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Organic Agricultural Products: Marketing and Trade Resources, Guide 4

Guide to Organic Marketing and Trade Research Tools Online

Compiled by Mary V. Gold
Alternative Farming Systems Information Center
National Agricultural Library

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Organic Agricultural Products: Marketing and Trade Resources Series

This research guide is one of seven in a series. Each guide is a subject-oriented compilation that focuses on a separate type of information or research source. Sources cited in each guide were selected based on their applicability to U.S. organic production and enterprises; ready availability, especially those that are free and online; and timeliness - most sources were created or updated within the past five years.

These compilations are not intended as definitive guides to Federal regulations and rules or to developing a fail-proof business or marketing plan. They will, however, lead the researcher to primary resources and agencies that impact organic marketing, import or export enterprises. Research beyond cited sources, for any marketing or trade project, is highly recommended. Although every effort has been made to provide the most current and correct information available, the author and the National Agricultural Library assume no liability for the accuracy or completeness of the information resources presented.

Titles in this series are:

1. *Guide to U.S. Organic Marketing: Laws and Regulations*

U.S. Federal laws and regulations; state laws and regulations pertinent to marketing organic products; other organic-related certification programs; selected background documents about U.S. standards; general Federal food-related labeling and regulatory programs and information; general state food-related labeling and regulatory programs and information; related food safety resources

2. *Guide to International Trade in Organics: Laws and Regulations*

Exporting and importing organic products - U.S. regulations and information sources; selected international organic-specific law and policy sites; general U.S. export and import regulations, certifications and information; selected international general food law and policy sites

3. *Guide to Organic Marketing and Trade How-to Publications*

Organic-specific marketing guides; direct farm marketing guides; selected general agricultural marketing guides; selected organic business guides and enterprise budgets

4. *Guide to Organic Marketing and Trade Research Tools Online*

Internet portals, cyberguides and news services; business directories and commodity trading sites; organic price indexes; literature guides: catalogs, bibliographies and bibliographic databases

5. *Guide to Organic Marketing and Trade Periodicals, Calendars and Trade Shows*

Trade and marketing magazines and e-zines; market research journals; selected events calendars and organic food trade shows

6. *Guide to Organic Market, Industry and Consumer Studies* (2004-2008)

Bibliography of publications with links to abstracts or full text

7. *Guide to Organic Marketing Support Organizations*

Selected national support groups and resources; where and how to find additional support

These guides are available online at <http://www.nal.usda.gov/afsic/pubs/pubsindex.shtml>

For more information, or to request print copies, contact the Alternative Farming Systems Information Center – details on the back panel of this publication.

Guide to Organic Marketing and Trade Research Tools Online

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Guide to Organic Marketing and Trade Research Tools Online

Internet Portals, Cyberguides and News Services

Cyberguides, portals and news services are created to provide “one-stop information” access for specific business or education purposes. These sites usually organize and point to a variety of external sources as well as content created especially for site users. Many are commercial in nature and serve as sales and marketing tools; some require registration and/or fees for use of some materials.

1. Agribusiness Online.

Fintrac, Inc.

Homepage: <http://www.agribusinessonline.com/> (accessed 1/23/08)

Description: A free service by Fintrac Inc. to disseminate market intelligence and new technologies to farmers and other agribusinesses worldwide. Access: market prices (wholesale market prices for fresh produce updated daily), crop guides, market guides, web directory, industry events, regulations (including grades and standards used in the North American and European fresh and processed industries, as well international standards from the EU and CODEX Alimentarius) and selected statistics. Fully searchable; some sections of the site not updated since 2004.

2. Agricultural Marketing Resource Center (AgMRC): An Information Resource for Value-Added Agriculture.

Iowa State University.

Homepage: <http://www.agmrc.org/> (accessed 1/23/08)

Description: This site contains a wealth of original and referenced resources in the form of commodity profiles, market reports, literature reviews, link pages, directories, a newsletter, calendar of events, and more. There is also an “Ask a Specialist” option. Significant direct marketing and organic coverage: organic food trends, organic crop and meat profiles. Of special interest are directories of: *USDA-funded Agricultural Innovation Centers*; State resources/contacts for value-added agriculture information; value-added agricultural consultants and service providers; and value-added agricultural businesses.

3. Agriculture Network Information Center (AgNIC): AgEcon Search: Agricultural and Applied Economics Resources on the Internet.

University of Minnesota, McGrath Library.

Homepage: <http://agecon.lib.umn.edu/AgNIC/> (accessed 1/23/08)

Description: Cyberguide/directory to reference and statistical data resources, full text resources and professional organizations online including many pertinent to agricultural marketing and agricultural trade.

4. Center for Cooperatives.

University of Wisconsin.

Homepage: <http://www.uwcc.wisc.edu/> (accessed 1/23/08)

Description: Cyberguide to information about cooperatives (including marketing and farmers’ cooperatives) including full text publications, domestic and international news stories, an events calendar and more.

5. Cooperative Grocer’s Information Network (CGIN).

Homepage: <http://www.cgin.coop/> (accessed 1/23/08)

Description: The Cooperative Grocers’ Information Network (CGIN) is a collaborative association of North American retail food co-ops to help them share information and resources. CGIN currently offers three primary services: listserv for members, CGIN Idea and Resource Exchange (including basic resource library - featuring over 600 sample forms, articles, training materials, policy manuals, brochures, and other items, and general web pages and information, and an events calendar), and pages of general web pages and information. Some content limited to paid subscribers.

6. *Food Marketing and Processing (FoodMAP).*

North Central Initiative for Small Farm Profitability.

Homepage (temporarily unavailable 1/30/08): <http://www.foodmap.unl.edu/> (accessed 1/30/08)

Description: “A comprehensive clearinghouse of marketing and processing information on identifying new markets, learning about alternative agriculture opportunities, locating processing equipment, understanding processing requirements and ingredients and finding information on a large variety of other topics.” [Web site]

7. *FoodUSA, FoodNavigator.Com.*

Decision News Media SAS.

Homepage: <http://www.foodnavigator-usa.com/> (accessed 1/23/08)

Description: “Breaking News on Food & Beverage Development.” [Web site] News articles focus on “Science & Nutrition,” “Financial & Industry,” and “Legislation” There is also a comprehensive catalog of purchasable market reports (including many on organic) and access to many related e-newsletter on related food topics. Fully searchable: 457 items retrieved on this site using search term, “organic” 1/23/08.

8. *FruitNet.Com - The Global Fresh Produce Portal.*

Eurofruit Magazine (UK) and Fruchthandel Magazine (Germany).

Homepage: <http://www.fruitnet.com/> (accessed 1/23/08)

Description: European-based “information portal for the global fresh fruit and vegetable business.” [Web site] Links to current newstories and business tools, plus information about “Key Trade Events,” “Data and Statistics” (including country profiles, market prices and trade regulations), transportation “Logistics,” “Policy,” and “Tradesites.”

9. *Gourmetretailer.Com.*

Homepage: <http://www.gourmetretailer.com/gourmetretailer/index.jsp> (accessed 1/23/08)

Description: “GourmetRetailer.com is a Web site created for retailers in the specialty food and housewares industries... find the latest industry news, trade show dates and information, links to industry associations, web-exclusive articles, and a searchable archive of hundreds of articles from *The Gourmet Retailer* print edition.” [Web site] 181 items retrieved using search term, “organic” 1/23/08.

10. *HerbWorld Online: Herbal Business Tools.*

Homepage: <http://www.herbworld.com/> (accessed 1/23/08)

Description: “The Herb Growing and Marketing Network is the largest trade association specifically for the herb industry with around 2000 members in existence since 1990. We are an information service for our members offering material on anything related to being in an herb business.” [Web site] Access to Herbal Green Pages directory (partial listings); Herb Associations directory and Herb calendar is free.

11. *Horticultural Business Information Network: A Guide to Strategically Managing Green Industry Firms.*

Texas A&M.

Homepage: <http://hbin.tamu.edu/> (accessed 1/23/08)

Description: Directory of online resources. Topic areas include the organic market, direct marketing and value added.

12. *Just-Food.Com: Business Knowledge Providers.*

Homepage: <http://www.just-food.com/> (accessed 1/23/08)

Description: This UK Web site offers news articles, newsletters, business listings, trading information, job listings and access to over 1500 reports, books and research products from leading market information providers. Full access is by paid subscription.

13. *NaturalFoodNet.*

Natural Food Network.

