



“The practical choice for your organic certification.”

The Organic Cultivator

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Giving and Receiving: Good Earth Farms

By Gabrielle Daniels, Editor

Mike Hansen was not a farm boy at all when he met Deb Strebe in college. She grew up on a dairy farm and when he visited her family and was asked to assist in the birth of a calf, he got “hooked” on farming. “I just fell in love with it.”

Mike and Debbie, who farm near Milladore, WI, have worked for nearly fifteen years to achieve success on Good Earth Farms. They tried direct marketing their beef cattle and other produce at farm markets – “We started two farm markets ourselves,” said Mike – and at different groceries large and small. In the course of thinking outside the box, Mike started shipping meat all over the U.S. He came back from an all day excursion at a farm market having made \$200 and shipped meat the next morning, earning \$2000 and he saw the writing on the wall. The message couldn’t have been more obvious: cater to the people who want this food – directly market to those who want better prices, a good product and no middle man.

Mike and Deb bought their 80 acre farm in 1995 and immediately set about improving the soil, the biodiversity and the buildings. After three years of transition, they became certified organic in 1998 with OCIA and have now been with MOSA for about 9 years. Many farmers complain– “a lot!” – about regulations and regulatory agencies but Mike feels they are his best business partners. They want, he said, the same thing Good Earth Farms does: happy healthy customers who know what they’re getting.

It took years of trial and error to get to the set-up they have now. In their packing house, they have a simple but very efficient and effective system run almost entirely by Mike. They have a computer and a phone set up and the vast majority of their orders come in by computer. Mike prints and fills the orders all in one



A Belted Galloway calf from the Hansens’ Good Earth Farms near Milladore, WI.

streamlined system. And, since the onset of degenerative back problems, he now has things arranged so he rarely has to bend or lift heavy loads.

I got a peek at the

whole efficient system in his packing house. I watched as he put together a large cardboard box, taped the bottom well, surrounded the insides with flat Styrofoam, went to the meat locker to get the cuts of meat that had been ordered, loaded them onto a tall cart and then into the box. Next he got dry ice from the freezer that was specially designed for this purpose. He cut the dry ice to size with standard wood shop tools like a chop box and circular saw. He wrapped the ice, put it in the box, stuffed the box with paper to prevent shifting of product, printed and signed the invoice, put it in the box, and closed it up. He taped it all shut, applied the address label and put everything on a conveyor belt that took the box up and out. Once he had several boxes outside, he went through a side door and opened up the old Tombstone Pizza freezer truck – “This is the best freezer we’ve ever had” – and placed the boxes into the truck. This was the only time he actually had to lift a heavy box and move it and he did it with care. All the while, he was either talking with me or answering phone calls, getting about half a dozen boxes packed and ready for shipping.

This whole shipping set up was made possible by a \$5000 grant in 2005 from the Frontera Farmer Foundation. “What a difference it made for our farm. We couldn’t have done it without their help. I can’t say enough about them.”

“We’re not certified organic as a sales pitch, we’re certified organic because it’s what we believe in,” reads the Good Earth Farms website, www.goodearthfarms.com. As a businessman, Mike knows, too, that the certified organic label is an excellent marketing tool that brings people to their door. “Many people find us on the internet by doing a search for organic meat.”

After more than 10 years as a certified organic farmer and several years doing his online shipping business, Mike knows the three main qualities that his customers are looking for – animal welfare, quality product, and organic. Good Earth Farms seems to have hit upon a way to get the most out of all three of those strands.

Organic certification brings customers in the door, as the word seems to be one many associate with responsible farming, but Mike

Please turn to Good Earth on p. 6

Inside...

From the Director	2
“Almost Organic”	4
WI Dairy Days	8
Label Game for Handlers	12
Farm Updates Due May 1	12

From the Director

Last year in the newsletter around this time I wrote about making maple syrup here on our farm. Nothing quite so sweet this year, for my task is to write about two recent directives from the National Organic Program—one about liquid fertilizers, and the other about added health and safety responsibilities in organic inspections.

Nobody likes a mess. My first reaction, probably coming from years of teaching and parenting, is to firmly proclaim, “I would like whoever made this mess to get in here and clean it up right now.”

Things aren't so simple in these situations. The fertilizer situation involves input manufacturers allegedly spiking natural source organic fertilizers with synthetic nitrogen and organic farmers who bought and used these products because they had been approved for organic use. The health and safety issue stems from salmonella tainted organic peanut butter and the heartbreak caused by resultant sickness and death.

If you use liquid fertilizers of more than 3% nitrogen on your farm operation, or if you have a handling operation that is subject to health and safety regulations, you need to read these communications from the NOP.

As a NOP-accredited certifier we are bound to comply with directives from the NOP, but we also are working as part of the Accredited Certifiers Association to get the needed clarifications as to how these are to be implemented before making any radical changes in our input evaluations and inspection protocols.

Liquid organic fertilizers We have no producers who have used the products that are mentioned in the NOP directive, but we do have dozens of products listed in our database that producers have used that are liquid fertilizers containing more than 3% nitrogen. We are identifying these products and they will be brought to your attention in the review process this year. Unless any further clarifications from the NOP indicate otherwise, the manufacturing facilities of these products will have to pass inspection by a third party reviewer by October 1, 2009. The two most prominent in the industry are the Organic Materials Review Institute (OMRI) and Washington State Department of Agriculture (WSDA). Certifiers are third party reviewers of products, too, but it is not likely that many will do this. MOSA has no protocols for fertilizer plant inspection nor plans to develop them. As I noted earlier, we're working with other certifiers and industry representatives to get clarification on this issue and will inform you through certification communications and this newsletter if the use of any products would jeopardize the organic integrity of your operation.

Organic role in health and safety issues As part of the organic plans you give us, we ask for a listing of what licenses that you hold. Please make sure that you provide us with this information in full and that you have your latest licensing information available at inspections.

News from the MOSA office I want to commend both our administrative staff and the certification staff for their efforts to make efforts to improve our service and efficiency this year. Highlights include

- Finishing up the 2008 farm file reviews in record time;
- Timely entering and scanning, sending out notices that we receive applications;
- Initial reviews are being done earlier and files assigned and sent to inspectors earlier;
- A survey is being done to see how we can better meet handlers' needs;
- We're working to get our website more user friendly.

Two Letters from the USDA to All Certifying Agents

Input Approval Under NOP Regulations: Liquid Nitrogen Fertilizers
February 20, 2009

FROM: Barbara C. Robinson, Acting Director
National Organic Program

This notice is to inform you that the National Organic Program (NOP) is no longer confident that the following liquid fertilizer products can be shown to be compliant with the NOP regulations: **Marizyme™ and Agrolizer™**. Both of these products were manufactured by Port Organic, Ltd., which not operating at the present time.

The USDA Office of Inspector General (OIG) is currently investigating Port Organic, Ltd. Your clients should be aware that continued use of **Marizyme™ and Agrolizer™** and products made from these materials puts their operations at considerable risk. You are advised to notify your clients of this immediately.

Further, the NOP cautions vigilance in the approval of all liquid fertilizer products and other inputs. We are taking the following steps to support certifying agents, with who, final responsibility for approval of all organic inputs remains. These steps are effective for all ACAs - not just domestically operating agents - as well as all NOP-certified operations globally.

