United States Department of Agriculture



Federal Crop Insurance Corporation



Product Development Division

# FRESH MARKET **BEANS PILOT** LOSS **ADJUSTMENT STANDARDS** HANDBOOK

**2000 and Succeeding Crop Years** 

FCIC-25760 (12-1999)

#### UNITED STATES DEPARTMENT OF AGRICULTURE WASHINGTON, D.C. 20250

| FEDERAL CROP INSURANCE                                  | NUMBER: 25760   |  |  |  |  |
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| SUBJECT:  | DATE: December 1, 1999                                  |  |  |  |  |
| FRESH MARKET BEANS PILOT<br>LOSS ADJUSTMENT             | OPI: Product Develop                                    | ment Division                                |  |  |  |
| STANDARDS HANDBOOK<br>2000 AND SUCCEEDING CROP<br>YEARS | APPROVED: N.E.<br>Joz Tim E<br>Deputy Administrator, Re | Wagoner<br>3. Witt<br>search and Development |  |  |  |

THIS HANDBOOK CONTAINS THE OFFICIAL FCIC-APPROVED LOSS ADJUSTMENT STANDARDS FOR THIS CROP FOR THE 2000 AND SUCCEEDING CROP YEARS. IN THE ABSENCE OF INDUSTRY-DEVELOPED, FCIC-APPROVED PROCEDURE FOR THIS CROP FOR 2000 AND SUCCEEDING CROP YEARS, ALL REINSURED COMPANIES WILL UTILIZE THESE STANDARDS FOR BOTH LOSS ADJUSTMENT AND LOSS TRAINING.

| Control Chart For: Fresh Market Beans Loss Adjustment Standards Handbook |               |               |                 |                       |       |                     |  |  |
|--|---------------|---------------|-----------------|-----------------------|-------|---------------------|--|--|
|  | SC<br>Page(s) | TC<br>Page(s) | Text<br>Page(s) | Reference<br>Material | Date  | Directive<br>Number |  |  |
| Current<br>Index   | 1-2           | 1-2           | 1-34            | 35-45                 | 12-99 | FCIC-25760          |  |  |

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(RESERVED)

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### 1. INTRODUCTION

This handbook identifies the crop-specific procedural requirements for adjusting Multiple Peril Crop Insurance (MPCI) losses in a uniform and timely manner. These standards, which include crop appraisal methods and claims completion instructions, supplement the general (not crop-specific) procedures, forms and manuals for loss adjustment identified in the Loss Adjustment Manual (LAM).

### 2. SPECIAL INSTRUCTIONS

This handbook remains in effect until superseded by reissuance of **either** the entire handbook **or** selected portions (through slipsheets or bulletins). If slipsheets have been issued for a handbook, the original handbook as amended by slipsheet pages shall constitute the handbook. A bulletin can supersede either the original handbook or subsequent slipsheets.

### A. **DISTRIBUTION**

The following is the minimum distribution of forms completed by the adjuster for the loss adjustment inspection:

One legible copy to the insured. The original and all remaining copies as instructed by the insurance provider.

**NOTE:** It is the insurance providers responsibility to maintain original insurance documents relative to policyholder servicing as designated in their approved plan of operations.

### B. TERMS, ABBREVIATIONS, AND DEFINITIONS

- (1) Terms, abbreviations, and definitions that are general (not crop specific) to loss adjustment are identified in the LAM.
- (2) Terms, abbreviations, and definitions specific to fresh market bean loss adjustment and this handbook, which are not defined in this section, are defined as they appear in the text.

#### (3) Definitions:

**Bushel** Thirty (30) pounds of the insured crop.

**Crop Year** A period of time that begins on the first day of the earliest planting period for fall planted beans and continues through the last day of the insurance period for spring planted beans and is designated by the calendar year in which spring planted beans are harvested.

| Direct Marketing | Sale of the insured crop directly to consumers without the intervention of an intermediary such as a wholesaler, retailer, packer, processor, shipper, or buyer.  |
|------------------|---|
| Hand Harvest     | There is usually about \$6.00 / Carton labor associated with hand harvesting of snap beans however the amount of revenue received from hand harvest versus machine harvest are comparable, even though there is some production loss from machine harvest.                            |
| Harvest Factor   | A factor associated with machine harvesting due to the normal loss with this method of harvest. The amount of beans damaged and left in the field and damaged beans culled at the packing station is usually 30+ Percent (See <b>TABLE D</b> ). For hand harvest, there is no factor. |
| Sieve size       | Unlike processing beans, fresh market size are somewhat smaller, usual sieve size is from 3-4, whereas processing will be size 5 or greater.  |
| Size Set         | When the majority of snap beans on the bush are at the optimum size<br>to achieve best marketability without jeopardizing grading standards<br>due to a large number of oversized beans in the harvested product.   |

### C. <u>GENERAL CHARACTERISTICS OF FRESH MARKET SNAP BEANS</u>

- (1) Botanical name Phaseolus Vulgaris L are of the Legume family
- (2) Sometimes called "String Beans"
- (3) Three general types grown in the U.S. bush beans, pole beans, and half-runner varieties. All three are annuals and grown from seed. Commercial production consists mainly of bush and pole beans.
- (4) Usually planted on rows with spacing of 36 38 inches and 5-7 beans / linear foot. (Will usually not replant if there are 3.0 beans / ft. due to timing of the marketing window)
- (5) Self-pollinating
- (6) Traditional Row Space Recommendation is 18 36 inch
- (7) Traditional Plant space within Rows is 2 4 inches
- (8) Soil Temperature for Germination: Minimum-50 degrees; Optimum range 60-70 degrees; Maximum 80 degrees. Optimum temperature is 60 degrees for good growth. Average temperatures above 80 degrees may result in slow growth. Snap beans require a constant supply of moisture particularly during blossom and pod growth. Lack of moisture will cause blossom and pod drop during these time periods. Snap beans can be hand or machine

harvested. Most fresh market beans are hand harvested, however, some hybrid varieties respond well to machine harvesting.

- (9) Frost, excessive moisture and drought are the major perils concerning fresh market snap beans. Snap beans are very sensitive to cold temperatures and will freeze from a slight frost. Snap beans are also sensitive to hot and drought conditions especially during blossom and pod development. Moisture deprivation during blossom stage will result in blossoms dropping off the plant. Moisture deprivation during pod development will result in a more lengthy maturity period and may result in small, shriveled pods. Root rot, damping off, and seed rots are major diseases of snap beans. Proper rotation, field selection, sanitation, plant spacings, fertilization, irrigation and resistant varieties can reduce these risks.
- (10) The time from planting to market maturity under good growing conditions (Early variety 48 days, Late variety 60 days).
- (11) Approximate average fresh market yield in the U.S. is 5,000 10,000 lbs/ac. North Carolina State University conservative estimates 130 Hampers/ac. @ 30 lb./Hamper = 3,930 lb./ac. (MACHINE HARVEST).

### 3. INSURANCE CONTRACT INFORMATION

The insurance provider is to determine that the insured has complied with all policy provisions of the insurance contract. Fresh market bean provisions which are to be considered in this determination include (but are not limited to):

### A. **INSURABILITY**

- (1) The crop insured will be all the fresh market beans grown in the county on insurable acreage for which a premium rate is provided by the actuarial documents, and in which the insured has a share.
- (2) Beans must have been planted expressly to be harvested and sold as fresh market beans through a broker or wholesaler. If beans from this acreage are subsequently sold by direct marketing, the amount will be recorded as production to count. However, beans that were planted expressly to be harvested and sold through direct marketing, AND direct marketing is not allowed by the Special Provision, are not insurable and any production from such acreage will not be included in production to count, unless commingled with insured acreage production.
- (3) Any acreage of fresh market beans that does not meet rotation requirements, is interplanted with another crop, is planted into an established grass or legume, or sold by direct marketing is not insurable unless allowed by the Special Provisions.
- (4) Fresh market beans must initially be planted in rows far enough apart to permit mechanical cultivation unless otherwise provided by the Special Provisions.

- (5) For a producer to insure acreage of fresh market beans they must have a history of producing the crop for at least 3 previous crop years; or have experience in the growing or managing of a fresh market snap bean crop in the county in which the present crop will be grown.
- (6) Insurance coverage is extended to provide an indemnity when the elected dollar amount of marketable fresh market beans has not been produced. This coverage DOES NOT guarantee a market for fresh market beans and efforts need to be made to ensure that rejected production is attributable to insured causes rather than economic (market) conditions.
- (7) Any acreage of the insured crop damaged before the final planting date, to the extent that the majority of growers in the area would normally not further care for the crop, must be replanted unless the insurance provider agrees that replanting is not practical. Refer to the LAM for replanting provision issues.

### B. <u>PROVISIONS NOT APPLICABLE TO CAT COVERAGE</u>:

- (1) Optional Units.
- (2) Written Agreements.
- (3) Hail and Fire Exclusion Provisions (also not applicable to limited coverage).
- (4) High Risk Land Exclusion.
- (5) Minimum Value Option I and II.

### C. UNIT DIVISION

See the insurance contract for unit provisions. **NOTE:** Unless limited by the Crop or Special Provisions, a basic unit as defined in the Basic Provisions and the Crop Provisions, may be divided into optional units if, for each optional unit, all the conditions stated in the applicable provisions are met.

### D. MINIMUM VALUE OPTION

The total value of harvested production will be as follows:

- (1) If Option I is selected:
  - (a) For sold production, the dollar amount obtained by subtracting the allowable cost (from the Special Provisions) from the price received for each bushel of fresh market beans (this result may not be less that the minimum value option price contained in the Special Provisions), and multiplying this result by the number of bushels of FM Beans sold.
  - (b) For marketable production that is not sold, the dollar amount obtained by multiplying the number of bushels of FM Beans by the minimum value (from the Special Provisions for the planting period). Harvested production that is damaged or defective due to insurable causes and is not marketable will not be counted as production.

(2) If Option II is selected, the total value of harvested production will be as provided in D (1) (a), except that the dollar amount for a bushel of FM Beans may not be less than zero. For marketable production that is not sold, value applied will be as provided in D (1) (b).

### 4. **REPLANTING PROCEDURES**

There is currently no replant payment available for FM beans. Refer to the Basic Provisions and the crop provisions for this crop for replanting requirements prior to the final planting date.

### 5. FRESH MARKET BEAN APPRAISALS

### A. <u>GENERAL INFORMATION</u>

Potential production will be appraised in accordance with procedures specified in this handbook and the LAM.

- (1) Timely appraisals are a must since deterioration of this crop will occur at such a rate as to make a later determination impossible. Because of the extreme variation of production within a very short number of days, the appraisal has to be as close to harvest as possible for the mature appraisal method.
- (2) Due to the numerous varieties of fresh market snap beans, the pod count method will not work as well as it does for processing beans. The reasons are sieve and bean size. Some varieties may have the sieve size but are longer beans and have the same diameter. This results in varying weights per pod. Do not count any production that is not of the size, shape or condition that would otherwise be marketable.
- (3) Do not count or weigh any beans damaged from mold, tip burn, or that are scarred in any manner. Do not count any beans that measure any larger than 3 4 sieve size, unless the larger size is due to an uninsurable cause of loss (e.g., untimely harvest not due to an insurable cause).

**NOTE:** If there are excessive amounts of large beans (5 or larger sieve size) in the sample plots, there will be substantial quality problems or product rejection at the packing shed. The grower should be aware of the size set situation as it relates to his crop.

(4) For bean acreage that is to be hand harvested, seive size should not be a factor, if harvest if timely.

### B. <u>SELECTING REPRESENTATIVE SAMPLES FOR APPRAISALS</u>

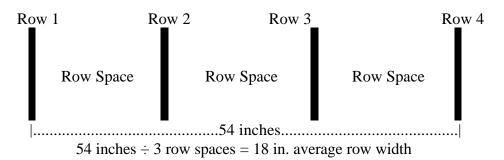
- (1) Determine the number of required samples for a field or subfield by the field size, the average stage of growth, age (size) and general capabilities of the plants, and variability of potential production and plant damage within the field or subfield.
- (2) Split the field into subfields when:
  - (a) variable damage causes the crop potential to appear to be significantly different within the same field; or
  - (b) the insured wishes to destroy a portion of a field.
- (3) Each subfield must be appraised separately.
- (4) Take not less than the minimum number (count) of representative samples required in **TABLE A**.

