

TRADE AWARENESS WORKSHOP FOR EMERGING FARMERS ON GRAINS & BEANS

13 SEPTEMBER 2023

Practical aspects to consider
to produce dry beans for export markets

CHRIS KLEINGELD
GENRAL MANAGER DRY BEAN PRODUCERS' ORGANISATION
www.droebone.com
chris@beans.co.za



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Where does dry beans fit in?

A. Dry Beans is **part of the Pulses group** consisting of 11 crops

- Dry beans (*Phaseolus* spp. including several species now in *Vigna*)
- Dry broad beans (*Vicia faba*)
- Dry peas (*Pisum* spp.)
- Chickpea, garbanzo, Bengal gram (*Cicer arietinum*)
- Dry cowpea, black-eyed pea, blackeye bean (*Vigna unguiculata*)
- Pigeon pea, Arhar/Toor, cajan pea, Congo bean, gandules (*Cajanus cajan*)
- Lentil (*Lens culinaris*)
- Bambara groundnut, earth pea (*Vigna subterranea*)
- Vetch, common vetch (*Vicia sativa*)
- Lupins (*Lupinus* spp.)
- Minor pulses



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Why are Dry Beans important?

B. Sustainable crop with a high water use efficiency.

- It takes ± 50 litres of water to produce 1 kg of pulses, compared with 251 litres for soybeans and 428 litres for peanuts.
- Also contribute to soil quality by fixing nitrogen in the soil.

C. Popular crop in the developing world

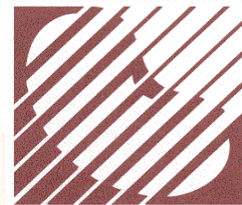
- Massive gap in productivity inside and outside the developing world
- Improved varieties and promotion of better management techniques essential to enhance production.

D. Up to 25% of pulses are used as feedstuff

- Steady source of nutrition, feed for animals, and soil sustainability
- Play a major role in food security, a role which will only grow in the future.



WHO ARE THE ROLE PLAYERS IN THE WORLD?

