

Project Summary
FNE98-217
Northeast Livestock Export Program (Phase III)

Lydia Ratcliff
Chester, Vermont

This is a continuation of Ms. Ratcliff's two previous grants, FNE96-149 and FNE97-180, concerning promotion of exports of goats and goat semen from the Northeast U.S.

Ms. Ratcliff has put three years into this effort, and is starting to see some results. With the help of several other goat farmers, and others, she has:

- compiled a list of some 200 breeders in the New York-New England area who have quality animals and semen available for export;
- established a quarantine and semen collection operation in Schenectady, New York;
- put together data sheets and a color catalogue of the animals whose semen is for sale;
- familiarized herself with the relevant health regulations of several countries;
- made several mass mailings to prospective customers in various parts of the world;
- consummated several sales to Canada, Mexico, and Taiwan;
- lined up other possible sales.

Ms. Ratcliff has established contact with many breeders, goat associations, charitable organizations, cheese-makers, U.S. agricultural attachés, and others, often by means of the Internet. Prospects for further sales seemed very good indeed, until the current economic depression took hold in East Asia, South America, and other parts of the world. Ms. Ratcliff remains confident, however, as the economies in these regions appear to be starting to recover.

SARE Goat Export Grant Report

The main goals of this project were to expand our 1997 sales successes with live goats and dairy goat semen.

We received help from several cooperators:

Roger Ives contributed dozens of hours collecting and processing semen, deferring any payment from participants until such time as semen was sold.

Jean Thorkildsen (producer) provided (mostly unpaid) secretarial and computer services to accomplish mailings to breeders and customers, complete our buck lists and inventories and other tasks.

Monique Roeth completed a computerized mailing list of 200 "serious" goat breeders throughout New England and New York, with addresses, phone numbers, breeds owned, and DHIR status.

Steve Justis of the Vermont Department of Agriculture helped to put together a grant application for continuation of this project and expansion of our efforts via the Internet. The application was co-sponsored by all of the states in our SARE region.

Marie Armstrong hosted and supervised a major buck collection in Schenectady, New York early in 1998 at her farm.

Five breeders helped with the management and collection of eight bucks in the fall of 1998 in Andover, Vermont.

Our 1997 Taiwanese customer for both live goats and semen, Paul Tu, worked in 1998 with Gordan Thornhill to import another 200 goats, some of them from New York.

As the 1998 grant year began, I believed we had firm orders for 1000 straws of semen from our Taiwanese customer, Paul Tu. We had just completed a shipment of 150 live goats to him in January and he told us he would probably be importing several hundred more during the summer.

At the same time, another prospective purchaser, Dr. Thian Teh in Oklahoma, invited us to participate in orders he was virtually sure of - for live goats and semen to several different countries. He wanted to have an exclusive agreement to sell semen in Taiwan, Morocco, Mexico and the Caribbean.

A great deal of time and expense went into these and other prospective sales, plus a third broker in Taiwan told us he, too, wanted an exclusive right to sell semen.

All of these deals fell through because of the financial collapse of Southeast Asia plus similar problems in Latin America.

We had established a buck quarantine and collection operation at a farm in Schenectady, NY and built up our semen inventory to more than 2500 straws, worth approximately \$40,000. These bucks were handled and tested to meet requirements of Canada, another market we believed might materialize since a number of breeders had called to inquire about semen.

We put together a mailing list of 200 Canadian breeders in all provinces, did a mailing of our sales materials to all of them, (copy attached), plus some veterinarians. We made arrangements for the semen to be stored and distributed by Gencor, Canada's major bull semen processor. We also advertised in several Canadian dairy goat journals.

Only 200 straws were actually purchased by the Canadians, so we sent an additional 200 straws on consignment. So complex were the health paperwork requirements that the proceeds of this sale barely covered the vet costs just to put the export papers together - not to mention advertising, mailings, and phone calls. Canadian sales were further depressed by the unfavorable Canadian exchange rate. However, the Canadians insisted that their renewed interest in goat artificial insemination, sparked by the availability of top quality semen from the U.S., would lead to larger orders next season (fall 1999). They asked us to fill out our buck list by additional collection of Nubians and Saanens.

We set up a further quarantine in Sept./Oct. 1998 in Vermont and collected eight more bucks, spending the last of the grant money. (The opportunity to collect semen comes only once a year because of estrus seasonality). No proceeds from the small Canadian sale have been distributed because funds were needed to pay bills.

Another small sale (80 straws) was made in March 1999 to a Mexican breeder who tells us he will contact the goat community down there and hopefully get orders for more semen. He is a serious goat breeder and goes back and forth between the U.S. and Mexico frequently.