• Effective with this notice, continued use of the products **Marizyme™ and Agrolizer™** without the ability to prove they are in full compliance (see approval criteria below) with the NOP standards could jeopardize the organic status of operations, including land and products, once the outcome of the OIG investigation is concluded.



Bonnie Wideman balances MOSA work with life on her farm. Here she is trimming sheep hooves.

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Please turn to NOP Letters on page 3

NOP Letters

Continued from page 2

- By October 1, 2009, approval of all high nitrogen liquid fertilizers (nitrogen analysis greater than 3 percent) must be accompanied by documentation that demonstrates their compliance with the NOP regulations, based upon a 3rd part inspection that meets the criteria below. If such documentation is not provided, ACAs must immediately rescind approval for the use of these materials by certified organic operations.

- By October 1, 2009, NOP will require all 3rd party reviewers to implement a system of audit and inspection for branded products they deem compliant with the NOP regulations as a condition of recognition as a 3rd party reviewer by the NOP. Inspections must include but not be limited to high risk inputs such as liquid fertilizers and other inputs where synthetic substitutes are readily available and have the potential to be concealed.

- NOP will also require all 3rd party reviewers to undergo audits by NOP as a condition of ongoing recognition as a 3rd party reviewer for materials by the NOP.

- NOP will focus increased scrutiny on how inputs are approved for us by certified organic operations during accreditation audits of ACAs conducted beginning in 2009, beginning with an emphasis on liquid nitrogen fertilizers.

Approval Criteria for Fertilizer Manufacturers:

- No evidence of fraud in formulation, including verifying the presence of all necessary infrastructure to produce the approved finished product. This includes: dry and liquid storage, all necessary conveyance (forklifts, trucks, piping, etc.), finished product storage, and both the ingredient and finished product transportation infrastructure.

- Verification of no synthetic nitrogen equipment, tanks, or supplies within 100 yards of the facility that produces the organic approved inputs at any time of the year, and

- Verification that a successful audit was conducted comparing incoming materials with outgoing finished products and complete, detailed explanations for any deviations.

The NOP also takes this opportunity to remind producers and certifying agents of their responsibilities under the NOP soil fertility and crop nutrient management practice standard 205.203:

- Producers must select and implement practices to maintain and improve the condition of soil and minimize soil erosion.

- Further, producers must manage crop nutrients and soil fertility through rotations, cover crops, and the application of plant and animal materials.

- Finally, producers must manage plant and animal materials to maintain or improve soil organic matter content. The management of plant and animal materials must be done in a manner that does not contribute to contamination of crops, soil or water.

March 4, 2009 Clarification:

1. The deadline of “not later than October 1st, 2009” for compliance with these requirements, refers to the need for fertilizer producers to obtain third-party verification of their ingredients. We expect compliance of inputs with the NOP regulations to be effective IMMEDIATELY by all certified operations and certified by ACAs. The continued use of high nitrogen liquid fertilizers that cannot be demonstrated to be in compliance (using the criteria set forth in the February 20, 2009, letter) with the NOP regulations may risk the certification of operations, land, and products harvested from such operations.

2. In the letter above, dated February 20, 2009, the requirements for third-party inspections of fertilizer manufacturers are intended for fertilizers with nitrogen analysis content greater than 3 percent. Manufacturers who do not produce liquid fertilizers with nitrogen analysis content greater than 3 percent are not required to undergo third -party inspections, *at this time*.

Notice to All USDA Certifying Agents
Reporting Health & Safety Violations
February 25, 2009

FROM: Barbara C. Robinson, Acting Director
National Organic Program

Effective immediately, certifying agents are obliged to report violations of healthy or safety to the appropriate local, State, or Federal officials. A copy of all such reporting shall be forwarded to the National Organic Program (NOP) in care of the NOP Compliance and Enforcement Branch (CEB). Further, organic certification shall not be granted or continued when current health or safety inspections have not been granted or renewed for facility.

The NOP is implementing these requirements under authority of 205.501(a)(21) of the NOP regulations - General Requirements for Accreditation.

An organic system plan for every handling facility must have a full description for compliance under 205.271 - the facility pest management practice standard. Under this section, all handling facilities are given various options to prevent pests, including substances on the National List. And if practices in paragraphs (a), (b), (c), and (d) of 205.271 fail, handlers may otherwise use substances to prevent or control pests as required by Federal, State, or local laws and regulations: Provided, *That*, measures are taken to prevent contact of the organically produced products or ingredients with the substance used.

Clearly, the regulations in 205.271 recognize the importance of pest prevention because of the problems that pests can cause - disease and illness. While the NOP is not a health and safety program, no operation can demonstrate compliance with these regulations if the operation fails to comply with pest management practice standard - that is, the operation exhibits any pest infestation that could lead to a health hazard in that facility.

For example, while we do not expect organic inspectors to be able to detect salmonella or other pathogens, their *potential* sources should be obvious from such evidence as bird, rodent, and other animal feces or other pest infestations.

“Almost Organic” and All That Jazz

By Steve Walker, Processing/Compliance Manager

Do you ever hear this? “Oh, I'm organic. Well, not certified organic, but, uh, I don't spray.”

Or how about this? “We're not certified, but we go way beyond the USDA Standards...” To which I reply, “Well, Bravo! ...Except for that ‘not certified’ part.”

It seems sometimes folks try to excuse themselves from following the rules, even though they make use of the organic claim when it serves them. These “almost organic” or “beyond organic” claims get me a little, well, irked. I'm bothered by those who put down the Standards without being invested in them. Going beyond the Standards is fine, is encouraged. Certainly, those who raise the bar beyond what the Standards require are more in line with core organic consumers' expectations and are more in line with organics' original tenets. But, the certification requirements must be a foundation.

For the certified organic producer who has a lot invested into developing their organic management practices, struggled to prove those practices in their paperwork, paid substantial certification fees, and endured inspections, “almost organic” claims can be frustrating. You don't want to have your market claim watered down, dragged down, or put down. So, it's useful to have some facts at your fingertips, to show just what it means to be organic. Below is a quick overview of the USDA National Organic Program regulations. Learn these facts, so you have your “stump speech” at the ready when faced with questions or anti-organic excuses.

The NOP defines “organic production” as a “system that responds to site-specific conditions by integrating cultural, biological and mechanical practices that foster cycling of resources, promote ecological balance, and conserve biodiversity.” For a producer to say something like they are organic “because they don't spray” is an incomplete explanation of all that's required by the Standards. As certified operators are well aware, the National Organic Standards are not simply about what you can and cannot use. There's much more. It's not just materials. It's systems. And it's tracking.

Know and rattle off these facts. For crop producers, the Standards require development of a written organic management plan, maintaining auditable records sufficient to show compliance, maintaining buffers and other means to avoid contamination, maintaining or improving natural resources, working with biodiversity, following specific manure management and compost guidelines (each with numbers and temperatures and such), organic seed use, crop rotations that provide for fertility management and weed, pest and disease control, use of preventive and natural management for crop pests, and tracking organic products from sale of seed to the finished product on the store shelf. Organic producers may also need to know how to go about answering questions such as, “Is dihydrogen monoxide allowed or not?” (Answer: That's water. We like water. But whether it's allowed might depend on its source.)

