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NCAT Agriculture Specialists
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Introduction

Marketing organically produced grains is very different from conventional grain marketing. While the conventional grower can deposit a whole harvest at the elevator, organic production is usually done on contract to a specific buyer. The organic market consists of a multitude of buyers with individual supply needs, from small to very significant quantities. Even the largest buyers cannot usually take a whole year's supply of a particular crop all at once, but may need a certain amount every month. Therefore it is important that the organic producer have storage capacity, and that crop quality be protected over several months (1). Farm storage may not be essential but is certainly a critical factor for successful marketing.

The marketing skills needed by organic producers are somewhat different as well (2). Conventional grain producers can increase their returns by timing sales to take advantage of market fluctuations. Organic producers tend to get better returns by taking advantage of knowledge, experience, and relationships. Experienced producers know where markets are, know how to negotiate, and have established themselves as reliable suppliers through long-term relationships with buyers.

Organic markets can be volatile, with periods of high demand and short supply for certain crops, as well as periods of high supply and sluggish demand. The demand for organic grains varies widely depending on the type of grain. While crop diversity is an important part of organic farming systems, it can be difficult to find markets for the grains that are less in demand. Establishing a relatively stable rotation allows farmers to plan marketing far ahead of time, rather than facing the question of what to plant every year. Producers interested in going organic should contact several buyers to get a feel for the market and find out more about crops in demand, quality standards, and pricing.

A 1993 marketing analysis for organic commodities in the Northern Plains (3) found that the primary constraints to smooth marketing were slow movement of grain and slow payment for crops (for producers), and problems with quality (for buyers and processors). Farmers were usually paid on a 30- to 60-day term basis rather than a cash basis. Producers surveyed in the marketing study mentioned above were concerned about the interest accrued between harvest and the month or so following delivery. They also expressed a lack of confidence in buyers, especially in their purchasing a product after asking the farmer to plant it.

Today, farmers have learned how to produce high-quality organic grains, and marketing infrastructure has developed so that grain is moving faster and payment delays are reduced. There will still usually be some delay between delivery and receipt of payment because of the time needed for main-

taining organic chain-of-custody documentation, but producers are looking at two-week, rather than two-month, delays. There are more options available to farmers as well. Premium prices for organic grain are often on a “cleaned and delivered” basis. However, with recent rapid growth in organic livestock production has come a corresponding surge in demand for organic feedstuffs, and some of these buyers will buy uncleaned grain. Grain cleaning and shipping charges are important factors when evaluating price and costs. Contracts may specify the producer as responsible for both, either one, or neither. For example, some prices are quoted FOB a destination point and the producer must pay shipping and cleaning. Other buyers may quote a farm-gate price based on quantity after cleaning, but the buyer pays for cleaning and shipping. Experienced growers stress that cleaning and shipping are significant costs and one must read the fine print to avoid a surprise. It is also important to understand what happens if the commodity is below contract quality specifications.

Quality Standards

Mike Pratt, former purchasing manager at the organic grain trading company American Health and Nutrition, says ability to meet quality standards and ability to store their organic crop are the main factors for prospective organic farmers to consider (1). However, buyer needs will vary. For food-grade products, the buyer will want a sample and the assurance that the entire shipment will be of equal quality. There is more flexibility in the feed markets. Producers should be familiar with various sampling techniques and know how they affect the sample sent to the buyer. Many organic certification organizations offer information on sampling.

Buyers also vary in the degree of cleaning and conditioning required. While many buyers do not want to have to clean the crop, others prefer to do their own conditioning, using their own equipment. Lynn Clarkson of Clarkson Grain Company (4) in Cerro Gordo, Illinois says that “few if any farmers could support the machinery array we think is needed to present excellent material to final processors of human foods. Rotary screens or auger screens may do more seed coat damage than we can accept.” If precleaning is required to meet quality standards, weed seeds, green material, and other trash need to be removed before storage. These buyers are looking for a “very presentable” appearance, with no dirt spots.