### C. MEASURING ROW WIDTH FOR SAMPLE SELECTION

Use these instructions for all appraisal methods.

- (1) Use a measuring tape marked in inches or convert a tape marked in tenths, to inches, to measure row width (see LAM for conversion table).
- (2) Measure across THREE OR MORE row spaces, from the center of the first row to the center of the fourth row (or as many rows as needed), and divide the result by the number of row spaces measured across, to determine an average row width in whole inches.

#### **EXAMPLE:**



(3) Where rows are skipped for tractor or planter tires and irrigation rows, measure across one pattern of this type and divide the number of rows by the total distance in order to determine "average row width."

### D. PLANT TYPES AND STAGES OF GROWTH

These instructions provide plant-type and growth-stage information for use when appraising potential production during various stages of growth.

- (1) Stages of Growth Snap Beans
  - (a) Leaf count and vegetative development are used to determine stage of snap bean growth prior to pod-set.
  - (b) Bean pod size determines stage of snap bean growth in all reproductive stages. (Unlike processing beans, fresh market beans have a smaller sieve size 3-4.)
  - (c) Refer to **EXHIBIT 1** for variety bean chart to determine size and days to maturity.
  - (d) Stage definitions are based upon 50 percent of the plants showing the appropriate characteristics. The average time interval between date of planting and emergence is 8 days. Early planting lengthens this interval and late planting shortens it. Any delay in planting is directly reflected in date of maturity.

| STAGE        | NAME OF<br>STAGE        | AVERAGE<br>TIME<br>IN STAGE | SNAP BEAN CHARACTERISTICS   |
|--------------|-------------------------|-----------------------------|---|
|              | Planted                 | 7                           | Planting time up to the emergence of cotyledons at the soil surface.  |
| V-1          | Emergence               | 3                           | Cotyledons are above ground and have separated.   |
| V-2          | Seedling                | 10                          | Unifoliate leaves have expanded to a minimum of one inch across widest portion of each leaflet.                                   |
| V-3          | First<br>Trifoliate     | 5                           | All three leaflets of the first trifoliate leaf are expanded to a minimum of one inch across the widest portion of each leaflet.  |
| V-4          | Second<br>Trifoliate    | 4                           | All three leaflets of the second trifoliate leaf are expanded to a minimum of one inch across the widest portion of each leaflet. |
| V-5          | Third<br>Trifoliate     | 3                           | All three leaflets of the third trifoliate leaf are expanded to a minimum of one inch across the widest portion of each leaflet.  |
| V-6          | First Bloom             | 3                           | First few buds of blooms are showing. Plants show three to five trifoliate leaves.  |
| <b>R-7</b>   | Early Bloom             | 3                           | Plant is blooming. Largest pods on plant are 1/4 inch long.   |
| R-8          | Full Bloom              | 4                           | Largest pods on plant are 1 inch in length.   |
| R-9          | Early Pod Set           | 3                           | Largest pods on plant are 1 1/2 inches in length.   |
| <b>R-10</b>  | Pod Set                 | 4                           | Pod set complete with largest pods on plant 2 inches in length.   |
| R-11         | Pod<br>Developed        | 3                           | Pods on plant are longer than 2 inches but none have reached sieve size 2 (3/8-inch diameter).                                    |
| R-12<br>R-13 | Pre- Harvest<br>Harvest | 7<br>-                      | No more than 10 % of the pods have reached sieve size 3<br>At least 55 % of the pods have reached sieve size 3-4.                 |

**NOTE**: Adjust all losses based on the stage of growth on the date of damage.

### 6. APPRAISAL METHODS

### A. GENERAL INFORMATION

These instructions provide information on appraisal methods for:

| Appraisal Method                  | Use  |
|-----------------------------------|--|
| Stand Reduction Method (Immature) | before podding<br>Use also for hail damage and damage that results<br>in non-marketable beans after podding. |
| After Podding Method (Mature)     | R-9 - R-13   |

### B. STAND REDUCTION (IMMATURE) METHOD

Use this method to determine potential production from emergence until substantial plant podding (R-8).

- (1) This method is based on the number of surviving plants in a designated sample row length compared with a desirable plant stand, allowing for adjustments to the appraisal for insured damage to leaves and pods. The fresh market bean standard weight by area is used as the base yield for appraisal purposes. (**EXAMPLE:** 5000 lb. per acre.)
- (2) Determine the intended plants per acre. Refer to **TABLE C** Plants Per Acre. Use the appropriate row width and plants/10 feet of row. Determine the intended stand by counting all live, dead, and missing plants in 10 feet of row and enter in item 11 on the appraisal worksheet. Determine the existing stand by counting all remaining live plants in 10 feet of row. Divide the existing plant population by the intended plants population to arrive at the percent of stand.

**EXAMPLE:** There were 60 plants per 10 feet of row (87,500 plants per acre) planted in 35 inch rows, and only 40 plants remaining (57,500 plants per acre).  $57,500 \div 87,500 = .66$  percent of stand.

**NOTE:** Use this method only until beans are of a sufficient size to weigh and use weight method appraisals.

(3) Refer to **TABLE B**, Stand Reduction Chart for Snap Beans to determine the potential remaining. Fresh Market Beans have a lesser ability to recover from damage; therefore a stand reduction chart has been provided.

### C. HAIL DAMAGE SUPPLEMENTAL INSTRUCTIONS

Hail-damaged beans deteriorate rapidly, requiring preliminary evaluation within 1 to 2 days of damage. Final appraisal will be deferred 7 to 10 days after damage (unless beans are mature; if so appraise immediately) to allow for accurate damage assessment for the remaining plants and pods. On the preliminary visit, loss of complete plants and their associated pods, pods knocked from plants, and plant defoliation should be documented. Pod damage from hail (scarring) is important to fresh market snap beans. If there is substantial damage (scarring) there may not be a market available depending on supply and intensity of damage.

### D. AFTER PODDING (MATURE) METHOD

The normal pod number for snap beans is 20 pods per plant but this can vary by variety.

(1) Fresh market snap beans in stage R-9 or later will be adjusted based on representative sample strips in the field (as designated by an insurance provider representative) just prior to or during harvest by the producer.

- (2) Snap beans may be harvested anywhere from sieve size 3 to sieve size 4. If machine harvesting of representative samples is not possible, the adjuster must hand-harvest and weigh the samples.
- (3) Refer to **TABLE A** for sample number requirements and reference the chart below for desirable plant stand.

| Row Width (Inches)<br>Average Distance<br>Between Rows | 10  | 12  | 14  | 16  | 18  | 20  | 22  | 24  | 26  | 28  | 30  | 32  | 34  | 36  | 38  | 40  |
|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Desirable Bean Stand<br>(Plants Per Foot of<br>Row)    | 6.0 | 6.1 | 6.2 | 6.3 | 6.4 | 6.5 | 6.6 | 6.7 | 6.8 | 6.9 | 7.0 | 7.1 | 7.2 | 7.3 | 7.4 | 7.5 |

### 7. APPRAISAL DEVIATIONS AND MODIFICATIONS

### A. <u>DEVIATIONS</u>

Deviations in appraisal methods require FCIC written authorization (as described in the LAM) prior to implementation.

### **B.** MODIFICATIONS

There are no pre-established modifications contained in this handbook. See the LAM for additional information.

## 8. APPRAISAL WORKSHEET ENTRIES AND COMPLETION PROCEDURES

### A. <u>GENERAL INFORMATION</u>

- (1) Include the insurance provider's name in the appraisal worksheet title if not preprinted on the insurance provider's worksheet or when a worksheet entry is not provided.
- (2) Include the claim number on the appraisal worksheet (when required by the insurance provider), when a worksheet entry is not provided.
- (3) Separate appraisal worksheets are required for each unit appraised. Refer to section **5** for sampling requirements.

- (4) If unharvested production is rejected by the buyer, the adjuster must determine if the damage is from an insurable cause. A sample may be taken to an official Grading Service or County Extension Service to make such determinations. All findings must be confirmed in writing.
- (5) If deemed unmarketable and indemnified, the acreage must be destroyed or it may be gleaned. See Bulletin No. MGR-99-023, dated June 28, 1999 and Bulletin No. MGR-99-023.1, dated October 6, 1999 (or the LAM after bulletins have been incorporated) for more information on gleaning.
- (6) The Minimum Value Option I and II are applicable only to harvested production.

**NOTE:** Standard appraisal worksheet items are numbered consecutively in subsection B. An example appraisal worksheet is also provided to illustrate how to complete entries.

### **B.** WORKSHEET ENTRIES AND COMPLETION PROCEDURES

Verify or make the following entries:

#### Item

#### No. Information Required

Company Name: Name of company and agency servicing the contract.

Claim Number: Claim number as assigned by the insurance provider.

- 1. **Insured's Name:** Name of insured that identifies (EXACTLY) the person (legal entity) to whom the policy is issued.
- 2. **Policy Number:** Insured's assigned policy number.
- 3. **Crop Year:** Crop year, as defined in the policy, for which the claim has been filed.
- 4. **Unit No:** Five digit unit number from the Summary of Coverage after it is verified to be correct (e.g., 0100).
- 5. **Cause of Damage:** Name of insured cause(s) of loss for **this crop** as listed in the LAM.
- 6. **Date of Damage:** First three letters of the month during which MOST of the insured damage (including progressive damage) occured. Include SPECIFIC DATE where applicable, as in the case of hail damage. (e.g.,AUG.11).
- 7. **Field Identification:** Field identification symbol.
- 8. **Acres/Date Planted:** Number of determined acres to tenths, in field or sub-field being appraised and date planted.
- 9. **Crop/Variety:** Fresh Market Beans and the variety planted and appraised.

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- 10. **Row Width:** The row width to the nearest inch for the appraised crop.
- 11. **Original Plant Population/Acre:** The intended plant population the producer would have had under normal conditions, based on row width and plant spacing. See **TABLE C**.
- 12. **Date of Appraisal:** Date the appraisal (field work) is completed.

### **IMMATURE APPRAISAL METHOD**

- 13. **Stage of Growth:** The stage of growth on the date of damage and stage of growth on the date of adjustment.
- 14. **Field/Sub Field:** The field identification symbol from a sketch map or an aerial photo.
- 15. **Acres:** The number of **determined** acres for the field or sub-field being appraised.
- 16. **Plants/Sample:** The number of existing plants in a 10 ft. sample.
- Percent Stand: Using items 10 and 16, determine the existing plant population (from TABLE D)and record in the narrative. Divide the existing plant population by the intended plant population (Item 11), rounded to two decimal places.
- 18. **Totals:** 
  - a. The total of adding all item 16 entries (plants/sample) from all samples.
  - b. The total of adding all item 17 entries (percent stand) from all samples.

#### 19. Averages:

a. The average number of plants/sample. Total of 18 a., divided by the number of samples.b. The average percent stand/sample. The total in 18 b. divided by the number of samples taken.

- 20. Normal Yield/Ac.: A normal yield per acre (can be different for each state.) See TABLE E.
- 21. **Percent Loss:** Through R-8 stage, enter the percent of loss from TABLE C , shown as a 2 place decimal (e.g., 20% = .20). For stages R-9 through R-12, MAKE NO ENTRY.
- 22. **Percent Stand:** Through R-8 stage, enter the result of 1.000 minus the item 21 entry. For stages R-9 through R-12, enter the average from item 19b.
- 23. **Plants/Ac.**: The number of remaining plants per acre after applying the percent stand from item 22. **EXAMPLE:**  $.80 \times 86,250 = 69,000.$
- 24. **Avg. Yld/Plt:** Item 20 ÷ Item 11, rounded to 4 decimal places.

- 25. **Lbs./Ac.:** Item  $23 \times$  Item 24, to the nearest whole pound.
- 26. **Container Wt.:** 30 lbs.
- 27. **Bu./Acre:** Item  $25 \div$  Item 26, to tenths.