And here's more, for organic livestock producers. Organic livestock farmers have to consider where their animals are sourced

from, since most need to be managed organically before they were born. They also have to consider feed composition and source, must use preventive and natural health care practices, and must maintain hygienic and healthy livestock living conditions which encourage natural behaviors. Organic operators are also subject to strict regulations on labeling claims and marketplace representation.

The above Standards highlights are well-known to MOSA-certified operators. But, probably less familiar to MOSA Associates is the “applicability” portion of the National Organic Standards. This section gives overarching criteria for products represented as organic, and explains what kinds of operations don't have to be certified. Some of the “almost organic” challenge comes from

this section of the Standards, and is answered by it. Here we find...

- With just a few exceptions, all agricultural products that are sold, labeled or represented as “100% organic,” “organic,” or “made with organic ingredients” must be certified by an accredited certifier,

- Any operation that knowingly sells a product as organic but is not following the Standards may be subject to a civil penalty of up to \$11000, per violation.

- Exemptions: Operations that sell agricultural products as organic but have a gross agricultural income from such sales of less than \$5000 annually are exempt from a certification mandate. However, such operations still must comply with the applicable production, handling, and labeling requirements. Products from such exempt “less than \$5000” operations may NOT be used as ingredients identified as organic in processed products produced by another handling operation.

- Exclusions: Some types of operations, like typical warehouses, retailers, restaurants do not have to be certified. But they can still choose to be certified.

- Products sold as “100% organic,” “organic,” or “made with organic ingredients” must be produced and handled without the use of synthetic inputs, except those approved on the National List of Allowed and Prohibited Substances. (Oftentimes, products assumed to be acceptable for organic use - like botanical or biological pesticides - may in fact have minor ingredients which are not acceptable. This can come as a surprise to a producer that is not familiar with the Standards.)

The National Organic Program has been very clear regarding alternate uses of the word organic by operations which are not certified, and are not exempt or excluded. They may not make use of the organic term nor similar terms. This was strongly emphasized at certifier training sessions a year ago. The NOP website states, “If a product is being represented as organic, it must be certified unless the operation is excluded or exempt. This includes the use of terms such as 'organically produced,' 'produced using organic farming methods,' or similar phrases that would indicate organic production.”

Misunderstandings, and “almost organic” statements which can irk you, may boil down to an education issue. In this light,

*Please turn to **Almost Organic** on page 4*

Good Earth

Continued from page 1

said “it’s the relationship with the farmer that brings trust.” Once they talk with Mike and get questions answered that they can’t typically get answered at more impersonal operations, then they trust the quality of the product. The people who come to Good Earth Farms do not want to buy “organic” without the other two puzzle pieces of quality meat and attention to animal welfare; they want all three pieces. In fact, his customers found in Good Earth Farms exactly what they sought: organic meat from a source they felt they could trust. And trust, according to Mike, is the key ingredient.

The day I visited the farm, Mike was sending product to California, Oregon, Illinois, Florida, Massachusetts and New York. While I was there he got several calls including one from someone calling for the first time. Here’s Mike’s end of the conversation. “Good afternoon, Good Earth Farms. All of our animals are grass-fed, yes. You’ve checked organic meats at Whole Foods Market? Our prices compare to organic prices there. Why choose us? Well, you can’t talk to someone there and find out about those animals and how they were raised like you can by calling here.” Customers who call in are talking to a man who knows the animals and can answer questions of how and why.

Mike’s former career as city manager made him a natural for direct market farming, but he questions whether direct marketing is a viable choice for most farmers. “Maybe one out of 100 farmers is outgoing enough to market themselves.”

Until 2003 when Mike quit his day job, the family lived on one income (Deb is an accountant at Marshfield Clinic) and used the second income for home and farm projects. They sunk all farm

“Maybe one out of 100 farmers is outgoing enough to market themselves.”

**Mike Hansen
Good Earth Farms**

and doing each other’s chores during vacations or emergencies. When Mike had back surgery, he was able to relax knowing a farm partner who had been trained to fill orders was taking care good of his customers.

In the food business, the margin of profit is small so volume has to be high. According to Mike, it’s important to have a vision and set goals to achieve it. Short-term profit-seeking does not see you through. You have to believe in it and be in it for the long haul. “Competition comes and goes,” Mike said, because people are short-sighted. At Good Earth Farms, they believe in organic, have a vision for their business and set realistic goals to

achieve that vision. A vital part of their effort is for the environmental benefits. “Our farm is sustainable because we work with nature, not against it,” reads their website. Of course, though, they also know that to do the most good for the earth, and for their family and their customers, they must also be financially viable.

One of the most pleasurable aspects of my visit to Good Earth Farms was snowshoeing out to the snowy pastures where we mingled with the Hansen family’s beautiful Belted Galloway beef cattle. Not only do the animals produce high quality, delicious meat on a grass diet, they also are perfectly suited for cold Wisconsin winters, with reportedly about 4,000 hairs per square inch. Mike has an obvious love and affection for his animals, but even though many of them get names, they are not pets. “None of our family has ever had a problem eating the animals we harvest.”

Mike believes that the fat content of the animals degrades during the winter and the dry grass and hay the animals eat at that time of year changes the flavor of the meat. Because of that belief, the Hansens stop butchering in January or February and start up again in June. There’s often a gap in May when they run out of some things until butchering time starts again.

The long-range vision of the Hansen



Mike chain saws the dry ice to size...

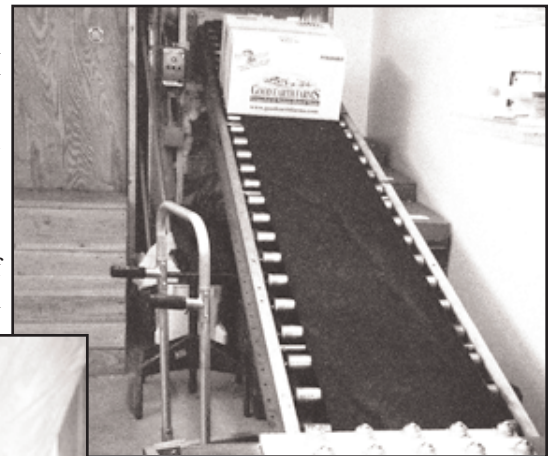
income from it. “One of the scariest things I ever did,” Mike said, “was to quit my job.”

Other innovations that the Hansens have made include working with other farm families to fill product gaps and to help each other even more than farm families usually do. Right now there are 6 partners of certified organic meat producers who help each other by knowing each other’s operations

income back into the farm. Now, though much of the farm income goes right back into the farm, Mike does pull a modest



Packs the meat and dry ice in a box...



And sends it up the conveyor belt.

family and their commitment not just to organic farming but to improving the land on which they live has helped their family and their farm thrive. Their motto is an apt one for people so committed to animal welfare, biodiversity, and healthful, organic food; the Hansens truly are “Farming as if everything matters.”

NOSB Livestock Committee's Discussion Document

Animal Welfare Guidance and Standards

The National Organic Standards Board will be meeting in Washington D.C. May 4-6. The Livestock Committee has prepared the following discussion document for this meeting, which is likely of interest to our many livestock producers. Please be aware that this is not a rule change, nor is it a formal NOSB recommendation at this point; it is still under discussion. Your comments would be welcomed either directly to the NOSB (go to the NOP website to access the procedure for commenting) or to us here at MOSA. Other topics at the May meeting include biodiversity, 100% label, retail certification, personal body care standards, aquaculture and petitioned materials.