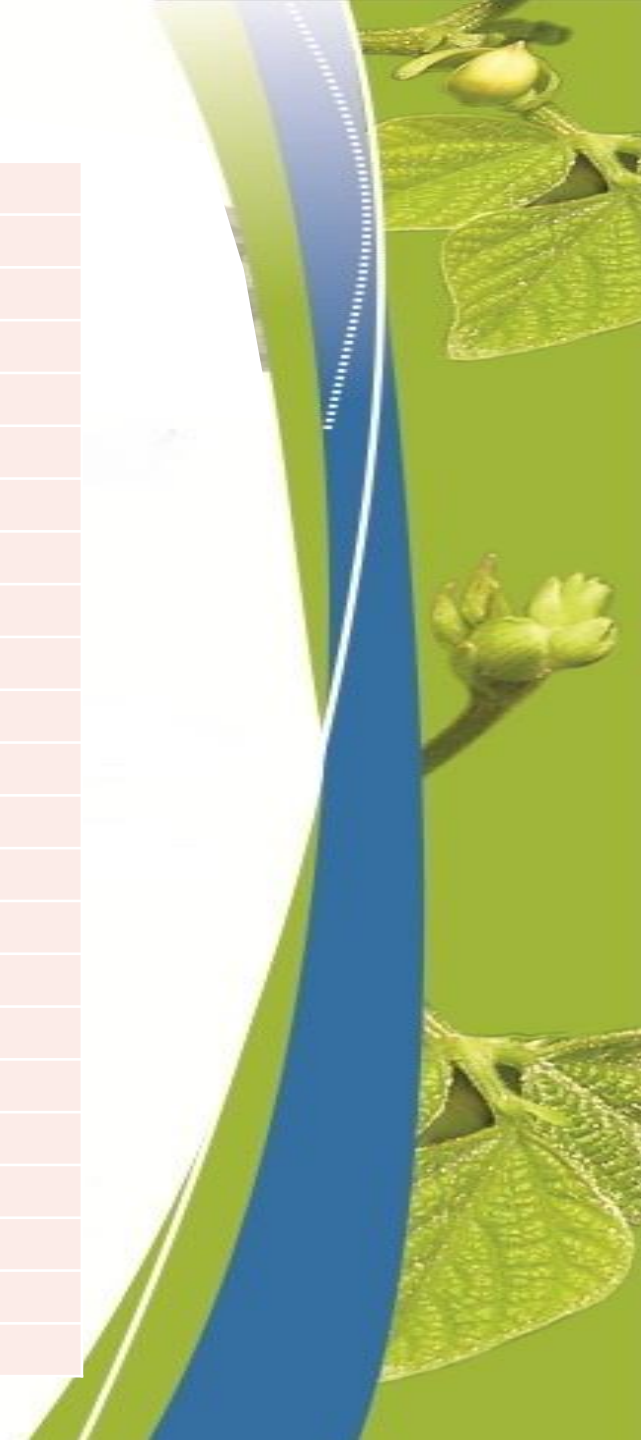


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WORLD PRODUCTION OF DRY BEANS 2021

		27 715 024
	Country	Ton
1	India	6 120 000
2	Brazil	2 899 864
3	Myanmar	2 483 070
4	United Republic of Tanzania	1 325 702
5	China, mainland	1 292 997
6	Mexico	1 288 806
7	United States of America	1 020 087
8	Uganda	855 801
9	Argentina	758 750
10	Kenya	666 000
11	Ethiopia	619 094
12	Rwanda	491 976
13	Burundi	491 968
14	Mozambique	387 967
15	Canada	385 869
16	Cameroon	373 624
17	Angola	341 081
18	Democratic People's Republic of Korea	328 855
19	Türkiye	305 000