Pratt gives the example of soybean producers who, tempted by prices in the \$20-per-bushel range, set the cutter bar on the combine very low to try to get maximum yield. The crop may pick up so much dirt, however, that the end product is only salable for \$10. Harvesting is one of the most important steps to ensure a high quality product. It is crucial that combines be scrupulously cleaned to avoid contamination with unacceptable materials, especially genetically modified organisms (GMOs). If you own a combine, so much the better, because you can take your time and pay attention to details. Custom harvesters often cannot take the time necessary to assure minimal splits. In addition, they are typically more accustomed to the crusher market, and often not familiar with specialty crops such as spelt, food-grade soybeans, and buckwheat. If you do hire custom operators, it is worth the extra expense to pay them to be meticulous enough to clean their harvesters completely to avoid contamination, and to set the machine properly.

Timing of harvest is critical for achieving the ideal grain moisture level and avoiding sprouted grain or wasted grain from shattering. Tom Manley of Homestead Organics (5) says that most of the moisture in a grain lot is held in the dockage, which fills up the spaces between grain and thus reduces air circulation. Wet areas of the field should be harvested separately to avoid picking up excessively wet grain that could mold or go rancid. Manley says that the best-quality grains are aerated or crib-dried. Aeration should be done on dry autumn days and not at night or on wet days. Aeration reduces the moisture of the grain and prevents condensation that can lead to mold. Temperature fluctuations in the outside air cause condensation, and should be monitored to prevent it. If mechanical drying is

needed, it should be done slowly with low temperatures. A drying temperature of 90° F with lots of air circulation is best. Nutritional quality is reduced at higher temperatures, says Manley.

Fairview Farms (6) has a crop harvest and storage guide on the Web, which, though focused on soybeans, can provide an idea of how strict harvest and storage standards can be. Here are some of the highlights from their guide as they relate to food-grade soybeans:

- Harvest the beans at a moisture level that will not cause spoilage during storage (for soybeans, 13%). Again, note that buyer needs vary; for example, Clarkson's prefers that farmers harvest at 15% to avoid cracking the beans, and then dry the beans with ambient air.
- Fields must be free of corn—screening cannot separate corn from soybeans.
- Keep dirt chunks and mud from going into the harvester. Forget about those beans low to the ground and keep the cutter bar out of the dirt.
- Green weeds and green stems can cause dust to stick to the seed coats, and nightshade gives the seed a purple stain that cannot be removed.
- Combines and field wagons must be completely free of other soybean varieties to avoid contamination.
- Adjust the machine to keep seed damage to an absolute minimum.
- Clean storage bins completely, vacuum grain dust, remove spilled moldy grain, and keep weeds around the bins mowed, as they harbor insects.
- Keep the beans in the bin cool by running the fans when needed. Some buyers *require* the use of aeration.
- Appropriate moisture levels need to be maintained during storage to avoid mold.
- Insects must be kept out, but no insecticides are allowed for organic grains in storage. (ATTRA can provide information on organic control of insects in stored grain on request.)

All this extra effort is to assure you get the highest price for your crop and the buyer gets the quality they need. See the Fairview Farms web page (6) for their complete harvest and storage guide.

Mike Pratt highly recommends running the grain over a gravity table to assist in removal of small stones, glass, and similar trash. He emphasizes that the trader (or the grower, if direct marketing) is liable for any claims related to foreign matter in the crop—for example, milling machinery damaged by stones in the grain. Small-seeded items such as flax and canola are easier to clean.

On-farm Storage

Organic premiums are unstable because the organic market, like all specialty markets, is small and easily oversupplied. Pratt says his single best tip for organic farmers is to invest in storage facilities — “buy a bin a year.” If you can store it, you can make money by keeping up with the market and selling when shortages occur and the price rises (as long as you don't store it until quality deteriorates). Remember that every day your grain is in storage costs you money, and try to set a date by which the buyer has to accept the grain or begin paying you for storage. An alternative can be to contract with a buyer who has storage set aside for specialty grains.