Bonnie Wideman, Director

[Note: the format of this document has been changed to fit this newsletter. Bold text is current rule; underline is possible change.]

Introduction

The humane treatment of livestock in organic systems is an integral part of the expectations of organic consumers. Accredited certification agencies are charged by USDA NOP to enforce the regulations. Annual inspections or others if deemed necessary are conducted by the ACA. However, inspectors need to have straight forward assessment guides in order to make sure that animal welfare goals are met with objectivity. This is critical since animal welfare evokes strong subjective responses from different people. The current regulations are vague in regards to performance metrics within the organic livestock production system. As the conventional livestock industry develops animal welfare standards, the organic livestock industry must meet and exceed those set by the conventional industry. In short, all species of animals and birds must be assessed for body condition, lameness, neglected health problems, coat/feather condition, and cleanliness. These five animal based measures are core criteria that are the outcomes of problems with animal management. Numerical scoring should be done to arrive at a final number from which a passing or failing grade can be issued. If failing, remedies will need to be instituted and the operation reassessed.

Background

At the November 2007 NOSB meeting, Dr. Kathleen Merrigan of Tufts University and Margaret Wittenburg of Whole Foods Market each gave a short presentation to the Board prior to public comment. Dr. Merrigan, the primary author of the Organic Foods Production Act of 1990, spoke of how the time is right to more fully describe improved health and living conditions for organic livestock, since soil and crop issues were the initial focus of organic agriculture.

Indeed, the regulations in livestock sections 205.238 and 205.239 lack specificity in outcome measurements for livestock on organic farms. For instance:

§ 205.238 Livestock health care practice standard

205.238 section (a) states: The producer must establish and maintain preventive livestock health care practices,

including

--205.238 (a)(2) requires a feed ration sufficient to meet nutritional requirements; yet does not state how the animals look (appear visually as assessed by body condition score) – are they too skinny or are they too fat?

--205.238 (a)(3) requires the establishment of appropriate housing, pasture conditions, and sanitation practices to minimize the occurrence and spread of diseases and parasites; however, there is no objective frame of reference regarding animal appearance for the inspector to measure compliance. Objective assessment of hair coat condition for external parasites and cleanliness of legs and body would be appropriate.

--205.238(a) (4) provision of conditions which allow for exercise, freedom of movement, and reduction of stress appropriate to the species; however, if an animal is significantly lame these provisions cannot be fulfilled.

--205.238 (a)(5) performance of physical alterations as needed to promote the animal's welfare and in a manner that minimizes pain and stress; how is this inspected? Are records monitored to make sure that individual animals undergoing physical alterations are individually identified and the associated pain relief recorded?

--205.238 section (c) states: The producer of an organic livestock operation must not: (7) Withhold medical treatment from a sick animal in an effort to preserve its organic status. All appropriate medications must be used to restore an animal to health when methods acceptable to organic production fail. Livestock treated with a prohibited substance must be clearly identified and shall not be sold, labeled, or represented as organically produced. When asked how is it possible that animals are treated humanely when they are sick and antibiotics are prohibited, representatives of the organic industry will often times cite 205.238(c)(7) to illustrate that the law requires all appropriate medications to be used to restore an animal to health. However, the complete picture is that if a prohibited material such as an antibiotic is used, the animal must then be permanently removed from organic production. The reality then becomes whether or not all appropriate medications were used and, perhaps more importantly, when in the course of illness were they instituted? Withholding treatment is clearly illegal – how is an inspector to evaluate such instances? And if the instances construe a systemic method of management by neglect, how is the inspector to report this? Additionally, the inspector should be able to visually assess all individual animals in the herd for signs of un-treated or neglectful health management.

§ 205.239 Livestock living conditions. (a) The producer of an organic livestock operation must establish and maintain livestock living conditions which accommodate the health and natural behavior of animals, including:

(1) Access to the outdoors, shade, shelter, exercise areas,

Please turn to Animal Welfare on page 11

Organic Joins Wisconsin June Dairy Days

By Trish Dougherty, Farm Certification Manager

In Wisconsin in June, a trip to the bank could very well include savoring a cold cup of chocolate milk. Dairy Days are celebrated in many Wisconsin communities, and the Dairy Days Breakfasts held on dairy farms is a unique part of the celebration. MOSA associates have hosted these occasions in the past, and, this June, two breakfasts will be served up on MOSA-certified farms.

On June 6, 2009, the Monroe County June Dairy Day breakfast will be held near Norwalk at the Harvey and Jackie Menn farm. This is the second time the Menns are hosting this event. The first time was 20 years ago in 1989. Harvey's dad was still actively farming then. Harvey and Jackie had been married for just a year and Harvey's dad was involved in the operation part-time. People coming to the breakfast would have seen their 45 Jersey cows out on pasture. That was the way the Menns farmed then. In 1999 Harvey and Jackie built a 76 cow free-stall barn, and the cows were kept in the barn year round. But now the cows will again be seen on pasture as the breakfast crowd enjoys horse and wagon rides around the farm.

Daughters Kayla and Jenna are active in the Brookwood High School Future Farmers of America (FFA) club. In Kayla's FFA speech presented recently at the Sectional FFA Speaking Contest, she explored the paradigm shift in farming and treating cows from Grandpa's day (it wasn't called organic farming then) to today. Last year, Jenna's speech entitled "Organic Farming: The Healthier Alternative" earned her a trip to the Sectional FFA Speaking Contest.

The Menns are again happy to open their farm for the 2009 Monroe County Dairy Breakfast. Ham and cheese omelets made with organic eggs and organic cheddar cheese, cheese curds, pancakes, coffee cake and Culver's ice cream are some of the breakfast delights to be served. Milking parlor tours, educational exhibits, an animal education center, and children's games will be featured. The Menn farm is at 25593 Co. Hwy T, Norwalk, WI, 54648. It is 3 miles SE of Norwalk on T, at the junction F & T.

La Crosse County Dairy Breakfast Chairperson and MOSA Associate, Deb Schwarz has reinvigorated her county to hold the

June Dairy Days breakfast, which had not been held since 2000. With some help from their ag extension agent, Deb and some of her farmer friends got together and had their first one last year. It was a great success. They started with no budget (most of the products were donated) and served 1,500 people and made some money on it.

"Being dairy farmers, I feel we should educate the public as much as we can about our business, so we can be friendly with our neighbors who maybe are not dairy farmers, and let them know we are good stewards of the land. It is important to educate the public on the diversity of farming--last year we had the breakfast at a 400 cow free stall farm--this year it will be on a 40 cow organic operation."

When Deb Schwarz and Al Hass called and asked Vince Hundt if he and fellow farm family, the Slatterys, would host the LaCrosse County June Dairy Day Breakfast, Vince reports, "Gabe and I immediately thought, 'Well, why not?' Why not open the door to our farm and let the general public have a walk-around look at a simple old fashioned dairy farm. A farm with small square bales of hay, little brown cows that spend 7 months of the year eating grass, a few pigs and chickens and horses and plenty of blue sky and green grass. And since it is our intention to engage in direct sales to customers, it actually fit the program quite well. We feel very fortunate to have this chance, and look forward to June 20th."