### MATURE APPRAISAL METHOD

- 28. **Stage of Growth:** The stage of growth on the date of damage and stage of growth on the date of adjustment.
- 29. **Field/Sub Field:** The field identification symbol from a sketch map or an aerial photo.
- 30. **Acres:** The number of **determined** acres, to tenths, for the field or sub-field being appraised.
- 31 Weights/Sample: The actual weight, in pounds to tenths, per 10 ft. sample. If damage is severe use a 20 ft. sample.
- 32. **Totals:** The total weight of all samples taken in pounds to tenths.
- 33. **Averages:** Item  $32 \div$  by the number of samples taken in item 31, rounded to tenths.
- 34. **Avg. Wt. Per Sample:** Entry from Item 32.
- 35. **Production Factor:** Production weight factor for the row width (see **TABLE D**).
- 36. **Cwt./Acre:** Item  $34 \times$  Item 35, rounded to 2 decimal places.
- 35. **100 lbs./CWT.:** 100 lbs.
- 38. **Pounds/Ac.:** Item  $36 \times$  Item 37, rounded to whole pounds.
- 39. **Commodity Unit Measure:** Fresh Market Beans 30 Lbs./Bu.
- 40. Units (Bu.)/Ac.: Item  $38 \div$  Item 39, rounded to tenths.
- 41. **Narrative:** Remarks pertinent to the appraisal, sampling, conditions in general (e.g. very hot and dry), etc.
- 42. **Adjuster's Signature, Code No. and Date:** Signature of adjuster code number and date signed after the insured (or insured's authorized representative) has signed. If the appraisal is performed prior to signature date, document the date of appraisal in the Narrative section of the Appraisal Worksheet (if available); otherwise, document the appraisal date in the Narrative of the Production Worksheet.

- 43. **Insured's Signature and Date:** Insured's (or insured's authorized representative's) signature and date. BEFORE obtaining insured's signature, REVIEW ALL ENTRIES ON THE Appraisal Worksheet WITH THE INSURED, particularly explaining codes, etc., which may not be readily understood.
- 44. **Page Number:** Page numbers (Example: Page 1 of 1, Page 1 of 2, Page 2 of 2, etc.).

| FOR ILLUSTRATION PURPOSES ONLY          |                   |         | COMPANY NAME |         |          |        |                      |                | CLAIM NUMBER 1 INSURED'S NAME    |              |                 | 2 POLICY NUMBER        |                           | R 3 CROP YEAR                   |
|---|-------------------|---------|--------------|---------|----------|--------|----------------------|----------------|----------------------------------|--------------|-----------------|------------------------|---------------------------|---------------------------------|
|   | ANY COMPANY       |         |              |         |          |        | XXXXXX I. M. INSURED |                |                                  | XXXXXXXX     |                 |                        |                           |                                 |
|   |                   |         |              | 5 CAUSE | OF DAMAC | GE     | 6 DATE               | OF DAMAGE      | OF DAMAGE 7 FIELD IDENTIFICATION |              | 8 ACRES/DATE PL | ANTED                  |                           |                                 |
| -                                       |                   |         | 00100        |         | E        | XCESS  | MOISTU               | JRE            | MM/D                             | D/YYYY       | 17              | and 2A                 | 10 ACRES                  | MM/DD/YYYY                      |
| APPRAISAL                               | WORKSHEET         | 9 CROP/ | VARIETY      |         | 1        |        |                      | 10 ROW \       | WIDTH                            |              | 11 ORIGINAL     | PLANT POPULATION/A     | CRE 12 DATE C             | OF APPRAISAL                    |
|   |                   |         | FM B         | EANS/C  | GATOR    | GREEN  |                      |                | 36 "                             |              |                 | 86,250                 | MI                        | M/DD/YYYY                       |
|   |                   |         |              |         |          | IMMATU | JRE APP              | RAISAL M       | ETHOD                            |              |                 |                        |                           |                                 |
| 3 Stage of Growth                       | Samples           | 1       | 2            | 3       | 4        | 5      | 6                    | 7              | 8                                | Totals<br>18 | Averages<br>19  | 20 Normal Yield/Ac.    | 21 Percent Loss           | 22 Percent Stand                |
| Date of Damage<br>R7                    | 16 Plants/Sample  | 51      | 41           | 42      |          |        |                      |                |                                  | a 134        | a 44.7          | 5000 LBS.              | 16.0                      | .84                             |
| Date of Adjustment<br>R7                | 17 Percent Stand  | .83     | .69          | .64     |          |        |                      |                |                                  | b 2.16       | b .72           | 23 Plants/Ac.          |                           | 25 Lbs./Ac.                     |
| 4 Field/Sub-Field                       | 16 Plants/Sample  |         |              |         |          |        |                      |                |                                  |              |                 | 72,450                 |                           | 4188<br>= ÷                     |
| 1A1                                     |                   |         |              |         |          |        |                      |                |                                  |              |                 | 26 Container Wt.       | 27 Bu./                   | Acre                            |
| 5 Acres                                 | 17 Percent Stand  |         |              |         |          |        |                      |                |                                  |              |                 | 30 Lbs.                | =                         | 139.6                           |
|   |                   |         |              | -       |          | MATUR  | RE APPR              | AISAL ME       | THOD                             |              |                 |                        |                           |                                 |
| 8 Stage of Growth                       |                   | 1       | 2            | 3       | 4        | 5      | 6                    | 7              | 8                                | Totals<br>32 | Averages<br>33  | 34 Avg. Wt. Per Sample | e 35 Production<br>Factor | 36 CWT./Acre                    |
| <u>Date of Damage</u><br>R9             |                   | 4.0     | 5.1          | 2.0     | 1.3      |        |                      |                |                                  | a 12.4       | a 3.1           | 3.1                    | 14.5<br>x :               | 44.95                           |
| Date of Adjustment<br>R9                |                   |         |              |         |          |        |                      |                |                                  | b            | b               | 37 100 lbs/CWT.        | 38 Pounds/Ac.             | 39 Commodity Unit of<br>Measure |
| 29 Field/Sub-Field                      | 31 Weights/Sample |         |              |         |          |        |                      |                |                                  | =<br>c       | с               | 100 lbs.               | 4495                      | ] 30 lbs.                       |
| 2A                                      |                   |         |              |         |          |        |                      |                |                                  | =            |                 | 40 Units (Bu.)/Ac.     |                           | · _                             |
| 30 Acres                                | _                 |         |              |         |          |        |                      |                |                                  | d            | d               | 149.8                  |                           |                                 |
| 12.0                                    |                   |         |              |         |          |        |                      |                |                                  | =            |                 | 149.8                  |                           |                                 |
| 41 Narrative                            |                   |         |              |         |          |        |                      |                |                                  | =            |                 |                        |                           |                                 |
|   |                   |         |              |         |          |        |                      |                |                                  |              |                 |                        |                           |                                 |
|   |                   |         |              |         |          |        |                      |                |                                  |              |                 |                        |                           |                                 |
| 42 Adjuster's Signature and Code Number |                   |         |              |         | Date     |        |                      | 43 Insured's S | Signature                        |              | Date            |                        |                           |                                 |
|   | I. M. ADJUSTER    |         |              |         |          |        |                      | MM/DD/Y        | YYY                              |              | I. M            | . INSURED              | I                         | MM/DD/YYYY                      |
|   |                   |         |              |         |          |        |                      |                |                                  |              |                 |                        |                           |                                 |

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### C. <u>SUMMARY OF HARVESTED PRODUCTION WORKSHEET ENTRIES</u> <u>AND COMPLETION INFORMATION</u>

- (1) Use this worksheet to record production of marketable fresh market green beans which are harvested. Use separate Summary of Harvested Production Worksheets for:
  - (a) Harvested production,
  - (b) Direct-marketed production,
  - (c) Unsold production; and
  - (d) Each packer or processor.
- (2) Fresh market bean acreage; is to be planted for harvest and marketed through a broker or wholesaler or by direct marketing if allowed by the Special Provisions. **NOTE:** Any acreage planted expressly for harvest and sale throught direct marketing is not insurable, unless allowed by the Special Provisions. Any production from such acreage will not be included in production to count, unless commingled with production from insured acrage.
- (3) Packout computer printout sheets may be used to record harvested production in lieu of the Summary of Harvested Production Worksheets, provided that they establish the total value per load in the same manner with no load valued at less than zero after subtracting allowable costs. (See Special Provisions for allowable costs.) File a copy of the printout sheets in the contract folder.
- (4) Allowable cost of harvested production will include only those allowable costs shown in the Special Provisions and not to exceed the amount shown in the Special Provisions. The actual allowable costs can be obtained from the grower. Allowable costs are to be deducted only for production actually packed.

**NOTE:** This worksheet is used to determine average value per carton actually received for harvested production. Actual value according to the crop provisions of Minimum Value Option I or Option II, if applicable, is recorded on the production worksheet.

### Verify or make the following entries:

### Item

### No. Information Required

Company Name: Name of insurance provider, if not preprinted on the worksheet.

Claim No.: Claim number as assigned by the insurance provider, if required.

1. **Insured's Name:** Name of the insured that identifies EXACTLY the person (legal entity) to whom the policy is issued.

- 2. **Crop:** "Fresh Market Beans" (0105).
- 3. **Crop Year:** Crop year, as defined in the policy, for which the claim has been filed.
- 4. **Policy No.:** Insured's assigned policy number.
- 5. **Planting Period:** Planting period (e.g. Fall, Winter, Spring). See the Summary of Coverage for the planting date and the actuarial documents to determine the planting period.
- 6. **Unit Number:** Five-digit unit number from the Summary of Coverage after it is verified to be correct (e.g.,00100).
- 7. **Name, Address, and Phone No. of Buyer/Packer:** Name, address, and telephone number of the buyer/packer of the production. MAKE NO ENTRY for unsold production.

**NOTE:** If applicable, identify the minimum value option selected in the lower right hand corner of item 7.

- 8. **Sale Date:** Enter date the load was sold. Enter "unsold" for unsold production (harvested and/or packed but could not be sold due to insured causes).
- 9. **Load Number:** Ticket number of the load. For unsold production, enter the number of the USDA certificate of inspection, if available, and attach a copy of the certificate to the appraisal worksheet. For direct marketed production, enter "direct-marketed."
- 10. **No. of Boxes/Cartons/Crates:** Write in and circle Bu. For packed production, enter the number of bushels per load. For direct-marketed and unsold production, enter the number of bushels of such production.
- 11. **Value Per Boxes/(Cartons)/Crates:** Write in and circle Bu. Enter the value per bushel, determined by dividing the gross value of sales (from the sales invoice) by the number of bushels sold, rounded to dollars and cents. For unsold production, MAKE NO ENTRY.
- 12. **Allowable Cost:** Enter the allowable cost (for packed production only). See the Special Provisions. If the actual allowable cost is less than the value provided in the Special Provisions, enter the actual allowable cost. For direct-marketed production enter "0". For unsold production, MAKE NO ENTRY.
- 13. **Net Value:** Subtract allowable cost (item 12) from value per bushel (item 11). If the value is negative, enter "0.00". MAKE NO ENTRY for unsold production.
- 14. Total Value Per Load: Multiply number of bushels (item 10) by net value per bushel (item 13). Enter the results, rounded to dollars and cents. MAKE NO ENTRY for unsold production.

- 15. **Total Boxes/Cartons/Crates:** Write in and circle Bu. Total number of bushels from number of bushels column (item 10).
- 16. **Total (\$) All Loads:** Total dollar value for all loads from item 14.
- 17. **Total (\$) All Loads:** Transfer entry from item 16.
- 18. **Total Boxes/Cartons/Crates:** Write in and circle Bu. Transfer entry from item 15.
- 19. **Value Per Box/Carton/Crate:** Write in and circle Bu. Divide total dollars all loads (item 17) by total bushels (item 18). Enter result, rounded to dollars and cents.

**NOTE:** The entry in item  $Q_1$  of the Production Worksheet will be the greater of (a) the average value, per bushel from item 19, or (b) the minimum value per bushel shown in the Special Provisions.

