

I N F O R M A L

For Mr. Ralph Miller - ARDO

DATE SENT
4/23/70

1. This is in further reference to our radio conversation of Thursday, April 23 concerning a TDY Bean Consultant.
2. Attached is an airgram that pretty well describes the scope of work to be undertaken.
3. We have suggested the consultant be authorized NTE 3 days in Washington, D.C. to accumulate world production data, etc. and become fairly well acquainted with the world-wide situation regarding beans. He would also be authorized NTE 2 days in Washington, upon his return, for a de-briefing session.
4. A consultant with an administrative and technical knowledge of the USDA AID Pulse Project in India would be most helpful. I think we should keep in mind the possibility of establishing a sub-station of the Pulse Project in Northeast Brazil to serve a sizable part of Latin America. This would complement and strengthen the productivity program.
5. We have estimated the scope of work in Brazil will take a minimum of 8 weeks for a maximum budget of \$10,000 of which International travel, travel in Brazil and most of the per diem could be paid from Trust Fund Account.
6. May 15 would be the optimum starting time and by all means, June 1 would be the very latest.

***7. CAUTION: We have an informal request from DAA | SUDENE for services of this consultant, but we will need a formal request in writing. As soon as we have the formal request we will notify you promptly.

8. Don Fiester in LA | AG says USDA best equipped provide this expertise on timely basis. Don also has a work sheet PIO | T, a copy of the airgram and a backup letter from me.
9. Your assistance in requesting this assistance in behalf of the Northeast Office, under the existing USDA | PASA will be most appreciated.

cc: Bill Rodgers | ARDO
Mr. Pease | NEDAD

NEAR | EBBowen:ns
April 23, 1970
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DEPARTMENT OF STATE

AGR 4
X PER 9-3

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For each address check one ACTION | INFO

DATE REC'D.

NEEX
NECO TO
RIO 20
RF

AID/W

TOAID A 27 X

RIO DE JANEIRO

USAID A 26 X

DATE SENT

4/15/70

FROM - RECIFE

SUBJECT - BEAN CONSULTANT

REFERENCE -

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1. One of the fundamental economic problems of Northeast Brazil is the low productivity of agriculture. Sixty percent of the population live in rural areas and seventy percent of the active population are engaged in agricultural activities. Agriculture contributes forty-two percent of the region's income. National comparisons reveal the low productivity of the Northeast's agricultural sector. Of total employment in Agriculture in Brazil, 43 percent is in the Northeast. However, the Northeast accounts for only 22 percent of the nation's agricultural income. Productivity has not been increasing adequately. Of the 15 major crops of the Northeast, yields increased significantly for only three crops from 1948 to 1963. For eight of the 15 crops, yields fell over this period.

2. GOB/SUDENE and USAID/B/NE are considering the possibility of an agricultural productivity program in which certain crops may be selected for special emphasis. It is then planned to give these crops priority in terms of trained personnel, extension, research, credit, money and other resources.

In view of its importance to the diet and economy of the Northeast, SUDENE and USAID plan to carefully examine possibilities for substantially increasing the yields and production of edible beans. There are two principal kinds of beans grown in the Northeast. These are "Mulatinhos" (*Phaseolus Vulgaris*) which are most popular in the Northeast and black beans "Pretos" (also *Phaseolus Vulgaris*) which are the second choice of Northeast buyers but strangely enough are

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DRAFTED BY E. B. Bowen:ns <i>EB</i>	OFFICE NEAR/LC-301	PHONE NO. 78	DATE 4/13/70	APPROVED BY: NEDAD/GRPease <i>GRP</i>
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AID AND OTHER CLEARANCES
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preferred to the brown beans (Malatinhos) in Central and Southern Brazil.

Beans are widely grown in all the nine Northeast States and under a wide variation of rainfall, soils, etc. Most of the beans are grown by small to medium sized farmers and usually by rather primitive methods. The ten-year average yield for beans grown in the Northeast is approximately 425 kilograms per hectare.

3. A U.S. consultant is needed for approximately ^{eight to nine} ~~seven to eight~~ weeks to do the following:

I - Prior to Arrival in Recife

- a. Be informed as to the long-range world supply, demand and general outlook for beans during the next decade.
- b. Be informed as to latest tropical research; varieties, herbicides, tropical diseases, viruses, etc. including the activities of the U.S. assisted Regional Pulse project in India.

II- While in Recife and Vicinity and in Consultation with Brazilian Colleagues:

- a. Examine carefully the production of beans in representative areas of the three climatic zones;
 1. ZONA DA MATA - with 60 to 90 inches of average annual rainfall.
 2. AGRESTE - with 30 to 60 inches of average annual rainfall.
 3. SERTAO - with less than 30 inches of average annual rainfall.
- b. Examine and evaluate local research in bean production, assess the substance and adequacy of local research to sustain a successful demonstration program on privately owned farms and recommend future research priorities.
- c. Examine soil and water resources, and taking into account a. and b. above, as well as other relevant factors, suggest a "package" of improved practices to be widely tested on individually owned farms. Estimate the kinds of yield ^{to} be expected when the production package is used effectively.
- d. Recognizing that tests on privately owned farms represent some measure of risk, recommend a list of goods and services to be provided by the Government of Brazil. Also recommend a complementary list to be contributed by the cooperating farmer.
- e. Examine the need for new prototype equipment to be imported. ~~STRENGTHEN~~
~~expenses~~
- f. Examine the need for one or more U.S. technicians to work full-time in this project.
- g. Identify the major problems and constraints that affect the production of beans in the Northeast. In addition to production problems; are prices and government policies favorable; are credit and other inputs available on reasonable terms?

- h. Examine the possibility for getting another crop during the 12 month's growing season. What would be some of the better possibilities for a second crop?
 - i. With the assistance of the resident U.S. Cooperatives Advisor and his Brazilian colleagues examine the potential role of cooperatives, grower associations, banks, and the agro-industrial sector to promote project objectives.
4. Please advise if services can be provided by direct-hire technician, or under an existing contract, or if the Mission should issue a PIO/T.

Since consultant will be needed to start on or about June 1, your cable response will be appreciated.

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