20	Pakistan	269 892
	OTHER	5 008 619

EXTRACT FROM FAO DATA



AFRICA PRODUCTION OF DRY BEANS 2021

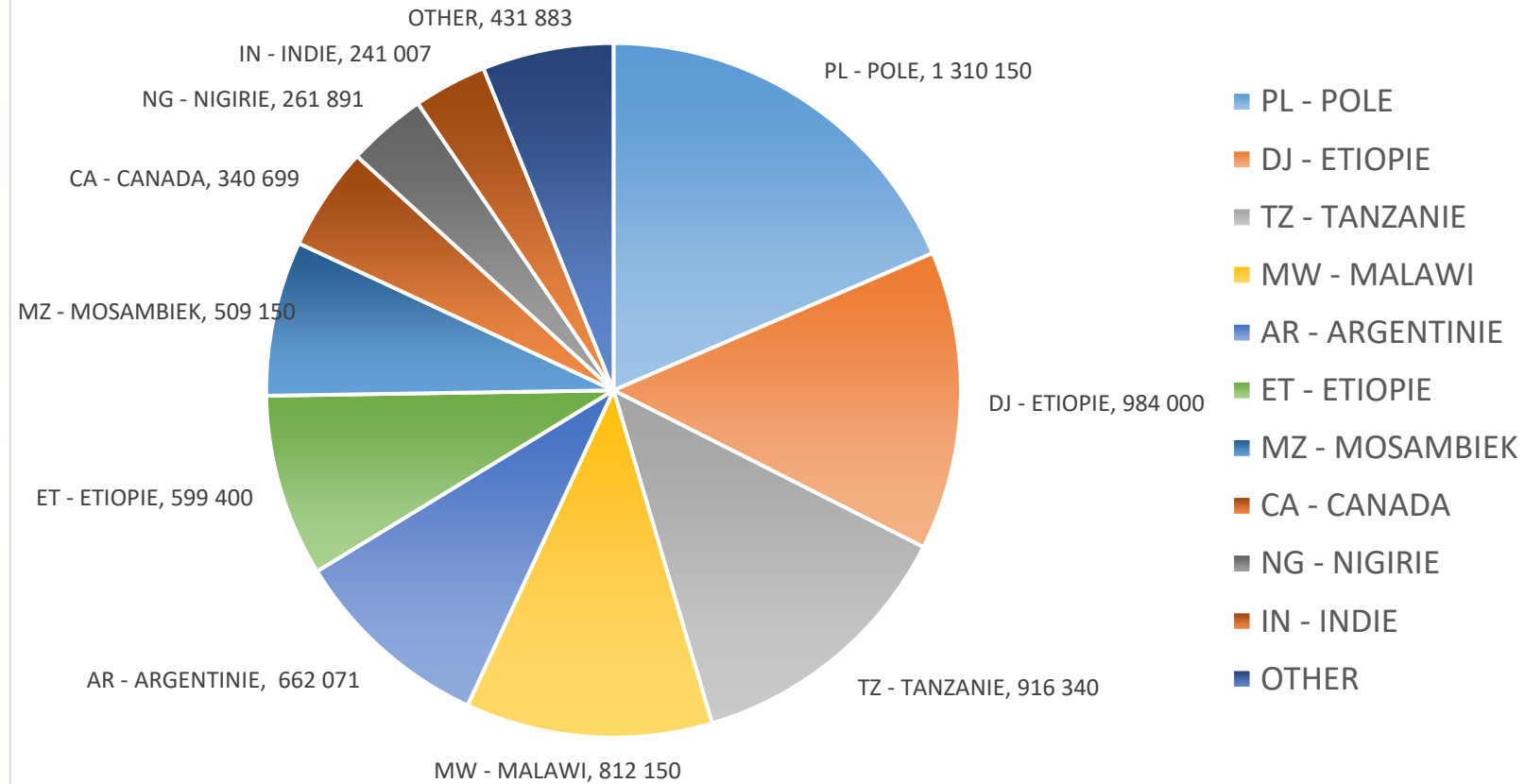
		7 417 083
	COUNTRY	TON
1	United Republic of Tanzania	1 325 702
2	Uganda	855 801
3	Kenya	666 000
4	Ethiopia	619 094
5	Rwanda	491 976
6	Burundi	491 968
7	Mozambique	387 967
8	Cameroon	373 624
9	Angola	341 081
10	Democratic Republic of the Congo	263 961
11	Togo	231 556
12	Malawi	229 581
13	Ghana	191 727
14	Mali	166 804
15	Chad	151 696
16	Egypt	139 607
17	Benin	136 585
18	Madagascar	76 043
19	South Africa	57 672
20	Zambia	49 114
	OTHER	169 523