- 20. **Insured Signature and Date:** Insured's (or insured's authorized representative's) signature and date. BEFORE obtaining insured's signature, REVIEW ALL ENTRIES on the Summary of Harvested Production worksheet WITH THE INSURED, particularly explaining codes, etc., which may not be readily understood
- 21. **Adjuster Signature and Date:** Signature of adjuster, code number, and date signed **after** the insured or (or insured's authorized representative) has signed.

Page Numbers: Page numbers - (Example: Page 1 of 1, Page 1 of 2, Page 2 of 2, etc.)

| Company Na                | me: Any Co          | mpany                             | Claim No.:                           | XXXXXXXX           |                  |                           |  |  |  |  |
|---------------------------|---------------------|-----------------------------------|--------------------------------------|--------------------|------------------|---------------------------|--|--|--|--|
| FOR ILLUSTRAT             | ION PURPOSES ONLY"  |                                   | ED'S NAME                            | 2. CROP            | 3. CROP YEAR     |                           |  |  |  |  |
| (Peppers/Fres             | h Tomatoes/FM Beans | )                                 | I. M. Insured                        |                    | EANS (0105)      | YYYY                      |  |  |  |  |
|                           | MMARY OF            | 4. POLICY                         | 'NO.                                 | 5. PLANTING PERIOD | 6. UNIT NUM      |                           |  |  |  |  |
|                           |                     |                                   | xxxxxx                               | Fall               | (                | 00100                     |  |  |  |  |
| Tel (XXX) xxx-            |                     |                                   |                                      |                    |                  |                           |  |  |  |  |
| ABC Packing C             | Co. Box xx, Any To  | wn, Any State                     | <b>)</b>                             | Se                 | lected Minimul   | m Value Option II         |  |  |  |  |
|                           |                     | F                                 | PART I - PRODU                       | CTION              |                  |                           |  |  |  |  |
| SALE DATE                 | LOAD NUMBER         | NO. OF BOXES/<br>(CARTONS)/CRATES | VALUE PER BOXES/<br>(CARTONS)/CRATES | ALLOWABLE<br>COST  | NET VALUE        | TOTAL VALUE<br>PER LOAD   |  |  |  |  |
| 8                         | 9                   | 10 (Bu)                           | 11 By                                | 12                 | 13               | 14                        |  |  |  |  |
| 12-11-YYYY                | 21642               | 185                               | \$11.00                              | \$3.50             | \$7.50           | \$1,387.50                |  |  |  |  |
| 12-11-YYYY                | 21645               | 170                               | \$13.00                              | \$3.50             | \$9.50           | \$1,615.00                |  |  |  |  |
| 12-11-YYYY                | 21647               | 150                               | \$6.00                               | \$3.50             | \$2.50           | \$375.00                  |  |  |  |  |
| 12-11-YYYY                | 22450               | 160                               | \$5.00                               | \$3.50             | \$1.50           | \$240.00                  |  |  |  |  |
| 12-18-YYYY                | 22690               | 170                               | \$7.00                               | \$3.50             | \$3.50           | \$595.00                  |  |  |  |  |
| 12-18-YYYY                | 23100               | 180                               | \$2.00                               | \$3.50             | \$0.00           | \$0.00                    |  |  |  |  |
| 12-20-YYYY                | 24250               | 190                               | \$2.00                               | \$3.50             | \$0.00           | \$0.00                    |  |  |  |  |
| 12-22-YYYY                | 24301               | 140                               | \$6.00                               | \$3.50             | \$2.50           | \$350.00                  |  |  |  |  |
| 12-24-YYYY                | 24330               | 150                               | \$11.00                              | \$3.50             | \$7.50           | \$1,125.00                |  |  |  |  |
| 12-30-YYYY                | 24600               | 131                               | \$7.67                               | \$3.50             | \$4.17           | \$546.27                  |  |  |  |  |
|                           |                     |                                   |                                      | T MARKETED PRODUCT |                  |                           |  |  |  |  |
|                           |                     |                                   | UNSOLD, AND DIREC                    |                    |                  | <u> </u>                  |  |  |  |  |
| 15. TOTAL BOXE            | ES/CARTONS/CRATES   | 1626 Bu                           | RT II - WEIGHTEI                     |                    | L (\$) ALL LOADS | \$6,233.77                |  |  |  |  |
| <b>17.</b> TOTAL (\$) ALI | LOADS               |                                   |                                      |                    | PER BOX/(CARTO   | N/CRATE                   |  |  |  |  |
| \$6,233.77                |                     |                                   | 1626 (Bu) $3.83 (Bu)$                |                    |                  |                           |  |  |  |  |
| 20. INSURED SIG           | NATURE              | DATE                              | 21. ADJUSTEI                         | R SIGNATURE        |                  | DATE                      |  |  |  |  |
| I. M.                     | Insured             | MM-DD-YYYY                        | l.                                   | M. Adjuster xxxxx  |                  | MM-DD-YYYY                |  |  |  |  |
|                           |                     |                                   |                                      |                    |                  | Page <u>1</u> of <u>1</u> |  |  |  |  |

### 9. CLAIM FORM ENTRIES AND COMPLETION PROCEDURES

### A. <u>GENERAL INFORMATION</u>

- (1) The claim form, (hereafter referred to as a "Production Worksheet") is a progressive form containing all notices of damage for all preliminary and final inspections on a unit.
- (2) If a Production Worksheet has been prepared on a prior inspection, verify each entry and enter additional information as needed. If a change or correction is necessary, strike out all entries on the line and re-enter correct entries on a new line. The adjuster and insured should initial any line deletions.
- (3) Refer to the LAM for instructions regarding the following:
  - (a) Acreage report errors.
  - (b) Delayed notices and delayed claims.
  - (c) Corrected claims or fire losses (double coverage) and cases involving uninsured causes of loss, unusual situations, controversial claims, concealment, or misrepresentation.
  - (d) Claims involving a Certification Form (when all the acreage on the unit has been appraised to be put to another use or other reasons described in the LAM).
  - (e) "No Indemnity Due" claims (which must be verified by an APPRAISAL or NOTIFICATION from the insured that the production exceeded the guarantee).
- (4) The adjuster is responsible for determining if any of the insured's requirements under the notice and claim provisions of the policy have not been met. If any have not, the adjuster should contact the insurance provider.
- (5) Instructions labeled "**PRELIMINARY**" apply to preliminary inspections only. Instructions labeled "**FINAL**" apply to final inspections only. Instructions not labeled apply to ALL inspections.

### B. FORM ENTRIES AND COMPLETION INFORMATION

#### Verify or make the following entries:

#### Item No. Information Required

- 1. **Crop/Code #:** FM Beans" (0105).
- 2. **Unit #:** Five-digit unit number from the Summary of Coverage after it is verified to be correct (e.g., 00100).
- 3. **Legal Description:** Section, township, and range number or other legal description that identifies the location of the unit.
- 4. **Date of Damage:** First three letters of the month during which MOST of the insured damage (including progressive damage) occurred for each inspection. Include the SPECIFIC DATE where applicable as in the case of hail damage (e.g., AUG 11).
- 5. **Cause of Damage:** Name of insured cause of loss for **this crop** as listed in the LAM. If it is evident that no indemnity is due, enter "NONE." If an insured cause of loss is coded as "Other", explain in the "Narrative".

**NOTE:** See the Basic Provisions and the crop provisions for this crop for information pertaining to insured and uninsured causes of loss.

6. **Primary Cause %:** 

PRELIMINARY: MAKE NO ENTRY.

**FINAL:** Percent of damage for the cause of damage listed in item 5 above that is determined to be the primary cause of damage, to the nearest whole percent. The primary cause of damage must exceed 50 percent (e.g., 51%). Enter an "X" in the major secondary cause of damage.

- 7. **Company /Agency:** Name of company and agency servicing the contract.
- 8. **Name of Insured:** Name of the insured that identifies EXACTLY the person (legal entity) to whom the policy is issued.
- 9. **Claim #:** The claim number as assigned by the insurance provider.
- 10. **Policy #:** Insured's assigned policy number.
- 11. **Crop Year:** Crop year, as defined in the policy, for which the claim is filed.

#### 12. Additional Units:

#### **PRELIMINARY:** MAKE NO ENTRY.

**FINAL:** Unit number(s) for ALL non-loss units for the crop at the time of final inspection. A non-loss unit is any unit for which a Production Worksheet has not been completed. Additional non-loss units may be entered on a single Production Worksheet.

**NOTE:** If more spaces are needed for non-loss units, enter the unit numbers, identified as "Non-Loss Units," in the narrative or on an attached Special Report.

#### 13. Est. Prod. Per Acre:

#### **PRELIMINARY:** MAKE NO ENTRY.

**FINAL:** Estimated yield per acre, in whole bushels, of all non-loss units for the crop at the time of final inspection.

#### 14. **Date(s) of Notice:**

#### **PRELIMINARY:**

- a. Date the notice of damage was given for the unit in item 2.
- b. A third preliminary inspection (if needed) requires an additional set of Production Worksheets. Enter the date of notice for a third preliminary inspection in the 1st space of item 14 on the second set.
- c. Reserve the "Final" space on the first page of the first set of Production Worksheets for the date of notice for the final inspection.
- d. If the inspection is initiated by the insurance provider, enter "Company Insp." instead of the date.

**FINAL:** Transfer the last date in the 1st or 2nd space to the FINAL space if a final Inspection should be made as a result of the notice. Always enter the complete date of notice (month, day, year) for the FINAL inspection in the FINAL space on the first page of the first set of Production Worksheets. For a delayed notice of loss or delayed claim, refer to the LAM.

#### 15. **Companion Policy(s):**

a. If no other person has a share in the unit (insured has 100 percent share), MAKE NO ENTRY.

- b. In all cases where the insured has LESS than a 100 percent share of a loss-affected unit, ask the insured if the OTHER person sharing in the unit has a multiple-peril crop insurance contract (i.e., not crop-hail, fire, etc.) If the other person does not, enter "NONE."
  - (1) If the OTHER person has a multiple-peril crop insurance contract and it can be determined that the SAME insurance provider services it, enter the contract number. Handle these companion policies according to the insurance provider instructions.
  - (2) If the OTHER person has a multiple-peril crop insurance contract and a **DIFFERENT** insurance provider or agent services it, enter the name of the insurance provider and/or agent (and contract number) if known.
  - (3) If unable to verify the existence of a companion contract, enter "Unknown" and contact the insurance provider for further instructions.

### NOTE: See the LAM for further information regarding companion contracts.

### SECTION I - ACREAGE APPRAISED, PRODUCTION AND ADJUSTMENTS

Make separate line entries for varying:

- (1) Rate classes, types, or practices;
- (2) APH yields;
- (3) Appraisals;
- (4) Stages or intended use(s) of acreage;
- (5) Shares (e.g., 50 percent and 75 percent shares on the same unit); or
- (6) Appraisals for damage due to hail or fire if Hail and Fire Exclusion is in effect.

### Verify or make the following entries:

#### Item

### No. Information Required

A. **Field ID:** The field identification symbol from a sketch map or an aerial photo. See the Narrative. In the margin (or in a separate column), enter the date of inspection for the last line entry of each inspection.

#### B. **Preliminary Acres:**

**PRELIMINARY:** The number of acres, to tenths, (include "E" if estimated), for which consent for other use has been given. Determine actual acreage, to tenths, when the boundaries of the appraised acreage may not be determined later.

### FINAL: MAKE NO ENTRY.

#### C. **Final Acres:** See the LAM for definition of acceptable determined acres used herein.

Determined acres to tenths for acreage (include "E" if estimated) for which consent is given for other use and /or:

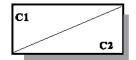
- a. Put to other use without consent.
- b. Abandoned. or
- c. Damaged by uninsured causes.
- d. For which the insured failed to provide acceptable records of production.

FINAL: Determined acres to tenths.

**NOTE:** Acreage breakdowns WITHIN a unit may be estimated (enter "E" in front of the acres) if a determination is impractical AND if authorization was received from the insurance provider. Document authorization in the Narrative.