According to Homestead Organics in Ontario, Canada, the growing organic market in Canada and the developed world in general means there's demand for nearly every type of organic crop if it can be stored until the company can process it. Another advantage of storage is that you can send samples to buyers in advance of a sale. This avoids showing up at the processing plant with a load of grain that gets rejected because it failed to meet certain standards. When sending a sample, send an as-is sample rather than a perfect sample. You don't want to disappoint a buyer with less quality on the load than was present in the sample. You can also have stored grain tested at an independent lab for protein level, mold levels, toxins, and foreign matter.

A Special Note about GMO Crop Contamination

With the advent of genetically modified organisms (GMOs) an additional risk to organic farmers has arisen. Organic standards prohibit the use of GMO crops. Along with this prohibition comes the risk of contamination of the organic crop with GMO pollen from neighboring fields or contamination during harvest or storage. In the case of corn, drifting pollen from a field of GMO corn can contaminate organic corn growing nearby, making the grain test positive for GMO. If a positive test result is determined, your whole load will be rejected as non-organic.

To avoid contamination, in addition to using buffer zones in the field, consider harvesting non-GM crops first if maturity date allows. When harvesting non-GM crops in fields adjacent to GM crops, consider treating a few passes at the edge of these fields as though they were GM crops, to reduce the possibility of harvesting grain cross-pollinated with GM stock.

Thoroughly clean the combine when switching from GM to non-GM crops. A combine can hold as much as two to three bushels of the previous crop. Any hauling vehicle that includes augers should be cleaned thoroughly. Grain receiving pits, augers or conveyors, elevator legs, dryers, and bins are all possible sources of mixing. Clean in and around these parts of the system to minimize mixing. Run some non-GM grain at maximum capacity through the system to clean out GM grain. Consider labeling bins and delivery systems with permanent color-coded labels and instructions to avoid mixing GM grain with non-GM grain.

Remember that the potential for mixing is present at every step in the process from planting to harvest and from storage to delivery. Keep samples of everything, including the seed that went in the ground, samples of what has been harvested, and samples of what's been delivered, until you have all the documentation you need to know that the buyer is satisfied. If you have any question as to the purity of your grain or planting seed, have it tested for GMO contamination. Even if you bought it as "non-GMO," it can still be contaminated.

There are many ways to test your crops. The cheapest and simplest are test strips from companies like Envirologix and Strategic Diagnostics. While the strips are inexpensive at \$3 to \$5 each, they can only test for a single gene. They are useful if you know what your neighbor is growing and you're worried about contamination from that source. More comprehensive testing runs about \$300 per test, but can detect any type of commercially available engineered gene. The two most common methods used to detect GMOs are the enzyme-linked immunosorbent assay (ELISA) and polymerase chain reaction (PCR). ELISA, according to Dean Layton of Envirologix, is recommended for raw corn and soy, while PCR is better for more-processed foods (7). Very generally, strip testing is often used as an initial screen with PCR testing to verify presence of GMOs, since strip testing is cheap and fast while PCR is expensive.

While there are moves to standardize the testing methods, currently the best advice to growers is to choose testing methods and labs with care. Buyers must have confidence in your testing program, and most will let you know what tests are acceptable. Since 100% non-GMO is impossible to guarantee (because of widespread GMO contamination and testing limits), buyer allowances for 0.1% to 5% contamination are typical. However, buyer requirements for 99% purity will require more stringent testing than 95% purity. These tests are offered by Genetic ID, Inc., Central Testing, and Envirologix among others. Several testing laboratories are listed in the **Resources** section of this publication.

Using a Trader or Broker

Contracting with a trader is often the only way to sell organic products or alternative crops that lack established market channels. Advantages of using a trader include avoiding liability claims and insurance fees, as well as avoiding having to find buyers and/or develop the market oneself. In many cases traders will give growers advice on how to produce and harvest a top-quality organic crop. Disadvantages include the share of value retained by the trader, possibly slow payment, and possible failures to honor the contract. In addition, growers on contract will not be able to take advantage of favorable price changes. However, farmers are protected from price drops, such as those occurring with soybeans in the fall of 2001. If the producer is financially able to assume some risk, he or she may be better off contacting several buyers to find out which crops they are contracting, then growing the crops independently and selling them at harvest to one or more of the buyers. To assure quality, some buyers are moving away from buying on the open market to strictly contract production systems.

