

# NODPA News

Northeast Organic Dairy Producers Alliance

SEPTEMBER 2010 Volume 10, Issue 5 WWW.NODPA.COM

## INSIDE THIS ISSUE: Organic Industry News

Interview with Mathews	1
From the NODPA President	2
From the NODPA Desk	3
Organic Pay Price	4
Why Organic Milk Supply Management?	10
NODPA Annual Field Days	20
Field Days Film Screening	23
New NOP Director of Standards	31

## Organic Production

Calculating Dry Matter Intake	
From Pasture	14
Livestock Parasite Control	18
On-Farm Fuel Production	26
Tracing Organic Kelp	28

## Research/Education

Access to Pasture Resources	30
-----------------------------	----

## Net Update

Recent ODairy Discussions	35
Online Ad Opportunities	35
Subscribing To ODairy	35

## Member Info

NODPA Subscription Form	34
Milk Check-Off Form	34
Calendar	36
Classifieds	38
MODPA Membership	39

## An Interview With Richard Mathews Architect of the Pasture Rule

**Background:** By the time he was hired by the NOP, Richard had over 20 years of USDA regulation writing under his belt. His initial task in April 1998 was to review OFPA and the proposed organic regulations (December 1997). From there he agreed to stay on and became the Lead Regulation Writer for the second proposal (March 2000) and the final rule (December, 2000). In May 2001 he became Program Manager, a position he held for 4 years before becoming head of the USDA's Transportation Services Program. A year later he moved to the Deputy Administrator's office where he primarily worked on NOP issues for a year before returning to the NOP fulltime. Richard retired from the USDA on September 30, 2009. Since retiring, Richard has established NOP Solutions, Inc., a consulting company specializing in the National Organic Program. Richard can be reached at [nopsolutions@verizon.net](mailto:nopsolutions@verizon.net).



Richard Mathews, Architect of the Pasture Rule

**Q: When were the first, second, and third (final) drafts of the Pasture Rule written?**

A: The Advanced Notice of Proposed Rulemaking (ANPR), published April 13, 2006, was the first document published. The proposed rule was published 2½ years later on October 24, 2008, and the final rule was published February 17, 2010.

**Q: Where did you go for resource information?**

A: The USDA held a Pasture Symposium April 18-19, 2006. I used the symposium presentations and transcripts as well as the over 80,500 ANPR comments in drafting the proposed rule. For information on pasture management and related subjects I used Natural Resources Conservation Service, Extension Service, University, and State Department of Agriculture publications. I also used publications from these entities and the Economic Research Service as sources of economic data.

The proposed rule generated nearly 27,000 comments. During the comment period, I conducted 5 well attended listening sessions (Auburn, NY; LaFarge, WI; Chico, CA; Amarillo, TX; and Gap, PA). Concerns addressed at the listening sessions were also addressed through the written comments.

*continued on page 6*

**NODPA FIELD DAYS: October 7 and 8, 2010, Unity, Maine**  
See Page 21 in this issue for details on registering for our annual gathering.

**ORGANIC INDUSTRY NEWS**

**From The NODPA President**

Some of you may already know this, and for those of you who don't, I am leaving the dairy industry after forty years. The last ten, I have been involved in the organic sector; first as a producer, then got sucked into what I would describe as the political side of the industry, where a person is expected to show up at various venues in various parts of the country and represent the position taken by the sector that he or she represents.

Never having been much of a traveler, this was all new to me. Also the expectation of actually having to get up and speak before large groups of people was something I had never done before. This has been a real learning process, and I did the best I knew how.

Never was much of a person to spend much time on a phone

either, but suddenly found myself on countless conference calls late in the evening, way past the time I normally am asleep. Sometimes others would have to mute my line because I had fallen asleep and was snoring, making it impossible for the others to get anything accomplished (This is what I was told anyway, how would I know, I was sleeping).

None of this has been easy, public speaking terrifies me, airports freak me out, I now realize that I'm a morning person in an evening world (what makes this even worse is the fact that I live in the great state of Maine, easternmost state in the union, when you end up in California, there this time zone thing that comes into play, and I would end up just not sleeping). Fortunately, almost all the places I went had a watering hole nearby. Wisconsin prides itself on having more bars per capita than anywhere else. Didn't really impress me, we've got Portland. But absolutely the worst part is doing this "message from the president" every f\*\*\*\*\* month. I type with one finger and I can think of a hundred different

*continued on page 3*

**Board Members & Representatives**

**PENNSYLVANIA**  
**Arden Landis, State Rep**  
 1850 Bowmansville Rd.  
 Mohnton, PA 19540-9427  
 c2graze@dejazzd.com  
 Phone: 717-484-0038

**Dave Johnson, Treasurer**  
 1254 Black Creek Rd  
 Liberty, PA 16930  
 provident@epix.net  
 Phone: 570-324-2285

**Roman Stoltzfoos, State Rep**  
 Spring Wood Organic Farm  
 1143 Gap Rd  
 Kinzers, PA, 17535  
 romans@epix.net  
 Phone: 610-593-2415

**VIRGINIA**  
**Rodney Martin, State Rep**  
 Bridge View Dairy  
 570 Jerusalem Rd.  
 Churchville, VA 24421-2735

**NEW YORK**  
**Liz Bawden, Secretary**  
 119 Factory Rd.  
 Hammond, NY 13646  
 bawden@cit-tele.com  
 Phone: 315-324-6926

**John Gould, State Rep**  
 HAR-GO Farms  
 10965 South St Rd  
 Pavilion, NY 14525  
 hargo@frontiernet.net  
 Phone: 585-584-3985 Cell: 585-739-2264

**Steve Kimball, State Rep**  
 Kimvale Farm  
 3456 Dry Brook Rd  
 Falconer, NY 14733  
 716-267-9272  
 steve@kimvale.com

**Siobhan Griffin, State Rep**  
 2518 Co. Hwy 35  
 Schnevus, NY 12155  
 raindance@baka.com  
 Phone: 607-286-9362

**John Stoltzfus, State Rep**  
 1553 Hesselton Gully Rd.  
 Whitesville, NY 14897  
 jstribeyahoo.com  
 Phone: 607-356-3272

**Dana Sgrecci, State Rep**  
 4994 Halpin Rd.  
 Odessa, NY 14869  
 sgrecci9@aol.com  
 Phone: 607-594-4169

**George Wright, Board Member**  
 821 Pyrites-Russell Rd.  
 Hermon, NY 14897  
 wrightdairy@yahoo.com  
 Phone: 315-347-4604

**VERMONT**  
**Craig Russell, Board Member**  
 Brotherly Farm LLC  
 570 Lavender Road  
 Brookfield, VT 05036  
 brotherlyfarm@yahoo.com.  
 Phone: 802- 272-7726  
 http://www.brotherlyfarm.com

**CONNECTICUT**  
**Rick Segalla, Board Member**  
 96 Allyndale Rd.  
 Canaan, CT 06018  
 mocow@earthlink.net  
 Phone: 860-824-0241

**MASSACHUSETTS**  
**Morvan Allen, Board Member**  
 Maple Shade Farm Inc.  
 229 Hewins St  
 Sheffield, MA 01257  
 morvenallen@live.com  
 Phone: 413-229-6018

**MAINE**  
**Henry Perkins, President**  
 Box 156 Bog Rd.  
 Albion, ME 04910  
 bullridge@uninet.net  
 Phone: 207-437-9279

**Steven Russell, Board Member**  
 RR2 Box 5660  
 Winslow, ME 04901  
 jwinrussel@roadrunner.com  
 Phone: 207-872-6533

**Steve Morrison, Board Member**  
**Policy Committee Chair**  
 159 Atkinson Rd  
 Charleston, ME 04422  
 smorrison@midmaine.com  
 Phone: 207-285-7085 Fax: 207-285-0128

**Aaron Bell, State Rep**  
 Tide Mill Organic Farm  
 91 Tide Mill Road,  
 Edmunds, Maine 04628  
 Phone: 207-733-2551  
 eatlocal@hughes.net  
 www.tidemillorganicfarm.com

**LOUISIANA**  
 Jerome Walker, State Rep  
 20036 Highway 450  
 Franklinton, LA 70438  
 ejwalker2@i-55.com  
 Phone: 985-515-9224

**AT LARGE NODPA BOARD MEMBERS**  
**Ed Zimba, MODPA Board Member**  
 Zimba Dairy  
 7995 Mushroom Rd  
 DeFord, MI 48729  
 zimbadairy@tband.net  
 Phone & Fax: 989-872-2680

**Bruce Drinkman, MODPA Treasurer**  
 3253 150th Ave  
 Glenwood City, WI 54013  
 bdrinkman@hotmail.com  
 Phone: 715-265-4631

**Tony Azevedo, WODPA President**  
 22368 W. 2nd Ave  
 Stevenson CA 95374  
 doubletaces@earthlink.net  
 Phone: 209-634-0187 Fax: 209-632-1965

**NODPA Policy Committee**  
**Kathie Arnold**  
 3175 NYS Rt. 13, Truxton, NY 13158  
 kathiearnold@gmail.com  
 Phone: 607-842-6631  
 Fax: 607-842-6557

**NODPA STAFF**

**NODPA Executive Director**  
 Ed Maltby  
 30 Keets Rd  
 Deerfield, MA 01342  
 ednodpa@comcast.net  
 Phone: 413-772-0444 Fax: 866-554-9483

**Newsletter and Web Editor**  
 Lisa McCrory  
 341 Macintosh Hill Rd.  
 Randolph, VT 05060  
 lmccrory@hughes.net  
 Phone: 802-234-5524

**Newsletter Editors**  
 Liz Bawden  
 119 Factory Rd., Hammond, NY 13646  
 bawden@cit-tele.com  
 Phone: 315-324-6926

**Darlene Coehoorn**  
 Viewpoint Acres Farm  
 N5878 Hwy C, Rosendale, WI 54874  
 ddviewpoint@yahoo.com  
 Phone: 920-921-5541

**Webmaster /Newsletter Layout**  
 Chris Hill, Chris Hill Media  
 368 West Duval Street  
 Philadelphia, PA 19144  
 Phone: 215-843-5704  
 chris@chrishillmedia.com

**ORGANIC INDUSTRY NEWS**

**From The NODPA Desk**

*By NODPA Executive Director Ed Maltby*

The NODPA Field Days are around the corner and we have an excellent and diverse program that will set your mind buzzing with new ideas and ways to make a difference to your farms, the environment and your family's future. I want to thank our sponsors and supporters who have once again come forward to recognize the value of NODPA's work with their financial support of Field Days, our annual opportunity to replenish the NODPA bank account and help fund the next year's activities.

The producer meeting on Thursday night and Friday morning will be a great opportunity to help set the priorities for the next year's work. Topics will include: Origin of Livestock; threat to the integrity of organic dairy of an Equivalency Agreement with EU; enforcement of the pasture regs; supply management; pay price; 2012 Farm Bill; plus other old favorites that I'm afraid to name!

Grant money is available to assist producers with cash expenses to attend the Field Days; be in touch if you need that extra help.

**From the NODPA President**

*continued from page 2*

things I'd rather do.

I want to be able to walk away from this job, not be wheeled away. I think I've got some good years left and the last thing I want to do is drop dead milking cows or chasing heifers in the middle of the night - the latter incident I realized a long time ago that I'm not mentally set up to cope with.

I've met a lot of people during this time that I never would have, some of them, most of them I really liked, a few I don't care if I ever see again, they probably don't care if the ever see me again either, so we're even, aren't we? G\*\*\*\*\* lying hypocrites. I've seen and heard enough of those of you crying "foul" when someone points out shortcomings of a particular organization when those same people never miss an opportunity to run the competition down. This also goes for those that have made disparaging remarks about the quality of conventional milk and the way conventional dairy animals are treated. Take a look around you and you will find many excellent conventional dairy farmers that really care about their animals.

I want to talk a minute about Ed Maltby and the flack he has taken as executive director. He, over the years, has taken NODPA from a very fledgling organization to the point that it's now nationally recognized. This is not to say he did it all by himself

One of our pioneers and NODPA's president, Henry Perkins, will be retiring from dairying and we will celebrate his service and his next adventure. Memories of Henry abound: his plane brushing the trees as he left the 2007 Field Days; the last trip for his old car returning from the 2009 Field Days; and when he had to get some replacement plane parts in order to get he and Steve Morrison back from the 2005 Field Days easily jump to mind. Henry ran a tight farm operation where he consistently received quality awards for his milk. His commitment to organic production and his willingness to share both his successes and failures with others were invaluable to our industry. With his self deprecating humor, Henry always shares his many stories of adventures with bulls (especially those that threaten his daughter), heifers (especially those that go through fences) and his innovative experiments that launched his sunflower seed oil business. He may not like public speaking but never shies away from doing it when some honest words need to be spoken. And of course, he's a man of great patience until he hits that tipping point! Henry has contributed many hours, suffered economic hardship and pushed himself into unfamiliar situations in order to represent the interests of dairy farmers; please join us at Field Days to thank him and wish him well as he moves on to his next adventure. ♦

or that he is the model of perfection by any standard, but he has put immeasurable effort and skill into doing what he has done for us with barely any compensation. He has had abuse heaped on him unfairly by those who did not know the whole story, or had no idea what they were talking about, and by those who have attempted to influence the direction of NODPA. There are those who would like nothing better than to have him replaced because it would weaken NODPA, which would serve their interests.

One last thing before I sign off; supply management needs to be adopted industry-wide with all parties cooperating. If not, this industry will always struggle. I have always believed that milk should be priced fairly at the farm level so that the average farmer gets a decent return. Then let the processors, handlers and retailers compete with each other and leave the farmers out of it. It would go a long way towards a healthier, more orderly, industry. I know that some of you will scream "socialism", but take a good look at what you've got now and tell me it's not already socialism poorly disguised and called something else.

*Henry Perkins  
 Departing NODPA President  
 Albion, Maine*

ORGANIC INDUSTRY NEWS

# Pay Price and the Organic Market in August 2010

By Ed Maltby, NODPA Executive Director

The full effect of the downturn in demand for organic dairy has been felt by all producers across the country, but we are now entering a period where demand is increasing. When Kevin and Lisa Englebert became the first certified organic dairy in 1984 there was no defined future but we all knew what was meant by Access to Pasture. A quarter of a century later, we have defined Access to Pasture (which has been unnecessarily complicated by some certifiers) but still don't know what the future holds. Organic milk is now a commodity with a loyal customer base but still searching for a clear future direction and a secure, sustainable market, with all the problems associated with a commodity, which we know so well from the non-organic milk market. The free market system may well have solved the 2009 surplus, but we will lose or place unmanageable stress on the most vulnerable farm families; mostly the younger families that transitioned with the promise of a stable pay price.

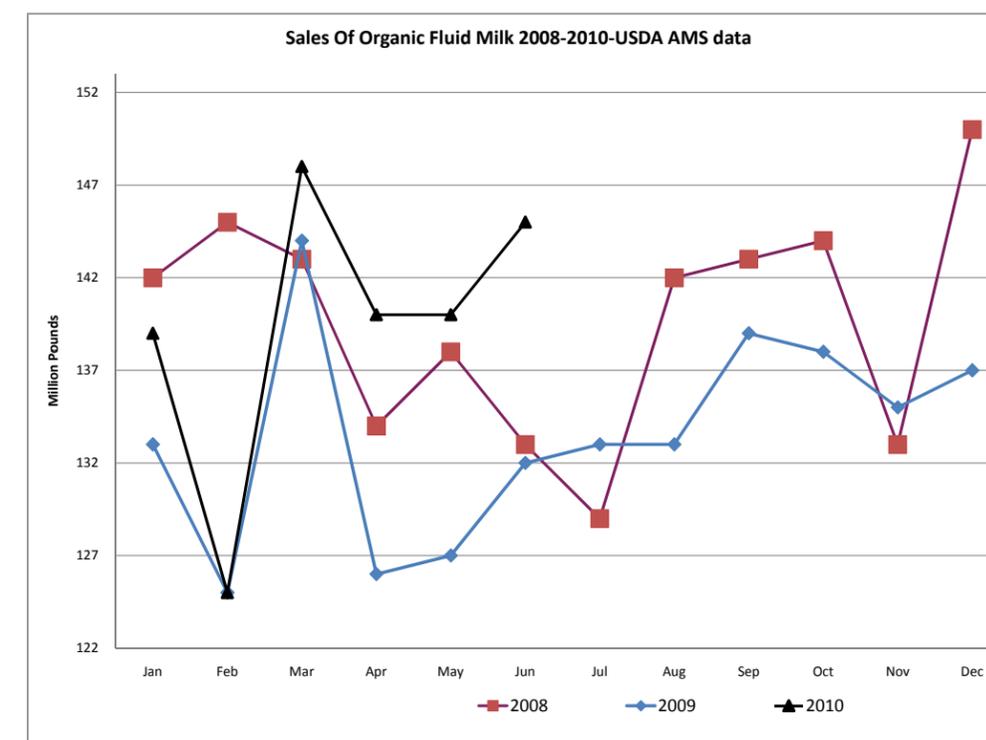
Processors and handlers chose to manage the 2009 surplus in

many different ways. HP Hood dropped many contracts, and then introduced utilization clauses before passing its remaining contracts over to CROPP Cooperative. The remaining companies introduced formal and informal quotas; lowered the farmgate price; introduced utilization clauses; cut off producers with low quality or who were in isolated locations; and used their contractual power to the fullest. While we saw a 3% drop in national sales of organic fluid milk from 2008 to 2009 (USDA-AMS data), we are coming into supply/demand balance, even short supply in some parts of the United States. Both national brands are looking for more milk in the Northeast and Midwest and CROPP Cooperative has lifted restrictions on their producer owners to produce to their agreed base, which in some cases is lower than production prior to the introduction of the quota. The West is slowly coming back into balance as more organic milk is being purchased on the spot market and milk powder is being stockpiled.

