



**Inside this issue:**

Payment Information 2

Grading and Re-Grades 2

Delivery Information 2

Drying Moisture Levels 2

Market Update 3

Going Greener! 3

Chandler Growers 3

Contact Information 4

**Greetings!**

Its harvest time again! As we finish prepping our orchards for harvest, I thought it only appropriate to send you all an update on our activities, compile our payment, delivery and grading information and deliver it to you in one tidy harvest newsletter.

Most of you are returning, but some of you are new to the Dixon Ridge Farms team. For those new growers, I would like to take a moment and tell you a little about our family's farm and processing company.

It is our mission to lead and grow the organic walnut industry by providing high quality walnuts and superior service, while maintaining the highest integrity to our

customers, growers and employees. Our aim is to grow and process healthy, wholesome food in an environmentally responsible manner by developing, promoting and educating others about sustainable agriculture.

We have been growing and processing organically since 1992 and plan to stay organic for the long haul. Five philosophies help us look to the future: To provide customers with a consistent supply of premium organic walnuts; to support the Earth; to support family farming; to support our employees; and to support education and research.

You, our growers and partners (and your walnuts!) make up the essence of Dixon



**Cliff harvesting in 2004**

Ridge Farms, and we are indebted to you. Please feel free to stop by and visit, or give us a call if you ever have questions or concerns. Our door is always open!

Thanks!

**Changes at Dixon Ridge Farms**

We have been quite busy both on the farm and in the processing facility this year. With the help of an EQIP contract, we have installed over 200 acres of sprinkler irrigation this summer and look forward to planting filter strips and habitat friendly hedges this winter.

Additionally, and most important to you, we have made the following improvements in processing:

**Receiving:** To better service

you rain or shine (and I emphasize the rain) we will be tenting our receiving pit this year. If you can truck your walnuts without getting them wet, we should be able to receive them no matter what the weather report indicates.

This is all part of our ongoing effort to improve efficiency in receiving your walnuts. Two years ago, we installed a receiving pit for bulk deliveries and last year we added a truck scale; who knows what

next year will entail?!

**Processing:** If you deliver your walnuts to our farm directly this year, you will notice a lot of construction activity. We are adding 27,000 square feet of new buildings. Some of this is additional storage and some is area to expand our shelling, sorting, packing and shipping area. While costly, we will see immediate returns in better efficiency and production practices.

**Remember to:**

- Send us your organic certification and registration
- Dry your walnuts down to 7-8% moisture level
- Check your weight certs. and inspection tags and notify us of descriptions ASAP!



Please call us to make payment changes by Dec. 1st!

### Paperwork needed!

Please fax, mail or deliver your organic certificate AND state organic registration prior to your first delivery of walnuts. While we understand that the organic certification is good until revoked, our certifier requires that we have an updated organic certification and California organic registration for every grower for every crop year.



Please dry to 7-8% moisture level.

## Payment Information

Payment for 100% of the crop will be mailed prior to the end of the year.

We continue to offer our **Adjusted Payment Bonus (APB) Program**. If you supply us with over 20 tons of walnuts, you have the opportunity to receive a 0.5% payment bonus. APB

growers must agree to an adjusted payment schedule of 75% payment by the end of the year and 25% final payment on April 1 of the following year.

If you wish to defer or accelerate payment, or participate in the APB Program, please contact us prior to December

1, 2006. If there has been a change of ownership, or your payment address has changed, please notify us as soon as possible so that we can update your account. Please also notify us of Bank Assignments by December 1.

For all changes, contact Jenny at (530) 795-4619.

## Grading and Re-Grades

As always, we use DFA of California to grade incoming walnuts. We feel this is the only way to obtain an unbiased grade on your incoming lots.

Your walnuts are graded, and payments are made, based on variety, percentage of defects, percentage light and edible meat yield. Please see the enclosed walnut

quality and adjustment schedule for more information on how we determine your payment.

We make every effort to process and mail your analysis within ten days of inspection. If more than two weeks have passed since delivery, please call Jenny in the office and we will try to expedite your analysis. Please

understand that DFA walnut inspections are only done once or twice a week.

If you notice that one grade sheet varies significantly from others, please contact us for a re-grade within two weeks of receipt of your grade sheet. We keep reserve samples of all lots received for three months after the lot has been received.

## Delivery Information

We are open for deliveries during late September, October and November; however we must receive your organic certification and registration prior to making your first delivery. Before your first delivery, please contact us to give us an idea of when and how much you expect to deliver this year. Your delivery will be handled faster if we

have sufficient staff available to receive your shipment.