EXTRACT FROM FAO DATA



IMPORT OF DRY BEANS 2022

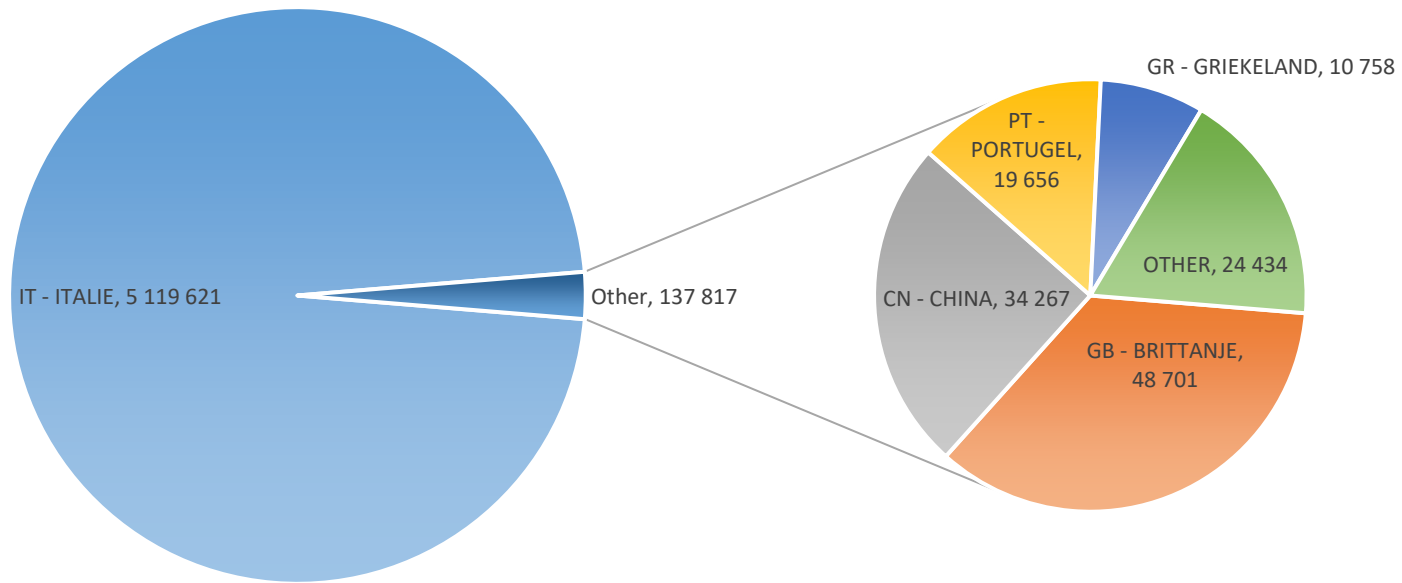
7 068 740 KG



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IMPORTS CANNED BEANS 2022

5 257 439 KG



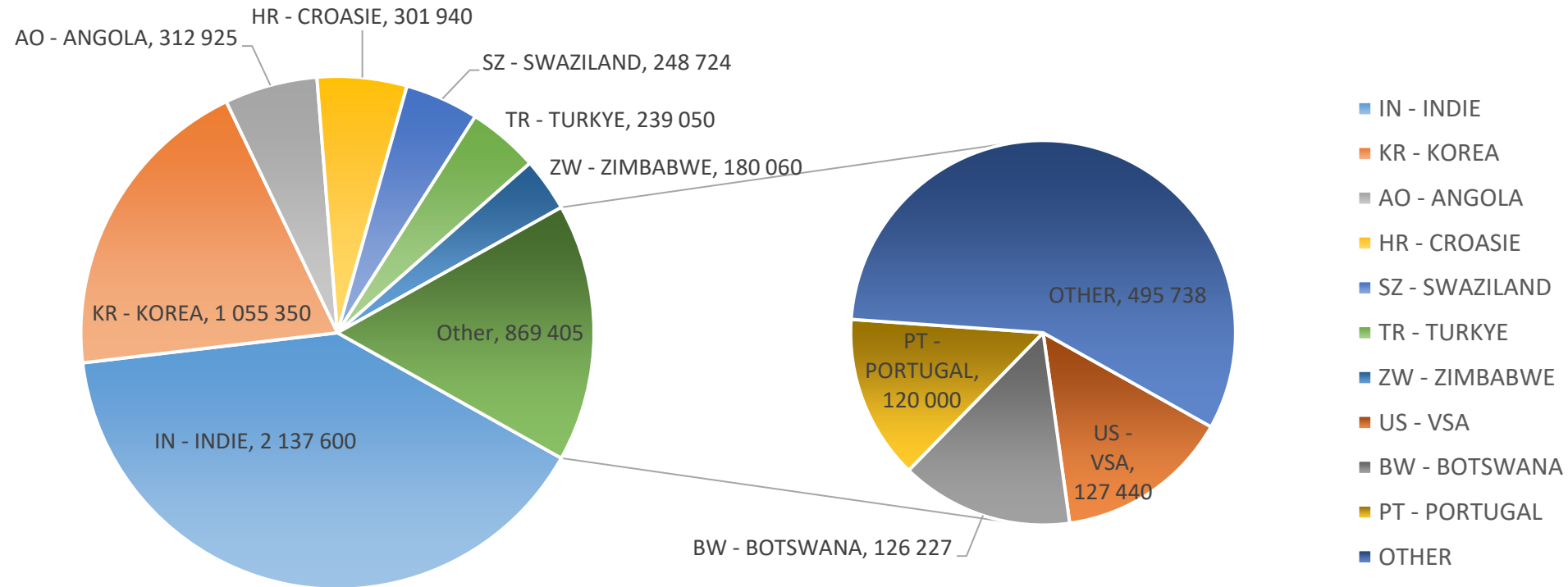
■ IT - ITALIE ■ GB - BRITTANJE ■ CN - CHINA
■ PT - PORTUGEL ■ GR - GRIEKELAND ■ OTHER