A quick overview of the situation is:

- Consumer demand is increasing by 9% year over year, although there are regional and seasonal fluctuations in sales of fluid milk on a monthly basis;
- There are only two national buyers for wholesale organic milk and most recently some independent pools of milk have disappeared;

- Pay price remains stable with seasonal deductions, and all processors adding their winter incentive of \$3-4 /cwt;
- The producers who shipped to HP Hood/Kemp/DMS to supply the milk for the Stonyfield fluid milk brand and chose to stay with the CROPP pool, have a pay price based on utilization which has been 80-90% in recent months, with an expected increase of \$1/cwt (this is still \$2/cwt lower than the CROPP pool price);
- Many well established organic dairies that have a good history of working with their processors had a financially acceptable year in 2009 but there will be many that have to make difficult personal and professional choices in 2010 with limited



credit and over-leveraged assets.

continued on page 13

**It's crazy to dump a 100 pound cow for a few flakes!**

**EX CELL 7000**  
The Alternative for Today

- No Drug Residue
- No Withholding
- All Natural Antibiotics
- Organic Approved

FREE SAMPLE OF EX CELL 7000 For NEW Customers

**S.C.C. UDDER CREAM**  
Peppermint Oil, Tea Tree Oil, Oregano Oil, Menthol & Herbs

- REDUCE High Counts
- Stays Moist
- NO EVAPORATION

18 oz. Jar ONLY \$15 • Free Shipping on 12

Call to talk to a Farmer  
**1-800-507-9361**

**Synergy Animal Products, Inc.**  
1681 Schubert RD • Bethel, PA 19507  
www.synergyanimalproducts.com  
VISA/MC Reader Service No. 5608

**AGRI DYNAMICS**

**Flies-Be-Gone™ & Ecto-Phyte™**  
Double Trouble For Pesky Flies

**Flies-Be-Gone Pre-Mix™**

- Minerals to boost immunity during fly infestation
- Minerals which make livestock less palatable to biting flies

**Ecto-Phyte™**

- Effective, low cost fly & lice control
- Blended with natural, aromatic essential oils (water and oil soluble)

www.agri-dynamics.com Toll Free: 877.393.4484

**DMS ORGANIC MILK**

DMS provides access to organic milk markets through relationships with major organic milk handlers. DMS can assist farms with the organic transition. Members will receive cooperative premiums in addition to competitive premium packages offered by the market.

Programs and Services that Impact your Bottom Line:

- Organic feed and supplies offered by Eagle Dairy Direct™
- Health Insurance and Workers' Compensation offered by Agri-Services Agency
- Free milk quality consultation offered by DMS quality specialists

**DMS**  
Dairy Marketing Services  
Organic  
1-888-589-6455

**Tools For Transitioning Into Fall & Winter**

**Veterinary Dairy Liniment**

\*Udder Health, Reduces Edema

**Crystal Pellets**

\*During Stress or Challenges

**Pivot-FL**

\*Prepare Livestock For Winter

**Crystal Creek**  
the natural choice for agriculture

1-888-376-6777  
www.crystalcreeknatural.com

# An Interview With Richard Mathews

*continued from page 1*

The written comments, however, provided the added benefit of detailed alternatives to the wording of a number of the provisions. The final rule is the product of the written and listening sessions' comments.

**Q: You traveled to many conferences and met with many different groups who wanted to influence the content of a final pasture rule. What was the role of grassroots and producer groups in clarifying your thinking and assisting with practical language that could be comprehensive and implementable?**

A: Comments to the ANPR clearly showed that commenters favored strict pasture standards and wanted organic ruminants to graze pastures. The proposed rule set forth strong regulatory language intended to clarify the existing pasture requirements and to bring about uniformity in application.

The most significant thing about the proposed rule was how it brought people, especially livestock producers, together. The comments from FOOD Farmers were especially helpful. Not just for their content but for how they stimulated comments from others. It was common to read a comment that supported the FOOD Farmers recommendations with specific modifications. It was this togetherness that provided the specifics necessary to craft the final rule in a way that removed or clarified the most troublesome provisions while achieving the goal of strong, clear, standards.

**Q: If you had to do it all again, what would you change about the process?**

A: My first reaction is to say that I would not have included provisions such as fencing water and using sacrificial pastures. After all, they were opposed by thousands of commenters. I believe, however, that these and other provisions brought the community together and resulted in the many excellent recommendations. I wonder, would the comments have been as useful had some of the controversial provisions not been included? Thus, I would not change any part of the proposed rule.

I would, however, change the timing of our involving the Office of Budget and Policy Analysis, and the Office of the Chief Economist. Both offices are key players in rulemaking clearance. Informational meetings with each would have provided an opportunity to educate them on the rule and we would have been aware of their areas of concern well in advance of submitting the rule to them for clearance. Conducting these meetings prior to submitting the rule to the Office of General Counsel would have resulted in preamble enhancements helpful in securing their clearance. The result might have been earlier proposed rule publication.

**Q: You made it to 3 of the 4 Pasture Rule Trainings (February – April, 2010). Were you happy with the trainings?**

A: I attended the trainings in LaCrosse, WI; Albany, NY; and Woodland, CA.

I believe the training was rolled out with inadequate planning and preparation. Dr. Kerry Smith did a good job covering the final rule provisions, however, the content of her presentation improved with each training session. The Natural Resources Conservation Service (NRCS) sessions were substantially different at each location. The NOP representatives clearly failed to familiarize themselves with the proposed and final rules as evidenced by their inability to answer many of the questions asked by attendees.

With the exception of regional nuances for pasturing the NRCS sessions should have been consistent. However, each session was substantially different. The NRCS sessions could have easily covered creating a pasture plan, setting up a pasture system, managing pastures, documenting compliance with the NOP regulations, and how to obtain assistance from the NRCS; the fact that they didn't indicates a lack of NOP planning and guidance.

The grapevine is full of misinformation on the final rule and rumor about how certifying agents will administer and enforce the standard. I attribute this to the fact that too many certifying agent personnel, inspectors and producers failed to attend the pasture training. Accordingly, the uniformity in application goal is in jeopardy of not being realized. Without uniformity in application, the organic dairy segment will continue to suffer bad press and consumer wariness.

To correct this, I recommend that the NOP conduct training for each certifying agency accredited to certify livestock operations. I also recommend that all such certifying agents be audited for their preparation to implement and enforce the final rule standards.

**Q: What is your view on equivalency agreements and does the agreement with Canada protect livestock producers?**

A: Equivalency agreements have their place in opening markets and facilitating trade. Those agreements, however, must be between the United States and foreign governments with programs virtually identical to the NOP. In fact, Black's Law Dictionary defines equivalent as "Corresponding in effect or function; nearly equal; virtually identical." To be fair and equitable, equivalency agreements must not put our producers or handlers at a competitive disadvantage with foreign producers or handlers. Accordingly, equivalency agreements must not allow the U.S. marketing of foreign products that do not achieve the NOP standard required of U.S. producers and handlers. The agreement with Canada appears to meet these criteria for livestock producers. In particular, Appendix 1 prohibits the sale of agricultural products, in the U.S., that are derived from animals

treated with antibiotics under the Canadian regulations.

Regrettably, this agreement does not meet the standard of not harming U.S. wine grape producers and wineries. The Canadian standards allow the addition of sulphurous acid to wines labeled "Organic." Sulphurous acid is formed when sulfur dioxide (a gas) reacts with water. The NOP allows the addition of sulfur dioxide to wine but limits its labeling to "Made with organic grapes." Canadian wines can have a total sulfite level of as much as 250 parts per million. Similarly produced U.S. wines are limited to a total sulfite concentration of no more than 100 parts per million.

The U.S. letter to Canada states that except as provided in Appendix 1 and subject to the conditions in Appendix 2, products produced and handled in conformity with the Canada Organic Production Regulations shall be deemed to have been produced and handled in accordance with the Organic Foods Production Act and the NOP. The letter also states that such products may be sold, labeled, or represented in the U.S. as organically produced and may display of the USDA organic seal. The agreement places no restrictions on the Canadians which would prevent their selling wines with added sulfites as "Organic" in the U.S. This means that wines produced in Canada with added sulfites (some with 2½ times the legal U.S. limit) and sold in the U.S. can be labeled "Organic" and may display the USDA organic seal. Similarly produced U.S. wines, however, must comply with the U.S. limit on total sulfites, are prohibited from displaying the USDA organic seal, and must be labeled "Made with

organic grapes."

This unfair competition is not limited to the wines produced in Canada. Under the terms of the agreement, products produced anywhere in the world, to either country's standards, are eligible for importation into either country. Thus, wine producers in other countries and certified to the NOP can be expected to give up their NOP certification in favor of Canadian certification. It only makes sense since they will gain the market advantage of using the USDA organic seal and selling "Made with organic" wines as "Organic." Plus if they choose, they can increase their sulfite use to levels that comply with the Canadian standards. USDA must take immediate action to correct this injustice.

Equivalency discussions with the European Union broke down in 2004, largely over the U.S. prohibition on the use of antibiotics in livestock production. Talks with the European Union are again underway. Let's hope the U.S. representatives do a better job this time around.

**Q. Certifiers are the first line of enforcement and interpretation of the regulations. What suggestions do you have for improving their performance?**

A: The NOP program is only as good as the quality of the certifying agents and the inspectors they employ or contract with. Accordingly, I advocate for:

*continued on page 8*

## Thorvin Kelp

*World's Finest Nutrients*  
Certified Organic

### Animals Thrive on Thorvin

- ✓ On-farm health insurance
- ✓ Preferred by animals
- ✓ Feed free-choice or at 1 to 2% of ration

### World's Finest Nutrients

- ✓ Geothermally dried for superior quality
- ✓ Powerful source of bio-available iodine

### Certified Organic since 1999

- ✓ Inspection documents sustainable organic site
- ✓ Meets Organic Feed Regulations



**Feed Thorvin Today!**

Toll Free: 1-800-464-0417

info@thorvin.com • www.thorvin.com

## The answer to your NOP issues! NOP Solutions, Inc.

### Proudly providing services in:

- Standards interpretation and training
- Label review and approval assistance
  - Certification assistance
  - Assistance with the USDA
- Certification dispute mediation
- Adverse action response assistance
  - Accreditation assistance
  - And more

### The company is headed by

**Richard H. Mathews,**

former lead NOP regulation writer and Program Manager/Associate Deputy Administrator with over 11 years experience addressing and resolving NOP issues.

To learn more, contact us at:

301-725-7009 or 240-319-1317

nopsolutions@verizon.net

ORGANIC INDUSTRY NEWS

# An Interview With Richard Mathews

continued from page 7

1. Close NOP scrutiny of ACA qualifications and performance. Emphasis needs to be on personnel charged with inspecting operations, reviewing documents, and making certification decisions.
2. Mandatory NOP training, with written examinations, for inspectors, document reviewers, certification decision makers; and their supervisors.
3. Mandatory NOP licensing of inspectors.

**Q: You recommend close scrutiny of ACA qualifications and performance; how would this be done? Are you suggesting that some certifiers will be restricted on whose operations they can certify dependent upon their skills?**

A: In the past the Program has tied similar violations by certified operations back to a specific certifying agent. They then inspected the certifying agent targeting its qualifications and performance in the area of concern. I'm suggesting rather than wait for an obvious pattern to present itself, that the Accreditation and International Activities Division actively look for the pattern. The Division should administer a program that reviews data from accreditation audits, compliance cases, appeals, and complaints. Data from any of the sources could trigger an inspection. Further, I suggest the Division work closely with the Audit Review and Compliance Branch providing them with specific qualification and performance areas of concern for review during accreditation audits. Finally, the Division should include a program of regular on-site qualification and performance spot checks of randomly selected certifying agents. A spot inspection would be considered a compliance activity not billable to the certifying agent.

In answer to your second question, absolutely. If for example, a certifying agent is not qualified to handle the certification of a juice

processing plant, then they should not be accredited to do so.

**Q: You mention mandatory training and testing. How often would ACAs have to have a refresher training/update?**

A: With everyone's workload and the broad scope of the NOP it is impossible to provide comprehensive training on everything NOP at one training session. The NOP can, however, identify areas of need and develop comprehensive trainings in those areas. This should be an ongoing process with NOP conducting such trainings on an annual basis. Testing should occur after every training session. Those who fail the test would receive additional training or study time and retesting. Testing will not guarantee that someone is good at their job, but it will help identify the unqualified and remove them from the certification decision making process.

**Q: Certifiers assert that they would have to increase fees to cover inspector training and licensing costs. Inspectors maintain they are not paid enough to finance their own training. Is there a case for having NOP directly employ inspectors and act as certifiers?**

A: That sounds like Federalization of the certification program and I don't believe anyone is prepared to go there. Private entities are the answer to training inspectors. The NOP should develop regulations training materials and provide them, free of cost, to the private entities. The private entities would then incorporate NOP sanctioned regulations training into their overall training program.

While I understand the concern about the cost of training, we can't forget the costs associated with unqualified persons performing inspections. And, we all know, such inspectors do exist. Qualified inspectors, just like qualified certifying agents, are vital to the success of certification and ultimately the entire organic movement.

**Q: You did a lot of work on enforcement and accountability; what were your major challenges and frustrations?**

A: Funding! In its formative years the program never had enough funds. As a result the program provided limited enforcement training to certifying agents. This in turn contributed to a poor job of enforcement by certifying agents in general. Without the funds to

hire compliance officers, the NOP was reliant on services provided by AMS compliance. The NOP had to pay for those services so we got what we could pay for, which wasn't a lot. The Office of General Counsel was also a frequent sore spot due to their demands for what constituted a pursuable case. And pursuable cases were often limited by the quality of certifying agent case work; which takes us back to the lack of certifier training. It is this viscous circle which has tied the NOP Appeals staff in knots to the point that they are years behind in the resolution of appeals.

**Q: The current Administration has declared the age of enforcement. What are your thoughts on this declaration?**

A: I was and remain a strong proponent of enforcement of the NOP standards. In fact, with an eye toward oversight and performance improvement, I was a staunch proponent of the NOP having its own compliance division. That became a reality in 2008 with creation of the NOP Compliance and Enforcement Division. Ruihong Guo was hired to head the division, four compliance officers were hired, and one existing NOP employee was assigned to the Division. Ruihong has done a remarkable job training her staff and guiding them in the development of program procedures and working cases. She is an outstanding leader with strong analytical and communication skills and a tireless work ethic.

That is the good news. The bad news is this staff of six has only grown to seven under this administration. Why is this bad news, because, as the NOP's monthly report shows, the Compliance and Enforcement Division closes fewer cases than it receives. You need qualified people to process cases. The community recognized that and lobbied Congress to increase the NOP budget to provide for more enforcement and oversight of certifying agents as well as rulemakings. Congress responded by increasing NOP's annual funding in fiscal year 2010 by over \$3 million dollars. That increase alone is double what the NOP received as its entire budget for any

year prior to 2008. With all that additional cash and the gain of just one compliance officer, I question the commitment to an "age of enforcement."

**Q: Watchdog groups highlighted the non-compliance of large operations. Is their work useful?**

A: There is no doubt that watchdog groups can bring value to the administration of programs such as the NOP. To be of value the groups must:

1. Put the best interests of the community first.
2. Take no action that can harm any segment of the community.
3. Check personal biases at the door each morning.
4. Work quietly within the system.
5. Foster the respect of those from whom they seek action.

**Q: What is your opinion on the appointment of Mark Lipson to coordinate organic programs across the many USDA agencies?**

A: This is a hugely important and necessary position in the quest to grow organic agriculture for the benefit of the environment and consumers. Mark's experience and contacts, in and out of government should serve him well. I wish him all the best and great success.

**Q: Do you have any words of advice for Miles McEvoy?**

Miles is blessed with a budget that over the last couple of years has increased by about 435 percent to \$6.967 million dollars. Congress is now considering increasing the budget for next year by an additional \$3.111 million dollars; a 45 percent increase over

this year. He is also blessed with over twice the staff. This is the direct result of efforts by Horizon Organic, the Organic Trade Association, FOOD Farmers, National Organic Coalition and

continued on page 37

**"While I understand the concern about the cost of training, we can't forget the costs associated with unqualified persons performing inspections. And, we all know, such inspectors do exist. Qualified inspectors, just like qualified certifying agents, are vital to the success of certification and ultimately the entire organic movement."**

Proudly Handling:

**~CERTIFIED ORGANIC MOLASSES~**



**BUFFALO MOLASSES**

**Centrally Located in WNY**  
Serving OH, PA, NY, New England & Ontario, CAN

**Excellent Source for Energy, Sugars & Increases Palatability.**  
Pickup or Delivery for Any Size Operation.

**BUFFALO MOLASSES LLC**  
[www.buffalomolasses.com](http://www.buffalomolasses.com)  
Office/Fax: 585-567-2106



**Mastitis Prevention**

**Essential Cinnatube** Forming an effective keratin-like plug for reduction of new mastitis infections

- All Natural
- Research link

Food Recognized Ingredients [www.newagritech.com](http://www.newagritech.com)

New Agritech Inc  
Locke, NY 13092  
607-379-3793

Thousands sold in Europe

FOR USE UNDER VETERINARY DIRECTION ONLY

**KEEP ANYONE?**

- Meal
- Liquids
- Soluble powder

Products for Animals, Plants, Soils

Buy Direct from a USA Harvester & Processor



**NORTH AMERICAN KELP**  
41 Cross Street • Waldoboro, Maine 04572  
888-662-5357 • 207-832-7506  
[www.noamkelp.com](http://www.noamkelp.com)

ORGANIC INDUSTRY NEWS

# Why Organic Milk Supply Management?

By Ed Maltby, NODPA Executive Director

**Based on the report from the FOOD Farmers Supply Management Committee and an article by Cindy Daley**

All regions of the country were hit hard by the impacts of oversupply of raw milk, caused by the dramatic drop in the growth of demand for organic dairy products in 2009. This was compounded by a prolonged cyclical trough of low pay price, experienced by non-organic dairy, which caused hardship and long-term stress on assets and cash reserves for farms of all sizes and production methods. The effects of the surplus were felt at different times in different regions and were exacerbated by a sluggish economy, the exit of a national company from the organic market and the collapse of some mid-sized organic producer cooperatives. To further complicate the situation, oversupply was managed differently by the various organic handlers and processors, creating confusion and some in-fighting among producers.

In response to the circumstances in organic dairy, the Federation Of Organic Dairy Farmers (FOOD Farmers) instituted an

Organic Milk Supply Management Committee (SMC) which held an initial meeting in early May. Producers representing the Northeast Organic Dairy Producers Alliance (NODPA), Mid-western Organic Dairy Producers Alliance (MODPA) and the Western Organic Dairy Producers Alliance (WODPA), met with a goal of defining the full scope of supply challenges, and to begin the process of developing a system to better manage the organic milk supply in a way that will benefit the entire industry, including producers, processors, retailers and consumers. Producers need to be at the table and drive the process to ensure that they are not price takers without due recourse.