The 2009 La Crosse County Dairy Breakfast will be held on June 20th at the Vince and Dawn Hundt, Gabe and Aurora Slattery farm N1030 Hwy. 162, Coon Valley, WI, 54623. Call 608-452-3485 for directions. Educational booths will include one with MOSA staff. There will be antique tractors, hay rides, a spin-to-win-wheel, and, of course, calves to pet. A pancake breakfast (\$5 for 13 and up, \$3 for 6-13, Free for 5 and under) will be served by the Mindoro Lions from 6-11 a.m. Thank you to these families and to all who work to bring us June Dairy Days breakfasts.

We hope everyone finds time between chores and getting to the field to enjoy a breakfast with your neighbors this June. Here's to chocolate milk!



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Board President's Report at MOSA Annual Meeting

By Jeanne Merrill, MOSA Board President

Today, we are pleased to celebrate 10 years of MOSA's service to the organic community. MOSA has grown to nearly 1,200 Associates and has become an important and credible voice for organic integrity in the Midwest and nationally. Our strength comes from our Associates who produce the quality organic products that people want.

I want to thank Bonnie and the MOSA staff who have worked very hard this year to strengthen MOSA's service to our farmer and handler Associates. We are pleased to report that all 999 farm reviews from 2008 are completed. To give you a sense what that means, last year at this time 811 farm reviews were completed with 95 left to do. With Bonnie's leadership and the dedication of MOSA staff, we are increasing our timeliness of reviews even as the number of Associates continues to grow.

Timeliness and quality service are priorities for the board, Bonnie and staff. Among the changes this year was a new farm certification management team at MOSA. Trish Dougherty and Jackie Von Ruden have done excellent work as the new managers of the farm certification team and their efforts have paid off. We thank them.

As we look ahead to this year, there is much uncertainty. Worldwide financial crisis casts dark shadows on the months ahead. What will this mean for organic agriculture? The future will depend much on consumer confidence and the role of government in bolstering our economy and deepening its commit to organic agriculture.

There are reasons for hope. Last year, we saw important steps forward for organic agriculture in the farm bill.

The 2008 Farm Bill authorizes a five-fold increase in funding for Organic Agriculture Research and Extension to \$78 million over 4 years, as well as a nearly five-fold increase in organic certification cost share assistance to \$22 million along with first time farm bill funding for a \$5 million organic data collection effort, and a new option within the Environmental Quality Incentives Program for transitioning to organic farming. The new farm bill also increas-

es commitments to mentoring and supporting beginning farmers, local food systems and value-added agriculture.

Of course, there is still work to be done. As part of his effort to reduce future deficits, President Obama announced this week that he will support eliminating subsidies to farms grossing more than \$500,000 and re-impose a payment cap on loan deficiency payments and marketing loan gains to create a combined payment limit of \$250,000 per person per year. Additionally, the fiscal year 2009 budget that is being wrapped in Congress will support organic agriculture priorities.

President Obama also recently appointed Kathleen Merrigan to the number two position at USDA as deputy secretary. Kathleen is a longtime champion of sustainable agriculture, having served on the National Organic Standards Board and before that serving as a staff person for the Senate Agriculture Committee, where she helped draft National Organic Program legislation, among others. While the organic movement must continue to push USDA and Congress to support organic agriculture's values of land stewardship, profitability and vibrant rural communities, we are cautiously optimistic that the possibilities of supporting organic farming have grown.

As we look ahead, MOSA is taking steps to be fiscally prudent while maintaining a high level of service. We will not hire additional staff this year, and we will take steps to continually improve our service. We are making database changes for more efficient information handling and eventually we plan to accept applications through our website - all important steps toward maintaining our quality of service.

We welcome your thoughts and ideas as we look ahead to the next ten years of MOSA. We've grown, we've learned a lot, and we hope to continue to work with you, our Associates, to support organic integrity.

Editor's Note: Helene Murray and Peter Brandt were re-elected to the MOSA Board; Bob Schmidtkecht was elected as a new Board member.

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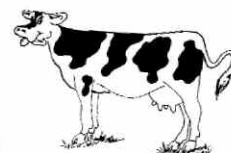
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Animal Welfare

Continued from page 7

fresh air, and direct sunlight suitable to the species, its stage of production, the climate, and the environment; in the case of poultry, what kind of access to the outdoors and what areas have direct sunlight?

(2) **Access to pasture for ruminants;** are the actual laneways to the pasture causing lameness due to poor construction or management? How many animals are lame? This is important both for producer and consumer since animals must be able to get to the pasture and then walk around to effectively graze.

(3) **Appropriate clean, dry bedding. If the bedding is typically consumed by the animal species, it must comply with the feed requirements of § 205.237;** however, this does not indicate whether or not the animal is actually clean, just that the bedding is. And - is there enough clean, dry bedding? Therefore, an inspector may see clean, dry bedding on the day of inspection but the animals are obviously not clean. How can this be addressed? Objective assessment of cleanliness would seem appropriate.

DISCUSSION

The Livestock Committee needs to discuss how best to deal with some of the vague statements shown above. One way would be to recommend a rule change in the simplest terms. Suggested additions as Rule changes are underlined in the following examples. Notice these are short and show end points/goals.

1) For example, in **205.239(a)(3)**, “**appropriate clean, dry**

bedding that results in clean animals”

Then, in a Guidance Document, standard Cleanliness Scoring can be a guide from which ACAs and inspectors can work.

Cleanliness Scoring – All animals and birds would be scored for cleanliness except pigs which are given access to mud wallows. A 4 point scoring system will be used for both animals and birds.

Score 1. The entire animal or bird is clean except its feet and lower half of the legs. Animals on lush green pastures often have soiled lower legs.

Score 2. Both the upper and lower legs are soiled and the

*Please turn to **More Animal Welfare** on page 13*



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This year our Oct averages were 5.83 and 4.26. On Oct 30, we had a herd high of 6.48 butterfat and 4.63 protein.

We are pleased with the results and will continue to include American Organic vpD749 in our program. Thank you Charlie Brown and American Organic Seed.

Roger G. - Madison, IN

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What's Wrong With This Label?

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Northwoods Kitchen




Can't Beet It

Organic Beet 'n' Broccoli Soup




So good for you! Northwoods Kitchen brings Grandma Lena's notorious soup to your table at last.



Brimming with farm-fresh beets and broccoli, this soup will have your family saying "Ish"...just like Grandpa Ole always did!

Ingredients: Water, organic beets, organic broccoli, onions, celery, salt, pepper.



Nutrition Facts
Serving Size 1 cup (245g)
Servings Per Container about 2

Amount Per Serving	Calories from Fat 10	% Daily Value*
Calories 90		
Total Fat 1g		1%
Saturated Fat 0g		0%
Trans Fat 0g		
Cholesterol 0mg		0%
Sodium 250mg		10%
Total Carbohydrate 20g		7%
Dietary Fiber 3g		11%
Sugars 4g		
Protein 2g		
Vitamin A 30%	Vitamin C 8%	
Calcium 4%	Iron 6%	

*Percent Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs.