Homepage: <http://www.naturalfoodnet.com/nfnportal/index.aspx> (accessed 1/23/08)

Description: Site includes free access to back issues of *Natural Food Network Magazine*, current news items and “Find a Supplier” searchable directory. Current business intelligence reports and magazine articles are available by paid subscription.

14. ***Nutritional and Natural Products Industry Center: NPI Center.***

Nutritional and Natural Products Industry Center.

Homepage: <http://www.npicenter.com/> (accessed 1/23/08)

Description: “Online information resource for professionals in the nutraceutical, nutritional, dietary supplement, cosmetic, and food industries... features a database of over 14,000 companies and their products and services, news updated as frequently as every five minutes, daily and weekly e-newsletters, a Career Center, discussions, articles, product showcase and much more.” [Web site]

15. ***The Organic Cotton Site.***

Sustainable Cotton Project.

Homepage: <http://www.sustainablecotton.org/> (accessed 1/23/08)

Description: “This site is dedicated to all the farmers, manufacturers, activists, retailers and others who are devoting their energies to making organic cotton a viable agricultural and economic alternative.” Site includes online news articles; “Designing and Manufacturing with Organic Cotton” links; and access to the *Organic Cotton Directory*.

16. ***Organic Exchange.***

Homepage: <http://www.organicexchange.org/> (accessed 1/23/08)

Description: “Organic Exchange is a 501(C)(3) charitable organization committed to expanding organic agriculture, with a specific focus on increasing the production and use of organically grown fibers such as cotton.” [Web site] Site includes presentations and lists of information resources as well as searchable directories for consumers (brand names, etc.) and for business services, e.g. manufacturing and marketing expertise, products and services.

17. ***Packaging World: Packworld.Com.***

Summit Publishing.

Homepage: <http://www.packworld.com/> (accessed 1/23/08)

Description: Site offers access to an online Buyer’s Guide, research reports and current and archived articles from the magazine. Fully searchable: 222 items retrieved using search term, “organic” 1/23/08.

18. ***Resources for Small Food Processors and Potential Entrepreneurs.***

Pennsylvania State University, Department of Food Science.

Homepage: <http://foodsafety.psu.edu/processor/resources.htm> (accessed 1/23/08)

Description: Food Entrepreneur Resources: Linked resources arranged in categories: “Making the Decision to Become a Food Processor;” “Resources for Starting a Food Business;” “Regulations for Food Processors;” “General Microbiology and Food Safety;” “Best Practices for Safe Production of Foods;” “Food Processing Technology;” “Food Testing Laboratories;” “Equipment and Packaging Resources;” “Food Processing Incubators;” “Direct Marketing Opportunities and Farm Alternatives;” “University Assistance Centers for Food Entrepreneurs.”

19. ***Where to Find Information for Doing Marketing and Business Studies***, by Mary Holz-Clause.

Agricultural Marketing Resource Center (AgMRC), 2003.

Full text: <http://www.agmrc.org/agmrc/business/startingbusiness/wheretofindinformation.htm> (accessed 1/23/08)

Internet Portals, Cyberguides and News Services: Government Sources

20. ***NAL Marketing and Trade.***

USDA, National Agricultural Library (NAL).

Homepage: http://riley.nal.usda.gov/nal_display/index.php?info_center=8&tax_level=1&tax_subject=5 (accessed 2/1/08)

Description: Portal provides links to USDA programs, data and statistics, marketing and consumer research, marketing assistance, price support programs, trade and distribution and trade policy and agreements.

21. ***RIC Community Development Resources: Business*** .

USDA, National Agricultural Library (NAL), Rural Information Center (RIC), 2005.

Homepage:

http://ric.nal.usda.gov/nal_display/index.php?info_center=5&tax_level=2&tax_subject=211&level3_id=0&level4_id=0&level5_id=0&topic_id=1152&&placement_default=0 (accessed 1/23/08)

Description: Links to business sources with particular relevance to rural enterprises. Includes how-to-start a business, business plans, statistical data and where to look for funding with state and local contacts.

22. ***RIC Small Farm Funding Resources***.

USDA, National Agricultural Library (NAL), Rural Information Center (RIC).

Full text: <http://www.nal.usda.gov/ric/faqs/farmfaq.htm> (accessed 1/23/08)

Description: Includes links to resources about “Developing a Farm Business Plan,” “Financial and Planning Resources,” and “Funding and Program Assistance.”

Business Directories and Commodity Trading Sites

Using online directories and trading sites has become essential for both consumers and sellers. They provide contacts and market information for any number of business, trade and marketing activities. Both directories and trading sites often offer free listings and market exposure for sellers and buyers at all levels. In addition, they can be used in informal market research – what are consumers looking for, what are competitors offering, what are typical prices, which products are plentiful and which are in demand.

23. ***All Organic Links***.

Homepage: <http://www.allorganiclinks.com/> (accessed 1/23/08)

Description: “The sole purpose of AllOrganicLinks.com is to connect users with businesses that support organics and a healthier planet.” [Web site] Consumer-oriented, the site’s online listings also include associations and organizations, brokers, consultants, distributors, eco- marketplaces, growers, importers and exporters, ingredient suppliers and manufacturers, organic fibers, organic events, supplies and services, and USDA accredited certifying agents.

24. ***Annual Guide to Food Industry Services***.

Institute of Food Technologists (IFT).

Homepage: <http://servicesdirectory.ift.org/cms/> (accessed 1/23/08)

Description: “The IFT Services Directory catalogs and describes services rendered by individuals, companies, and associations on a contract or fee basis... The 2007 Services Directory was published in the March 2007 issue of Food Technology magazine.” [Web site] Topical categories include: ingredients/product formulation, laboratory, marketing, plant/processing/packaging, regulatory and services. Fully searchable; 14 companies retrieved using the search term, “organic.” 1/23/08.

25. ***Certified Organic Food Directory 2007-08***.

Natural Food Network, 2007. 475p.

Information/abstract only: <http://www.naturalfoodnet.com/nfnportal/commerce/productDetail.asp?pid=890> (accessed 1/23/08)

Description: “Directory includes contact information for every USDA certified supplier in the U.S. and Canada... features a full-company index with sections on certified growers, manufacturers, suppliers of machinery & materials, brokers, wholesalers and distributors, importers and exporters, service and support companies and certifying agents.” [Web site]

26. Co-Op America's Green Pages Online.

Co-op America. *Note:* Also available in print format.

Homepage: <http://www.greenpages.org/> (accessed 1/23/08)

Description: National directory of screened green and Fair Trade businesses. Consumer oriented; searchable by state, keyword and product category; includes "Food products - organic" (124 listings, 1/23/08).

27. Directory for Organic Cotton and Organic Cotton Products.

PAN Germany.

Full text: <http://www.organiccottondirectory.net/> (accessed 1/23/08)

Description: Search for processors, certifiers, consultants, associations, products and more by country or internationally.

28. Directory of Flower and Herb Buyers: Marketing Botanicals from the Farm or Wild, by Jeffrey

Goettemoeller. 7th edition.

Prairie Oak Publishing, 2007.

Information/abstract only: http://www.prairieoakpublishing.com/index.php?pr=Herb_Buyers_Directory (accessed 1/23/08)

Description: Listings for 37 companies "looking for more than 400 species of floral and herbal botanicals including roots, leaves, blossoms, nuts, seeds, fruit, barks, and more." [Web site]

29. The Directory of Organics in Canada.

Canadian Organic Growers (COG), 2005. *Note:* Also available in French.

Homepage: <http://www.cogdir.ca/> (accessed 1/23/08)

Description: Contacts for certifiers, suppliers, research organizations, etc.

30. The Eat Well Guide.

Institute for Agriculture and Trade Policy (IATP); Global Resource Action Center for the Environment (GRACE); Sustainable Table.

Homepage: <http://www.eatwellguide.org/index.cfm> (accessed 1/23/08)

Description: "Free online directory of nearly 9,000 farms, stores, restaurants and other outlets that offer sustainably-raised meat, poultry, dairy, and eggs in the United States and Canada." [Web site]

31. Farmers' Market and Store Finder.

Organic.org; Foerstel Design.