What is the goal of supply management (SM)? The SMC concluded that the primary goal of an effective supply management program is to balance supply with demand in a way that is equitable for producers and processors. This will create a more sustainable/stable price, so farmers can do long term planning for their operations. The program would have to be flexible so that it can be "tweaked" as necessary, with full accountability and transparency. In addition, there must be open and clear commu-

nication between all sectors of the program. Finally, the program must be enforceable with 100% compliance among all sectors and not discriminatory toward new/young startup operations.

What are the industry's specific strengths that could help it usher in a new supply management program? Some of the important strengths we possess as an industry include a growing producer alliance that facilitates communication among producers regardless of brand and processor. We have a great story that resonates with our consumers, who are both loyal and passionate about our product. Producers are also in the unique position of truly controlling supply at the source, i.e., there will only be as much milk on the market as we allow. The only piece that is missing from this "control at the source" mentality is our unified vision and the ability to work together for our collective benefit.

Unique features or opportunities that may facilitate the development of a Supply Management Program (SMP): The SMC felt that the timing is right to bring everyone together for a common vision. The current crisis is still fresh on everyone's mind, creating a sense of urgency and a readiness for change. Another unique feature is the size of the organic dairy industry, because it is so small- roughly 3% of the total milk market- the industry can be more adaptive to change than our conventional counterparts. In addition, organic dairy producers have other assets, such as a unique perspective. They are by nature "out of the box thinkers", so creating an innovative solution to these issues should

be feasible. Finally, the ODPAs have created a venue for farmer discussions and networking that wouldn't have been possible even 5 years ago, uniting under the FOOD Farmer organization, and will give the subject national representation, and will be less impacted by brand or region.

Challenges that will make it difficult to develop a SMP: The committee felt that consensus might be difficult to gain on a national program due to our regional differences and the fact that producers are independent by nature, making it difficult to agree on program specifics and implementation strategies. Even if a program was to be developed, getting 100% compliance would be challenging unless it was tied to Federal programs or national enforcement. The last year and half has been fraught with difficult times, a sluggish economy, oversupply, and blended milk pricing in some areas have left contracts vulnerable to price undercutting, creating a domino effect that will end badly for all segments of the industry. Lenders are showing a lack of confidence in both organic and non-organic dairy production, resulting in stress for producers who have debt service or rely on credit for cash flow. While this should serve as an impetus toward unification on the issue of supply management, the experience has caused finger pointing and behavior that led to divisiveness among producers, blocking efforts towards unification. Processors, organic dairy brands and handlers will need to be central to the planning and development stages of any program designed to control supply.

*continued on page 12*



Improved varieties of organically grown forage seed for higher levels of forage, less expensive grain, better profits and healthier cows




**HAYBOSS MIXTURE**  
Alfalfa, late maturing orchardgrass and leafy Timothy

**PARTNER**  
An all-grass hay mix - plant w/legume of choice

**MAXIGROW**  
Forage oat/pea mix for quick forage & nurse crops

**ORGANIC STAR**  
Dairy quality pasture or hay on varying soil types

**ORGANIC GREENFAST**  
Lots of tonnage fast for pasture or balage

**DAIRY GREEN ORGANIC**  
Extremely high forage quality and palatability

CALL FOR A FREE ORGANIC INFORMATION GUIDE  
**866-687-6224**



Helping the family farm prosper by specializing in high quality forages and grazing since 1993.  
96 Paradise Lane, Ronks, PA 17572



Fresh From Local Farmers Who Care

Our members own and operate three dairy processing plants in Western New York. Our organic dairy products can be purchased throughout the Northeast.

[www.upstateniagara.com](http://www.upstateniagara.com)






**1-800-724-MILK**

For more info, contact:  
[byoung@upstateniagara.com](mailto:byoung@upstateniagara.com)



**Horizon Organic® is Actively Seeking New Farmer Partners to Provide Milk to the #1 Organic Dairy Brand**



**Lindstrom Farm, West Danville, VT**

Cindy Masterman (New England) 802-685-3123  
Peter Slaunwhite (Eastern New York) 315-272-3218  
Steve Rinehart (Western New York) 917-797-9058  
Liz Amos (Mideast) 814-414-4165  
Chris Cardner (Mid Atlantic) 303-656-5138  
Richard Klossner (Midwest) 303-319-6899  
Larry Hansen (West) 303-927-9143

To get the facts about how Horizon® is supporting organic dairy farmers, visit [www.HorizonOrganicFacts.com](http://www.HorizonOrganicFacts.com)

ORGANIC INDUSTRY NEWS

continued from page 11

Bringing these companies together for discussions will require careful planning because of the federal laws that are in place, designed to prevent collusion and price fixing between different companies competing against each other. Interestingly, farmer owned cooperatives, farmer organizations and individual farmers can meet to discuss supply management and milk pricing under the Caper-Volstead Act.

The principal challenges for organic dairies are to manage supply based on modest and reasonable growth, and to balance production by growing a diverse number of organic dairy products rather than relying on the non-organic market to balance any surplus. The current programs being discussed on the non-organic market will adversely affect the growth of organic and value-added dairy initiatives, so any organic dairy proposals will need to address these issues. There are regional differences and seasonal fluctuations in milk supply and milk utilization. There are substantial regional differences in production and operating costs, not only in feed inputs but also fixed and overhead costs that affect net family income and return on equity. We need an understandable method for determining pay price that has some basis in the costs of production and return on equity.

**Overview of the basic principles of a draft Supply Management Plan:**

1. Develop a system that sends a clear signal to organic milk producers when there is too much organic milk.
2. Must be mandatory across the country: if you produce organic milk you are in the program.
3. USDA will provide meaningful utilization and production data through mandatory electronic reporting, similar to the non-organic market. This data is available within the current system.
4. Automatic trigger levels for under utilization will be pre-determined through a process that includes processors

and producers. Trigger levels could be different for different times of the year.

5. AMS/USDA or independent entity charged with monitoring the system will assess demand based on utilization and will set the program in motion if triggers are reached.
6. When the program is "triggered", all producers will be encouraged to reduce milk volume. Recent production (prior to trigger) will be used as baseline for each operation. Farms will receive \$0 for milk produced above (Baseline X Utilization) whereas those who cut the volume of raw milk they ship to match utilization will be paid the full price.
7. Processors pay for all milk regardless of quota – cannot blend the price.
8. Over quota milk income goes to pay for the SMP and marketing of organic dairy products – cost of data collection, accounting and administration.

**In Conclusion:**

In this low-cost paradigm, the organic industry will go the way of the conventional world, with the lowest price gaining ground on limited contracts, driving down farm-gate prices for all organic farmers. Ultimately, this will lead to the demise of the smaller or midsized herds with higher operating costs, or our young farmers who are less well capitalized. These discussions are key to the future of our industry and we need input from all producers, processors and consumers as we move forward. Please join the discussions at the NODPA Field Days and support innovative and sustainable solutions to the future of our industry.

The SMC outlines some general principles that we felt were critical to the process. There are a number of details that have yet to be fully elucidated and will require producer input. The committee welcomes input. A full workshop session and open discussion will take place at the NODPA Field Days in Unity Maine on October 7 and 8 and a seminar and discussion at the WODPA Conference in October 19 and 20 in Modesto, CA. ♦

Providing reliable and high quality organic certification services to producers and processors since 1999.

PO Box 821  
122 W. Jefferson Street  
Viroqua, WI 54665  
**608-637-2526**  
Fax: 608-637-7032  
Email: [mosa@mosaorganic.org](mailto:mosa@mosaorganic.org)  
[www.mosaorganic.org](http://www.mosaorganic.org)

**NATURAL TRACE MINERALS**

REDMOND OMRI

**100% Natural**  
**Over 50 Trace Minerals**

**REAL RESULTS. NATURALLY.**

[www.redmondnatural.com](http://www.redmondnatural.com)  
**1.866.735.7258**

ORGANIC INDUSTRY NEWS

**Pay Price and the Organic Market in August 2010**

continued from page 5

**Retail sales**

- Total organic milk products' sales for June 2010 are up 9.7% from May 2009, whereas sales of non-organic milk are down 3.8%.
- July 2010 sales of organic fluid milk in the Northeast Marketing Order were 12% higher than in July 2009, an increase of 3 million pounds and 4 million pounds more than in 2008, which means an increase of 17% from 2008 to 2010. Sales of organic fluid milk in the Northeast are approximately 27% of the total sales for the whole country.

With the rebound of the non-organic market, the price gap between organic and non organic retail pricing has decreased, down from a high of \$2.32 in August 2009 to \$2.08 in August 2010. The narrower the gap the more attractive organic milk will be for price conscious consumers.

**Pay Price**

There are only two national organic procurement companies,

plus some smaller regional groups of up to 50 producers such as LOFCO and Upstate Niagara, smaller cooperatives/companies such as Organic Dairy Farmers Cooperative, individual processors such as Butterworks Farm, Strafford Organic Creamery and Empire Organics, and a few established dairies that are expanding into organics such as Foster Farms and Cloverland Dairy

**Stonyfield Farm Brand**

Beginning January 2010, HP Hood no longer procured organic milk for the Stonyfield Farm fluid milk brand. OV/CROPP assumed that responsibility and set up the Stonyfield Supply Group (SSG). Producers in the SSC are being paid a base pay price with a deduction based on the utilization of their organic milk. In determining the pay-price, the amount of supply produced by the SSG is compared to the amount of sales under the Stonyfield milk brand (including the private labels); the resulting organic utilization is the basis for their blended pay price. There is a cap on production and the "active base" within the SSG is based on the previous 12 months production. The SSG group producers will have their pay price increased by \$1/cwt, although that will leave them about \$2/cwt below the standard CROPP pool price. SSG producers are reporting that the base price in the Northeast

continued on page 33

**USDA ORGANIC** USDA Organic Certification for Pennsylvania's Producers

- Materials reviews
- Quarterly *Organic Matters* Newsletter
- Workshops and field days

Contact us for a free info pack or to speak to one of our certification specialists.

**PENNSYLVANIA CERTIFIED ORGANIC**

ASSURING the INTEGRITY of ORGANIC PRODUCTS

106 School Street, Suite 201 • Spring Mills PA 16875  
814-422-0251 • [pco@paorganic.org](mailto:pco@paorganic.org) • [www.paorganic.org](http://www.paorganic.org)

**THE COOPERATIVE CHOICE FOR ORGANIC FARMERS**

CROPP Cooperative markets the products of our 1,652 organic farmer owners: organic dairy, eggs, meat, produce, juice, soy, forage, and grain.

© CROPP Cooperative 2010-09-09  
Pictured: The Varneys, one of the Northeast farm families who own our co-op.

**ORGANIC VALLEY** FARMER-OWNED  
**ORGANIC PRAIRIE** Family of Farms

**CROPP COOPERATIVE** ORGANIC and FARMER-OWNED since 1988

CALL MEMBERSHIP SERVICES TODAY  
**1-888-809-9297**  
[www.farmers.coop](http://www.farmers.coop)

ORGANIC PRODUCTION

# 10 Steps to Calculate Dry Matter Intake from Pasture---It's Not So Difficult!

By Harriet Behar

While most organic dairy farmers are happy with the new pasture regulation from the NOP, they are also feeling a little overwhelmed by the documentation needed. In an attempt to make this paperwork more understandable, here are some easy steps to help you do your calculations.

Organic farmers must provide all ruminants with an average of not less than 30% of their dry matter intake from pasture during the grazing season. You will need to figure out the Dry Matter Demand (DMD) and Dry Matter Intake (DMI) for all ages of ruminants in your herd. In addition, you need to know how long the grazing season is on your farm so you can calculate the average pasture DMI over the grazing season. With this information, you can determine the dry matter intake from pasture and if you meet the new regulation.

The method to determine the percent of DMI from pasture described in this article uses the "subtraction method" and is done through the following basic steps. For each group of animals:

1. Determine how many different feeding groups you have, and how many animals in each feeding group, and determine the Dry Matter Demand (DMD) for each feeding group for both the grazing and non-grazing seasons.
2. Determine the length of the grazing season,
3. Determine Dry Matter Intake (DMI) from feed sources (grain, hay, silage) other than pasture.
4. Determine DMI from pasture by subtracting DMI from feed from DMD.
5. Calculate percentage of DMI from pasture.
6. Subtract the Dry Matter from Feedstuffs fed to each feeding group during the grazing season from the amount you feed during the nongrazing season. Then you can easily calculate what dry matter is being provided by the pasture to meet the dry matter demand of all your ruminants.

Below are examples of how to work through these steps.

**Table B: Dairy Cow Dry Matter**

DAIRY COWS DRY MATTER		
AVERAGE MILK PER DAY	SMALL BREED <900-1200#+ DMD	LARGE BREED 1200-1400#+ DMD
10#	21#	27#
15#	23#	28#
20#	24#	30#
25#	26#	31#
30#	28#	33#
35#	30#	34#
40#	31#	36#
45#	33#	37#
50#	35#	39#
55#	36#	40#
60#	38#	42#
65#	40#	43#
70#	42#	45#
75#	43#	46#
80#	45#	48#

**Table C: Dry Matter Demand As % Of Body Weight**

RUMINANT GROUPS: DRY MATTER DEMAND AS A PERCENTAGE OF BODY WEIGHT	
Dry dairy cows	1.8%
Bred dairy heifers	2.5%
Unbred dairy heifers	2.5%
Beef cattle	2.25%
Beef cattle	2.75%
Sheep	3.65%
Goats	4%
Sheep (weaned, slaughter or replacement stock)	3.3%
Goats (weaned, slaughter or replacement stock)	2.25%

### Step 1. Categorize groups of animals by feeding group and figure dry matter intake

Groups are formed of animals that share a similar stage of life or production. Each group will need their DMD and DMI calculated separately. Some examples of groups are:

- Weaned dairy calves from the age of six months to 12 months.
- Bred dairy heifers.
- High producing lactating cow group.
- Low producing lactating cow group (note these "high" and "low" groups would have to be calculated separately if they are being fed different rations and are housed/fed in separate groups).
- Dry cows.

This exercise will be simplest if you make a chart similar to Table A on page 16, or use the table provided by your certifier.

Once you have determined the various feeding groups on your farm, determine how many animals you have in each group, and the total amount of each type of feed that you give each group. Some simple math can then be done to figure out the average amount of feed you are giving each animal. For instance, if you know you are feeding 100 pounds of oats to 50 animals per day, then you are feeding 2# of oats

per day per animal.

Then use Tables B and C to figure out the Dry Matter Demand per animal per day. Tables B and C are used by MOSA (Midwest Organic Services Association) to predict DMD of dairy cows based on size and level of milk production. These tables predict DMD based on the current weight of the animal and/or how much milk they produce.

To get the pounds of Dry Matter Demand for dry cows, for instance, take the weight of the animal times the % from Table C and multiply (1200 pounds x 1.8% or 0.18= 21.6 pounds DMD).

### Step 2. Determine length of the grazing season

The length of the grazing season will vary from one part of the country to another, and from farm to farm. The grazing season as defined in the new pasture rule is not the same as the growing season. The Grazing Season, as defined by the NOP (205.2), is: "The period of time when pasture is available for grazing, due to natural precipitation or irrigation. Grazing season dates may vary because of mid-summer heat/humidity, significant precipitation events, floods, hurricanes, droughts or winter weather events."

The grazing season will vary from 365 days to 120 days, depending on the location of the farm. The grazing season may be interrupted or non continuous in some parts of the country. The actual length of the grazing season for a given farm can be determined based upon historical documentation of grazing days on the farm.

An example of the grazing season is illustrated at the bottom of this page. Source: Training Presentation Slides Part 1 (PDF), National Organic Program Pasture Rulemaking.

### Step 3. Determine dry matter intake (DMI) from the types of feed fed per day

In this next step, you need to determine how much DMI is being fed from NON-pasture feeds. This is referred to as "dry matter fed" in the rule. In Table A you calculated the lbs of each feed being fed to each animal each day, now you need to convert this to a Dry Matter basis. To do this, you will need to know the DM content of each of the types of feeds being fed. Use Table D to

**Table D: Percentage of dry matter in feeds**

PERCENTAGE DRY MATTER (%DM)
Hay (dry, both legume and grass) =85% DM
Haylage (any chopped forage except corn)=35% DM
Green chop (any green chopped forage)=20% DM
Baleage (any baled and wrapped forage)=60% DM
Corn silage=40% DM
High moisture corn=76% DM
Grain (dry corn, beans, small grains)=89% DM

help you determine the dry matter Demand of the animals and the amount of Dry Matter available per type of feed. Dry matter refers to feed without the water. Therefore if you are feeding haylage that is 65% moisture, it only has 35% dry matter. This means 1000 lbs of haylage sitting in the bunk is equal to 650 lbs of water and 350 lbs of dry matter (the nutrient source).

### Step 4. Determine DMI from pasture

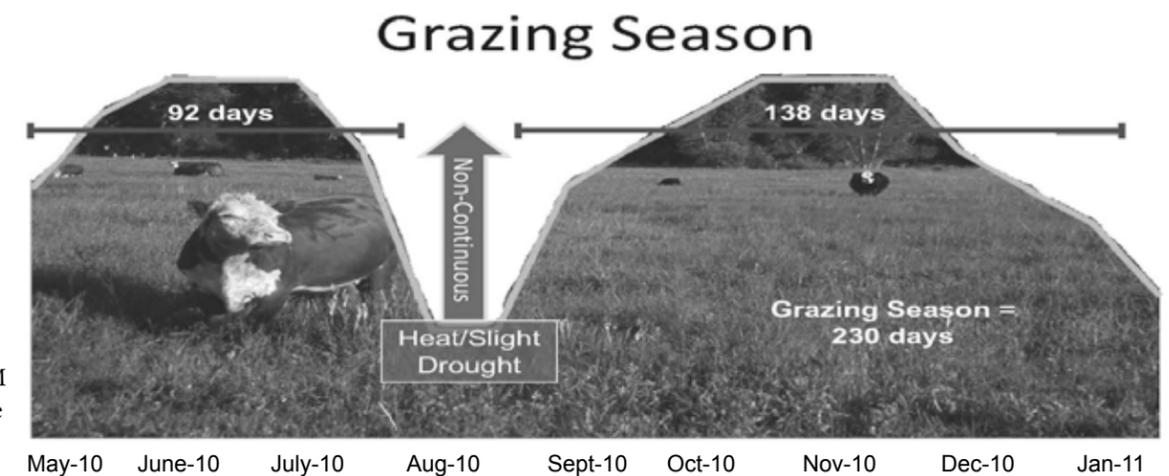
This calculation "estimates" your dry matter intake from pasture based on the amount of dry matter fed from other feed sources.