ACCOUNT FOR ALL ACREAGE IN THE UNIT. In the event of over-reported acres, handle in accordance with individual insurance provider's instructions. In the event of under reported acres, draw a diagonal line in Column "C" as shown.

 $C_1$  Enter the ACTUAL acres for the field or sub-field.  $C_2$  Enter the REPORTED acres for the field or sub-field.



- D. **Interest or Share:** Insured's interest in the crop to three decimal places as determined at the time of inspection. If shares vary on the same UNIT, use separate line entries.
- E. **Risk:** The correct rate class from the actuarial documents. Verify with the Summary of Coverage and if the rate class is found to be incorrect, revise according to the insurance provider's instructions. See the LAM.

**NOTE:** Unrated land is uninsurable without a written agreement.

- F. **Practice:** Three-digit code number, entered exactly as specified on the actuarial documents, for the practice carried out by the insured. If "No Practice Specified," enter appropriate 3-digit code number from the actuarial documents.
- G. **Type/Class/Variety:** Three-digit code number, entered exactly as specified on the actuarial documents, for the type grown by the insured. If "No Type Specified," enter appropriate 3-digit code number from the actuarial documents.

#### H. Stage:

#### **PRELIMINARY:** MAKE NO ENTRY.

**FINAL:** Stage abbreviation as shown below.

### **<u>STAGE</u> <u>EXPLANATION</u>**

"P"..... Acreage abandoned without consent, put to other use without consent, damaged solely by uninsured causes, for which the insured failed to provide records of production which are acceptable to the insurance provider, failure to give timely notice when the insured is a broker, packer, processor, wholesaler, buyer, or other handler of fresh market beans.

"H"..... Harvested

"UH"..... Unharvested or put to other use with consent.

**GLEANED ACREAGE:** See Bulletin No. MGR-99-023, dated June 28, 1999, and Bulletin No. MGR-99-023.1, dated October 6, 199 (or the LAM after bulletins have been incorporated) for more information on gleaning.

I. **Intended or Final Use:** Use of Acreage. Use the following "Intended Use" abbreviations:

### USE EXPLANATION

| "To Millet",etc | Use made of the acreage   |
|-----------------|---------------------------|
| "WOC"           | Other use without consent |
| "SU"            | Solely uninsured          |
| "ABA"           | Abandoned without consent |
| "H"             | Harvested                 |
| "UH"            | Unharvested               |

Verify any "Intended Use" entry. If the final use of the acreage was not as indicated, strike out the original line and initial it. Enter all data on a new line showing the correct "Final Use."

**GLEANED ACREAGE:** See Bulletin No. MGR-99-023, dated June 28, 1999, and Bulleting No. MGR-99-023.1, dated October 6, 1999 (or the LAM after bulletins have been incorporated) for more information on gleaning.

#### J. Appraised Potential:

**PRELIMINARY AND FINAL:** Per-acre appraisal in bushels, to tenths, of POTENTIAL production for the acreage appraised. See appraisal methods for additional instructions.

NOTE: If there is no potential on UH acreage, enter "0."

For unharvested acreage, and/or acreage that is not harvested and no cause of loss prevented the producer from harvesting, the potential production must be appraised and counted as production against the guarantee.

### K<sub>1.</sub> - K<sub>2</sub> MAKE NO ENTRY.

- L. **Shell and/or Quality Factor:** Line out the heading and enter "Value." For appraised production enter the greater of:
  - a. Actual value per carton (determined from a sample provided to the buyer); or
  - b. Minimum value per carton shown in the Special Provisions.

**NOTE:** Do not use the Minimum Value Option I or II price from the Special Provisions for this entry.

### M. + Uninsured Cause:

### **PRELIMINARY AND FINAL:** EXPLAIN IN THE NARRATIVE.

- a. Hail and Fire exclusion NOT in effect.
  - (1) Enter NOT LESS than the insured's amount of insurance per acre in dollars and cents for any "P" stage acreage.

**NOTE:** on preliminary inspections, advise the insured to keep the harvested production from any acreage damaged SOLELY by uninsured causes separate from other production.

- (2) For acreage that is damaged PARTLY by uninsured causes, enter the APPRAISED UNINSURED loss of production per acre in dollars and cents for any such acreage.
- b. Refer to the LAM when a Hail and Fire Exclusion is in effect and damage is from hail or fire.
- c. Enter the result of adding uninsured cause appraisals to hail and fire exclusion appraisals.

**NOTE:** For fire losses, if the insured also has other fire insurance (double coverage), refer to the LAM.

#### N. **Adjusted Potential:**

**PRELIMINARY AND FINAL:** The result of Column "J" times column "L" plus Column "M", rounded to dollars and cents.

O. **Total to Count:** Column "C"" or " $C_1$ " (actual acres) times Column "N" rounded to whole dollars.

**NOTE:** For CAT policies multiply result times .55 unless otherwise instructed by the insurance provider because adjustment will be made by other manual or automated computation process.

- P. **Per Acre:** Enter the amount of insurance per acre, rounded to whole dollars.
- Q. **Total:** Column C<sub>2</sub>" (**reported** acres; "C" if acreage is not under reported), times Column "P" to tenths.

### 16. **Total Acres:**

### **PRELIMINARY:** MAKE NO ENTRY.

**FINAL:** Total Actual Acres [Column "C" (or " $C_1$ " if there are under-reported acres)], to tenths.

**NOTE:** FOR ITEM 17, WHEN SEPARATE LINE ENTRIES ARE MADE FOR VARYING SHARES, STAGES, APH YIELDS, PRICE ELECTIONS, TYPES, ETC., WITHIN THE UNIT, AND TOTALS NEED TO BE KEPT SEPARATE FOR CALCULATING INDEMNITIES, MAKE NO ENTRY AND FOLLOW THE INSURANCE PROVIDER'S INSTRUCTIONS; OTHERWISE, MAKE THE FOLLOWING ENTRIES.

17. **Totals:** 

PRELIMINARY: MAKE NO ENTRY.

FINAL: Totals of Column "O" and Column "Q."

### **NARRATIVE:**

If more space is needed, document on a Special Report, and enter "See Special Report." Attach the Special Report to the Production Worksheet.

- a. If no acreage is released on the unit Enter "No acreage released," adjuster's initials, and date.
- b. If notice of damage was given and "No Inspection" is necessary, enter the unit number(s), "No Inspection," date, and adjuster's initials. The insured's signature is not required.
- c. Explain any uninsured causes, unusual, or controversial cases.

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- d. If there is an appraisal in Section I item M for uninsured causes due to a hail/fire exclusion, show the original hail/fire liability per acre and the hail/fire indemnity per acre.
- e. Document the actual appraisal date if an appraisal was performed prior to the adjuster's signature date on the appraisal worksheet, and the date of the appraisal is not recorded on the appraisal worksheet.
- f. State that there is "No other fire insurance" when fire damages or destroys the insured crop and it is determined that the insured has no other fire insurance. Also see the LAM.
- g. Explain any errors found on the acreage report.
- h. Explain any commingled production. See the LAM.
- i. Explain any entry for "Production Not to Count" in Section II, item"O," and/or any production not included in Section II, item I or item B E entries (e.g., harvested production from uninsured acreage that can be identified separately from the insured acreage in the unit).
- j. Explain a "NO" checked in item 19.
- k. Attach a sketch map or aerial photograph to identify the total unit:
  - (1) If consent is or has been given to put part of the unit to another use;
  - (2) If uninsured causes are present; or
  - (3) For unusual or controversial cases.

**NOTE**: Indicate on the aerial photo or sketch map, the disposition of acreage destroyed or put to other use with or without consent.

- 1. Explain any difference between date of inspection and signature dates. For an ABSENTEE insured, enter the date of the inspection AND the date of mailing the Production Worksheet for signature.
- m. When any other adjuster or supervisor accompanied the adjuster on the inspection, enter the code number of the other adjuster or supervisor.
- n. Explain the reason for a "No Indemnity Due" claim. "No Indemnity Due" claims are to be distributed in accordance with insurance provider's instructions.
- o. Explain any delayed notices or delayed claims as instructed in the LAM.
- p. Document any authorized estimated acres shown in Section I item C as follows: "Line 3 'E' acres authorized by Insurance Provider MM / DD / YYYY."
- q. Document the method and calculation used to determine acres for the unit. See the LAM.

- r. Specify the type of insects or disease when the insured cause of damage or loss is listed as insects or disease. Explain why control measures did not work.
- s. Document the name and address of the charitable organization when gleaned acreage is applicable. See Bulletin No. MGR-99-023, dated June 28, 1999, and Bulletin No. MGR-99-023.1, dated October 6, 1999 (or the LAM after bulletins have been incorporated) for more information on gleaning."
- t. Document any other pertinent information, including any raw data to support any factors used to calculate the production. If on an attachment, enter "See attachment".

### **SECTION II - HARVESTED PRODUCTION**

#### GENERAL INFORMATION:

- (1) Account for ALL HARVESTED PRODUCTION (for ALL ENTITIES sharing in the crop) except production appraised BEFORE harvest and shown in Section I because the quantity cannot be determined later (e.g., released for other uses, etc.).
- (2) For production commercially sold, etc., enter the name and address of the Broker/buyer etc. as applicable in items B through E.
- (3) If acceptable sales or weight tickets are not available, refer to the LAM.
- (4) If additional lines are necessary, the data may be entered on a continuation sheet. USE SEPARATE LINES FOR:
  - (a) Different FIRST handlers (buyers or packinghouse). The insured must have maintained satisfactory records of ALL production sold or stored. Verify any packinghouse records.
  - (b) Varying shares; e.g., 50 percent and 75 percent shares on same unit.
  - (c) Unsold marketable production.
  - (d) Direct-marketed production.
- (5) There will generally be no harvested production entries in items A through S for preliminary inspections.
- (6) If there is harvested production from more than one insured practice (or type) and a separate approved APH yield (if applicable) has been established for each, the harvested production also must be entered on separate lines in item A through S by type or practice. If production has been commingled, refer to the LAM.

Verify or make the following entries:

### Item

### No. Information Required

18. **Date Harvest Completed: (Used to determine if there is a delayed notice or a delayed claim. See the LAM.)** 

### **PRELIMINARY:** MAKE NO ENTRY.

### FINAL:

- a. The earlier of the date the ENTIRE acreage on the unit was (1) harvested, (2) totally destroyed, (3) put to other use, (4) a combination of harvested destroyed, or put to other use, or (5) the calendar date for the end of the insurance period.
- b. If at the time of final inspection, (if prior to the end of the insurance period,) there is any unharvested insured acreage remaining on the unit and the insured does not intend to harvest, enter "Incomplete."
- c. If at the time of final inspection (if prior to the end of the insurance period, **none** of the insured acreage on the unit has been harvested, and the insured does not intend to harvest such acreage, enter **"No Harvest."**
- d. If the case involves a Certification Form, enter the date from the Certification Form, when the entire unit is put to another use, etc. See the LAM.

### 19. Similar Damage:

PRELIMINARY: MAKE NO ENTRY.

**FINAL:** Check "Yes" or "No." Check "Yes" if amount and cause of damage due to insurable causes is similar to the experience of other farms in the area. If "No" is checked, explain in the narrative.

- 20. **Assignment of Indemnity:** Check "Yes" **only** if an assignment of a fresh market bean indemnity is in effect for the crop year; otherwise, check "No." Refer to the LAM.
- 21. **Transfer of Right to Indemnity:** Check "Yes" **only** if a transfer of right to a fresh market bean indemnity is in effect for the unit for the crop year, otherwise, check "No." Refer to the LAM.
- A<sub>1</sub>. **Share:** RECORD ONLY VARYING SHARES on SAME unit to three decimal places.
- A<sub>2</sub>. **Field ID:** If only one practice, and/or type of harvested production is listed in Section, MAKE NO ENTRY.

IF more than one practice and/or type of harvested production is listed in Section I, and a separate yield exists, indicate for each practice/type, the corresponding Field ID (from Section I, item "A").