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EXPORT OF DRY BEANS 2022

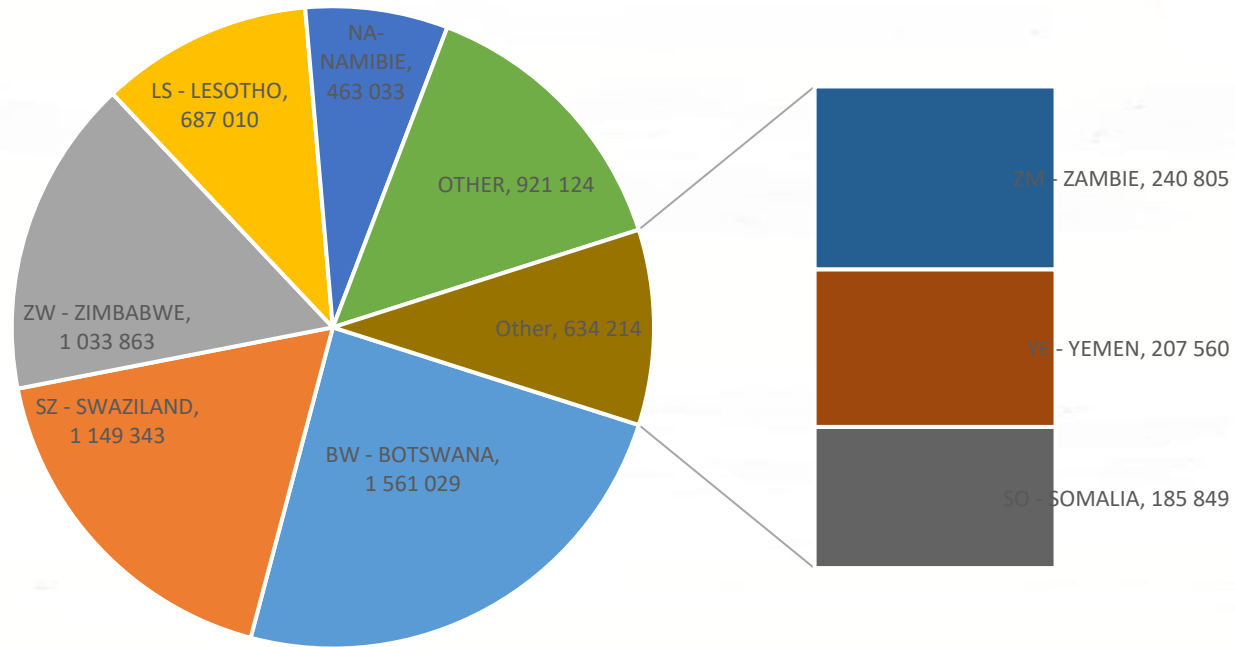
5 345 053 KG



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EXPORT CANNED BEANS 2022

5 815 402 KG



■ BW - BOTSWANA ■ SZ - SWAZILAND ■ ZW - ZIMBABWE ■ LS - LESOTHO ■ NA - NAMIBIE
 ■ OTHER ■ ZM - ZAMBIE ■ YE - YEMEN ■ SO - SOMALIA



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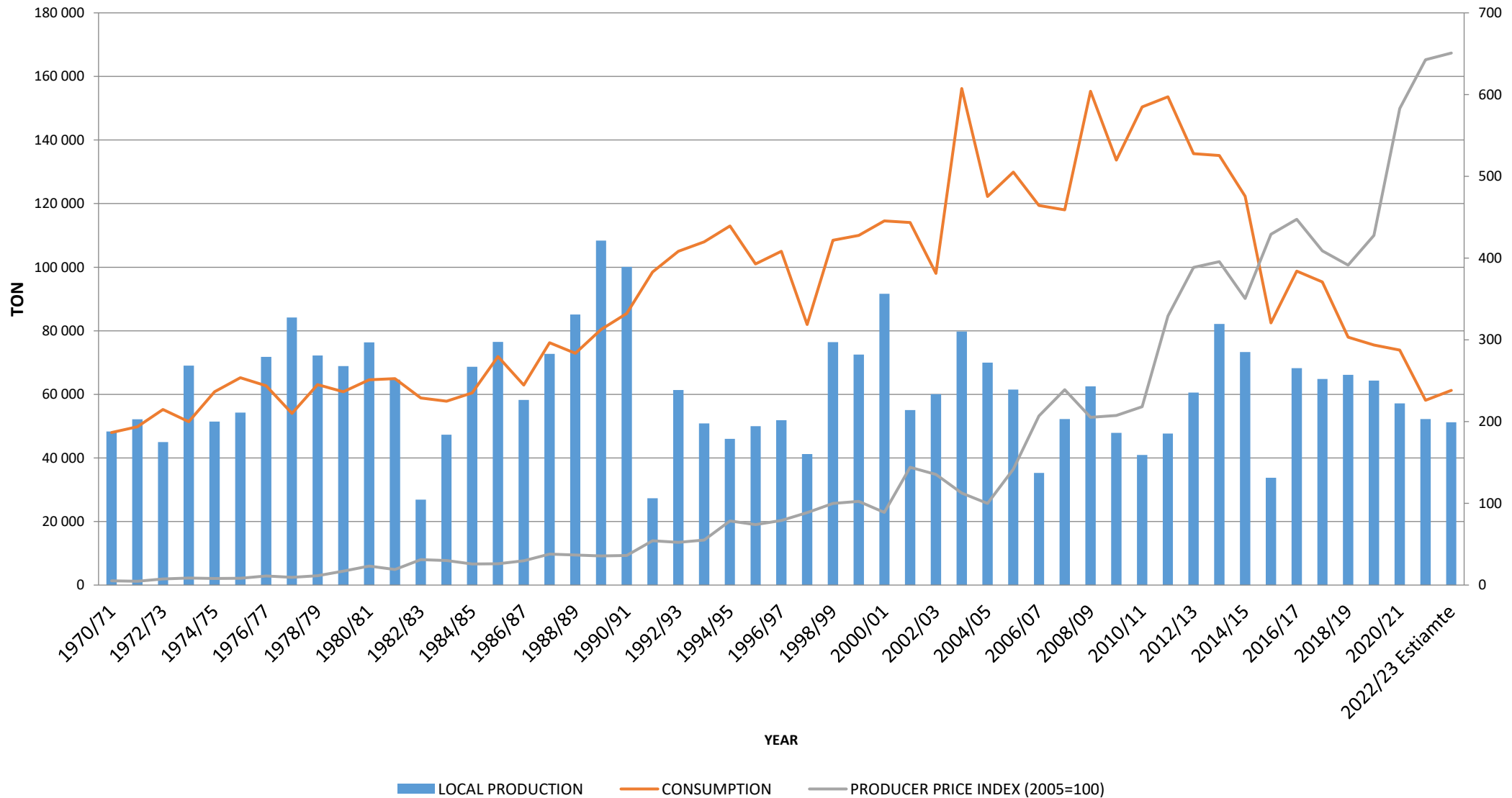
CAN WE PARTICIPATE?