Communication with buyers, as we've seen, is critical for producers in determining what to plant, how to fit it into their rotation plan, and how to grow and harvest the crops. Both producer and buyer need to carefully consider all terms of the contract before signing. Understanding the standards and terms specified is vital. For example, farmers need to understand that grading standards for grains destined for human consumption are higher than standards for feed grains, resulting in higher dockage when cleaned (3).

The producer, in particular, should learn about the legal aspects of contract production and know what his or her options for legal recourse are in case a buyer violates the agreement. Information on evaluating contracts, including templates, is available at <http://web.aces.uiuc.edu/value/contracts/contracts.htm>.

Does Organic Pay?

Brian DeVore, writing in the Land Stewardship Letter (8), says the consensus seems to be that going organic alone is not, in and of itself, enough for economic sustainability. Downward trends in organic premiums are to be expected, as more farmers get into organic growing for the money. Prices for organic grains have been running at double the conventional prices, and organic oilseeds, particularly soybeans, at triple the conventional prices (9). Premiums for some crops are falling as more farmers get into organic, but farmers who can ride out the transitional years still have opportunities to increase their income. There are also certain crops in increasing demand, for which premiums are actually rising. However, for many farmers who lease rather than own land, going organic can be a tough sell to landowners and to bankers.

The sample prices shown in Table 1 are tempting but do not reveal the whole story. Farmers are having more difficulty getting contracts to grow some of the specialty grains, such as blue corn. Lynn Clarkson says, "There is a definite limit to the ability of niche markets to absorb all the available supply. Open-market farm production tends to rapidly destroy the price advantages. Contract production tends to regulate supply to what the market can absorb and thus retains the premiums for longer than open-market production." Many farmers are also discovering that they need to take on more of the burden of marketing organic crops, rather than just taking their crops to the local elevator. Like all identity-preserved grains, organic grains offer an opportunity for farmers to add value, but that added value doesn't come easy.

Table 1. Sample Farmgate Prices for Organic Grains (9).		
Grain	October 2000	July 2001
Yellow Corn	\$ 3.10/bu	\$ 3.30/bu
Blue Corn	\$ 8.64/bu	\$ 8.64/bu
Buckwheat	\$ 0.16/lb	\$ 0.16/lb
Soft Red Wheat	\$ 5.50/bu	\$ 5.50/bu
Soybeans (Vinton)	\$16.00/bu	\$20.00/bu

Clarkson says that prices in the organic marketplace can be difficult to determine because of nondisclosure practices. He suggests that farmers make four or five phone calls to get a feel for appropriate prices before selling their grain. He advises growers to contract a significant portion of their production before planting. Those contracts should be for acres of ground in production, not bushels of crop produced, to prevent shortfalls at harvest time in a bad year. It is probably wise not to contract all acreage, and to keep revenue sources somewhat diversified (10).

Clarkson also says that foreign competition is creeping into the organic grain market. Several grain legumes are coming into the U.S. at lower than domestic prices already. Some buyers still prefer to buy domestic grain, however, and price premiums may hold up for some buyers as long as the spread does not grow too large. Clarkson advises growers to contract with a licensed dealer that is covered by state insurance, to avoid the possibility of selling a crop and not being paid for it. Clarkson Grain company contracts with growers in 20 states for organic grain production.

Farmers benefit by building relationships with buyers as they compete for contracts. One farmer compares finding buyers to going on job interviews (11). Rather than searching for contracts on the Internet, the farmer says, one needs to dress and act professionally and meet with buyers in person. By the time a contract is offered on the Internet, it's likely that everyone is already doing it and the low bid will get the contract—often for less than the costs of production. This farmer estimates his success rate at 20%. Buyers look for farmers who are in the right location with the right equipment and infrastructure. Beyond these basics, buyers also prefer to deal with farmers who have a good attitude and are sensitive to client needs.