	Calories: 2,000	2,500
Total Fat	Less than 65g	80g
Saturated Fat	Less than 25g	35g
Cholesterol	Less than 300mg	300mg
Sodium	Less than 2,400mg	2,400mg
Total Carbohydrate	300g	375g
Dietary Fiber	25g	30g

Calories per gram:
Fat 9 • Carbohydrate 4 • Protein 4

Northwoods Kitchen
Deepdark Hollow, WI 12345

We were very early in getting organic certification update materials out to you this year, earlier than ever. Here's another reminder that the paperwork deadline for producers and on-farm processors is just around the corner. Please return your forms by the deadline, to avoid late fees and compliance problems.

Update questionnaires and fees must be returned by May 1st. If forms and fees are not received by that date, we'll be sending noncompliance notices, and are required as part of this process to notify the USDA.

If you are not continuing your certification this year we ask that you notify us by the May 1 deadline to avoid the noncompliance proceedings. Thanks for your cooperation.

We look forward to working with you for another season.

If you have any questions regarding the paperwork or fees due, contact the office: 608-637-2526 or mosa@mosaorganic.org.

-Stephen Walker, Compliance Manager

Every year, MOSA reviews hundreds of organic product labels, and every year, we see the same label mistakes. This sample label includes some of the most frequent mistakes we see. Contact MOSA at hollyb@mosaorganic.org with the correct answers and we'll send you a prize! Answers to be published in the June/July issue. Please submit your answers by May 11, 2009.

Call to All MOSA Associates

By Gabrielle Daniels, Editor

Do you have some interesting news to share with other MOSA Associates? How about some pictures of farms or other organic operations? Do you have a family-friendly, funny story or joke to share? Contact MOSA and we'd love to put it in our newsletter.

As you can see from the map on page 5 of this issue, we have Associates in 16 states and want to see our newsletter reflect that diverse array of people and places. Do you have information or

photos that we could use in our newsletter? We put out 6 issues a year and welcome contributions from our Associates.

Furthermore, do you have an idea of what you'd like to see in the MOSA newsletter? Please give us your ideas and your thoughts about this. We want the newsletter to be something you squabble over ("No, I get to read it first!") and read cover to cover. How can we do that? With your help!

Contact us: PO Box 821, Viroqua, WI, 54665; gdaniels@mosaorganic.org; 608-637-2526.



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body/breast and sides are clean.

Score 3. Both the legs and belly/breast are soiled.

Score 4. The legs, belly/breast and sides of the body are soiled.

Animal experts suggest that ninety-five percent of the animals or birds should have a cleanliness score of 1 or 2.

2) For example in **205.238(a)(2)**, “ **Provision of a feed ration sufficient to meet nutritional requirements, including vitamins, minerals, protein and/or amino acids, fatty acids, energy sources, and fiber (ruminants) that results in appropriate body condition;**”

Then, in a Guidance Document, standard Body Condition Scoring can be a guide from which ACAs and inspectors can work. Diagrams and photos will be needed for each species.

For dairy animals, the stage of lactation needs to be taken into account when looking at body condition.

Body Condition Score 1. Emaciated with both the ribs and the spinal vertebrae clearly visible. There should be 0% score 1 animals on a farm.

Body Condition Score 2. The animal is thin and in poor condition. Maximum of 5% of the animals.

Body Condition Score 3. Ideal body condition. Ribs and spinal vertebrae are not visible.

Body Condition Score 4. Slightly overweight animals.

Body Condition Score 5. An obese animal. This condition is also not acceptable.

Animal experts suggest that there must be no animals with emaciated body condition score of 1, when a 5 point scale is used to score body condition. There needs to be a cut off level for the percentage of skinny body condition score 2 animals that would be allowed. A maximum of 5% of the animals with a skinny score of 2 when a 5 point scale is used could be the limit.

3) For example, in **205.238 (a)(3) requires the establishment of appropriate housing, pasture conditions, and sanitation practices to minimize the occurrence and spread of diseases and parasites that results in full coats of hair or feathers.**

Then, in a Guidance Document, standard Coat Condition Scoring can be a guide from which ACAs and inspectors can work.

Score 1. Normal coat or feathers. Shedding of hair and molting of feathers is a normal process and should be classified as a normal coat.

Score 2. Untreated parasites. On cattle, a single bald spot of more than one bald spot with a total bald area larger than a 6-inch diameter circle would be classified as untreated parasites. Scoring systems will need to be determined for sheep and birds.

Animal experts suggest that 95% of the animals should have normal coats or feathers.

4) For example, in **205.238(a) (4) provision of conditions which allow for exercise, freedom of movement, and reduction of stress and lameness appropriate to the species; and 205.239(a)(2) Access to pasture for ruminants;**

Lameness – For all mammals, 95% of the animals should walk with no obvious limp. To simplify assessment of farms, the certifiers should classify animals as either lame or not lame. On a 5 point lameness scoring system, animals that score as 3, 4, or 5

would be classified as lame.

Score 1. Completely normal walking

Score 2. No obvious limp, but may have slight gait abnormalities. Do not classify as lame for regulatory purposes.

Score 3. Classify as lame all animals that walk with an obvious limp. Animals with a score 3 are able to keep up with their herd or flock mates when the group is walking.

Score 4. Classify as lame all animals that walk with an obvious limp and refuse to bear their full weight on one or more legs. Score 4 animals are not able to keep up with their herd or flock mates when the group is walking.

Score 5. Classify as lame all animals that have great difficulty walking. Score 5 animals are barely able to walk. Classify as non-ambulatory all animals that are not able to walk.

For broiler chickens, lameness (gait scoring) should be done at the end of the growing period, preferably within 48 hours before transport to the slaughter plant. A simple 3 point scoring system should be used.

Score 1. Birds walk evenly for 10 paces

Score 2. Classify as lame birds that walk with an uneven gait for 10 paces.

Score 3. Classify as lame or non-ambulatory, birds that are not able to walk 10 paces.

Animal experts suggest that to pass on lameness scoring, a farm must have 5% or less lame animals. Lame animals are defined as score 3,4,5 on a 5 point lameness scale. For birds, lameness is defined as score 2 and 3 on a 3 point scale.”

5) For example in **205.238 (a)(5) performance of physical alterations as needed to promote the animal’s welfare and in a manner that minimizes pain and stress with dates and methods recorded in individual animal health records** and

205.238 (c): The producer of an organic livestock operation must not:

(7) Withhold medical treatment from a sick animal in an effort to preserve its organic status. All appropriate medications must be used to restore an animal to health when methods acceptable to organic production fail. Livestock treated with a prohibited substance must be clearly identified and shall not be sold, labeled, or represented as organically produced. Animals seen on inspection to be chronically ill as evidenced by obvious ocular damage, lameness, ill-thrift, poor body condition, poor coat condition, feather damage and loss, large abscesses and other visually objectionable conditions are grounds for major non-compliance and must be corrected by the next inspection. Individual animal health records in auditable format where appropriate quantities can be verified upon inspection and to ascertain whether all appropriate medications were used.

Producers will need time to correct situations and minor non-compliances should be issued. Items noted for 205.238(c)(7) should trigger a major non-compliance,. Producers shall be re-inspected within 6 months time (to allow for affects of ration change, seasonal change, ordering of bedding, etc.).

Farms with filthy, lame and skinny animals should receive a major non-compliance by an ACA.