Full text: <http://www.organic.org/storefinder> (accessed 2/1/08)

32. FarmWorld Agricultural Exchange (FAE) .

Homepage: <http://www.farmworld.com/exchange/index.html> (accessed 2/1/08)

Description: FAE "is a membership based worldwide information exchange for those companies and individuals who buy/sell/trade commodities, materials, goods and services relevant to this industry." Adding/accessing listings is a free service; a valid email address is required. Listing categories include: commodity crops; grain; oil seed crops; used agricultural equipment; citrus fruits; orchard fruit; berries; garden vegetables; melons, squash and cucumbers; flavorings, herbs and spices; nuts; food & beverage/restaurants; flowers and trees; fodder crops; and numerous livestock categories. Site also includes directories to associations, trade publications, business exchanges and trade businesses and Web links; a calendar of events and job listings.

33. FITA Global Trade Portal.

Federation of International Trade Associations (FITA).

Full text: <http://www.fita.org/webindex/> (accessed 1/23/08)

Description: "The FITA Global Trade Portal is the source for international import export trade leads, events, and links to international trade (export import) related Websites." [Web site] Site includes a comprehensive searchable database of more than 8000 annotated and indexed. international import/export trade web resources.

34. **Food Cooperative Directory.**

Cooperative Grocer.

Full text: <http://cooperativegrocer.coop/coops/> (accessed 1/23/08)

Description: Search or browse 313 co-ops by state or/or services.

35. **Food Master: Buyers Guide.**

BNP Media. *Note:* Also available in print format.

Homepage: <http://www.foodmaster.com> (accessed 1/23/08)

Description: “An online database listing equipment, ingredients, supplies and services to the food and beverage market. Search over 4,300 product category listings.” [Web site] Search/browse by “Ingredient Companies,” “Equipment Companies,” and “Health and Wellness Companies” or search by product. This site also provides access to other BNP trade magazines and information products.

36. **Food Processors North America 2007.**

E.E Judge Publishing. *Note:* This directory replaces the *Directory of the Canning, Freezing and Preserving Industries*. Available in both book and CD format.

Information/abstract only: <http://www.eejudge.com/> (accessed 1/23/08)

Description: Detailed company information on food processing plants in U.S., Canada or Mexico including canners, glasspackers, aseptic packers, freezers, driers/dehydrators, a trade association list, and a detailed product index.

37. **Food Technology Buyer’s Guide.**

Institute of Food Technologists (IFT).

Homepage: <http://buyersguide.ift.org/cms/> (accessed 1/23/08)

Description: “This website contains company descriptions, products, and full contact information for all the companies who exhibited at the 2007 Food Expo in Chicago, and many others. Browse via category listing [ingredients, laboratory, process, services, packaging] or search a word or phrase.” [Web site] Includes organic.

38. **GreenPeople.**

Homepage: <http://www.greenpeople.org/> (accessed 1/23/08)

Description: Consumer-oriented “searchable database of eco-friendly products: organic food, pet supplies, baby products, beauty products, home improvement, hemp, organic cotton, health products, recycled products.” [Web site] Features free and paid listings; ranks companies as to “Primary category” and then down.

39. **GreenTrade.Net.**

Homepage: <http://www.greentrade.net/> (accessed 1/23/08)

Description: “Greentrade.net is the marketplace reference in the organic industry. It is an international exchange platform for organic producers, manufacturers, and distribution networks.” [Web site] Lists specific “Offers to Buy” and “Offers to Sell.” Site also offer access to news and related organic-industry information products. Registration in and use of most resources are free; full access is by paid subscription.

40. **The Guide: The Packer Produce Availability and Merchandising Guide.**

Packer Magazine, Vance Publishing Corp.

Information/abstract only: <http://www.thepacker.com/TheGuide/TheGuide-about.asp> (accessed 1/23/08)

Description: A 466-page buyer’s guide to sources of fruits, vegetables and specialty items. “It also is a retail merchandising and foodservice guide, providing relevant information for produce handling, storage and use. The book is arranged in alphabetical order, with each commodity highlighted in its own section, offering details on varieties, availability, shipping season and crop volume. Shipper lists provide buyers with sources for each commodity, including organically and conventionally grown products.” [Web site] Organics is included as a separate commodity. Available online or in print. Access is by paid subscription.

41. **Guide to US Organic Certifiers.**

Rodale Institute, New Farm; Organic Farming Research Foundation (OFRF), 2005.

Full text: <http://www.newfarm.org/ocdbt/> (accessed 1/23/08)

Description: A decision-making tool for farmers and marketers. this directory provides various search/browse options: browse all certifier listings (including information about fees, services and inspectors), compare two certifiers, search/select certifiers by attributes.

42. ***Herbal Green Pages.***

Herb Growing and Marketing Network, 2007? 450p. *Note:* Also available as a CD in PDF format or Microsoft Word format.

Information/abstract only (selected listings available): http://www.herbworld.com/green_pages.htm (accessed 1/23/08)

Description: “Guide lists over 6000 herb related businesses and what they do. Listings are alphabetical, by contact person, by state/province/country and by product category. It includes listings of herbal associations, educational programs, publishers, periodicals as well as products of interest to herb businesses (bottle and packaging suppliers, etc.)” [Web site]

43. ***Links Organic: Find an Organic Business.***

Links Organic.

Homepage: <http://www.linksorganic.com/uk/> (accessed 1/23/08)

Description: Search international listings by country, business activity or product; browse by category, including associations, brokers, and marketing/promotion. Plenty of U.S. coverage. Site also includes international food, environment and agriculture news services and forums/blogs.

44. ***Local Food Directories.***

ATTRA - National Sustainable Agriculture Information Service.

Full text: http://attra.ncat.org/attra-pub/localfood_dir.php (accessed 2/1/08)

Description: “This resource offers listings for local food directories and promotional programs, searchable by state.” [Web site]

45. ***Local Harvest.***

Homepage: <http://www.LocalHarvest.org/> (accessed 1/23/08)

Description: Consumer oriented site. Search via clickable map, product category or ZIP code, over 6000 member businesses and organizations to “find local sources of sustainably grown food.” [Web site] Search specifically for CSA farms, organic food, farmers markets and more. Site also includes listings/ordering information for specific farm products, newsletter, reports and a local food events calendar.

46. ***Marketing Guidebook: The Comprehensive Source for Grocery, Drug and Mass Merchant Insights.***

Trade Dimensions International, 2008. *Note:* Available in print, CD and online formats.

Information/abstract only: <http://www.tradedimensions.com/> (accessed 1/23/08)

Description: Published annually. Detailed company coverage of U.S. and Canadian supermarket chains, grocery wholesalers and specialty distributors [Web site]

47. ***Marketing Manual and Web Directory for Organic Spices, Herbs and Essential Oils.***

UNCTAD/WTO, International Trade Centre, 2004. 46p.

Full text: http://www.intracen.org/mds/sectors/spices/manual_2.pdf (accessed 1/23/08)

Description: In addition to offering general marketing and trade guidance, this directory provides contact information for major markets and principal importers, traders in organic essential oils and extracts, producers/exporters (organic essential oils, spices and herbs), equipment manufacturers and consultants, business information services and trade associations and trade fairs. “Though the target audience for this manual is producers and exporters in developing countries and transition economies, it is our hope that it will also prove useful for other companies, organizations and individuals interested in developing export trade in organic spices, herbs and essential oils.” [Web site]

48. ***Natural Foods Merchandiser Online Directory.***

Natural Foods Merchandiser; Penton Media.

Homepage: <http://directory.naturalfoodsmerchandiser.com/> (accessed 1/23/08)

Description: Search or browse listings under distribution services (including advertising assistance, educational materials, and marketing consultation), product categories, regions served, and support services (certification and financial services, packaging, web design, etc.)

49. ***New Farm Farm Locator.***

Rodale Institute.

Full text: <http://www.newfarm.org/farmlocator/index.php> (accessed 2/1/08)

Description: In addition to serving as a local farm consumer directory, this tool provides "Farmer to Farmer" searches that can identify farmers selling commercially to other farmers or farms providing critical farm services. Plans to expand business listings (including those for restaurants, retail stores, institutional buyers and other food businesses) and search formats to enable more direct farmer to business matches are underway (2/1/08)

50. ***The Non-GMO Sourcebook.***

The Organic and Non-GMO Report., Writing Solutions, Inc., 2008.

Information/abstract only: http://www.non-gmoreport.com/books_newsletters/non_gmo_sourcebook.php (accessed 1/23/08)

Description: Published annually; the 2008 edition features over 700 non-GMO suppliers and service providers,

51. ***OMRI Generic Materials List.***

Organic Materials Review Institute (OMRI), 2007. 80p.