- B. E. **Buyers, Packinghouse, or Processor:** For production sold, enter the name and address of the buyer, packinghouse, or processor as applicable.
- F. H. MAKE NO ENTRY.
- I. **Bu., Ton, Lbs., Cwt.:** Circle "Bu." Total harvested sold or unsold production from item 18 on the Summary of Harvested Production. Account for all harvested production in whole bushels.
- J. M<sub>2</sub> MAKE NO ENTRY.
- N. Adjusted Production: Enter bushels, from Column I.
- O. **Production Not to Count:** Net production NOT to count, in bushels, WHEN ACCEPTABLE RECORDS IDENTIFYING SUCH PRODUCTION ARE AVAILABLE, from harvested acreage which has been assessed an appraisal of not less than the guarantee per acre, or from other sources (e.g. other units or uninsured acreage).

**NOTE:** THIS ENTRY MUST NEVER EXCEED PRODUCTION SHOWN ON THE SAME LINE. EXPLAIN ANY "PRODUCTION NOT TO COUNT" IN THE NARRATIVE.

- P. **Production:** Result of subtracting the entry in Column "O" from Column "N," in whole bushels.
- Q<sub>1.</sub> **Value:** Enter the dollars and cents value per bushel for harvested sold and unsold marketable beans. The value per bushel will be the greater of :
  - a. The actual value for each bushel (not less than zero) of sold production from item 19 of the Summary of Harvested Production; or
  - b. The applicable of the following:
    - (a) The minimum value per bushel shown in the Special Provisions, if a minimum value option is not in effect;
    - (b) The Minimum Value Option I value per bushel shown in the Special Provisions, if the Minimum Value Option I is in effect; or
    - (c) The Minimum Value Option II value per bushel shown in the Special Provisions, if the Minimum Value Option II is in effect.

Enter a "0.00" value for unmarketable unsold production damaged by an insurable cause of loss on a separate line from sold production.

Q<sub>2.</sub> - R. MAKE NO ENTRY.

**NOTE:** FOR ITEMS 22 - 24. WHEN SEPARATE LINE ENTRIES ARE MADE FOR VARYING SHARES, STAGES, APH YIELDS, PRICE ELECTIONS, TYPES, ETC., WITHIN THE UNIT, AND TOTALS NEED TO BE KEPT SEPARATE FOR CALCULATING INDEMNITIES, MAKE NO ENTRY AND FOLLOW THE INSURANCE PROVIDER'S INSTRUCTIONS; OTHERWISE, MAKE THE FOLLOWING ENTRIES.

S. **Production to Count:** Production from Column "P."

**NOTE:** For CAT policies multiply the result times .55 unless otherwise instructed by the insurance provider because adjustment will be made by other manual or automated computation process.

#### 22. Section II Total:

**PRELIMINARY:** MAKE NO ENTRY.

FINAL: Total of Column "S", to tenths.

23. Section I Total:

**PRELIMINARY:** MAKE NO ENTRY.

FINAL: Enter figure from Section I, Column "O" total.

24. Unit Total:

**PRELIMINARY:** MAKE NO ENTRY.

FINAL: Total of items 22 and 23, to tenths.

25. **Adjuster's Signature, Code Number and Date:** Signature of adjuster, code number, and date signed **after** the insured (or insured's authorized representative) has signed. For an absentee insured, enter adjuster's code number ONLY. The signature and date will be entered AFTER the absentee has signed and returned the Production Worksheet.

**NOTE:** Final indemnity inspections should be signed on bottom line.

26. **Insured's Signature and Date:** Insured's (or insured's authorized representative's) signature and date. BEFORE obtaining insured's signature, REVIEW ALL ENTRIES on the Production Worksheet WITH THE INSURED, particularly explaining codes, etc., that may not be readily understood.

**NOTE:** Final indemnity inspections should be signed on bottom line.

#### 27. **Page Numbers:**

**PRELIMINARY:** Page numbers - "1", "2", etc., at the time of inspection.

**FINAL:** Page numbers - (Example: Page 1 of 1, Page 1 of 2, Page 2 of 2, etc.).

#### **PRODUCTION WORKSHEET**

| 1 Crop/Co      | ode #                |            | 2 Unit.   | .#              | 3 Lega   | I Descrip | tion                      |                          | ] (           | (FOR            | ILLUSTI                 | RATION P               | URPOSES                     | ONLY)                          | 8 Name of I         | nsured                |                                  |                |                        |
|----------------|----------------------|------------|-----------|-----------------|----------|-----------|---------------------------|--------------------------|---------------|-----------------|-------------------------|------------------------|-----------------------------|--------------------------------|---------------------|-----------------------|----------------------------------|----------------|------------------------|
| FM. S          | Snap bea             | ans        | 0010      | 0               | SW1-     | 96N-30    | )W                        |                          | _             |                 |                         |                        |                             |                                |                     |                       | I.M. Insure                      | -              |                        |
|                | 0105                 |            |           |                 |          |           |                           |                          |               |                 |                         |                        |                             |                                | 9 Claim #           |                       | 1                                | Crop Year      |                        |
| 4 Date of      | Damage               |            | JL        | UN              |          |           |                           |                          | 7 Comp        | any             | An                      | Company                | /                           |                                | )                   | XXXXXXXX              |                                  | Ý              | YYY                    |
| 5 Cause        | of Damage            | ;          | exces     | s moist.        |          |           |                           |                          |               | Agency          | An                      | Agency                 |                             |                                | 10 Policy #         | XXX                   | XXXXX                            |                |                        |
| 6 Primary      | Cause %              |            | 80        | 0%              |          |           |                           |                          |               |                 |                         | _                      |                             |                                | 14 Date(s)          | 1st                   | 2nd                              | Fir            | al                     |
| 12 Additio     | onal Units           |            | 00        | 200             |          |           |                           |                          |               |                 |                         |                        |                             |                                | Notice of Lo        | oss MM/DD/Y           | YYYY                             | N              | /IM/DD/YYYY            |
| 13 Est. P      | rod. Per Ad          | cre        | 50        | bu.             |          |           |                           |                          |               |                 |                         |                        |                             |                                | 15 Compani          | ion Policy(s)         |                                  |                |                        |
| SECTION        | NI - AC              | REAG       |           | RAISED          | , PROD   | UCTION    | I AND AD                  | JUSTM                    | ENTS          |                 |                         |                        |                             |                                |                     |                       |                                  |                |                        |
| ACTUAR         | IAL                  |            |           |                 | _        | -         |                           | -                        |               |                 |                         | POTENTIA               | L YIELD                     |                                | -                   |                       | -                                | STAGE          | GUARANTEE              |
| А              | В                    | С          |           | D               |          | E         | F                         | G                        | н             |                 | I                       | J                      | <u>к.</u><br>К <sub>2</sub> | L                              | М                   | Ν                     | 0                                | Р              | Q                      |
| Field<br>ID    | Prelim<br>Acres      | Fin<br>Acr |           | Interes<br>Shar |          | Risk      | Practice                  | Type<br>Class<br>Variety | / Stag        |                 | itended or<br>Final Use | Appraised<br>Potential | Moisture %<br>Factor        | Shell and/or<br>Quality Factor | +Uninsured<br>Cause | Adjusted<br>Potential | Total To Cou<br>(C x N)          | nt Per<br>Acre | Total<br>(C x P)       |
| 1A1            | -                    | 1.0        | 0         | 1.00            | 0        | 111       | 002                       | 302                      | UH            | to              | soybeans                | 139.6                  |                             | \$4.00                         |                     | \$558.40              | \$558                            | \$450          | \$450                  |
| 1A2            |                      | 2.0        | 0         | 1.00            | 0        | 111       | 002                       | 302                      | UH            | to              | soybeans                | 149.6                  |                             | \$4.00                         |                     | \$598.40              | \$1197                           | \$450          | \$900                  |
| 1B             |                      | 30.        | .0        | 1.00            | 0        | 111       | 002                       | 302                      | Н             |                 | Н                       |                        |                             | -                              |                     |                       |                                  | \$450          | \$13,500               |
| 1C<br>M/D      | -                    | 2.0        | 0         | 1.00            | 0        | 111       | 002                       | 302                      | Р             |                 | WOC                     |                        |                             | -                              | \$450               | \$450                 | \$900                            | \$450          | \$900                  |
| 16             | TOTAL                | 35.        | .0        |                 |          |           |                           |                          |               | •               |                         |                        |                             |                                |                     | 17 TOTALS             | \$2655                           |                | \$15750                |
| NARRATI        | VE (If mor           | re space   | e is need | ded, attac      | ch a Spe | cial Repo | rt) Field                 | 1A1 and                  | d 1A2 are     | e perm          | anent field             | s. Field 1B i          | s a permaner                | nt field and will              | be harvested        |                       |                                  |                |                        |
|                |                      |            |           |                 |          |           | Fie                       | ld IC is a               | perman        | ent fiel        | d. Min                  | imum Value             | Option I selec              | cted.                          |                     |                       |                                  |                |                        |
| SECTIO         | NII - HA             | RVES       | TED PF    | RODUC           | TION     |           |                           |                          |               |                 |                         |                        |                             |                                |                     |                       |                                  |                |                        |
|                | Harvest C<br>MM-DD-Y |            | ted       |                 |          | 19 Is da  | ma <u>ge sin</u><br>Yes X | nilar to <u>ot</u><br>No | her farm<br>1 | s in the        | е                       |                        | ment of Indem               |                                | :                   | 21 Transfer o<br>Yes  |                                  | x              |                        |
| MEASUR         | EMENTS               |            |           |                 | GROS     | S PROD    | UCTION                    |                          |               | ADJUS           | STMENTS                 | TO HARVES              | TED PRODU                   | CTION                          |                     |                       |                                  | •              |                        |
| A <sub>1</sub> | в                    | С          | D         | E               | F        | G         | i I                       | 1                        | I             | J               | <u> </u>                | L <sub>2</sub>         | <u>M</u> 1<br>M2            | N                              | 0                   | P                     | Q <sub>1</sub><br>Q <sub>2</sub> | R              | S                      |
| Share          | Length or            | Width      | Depth     | Deduc-          | Net Cu   |           |                           | oss<br>od. B             | u. Ton        | Shell/<br>Sugar |                         |                        | Test WT Ac                  |                                |                     | duction               | Value C                          | uality Factor  | Production<br>to Count |

| criminal sanctions ur |                      | 24 Unit To | otal \$8248          |               |          |                      |
|-----------------------|----------------------|------------|----------------------|---------------|----------|----------------------|
| 25 Adjuster's Signate | re Code #            | Date       | 26 Insured's Signatu | re            | Date     |                      |
| 1st Inspection        | I. M. Adjuster 12345 | MMDDYYYY   | 1st Inspection       | I.M. Insured  | MMDDYYYY |                      |
| 2nd Inspection        |                      |            | 2nd Inspection       |               |          | 27 Page              |
| Final Inspection      | I. M. Adjuster 12345 | MMDDYYYY   | Final Inspection     | I. M. Insured | MMDDYYYY | <u>1</u> of <u>1</u> |

Factor

Factor

Horl)xJxK2xL2xM2

1626

to Count

(N - O)

Mkt. Price

\$3,44

Sugar Factor

I certify the information provided above, to the best of my knowledge, to be true and complete and that it will be used to determine my loss, if any, to my insured crops. I understand that this Production Worksheet and supporting papers are subject to audit and approval by the company. I understand that this crop insurance is subsidized and reinsured by the Federal Crop Insurance Corporation, an agency of the United States. I understand that any false or inaccurate information may result in the sanctions outlined in my policy and administrative, civil and

Factor

Lbs. Cwt.