Any compensation for my own time ended in late summer of 1998. Any available funds were used to pay vet bills, phone and office expenses and secretarial work to computerize our sales materials. Since then I have been spending approximately 10 to 15 hours per week on activities connected with this project

and paying most of the phone, postage and copying bills out of my own pocket. (Many continue to request our expensive color catalog.

In the past six months we have:

- Produced a buck list (attached) of the 28 bucks in our collection with relevant details on pedigrees, production records, show wins and special attributes for each animal; this list can now be e-mailed to interested parties around the world. All of the serious Canadian breeders have been sent this list in the hopes of future orders.
- Cooperated with a Canadian cheese-maker wishing to purchase 1,000 live goats from northeastern herds. I have supplied names and phone numbers of breeders with available goats.
- Fine-tuned our color catalog - to include 29 pages, one for each buck. Appropriate pages are sent to "serious" inquirers (sample enclosed).
- Developed and updated semen inventory and price list (sample enclosed).
- Established computer communication with agricultural attaches at embassies in about twenty countries throughout the world requesting assistance in developing markets (form letter enclosed - used on the Internet).
- Developed, with Heifer Project International, a project plan for Russia and Eastern European countries for goat artificial insemination training (and purchases of our semen) to upgrade and broaden genetic base of goat populations in Russia, Kazakistan, Hungary, Poland, Czech Republic, etc. I have volunteered to personally go to Eastern Europe (expenses paid by VOCA or Winrock) to teach AI and organize a goat breeding project with HPI personnel. There seems to be considerable interest in this proposal and we have excellent Russian goat contacts lined up if we should be able to pull it off.
- Assisted Heifer Project International in locating 55 goats to be shipped to El Salvador next fall.
- With the help of Linda Aines at the UVM Extension Service we have posted "Buyer's notices" on the internet, located goat associations throughout the world, started an email list of dozens of breeders in South and Central America and started sending emails with buck lists to prospective buyers. (Quite a few responses have come through already).

Future Directions: I have been moving two new directions on this project:

- Utilizing the Internet, which (finally) has begun to reach the international goat world. We are posting advertisements (sample enclosed), soliciting help from agricultural attaches in many countries, and emailing our sales materials to anyone who responds.
- Working with humanitarian aid organizations and agencies, most of them funded by USAID, to bring better goat genetics to impoverished countries ranging from Ecuador to Malaysia. Part of this effort is finding funding for training technicians in goat artificial insemination.

- Coordinating our efforts, particularly on the Internet, with the Northeast Caprine Semen Cooperative (no exports) which has a web page and publishes a catalog.

This is only a partial list of efforts to cultivate future semen sales and export live goats. Fortunately, economic recovery seems to be occurring in our best prospective markets.

Sorry this is so long...

Lydia Ratcliff

ATTACHMENT

DRAFT - SEMEN EXPORT LIST

LYDIA RATCLIFF

NORTHEAST DAIRY ASSOCIATES
RFD 1
Chester, Vermont 05143
USA

Telephone (802) 875-3159
Fax (802) 824-4072

COMMERCIAL INVOICE

November 13, 1997

SOLD TO: Solarman Corp.
FAX: 886-5-53440 19
BY: Northeast Dairy Associates
Representative: Lydia Ratcliff

SHIPMENT FROM: Bradley Intl. Aiarport
Hartford, CT USA

TO: Kaohsiung, Taiwan
DATE OF SHIPMENT: November , 1997

833 doses Dairy Goat Semen For Breeding
CIF Kaohsiung

<u>Buck Name</u>	<u>ID#</u>	<u>Q*TY</u>
Bellweather Sasin BlackJon	AA0993149	51
Bellweather Sasin Black Ben	AA0992327	16
Roeburn's Profet Barracuda	A0835363	53
Running Creek Sasin Black Krona	AA0994953	155
Running Creek Snow Prince	AA0981517	138
Troublesome Stormy Spirit	AA0906998	100
Albenhaus Lazer	AS1001588	65
Hi-Land TT Summer Set	AS0991316	75
Little Rainbow WFHP Jazzman	AT0969535	80
Bellweather Wampum Welcome	AA1033194	100

UNIT PRICE: \$10,89 U.S.

TOTAL PRICE: \$9,068 U.S.
Nine Thousand Sixty Eight Dollars U.S.