Information/abstract only: http://www.omri.org/OMRI_generic_list.html (accessed 1/23/08)

Description: "Catalog of over 900 substances that are allowed, restricted, or prohibited for use in organic agriculture and food processing. Based on the National Organic Program, the list serves as a reference guide for organic farmers, handlers, processors, inspectors, certifiers, agricultural professionals, and all others with an interest in materials for use in organic production." [Web site]

52. ***OMRI Products List.***

Organic Materials Review Institute (OMRI), 2008. *Note:* Also available in print version.

Full text: http://www.omri.org/OMRI_products_list.html (accessed 1/23/08)

Description: "The *OMRI Products List* is a directory of all products OMRI has determined are allowed for use in organic production, processing, and handling." [Web site] View separate directories that list products and suppliers for crop production, products and suppliers for livestock production, and products and suppliers for processing and handling.

53. ***Organic Agriculture Worldwide.***

International Federation of Organic Agriculture Movements (IFOAM).

Full text: http://www.ifoam.org/organic_world/directory/index.html (accessed 1/23/08)

Description: Published annually; directory of the member organizations and associates. Web links to listed organizations are included.

54. ***Organic Export Directory Online.***

Organic Trade Association (OTA). *Note:* Made available in cooperation with the U.S. Department of Agriculture, Foreign Agricultural Service. Also available in French, German, Spanish, Japanese, and Korean.

Homepage: <http://www.usorganicproducts.com/> (accessed 1/23/08)

Description: Search listings of U.S. exporters for: agricultural supplies and services, food and agricultural products and services, textiles and organic fiber products and services; or by company name or business type.

55. ***Organic-Market.Info.***

Homepage: <http://www.organic-market.info/> (accessed 1/23/08)

Description: European-focused "Online magazine for organic trade." [Web site] Site's free resources include an extensive European "Organic Addresses" directory and current "Organic news in brief." Most content available by paid subscription.

56. ***The Organic Pages Online.***

Organic Trade Association (OTA).

Homepage: <http://www.theorganicpages.com/topo/index.html> (accessed 1/23/08)

Description: Provides users "with a quick, easy way to find certified organic products, producers, ingredients, supplies and services offered by OTA members, as well as items of interest to the entire organic community." [Web site] Browse by topic, e.g. international trade, mail order, manufacturing, organic ingredients; or search by keyword.

57. ***Plunkett's Food, Beverage and Tobacco Industry Almanac.***

Plunkett Research, Ltd., 2007. 580p. *Note:* Available in print and CD versions.

Information/abstract only:

<http://www.plunkettresearch.com/Industries/FoodBeverageTobacco/tabid/203/Default.aspx> (accessed 1/23/08)

Description: "Food market research, business analysis, trends analysis, statistics, and competitive intelligence focusing on: food business, beverages business, processed foods business, frozen foods business, groceries, supermarkets, food stores, delivery, specialty foods, gourmet foods, organic and natural foods, nutritionally enhanced foods, snacks, dairy, e-commerce, distribution, genetically-modified GM foods, agribio, imports, exports, globalization and profiles of leading food companies worldwide." [Web site] Site also includes access to online research and news requiring paid subscription.

58. ***Stagnito's New Products Magazine 2007 Suppliers Guide.***

Homepage: <http://www.newproductsonline.com/guide/> (accessed 1/23/08)

Description: Fully searchable: 83 retrieved companies using search term, "organic" 1/23/08.

59. ***Thomas Food and Beverage Market Place.***

Grey House Publishing. *Note:* Available in a three-volume printed set, a subscription-based Website, as well as mailing list and database formats.

Information/abstract only: <http://www.foodmp.com/> (accessed 1/23/08)

Description: Comprehensive listings for "Equipment Manufacturers, Supply and Service Companies (12,000), Transportation Firms (1,000), Warehouse Companies (1,000), Brokers (1,900), Wholesalers and Distributors (5,700), Importers and Exporters (9,700), Industry Information Resources (900). and Food and Beverage Catalog Companies (1,000)." [Web site]

60. ***Upper Midwest Organic Resource Directory.***

Midwest Organic and Sustainable Education Services (MOSES), 2005. *Note:* Also available in print format and as a PDF document (72p.).

Full text: <http://www.mosesorganic.org/umord/directory.htm> (accessed 1/23/08)

Description: "The directory identifies resource groups, certification agencies, suppliers, buyers, processors, consultants, publications and events in seven states: Illinois, Iowa, Michigan, Minnesota, North Dakota, South Dakota and Wisconsin." [Web site]

61. ***Wellness and Organic Ingredients Directory.***

Prepared Foods; NutraSolution; BNP Media. *Note:* Directory is part of the *Food Master Ingredient Directory*, cited above.

Homepage: <http://www.preparedfoods.com/wellnessingredientsdirectory> (accessed 1/23/08)

Description: "Online listing of nutraceutical, functional, and organic ingredients, as well as, listings of suppliers for the natural products industry." [Web site]

Business Directories and Commodity Trading Sites: Government Sources

62. ***AMS Find a Farmers Market in your State: Farmers Market Search.***

USDA, Agricultural Marketing Service (AMS).

Full text: <http://apps.ams.usda.gov/FarmersMarkets/> (accessed 2/1/08)

Description: Search by market name, location and/or forms of payment accepted.

63. ***ERS Subject Specialists Directory.***

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/AboutERS/specialists/> (accessed 1/30/08)

Description: Arranged by topic; site also provides access to the ERS staff directory.

64. **FAS Subject Directory.**

USDA, Foreign Agricultural Service (FAS).

Full text: http://www.fas.usda.gov/scripts/w/fassubj/fassubj_frm.asp (accessed 1/30/08)

Description: Find contact information for subject and program specialists.

65. **FAS U.S. Supplier List.**

USDA, Foreign Agricultural Service (FAS).

Homepage: <http://www.fas.usda.gov/scripts/agexport/ussupplierquery.asp> (accessed 1/23/08)

Description: “The U.S. Supplier List provides foreign buyers with contact information of qualified U.S. Suppliers of food, farm, seafood and forest products.” [Web site] Search options include product type, geographic region served, U.S. state location, “Certified Organic,” and “Natural Food/Non- Certified Organic.”

66. **NASS Commodity Specialist Search.**

USDA, National Agricultural Statistics Service (NASS).

Full text: <http://www.usda.gov/nass/nassinfo/speccomm.htm> (accessed 1/30/08)

Organic Price Reports

Finding current, reliable prices for organic products has been a major challenge for organic marketers until recently. There are now a few services that track this data, at least for specific commodities and in specific markets or regions. USDA has plans to expand price reporting for organic sales in the near future.

67. **Dairy Pay-Price Comparisons (DPPC).**

Organic Farmers’ Agency for Relationship Marketing (OFARM), 2007.

Full text: http://www.ofarm.org/pages/dairypage_one.htm (accessed 1/30/08)

Description: Information per CROPP/Organic Valley Cooperative Regions.

68. **New Farm Organic Price Report (OPR).**

New Farm.

Full text: <http://newfarm.org/opx/> (accessed 1/30/08)

Description: This tool tracks selected prices from USDA Agricultural Marketing Service (AMS) fruit, vegetable, herbs and grain sector reports, comparing organic prices to conventional prices in markets across the country. New Farm’s *Grassroots OPX* service which tracked high and low commodity prices at individual farmers markets during the growing season has been temporarily dropped with plans to reinstate it sometime in 2008 [Greg Bowman, *New Farm* Managing Editor, SANET-MG message, 1/22/08]

69. **Prairie Organic Grain Prices.**

Organic Agriculture Centre of Canada, 2006.

Full text: http://www.organicagcentre.ca/ResearchDatabase/res_mkt_prairie_prices.asp (accessed 1/30/08)

Description: Farm level price and volume data for all major organic crops grown in the three Prairie Provinces, 2004-2006. Commodities covered include various small grains and related crops (quinoa, spelt, etc.), pulses, hays and grasses, oilseeds, hemp and selected herbs.

70. **Recent Canadian Wholesale Prices for Organic Fruit and Vegetables.**

Cyber-Help for Organic Farmers; Rural Capacity Building Through Organic Agriculture (RCBTOA) Project, British Columbia Certified Organic Program.

Full text: <http://www.certifiedorganic.bc.ca/rcbtoa/services/prices.html> (accessed 1/30/08)

Organic Price Reports: Government Sources

71. AMS Eastern Cornbelt Organic Grain and Feedstuffs Report.

USDA, Agricultural Marketing Service (AMS).