Motion to Post for Discussion: Hue Karreman, Second: Rigo Delgado

Committee Vote:

Yes – 7 No – 0 Absent – 0 Abstain – 0

MOSES Organic Farming Workshop

April 22, 2009 | Lansing, IA

This organic field day on the Welsh Family Farm will focus on organic soil management, including soil nutrient balance and use of a variety of green manures. Participants will have the opportunity to see land that has been under active organic management for 30+ years, and land that has been recently converted from CRP land.

The Welsh family farm is located in the hilly driftless area of Northeastern Iowa, and the use of various contour strips, buffer zones and water ways along with cultivation and tillage illustrates how

organic management can compete with no-till conventional systems to prevent soil erosion on this highly erodible landscape.

Free resources on organic production will be available to all attendees. Organic refreshments will be served. Preregistration is not necessary, but highly encouraged! Register by calling 715-772-3153, emailing info@mosesorganic.org or sending a letter to MOSES at PO Box 339, Spring Valley, WI 54767

Time: 1-4 PM. We will be going from field to field starting around 1:30 PM after some introductions and basic history of the farm. If you want to get on the tour wagon, please arrive before 1:30 PM.

Request: Electronic Communication

By Gabrielle Daniels, Editor

If you're able to electronically receive this Organic Cultivator and/or other MOSA communications and have not already indicated your willingness to do so, please contact us at mosa@mosaorganic.org. MOSA, as always, is striving to be fiscally responsible and we are looking at where we can save money so that we can keep your organic certification costs as reasonable as possible. Because of this and to be better stewards of the environment, we are interested in communicating electronically wherever possible. Thanks for your help in these efforts.

MOSA Extends Warm Welcome to New Associates

Iowa

James & Eleanor Hageman, Hageman's Hillside Dairy, Calmar, IA

Illinois

Sonat A. Birnecker Hart, Koval, Inc. Chicago, IL
The Jordans, Brad & Holly Jordan Farms, Winslow, IL
Randy Wilken, MWS Seeds LLC, Ashkum, IL

Indiana

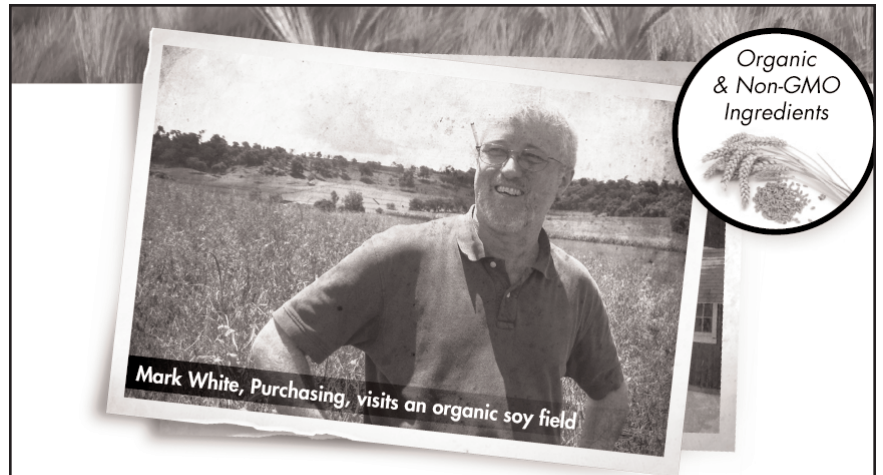
John A. Kuhns, LaGrange, IN

New Jersey

Kenneth Gross, Van Brunt Logistics / All Star Trading, Elizabeth, NJ

Wisconsin

Bruce & Mary Anderson, Genesis Acres, Whitehall, WI
Adrienne Caldwell, Little Valley Farm - Powerkraut, Viroqua, WI
Michael Fuller, Wisconsin Specialty Protein, Reedsburg, WI
Tim Malin, Harmony Hills, Genoa, WI
Steve Sevcik, Sevcik Agri Business, Inc, Kewaunee, WI
Jay Torke, Torke Coffee, Inc., Sheboygan, WI
Dan & Jodie Williamson, Williamson's Clay Corner Farm, River Falls, WI
Bob Wilson, Habelman Bros., c/o Cranberry Partners LLC, Wis. Rapids, WI



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For Sale: 8 nice organic Holstein calves, 1 week to 3 months. Call David @ 920-897-2828 (Coleman, NE Wisconsin) between 8-9 a.m. or after 7:30 p.m. or leave message.

For Sale: 45 certified organic grass-fed Devon cross feeder steers and heifers. 100% grass-fed, never received grain of any kind. Black/Red Angus crossed with Devon bulls. Calves were weaned in mid-December and averaged 490 pounds then. Born in May and June. Call David at 715-278-3831 for prices and more info.

For Sale: MOSA-certified organic springing Jersey cow and heifer. \$1500 each. Due in April. Contact Chester Schmucker, E10798 Cary Rd, Cashton, WI 54619.

For Sale: 30 org crossbred dairy steers, 400-600 lbs, pasture ready. 45 organic crossbred yearling dairy heifers. MOSA-certified. 715-357-6522.

For Sale: 9 certified organic Holstein-Jersey cross cows. Herd average SCC 100,000. Greenwood, WI, 715-613-4755.

For Sale: Day old Bourbon Red turkey poults. \$6.50 each on farm, shipping extra. This flock supplies the high-end markets in New York and the Twin Cities, MN. 507-498-5108. hvfarm@springgrove.coop.

For Sale: Organic dairy reduction sale. 2-5 yr old, cross bred, overwintered, grass-forage based herd, spring and fall calving. Available June 2009. 515-432-0205 or AllyOp@aol.com.

For Sale: 35 grass fed yearling calves, mostly black. MOSA certified. 605-594-6320

For Sale: Certified organic cattle. 1 springing cow due June 24. OPEN young stock ages 6 months to breeding age. Gerald Klinkner, 28040 Omega Road, Cashton, WI 54619, (608) 654-7971.

For Sale: Certified organic ewes, due mid-April. 608-654-7370. Cashton, WI.

For Sale: MOSA certified dairy cattle; Jersey and cross bred. 715-877-2520

For Sale: 8 MOSA-certified Jersey yearling steers (from a 4 yr test 100% Johnes-free herd). Bob Molini, Wauzeka, WI. 608-875-5810.

For Sale: 6 So Devon bulls 2-4 yrs. Easy calving, smaller frame cattle, breeding age heifers also available. MOSA certified. West central MN. Call Tony Beck: 218-346-2925 or 218-346-4237.

For Sale: 2 springing Holstein heifers, not eligible for organic slaughter. Harvey Lambright, 3824 Timber Ave., Lime Springs, IA 52155.

For Sale: 8 organic half Hereford/quarter Black Angus/quarter Charolais beef, 1100 lbs ea.; 10 average 450 lbs. Randolph, WI, 920-326-6329.

Feed/Seed

For Sale: 1st and 2nd harvest organic hay. No rain. Easy loading. Ferryville, WI. Call Roland Sherry: 608-734-3312.

Buy & Sell: Quality certified organic grains and proteins. Custom feed milling and soybean roasting. Bulk auger delivery in Wisconsin. Golden Grains, Sparta, WI. 608-269-5150.

For Sale: 330 Large round bales net wrapped, MOSA certified organic hay. 563-580-4905.