SIGNED: _____

Rep. ~~NorthEast Dairies Association~~
Northeast Dairy Associates

GENERAL BUSINESS AGREEMENT

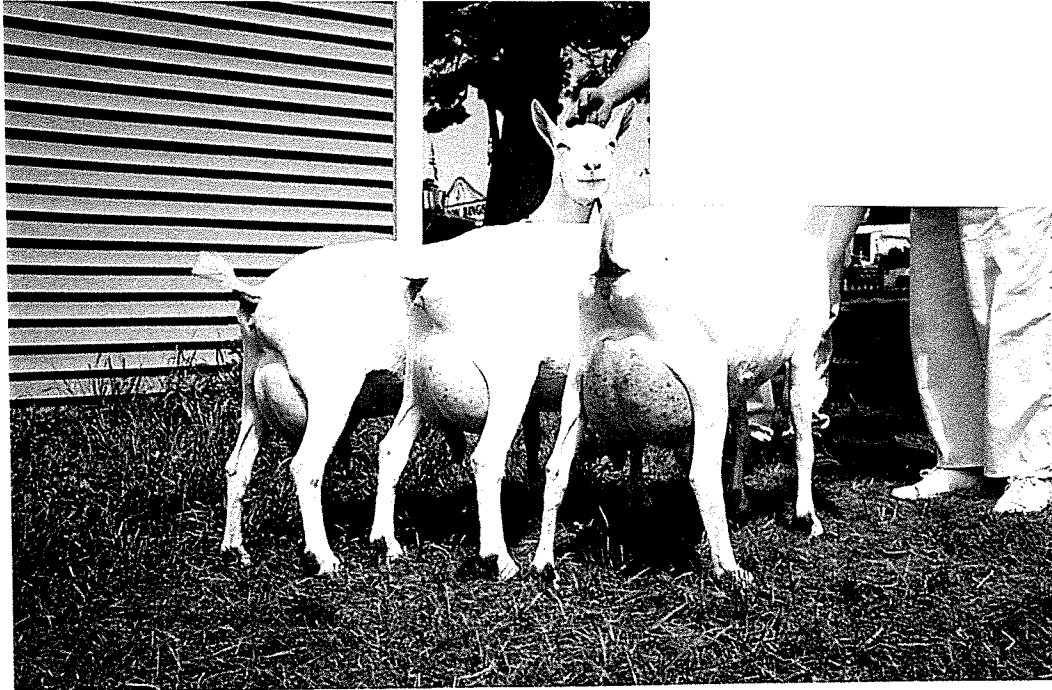
This agreement made between Solarman Corporation NO. 471, Section 2, Yuan Lin Road, Tou Liu, Yuan Lin County, Taiwan (hereinafter called "Buyer") and Northeast Dairy Associates, RFD1, Chester, Vermont 051 43, USA (Hereinafter called "Seller"), witness as follows:

- 1) Description of Goods:
 - Around 150 Heads Purebred Registered Dairy Goats (blue registration paper) With Breed Society Certificate, Pedigree History & Dams Milk Production Record.
- 2) Quality & Specification:
 - aa) Purebred French + American Alpine combined, with Breed Society Certificate issued by American Dairy Goats Association.
 - bb) Age: About 8 - 15 Months (age older or younger might be acceptable depending on selection).
 - cc) Weight: Above 30 kilograms
 - dd) Dams Production.
 - Official milk record, 2500lb or M.E. Price:
 - or alternatively: official one day's milk test not less than 10lbs if 305 days annul milk record is not available.
 - For first freshener with milk record not completed or below 2500lbs, buyer agree to accept record of grandam or sire's dam, but this should be avoided as possibly we can. Buyer would consider 1 day's testing over 8.4lb for 1st freshener.
 - Buyer agrees to accept breeders' own barn milk record but the proportion should be controlled under 10% and as less as possible.
 - ff) Health Certificate: All goats are to meet all health and sanitary regulations of Taiwan and will be accompanied with official health papers.
 - gg) All goats will be well grown for age
 - hh) All goats will be properly dehorned
 - ii) Any extra teats will be removed
 - jj) Any cross-breed is not acceptable and should be carefully shifted out in advance. (Most important article!!)
- 3) Payment:
 - 20% down-payment after selection by T/T a.s.a.p. Payment of the balance amount is to be effected by a confirmed, irrevocable Letter of Credit, to be established in favor of the Seller. Drafts shall be drawn under credit at sight, documents attached for the full invoice amount.
- 4) Price: USD585 per head CIF TAIPEI *Shipment*
- 5) Shipment: To be arranged via air freight but not later than Feb. 2, 1998. Seller will handle the shipment.
- 6) Insurance: To be effected by the Seller. Insurance should cover all risks, including 30 days after arrival, with no exclusion.
- 7) Seller agrees to guarantee sufficient top quality goats for buyer's selection.
- 8) Seller agrees to take full responsibility in case the goats exported by the seller fails to conform to the request on Article Number 2.