Full text: http://www.ams.usda.gov/mnreports/GX_GR120.txt (accessed 1/30/08)

Description: “Weighted Average Report” updated bi-weekly.

72. AMS Fruit and Vegetable Market News (FVMN) Portal.

USDA, Agricultural Marketing Service (AMS).

Full text: <http://marketnews.usda.gov/portal/fv> (accessed 1/30/08)

Description: Reports provide “an exchange of information among growers, shippers, wholesalers, and others on current supplies, demand, and prices of over 400 fresh fruit, vegetable, nut, ornamental, and other specialty crops. Because of the perishable and seasonal nature of fresh fruits and vegetables, prices and supplies fluctuate rapidly from day to day, and even from hour to hour. Thus, fast, timely and impartial reporting of supply, price, and market conditions helps facilitates an efficient marketing system.” [Web site] Some organic product data are included under commodity name (e.g. Pears) in selected city Terminal Market commodity reports. “Run a Custom Report” options allow searching on market location and specific commodity; using your browser, search on the term “organic” within the text of individual reports. Direct access to *Fruit and Vegetable Market News* Text Reports, <http://www.ams.usda.gov/fv/mnocs/fwires.htm> (accessed 1/30/08)

73. AMS Upper Midwest Organic Grain and Feedstuffs Report.

USDA, Agricultural Marketing Service (AMS). *Note:* Developed in partnership with the University of Minnesota, Endowed Chair in Agricultural Systems, School of Agriculture.

Full text: http://www.ams.usda.gov/mnreports/nw_gr113.txt (accessed 1/30/08)

Description: “Weighted Average Report” updated bi-weekly.

74. AMS Weekly Certified Organic Poultry and Eggs.

USDA, Agricultural Marketing Service (AMS).

Full text: <http://www.ams.usda.gov/poultry/mnocs/Miscell.htm> (accessed 1/30/08)

Description: Atlanta, GA, posted weekly. Data includes: Certified Organic Eggs in Cartons (price per carton delivered to first receivers) and Certified Organic Young Chicken (price per pound delivered to first receivers) (Whole Broiler/Fryer, Boneless/Skinless Breast; Bone-in Breast; Whole Legs; Thighs, and Whole Wings).

75. ERS Organic Farmgate and Wholesale Prices.

USDA, Economic Research Service (ERS), 2008.

Full text: <http://www.ers.usda.gov/Data/OrganicPrices/> (accessed 1/30/08)

Description: This 1999-2006 data set contains, “monthly organic and conventional farmgate prices for broccoli and carrots; monthly organic and conventional wholesale (first receiver) prices for poultry (broilers) and eggs; monthly organic and conventional wholesale prices for broccoli, carrots, and mesclun mix; and a limited set of organic prices (and corresponding conventional prices) for other fruits and vegetables from the Boston and San Francisco wholesale markets.” [Web site]

Document Collections, Catalogs, Bibliographies; Bibliographic and Full Text Databases

The sources below offer starting points for delving deeper into the world of marketing and trade tools and documents - both online and in print. See also AFSIC's comprehensive directory of research databases on their Web site at

http://afsic.nal.usda.gov/nal_display/index.php?info_center=2&tax_level=1&tax_subject=288

76. Ag Risk Education Library.

University of Minnesota, Digital Center for Risk Management Education. *Note:* "Major component of USDA's Risk Management Education (RME) program." Funding is provided by USDA Cooperative State Research, Education and Extension Service (CSREES).

Full text: <http://www.agrisk.umn.edu/> (accessed 2/1/08)

Description: The Library includes several major components including: *Ag Risk Library* (Main Library) - this is the core of the Library, containing over 2,000 documents organized by production, marketing, financial, legal, and human risk topics; *Specialty Crop Library* - organized like the Main Library, it contains documents specifically related to specialty crops; *Budget Library* - offering more than 2,750 crop budgets representing over 280 crops and more than 425 livestock budgets. All are available to help producers evaluate alternative enterprises; FINBIN Financial Database - containing actual cost of production data from 3,500 farms representing more than 3.2 million acres of cropland, over 65,000 dairy cows, and more than 900,000 pigs." [Web site] 190 items retrieved using search term, "organic" 2/1/08.

77. AGECON Search - Research in Agricultural and Applied Economics.

University of Minnesota, Magrath Library and the Department of Applied Economics.

Homepage: <http://agecon.lib.umn.edu/> (accessed 1/20/08)

Description: "AgEcon Search collects, indexes, and electronically distributes full text copies of scholarly research in the broadly defined field of agricultural economics including sub disciplines such as agribusiness, food supply, natural resource economics, environmental economics, policy issues, agricultural trade, and economic development." [Web site] Fully searchable: 399 full text items retrieved using search term, "organic" 1/30/08.

78. AMAD Agricultural Market Access Database.

Homepage: <http://www.amad.org/> (accessed 1/23/08)

Description: "The database includes a broad set of information in a format intended to facilitate reference and calculation. There is currently data for 50 countries. More to come. Updates once each year." [Web site] The purpose of this database is to provide a common data set on tariffs, TRQs and imports, as well as the tools for researchers, policymakers, and others to use in analyzing levels of tariff protection in agriculture among WTO Members. [Web site] Available free with required registration/login.

79. E-Answers.

American Distance Education Consortium (ADEC). *Note:* Originally developed by participating universities and Agricultural Communicators in Education (ACE) through a grant from the Cooperative State Research, Education and Extension Service (CSREES-USDA).

Homepage: <http://e-answers.adec.edu/> (accessed 1/30/08)

Description: "E-answers is a dynamic, online resource that brings more than 250,000 [full-text] pages of university information and education into your home or office - when and where you need it. The practical, current, and unbiased information in this site represents the work of Extension Service and Agricultural Experiment Station professionals at more than 50 Land Grant universities throughout the United States." [Web site] Search all areas or search by U.S. Region. 238 items retrieved using search terms, "organic marketing" 1/30/08.

80. Economist Intelligence Unit.

The Economist.

Information/abstract only: <http://www.eiu.com> (accessed 1/30/08)

Description: EIU provides analysis and forecasts on more than 200 countries and eight key industries. Full-text reports and data focus on country analysis - latest developments, analysis and forecasts, economic and market data, risk assessment, operating conditions - and on industry/commodity trends and data. Access is by paid subscription.

81. **Food Industry [Agricultural Marketing Resource Center (AgMRC)].**

Agricultural Marketing Resource Center (AgMRC).

Full text: <http://www.agmrc.org/agmrc/markets/Food/foodindustry.htm> (accessed 1/23/08)

Description: Link to resources “to help you understand and analyze the food industry in terms of value-added markets and industries.” [Web site] Topic categories include: Attribute Marketing; Branded Food Products; Direct Markets; Food Profitability; Food Safety; Industry Structure; International Issues; Labeling Issues; Market Trends; Packaging; Quality Management Systems and Specialty Food.

82. **Food Science and Technology Abstracts (FSTA).**

International Food Information Service (IFIS).

Information/abstract only: <http://www.ifis.org/> (accessed 1/30/08)

Description: Comprehensive bibliographic database of information on food science, food technology and nutrition. Indexes material from over 4600 serial publications published in up to 40 languages. Access is by paid subscription.

83. **Industrial and Applied Microbiology Abstracts (Microbiology A).**

Cambridge Scientific Abstracts.

Information/abstract only: <http://www.csa.com/factsheets/microbiology-a-set-c.php> (accessed 1/30/08)

Description: Bibliographic database covers, “significant findings and practical applications in agricultural, food and beverage, chemical, and pharmaceutical industries.” [Web site] Full access is by paid subscription.

84. **MAC Link List.**

University of Missouri Extension, Missouri Alternatives Center.

Full text: <http://agebb.missouri.edu/mac/links/index.htm> (accessed 1/30/08)

Description: Online database of links to full-text “Extension Guidesheets from some of the top university research centers in the world.” Browse publications by subject categories including several sections covering marketing and organic certification.

85. **MarketResearch.Com.**

Homepage: <http://www.marketresearch.com> (accessed 1/30/08)

Description: Searchable online catalog of thousands of marketing reports from 350 publishers worldwide; each listing includes report description and abstract. 923 report titles retrieved using search term “organic food” items published during the last two years, 1/30/08. Free registration is required to use the catalog; individual reports range in price from hundreds to thousands of dollars.

86. **Organic Eprints.**

Danish Research Centre for Organic Farming (DARCOF)/Research Institute of Organic Agriculture (FiBL).