Please verify that all delivery containers, in fact all machinery used for your organic walnuts, are thoroughly cleaned of all other crop residue, including other walnut crop residue. This is a requirement of the national organic law to main-

tain organic certification and you may be asked to show paperwork indicating such clean-up has been made.

When delivering your walnuts, check the weight certificate for accuracy (name, address, weight, variety and date). If you notice any errors, please inform us as soon as possible.

## Drying Moisture Levels

Unless we are hulling and drying for you, walnuts must be hulled, cleaned and dried prior to delivery.

Every year we receive some deliveries of walnuts with excessive moisture levels. While this affects the weight, this also affects lot quality.

In order to maintain lot identification, we store your walnuts in plastic bins to keep moisture out, but this also traps moisture in. If not dry enough, the lot could become contaminated with mold.

All lots must be dried down to 7-8% of moisture level. If we notice excessive moisture levels, we will notify you and you may be required to re-dry your walnuts, or we can dry the lot here at a cost of \$0.02/inshell pound.

## Market Update

With both the organic market and the walnut market posting large industry-wide growth, it seems that we can barely keep up with the demand!

California Agricultural Statistics Services (CASS) recently released their objective walnut crop estimate and the news was bleak. The California walnut industry production is expected to drop by 8% this

year to 320,000 tons. For the full report, please refer to our grower section of our web site.

With all the recent press about the wonderful nutritional aspects of walnuts, we are seeing the highest demand for walnuts ever. Because of this, we should expect to see firm prices.

On the organic side, there continue to be changes

made to the National Organic Program. As members of the Organic Trade Association, we receive periodic updates with these changes.

If you are interested in receiving these updates as well, please email us at [info@dixonridgefarms.com](mailto:info@dixonridgefarms.com) and we'll add you to our email list.



## We're Going Greener!

How can a farm and handler that only grows and processes organic go greener? Well, through "green" energy production! We are proud to announce that Dixon Ridge Farms has been selected by Community Power Corporation to receive the BioMax50: a small modular distributed energy biomass power system.

With this system, we will be able to convert walnut shell into electricity and

heat. The electricity generated will offset 40% of our electricity usage in shelling and freezer storage, and the heat generated will offset 25% of the propane needed to fuel the walnut dryers and help heat our buildings in the winter. And the best part is that funding for the system is coming from the California Energy Commission!

Additionally, we are working to reduce our energy consumption. This fall, we

will be experimenting with heat recycling in our walnut dryers.

At Dixon Ridge Farms, we use a whole system approach to our farming practices and we look forward to completing this next step toward becoming energy self-sufficient. Our first step was implemented 2 1/2 years ago when we installed 3,500 square feet of solar panels.

### Walnuts are a SuperFood!

Not only are Walnuts the only nut that contain a significant amount of omega-3s, for your heart, but they also are healthy for many other areas of your body.

To learn more about the wonderful nutritional aspects of walnuts, go to [www.walnuts.org](http://www.walnuts.org).

## Attention Chandler Growers!

We ship a lot of our Chandler walnuts overseas, especially to Japan.

Japanese certification requires compliance above and beyond USDA National Organic Program standards. In order for us to obtain an export certificate,

all of the product going to Japan must be IFOAM Certified, or each grower must sign an affidavit declaring that you do not apply Lignin Sulfonate, Alkali-extracted Humic Acid, nor Potassium Bicarbonate onto your organic crops or land.

If you are not IFOAM Certified and you send us Chandler walnuts, we kindly ask that you fill out the enclosed form and send it along with your organic certification and registration. Thank you!



CHECK OUT OUR NEW GROWER PAGE ON OUR WEBSITE  
[WWW.DIXONRIDGEFARMS.COM](http://WWW.DIXONRIDGEFARMS.COM)



5430 Putah Creek Road  
Winters, CA 95694

## Calendar:

### September:

**Prior to first shipment:** Growers send in organic certification and registration

**24:** Ranch opens to receive incoming walnuts Monday—Saturday, 7 am to 6 pm. Please schedule delivery with Cliff at 916-761-5733.

### October:

**1-31:** Ranch open to receive incoming walnuts

### November:

**1-31** (excluding Thanksgiving): Ranch open to receive incoming walnuts.

### December:

**1:** Last day to inform Jenny of changes to payment information.

**1-20:** Open for walnut delivery by appointment only.

**Prior to end of month:** Grower payments mailed.

### April:

**1:** Final payment mailed to APB program growers.



## Contact Us!

5430 Putah Creek Road  
Winters, CA 95694

Office Phone: 530-795-4619  
Fax: 530-795-5113

Cliff's Cell phone: 916-761-5733  
Russ' Cell Phone 916-849-8578

E-mail: [info@dixonridgefarms.com](mailto:info@dixonridgefarms.com)

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**We're on the web!**

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

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