In addition to developing relationships with buyers, farmers also need to develop a good relationship with their banker. The organic market is not as liquid as the conventional market. Organics do not have a spot market in which farmers and bankers can immediately turn grain to cash (10), and bankers need to understand that they may not get proceeds from crops for up to a year or more in some cases.

Factors that weigh against going organic may include difficulty locating affordably priced labor for cultivation, and heavy investments already made in conventional agricultural methods. Many growers feel that the higher profits available with organics do not compensate for the added risks. Price discounts for poor-quality grain and payment risk are factors that should be considered by growers. A concern of some experienced growers is that new growers, inexperienced in marketing, will sell products too cheaply and depress the market for all growers.

In addition, difficulty in organically producing the desired varieties with consistent quality have caused many farmers to be unable to sell all their grain or to sell it for less than maximum price. (The

advent of organic feeder markets, though, means that almost any variety or hybrid can find a buyer, though not necessarily at food-grade prices.) In many areas of the country, especially the southeast, climate plays into a much heavier weed, pest, and disease burden than that borne by Western producers, making organic farming much costlier and thus less competitive with Western products. Even the Lundberg rice growers of California, the nation's largest producers of organic rice, say that organics make up only 55 to 60% of their total sales. Despite ever-increasing sales, problems managing weeds organically forced the Lundbergs to cut back their organic production for several years (12).

Another difficulty facing organic farmers is that many crops required for correct organic husbandry have an extremely limited market. Crops such as buckwheat, rye, and oats are important in crop rotations and as cover crops, but may be difficult to sell in some areas, even without an organic premium. Some soybean buyers, recognizing this problem, are beginning to contract for some of the "other" crops in the rotation.

Cooperative or Collaborative Marketing

The additional labor and management required to meet quality and delivery specifications, as well as investments in cleaning and storage equipment, represent possible marketing costs that could eat into premiums. Transportation costs may be substantial if certified cleaning plants or points of delivery are located far from the farm. The need to invest in storage facilities and the costs of transportation may make cooperative marketing more attractive.

Organic Feed Grain Production

Increasing interest in organic production of livestock has led to an increase in demand for organic feedstuffs. Typically, premiums for organic feed grains are about 30% over conventional (13). Recently, increased feed demand across the country has resulted in some shortages and high prices for organic grains. You may be able to sell organic feed-grade grain directly to local organic livestock producers or to organic feed companies, as well as to brokers. If you do your own grain cleaning, be aware that the screenings also have value as feedstuff (2). You may want to contact one of your state organic groups to locate organic livestock producers in your area who may need grain, if there are no organic feed-milling companies in your area. ATTRA maintains a list of organic feed suppliers, available on request.

Adding Value through On-farm Processing

On-farm or cooperative grain processing, either for human or animal consumption, is another marketing option. Processing can range from cleaning and bagging to milling flour or feed, to producing baked goods from your grain. ATTRA has other publications on value-added processing available on request. Adding value also adds additional costs. Depending on the type of activity, the producer may need to make considerable investments in equipment and time. If interested in doing his or her own cleaning and bagging to sell directly to the end user, for example, the farmer may need to purchase equipment such as small cleaners, fanning mills, and a gravity table. Liability insurance will be a must.

In summary, organic grains can be successfully marketed at premium prices. To achieve the best prices growers need to focus on quality standards, be able to store the crop if necessary, be able to contract most of their crop to reliable buyers, and practice overall good management.