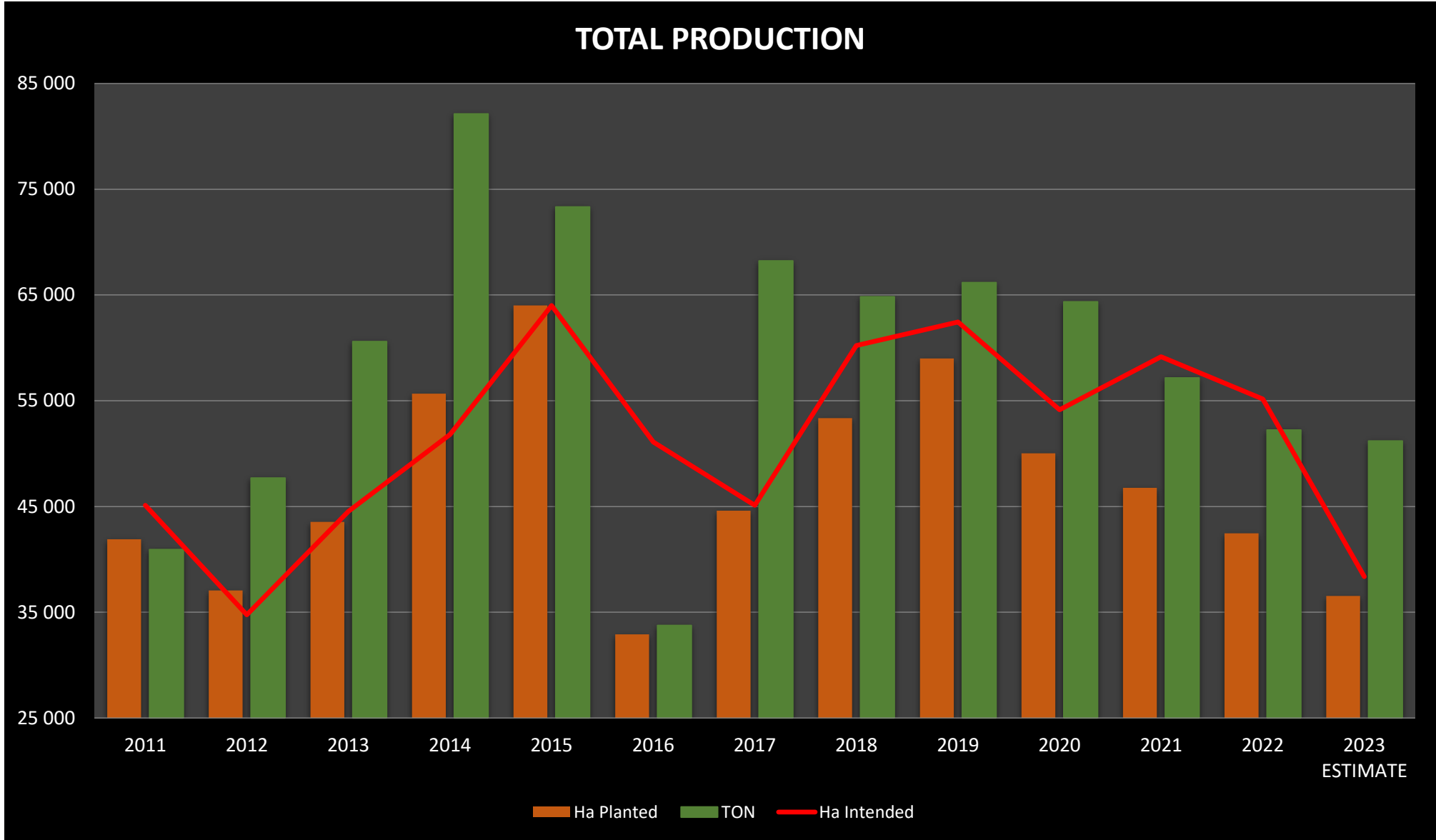
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DO WE HAVE ABILITY?