To figure Dry Matter intake from pasture: Total Dry Matter Demand (DMD) (figured from Tables B and C): MINUS total pounds of Dry Matter fed to each class of animal that is NOT from pasture (supplemental feed) EQUALS pounds of DM from pasture.

For example, if dry matter demand is 35 lbs/cow; and dry matter fed from other feed sources = 14.29 lbs; then to calculate the DMI from pasture, you subtract the amount of supplemental feeds from the total DMD for the animal. What you have left is your pasture DMI: 36 lbs (DMD) - 14.29 lbs (DMI other sources) = 21.7 lbs DMI from pasture.

Alternatively, producers may determine the actual amount of intake from pasture through paddock/field measurements.

*continued on page 16*



continued from page 15

**Step 5. Calculate the percent DMI from pasture**

To calculate the percent of dry matter from pasture, you divide the pounds of DM from pasture by the total dry matter demand, then

multiply by 100. This formula establishes how much of the total dry matter required by the cow is coming from pasture. To calculate, take the % DMI from pasture and divide by the estimated DMD for the cow, then multiply by 100 to convert the value to a percent. Using the example from the ration in Table A for the milk cows. See Table E to the right.

Non-Grazing Season Feeding Groups	Average number of animals in group	Average weight per animal	Dry matter Demand per animal per day	Feed stuffs fed to each group							
				Dry Hay		Corn Silage		High Moisture Corn		Oats	
				Total Fed	Per animal per day	Total Fed	Per animal per day	Total Fed	Per animal per day	Total Fed	Per animal per day
Milk Cows	45	1200#	50# milk per day per animal and average body weight . Dry Matter Demand from Table B is 35#	1125#	25#	900#	20#	450#	10#	135#	3#
Dry Cows	7	1200#	body weight x % from Table C for this type of animal 21.6#	140#	20#	84#	12#				
Bred Heifers	13	1000#	body weight x % from Table C for this type of animal 25#	325#	25#						
Calves 6-12 mos.	20	600#	body weight x % from Table C for this type of animal 15#	240#	12#					100#	5#
Grazing Season Feeding Groups	Average number of animals in group	Average weight per animal	Dry matter Demand per animal per day	Feed stuffs fed to each group							
				Dry Hay		Corn Silage		High Moisture Corn		Oats	
				Total Fed	Per animal per day	Total Fed	Per animal per day	Total Fed	Per animal per day	Total Fed	Per animal per day
Milk Cows	45	1200#	50# milk per day per animal and average body weight . Dry Matter Demand from Table B is 35#			900#	20#	405#	9#	90#	2#
Dry Cows	7	1200#	body weight x % from Table C for this type of animal 21.6#			84#	12#				
Bred Heifers	13	1000#	body weight x % from Table C for this type of animal 25#								
Calves 6-12 mos.	20	600#	body weight x % from Table C for this type of animal 15#							100#	5#

**Step 6. Average the DMI from pasture over entire the grazing season**

If you feed only pasture during the entire grazing season you only need to do one DMI calculation. If you adjust the amounts and types of feed fed from sources other than forage grazed from pasture several times during the grazing season then you will want to make several calculations of % DMI during the grazing

season and average them. ♦

Thanks to MOSA for use of their charts and tables and to the e-organic dairy team for the information provided in this article.

Harriet Behar is an Organic Specialist at the Midwest Organic and Sustainable Education Service, MOSES. www.mosesorganic.org 715-778-5775

**TABLE E: Rations and Pasture Calculation for Lactating Dairy Cows**

1. RATIONS AND PASTURE CALCULATION FOR LACTATING DAIRY COWS												
<b>A. DRY MATTER DEMAND (DMD)</b>												
AVERAGE WEIGHT PER COW				AVERAGE MILK PER DAY PER COW IN LBS				DRY MATTER DEMAND FROM DAIRY COWS DRY MATTER DEMAND CHART ABOVE				
1200#				50#				35#				
<b>B. WINTER (NON-GRAZING) RATION</b>						<b>C. SUMMER (GRAZING) RATION</b>						
%DM X AVERAGE LBS FED = DRY MATTER FED						%DM X AVERAGE LBS FED = DRY MATTER FED						
LIST ALL FEED TYPES	%DM OF FEED	AVERAGE LBS FED PER COW	DM FED	LIST ALL FEED TYPES	%DM OF FEED	AVERAGE LBS FED PER COW	DM FED	LIST ALL FEED TYPES	%DM OF FEED	AVERAGE LBS FED PER COW	DM FED	
<i>Example:</i> Grain, corn	89% (.89)	x 10#	= 8.9#	<i>Example:</i> Grain, corn	89% (.89)	x 10#	= 8.9#					
Hay	85%	x 25	= 21.25#	Hay		x	=					
Corn Silage	40%	x 20	= 8#	Corn Silage	40%	x 20	= 8#					
High Moisture Corn	76%	x 10	= 7.6#	High Moisture Corn	76%	x 9	= 6.84#					
Oats	89%	x 3	= 2.67	Oats	89%	x 2	= 1.78#					
			<b>Total DM Fed</b>				<b>Total DM Fed</b>				<b>Total DM Fed</b>	
			39.52				16.62				16.62	
<b>D. PASTURE CALCULATION</b>												
$35\# \text{ minus } 16.62\# = 18.38\# \text{ divided by } 35\# = .525 = 52.5\%$												
Dry Matter Demand from A	Total Dry Matter fed (from C)	Pasture Dry Matter fed in pounds	Dry Matter Demand (from A)					Dry Matter percent provided by pasture				

ORGANIC PRODUCTION

# Much Ado About Worms . . .

## . . . internal livestock parasite control on an organic farm

By Mary-Howell Martens

Reprinted Courtesy of Lakeview Organic.

### What is a Parasite?

Any organism that lives at the expense of another is a parasite. While we can think of many examples of that in human society, in animals, internal parasites include several types of 'worms' - nematodes, roundworms, flukes, tapeworms and flatworms. All species of animals, including humans, are susceptible to internal parasites. In wild animals, internal parasitism is considered universal and rarely seems to be a problem unless the animal is weakened from other causes. Indeed, some researchers think that a certain internal parasite population is necessary for an animal to maintain a healthy competitive balance and vigorous immune system, and that eliminating a normal mixed parasite population renders the animal vulnerable to other more serious problems.

In domesticated animals, parasitism is also very common, but it can become a serious issue when the delicate host/parasite balance is upset. The amount of damage that parasites can inflict depends on the S-E-N (stress/environment/nutrition) status of the animal. Healthy animals under minimal stress, fed a nutritionally balanced diet, will often be able to keep parasite load in check much easier than weakened animals. Young animals, especially calves and sheep are more susceptible and do require closer attention to careful management, infection avoidance, and periodic treatment.

A comprehensive 'integrated parasite management' strategy seems the best and most effective approach against livestock parasites, BOTH on organic farms with limited treatment tools, but also on conventional farms where increasingly, the commercial dewormer medicines are losing their effectiveness as parasites develop resistance and common management practices facilitate susceptible animals and re-infection.

### Got Parasites?

General symptoms of an elevated parasite load include watery diarrhea, rough hair coat, persistent cough, pot belly, swelling under the jaw "bottle jaw", general unthriftiness, impaired immune function, anemia, and reduced weight gain. Opportunistic infections, such as pinkeye and scours, will be more prevalent. Adults often develop some immunity to parasites, but in severe cases may show reduced milk production and body condition. Veterinarians can do fecal egg and adult counts for specific parasites. Scientists in South Africa have developed a fairly accurate field test for sheep called FAMACHA that

correlates parasite load to the color of the inner eyelid, as a measurement of anemia. In an animal likely to be anemic and have parasite issues, the inner eyelid and conjunctiva will be white to pale pink.

### Integrated Pest Management

CONDITION OF ANIMAL. Stressed and weakened animals will be more susceptible to parasites. Therefore, it is essential to minimize stress due to weather, inadequate nutrition, mycotoxins in feed/forage, stray voltage, poor water, other diseases, medication, crowding, overproduction etc. Learn how to identify stressed animals and to identify likely causes. Routinely keeping a 'stress score card' can help pinpoint changes and individual animal that show elevated levels of stress. In general, the best formula for healthy, low-stress livestock that require minimal intervention is always = dry bedding + fresh air + sunshine + well managed pastures + appropriate shelter + a ration based on highly nutritious forages with pectin. A calm strong well-nourished healthy animal with a healthy competitive gut is your best defense against parasite problems.

Nutrition is a key factor in an animal's ability to resist parasites. When an animal is fed an inadequate ration, or is deficient in certain vitamins and minerals (especially copper, cobalt, iron and vitamins A, D, and B), their resistance to internal parasites is decreased. Naturally, if the soil is deficient in these minerals, so also will be the crops grown on that land, as will the animals. Probably the first step in long-term parasite control is to take soil tests to determine the soil amendments are needed to correct deficiencies. This long-term approach should be combined with a good balanced feeding program to correct current issues. Providing a free-choice 'cafeteria' mineral feeder with several different minerals will help animals adjust their intake to meet their individual needs.

SANITATION AND FACILITY/PASTURE MANAGEMENT. Pastures must be managed carefully to avoid parasite buildup. The density of animal stocking and the length of time between pasture rotations strongly affect the parasite load. Where there is a parasite problem, a 3-6 month pasture rest interval is recommended during the grazing season. This can be difficult, especially on farms with limited land. Parasite worms move around more in a pasture when grass is wet, climbing to the tips of leaves where they are easily ingested. Limiting grazing during wet periods may be necessary, especially for young animals. Improving pasture drainage and mowing the pasture during the summer will increase drying, and will spread out manure piles for more rapid breakdown. Co-grazing with poultry and other species that don't share the same parasites will also hasten the manure breakdown and the birds will eat many of the worms.

Many parasites complete a portion of their lifecycle outside the

primary host animal. The liver-fluke completes its lifecycle in small snails that are eaten by animals grazing wet grass. Clipping tall pastures will reduce moisture near the soil, thereby reducing the number of snails. Rotating animals out of pastures before they eat the bottom 4" of grass will also reduce exposure. Avoid overgrazing a paddock, especially in damp weather, since overgrazing tends to force cows to eat "below the snail line" and on areas where manure has been dropped. Fencing farm ponds and wet boggy areas is important to prevent animals from drinking contaminated water and being in snail-infested areas.

Because calves are particularly susceptible, it is a good idea to avoid grazing calves where mature cows have grazed within the past 6-12 months. Protection of bunks, mangers, and water supplies from manure is essential. Identify and correct situations where even small amounts of manure from a parasite-ridden animal can get to the mouth of another animal. If there was a parasite problem with calves the previous year, it would be best not to graze calves in the same location, especially in the early spring when the grass is damp. Rotate calf hutch location so young calves aren't immediately exposed to the parasites from the last round of calves. In the barn, keep calves clean, dry, well bedded, and separated from older animals. Relying on pasture to supply most of the nutritional needs of young calves actually increases their exposure to internal parasites at a very susceptible age, potentially overwhelming their underdeveloped level of immunity. Giving calves some dry hay and grain will discourage over-vigorous grazing. Weaning calves too young and feeding them poorer quality hay, pasture and feed will predispose

them to parasite infection.

Deliberate planting of certain pasture plant species that are high in condensed tannins (birdsfoot trefoil, sericea lespedeza, sainfoin, white clover, purple field peas), that control nematodes (mustard, forage brassica, wormwood, turnip, horseradish, marigold and sudan-grass) and that enhance animal immune functioning (garlic) can help the animals 'selfmedicate' to keep parasite load under control. Since parasite infection peaks in the spring, when grass is damp and grass consumption is most enthusiastic, it might make sense to deliberately plant a spring/early summer pasture of high-tannin species to treat the animals before new infection gets established.

There is some evidence that copper deficiency predisposes animals to increased parasite problems. Because copper can also be toxic, it is important to supplement carefully with a high-quality balanced mixed mineral that contains adequate levels of copper. In sheep, additional dietary protein and kelp around lambing has been shown to counteract the usual reduction in parasite resistance that the stress of lambing often induces.

Organically approved parasiticides generally work as irritants - they irritate the worm itself or the animal's gut, causing the worms to detach and be expelled. These products only minimally kill the parasites - they primarily just 'clean house'. Unlike when chemical dewormers are used, live adults and eggs will be present in the manure of treated animals on organic farms. Since organically approved products have little residual effect, re-infection and

continued on page 24



## 2010 Acres U.S.A. Conference & Trade Show

WHEN DECEMBER 9-11, 2010
WHERE INDIANAPOLIS, INDIANA

---

**KEYNOTERS:** Dr. Temple Grandin, Shannon Hayes, Woody Tasch

**PRESENTERS:** Arden Andersen, Ph.D., D.O. / Joseph Aschl, Sr. / Jerry Brunetti / Steve Groff / Cody Holmes / Hubert Karreman, V.M.D. / Mark Kastel / John Kempf / Neal Kinsey / Andre Leu / Hugh Lovel / Lawrence Mayhew / Judith McGearry / Jeff Moyer / Glen Rabenberg / Bob Shaffer / Mark Shepard / Howard Vliieger / Phil Wheeler, Ph.D. / Gary Zimmer . . . and more!

NOW ACCEPTING REGISTRATIONS

- **ADULTS \$160** •  
(\$180 at the door)
- **STUDENTS \$80** •  
(with valid ID, \$100 at door)
- **CHILDREN** •  
(14 & under) FREE
- **SINGLE DAY \$90** •  
(pre-registration or on-site)

For further details  
or to register visit  
[www.acresusa.com](http://www.acresusa.com) or  
call 1-800-355-5313

Conference registration fees cover attendance to all lectures, consultants' hall, trade show & film screenings.

Conference Cancellations: We will issue a full credit for cancellations received through Friday, Dec. 3, 2010 to be applied to Acres U.S.A. subscriptions, books and videos, audio CDs or future conference fees. Last-minute cancellations and no-shows can receive a 50 percent credit if requested by Dec. 31, 2010. Also, your registration can be transferred to someone else's name if you cannot attend; please contact our office. If attendance is uncertain, play it safe and register on-site. Sorry, no cash or credit card refunds.

HOTEL INDIANAPOLIS MARRIOTT DOWNTOWN

Acres U.S.A. Pre-Conference Advanced Learning  
December 6-8, 2010 • Indianapolis, Indiana



### Comprehensive Eco-Growing Systems

**Jerry Brunetti, John Kempf  
& Lawrence Mayhew**

**2 1/2 days (Monday evening,  
plus all day Tuesday and Wednesday)  
Dec. 6-8, 2010 // \$395**

---

Quantum Agriculture,  
Subtle Energies & Eco-Agriculture

**Hugh Lovel // 2 days (all day Tuesday and Wednesday)  
Dec. 7-8, 2010 // \$350**

---

Holistic Systems for Farm & Ranch

**Cody Holmes // 1 1/2 days (Tuesday evening and all  
day Wednesday) // Dec. 7-8, 2010 // \$150**

For further details or to register visit  
[www.acresusa.com](http://www.acresusa.com) or call 1-800-355-5313

Pre-Conference Study Cancellations: Space is strictly limited at all pre-conference seminars. Last-minute cancellations prevent us from selling the space that you held. We will issue an 80 percent credit for cancellations received by Monday, Nov. 15, 2010 to be applied to Acres U.S.A. subscriptions, books and videos, audio CDs or future conference fees. Your registration can be transferred to someone else's name if you cannot attend; please contact our office. Sorry, no cash or credit card refunds or credit for late cancellations or no-shows.



P.O. Box 91299 / Austin, Texas 78709 / 512-892-4400  
fax 512-892-4448 / e-mail: [info@acresusa.com](mailto:info@acresusa.com)

ANNUAL FIELD DAYS

FIELD DAYS SCHEDULE

Thursday, October 7th

Noon – 1:00 pm: Registration MOFGA Fairgrounds

1:00 pm – 4:00 pm: **Renewable Energy on the Farm:** Projects, Strategies and Opportunities – concurrent demonstrations, workshops, displays plus area greenhouse and farm tours.

4:00 pm – 5:30 pm: Social Hour and Trade Show with refreshments, and view of *What's Organic About Organic?* (See page 23 for more details.)

5:30 pm – 7:00 pm: **Dinner** with welcoming remarks from Deputy Commissioner Ned Porter, Maine Department of Agriculture.

7:00 pm – 7:45 pm: **Keynote Speaker, Miles McEvoy**, Deputy Administrator of the USDA National Organic Program

8:00 pm – 9:30 pm: **NODPA Annual Meeting**

- 8:00 pm – 8:30 pm:

- Welcome from Henry Perkins, NODPA President
- NODPA Year in Review, Ed Maltby, NODPA Executive Director
- Reports from the region and FOOD Farmers update

- 8:30 pm – 9:30 pm:

- Setting Priorities for 2011: open to all attendees

Friday, October 8th

6:30 am – 9:00 am: **Continental Breakfast**, Tradeshow, 'What's Organic About Organic?' Documentary film screening – Main Hall (starts at 8:00 am)

7:00 am – 9:00 am: **Producer-Only Meeting – Library**

9:00 am – 10:15 am: **Access to Pasture Rule Q&A Session** with Miles McEvoy and Melissa Bailey

10:30 am – Noon: **Supply Management Presentation and Panel Discussion:** The Canadian Quota Model, the US Quota Model, Free Market Model

Noon – 1:00 pm: **Lunch and Door Prize Drawings, Trade-show**

1:00 pm – 2:00 pm: **Calf and Cow Care:** nurse cows, calf rearing and cow comfort. Presented by Lawrence Andres.

2:00 pm – 3:15 pm: **What's in Your Farm's Energy Tool Room?** Panel discussion will address the challenges and opportunities faced by farmers as they look at their potential energy assets

3:30 pm – 4:30 pm: **Renewable Energy** and the Production of Small Grains, Oil Seed, and Heritage Seed. Presented by Heather Darby

4:30 pm : **Meeting ends.**

Time to Register for NODPA's 10th Annual Field Days:

Understanding Your Farm's Energy Assets & Next Steps In Pasture Rule Compliance

NODPA's Field Days are just around the corner and now's the time to let us know that you are planning to attend. Field Days will be held at the MOFGA Educational Center and Fairgrounds, Unity, Maine, on Thursday, October 7th and Friday, October 8th. We have a fantastic program that will have something of interest to all organic dairy farmers, with plenty of time to network, lots of good food, and a terrific line-up of speakers. Field Day brochures have gone out in the mail and include the complete agenda but it can also be found online at [www.nodpa.com](http://www.nodpa.com).