1626

Factor

(F x G)

tion

Feet

Field ID

Diameter

ABC Brokers

Anytown, Any State

(P x R)

\$5593

\$5593

\$2655

(Q1 ÷ Q2)

22 Section II

23 Section I Total

# **10. REFERENCE MATERIAL**

### TABLE A - MINIMUM REPRESENTATIVE SAMPLE REQUIREMENTS

| ACRES IN FIELD OR SUB-FIELD                              | MINIMUM NO. OF SAMPLES                           |
|--|--|
| 0.1 - 10.0   | 3  |
| 10.1 - 40.0  | 4  |
| Add one additional sample for each additional sub-field. | 40.0 acres (or fraction thereof) in the field or |

### TABLE B - STAND REDUCTION CHART FOR SNAP BEANS

| G. G               |    |                 |    |    |    | ]  | PERO | CEN | Г ST. | AND | REN | MAIN | NING | ſ  |    |    |    |    |    |
|--------------------|----|-----------------|----|----|----|----|------|-----|-------|-----|-----|------|------|----|----|----|----|----|----|
| Stage of<br>Growth | 95 | 90              | 85 | 80 | 75 | 70 | 65   | 60  | 55    | 50  | 45  | 40   | 35   | 30 | 25 | 20 | 15 | 10 | 5  |
|                    |    | PERCENT OF LOSS |    |    |    |    |      |     |       |     |     |      |      |    |    |    |    |    |    |
| V-1<br>V-2<br>V-3  | 2  | 4               | 6  | 8  | 10 | 12 | 14   | 17  | 21    | 25  | 29  | 34   | 40   | 47 | 55 | 64 | 74 | 83 | 91 |
| V4 2nd Tri.        | 3  | 5               | 7  | 9  | 11 | 14 | 16   | 19  | 23    | 27  | 31  | 36   | 42   | 49 | 57 | 66 | 75 | 86 | 92 |
| V5 3rd Tri.        | 3  | 6               | 8  | 11 | 13 | 16 | 18   | 22  | 25    | 30  | 34  | 39   | 45   | 52 | 59 | 68 | 77 | 86 | 92 |
| V6<br>lst Bloom    | 4  | 7               | 9  | 13 | 15 | 18 | 21   | 25  | 28    | 34  | 37  | 43   | 48   | 54 | 62 | 70 | 79 | 87 | 93 |
| R-7<br>Early Bloom | 4  | 8               | 11 | 16 | 18 | 21 | 25   | 29  | 35    | 39  | 42  | 48   | 53   | 59 | 65 | 73 | 81 | 88 | 94 |
| R-8<br>Full Bloom  | 4  | 9               | 13 | 18 | 21 | 25 | 30   | 34  | 40    | 44  | 48  | 54   | 59   | 64 | 69 | 76 | 83 | 89 | 95 |
| R-9 to R-13        | 5  | 10              | 15 | 20 | 25 | 30 | 35   | 40  | 45    | 50  | 55  | 60   | 65   | 70 | 75 | 80 | 85 | 90 | 95 |

AFTER STAGE R-8, PERCENT POTENTIAL IS IN DIRECT PROPORTION TO PERCENT STAND.

**INTERPOLATION EXAMPLE:** 72 plants are remaining from the original 100 plant intended stand. 72 divided by 100 equals a 72 percent stand remaining. Beans were damaged in R-7 stage.

To interpolate for 72 percent: 72 is .4 of the difference between 70 and 75 (75 - 70 = 5  $2 \div 5 = .4$ .) .4 times 3 (3 is calculated as follows: 21-18) equals 1.2. Then subtract 1.2 from 21 (value for 70 percent stand remaining equals a 19.8% loss.

### TABLE C - PLANTS PER ACRE CHART

INSTRUCTIONS: This chart is used to determine both the intended and existing plant population (plants per acre). Count the number of intended/existing plants in a representative 10 feet of row. Find the number in the appropriate (row width) column. Go to the far left column to find the number of plants per acre. If the number of counted plants is not shown on the table, use the next higher shown number and determine plants per acre as above. (See Examples 1 and 2).

If the number of counted plants is greater than the top number in the appropriate column, divide the number of plants by 2, proceed as above and multiply the plants per acre found in the left column by 2 to arrive at the number of plants per acre. (See Example 3). If the number of counted plants is fewer than the lowest number in the appropriate column, multiply the number of plants by 2, proceed as above and divide the plants per acre found in the left column by 2 to arrive at the actual number of plants per acre. (See Example 3).

#### **EXAMPLE 1:** Row Width = 30"

50 intended plants in 10' of row 51 is next higher number shown in 30" row Intended plants/acre = 87,500

**EXAMPLE 2:** Row Width = 30"

30 existing plants in 10' of row 31 is the next higher number show in 30" row Existing plants/acre = 52,500 **EXAMPLE 3:** Row width = 30''80 plants in 10' of Row 80 divided by 2 = 4070,000 x 2 = 140,000 plants/acre

**EXAMPLE 4:** Row Width = 30"

20 plants in 10' of row 20 multiplied by 2 = 40 7,000 divided by 2 = 35,000 plants/acre

| Plants   |   |    |    |    |    |    |    |    | Row | Width (iı | nches) |    |    |    |    |    |    |    |    | Broadcast |
|----------|---|----|----|----|----|----|----|----|-----|-----------|--------|----|----|----|----|----|----|----|----|-----------|
| Per Acre | 40  | 38 | 36 | 34 | 32 | 30 | 28 | 26 | 24  | 22        | 20     | 18 | 16 | 14 | 12 | 10 | 8  | 7  | 6  | (3"3')    |
| 125,000  | 96  | 91 | 86 | 81 | 77 | 72 | 67 | 62 | 57  | 53        | 48     | 43 | 38 | 33 | 29 | 24 | 19 | 17 |    | 26        |
| 122,500  | 94  | 89 | 85 | 80 | 75 | 71 | 66 | 61 | 56  | 52        | 47     | 42 |    |    |    |    |    |    | 14 |           |
| 120,000  | 92  | 87 | 83 | 78 | 73 | 69 | 64 | 60 | 55  | 51        | 46     | 41 | 37 | 32 | 28 | 23 |    | 16 |    | 25        |
| 117,500  | 90  | 86 | 81 | 77 | 72 | 68 | 63 | 59 | 54  | 50        | 45     |    | 36 |    | 27 |    | 18 |    |    |           |
| 115,000  | 88  | 84 | 79 | 75 | 70 | 66 | 62 | 57 | 53  | 48        | 44     | 40 | 35 | 31 | 26 | 22 |    |    |    | 24        |
| 112,500  | 86  | 82 | 78 | 74 | 69 | 65 | 61 | 56 | 52  | 47        | 43     | 39 |    | 30 |    |    |    | 15 | 13 | 23        |
| 110,000  | 84  | 80 | 76 | 72 | 67 | 63 | 59 | 55 | 51  | 46        | 42     | 38 | 34 | 29 | 25 | 21 | 17 |    |    |           |
| 107,500  | 82  | 78 | 74 | 70 | 66 | 62 | 58 | 54 | 50  | 45        | 41     | 37 | 33 |    |    |    |    |    |    | 22        |
| 105,000  | 80  | 76 | 72 | 68 | 64 | 60 | 56 | 52 | 48  | 44        | 40     | 36 | 32 | 28 | 24 | 20 | 16 | 14 | 12 |           |
| 102,500  | 79  | 75 | 71 | 67 | 63 | 59 | 55 | 51 | 47  | 43        | 39     | 35 |    |    |    |    |    |    |    | 21        |
|          | Number of Intended/Existing Plants in Ten Feet of Row |    |    |    |    |    |    |    |     |           |        |    |    |    |    |    |    |    |    |           |

| Plants   |   |    |    |    |    |    |    |    | Row | Width (ii | nches) |    |    |    |    |    |    |    |    | Broadcast |
|----------|---|----|----|----|----|----|----|----|-----|-----------|--------|----|----|----|----|----|----|----|----|-----------|
| Per Acre | 40  | 38 | 36 | 34 | 32 | 30 | 28 | 26 | 24  | 22        | 20     | 18 | 16 | 14 | 12 | 10 | 8  | 7  | 6  | (3"3')    |
| 100,000  | 77  | 73 | 69 | 65 | 61 | 57 | 54 | 50 | 46  | 42        | 38     | 34 | 31 | 27 | 23 | 19 |    |    |    |           |
| 97,500   | 75  | 71 | 67 | 64 | 60 | 56 | 53 | 49 | 45  | 41        | 37     |    | 30 | 26 |    |    | 15 | 13 | 11 | 20        |
| 95,000   | 73  | 69 | 65 | 62 | 58 | 55 | 51 | 47 | 44  | 40        | 36     | 33 | 29 | 25 | 22 | 18 |    |    |    |           |
| 92,500   | 71  | 67 | 64 | 61 | 57 | 54 | 50 | 46 | 43  | 39        | 35     | 32 |    |    |    |    |    |    |    | 19        |
| 90,000   | 69  | 65 | 62 | 59 | 55 | 52 | 48 | 45 | 41  | 38        | 34     | 31 | 28 | 24 | 21 | 17 | 14 | 12 |    |           |
| 87,500   | 67  | 64 | 61 | 57 | 54 | 51 | 47 | 44 | 40  | 37        |        | 30 | 27 |    |    |    |    |    | 10 | 18        |
| 85,000   | 65  | 62 | 59 | 55 | 52 | 49 | 46 | 42 | 39  | 36        | 33     | 29 | 26 | 23 | 20 | 16 | 13 |    |    |           |
| 82,500   | 63  | 60 | 57 | 54 | 51 | 48 | 45 | 41 | 38  | 35        | 32     |    | 25 | 22 | 19 |    |    | 11 |    | 17        |
| 80,000   | 61  | 58 | 55 | 52 | 49 | 46 | 43 | 40 | 37  | 34        | 31     | 28 | 24 | 21 | 18 | 15 | 12 |    |    |           |
| 77,500   | 59  | 57 | 54 | 51 | 48 | 45 | 42 | 39 | 36  | 33        | 30     | 27 |    |    |    |    |    |    | 9  | 16        |
| 75,000   | 57  | 55 | 52 | 49 | 46 | 43 | 40 | 37 | 34  | 32        | 29     | 26 | 23 | 20 | 17 | 14 |    | 10 |    |           |
| 72,500   | 56  | 53 | 50 | 48 | 45 | 42 | 39 | 36 | 33  | 31        | 28     | 25 | 22 |    |    |    | 11 |    |    | 15        |
| 70,000   | 54  | 51 | 48 | 46 | 43 | 40 | 37 | 35 | 32  | 29        | 27     | 24 | 21 | 19 | 16 | 13 |    |    | 8  |           |
| 67,500   | 52  | 49 | 47 | 44 | 42 | 39 | 36 | 34 | 31  | 28        | 26     | 23 |    | 18 |    |    |    | 9  |    | 14        |
| 65,000   | 50  | 47 | 45 | 42 | 40 | 37 | 35 | 32 | 30  | 27        | 25     | 22 | 20 | 17 | 15 | 12 | 10 |    |    |           |
| 62,500   | 48  | 46 | 43 | 41 | 39 | 36 | 34 | 31 | 29  | 26        | 24     |    | 19 |    |    |    |    |    | 7  | 13        |
| 60,000   | 46  | 44 | 41 | 39 | 37 | 34 | 32 | 30 | 28  | 25        | 23     | 21 | 18 | 16 | 14 |    | 9  | 8  |    |           |
| 57,500   | 44  | 42 | 40 | 38 | 36 | 33 | 31 | 29 | 27  | 24        | 22     | 20 |    |    |    | 11 |    |    |    | 12        |
| 55,000   | 42  | 40 | 38 | 36 | 34 | 32 | 29 | 27 | 25  | 23        | 21     | 19 | 17 | 15 | 13 |    |    |    |    |           |
| 52,500   | 40  | 38 | 36 | 35 | 33 | 31 | 28 | 26 | 24  | 22        | 20     | 18 | 16 | 14 | 12 |    | 8  | 7  | 6  | 11        |
| 50,000   | 38  | 36 | 34 | 33 | 31 | 29 | 27 | 25 | 23  | 21        | 19     | 17 | 15 | 13 | 11 | 10 |    |    |    |           |
| 47,500   | 36  | 35 | 33 | 31 | 30 | 28 | 26 | 24 | 22  | 20        | 18     | 16 |    |    |    |    |    |    |    | 10        |
| 45,000   | 34  | 33 | 31 | 29 | 28 | 26 | 24 | 22 | 21  | 19        | 17     | 15 | 14 | 12 | 10 | 9  | 7  | 6  | 5  |           |
| 42,500   | 32  | 31 | 29 | 28 | 26 | 25 | 23 | 21 | 20  | 18        | 16     |    |    |    |    |    |    |    |    | 9         |
| 40,000   | 30  | 29 | 27 | 26 | 24 | 23 | 21 | 19 | 18  | 17        | 15     | 14 | 13 | 11 | 9  | 8  | 6  |    |    |           |
|          | Number of Intended/Existing Plants in Ten Feet of Row |    |    |    |    |    |    |    |     |           |        |    |    |    |    |    |    |    |    |           |