LOCAL PRODUCTION AND CONSUMPTION OF DRY BEANS
IN SOUTH AFRICA



PRODUCTION OF DRY BEANS IN SOUTH AFRICA





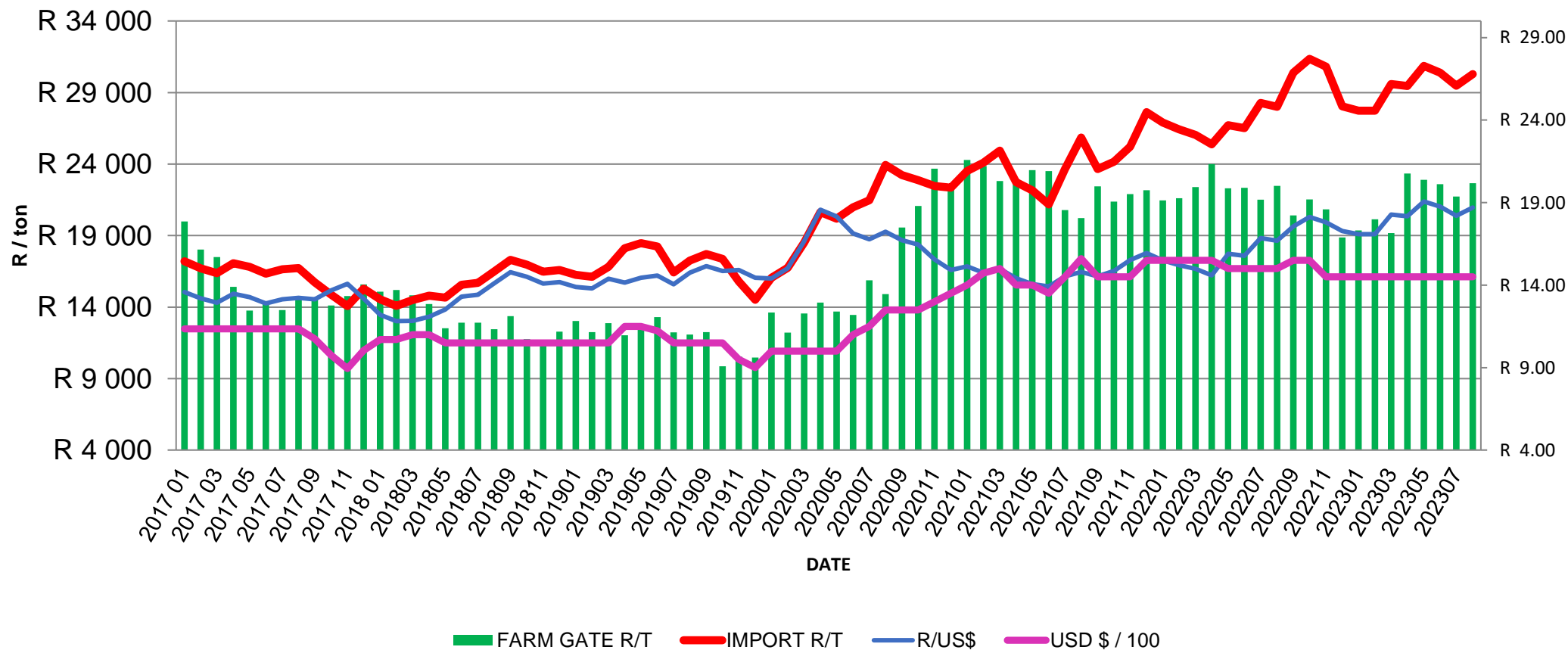
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RISK OF MARKET