We want you to attend! New this year: grant assistance

Horizon Organic's sponsorship of Field Days includes a grant to assist farmers who want to attend the NODPA Field Days. This fund is not limited to travel expenses alone. It can cover relief milking and other costs associated with leaving the farm in order to attend. If you are interested in more details, please email Nora Owens, [noraowens@comcast.net](mailto:noraowens@comcast.net) or call her at 413-772-0444 as soon as possible.

Directions:

From I-95 North (Waterville, ME), Take 95 North to Exit 133 and merge onto US 201 South toward Fairfield, ME. Turn left onto ME 139. Take Route 139 East across the Kennebec River in Fairfield, through Benton and all the way to Unity Village. Turn left at the blinking light in Unity onto Route 202. Turn right onto Depot Street. Turn right onto Route 220 and look for Crosby Brook Road on the right. Turn right onto Crosby Brook Road and follow it around until you see the entrance to MOFGA on the left. For directions other than from I-95, visit MOFGA's website: [www.mofga.org](http://www.mofga.org).

Accommodations:

There are many places to stay in the region but please keep in mind that Field Days are being held just before the Columbus Day holiday weekend and during the 'leaf-peeping' season, so planning ahead will be important. For extensive lodging options in the area, please visit MOFGA's website, [www.mofga.org](http://www.mofga.org). Participants are welcome to camp at the fairgrounds at no charge, and will have access to bathrooms and running water but no shower facilities.

REGISTRATION

NODPA's 10th ANNUAL FIELD DAYS & PRODUCER MEETING & DINNER

MOFGA's Common Ground Fairgrounds  
Unity, Maine | October 7 & 8, 2010

Cost		Qty.	Total
<b>Registration: Thursday &amp; Friday</b>			
Free	Organic dairy & transitioning producers & families		
\$30	All who aren't organic dairy producers		
<b>Meals</b>			
\$25	Thurs. Dinner/person (under 11, half price)		
Free	Transitioning Farm Member, Thursday evening dinner		
\$5	Friday breakfast (7:30-9 am)		
\$10	Friday lunch (under 11, half price)		
\$35	NODPA News Subscription (6 issues)		
	<b>Total amount enclosed:</b>		

NODPA has grant funding available to assist producers with the cost of attending the Field Days. Call 413-772-0444 for more info.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**Make checks payable to NODPA.** Mail: NODPA c/o Ed Maltby, 30 Keets Rd., Deerfield, MA 01342.

Email: [ednodpa@comcast.net](mailto:ednodpa@comcast.net)

Phone: 413-772-0444; Fax: 866-554-9483

**Pay by credit card.** Circle type: Master Card • Visa

Cardholder Name: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Card #: \_\_\_\_\_

Expiration date: \_\_\_\_\_ Security Code: \_\_\_\_\_

SPONSORS

Major Sponsors:

Horizon Organic  
MOFGA

Sponsors:

Lakeview Organic Grain  
Organic Valley/CROPP Cooperative  
American Organic Seed  
Farm Energy Partners, a Network of Maine Rural Partners  
Fertrell & Fedco • Unity College  
Hannaford Supermarkets

Supporters:

Buffalo Molasses  
Dairy Marketing Services  
eOrganic • Maine Dairy Promotion Board  
Maine Organic Milk Producers • MOSES • MOSA  
North American Kelp  
NOFA New York Certified Organic LLC & NOFA-NY, Inc.  
NOFA-VT • Organic Dairy Farmers Cooperative, Inc.  
Pennsylvania Certified Organic (PCO)  
Renaissance Nutrition  
River Valley Fencing  
[www.whatsorganicmovie.com](http://www.whatsorganicmovie.com)

Product and Food Donations:

Acres USA  
American Organic Seed • Horizon Organic

Neptune Harvest  
Organic Fertilizer  
Organic Valley/CROPP

[www.whatsorganicmovie.com](http://www.whatsorganicmovie.com)

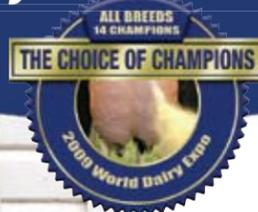
Farm Energy Partners

a network of  Maine Rural Partners



*“We were surprised by the results. We maintain our tank SCC down at 80-100,000 by spraying every fresh udder for 4 to 5 days.”*

— Alan Mesman



MESMAN FARM, Mt. Vernon, Washington  
 Alan and Vickie Mesman and son Ben and daughter Samantha  
 Grazing-based Certified Organic Dairy  
 Milking 140 cows with RHA 19,000 lbs (2x)  
 SCC: Before – 140-170,000 After – 80-100,000

The Mesman family (l-r) Alan, Ben, Vickie and Samantha.

“We were surprised by our results with Udder Comfort™. We used the new yellow spray, which has a natural coloring. Our SCC had been running 140-170,000, we could not believe how squirting this spray on the outside of the udder would cut our somatic cell count down by 70,000. But it worked. It softens the udder, which relaxes the cow. This helps with edema and irritation when they come fresh,” says Alan Mesman. He and his wife Vickie and son Ben and daughter Sammy milk 140 cows at their Certified Organic dairy near Mt. Vernon, Washington.

“At first we sprayed Udder Comfort on the whole udder of 39 identified cows (out of 140 milking). As a result, the tank SCC dropped down to 80,000. This boosted our quality premium another 29 cents.

“We do not dry-treat any animals here. We are able to maintain our bulk tank SCC down at 80-100,000 by spraying every fresh udder after both milkings for 4 to 5 days after they calve.”

**UDDER COMFORT**  
 Quality Udders Make Quality Milk

**Keep the milk in the system**

1.888.773.7153  
 1.613.543.3263  
 uddercomfort.com

Call to locate a distributor near you.



For external application to the udder only after milking, as an essential component of udder management. Always wash and dry teats thoroughly before milking.

AT THE FIELD DAYS:

**What’s Organic About Organic?**

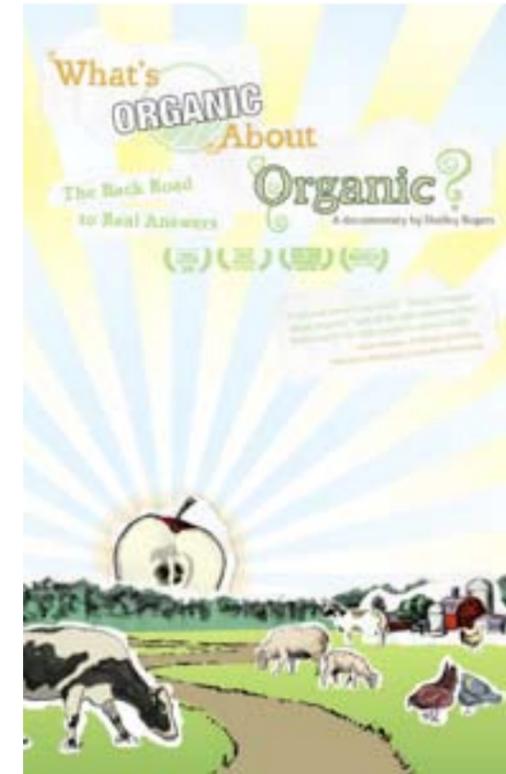
Award-winning film will be shown at the NODPA Field Days on Thursday afternoon and Friday morning.

**About the film**

WHAT’S ORGANIC ABOUT “ORGANIC?” rings the alarm for the need to develop an ecological consciousness. The film illustrates that the organic food debate extends well beyond personal choice and into the realm of social responsibility.

Each of the film’s characters is intimately connected to the organic world; they’re farmers, activists, and scientists. While many folks can easily endorse “organic,” the characters in the film take the discussion beyond just shopping for another eco-label. As we glimpse into each of their lives, we see how organic agriculture has the potential to solve many of our

environmental and health problems. The film will explore how organic farming can be used as a soil and air protection system, a healthy solution to toxic pollution, and an innovative means to combat global warming.



WHAT’S ORGANIC ABOUT “ORGANIC?” delves into the debates that arise when a grass-roots agricultural movement evolves into a booming international market. As the film moves from farm fields to government meetings to industry trade shows, we see the hidden costs of conventional agriculture. We also see how our health, the health of our planet, and the agricultural needs of our society are all intimately connected. The film compels us to look forward, towards a new vision for our culture and encourages us to ask, “How can we eat with an ecological consciousness?”

**Release Schedule**

What’s Organic About Organic? debuted on the film festival circuit with a sneak screening at the Camden International Film Festival in October 2009. Official screenings at the Wild & Scenic Environmental Film Festival, the Magnolia Film Festival, and the Florida Film Festival followed in 2010. The film also won the Our Planet Award at the 2010 Going Green Film Festival in Los Angeles.

**Why Organic?**

*Why should we care about organic farming?*

- Number of pesticides classified as carcinogenic that are presently applied in massive amounts to our major food crops: 53
- Number of daily pesticide exposures of the average child in America: 5
- Amount of toxic synthetic chemicals used in organic agriculture: 0
- Number of tillable acres worldwide: 3.5 billion
- Number of acres worldwide currently farmed organically: 76.6 million
- Number of Americans who support the labeling of genetically modified foods: 90%

- The only federally regulated label that expressly prohibits genetic modification: USDA Organic
- Number of greenhouse gas emissions attributed to all food and agriculture: 31%
- Amount of carbon dioxide that could be captured if organic farming practices were applied to all the cropland on the globe: 39%
- Amount of conventionally produced food products sold in the U.S.: 96.5%
- Amount of organically produced food products sold in the U.S.: 3.5%

The benefits for raising our food organically are clear. Support of organic agriculture is critical to the survival of farmers and the healthy stewardship of our land.

ORGANIC PRODUCTION

Much Ado About Worms ...

continued from page 19

spread through ingesting manure is quite likely both in treated and untreated animals unless improved sanitation and strategic management changes are implemented to reduce this possibility.

Ivermectin has been shown to kill dung beetles, which are so important to rapid manure breakdown in the pasture, so even though it is technically allowed on organic farms with certain restrictions, it is not a great choice except in emergencies. If you use a dewormer, do so before you move the animals to fresh clean pasture so that the majority of the infested manure is dropped in the old pasture.

Plant Based (Botanical) Treatments

There are many botanical (plant-based) and mineral products that have been used as parasiticides. These mostly seem to cause a 'gut spasm', irritating the gut lining astringently and causing the worms to be expelled. Other mineral products such as Ferro work much the same way, while supplementing the animal with iron and other minerals often deficient in a heavily parasitized animal. Please note that some of these materials have not been well evaluated for either efficacy or safety, and are not on the official AAFCO list of allowed feed ingredients and may not technically be legal to feed to livestock.

**Garlic** - garlic works best as a preventative treatment and helps

improve immune system functioning. Fresh unprocessed garlic is best, grated or crushed, and can be mixed with honey or molasses and flour. When treating milking cows, feed the garlic immediately after milking to avoid the milk taking on a garlic flavor. A garlic/cider vinegar drench has been also been used successfully, as has the commercially available Garlic Barrier liquid. Garlic is AAFCO approved.

**Black Walnut Hulls** - powdered dried black walnut hulls are high in tannins. They have long been used as an economical dewormer. Recommended feeding rates are 1 tsp powdered dried hulls per calf per day for 7 days.

**Neem** - both oil pressed from the seed, and teas and tinctures make from the leaves of the Neem tree have been traditionally used in India and Asia for parasite and insect control.

**Wormwood** - Various species of Artemisia have been used for many years as wormers and are quite effective, though they can be fairly toxic if used regularly or excessively, especially if wormwood oil is used. Wormwood grows wild in North America and could **Goosefoot** (Chenopodium ambrosioides) is also widely used as a wormer, but can be quite toxic and must be used with restraint. Goosefoot is also known as wormseed or by its Spanish name, 'epazote'. At one time, goosefoot was a commercial crop in Maryland, grown to produce a treatment for intestinal worms in American children and pets.

**Pumpkins** - November 1 is a great day to deworm calves, with all

continued on page 32

Contains 25% calcium from algae



**911 Rescue Paste**

**Natural Source**

**POWERFUL CALCIUM FROM ALGAE**

- Booster after calving
- Maintains peak of lactation
- Helps with fertility
- Stimulates immune system : antibacterial, antifungal, antitoxin
- Balances PH in the rumen (cows) and the intestins (calves)
- Improves appetite
- Organic accepted

Hydrated blend of clays, coral calcium, kelp, acerola/vit. C, Grape seed & grapefruit seed extracts

For PA and NY, Animal Medic 800-767-5611

Dealers : Black River E. (877 680-1313), David Baker : 899-4284, Paul Zeno : 777-5296, Newport Farm & Garden : 334-2525, Dennis Demar : 363-6052 (Enosburg)

**MOLLY BROOK FARMS - SALLY GOODRICH**  
West Danville - Reg. Jersey :

" Tubes given at calving make a huge difference, increasing the cow's appetite, ability to clean, with no milk fever. We use several tubes if an individual has any type of upset including mastitis... "

" We have found that calves given tubes will recover from scours and remain healthy, eating well, more alert. "

**Super Hi-Cal 911 Rescue Paste for cows & calves**



**Immunoboost®**  
The sensible alternative to antibiotic therapy.

When trouble hits, it hits fast.  
**Why not use the same pathway that mother nature provides, with a little extra boost? Immunoboost.**

Immunoboost stimulates the immune system to combat invading germs. It signals the calf's own defenses to seek out the source of infection and recruits the required immune cells to rapidly deal with the disease. Rapid recovery results, returning the calf's focus to gaining weight, rather than fighting infection.

Immunoboost is now OMRI listed, so you can start using it today.



"Enhancing the immune system is essential in helping animals to heal. For the past 8 years, I have relied upon Immunoboost as part of my overall approach to treating infectious disease in certified organic dairy animals. Simply put, I would not be without Immunoboost.

With immunologic stimulation so critical to maintaining or enhancing health, I believe it is a wise choice to use Immunoboost as a therapeutic agent for all kinds of livestock production systems." -Hubert J. Karreman, VMD

See your veterinarian for more information.  
Available from Crystal Creek 1-888-376-6777



1-888-549-4503

www.immunoboost.info



**ORGANIC PRODUCTION**

**On-Farm Fuel Production on the Rise in New England**

*By Dr. Heather Darby, UVM Extension Agronomist*

New England farmers are always searching for innovative solutions to buffer against volatile changes in the price of diesel, heating oil, livestock feed, and fertilizers. Current field-based research is indicating that local farmers have a significant opportunity to produce more of their own liquid fuel, livestock feed, and other high value co-products through oilseed crop production in a crop rotation that is compatible with forage production.

**Oilseed Crop Production**

Oilseed crops that are most suitable for fuel production and the local climate include sunflower, canola, soybean, and mustard. The National Renewable Energy Lab reports that both canola and sunflower seeds contain 40% oil and soybeans contain 18% oil.

Sunflower and soybean are warm season crops that require a growing season that spans from late May until October. Canola and mustard are both cool season crops that are planted in April and harvested in August. Organic soybean seed is available but sunflower, canola, and mustard can primarily be sourced as untreated seed.

Local oilseed yields from these crops have ranged between 1000 and 4000 lbs per acre. Of course this depends on variety selection, fertility, disease management, crop rotation, and experience. Once harvested the oilseeds should be dried and stored between 7 and 12% moisture. This will keep the seed from heating and also improve oil extraction rates.

Additional local research is being conducted in the area of fertility management, weed control, and other agronomic practices. More information on UVM Extension oilseed trials can be found at [www.uvm.edu/extension/cropsoil](http://www.uvm.edu/extension/cropsoil).

**Biodiesel Production**

Once the seed is in the bin it is ready to go through the extrusion process. This will require an oilseed press. Locally owned presses range greatly in size, capacity, and cost. The Chinese manufactured oilseed press can be purchased relatively cheaply (\$2,000 - \$5,000) but requires some modification upon arrival in the United States. Based

on farmer experience this press also requires the most oversight during pressing and hence increases labor costs. European designed presses (Tabby and Kern Kraft) are more expensive (\$8,000 - \$25,000), handle less volume but are more automated. All the presses are equally effective at extruding oil with an average of 35% oil removal from locally produced seed. This means that 2000 lbs of sunflower seed will produce 94 gallons of oil.

Once the oil is extracted the next step is to produce biodiesel. The biodiesel itself is produced from the reaction between alcohol and the triglycerides present in plant oils to produce biodiesel with glycerin being a byproduct. This reaction is catalyzed by sodium hydroxide. The production of biodiesel requires more than just the ingredients themselves. Production of the fuel is a chemical reaction and can be explosive if mistakes are made during the process. Therefore, proper training, standard operating procedures, and safety precautions should be in place on the farm. Some farms have designed their own fuel producing systems. However, many farms have also opted to purchase biodiesel production kits that range in price from \$3,000 to \$20,000 depending on fuel volume and other features. High quality fuel is being produced and most farmers are simply using homegrown fuel in place of purchased diesel without any modification to equipment.

In addition, to the fuel obtained from oilseeds the meal left over after extrusion has a high value as a livestock feed or even fertilizer source.

**Livestock Feed**

Oilseed meals are commonly added to ruminant diets as a supplemental protein source. These feeds are generally 30-40% protein content. Farm produced meal has differed slightly from purchased products (Table 1). The farm grown meal is generally lower in crude protein and higher in crude fat as compared to the purchased meal. Commercial oil extraction is conducted through a solvent extraction procedure. Hexane is the most commonly used solvent because it is highly effective at extracting the oil (nearly 100%). On a local scale, farmers are extracting oil with mechanical expellers. This is a cheaper and safer means to oil extraction but a much less efficient means to removing

**Table 1. Feed analysis for farm-grown and purchased canola meal.**

	Crude Protein	Crude Fat	ADF	NDF	Net energy
		DM (%)			Meal/lb.
Farm Grown	33.1	16.7	14.8	20.7	1.15
Purchased	36.3	2.94	16.2	23.3	0.79

oil from the seed.

Many farmers have been feeding local meal to a variety of livestock with no adverse impacts. A recent feeding trial was conducted in Vermont to evaluate how the homegrown canola meal impacts milk quantity and quality. The impact

**Table 2. Impact of farm grown and purchased canola meal on milk quantity and quality**

Canola	Milk Yield	Fat	Protein
	Lbs./day	%	%
Farm Grown	40.1	3.1	2.80
Purchased	39.1	3.21	2.78

of farm grown canola meal on milk yield and quality is shown in Table 2. Overall, cows fed farm grown canola did not differ statistically in milk yield or quality than when fed purchased canola meal. Although not statistically significant, there was a small decline in milk fat content as a result of feeding farm grown canola. Diets with high fat content can often lead to suppressed milk fat content.