For Sale: Shell corn, approx. 900 bu. MOSA-certified yellow corn. Rochester, MN. 507-951-6010.

For Sale: 1200 bu shell corn, 1200 bu winter wheat in Cuba City, WI. Call 608-778-8157.

For Sale: Certified organic rolled roasted soybeans. Also buying organic feed grade soybeans. Andersen Feeds, Inc. Galesville, WI 54630; 608-582-2595.

For Sale: 225 wrapped organic alfalfa haylage, 1st crop, test results available. Prices reduced to reflect lower price dairy farmers are now receiving; further discounts for sales of 50 or more. We load, you haul. Two miles north of Westby, WI. 608-634-2118; 608-634-3860.

For Sale: 2008 organic alfalfa certified by Oregon Tilth, 3x3x8, can deliver. 144 & 174 RFV, \$180 & \$215/ton. 2008 organic yellow feed corn, \$8/bushel. Paul Daugherty, Wolverton, MN. 218-995-2428.

For Sale: MOSA certified hay. Round bales 4 x 5, RFV 100. Browerville, MN. 218-894-1508.

For Sale: 100 round bales for sale, either for horses or young stock, \$30 a bale you haul. Call 608-464-3316 after 8:00 p.m.

For Sale: Certified organic barley straw, small squares, and 1st crop hay, big rounds. Call 608-632-2596.

For Sale: 1500 small bales certified organic hay, 1st, 2nd and 3rd crop. No rain. Rockland, WI area. Call Tim at 608-486-8520 or 507-450-3788.

For Sale: Certified organic Morton feed oats for sale. Contact Harvey Lambright, 3824 Timber Ave., Lime Springs IA 52155.

For Sale: MOSA certified organic grassy alfalfa hay. 1st, 2nd and 3rd cut. Dry and wrapped. Round and square bales. Approximately 6,500 bushels of MOSA certified organic dry corn. Eau Claire, WI. Tim at Damar Farms. 715-797-3914

For Sale: MOSA certified straw, large 4x6 rounds, net wrapped. Prescott, WI. Call Jerry at 715-262-5115. (2 issues)

For Sale: Organic 1st crop dairy hay 4x5 round plastic-wrapped balage; 1st crop net-wrapped. Dry hay, stored inside. LaFarge, WI. 608-632-0315.

For Sale: Organic alfalfa grass hay. 1st, 2nd, and 3rd crop in 3x3x8 and 4x5 rounds. Lochland Hay Farm. 320-352-2538.

For sale: 5 1/2 ton roasted soybeans. MOSA certified. Bruce Berg, Ridgeland, WI. 715-949-1857

For Sale: Open-pollinated "seed" corn, MOSA-certified. Wapsie Valley 85 day MN-13 88 day "J" Reids 90 day. \$79 for a 50# bag. Also 100 bu. Jerry oats for seed, \$6/bu. Rich Holman, Baldwin, WI. 715-684-2488.

For Sale: Hi-moisture organic shelled corn. Thorp, WI, area. Call 715-669-7137.

For Sale: Hay-1st, 2nd, 3rd crop. Lg squares 3x3x7. Trempealeau, WI. Call Dale: 608-539-2015

For Sale: MOSA certified organic oats 41-42 lb test for feed or seed oats. Located west central MN. Tony Beck: 218-346-2925 or 218-346-4237.

For Sale: Will custom graze organic dairy heifers and steers beginning in late April. Also have 100 acres of organic standing hay for sale. MOSA-certified organic. 715-623-0404

Land

For Sale: MOSA certified organic farm land - 50 acres with 2 trout streams, located in Southeast Dunn county. Call Bill at 608-397-3751.

For Sale: 173.9A MOSA-certified farm in tall grass prairie region of east central SD. Prime cattle/bison country. Property has been dairy & veg. farm. 80' & 35' Harvester silos command excellent view of area. 1.3 mi. of seasonal creek, ponds & 27A of new shelterbelt supports abundant wildlife. 10A+ fertile bottom land can support vegetables, livestock, wildlife; higher ground supports grazing, haying, hunting. Imagination is only limitation. East of Letcher, SD, 2 miles from SD state hwy 37 on good gravel. \$2387/ac. 605-527-2445. Email ebfarm@santel.net.

For Sale: 196 ac. certified organic active dairy w/ new milking parlor & 120 acres of tillable land. All buildings new in '72. 2 lg machine sheds 55x170 & 40x60, 36x99 cattle shed, 48 stanchion dairy barn recently converted to 12 unit milking parlor. 3 bdrm home, hardwood floors, attached garage. Located at end of road atop ridge... beautiful setting. \$750,000 (Possible option of buying buildings w/ less acreage.) 212 more acres available w/ 2 more houses. Westby, WI. United Country-Oakwood Realty, LLC Viroqua 608-637-8288

Employment

Opportunity: Couples interested in ownership and getting started in organic dairy farming. Southeast MN. Call Triple T Organics. 507-867-0074.

Please turn to **Classifieds** on page 16

Organic Classifieds

Classifieds

Continued from page 15

Equipment

For Sale: Majestic wood cook stove, the basic no frills model. Fair condition, some rust. Can send photos. \$525 FOB at farm, extra for shipping. 605-527-2445. Email ebfarm@santel.net.

For Sale: 50 berg stanchions & stalls with 25 good drinking cups, 240 ft of 1 1/2 inch pipeline, 240 ft of 3 inch vacuum line, glass receiver jar & pump. \$300 OBO. Westby, WI. Call 608-634-4056.

For Sale: Crow model 400 rock picker; 6' king cutter rototiller, new condition; 2 135 white good condition. Contact Loren Donovan, Rochester, MN, 507-951-6010.

For Sale: 2 walk-in coolers in good condition. First is 3-4 years old, measures 9x14x7, with floor. Second is 10x14x8 without floor. Buyer would be responsible for dismantling and moving. Call 651-923-5274.

For Sale: Aitchison No-Till Drill. Good shape. Comes with hand/hydraulic lift. 4 horsepower. \$5,000 OBO. Platteville, WI, area. 608-348-7043

Miscellaneous

Wanted: organic bedding material, straw, bean or corn stubble. Andrew Swarey, 3164 Draper Road, Dorchester, WI 54425.



PO Box 821
Viroqua, WI 54665

NON-PROFIT ORG.
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LA CROSSE, WI

Wanted: Custom rotovating in the spring. Call Triple T Organics: 507-867-0074.

Wanted to Buy: Used 13' Rotavator or mulch tiller in excellent condition. Lochland Hay Farm. 320-352-2538.

Services to Offer: Experienced hooftrimmer with hydraulic layover chute designed with cow comfort in mind is seeking to add new clients in the Jackson, Clark, Eau Claire, and Trempeleau county areas. Call Tony Welti at 715-334-1530.

Wanted: Organic land. New farmer looking for 5-40 acres with good solar exposure for greenhouse operation. Interested in the Viola, LaFarge, Viroqua area. Contact Zac Mathes at zwmathes@gmail.com. 608-469-6251, PO Box 253, LaFarge, WI, 54639.

Send classified ads to MOSA, PO Box 821, Viroqua, WI 54665, or email to mosa@mosaorganic.org. Ads run free for MOSA Associates. Please observe a 100-word combined limit per issue for your ads.

The next deadline is May 18.

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