PRICE DETERMINED IN WORLD MARKET

RED SPECKLED BEANS IMPORT PARITY TO DURBAN

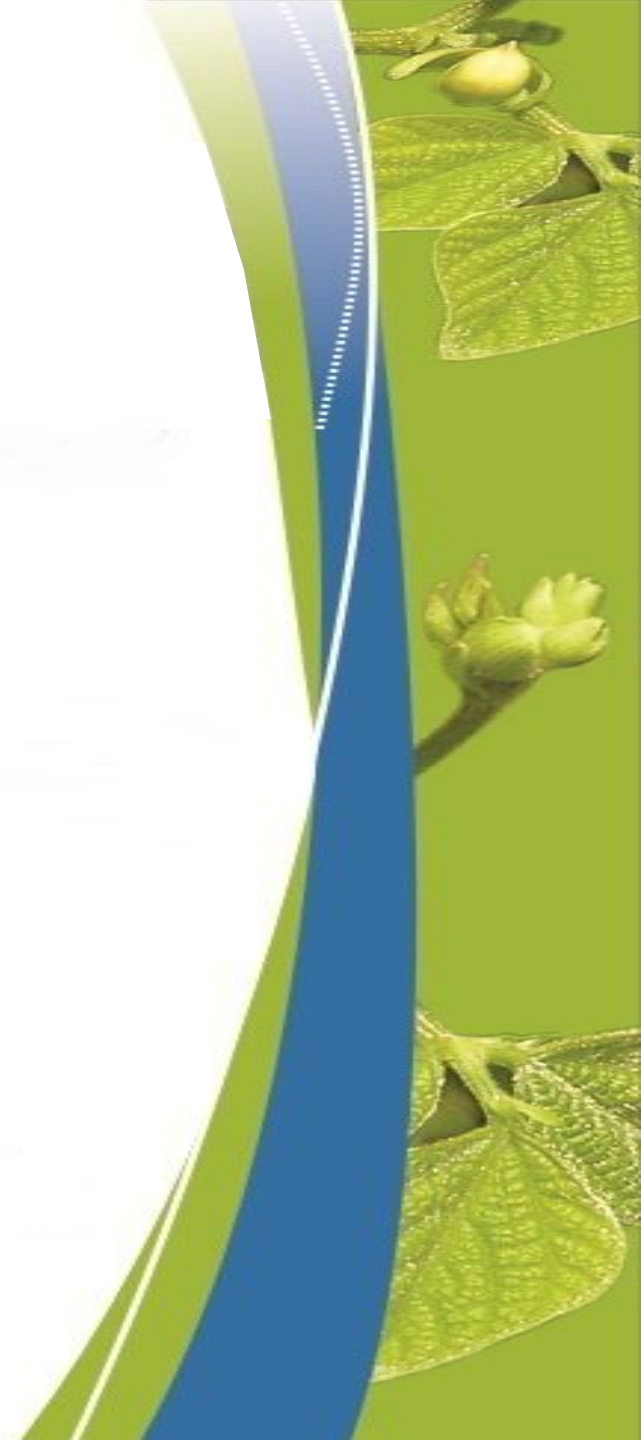


PRACTICAL ASPECTS TO CONSIDER TO PRODUCE DRY BEANS FOR EXPORT MARKETS

- KNOW YOUR MARKET
 - Type of dry bean (specific varieties in different markets)
 - Physical requirements
 - Seed size
 - Grading 5% defective and splits combined, make 1% splits when loading so 4% defective and no splits required
 - Labeling requirements
 - Packing requirements
- CONSIDER CONTINUED SUPPLY
 - Volumes of the required quality / **uniform product**
- HAVE AN UNDERSTANDING OF THE RISKS INVOLVED
- TAKE INTO CONSIDERATION THE FOOD SAFETY
 - Residue testing
- AVAILABILITY OF RESOURCES
 - Seed planning 3-5 years in advance
 - Other inputs (price volatility and availability)
 - Logistics (availability, theft)



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THANK YOU



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