**Table 3. Nutrient Analysis of local oilseed meal**

Dry matter nutrient content	Sunflower	Canola	Mustard
N(%)	5.6	4.6	6.00
P(%)	1.26	0.74	1.02
K(%)	1.49	0.68	1.02
Ca(%)	0.76	0.48	0.52
S(%)	0.39	0.40	1.50

**Fertilizer Source**

There is a potential market for the oilseed meal to also be used for fertilizer. Because oilseeds are high in protein, they contain organic nitrogen. Table 3 illustrates the nutrient content of local oilseed meal.

Recent research conducted in Vermont indicated that

**Table 4. Impact of oilseed meal on soil nitrate levels at 2, 4, and 8 weeks after planting.**

Oilseed meal	2 week NO3 (ppm)	4 week NO3 (ppm)	8 week NO3 (ppm)
Sunflower	30.1b	41.2a	28.6b
Canola	37.9a	49.7a	37.5a
Mustard	25.8b	53.1a	38.5a
Control (synthetic N)	15.1c	17.8b	9.38

oilseed meals applied at 3 tons/acre could supply nitrogen and other nutrients for a corn crop (Table 4). Soil nitrate levels above 25 ppm can support a 25 ton/acre corn silage crop. Interestingly, the sunflower meal released nitrogen at a slower rate most likely due to the high lignin content of the hull.

In addition to their fertilizer value, meals from brassica crops have unique properties that can suppress weeds. The study conducted at UVM indicated that mustard meal was most effective at suppressing weeds.

**Table 5. Weed counts in oilseed amended plots.**

Oilseed meal	Weed count
Sunflower	33b
Canola	38b
Mustard	15a
Control (synthetic N)	52c

\*Within each column, numbers followed by the same letter are not significantly different.

Additional research needs to be conducted to determine proper oilseed meal application rates that will meet crop nutrient demands while minimizing negative impacts on the crop.

Given the entire picture of on-farm fuel, feed, and fertilizer production there is reason to believe this system would improve farm viability. Although UVM Extension is still investigating the economic feasibility of on-farm fuel production, data collected from one farm calculated the cost to produce biofuel at \$1.85 per gallon. The ability for farmers to produce their own fuel represents a number of advantages. First, it gives them a crop the value of which is directly tied to the cost of petroleum. For most farmers the cost of fuel has increased much more rapidly than the prices they receive for the agricultural commodities they produce.

So producing a crop whose value is tied to fuel costs has a real attraction. Second, producing their own fuel, feed, and fertilizer would allow them to better predict and manage their operational expenses. For more information on the UVM biofuel project please visit the website [www.uvm.edu/extension/cropsoil](http://www.uvm.edu/extension/cropsoil). ♦

◀ Within each column, numbers followed by the same letter are not significantly different.

**ORGANIC PRODUCTION**

**Farmers Helping Farmers  
– Across the Waters**

*Tracing organic kelp back to an  
island farm harvester*

*by Ellen Coleman*

Most likely, you're familiar with the benefits of using kelp with your herds and on your organic farm. Farmers and veterinarians have called on the bio-available nutrients in kelp to assist in preventing everything from calf scours to pink eye and hairy heel warts. NODPA newsletter readers have seen references to kelp numerous times in the past.

But where does Certified Organic Kelp come from? The oldest source is the pristine waters of the Breidafjord, a thousand square miles of protected waterway in northwest Iceland. The Breidafjord offers some of the cleanest waters on earth.

Iceland is a small island country located in the North Atlantic between North America and Europe just below the Arctic Circle. Since 870 A.D., Icelanders have worked with and sustainably utilized the resources of the land and the ocean around it. The people are viscerally connected to the natural world around them. In the Breidafjord, local farmers combine their sheep grazing income with the seasonal harvest of kelp. Farmers sign up to rotationally mow their kelp using combine-like mowing machines that leave the plant ready to grow back.

Johannes Geiv Gislason is such an Icelander. His family farm is located on 60 small islands in the fjord. Johannes and his family and friends Egill Teitur Eysteinnsson, Alfred Viktor Porolfsson, and Andres Gisli Vigdisarson mow kelp the way dairy farmers mow hay.

Johannes has a diversified operation. Each crop has its season. He and his family raise Icelandic sheep, collect and process Eider down, and harvest kelp each year, rotating the harvest site around the islands that comprise his farm. Like more familiar crops such as alfalfa, mowing is followed by time for regrowth to keep the kelp beds healthy and productive for the long term. During kelp harvest, enough of the plant is left so that it can grow back in time for its next harvest in about four years.



Inspector on board combine-like kelp harvester at Johannes' Island farm.

After mowing, the kelp is transferred into nets for immediate transport to the drying facility. The drying facility uses geothermal energy to dry the kelp. This summer, IOIA inspector David Konrad observed Johannes' harvest as part of an extensive NOP four day inspection. This included a thorough scrutiny of this wilderness preserve to verify that the site meets all organic growing requirements.

*continued on page 32*

**NOBODY KNOWS YOUR COWS LIKE YOU DO**

*Vermont DHIA records can help you get to know them even better!*

Proudly serving local dairy producers

For over 100 years!

Technician-assisted and owner-sample options for collecting and recording dairy herd management records. We offer a variety of lab services, often with next-day turnaround!

**1-800-639-8067 • www.vtdhia.org**

**american**  
HYBRIDS ♦ ORGANIC™

*Your Full-Line Certified Organic Seed Source*

**VALUE PLUS®**  
High Energy Corn  
10% protein • 9% fat

**NEW** High Protein Corn  
30% more protein  
twice the energy

dealerships available in select areas

**866.471.9465**  
[www.american-organic.com](http://www.american-organic.com)  
[request@american-organic.com](mailto:request@american-organic.com)

PAID ADVERTISEMENT

**Measures to Consider for Building Better Pasture Fertility**

*By Neal Kinsey*

Once liming, N-P-K, and sulfur have been considered, many raising pasture and hay would stop there. Some would add lime but some would not, thinking it just costs more than it could possibly benefit on grasses and legumes. All these nutrients are necessary and their needs can be determined by a good soil test. But it is a big mistake to stop there, not considering that micronutrients or trace elements, are just as necessary in order to grow the best grass for milk production.

More often than not, the soils we receive to be analyzed are deficient in boron, including most pastures. Like nitrogen and sulfur, boron can be leached from the soil. So consider it as necessary to keep testing for boron content of pastures from year to year.

Considering legumes, some producers rely on them to supply needed N, and forego any additional fertilization. However, without adequate boron it requires more nitrogen in order to produce the same amount of growth. Boron can be leached and yet it is not usually considered as a necessary addition for growing legumes in pasture. So whether or not nitrogen supplied from legumes is being considered for your pasture or hay crops, be sure there is an adequate amount of boron present to assure nitrogen utilization.

Boron needs to be present in sufficient amounts when grass begins growing. The level should be at least 0.8 ppm minimum, and 1.5 to 2.0 ppm is considered ideal when there is sufficient calcium and phosphorous. There is no need to expect the best response from a boron application if either is deficient. The higher boron levels are only desirable then.

Furthermore, applying calcium or potassium excessively will tie up boron in the soil. Yet on the other hand, the more deficient the calcium saturation is in a pasture, meadow or any other field, the more likely boron toxicity problems will be present. Apply boron based on need as established by a soil test, not by guessing it is or is not needed.

Zinc is also very important to pasture and hay production. Plants need zinc for adequate moisture absorption. With adequate zinc, it takes less water to grow more grass. Using our tests, the minimum is 6 ppm for zinc. That level will

vary from one soil testing company to another, so do not try to apply this level indiscriminately as the correct reading for a test run by another lab.

In addition, for best overall results, the zinc and phosphorus levels should be raised together. For example, when P is at a minimum level, zinc should be too. But when P is at maximum desired levels or higher, zinc should be at maximum desired levels as well.

Manganese is important for pasture soils. It enhances seed germination and helps plants develop and grow faster. Following behind adequate levels of potassium, it is the second key for needed stalk strength. Plants will withstand more foot traffic when there is adequate manganese. Inadequate manganese in the soil increases foot and breeding problems for livestock. From our analysis, a minimum of 40 ppm Mn is required for pastures. In terms of plant quality, raising manganese to optimal levels helps increase carotene and vitamin C content. The ideal level begins at 125 ppm, but few pastures achieve such levels without applying significant amounts of additional manganese.

Copper should also be included on soil tests as a very necessary nutrient for pastures. Where too much nitrogen is applied for the amount of growth or tonnage produced, expect copper problems. Excessive nitrogen ties up copper. This is of special concern on fodder-type crops. Sufficient copper helps increase protein content in all crops, and increases protein conversion in the animal. This results in the shiny hair coat seen on healthy livestock. It is needed, along with adequate potassium and manganese for stalk strength and resilience in plants, and reduces problems with bone and muscle inflammation in livestock. The minimum desired level on the test we use is 2 ppm, with 5-10 ppm being considered ideal when all other nutrients are present in optimum amounts.

And remember this important point: once you have applied needed micronutrients, it takes time to see the full benefits they will provide. It will be three years after the levels are satisfied before the full effects will be seen in the crops and livestock.

**Even more information on soil fertility** and micronutrients is presented in Hands-On Agronomy. See our website, [www.kinseyag.com](http://www.kinseyag.com), or call 573-683-3880 for more information.

RESEARCH & EDUCATION

Access to Pasture Resources from eOrganic's Dairy Team

eOrganic is an online community of more than 600 ag service providers and farmers who are providing science-, experience-, and regulation-based certified organic information on the web at [www.extension.org/organic\\_production](http://www.extension.org/organic_production). Our eOrganic Dairy Team is made up of about 60 farmers, agronomists, veterinarians, grazing and certification specialists, animal scientists, and other professionals who are working together to publish peer-reviewed articles, videos and other content at eXtension.org, a national initiative among the Land Grant Universities to increase collaboration and provide online education.

Although our articles cover a range of topics, from herd health to grazing management, recently the eOrganic Dairy Team has been focusing its efforts on developing content specifically related to the Access to Pasture Rule. The following are content that have been published to date but please be sure to check the Dairy Production section of [www.extension.org/organic\\_production](http://www.extension.org/organic_production) frequently as we expect that our webinar series will continue through the Fall and Winter of 2010/2011 and we are in the process of publishing several additional articles and videos as well.

Articles

**An Overview of the Access to Pasture Rule on Organic Dairy Farms.** <http://www.extension.org/article/28875>. Harriet Behar of MOSES provides an overview of the Access to Pasture Rule in this article.

**Access to Pasture Rule New and Revised Definitions.** <http://www.extension.org/article/29158>. With the creation of the Access to Pasture Rule, the USDA National Organic Program (NOP) added and/or revised several terms to the NOP regulations; this article lists the definitions of these terms.

**Finding a Pasture Stick in Your Area for Your Organic Dairy Farm.** <http://www.extension.org/article/28873>. This is a companion article to the video "Calculating Dry Matter Intake in Organic Pastures Using a Pasture Stick" at <http://www.extension.org/article/28874> and lists local sources of pasture or grazing sticks.

Videos

**Video: Calculating Dry Matter Intake in Organic Pastures Using a Pasture Stick.** <http://www.extension.org/article/28874>. This video, created by pasture and certification specialist Sarah Flack and University of

Vermont Extension's Amanda Gervais, demonstrates how to calculate the amount of pasture dry matter per acre available for grazing using a pasture stick. See article "Finding a Pasture Stick in Your Area for Your Organic Dairy Farm" at <http://www.extension.org/article/28873> to learn where you can source a pasture stick in your area.

Webinars

**A Look at the Newly Released Organic Pasture Rule.** <http://www.extension.org/article/26133>. This webinar was given by Dr. Kerry Smith, USDA AMS National Organic Program on March 17, 2010. She provided an overview of the main components of the Pasture Rule. An archive of the presentation appears.

**How to Calculate Pasture Dry Matter Intake on Your Organic Dairy Farm Webinar by eOrganic.** <http://www.extension.org/article/28554>. This webinar, given by pasture and certification specialist Sarah Flack on August 20, 2010, describes how to predict the dry matter demand (DMD) of organic dairy animals, and goes through the steps of determining dry matter intake (DMI) from different types of feed, especially from pasture; as well as calculating the percent DMI from pasture. An archive of the presentation appears.

**Maximizing Dry Matter Intake on Your Organic Dairy Pastures Webinar by eOrganic.** <http://www.extension.org/article/18624>. In this webinar, USDA NRCS animal scientist Karen Hoffman on September 16, 2010, describes describe how organic dairy farmers can maximize dry matter intake from the pasture. She describes the connection among milk production, a cow's rumen and pasture quality, including plant density, number of tillers/plant, pasture height, and species composition. She takes a look at protein and energy relationships in the pasture and ways to balance them to enhance dry matter intake and encourage high animal performance. Registration information (before webinar is presented) and/or an archive of the presentation appears.

**Setting Up a Grazing System on Your Organic Dairy Farm Webinar by eOrganic.** <http://www.extension.org/article/28799>. In this webinar offered on October 1, 2010, Cindy Daley, a professor in the College of Agriculture at the California State University, Chico, and Sarah Flack, national consultant on grass-based livestock farming, address the basic principles of how to set up a grazing system which will improve pasture quality and animal performance. They include paddock size calculations, recovery periods, maps and record-keeping, and further resources. Registration information (before webinar is presented) and/or an archive of the presentation appears.

**For questions about the eOrganic Dairy Team and our work,** please contact coordinator Debra Heleba at [debra.heleba@uvm.edu](mailto:debra.heleba@uvm.edu) or 802.656.4046.

smalldairy.com

Your resource for information about small dairies and sources of artisan dairy products. Dairy newsletters, new and used books, listings of courses and events, equipment and supply dealers, consultants, dairy and breed organizations, rare dairy breeds, e-mail groups, classified ads, virtual tours and more!

[www.smalldairy.com](http://www.smalldairy.com)

SmallDairy, PO Box 1616, Dept ND, Honokaa HI 96727  
[info@smalldairy.com](mailto:info@smalldairy.com) 877-881-4073 (toll-free)

CreamLine quarterly for small commercial scale dairies  
 free sample is available online or send \$2 for a print copy

Get Organic Results!

DHIA Records Services

- ◆ Improve Production
- ◆ Control Somatic Cell counts
- ◆ Manage the herd more profitably

For more information on all our services  
 call 800.496.3344 or visit [www.dairyone.com](http://www.dairyone.com)



ORGANIC INDUSTRY NEWS

New Director of Standards at National Organic Program

NODPA would like to welcome Dr. Melissa Bailey to her new position as the Director of the Standards Division for the National Organic Program (NOP) in June 2010. Dr. Bailey will be attending the NODPA Field Days, so we hope that many of you will have a chance to meet her in person.



Melissa's past experience includes three years as a senior analyst for an agribusiness management consulting firm, four years as assistant director for an international policy center, service as vice-chair for a town agricultural commission, and multiple contract positions for sustainable

agriculture projects. She holds a B.S. in Biology from Northeastern University, a M.S. in Public Policy from Tufts University's School of Veterinary Medicine, and a Ph.D. in Agricultural Policy from Tufts University's School of Nutrition Science and Policy. Her dissertation research explored livestock production systems and water quality policies and funding trends of USDA's Environmental Quality Incentives Program (EQIP). Melissa also initiated Tufts' farm-to-college program and served as a researcher on a USDA-funded project that assessed the U.S. and international organic and non-organic animal health and welfare standards and the availability of science to inform standards development.

Standards Director position:

The Director of the Standards Division at the NOP is responsible for engaging in rulemaking to amend the National List of Allowed and Prohibited Substances, to amend existing regulations, and to promulgate new standards. The Director also supports the National Organic Standards Board (NOSB) to assist in the development of standards and recommendations for substances and production and handling practices to be used in organic production.

Neptune's Harvest Organic Fertilizers:

Products from the nutrient rich North Atlantic Ocean. Plus many new products including Fertilizers, Animal Feeds, Repellents and more...

- Increase Yields
- Raise Protein & Nutrition Levels
- Breakdown Manure Faster
- Create Healthy Soils and Animals
- Plus Many Other Benefits

"Our Products Work"



Call for FREE catalog and SAMPLE  
 1 (800) 259-4769  
[www.neptunesharvest.com](http://www.neptunesharvest.com)

Designing & Installing  
 Agricultural Fences  
 Throughout the Northeast

413-348-4071

[www.rivervalleyfencing.com](http://www.rivervalleyfencing.com)

ORGANIC PRODUCTION

Much Ado About Worms ...

continued from page 24

be a useful species to establish in a pasture. One recommended wormwood preparation involves mixing powdered wormwood, cayenne pepper, honey and flour!

the cheap pumpkins that did not sell on Halloween! Pumpkins and other cucurbits contain a chemical called cucurbitacin that can be an effective dewormer. An extracted tea from crushed pumpkin seeds seems more effective than feeding whole seeds or fruit.

Does Diatomaceous Earth Help?

DE is derived from fossilized diatoms, a type of marine algae. DE theoretically acts as tiny pieces of glass, scrubbing out the intestine. Though widely used by organic farmers, and despite much popular "wisdom", numerous studies have shown that DE is NOT effective against parasites, especially if there is a substantial population. It seems that farmers who claim DE success are probably also doing an excellent job of management - very likely the success they credit to the DE, they should be crediting to themselves! As a preventative treatment, DE may help, but be aware that DE can tie up certain mineral nutrients, such as phosphorus and magnesium. DE is quite irritating, both animal and farmer should avoid breathing the dust.

Organically Approved Parasiticides

The AgriDynamics products, Vermitox and Neematox, are classic and effective blends of plant tannins, neem oil, plant oils, extracts and tinctures, and nutritionally critical minerals. Crystal Creek Pivot FL is a mixture of yeast cultures, ginger, yucca and other botanicals. Based on field observation, both are effective in lowering parasite load, but getting an animal effectively 'cleaned out' probably will require multiple doses of these products, often on 5-21 sequential days, and should be



Johannes and grandkids are moving sheep to fresh pasture on a nearby island.

combined with improved management to prevent re-infection.

Homeopathic Preparations

There are various homeopathic remedies that appear to be somewhat effective as preventatives or when the parasite load is low. Recent studies out of England show a significant reduction in fecal egg count after treatment with a homeopathic deworming preparation.