Homepage: <http://orgprints.org/> (accessed 1/30/08)

Description: “Organic Eprints is an international open access archive for papers related to research in organic agriculture. The archive contains full-text papers in electronic form together with bibliographic information, abstracts and other metadata.” Primarily European sources, most are in English. Searchable database or browse by subject area, country, organization and/or project. Sample topic areas and current number of papers under each (1/30/08): “Food systems” (1453) including “Food security, food quality and human health” (608), “Markets and trade” (429), “Processing, packaging and transportation” (111), “Produce chain management” (74); and “Values, standards and certification” (473) including “Regulation” (144), “Consumer issues” (134), “Quality and evaluation of inputs” (47), and “Technology assessment” (27). [Web site]

87. **Organic-Research.Com - Abstracts Database.**

CABI Publishing.

Homepage: <http://www.organic-research.com/> (accessed 1/30/08)

Description: Bibliographic records and abstracts for over 160,000 organic research reports, articles and books from the last 30 years. International scope; coverage includes marketing, trade and economic issues. Access is by paid subscription.

88. ***OrganicAgInfo.***

Organic Agriculture Consortium (OAC); Scientific Congress on Organic Agricultural Research (SCOAR); Organic Farming Research Foundation (OFRF).

Homepage: <http://www.OrganicAgInfo.org> (accessed 1/30/08)

Description: Searchable/browsable database includes full-text documents and links for “information on production, economic data, research results, farmer anecdotes, certification information, transition strategies, as well as many other subjects related to organic agriculture.” [Web site] Includes significant marketing content.

89. ***Research and Markets.***

Homepage: <http://www.researchandmarkets.com> (accessed 1/30/08)

Description: Comprehensive catalog of international commercial research reports/publications from leading publishers, consultants and analysts. Includes a significant organic food category.

http://www.researchandmarkets.com/categories.asp?cat_id=203 (accessed 1/30/08). Individual reports range in price from hundreds to thousands of Euros.

90. ***Sustainable Agriculture Research and Education (SARE), National Projects Database.***

Homepage: <http://www.sare.org/projects/> (accessed 1/30/08)

Description: Titles, descriptions, dollar amount, years, and investigator information pertinent to all previously and currently funded SARE projects (more than 3500 since 1988) including many that pertain to organic topics. Project abstracts include contact information for investigators. 437 report titles retrieved using search terms “organic” and “marketing” 1/30/08.

91. ***WAICENT Information Finder.***

United Nations, Food and Agriculture Organization (FAO).

Homepage: <http://search.fao.org/opensearch?query=&lang=> (accessed 1/30/08)

Description: Browse by topic or search the entire Food and Agriculture Organization’s Web site; “Specialized Search for Documents enables you to limit the search to documents (taken from the FAO Corporate Document Repository) using specific search fields. For searching the entire FAO bibliography consult the FAO catalogue online. It is possible to include the Consultative Group on International Agricultural Research (CGIAR) documents in the search criteria, as part of the ongoing partnership between FAO and the CGIAR.” [Web site] 6,972 total items retrieved using search terms “organic market” (1/30/08)

Document Collections, Catalogs, Bibliographies, and Bibliographic and Full Text Databases: Government Sources

92. ***FAS Publications and Reports Index.***

USDA, Foreign Agricultural Service (FAS).

Full text: <http://www.fas.usda.gov/info/pubindex/pub-a.asp> (accessed 1/30/08)

Description: FAS reports, fact sheets, special feature reports and circulars indexed in alphabetical order.

93. ***FDA EAFUS: A Food Additive Database.***

U.S. Food and Drug Administration (FDA) Center for Food Safety and Applied Nutrition (CFSAN).

Homepage: <http://vm.cfsan.fda.gov/~dms/eafus.html> (accessed 1/30/08)

Description: Information on “over 2000 substances directly added to food, including substances regulated by the U.S. Food and Drug Administration (FDA) as direct, ‘secondary’ direct, and color additives, and Generally Recognized As Safe (GRAS) and prior-sanctioned substances.” (“Everything” Added to Food in the United States = EAFUS)

94. ***NAL AGRICOLA (AGRICultural OnLine Access).***

USDA, National Agricultural Library (NAL).

Homepage: <http://agricola.nal.usda.gov/> (accessed 1/30/08)

Description: Two searchable bibliographic databases covering agricultural topics, one cataloging book titles, the

other indexing journal articles. Emphasis is on USDA, Experiment Station, and U.S. journal articles. Bibliographic citations only, some with abstracts. 154 books and 493 articles retrieved using search terms, “organic food* OR organic production OR organic certification” AND “market* OR trade” 1/30/08.

95. ***NASS Products and Services.***

USDA, National Agricultural Statistics Service (NASS).

Full text: <http://www.usda.gov/nass/pubs/catalog.htm> (accessed 1/30/08)

Description: Access to *Guide To Products and Services* (Catalog); NASS periodicals and annual reports; *Index of Estimates*; NASS reports by name; NASS electronic products information; *Cropland Data Layer* on CD-ROM; and information on order procedures. NASS sales desk: 1-800-999-6779 from 8:30 a.m.-5 p.m. ET Monday-Friday.

96. ***Organic Aquaculture***, by Stephanie Boehmer, Mary Gold, Stephanie Hauser, Bill Thomas and Ann Young. USDA, National Agricultural Library (NAL), Alternative Farming Systems Information Center (AFSIC), 2005. (AFSIC Notes, 5) *Note:* Also available in PDF format.

Full text: http://www.nal.usda.gov/afsic/AFSIC_pubs/afnotes5.htm (accessed 1/30/08)

Description: Research guide and bibliography focusing on recent publications about certification and marketing issues related to production of organic shellfish, finfish and aquatic plants.

97. ***Organic Farming and Marketing: Publications from the United States Department of Agriculture, 1977-2006***, by Mary Gold.

USDA, National Agricultural Library (NAL), Alternative Farming Systems Information Center (AFSIC), 2006.

Full text: <http://www.nal.usda.gov/afsic/pubs/orgUSDApubs.shtml> (accessed 1/30/08)

Description: Bibliography of documents published directly by U.S. Department of Agriculture Agencies, 1977-2006. Includes links for publications available online.

Data Sets and Statistics

Finding and analyzing statistical data, demographics and market trends play a key role in developing successful business and marketing plans.

98. ***American Fact Finder.***

U.S. Census Bureau.

Full text: http://factfinder.census.gov/home/saff/main.html?_lang=en (accessed 1/30/08)

Description: Reports focus on population, housing, economic, and geographic data.

99. ***AMS Market News.***

USDA, Agricultural Marketing Service (AMS).

Full text: <http://www.ams.usda.gov/marketnews.htm> (accessed 1/30/08)

Description: Reports include information on prices, volume, quality, condition, and other market data on farm products in specific markets and marketing areas. Reports cover both domestic and international markets. Report categories: Fruits, Vegetables, and Specialty Crops; Milk and Other Dairy Products; Livestock, Meats, Grain, and Hay; Poultry and Eggs; Cotton; Tobacco; Transportation; and the National Weekly Pricing Report (Current market prices for major domestic agricultural food products to assist State agencies purchasing for schools and other food assistance programs). [Web site]

100. ***AMS State Marketing Profiles.***

USDA, Agricultural Marketing Service (AMS).

Full text: <http://www.ams.usda.gov/statesummaries/> (accessed 1/30/08)

Description: Data for each state includes: congressional district-by-district agricultural profiles; farmers market operations; agricultural marketing research projects; urban demographics and consumption profiles; and organic agriculture contacts and programs.

101. ***Business Data and Statistics.***

Full text: http://www.usa.gov/Business/Business_Data.shtml (accessed 2/1/08)

Description: Statistics sources categorized by banking, business data and statistics, earnings data and labor statistics, economic analysis, regional information, statistics portals, trade statistics tools and U.S. businesses.

102. ***Census of Agriculture 2002.***

USDA, National Agricultural Statistics Service (NASS).

Full text: <http://www.agcensus.usda.gov/> (accessed 1/30/08)

Description: “The census of agriculture is a complete accounting of United States agricultural production...taken every five years covering the years ending in ‘2’; and ‘7.’” [Web site] The 2002 Census includes organic-specific data pertaining to acreage and commodities sold. Printed copies of the publications in Volume 1 (Geographic Area Series) can be ordered from the National Technical Information Service’s Subscription Sales Order Desk by calling 800 999-6779. A CD-ROM will also be available to extract all Volume 1 data for each county into separate files and thus the ability to create different reports for individual counties. To order a CD-ROM, or for additional information regarding other electronic data products, call or write to NASS Customer Service Center above.