References:

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American Health & Nutrition
3990 Varsity Drive
Ann Arbor, MI 48108
FAX: 734-677-5572 or 734-677-5574
E-mail: ahn@organictrading.com
<http://www.organictrading.com/>
- 2) Swenson, Andrew and Brad Brummond. 2000. Projected 2000 Organic Crop Budgets for South Central North Dakota. North Dakota Cooperative Extension. March.
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Clarkson Grain Company, Inc.
320 East South Street
PO Box 80
Cerro Gordo, IL 61818-0080
800-252-1638
217-763-2861
E-mail: cgc@novanet1.com
<http://www.clarksongrain.com/>
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http://www3.sympatico.ca/homestead.organics/letter_4.htm .
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- 12) Feder, Barnaby, J. 2000. Organic Farming: Seeking the Mainstream. New York Times Sunday Business Section. April 9. <<http://www.purefood.org/Organic/organicboom.cfm>>.
- 13) Poole, Terry. No date. High-Value Enterprises. University of Maryland Cooperative Extension Service, Fact Sheet 20.

Further Resources

- **Information**

Illinois Specialty Farm Products provides information on contract evaluation for specialty grains, strategic planning, specialty corn and soybean technology, specialty corn and soybean markets, and more. They have nice publications on organic food-grade soybeans and organic corn which include recommended management practices and a sample partial budget analysis. They also maintain lists of buyers for the different crops. This information is available at their website <<http://www.aces.uiuc.edu/value/>>. For those without Internet access, contact:

Burton E. Swanson
Project Director
Department of Agricultural and Consumer Economics
1301 West Gregory Drive
Urbana, IL 61801
217-244-6978
FAX: 217-333-5835
E-mail: swansonb@uiuc.edu

North Dakota Cooperative Extension has some very good budgets and planning information for a variety of organic field crops online at

<<http://www.ext.nodak.edu/extpubs/agecon/ecguides/sc-org.htm>> .

For those without Internet access, contact:

Distribution Center, NDSU Extension Service
Morrill Hall, P.O. Box 5655
North Dakota State University
Fargo, ND 58105-5655
701-231-7882
FAX: 701-231-7044
E-mail: dctr@ndsuent.nodak.edu

NC+ Organics is a supplier of organic row crop seed and offers some helpful information on growing and marketing organic grains in their newsletter and their online forum <<http://ncorganics.com/index.htm>>. If you don't have Internet access, contact:

NC+ Organics
3820 N 56th St.
Lincoln, NE 68504
800-279-7999

- **Organic Grain Dealers**

Following is a list of some organic grain buyers. This list is by no means complete, but should serve as a starting point for locating buyers.

AgFinder
10730 Pacific, Suite 12
Omaha, NE 68114
402-391-1023
FAX: 402-391-0896
E-mail: agfinder@radiks.net

American Health & Nutrition
3990 Varsity Dr.
Ann Arbor, MI 48108
Tel: 734-677-5570
FAX: 734-677-5572 or 734-677-5574
E-mail: ahn@organictrading.com
<http://www.organictrading.com/>

Arrowhead Mills
110 South Lawton Ave.
PO Box 2079
Hereford, TX 79045
806-655-0887
FAX: 806-364-1068
E-mail: dholling@hain-celestial.com

Ciranda, Inc.
1309 7th St.
Hudson, WI 54016
715-386-1737
FAX: 715-386-3227
E-mail: info@ciranda.com
<http://www.ciranda.com>

Clarkson Grain Company, Inc.
320 East South Street
PO Box 80
Cerro Gordo, IL 61818-0080
800-252-1638
217-763-2861
E-mail: cgci@novanet1.com
<http://www.clarksongrain.com/>

Heartland Organic
219 SW 2nd , PO Box 39
Stuart, IA 50250
515-523-1888
E-mail: homc@heartlandorganic.com

Integrity Mills, Inc.
616 6th Ave. W
Cresco, IA 52136
319-547-5827
FAX: 319-547-5920

Kreamer Feed, Inc.
PO Box 38
Kreamer, PA 17833
800-767-4537
E-mail: krefeed@ptd.net
<http://www.kreamerfeed.com>

McGeary Organics Inc.
PO Box 299
Lancaster, PA 17608
800-624-3279
FAX: 717-394-6931
E-mail: Sales@mcgearyorganics.com
<http://www.mcgearyorganics.com>

New Horizon Commodities-1
7723 Hwy 63
St. Marys, KS 66536
785-535-2010
FAX: 785-535-2007