Parasiticides and Organic Certification

NOP Standard 205.235 (2)(iii) says that "Once an entire, distinct herd has been converted to organic production, all dairy animals shall be under organic management from the last third of gestation" which implies that even calves should not receive prohibited materials. However, the NOP Standard 205.238(2) also says that "Allowed parasiticides (Ivermectin) may be used on: Dairy stock, when used a minimum of 90 days prior to the production of milk or milk products that are to be sold, labeled, or represented as organic." Therefore, a dairy farmer can use ivermectin on an emergency (non-routine) basis if they document the parasite need, and also document the 90 day milk withholding period.

**An animal that receives a synthetic parasiticide at any point in its life from the last third of gestation on can NEVER qualify for certified organic slaughterstock.** Therefore, if organic dairy farmers ever want to sell some of their animals for meat, they must be very aware of how dairy and slaughterstock standards differ and be able to clearly identify those animals that do not qualify for meat production.

The NOP standards also are quite explicit that it is prohibited to withhold medical treatment from a sick animal in an effort to preserve organic status. All appropriate medications must be used to restore an animal to health when methods acceptable to organic production fail. Therefore, if an animal is heavily parasitized and needs stronger conventional treatments, the organic farmer is obligated to treat the animal and then sell it as conventional. ♦

Many thanks to Dr. Ann Wells, Dr. Hue Karreman, Dan Leiterman and Klaas Martens for terrific advice and information.

Kelp Farmers

continued from page 28

Like other organic crops, kelp requires an organic system plan in order to be certified organic. The OSP must document such topics as species to be harvested, re-growth of the biomass, impact on other species, history and mapping of the kelp beds, potential sources of pollution in the area of the site, and how purity of the product will be maintained during transport, processing, storage and packaging.

Johannes Gislason's diversified operation is sustainable, working with nature to produce high quality products. Johannes' stewardship extends beyond Iceland to aid farmers all over North America who use Certified Organic seaweed in their feeds and fertilizers.

Ellen Coleman is Vice President of Thorvin, Inc. She first started feeding kelp to animals in 1973 and has been providing geothermal Icelandic kelp since 1983, certified organic since 1999. ♦

ORGANIC INDUSTRY NEWS

Pay Price and the Organic Market in August 2010

continued from page 13

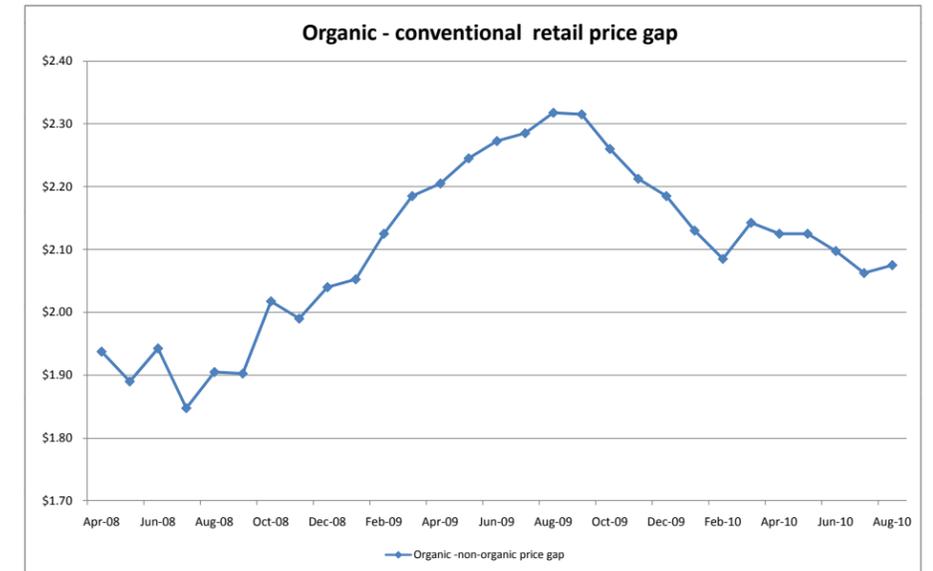
can be as low as \$23/cwt, while some report a \$25/cwt base. By keeping the two pools of milk separate, current OV producers will not be adversely affected by this partnership.

Horizon Organic

Horizon has finished their producer meetings and was able to inform attendees at the last of the meetings that they could increase production. During 2009, Horizon reported that many producers cooperated with voluntary requests for a 5% or more drop in production; that Horizon did not terminate contracts and they honored contracts given to transitioning producers. Producer reports indicate that Horizon has dropped its \$1/cwt MAP for the summer but maintained its pay price; a base of \$25/cwt and a \$3/cwt premium in October, November, December and January, although there is some variation in contracted pay-price. The contracts that Horizon is presenting to its producers have changed between 2008 and 2009. Some changes are:

- Horizon representatives have complete access to organic files at the certifier's office and elsewhere;
- The company is able to terminate or suspend the contract immediately if the company believes the producer's certifier "has questioned or is investigating" any part of the Organic Systems Plan for non-compliance;
- Horizon can change the pay-price for an individual producer with 30 days notice and they only need a written agreement from the producer if the amount is greater than 25% of the new base price;
- Horizon can terminate the contract if the producer can only supply 80% of the agreed volume and producers need company approval for any increase over 20%;
- Horizon retains the right to decrease the agreed base volume they will purchase by up to 20% with 90 days notice;
- Horizon retains the right to charge for hauling;
- Horizon has the ability to terminate for cause if the producer "engages in any activity which is not consistent with the principles underlying organic production" or if "that activity is subject to any publicity (including media or internet)."
- Horizon has retained the "Mutual Confidentiality" clause that allows the producer to consult only with professional advisors on contract conditions and restricts their right to share information with other producers.

As Horizon renews contracts they will favor those producers who are located near to processing plants, have consistently good quality milk tests, and have a good relationship with the company. Horizon says it needs the contract changes in order to compete against other companies in buying raw milk. Many producers are concerned that the contracts are now more restrictive and give the company more



power to alter their agreements as market conditions change.

Organic Valley

Organic Valley/CROPP Cooperative (CROPP) has maintained its pay price for its full members since it introduced its quota program in July 2009. The projected 2010 base component price is \$27.07/cwt with a \$3/cwt seasonal incentive for milk produced in December, January and February, 2010 and a \$1 'Market Adjustment' deducted in May, June, and July. Members who had money deducted from their monthly checks for over production but remained under their total quota for the first six months (July-December 2009) will be receiving reimbursement checks. CROPP's hauling fee was increased from \$750/year to \$2,160/year earlier in 2009 and remains at that level. At its June 16, 2010 meeting the CROPP Board of Directors elected to raise the quota they established in 2009 from 93% to 100% of Active Base starting August 1, 2010. The only exception is allowing the Southeast to grow their present Active Base up to 110% as part of the regional aspect of their supply program. The Board has not decided on a 2011 plan for the quota, but the CROPP Supply Committee has recommended removing the quota completely during January and February. There is still a process for producers to appeal their Active Base as a 100% of Active Base does not necessarily equate to production prior to the imposition of the quota in July 2009. OV is discussing new policies on off-farm diversion, farm conditions, cooperative conduct and maximum herd size. OV is also being pro-active with their own animal care program in anticipation of the work of the NOSB and concerns of customers. ♦

**Northeast Organic Dairy Producers Alliance Producer Milk Check Assignment Form**

I, \_\_\_\_\_ (please print name on your milk check)  
 request that \_\_\_\_\_ (name of company that sends your milk check)  
 deduct the sum of :  
 \_\_\_\_\_ \$0.02 per hundredweight to support the work of NODPA  
 \_\_\_\_\_ \$0.05 per hundredweight to support the work of NODPA (the amount that has been deducted in the past for national milk marketing but can now be returned to you as an organic producer if you have applied for the exemption.) If you need assistance in applying for the exemption, check here \_\_\_\_\_  
 \_\_\_\_\_ \$0.07 per hundredweight (the \$.05 marketing check-off plus \$0.02)  
 as an assignment from my milk check starting the first day of \_\_\_\_\_, 201\_\_\_\_. The total sum will be paid monthly to NODPA. This agreement may be ended at any time by the producer by sending a written request to their milk buyer with a copy to NODPA.  
**Milk handlers please send payments to:**  
 Northeast Organic Dairy Producers Alliance (NODPA), Ed Maltby, NODPA Coordinator, 30 Keets Rd, Deerfield, MA 01342  
 Producer signature: \_\_\_\_\_ Date: \_\_\_\_\_  
 Producer number/ member no: \_\_\_\_\_ E-mail: \_\_\_\_\_  
 Number of milking cows: \_\_\_\_\_ Tel #: \_\_\_\_\_  
 Certifying Agency: \_\_\_\_\_  
 Farm Address: (please print) \_\_\_\_\_  
 Producers—please send this to NODPA, Attn Ed Maltby, 30 Keets Rd, Deerfield, MA 01342, so we can track who has signed up and forward this form to the milk handler. Thank you.

**Subscribe to the NODPA News and support NODPA!**

By becoming a subscriber you will receive 6 copies of the NODPA News and help support the Northeast Organic Dairy Producers Alliance. NODPA depends on your contributions and donations. If you enjoy the bi-monthly NODPA News; subscribe to the Odairy Listserv (ODAIRY-subscribe@yahogroups.com ); visit our web page (www.nodpa.com) or benefit from farmer representation with the NOP and processors that NODPA provides, please show your support by making a generous contribution to our efforts.

Note that if you sign up for the NODPA Voluntary Organic Milk Check-Off, you will be automatically signed up as a NODPA News subscriber.

- |  |   |
|--|---|
| _____ \$35 to cover an annual subscription to NODPA news | _____ \$300 to \$500 to become a Friend   |
| _____ \$50 to become an Associate member (open to all)   | _____ \$500 to \$1,000 to become a Patron |
| _____ \$100 to become a supporter of NODPA               | _____ \$1,000+ to become a Benefactor     |
| _____ \$150 to become a Business Member                  |   |

Name: \_\_\_\_\_ Farm Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
 Date: \_\_\_\_\_ Are you a certified organic dairy producer? YES NO  
 Number of milking cows \_\_\_\_\_ Milk buyer \_\_\_\_\_  
 Are you transitioning to organic? YES NO If yes, anticipated date of certification: \_\_\_\_\_  
 Please mail this form with a check to: Ed Maltby, 30 Keets Rd, Deerfield, MA 01342, or by fax: 866-554-9483 or by email to ednodpa@comcast.net. Please make your check payable to: NODPA  
 Credit card: Master Card Visa Card #: \_\_\_\_\_  
 Name on Card: \_\_\_\_\_ Expiration Date: \_\_\_\_ 201\_\_ Security Code on Card: \_\_\_\_\_

**NET UPDATE**

**Recent ODAIRY Discussions**

*By Liz Bawden, NODPA News co-Editor, NODPA Producer Representative*

Some producers were discussing how the pasture policy was bringing about changes on some farms, and how different certifiers were approaching the new regulations during recent farm inspections. One individual was stunned because an organic inspector explained they were not really looking at pasture this year, since the farmer had one year to comply with the new regulations. A surprised farmer in another state responded that her certifier wanted to see the system in place with all the appropriate paperwork. Since the regulations state that all organic farms must be in compliance by June of 2011, it was suggested that we all get our pasture systems into compliance now, so we can fix any “bugs” in the system.

A farmer was struggling with a scouring calf that had not received much colostrum. It was suggested to feed the calf 4 times per day, alternating milk and electrolytes. Another suggested the addition of 1 tsp baking soda to the milk to buffer the gut. Several farmers fed yogurt for this condition, and they seemed to feed about 1/2 to 1 cup either mixed with the milk or separately. Chamomile tea was suggested also, as it is soothing to the gut. Because of limited antibody protection, it was suggested to administer BoviSera or PolySerum. A toxin binder like Crystal Creek’s Calf Check was suggested, as well as resorting to a stomach tube since the calf often refused to eat. Oats were suggested by two farmers as an addition to the milk - one rolled the oats, the other liked them ground. You may have to open the bottle’s nipple to feed them. A tea made with blackberry root was also suggested to firm up the stool.

One producer had a cow down with bloat; the cow was righted, but still unable to rise. Suggestions were to give IV Calcium right away followed by IV Dextrose for energy, and to physically move her on to her other side to get the gas moving. One farmer suggested rocking her back and forth to allow the gas to escape. If she is cold, cover her with a blanket. Don’t drench a down cow, but when she can stand, a pint of vegetable oil reduces the gas.

Having some mastitis problems in fresh cows, a farmer asked the group about approved teat sealants to be used at dry-off. Cinnatube was mentioned as a teat sealant. UdderSol, manufactured by Ralco Nutrition, and PhytoMast, available through Dr. Hue Karreman, were suggested as treatments at dry-off. It was also recommended to give one 5cc injection of Immunoboost one week before dry-off in cows where the SCC was relatively low. If there is a history of trouble with coliforms, then treatment with Scour Guard 4KC or J-Vac one week before dry-off and again one month later was recommended. In cows with high SCC (400,000+), use Cinnatube or PhytoMast. A simple prevention procedure of dipping teats two weeks after putting a cow dry, then again two weeks before freshening was also recommended. MuSe can be given three weeks before freshening to boost

**Web Sponsorship Advertising Now Available on NODPA.COM Support NODPA’s Work On Behalf Of Organic Dairy Farmers. Take Advantage Of This Opportunity NOW!**

At the request of advertisers, NODPA is now exploring the placement of web sponsorship advertising on selected pages of the NODPA web site.

The ads will be displayed on the 10 pages of the web site which receive the most traffic. There are around 3,000 visits to the NODPA site each month, and there are between 2.5 and 3 pages per visit.

Each ad will link to another page on the web site where a longer message of up to 200 words can be displayed.

The cost of our sponsorship ads: \$125 per month for display-ready ads. Those without display-ready ads will be charged an additional \$50.

Be one of the first to take advantage of this opportunity to reach a committed farming membership while supporting an organization that courageously advocates for organic farmers.

Go to the following web page for more information:

[http://www.nodpa.com/web\\_ads.shtml](http://www.nodpa.com/web_ads.shtml)

**Subscribing to ODairy:**

ODairy is a vibrant listserv for organic dairy farmers, educators and industry representatives who actively participate with questions, advice, shared stories, and discussions of issues critical to the organic dairy industry.

To sign up for the Odairy listserv, go to:

[http://www.nodpa.com/list\\_serv.shtml](http://www.nodpa.com/list_serv.shtml)

the immune system and prevent retained placentas.

There was a long discussion about the idea of “mob-grazing”. One producer defined it as grazing more mature growth with an ultra-high stocking density, knowing there will be waste from trampling. The animals are moved as much as 4 times a day, and the land has a much greater rest period than conventional rotational grazing. This is different from the “grazing tall” system, where the aim is balancing the protein/energy intake by grazing more mature forage. Both systems were a concern for some who weighed in that they have enough problems with pinkeye without encouraging the cows to plunge their heads through tall, dead stalks to reach

*continued on page 38*

# Calendar

September 11-12, 2010

**Massachusetts Raw Milk Dairy Days On Ten Host Farms in Massachusetts**  
Ten dairies in Massachusetts will hold open houses on September 11-12 to showcase the farms that provide safe, healthy raw milk to thousands of customers. Visitors to the farms will be treated to tours, milking demonstrations, and lessons on proper management of healthy dairy animals. See a full list of farms, including details and directions, at <http://www.nofamass.org/programs/organicdairy/pdfs/2010rawmilkdairydays.pdf>, or email [winton@nofamass.org](mailto:winton@nofamass.org). Phone: 413-634-5728

Participating farms include: Chase Hill Farm, Warwick; Cricket Creek Farm, Williamstown; Eastleigh Farm, Framingham; Farmstead at Mine Brook, Charlemont; The Herb Hill Micro-Dairy, Andover; Lyons Brook Farm, Westport; Oake Knoll Ayrshires, Foxboro; Robinson Farm, Hardwick; Sidehill Farm, Ashfield; Upinngil Farm, Gill.

September 12, 2010, Pastured Pork Through All Seasons

Meeting Place Pastures, Cornwall, VT  
Owners Marc and Cheryl Cesario raise grass-fed beef as well as pastured pork and poultry. If you're interested in keeping a few feeder pigs for home use or want to start raising your own breeding herd, join us for a pasture walk where Marc and Cheryl will share their experiences in rearing pigs outdoors. Topics will include farrowing, fencing, breeding, feed, and watering, and other important aspects of raising pigs on pasture. Time: 1 pm – 4 pm. Cost: \$10 for NOFA Members, \$15 non-Members. Pre-registration required. Contact: NOFA-VT, (802) 434-4122, [info@nofavt.org](mailto:info@nofavt.org)

September 12, 2010

**From Cow to Customer: Producing Raw Milk for Direct Sale**

Lathe Farm, Craftsbury, VT  
Rural Vermont hosts this on-farm workshop and invites current and aspiring farmers to tour a successful raw milk microdairy. See, share, and learn best practices for the production and direct sale of up to 50 quarts of raw milk per day. Bring brown bag lunch. Space is limited, please preregister. Cost: \$10 for Rural VT Members, \$20 all others. Time: 11 am – 3 pm. Contact: Shelby Girard, Rural Vermont: (802) 223-7222, [shelby@ruralvermont.org](mailto:shelby@ruralvermont.org)

September 13, 2010

**From Cow to Customer: Expanding Raw Milk Production to Meet a Growing Demand**

Family Cow Farmstand, Hinesburg, VT  
Rural Vermont hosts this on-farm workshop and invites current and aspiring farmers to tour the first farm to be state certified as a Tier II raw milk producer. See, share, and learn best practices for the production and sale of raw milk in excess of 50 quarts per day. Bring brown bag lunch. Space is limited, please preregister. Cost: \$10 for Rural VT Members, \$20 all others. 11 am – 3 pm. Contact: Shelby Girard, Rural Vermont: (802) 223-7222, [shelby@ruralvermont.org](mailto:shelby@ruralvermont.org)

September 24-26, 2010

**The Common Ground Fair, MOFGA Fairgrounds, Unity, ME**

The Fair allows fairgoers to make connections with a rapidly expanding base of organic farms in the state of Maine. Hundreds of vendors, exhibitors and demonstrators, more than 1,000 volunteers, and tens of thousands of fairgoers will gather to: share knowledge about sustainable living; eat delicious, organic, Maine-grown food; and more. For more information: 207-568-4142 or [www.mofga.org](http://www.mofga.org).