103. ***Consumer Goods Industries.***

International Trade Administration, Trade Development Unit, Office of Consumer Goods (OCG).

Homepage: <http://www.ita.doc.gov/td/ocg/> (accessed 1/30/08)

Description: Contains current and archived Import Sources and Export Destinations statistics for various processed foods and beverages along with Census and industry outlook reports, and a trade events calendar. “Consumer Goods is a division of the Office of Health and Consumer Goods, one of the five offices in the Manufacturing and Services Unit of the International Trade Administration that specializes in responding to the needs of U.S. industries in the international marketplace. Seven Industry Analysts cover 123 of the 459 U.S. Standard Industrial Classifications that combined, account for approximately 1/4th of all U.S. manufacturing.” [Web site]

104. ***County Business Patterns.***

U.S. Census Bureau.

Full text: <http://www.census.gov/epcd/cbp/view/cbpview.html> (accessed 1/30/08)

Description: “County Business Patterns is an annual series that provides subnational economic data by industry. The series is useful for studying the economic activity of small areas; analyzing economic changes over time; and as a benchmark for statistical series, surveys, and databases between economic censuses. Businesses use the data for analyzing market potential, measuring the effectiveness of sales and advertising programs, setting sales quotas, and developing budgets. Government agencies use the data for administration and planning.” [Web site]

105. ***EconData.Net.***

Andrew Reamer and Associates; Impresa, Inc. *Note:* “The site is supported by the Economic Development Administration and the Bureau of the Census of the U.S. Department of Commerce.”

Homepage: <http://www.econdata.net/> (accessed 1/30/08)

Description: This site “aims to be a convenient, comprehensive first stop for anyone searching among the vast, disparate array of public and private data sources on the Web. [Web site] Find data sets by subject or provider, or within external collections. There is also a list of “10 Best Sites,” based on a data user survey and the Web developers’ experience.

106. ***ERS Agricultural Exchange Rate Data Set.***

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/Data/ExchangeRates/> (accessed 1/30/08)

Description: “...data set contains annual and monthly data for exchange rates important to U.S. agriculture. It includes both nominal and real exchange rates for 80 countries (plus the European Union) as well as real trade-weighted exchange rate indexes for many commodities and aggregations. All series are updated every other month.” [Web site]

107. ***ERS Agricultural Outlook: Statistical Indicators.***

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/publications/Agoutlook/AOTables/> (accessed 1/30/08)

Description: “These tables include data on individual commodities, the general economy, agricultural trade, farm

income and expenses, farm prices, food prices and expenditures, and other statistical indicators of the food and agriculture system.” [Web site] Tables replace data formerly provided in *Agricultural Outlook* magazine

108. ERS Data.

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/Data/> (accessed 1/30/08)

Description: Access all ERS data sets. “ERS produces data products in a range of formats, including online databases, spreadsheets, and web files. All products online are available at no charge.” [Web site]

109. ERS Food Consumption Briefing Room.

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/briefing/consumption/> (accessed 1/30/08)

Description: “The types and amounts of food an individual chooses to eat not only affect his or her well-being, but also have implications for society as a whole. The choices of which foods to eat, where to eat, and when to eat are intensely personal, influenced not only by prices and income, but also sociological factors, family structure, time constraints, and Federal food assistance programs, such as the Food Stamp Program.” [Web site]

110. ERS Food CPI, Prices, and Expenditures Briefing Room.

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/briefing/CPIFoodAndExpenditures/> (accessed 1/30/08)

Description: “The Consumer Price Index (CPI) for all food is forecast to increase 3.0 to 4.0 percent in 2008, as retailers continue to pass on higher commodity and energy costs to consumers in the form of higher retail prices...” [Web site]

111. ERS Food Marketing System in the U.S.

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/Briefing/FoodMarketingSystem/> (accessed 1/30/08)

Description: “The U.S. food marketing system links farms to consumers via food manufacturing, wholesaling, and retailing (food stores and foodservice facilities). The cost of marketing services, including transportation, processing, and distribution of farm products, account for a substantial portion of food prices, with the farm value component accounting for the remainder.” [Web site] ERS data and reports on: food and beverage manufacturing; food wholesaling; food retailing; food service; and price spreads from farm to consumer.

112. ERS Foreign Agricultural Trade of the United States (FATUS).

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/data/fatus/> (accessed 1/30/08)

Description: “U.S. trade data are collected by U.S. Department of Homeland Security, U.S. Customs and Border Protection and compiled and distributed by the U.S. Department of Commerce, U.S. Census Bureau using the United States’ Harmonized Tariff Schedule (HTS) of 10-digit codes. Updated trade data are released monthly by the Bureau of the Census. Foreign Agricultural Trade of the United States (FATUS) is a standard USDA aggregation of several thousand HTS codes into 213 agricultural groups most used by the public.” [Web site]

113. ERS North American Free Trade Agreement (NAFTA) Briefing Room.

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/briefing/nafta/> (accessed 1/30/08)

Description: “ERS is the principal USDA agency involved in the preparation of the Department’s Congressionally mandated NAFTA report. ERS also conducts research about various NAFTA-related topics, such as the agreement’s impact on specific sectors of the agricultural economy, ideas for furthering the integration of the member countries’ agricultural sectors, the impact of increased U.S. ethanol production on international grain markets, and cross-border transportation issues.” [Web site]

114. ERS Organic Farming and Marketing Briefing Room.

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/briefing/Organic/> (accessed 1/30/08)

Description: Includes ERS reports, bulletins, data sets and contacts.

115. ERS Organic Production.

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/Data/organic/> (accessed 1/30/08)

Description: “ERS collected data from USDA-accredited State and private certification groups to calculate the extent of certified organic farmland acreage and livestock in the United States. These are presented in 13 tables showing the change in U.S. organic acreage and livestock numbers from 1992 to 2005. Data for 1997 and 2000-2005 are presented by State and commodity. Data for 2000-2005 include the number of certified operations, by State.” [Web site]

116. ERS Outlook Reports.

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/publications/outlook/> (accessed 1/30/08)

Description: These reports “provide current and prospective information on commodity supply, demand, and price conditions. Annual yearbooks include historical data series on acreage, yield, supply, domestic use, foreign trade, and price and topical articles pertinent to understanding the U.S. and global markets.” [Web site] Topics include aquaculture, cotton and wool, feed, floriculture and nursery crops, fruit and tree nuts, livestock, dairy, and poultry, oil crops, U.S. agricultural trade, rice, sugar and sweeteners, tobacco, vegetables and specialties/melons, and wheat.

117. ERS Procurement and Contracting by Organic Handlers.

USDA, Economic Research Service (ERS), 2007. *Note:* Survey administered by Washington State University, Social and Economic Sciences Research Center.

Full text: <http://www.ers.usda.gov/Data/OrganicHandlers/> (accessed 1/30/08)

Description: The ERS organic handler database contains select results from the 2004 *Nationwide Survey of Organic Manufacturers, Processors, and Distributors*. “1. *Procurement Data*. An interactive dataset that provides information about the procurement practices of organic handlers. Search by commodity or location (national, region, and State). Find details about basic characteristics of organic handlers, their purchasing characteristics, and information about their relationship with suppliers, including important supplier attributes. 2. *Contract Data*. An interactive dataset that provides information about use of written and verbal contracts between organic handlers and their suppliers. Search by commodity. Find out about common contract provisions such as compensation methods and pricing mechanisms.” [Web site]

118. ERS State Fact Sheets.

USDA, Economic Research Service (ERS), 2008.

Full text: <http://www.ers.usda.gov/StateFacts/> (accessed 1/30/08)

Description: “State fact sheets provide information on population, employment, income, farm characteristics, farm financial indicators, and top commodities, exports, and counties for each state in the United States.” [Web site]

119. ERS World Trade Organization (WTO) Briefing Room.

USDA, Economic Research Service (ERS).

Full text: <http://www.ers.usda.gov/briefing/WTO/> (accessed 1/30/08)

Description: “...The latest round of WTO trade negotiations, launched in the Qatari capital of Doha in November 2001, are the most ambitious attempt ever to spur global economic growth by liberalizing trade in agricultural and non-agricultural goods as well as freeing up trade in services. [Web site]

120. Europa - Eurostat.

European Commission, Statistical Office of the European Communities.

