors for Otebo beans. Discounts may apply for product that is outside of the standard grades listed above.

Harvested product must not contain any traces of glyphosate. Sprayers must be cleaned properly to remove all glyphosate residues prior to making any pre-harvest applications.

Note: These criteria need to be met in order to fulfill the requirements in the contract. Beans graded outside the indicated criteria will be taken in on a consignment basis and producer will be paid once the Buyer establishes a value for this product. Seed discolouration, mechanical damage, immature beans, insect bites, contrasting classes, adhering soil and weed stained beans will be assessed as "pick". Contract

specifications are subject to change as markets require.

Our end-users are demanding that high quality product be delivered to them on a consistent basis. Genetically modified corn and /or soybeans continue to be major concerns for our end-users.

Pesticides:

Producers must use only Hensall Co-op approved pesticides as noted in the Hensall Co-op production guideline, as per label instructions. The guideline can be reviewed after logging in to FieldTrace or contacting your Field Marketer. Review the FieldTrace resources on our website at <https://hensallco-op.ca/FieldTrace.htm/>

Note: Please review the document entitled "Food Safety Notice" at <https://hensallco-op.ca/Contract-delivery-resources.htm>

Pre-Harvest Application: GLYPHOSATE USE IS NOT PERMITTED

Under no circumstances should glyphosate products be applied to otebo beans. If weeds are a problem, a pre-harvest treatment should be applied at labels rates to burn down weeds. Application choices are:

1. Ignite (1.0-1.2 L/ac) *PHI=9 days (Liberty use is not allowed)

OR

2. Eragon LQ (59 ml/ac) + Merge (0.4L/ac) *PHI=2 days

Do not apply a pre-harvest treatment to the crop until it has reached the proper stage of maturity. Always follow label rates and directions. If you have any questions regarding application timing, contact your Hensall Coop rep.

***Pre-harvest Interval (PHI):** Pre-harvest application must be made at the correct stage of crop maturity. Harvest should not occur prior to the PHI days noted on the label.

Harvesting:

Please review the manufacturer's combine clean out procedures. Ensure that your combine, trucks and wagons and other handling equipment have been completely flushed of any previously harvested products. The Producer must also take steps necessary to prevent contamination from glass, treated seed, fuels, livestock feed and other harmful contaminants.

Preventing contamination is a far better option than trying to remove contamination from harvested beans. Although we have the best equipment and operators to process your beans, we cannot remove everything. Please make a reasonable attempt to prevent contamination where possible.

Harvesting at moistures between 15 – 19% will greatly reduce mechanical damage such as splits and cracked seed coats. Check bean samples regularly as harvesting conditions change during the day. Fine tuning your combine by slowing the cylinder and/or opening the concaves will reduce this potential problem.

Staining of seeds can be avoided by not harvesting otebo beans until the plants are completely dry and staying out of the field once the dew falls. Dampness from dew or

from plant juices will coat the seeds and allow dust and soil particles to adhere to the seed.

Transportation:

Inspect vehicles and handling equipment to ensure that all residual products from previous loads are not present in the truck/wagon to be used for otebo beans. All corners, tarps, airlocks and unloading spouts should be free of residual products.

The Cost of Low-Quality Product:

Otebo Producers should look at the cost of low-quality product and should do everything they can to ensure quality specifications are met.

This loss to the producer is substantial at any time but let's take it a step further. Hensall Co-op must have a steady supply of high quality otebos to meet the needs of existing and potential customers. If otebos are of reduced quality, Hensall Co-op incurs increased processing costs which reduces returns to Hensall Co-op and their member producers. Hensall Co-op may also incur quality discounts from buyers or pay penalties for non-delivery of unfilled contracts. Together we both stand to benefit from the extra care you take in harvesting top quality otebos, so we ask our Producers to use care warranted to maximize quality.

Above all else, please remember, we're here to help. If you have any questions about your Otebo programs, call your Field Marketer and we'll do what we can to help!

Best of luck harvesting,
Your Hensall Co-op Team