October 1, 2010 Cheddar is a Verb: Be A Cheesemaker For A Day!

Shelburne Farms, Shelburne, VT  
A full-day experience in the art and science of cheese. Work side-by-side with our cheesemakers to turn 6,000 lbs of milk into cheddar! Topics include: raw milk cheese, the 8 steps of cheesemaking, and cheese quality and aging. The day includes a home cheesemaking demonstration. Cost: \$75.00; 8:00 am – 4:00 pm; Contact: Registration, (802) 985-8686

October 2, 2010, From Cow to Consumer: Producing Raw Milk for Direct Sale

Bunker Farm, East Dummerston, VT  
Rural Vermont invites current and aspiring farmers to tour a successful raw milk microdairy. See, share, and learn best practices for the production and

direct sale of up to 50 quarts of raw milk per day. Time: 11 am – 3 pm. Cost: \$10 for Rural Vermont Members, \$20 all others. Contact: Shelby Girard, Rural Vermont: (802) 223-7222, [shelby@ruralvermont.org](mailto:shelby@ruralvermont.org)

October 2-3, 2010, 22nd Annual Vermont Sheep and Wool Festival

Tunbridge Fairgrounds, Tunbridge, VT  
The Sheep & Wool Festival brings together over 50 of New England's finest fiber artisans featuring handcrafted natural fiber clothing, yarn, wool craft, knitting, spinning, weaving and felting supplies, fencing, sheep supplies, meat and cheese. Contact: [www.vermontsheep.org/festival](http://www.vermontsheep.org/festival)

October 5, 2010, Draft Horse Farming, Osceola, WI

1:00 – 5:00 pm. Join MOSES and Dan Guenther, owner of Common Harvest Farm, for this field day afternoon showcasing draft horse equipment for small scale vegetable production. Witness the hitching, adjusting and use of various horse-drawn implements, including a plow, disk, manure spreader, mower, tine weeder, various harrows, various cultivators, and many others. To register, please contact MOSES at 715-778-5775 or [angie@mosesorganic.org](mailto:angie@mosesorganic.org).

October 7-8, 2010, 10th Annual NODPA Field Days

MOFGA Fairgrounds, Unity, ME  
NODPA's Field Days will be held Thursday and Friday, October 7th and 8th at the MOFGA Fairgrounds in Unity, Maine. See pages 20 and 21 for more information.

October 9, VT Beef Producers Fall Cattle Sale

Champlain Valley Fairgrounds, Essex, VT  
Early deadline for consigning cattle is about September 15. Contact: (802) 758-2909, [chip@woodcreekfarmbeef.com](mailto:chip@woodcreekfarmbeef.com), [www.vermontbeefproducers.org](http://www.vermontbeefproducers.org)

*continued on page 40*

## Advertise With Us!

**NODPA News is Published Bi-Monthly  
January, March, May, July, Sept. & Nov.**

Join as a Business Member and receive an additional 5% off all advertising. To learn more about Business memberships and the Web Business Directory, go to [www.nodpa.com/directory.shtml](http://www.nodpa.com/directory.shtml) or contact Lisa McCrory.

Ad rates and sizes listed below.

**Deadline for advertising in the  
November, 2010 issue is October 15, 2010.**

**Full Page Ad (7.5" W x 10.25" H) = \$450**

**1/2 Page Ad (7.5" W x 4.5" H) = \$230**

**1/4 Page Ad (3.5" W x 4.75" H) = \$130**

**1/8 Page Ad/Business Card:**

**(3.5" W x 2.25" H) = \$60**

**Classified Ads:** Free to Northeast organic farmers. All others \$10 for the first 30 words; \$.10 per word over 30

For advertising information call Lisa McCrory:  
802-234-5524 or email [Lmccrory@hughes.net](mailto:Lmccrory@hughes.net)

Please send a check with your ad (made payable to NODPA).

SEPTEMBER 2010

NODPA NEWS

PAGE 37

## ORGANIC INDUSTRY NEWS

### Interview with Mathews

*continued from page 9*

others in obtaining substantial additional NOP funding for enforcement and accreditation as well as rulemaking.

The Senate Committee on Appropriations is keenly aware that the program is not meeting its mandate relative to accreditation and enforcement and they want those problems fixed. This is why they are recommending the additional funding for fiscal year 2011.

Thus, I would advise Miles to develop robust enforcement and accreditation programs. I would also refer him to my response to the question about improving certifying agent performance and effectiveness.

Success of the program is also dependent on the quality of the regulations as witnessed by the need for pasture rulemaking. Accordingly, I also advocate review of the regulations for areas ripe for amendment to enhance clarity and enforcement. For example, certifying agents have been at odds over what constitutes an adequate crop rotation. Accordingly, the program would benefit from rulemaking that clarifies the requirements for crop rotation thereby enabling consistent application of the standard.

In a nut shell, to strengthen and improve the program, NOP must:

1. Review the regulations for deficiencies and amend them to promote uniformity in application and enforcement
2. Create, implement, and administer a robust certifying agent training program targeting inspectors, document reviewers, certification decision makers, and their supervisors.
3. Investigate and assure uniformity in application and enforcement of the regulations by certifying agents.
4. Investigate and assure that inspectors are qualified and inspecting to the regulations.
5. Hire experienced well qualified investigators, auditors, and federal regulation writers.
6. Amend section 205.665 to provide for expedited processing of certifying agent violations.
7. Amend the compliance procedures to provide for expedited processing of cases brought by USDA against certified operations.
8. Amend the appeals procedures to provide expedited processing of appeals.

## ORGANIC INDUSTRY NEWS

### Pennsylvania Certified Organic Job Opportunities

1) Pennsylvania Certified Organic (PCO) is looking for a full-time Certification Program Director to administer its organic certification program. The certification program director leads a team of certification specialists who work with organic farmers and processors to

achieve organic certification.

Applicants should have an agricultural background (organic preferred but not required), management experience, excellent communication skills (both written and oral), knowledge of organic standards and regulations, and familiarity with certification procedures.

This is a full-time position and includes benefits; salary will reflect experience. The director will work at our Spring Mills, PA, office, with some travel required.

2) Pennsylvania Certified Organic (PCO) is looking for a full-time Administrative Director. The Administrative Director will guide the administrative team in performing all operational aspects of the organization. The Administrative Director's major responsibilities involve leading Pennsylvania Certified Organic in: communication and information systems, public relations and community service, events and educational outreach, human resources and staff development, quality systems and accreditation, and financial planning and management.

This is a full-time position with benefits. Salary will reflect experience. The director will work in our Spring Mills, PA office, with some travel required. Experience and references required.

### Contact:

April Fix, Public Relations Coordinator

Pennsylvania Certified Organic

106 School Street, Suite 201, Spring Mills, PA 16875

[april@paorganic.org](mailto:april@paorganic.org)



**LAKEVIEW  
ORGANIC  
GRAIN**

Box 361, 119 Hamilton Place  
Penn Yan, NY 14527  
315-531-1038

**Certified Organic Feed,  
Seed & Livestock Products**

**FROM Northeast Organic Farms  
FOR Northeast Organic Farmers**

[www.lakevieworganicgrain.com](http://www.lakevieworganicgrain.com)

# Classified Ads

## ORGANIC LIVESTOCK FOR SALE

We are looking to replace our existing rotationally grazed herd with 85 to 100 head of certified organic cows, as we have just gotten the okay to ship organic milk. We do not discriminate! However, we are looking for well managed organic herds/cows, with a consistent vaccination protocol as well as bvd testing to have been done prior to sale. Please email Jen @ at 6reynolds@surfglobal.net if you have or know of anyone that may be interested in selling.

### Organic Holstein cows for sale:

- 2nd calf heifer due mid August
- 1st calf heifer due Oct 23
- 4th calf cow due 12/3
- 2nd calf heifer due 12/31
- 3rd calf cow due Jan 10

Willing to sell as a group or individually. Contact Phil Cutting, Guilford, VT. Phone: 802-254-6982

## LOOKING FOR

**Looking for short bred Holstein heifers** Contact: Paul Lussier, Benson, Vermont, 802-537-2435

**Looking for good quality organic springing heifers.** Call 989-670-9088. Ed Zimba, Organic dairy/crop farm in MI.

## FEED/BEDDING FOR SALE

**We have about 20 acres of organic oats straw** we can sell baled or on the ground, SW WI near Hillsboro. Like most straw in the area it will be pretty grassy.

Jim Goodman, Wonewoc WI, r.j.goodman@MWT.NET

### Certified Organic Oats

36 TW, clean, \$4.25 BU, Call Bryan @ 989-551-8812

### Combine run winter rye organic.

Priced around 5-6.00/bushel. Rye is in watermelon bins which hold 20+ bushel each for 100.00 f.o.b. Wyalusing Pa. Call 570-721-1144 any questions or directions. Paul Hails

**Four loads of second cut dry hay, mostly grass,** milk cow quality. Bales are 3 x 3 x 8 and weigh about 930 lbs. A load holds about 55 bales. Price is \$180-\$200/ton. Location: near Albany NY. Contact Dan France, 518-234-2188; email: organicmilkman@hotmail.com.

## ORGANIC INDUSTRY NEWS

### Recent ODairy Discussions

*continued from page 27*

the undergrowth. Some believed this to be a good strategy for beef cattle, but probably not for dairy cattle. One farmer felt that this was an excellent strategy to renew pasture fields one at a time, since this allows the pasture plants to go to seed -- he suggested that perhaps heifers and dry cows, not the milking animals would be the group to use to accomplish this. Re-seeding pastures by allowing the plants to go to seed before grazing is a great cost savings over the traditional methods. One researcher noted that mob-grazing doesn't seem to effect the performance of the animals; the major benefit is in pasture performance: the soil dynamics, biological activity, pasture growth, composition, and nutritive value. Several farmers noted that weather is the dominating force determining how they pasture, more high-stocking intensive grazing when the grass is growing very fast, and less intensive as the season slows down.

One farmer just completed a harvest of winter triticale, and asked others for their experience in using this versatile grain. Triticale is a cross of rye and wheat, marrying the robust nature of rye with the grain qualities of wheat. It is very useful, as one producer pointed out, as a forage -- mixed with peas, it is a high-yielding and nutritious forage. As a grain, it can be used within limits, like wheat. One producer likes to mix triticale with corn and oats. Another producer cautioned that triticale, like wheat, should be limited to no more than 4 pounds per day; another likes to limit triticale to 10 to 20% of a ration. Another usually roasted the grain. The danger of mycotoxins in small grains like triticale is a real possibility, and is it not visually detected -- not all moldy grain has mycotoxins, and not all clean grain is free of them. So the suggestion was to test for mycotoxins before feeding, or buying, grain that has already been roasted or grain that is visibly moldy or off-color, is a light test weight, or contain lots of broken grain.

Armyworms were on the march in some fields in Pennsylvania last month. The recommendations were to mow and harvest invaded fields as rapidly as possible to limit the food supply. One farmer related his experience several years ago, and after mowing and baling the affected field, they seemed to disappear. Another producer noted that the insecticide Entrust (spinosad) is approved for use on organic farms and is OMRI listed. He pointed out that although it is effective on armyworms, it will likely kill beneficial insects as well. ♦

**NODPA FIELD DAYS:**  
October 7 and 8, 2010, Unity, Maine  
See Page 21 in this issue for details on registering for our annual gathering.

## MEMBERSHIP INFORMATION

### From the MODPA President

The summer of 2010? What can one say? In the Midwest we have seen increased weed pressure, rainfall, mud holes, heat, humidity, flies and mosquitoes, lower quality hay and work. The only let up has been in income and available labor. With lower milk volumes and quality due to '09's moldy corn and 2010's not so great forage quality, and flies or mosquitoes so thick that (as our son says you have to part them before you can move fence) we have to force the cows to go out to pasture. With all the rainfall, hay has been plentiful but near impossible to get put up at the quality desired between the heavy rains. So we will be living with the summer of 2010 until next year's hay harvest. Row crops that were not on low ground and able to be cultivated look great. But those that missed the cultivator passes are sick. With some being terminal like one field of our soybeans, we couldn't give it away as forage and not wanting all the weeds that were forming seed heads we turned what would be a high value crop in the right conditions into compost. For those of you buying corn, soybeans,

grains be mindful of the struggles the grain producer goes through to make that crop too. There was a lot of labor, machine time, fertilizer, seed, fuel, etc that went into those beans with a zero return. There are more farmers in our region with either delayed planting or water issues that will also impact yield and quality of their crop this year.

It appears that much of the country is experiencing lower milk volumes or at least the processors are of the opinion because they are taking the stops off for fall production. This makes it more important for farmers to put measures in place to control supply on the farm. If we don't we will be forced to live with quota or whatever program or price the industry is willing to pay. We need to work to produce the highest quality consistent supply of milk possible and then price it accordingly. Ensuring that we always meet or exceed the consumer's expectations. We need to be willing to work and or fight for what we know is right. I urge you to attend the upcoming NODPA Field Days if possible; make it your working vacation. This is a great opportunity to become involved in shaping the future direction for NODPA.

Thanks Henry for all you have done for all of us farmers. ♦

*God Bless you with enough,*

*Darlene Coehoorn, MODPA President  
Rosendale, WI*

### About MODPA

The Midwest Organic Dairy Producer Alliance (MODPA) represents organic dairy producers in WI, MN, ND, SD, IA, NE, KS, MO, IL, IN, OH, & MI with the mission "to promote communication and networking for the betterment of all Midwest organic dairy producers and enhance a sustainable farmgate price." Objectives are:

1. To ensure a fair and sustainable farm gate price.
2. Keep family farms viable for future generations.
3. Promote ethical, ecological and humane farming practices.
4. Networking among producers of all organic commodities.
5. Promote public policy, research and education in support of organic agriculture.

### MODPA Board

<b>Wisconsin</b> Darlene Coehoorn, President Viewpoint Acres Farm N5878 Hwy C Rosendale, WI 54974 ddviewpoint@yahoo.com Phone: 920-921-5541	Sauk City, WI 53583 taofarmer@direcway.com Phone: 608- 544-3702
Jim Greenberg, Vice-President EP 3961 Drake Avenue Stratford, WI 54484 greenbfirms@tzn.net.com Phone: 715-687-8147	Jim Small, Director 26548 Locust Ave. Wilton, WI 54670 Tel: 608-435-6700
John Kinsman, Secretary E2940 County Road K La Valle, WI 53941 Phone: 608- 986-3815 Fax: 608-986-2502	<b>Iowa</b> Andy Schaefer, Director 25037 Lake Rd Garnavillo, IA 52049 Tel: 563-964-2758
Bruce Drinkman, Treasurer 3253 150th Avenue Glenwood City, WI 54013 bdrinkman@hotmail.com Phone: 715-265-4631	<b>Michigan</b> Ed Zimba Zimba Dairy 7995 Mushroom Rd DeFord, MI 48729 zimbadairy@tband.net Phone: 989-872-2680
John Kiefer, Director S10698 Troy Rd	<b>Ohio</b> Ernest Martin, Director 1720 Crum Rd Shiloh, OH 44878 Phone and Fax: 419-895-1182

## Become a Member of MODPA!

Member dues are \$35 per year, for which you receive our newsletter and become part of our team working for the best interests of all organic dairies.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Certified Organic Dairy? Yes No # of cows: \_\_\_\_\_

Transitioning: \_\_\_\_\_

I wish to support MODPA (check whatever applies):

\_\_\_ By becoming a state rep or director.

\_\_\_ By supporting MODPA with a %/cwt check-off.

\_\_\_ By providing a donation to support the work of

MODPA. \$\_\_\_\_\_ enclosed.

**Please send this form to: Bruce Drinkman, MODPA Treasurer,  
3253 150th Ave, Glenwood City, WI 54013**



217 Montgomery St.  
Suite 1000  
Syracuse, NY 13202  
P 315 471.0688  
F 315 471.1061  
[www.edrpc.com](http://www.edrpc.com)

**Charlie N. Greene PE**  
CPESC, CPSWQ  
Civil & Agricultural Engineer  
[cgreene@edrpc.com](mailto:cgreene@edrpc.com)

A small organic farmer since 1980

**Northeast Organic Dairy Producers Alliance (NODPA)**

c/o Ed Maltby  
30 Keets Road  
Deerfield, MA 01342

**Prsrt Std  
US Postage Paid  
Permit 183  
Greenfield, MA**

**CALENDAR**

*continued from page 36*

**October 19-20, 2010**  
**WODPA's 5th Annual Fall Conference and Organic Trade Show**  
Double Tree Hotel and Conference Center, Modesto, CA  
Theme: "Back to Our Grass Roots". Contact Tony Azovedo for more information: 209-634-0184

**October 15-17, 2010, 4th Annual Northeast Animal Power Field Days**  
Tunbridge Fairgrounds, Tunbridge, VT  
Saturday's Keynote Speaker will be Carl Russell: 'Continuity: Passing on Skills' and the 2010 Feature Farmer will be Paul Birdsall. Contact: 802-234-5524, Email: info@animalpowerfielddays.org or Website: www.animalpowerfielddays.org

**November 1-3, 2010, 2010 Women in Sustainable Agriculture Conference**  
**Lake Morey Resort, Fairlee, VT**  
Bringing together farmers, ranchers, educators, agricultural service providers and activists to: build production and business skills, share educational and organizational strategies, and forge new connections that support farm women in the Northeast. Questions: Please email wagn@uvm.edu or call: (802) 223-2389

**November 5-6, 2010, "Human Health and Soil Health" with Jerry Brunetti**  
**Barre Congregational Church, 30 Park Street, Barre, MA**  
This two-part seminar will present a Friday evening's talk from 7:00pm to 9:00pm, "The Medicine that Starts in the Soil," will emphasize what people can do through diet to improve health. Saturday's full day seminar from 8:30am to 5:30pm, "Soil as a Super Organism." Friday evening seminar is \$30, and Saturday's full day seminar will be \$100. Discounts for early registration and for NOFA Mass Members. Contact Ben Grosscup at 413-549-1568, email: ben.grosscup@nofamass.org or go to:  
[www.nofamass.org/seminars/fallseminar.php](http://www.nofamass.org/seminars/fallseminar.php)



**Get Your NODPA Gear Today!**

- Hat = \$15.50**
- T-shirt = \$13.50**
- Bumper Sticker = \$1.25 each**  
(or) 25 for \$19.75

*Shipping Included*

**Make check payable to: NODPA.**

**Send to: NODPA, c/o Ed Maltby**

**30 Keets Rd., Deerfield, MA 01342**