Homepage: <http://europa.eu.int/comm/eurostat/> (accessed 1/30/08)

Description: “Eurostat’s mission is to provide the European Union with a high-quality statistical information service.” [Web site] Browse topics including “Agriculture and fisheries” or search the Web site.

121. FAOSTAT.

United Nations, Food and Agriculture Organization (FAO).

Homepage: <http://faostat.fao.org/> (accessed 1/30/08)

Description: FAOSTAT provides access to over 3 million time-series and cross sectional data relating to food and agriculture. FAOSTAT contains data for 200 countries and more than 200 primary products and inputs, just in its core. Includes Agricultural Production, Agricultural Production Indices, Agriculture and Food Trade, Crops and

Livestock, Trade Indices, Commodity Balances, Food Supply, Food Balance Sheets, Producer Prices, Land, Means of Production, Food Aid (WFP), Exports of Cereals by Source and Destination, CODEX ALIMENTARIUS - Pesticide Residues in Food, CODEX ALIMENTARIUS - Veterinary Drug Residues in Food. NOTE: "The Core data set is temporarily unavailable on the FAOSTAT site while a full technical methodological review and analysis is undertaken. In the meantime, users can access the archive data: <http://faostat.fao.org/site/395/default.aspx> where consumption and SUA/FBS data are available until 2003." [Web site]

122. *FAS Attaché Reports.*

USDA, Foreign Agricultural Service (FAS).

Full text: <http://www.fas.usda.gov/scriptsw/attacherep/default.asp> (accessed 1/30/08)

Description: "To help disseminate critical agricultural knowledge to USDA decision makers and the public, FAS developed the Global Agriculture Information Network (GAIN). GAIN is a web-based system that allows users to search FAS' database of overseas reports from 1995 to the present. Users can search reports by date range, country, commodity, or key word in the title. FAS overseas offices submit more than 3,000 reports per year, approximately half of which are scheduled periodic reports." [Web site] Reports in this database include Attaché Reports, Food and Agriculture Import Regulations and Standards (FAIRS) Reports, promotion programs and more.

123. *FAS Export/Import Statistics for Bulk, Intermediate, and Consumer Oriented (BICO) Foods and Beverages.*

USDA, Foreign Agricultural Service (FAS).

Full text: http://www.fas.usda.gov/scriptsw/bico/bico_frm.asp (accessed 1/30/08)

Description: "Report provides U.S. agricultural export and import data on Bulk commodities, high-value Intermediate, and Consumer-Oriented foods and beverages. In addition to these three product categories, it also includes U.S. export and import data on forest products and edible fish and seafood products. Within these five product categories, trade data is provided for 46 separate product groups." [Web site] Search by region, country or commodity.

124. *FAS Production, Supply and Distribution Online.*

USDA, Foreign Agricultural Service (FAS).

Full text: <http://www.fas.usda.gov/psdonline/psdHome.aspx> (accessed 1/30/08)

Description: "This database contains current and historical official USDA data on production, supply and distribution of agricultural commodities for the United States and key producing and consuming countries." [Web site] Select from pre-defined tables categorized by commodity or commodity group, or create custom queries for specific commodities, attributes and/or countries.

125. *FAS U.S. Export Sales Reports.*

USDA, Foreign Agricultural Service (FAS).

Full text: <http://www.fas.usda.gov/export-sales/esrd1.html> (accessed 1/30/08)

Description: Access various net sales and export reports and the Export Sales Query System.

126. *FAS U.S. Trade Internet System.*

USDA, Foreign Agricultural Service (FAS).

Full text: <http://www.fas.usda.gov/ustrade/> (accessed 1/30/08)

Description: "Reporting United States international trade statistics on Agricultural, Fish, Forest and Textile Products from the inception of the Harmonized coding system in 1989 to the present." [Web site] Search by agency report and on commodity name or code.

127. *FedStats.*

Homepage: <http://www.fedstats.gov/> (accessed 1/30/08)

Description: "The gateway to statistics from over 100 U.S. Federal agencies." [Web site] Browse topic links A to Z; or search via MapStats - statistical profiles of States, counties, cities, Congressional Districts, and Federal judicial districts; Statistics by geography from U.S. agencies; or search across agency websites.

128. ***NASS Agricultural Prices Monthly (PAP-BB).***

USDA, National Agricultural Statistics Service (NASS).

Full text: <http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1002> (accessed 1/30/08)

Description: "This file contains prices received by farmers for principal crops, livestock and livestock products; indexes of prices received by farmers; feed price ratios; indexes of prices paid by farmers; and parity prices." [Web site]

129. ***NASS Agricultural Statistics Hotline.***

USDA, National Agricultural Statistics Service (NASS).

Contact: 800-727-9540 (toll free).

Contact information page: http://www.nass.usda.gov/Contact_Us/index.asp (accessed 1/30/08)

130. ***NASS Statistics by State.***

USDA, National Agricultural Statistics Service (NASS).

Full text: http://www.nass.usda.gov/Statistics_by_State/index.asp (accessed 1/30/08)

Description: Find state and county statistics; access state and regional NASS offices.

131. ***STAT-USA.***

U.S. Department of Commerce.

Homepage: <http://www.stat-usa.gov/> (accessed 1/30/08)

Description: Comprehensive databases of economic, business, and international trade information produced by the U.S. Government. STAT-USA provides three main informational services, in addition to several other services catering to specific users. The three main information databases are 1) STAT-USA/Internet including *State of the Nation*® (SOTN) and *Global Business Opportunities* (GLOBUS) and the *National Trade Data Bank* (NTDB®); 2) USA Trade Online, and 3) EuroTrade Online. Full access is by paid subscription; designated Federal Repository Libraries offer access free of charge.

132. ***Statistical Abstract of the United States.***

U.S. Census Bureau, 2007. *Note:* Published annually.

Full text: <http://www.census.gov/compendia/statab/> (accessed 1/30/08)

Description: "Authoritative and comprehensive summary of statistics on the social, political, and economic organization of the United States." [Web site]

133. ***STATpub.Com.***

STAT Communications, Ltd.

Homepage: <http://www.statpub.com/> (accessed 1/23/08)

Description: "Market intelligence for the world's agriculture industry since 1988." [Web site] Canadian and international commodity/market reports and news service by topic including "Organic Market News." Fully searchable: 412 items retrieved using search term, "organic" 1/23/08. Full access is by paid subscription.

134. ***U.S. Census Bureau.***

Homepage: <http://www.census.gov/> (accessed 1/30/08)

Description: Access Census data on economic indicators, business owners, government, E-Stats, foreign trade - export codes, local employment dynamics and more.

135. ***UNECE Statistical Database.***

United Nations Economic Commission for Europe (UNECE).

Full text: <http://w3.unece.org/pxweb/Dialog/> (accessed 1/30/08)

Description: "The UNECE Statistical Database is maintained by the Statistical Division of the UNECE Secretariat. It provides detailed statistical information on countries in Europe, North America and Central Asia. It covers macroeconomic, gender and social statistics. The database is free of charge and data can be exported in several file formats. You can register as user, save your personal data selection and retrieve it for later re-use."

136. ***United States Department of Agriculture Economics and Statistics System.***

Cornell University, Albert R. Mann Library; United States Department of Agriculture.

Homepage: <http://usda.mannlib.cornell.edu/> (accessed 1/30/08)

Description: “The USDA Economics, Statistics and Market Information System (ESMIS) is a collaborative project between Albert R. Mann Library at Cornell University and several agencies of the U.S. Department of Agriculture. The system contains nearly 2500 reports and datasets. These materials cover U.S. and international agriculture and related topics. Available titles include both current and historical data. Many of the current titles are available via email subscription. “ [Web site].

137. ***USA Trade Online.***

STAT-USA; U.S. Census Bureau, Foreign Trade Division.

Homepage: <http://www.usatradeonline.gov/> (accessed 1/30/08)

Description: “USA Trade Online provides current and cumulative U.S. export and import data on more than 18,000 export commodities and 24,000 import commodities worldwide! Using the Harmonized System (HS) classification codes, customers are able to select broad commodity categories at the 2-digit level or get very specific up to the 10-digit level.” [Web site] Full access is by paid subscription.

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For further information:

Alternative Farming Systems Information Center
National Agricultural Library, ARS, USDA
10301 Baltimore Ave., Room 132
Beltsville MD 20705-2351
phone: 301-504-6559; fax: 301-504-6927
E-mail form: <http://www.nal.usda.gov/afsic/contact/ask.php>
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