



Marketing and Record Keeping OSP Form

Operation Name _____ Date _____

1. MARKETING

How do you market your Organic Product(s)? Check all that apply

- ☐ farmers market ☐ direct to retail ☐ CSA/subscription service ☐ wholesale ☐ on-farm retail
☐ bulk commodities to processor ☐ contract to buyer ☐ other (specify): _____

Are products packaged for: ☐ wholesale ☐ retail ☐ not applicable, no packaging used

International Marketing ☐ not applicable, no crops are planned for international markets

Crop	Destinations (check all that apply)						
	CAN	SWISS	EU	JAS	KOREA	TAIWAN	Other (list)

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2. CRITICAL VARIANCES

Canada

☐ not applicable (skip to labeling)

Do you use Sodium (Chilean) Nitrate to grow Organic Crops ☐ yes ☐ no

If yes, which fields and crops are Sodium (Chilean) nitrate used?

Do you use hydroponic or aeroponic methods to grow Organic crops? ☐ yes ☐ no

If yes, which crops are grown with these methods? _____

Labeling

Do you plan to use labels on your products? ☐ yes ☐ no

If yes, submit copies of all proposed labels to NFC: ☐ attached

Do you use or plan to use the USDA seal on any labels or marketing materials? ☐ yes ☐ no

Do you use or plan to use the NFC logo on any labels or marketing materials? ☐ yes ☐ no

What marketing materials do you use or plan on using?

☐ website ☐ brochures ☐ signs ☐ market banners ☐ other (specify) _____

Do you plan to label crops to be exported? ☐ yes ☐ no

If yes, do these labels meet the requirements of the destination country? ☐ yes ☐ no



3. RECORD KEEPING PRACTICES

Do you keep, or plan to keep, records for a minimum of five years? ☐ yes ☐ no

How do you keep copies of your records?

☐ paper/physical ☐ electronic ☐ cloud based service (ie. Google, Dropbox)

Describe your lot numbering system:

Describe how your record keeping system allows crops to be traced from seed to sale:

Explain: _____

Which of the following records do you keep for Organic production? (Check all that apply)

- ☐ field maps
- ☐ field activity log(s)
- ☐ field history sheets (previous three years)
- ☐ documentation of previous land use for rented and/or newly purchased land
- ☐ input records for soil amendments, seeds, manure, foliar sprays, and pest control products (keep all labels)
- ☐ documentation of attempts to source organic seeds and/or planting stock
- ☐ documentation of organic seedlings
- ☐ residue analyses of inputs (i.e., manure sourced off-farm)
- ☐ compost production records
- ☐ monitoring records (soil tests, tissue tests, water tests, quality tests, observations)
- ☐ equipment cleaning records
- ☐ harvest records that show field numbers, date of harvest, and harvest amounts (including custom harvest records)
- ☐ label records
- ☐ storage records that show storage location, storage identification, field numbers, amounts stored, and cleaning activities
- ☐ clean transport records
- ☐ sales records (purchase order, contract, invoice, cash receipts, cash receipt journal, sales journal, etc.)
- ☐ shipping records (scale ticket, dump station ticket, bill of lading)
- ☐ Transaction Certificates
- ☐ **Other:** _____



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