# TABLE C - PLANTS PER ACRE CHART (Continued)

### TABLE D - PRODUCTION WEIGHT FACTOR CONVERSION CHART

| ROW<br>WIDTH | PRODUCTION<br>FACTOR | ROW<br>WIDTH | PRODUCTION<br>FACTOR | ROW<br>WIDTH | PRODUCTION<br>FACTOR |
|--------------|----------------------|--------------|----------------------|--------------|----------------------|
| 12           | 43.6                 | 38           | 13.8                 | 62           | 8.4                  |
| 15           | 34.8                 | 40           | 13.1                 | 64           | 8.2                  |
| 18           | 29.0                 | 42           | 12.5                 | 66           | 7.9                  |
| 20           | 26.1                 | 44           | 11.9                 | 68           | 7.7                  |
| 22           | 23.8                 | 46           | 11.4                 | 70           | 7.5                  |
| 24           | 21.8                 | 48           | 10.9                 | 72           | 7.3                  |
| 26           | 20.1                 | 50           | 10.5                 | 74           | 7.1                  |
| 28           | 18.7                 | 52           | 10.1                 | 76           | 6.9                  |
| 30           | 17.4                 | 54           | 9.7                  | 78           | 6.7                  |
| 32           | 16.3                 | 56           | 9.3                  | 80           | 6.5                  |
| 34           | 15.4                 | 58           | 9.0                  | 82           | 6.4                  |
| 36           | 14.5                 | 60           | 8.7                  | 84           | 6.2                  |

#### CALCULATIONS TO DETERMINE PRODUCTION:

Determining the production factor is based on the amount of weight involved in a 10 foot sample area (10 linear feet of row).

Divide 12 inches by the width of row in inches. Then multiply this product by 43,560 square feet per acre.

**EXAMPLE:** 36 inch row width. 12 divided by 36 = .3333 $43,560 \times .3333 = 14,518.5$ Move the decimal place three places to the left, rounded to tenths = 14.5 factor The answer will be in cwt. per acre  $\times 100 =$  lbs. per acre

If damage is severe, use 20 ft. of row and divide the factor by 2. In the above example using a 20 ft. sample the factor will be 7.259 (7.3).

> Sample weight of 5.0 lbs for 10 ft. of row. Row width is 36 inches.  $5.0 \text{ lbs.} \times 14.5 = 72.5 \text{ cwt.}$ .  $72.5 \text{ cwt.} \times 100 = 7,250 \text{ lbs. per acre.}$

FOR 20 ft. sample and the weight is 10 lbs. 10 lb.  $\times$  7.3 cwt. 73  $\times$  100 = 7,300 lbs. per acre.

### TABLE E - NORMAL COMMODITY YIELD PER ACRE

| STATE          | NORMAL YIELD |
|----------------|--------------|
| Florida        | 5000         |
| North Carolina | 3500         |
| Virginia       | 3500         |

### **EXHIBIT 1**

#### CHART FOR VARIETY MATURITY DATES, BEAN SIZE

#### C,P,M, - C- Coast, P - Piedmont, M - Mountains,

#### **BEANS - Bush Snap: (Fresh Market)**

| VARIETY               | CHARACTERISTICS  | POD LENGTH / SIZE                |
|-----------------------|--|----------------------------------|
| Benchmark             | Medium dark green color. Resistance BV1, NY8<br>NY15, CTV, SD. Straight smooth shiny pods.<br>Strong upright plant. Matures in 53 days                     | 6" Round                         |
| Brio                  | High Yielder Performs well under heat, good taste<br>Medium dark in color round pods. Matures in 54 days   | 5.2" Round                       |
| Bronco                | Very similar to 'Strike', but pods<br>are darker green and shiny. 49-50 days. (C,P)  | 5 1⁄2" Round                     |
| Bush Blue<br>Lake 274 | Very good quality, round pod, white seeds<br>and resistant to CBMV. Local use and<br>good processing. (C,P,M). Matures in 58 days                          | 6" Round                         |
| Carlo                 | Small diameter fresh market or processing.<br>Medium green color white seeded matures in 55days  | 5" Round                         |
| Castel                | (Baby Filet) Medium green color Resistance<br>Anthracnose V1. 3-4 sieve size. Very uniform and<br>straight. Matures n 54 days.                             | 4 <sup>1</sup> /2" Slender round |
| Cloud Burst           | Round slender pods, Matures in 55 days   | 6" Slender Round                 |
| Contender             | Dark Green Oval slightly curved pods<br>Fresh Market shipper 45 days to maturity   | 6 ½ " Oval                       |
| Daytona               | Best hot weather performer. Long pod type<br>Resistant to rust. Medium dark green color. 16 cm<br>Straight round pods. Tolerant to BV-1 Matures in 55 days | 6-7"Round pods                   |
| Derby                 | Long pods, easy harvest Matures in 57 days   | 7" Pods , Round                  |
| Eagle                 | A vigorous upright plant with very high potential yield, round pod, white seeds and resistant to CBMV. Local use. 52-54 days. (C,P,M)                      |                                  |

| VARIETY     | CHARACTERISTICS  | POD LENGTH/SIZE         |
|-------------|--|-------------------------|
| Earliserve  | Pod color Medium green round pods.<br>Matures in 48 days.BCMV and NY 15 BCMV resistant   | 4 - 5" Round            |
| Green Crop  | Medium green color, flat broad pods Excellent flavor<br>Matures in 55 days   | 7 ½ - 8 ½" Flat         |
| Gator Green | High Quality Yields of long smooth pods Oval<br>Fresh market shipper 53 days to maturity<br>Medium green color   | 6-8" Round              |
| Goldrush    | Medium long, round pod, good color. 53 days. (C,P,M).  | 5.3" Round              |
| Harvester   | White seeded, long podded, erect type plant<br>with resistance to CBMV.<br>Good shipper. 52-55 days. (C,P,M)   |                         |
| Hialeah     | Long, round pod, very productive, and uniform slender set. 53 days. (C,P,M).   | 6-7" Round              |
| Jade        | Long Round Straight pods Excellent flavor and color.<br>Matures in 60 days. Dark green color.  | 7-71/2" Round Slender   |
| Matador     | High Yielder Good for late July and September.<br>Dark green color. Matures in 60 days.  | 5 ½" Round              |
| Mirada      | Popular shipper / fresh market type high pod placement.<br>For machine harvest. Straight pods Medium green<br>14 cm. Round pods. Matures in 54 days Tolerant to<br>CBMV & NY - 15. | 5 <sup>1</sup> /2"Round |
| Mustang     | Medium dark green color. Enhanced emergence under<br>cool wet conditions. Brown seeded, matures in 52 days.<br>(CBMV)  | 5" Round                |
| Opus        | High yielding, resistance to rust, shipper.<br>Resistant to CBMC. 52-56 days. (C)  | 5 ½" Round              |
| Pod Squad   | Very good yield, medium green, round pod.<br>53 days. (C,P,M)  | 5 ½" Round              |

| VARIETY               | CHARACTERISTICS  | POD LENGTH/SIZE                             |
|-----------------------|--|---|
| Provider              | High yielding, dark seeded, round podded<br>bean with concentrated pod set and resistance  | 6" Round                                    |
|                       | to common bean mosaic virus. (CBMV). A good Shipper. 50-52 days. (C,P,M) 15 cm dia. / pod  |   |
| Roma II               | Excellent flavor, good yield of flat pods.<br>CBMV resistance. 52-56 days. (C,P,M)   | 5 ½" Flat Broad                             |
| Romano                | Has a medium pod picks easily. Flat<br>Pods resistant to BCMV and NY 15 BCMV<br>Matures in 60 days . Distinctive Romano flavor                                       | 4 - 5 <sup>1</sup> / <sub>2</sub> " Flat 26 |
| Rushmore              | Good variety for fresh market shipping type for early<br>And late summer harvests. Medium green round pods,<br>15 cm. Dia. / pod. Matures in 49 days.                | 5 ½ - 6" Round                              |
| Seville               | Popular second early long podded round medium dark<br>green type for early summer and fall. Long shelf life.<br>Matures in 56 days. Tolerant to BCMV & NY - 15 BCMV. | 5 ½ - 6" Round                              |
| Shade                 | Dark persistent green color and long straight<br>Pods. Matures in 54 days . Resistant to common Mosaic<br>and curly top virus.                                       | 5 ½" Round                                  |
| Spurt                 | Good shipper, medium pod length, fair yield. This is<br>especially good for fall crops because of its resistance<br>to bean rusts and CBMV. 52-56 days. (C,P,M)      | 5 ½" Round                                  |
| Straight &<br>Narrow  | French filet quality very long sieve size 1-2 round beans<br>Good tolerance to Anthracnose and Bean common Mosaic.<br>Medium green in color. Matures in 53 days.     | 5" Slender Round                            |
| Stallion              | Medium round pod Medium green color<br>Matures in 53 days.   | 5 ½" Round                                  |
| State House<br>Runner | Medium thick pods, Oval shaped Light green<br>Color. Matures in 52 days  | 4" Oval                                     |
| Storm                 | Medium color green Pod thickness Round.<br>Matures in 51 days.   | 5 ½" Round                                  |

#### VARIETY CHARACTERISTICS

#### **POD LENGTH/SIZE**

| Strike     | A vigorous upright plant, outstanding yield. Very<br>straight, smooth slender pods. Seed forms very late<br>and pods hold small size for a long time. Good shipper.<br>Resistant to CBMV and New York 15 strain CBMV.<br>Seed are small thus reducing planting cost. 55 days. (C,P,M) | 5 1⁄2" Round |
|------------|---|--------------|
| Tema       | Fast emergence in cold wet soils. Matures in 53 days Medium dark color.   | 5.2" Round   |
| Tenderette | Smooth straight pods Medium green color.<br>Matures in 58 days.   | 5" Round     |
| Xera       | High Yields for fresh market. Slender straight pods<br>Dark green in color and slow seed development. Good<br>ability to set pods in heat. Matures in 53 days.  | 5 1⁄2" Pods  |

### WAX BEAN VARIETIES:

| Eureka    | A Wax Bean with Round Pods Avg.<br>A slender pod. 56 - days maturity.<br>Good for direct shipment. BCMV resistance.  | 5.8" Pods |
|-----------|--|-----------|
| Gold Mine | A Round Wax Bean,. Medium pod thickness.<br>3 days maturity. Good direct shipper.<br>BCMV, HB Resistance.  | 5.3" Pod  |
| Gold Rush | A round wax bean, good shipper.<br>53 days maturity. Medium Pod thickness.<br>BCMV resistant.  | 5.3" Pod  |
| Impact    | A round slender wax bean averages 4.4 inches in length.A direct shipper. Maturity 53 days. BCMV resistant.   | 4.4" Pod  |
| Klondyke  | Wax Bean with intense <u>Golden</u> Color and straight,<br>uniform pod shape. 60 days maturity. A high<br>yielding hand harvest variety. BCMV resistance.<br>Large round pods. |           |

#### **POLE BEANS:**

| VARIETY       | CHARACTERISTICS   | POD LENGTH/SIZE |
|---------------|---|-----------------|
| Dade          | Pole Bean with Med. Green color. Flat podded.<br>Direct market. Average 62 days maturity.<br>No Resistance. | 7.5" Pod        |
| Stringless    | Medium dark green, large round pods.<br>Direct marketed. 62 days maturity. No resistance.                   | 6.0" Pod        |
| Blue Lake S-7 | Pole bean, no available information.  |                 |