New Horizon Commodities-2
16030 Neal St.
Amarillo, TX 79118
806-655-0887
<http://www.newhorizoncommodities.com>

Pacific Soybean and Grain
1 Sutter St., Suite 300
San Francisco, CA 94104
888-276-9232
FAX: 415-433-9494
E-mail: info@pacific.com

Profiseed-International
1691 Highway 65
Hampton, IA 50441
800-809-3493

Scoular Grain
2027 Dodge St.
Omaha, NE 68102
800-488-3500
FAX: 402-342-4493
E-mail: gleigtag@scoular.com
<http://www.scoular.com>

Stonebridge Ltd.
3826 Cedar Heights Drive
Cedar Falls, IA 50613
319-277-4277
FAX: 319-277-4274
E-mail: time@stonebridgeltld.com
<http://www.stonebridgeltld.com>

SK Food International
4749 Amber Valley Parkway, Suite 1
Fargo, ND 58104
701-356-4106
FAX: 701-356-4102
E-mail: skfood@skfood.com
<http://www.skfood.com>

Sunrich, Inc.
PO Box 128
Hope, MN 56046
800-342-6976
FAX: 507-451-2910
E-mail: lavernek@sunrich.com
<http://www.sunrich.com>

Buyers in the Upper Midwest are listed on the Minnesota Department of Agriculture's website:
<http://www.mda.state.mn.us/esap/organic/orgbuyers.pdf>

Buyers for organic corn and soybeans are listed at the Illinois Specialty Farm Products website:
<http://www.aces.uiuc.edu/value/>

More companies and cooperatives dealing in organic grains for food and feed can be found in the Organic Trade Association's Online Directory: <http://www.ota.com/>

For more information on finding buyers, including print directories for those without Internet access, request ATTRA's publication *Organic Marketing Resources*.

- **Organic Marketing Agency in Common**

Marketing agencies-in-common (MACs) are organized by groups of cooperatives to coordinate marketing and other value-added services for the cooperatives. Each individual cooperative retains control and ownership of its assets and is usually responsible for its own management. The MAC often provides marketing services that individual cooperatives cannot afford by themselves. Organic Farmers' Agency for Relationship Marketing (OFARM) is a marketing agency in common of six marketing co-ops for organic grains. Contact:

Lu Ann Robinson
National Farmers' Organization
2505 Elwood Drive
Ames, IA 50010
515-292-2000
E-mail: lrobinson@nfo.org

- **GMO Test Kit Manufacturers**

Envirologix
55 Industrial Way
Portland, ME 04103
207-797-0300
<http://www.envirologix.com>

Neogen Corporation
620 Leshner Place
Lansing, MI 48912
517-372-9200
FAX: 517-372-0108
E-mail: neogen-info@neogen.com
<http://www.neogen.com>

Strategic Diagnostics, Inc.
111 Pencader Drive
Newark, DE 19702-3322
302-456-6789
<http://www.sdix.com>

- **GMO Testing Laboratories**

Biogenetic Services, Inc.
801 32nd Ave.
Brookings, SD 57006
605-697-8500 / 800-423-4163
FAX: 605-697-8507
E-mail: info@biogeneticservices.com
<http://www.biogeneticservices.com>

California Seed & Plant Lab, Inc.
7877 Pleasant Grove Rd
Elverta, CA 95626
916-655-1581
FAX: 916-655-1582
E-mail: Randhawa@calspl.com
<http://www.calspl.com>

CII Laboratory Services
10835 Ambassador Drive
Kansas City, MO 64153
816-891-7337
FAX: 816-891-7450
E-mail: ciisvc@ciilab.com
<http://www.ciilab.com> (also available in Spanish)

Dupont Qualicon
Bedford Building
3531 Silverside Road
Wilmington, DE 19810
800-863-6842
FAX: 302-695-5301
E-mail: info@qualicon.com
<http://www.qualicon.com>

GeneScan USA
101 Woodland Hwy.
Belle Chasse, LA 70037
504-393-5290
FAX: 504-393-5270
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