DAIRY GOAT SEMEN

FROM
EXPORT - TESTEI

Buck Catalog



OUT OF DAMS WITH:

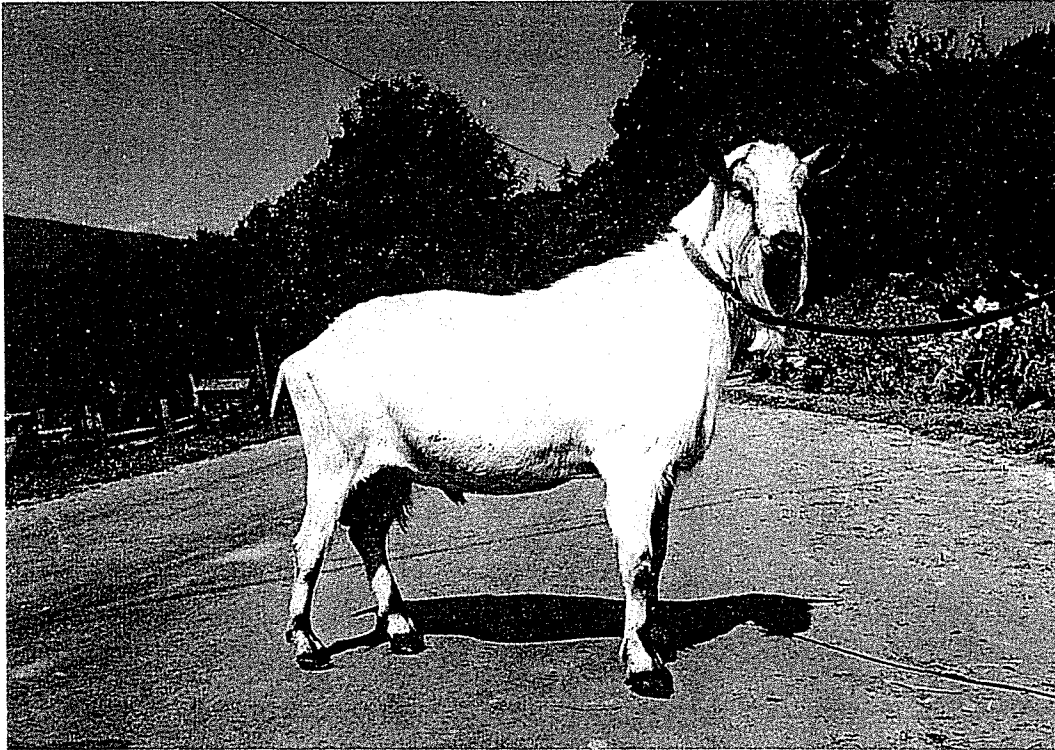
- *HIGH PRODUCTION
- *EXCELLENT CONFORMATION
- *OFFICIAL MILK RECORDS

LYDIA RATCLIFF
Northeast Dairy Associates
RFD 1 Chester, Vermont USA 05143

Telephone (802) 875-3159
Fax (802) 824-4072

BARRACUDA

Alpine



*B ROEBURN'S PROFET BARRACUDA AO835363

Sire: GCH Redwood Hills Marvelous Profet
PT1 +119 ++*B

Dam: GCH Roeburn's P Dolly Varden 2*M
Classification 6-5 FS90 (VEVE)

Milk Record

2-1	305	2765	117	
4-2	305	2727	122	4.5%
4-2	extended	4,818		4.7%

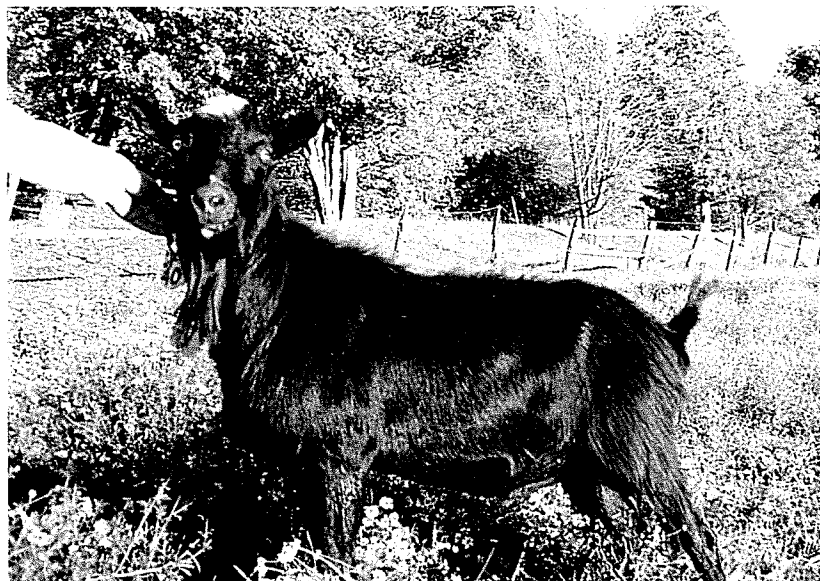
LYDIA RATCLIFF
Northeast Dairy Associates
RFD 1 Chester, Vermont USA 05143

Telephone (802) 875-3159
Fax (802) 824-4072

BEN

Alpine

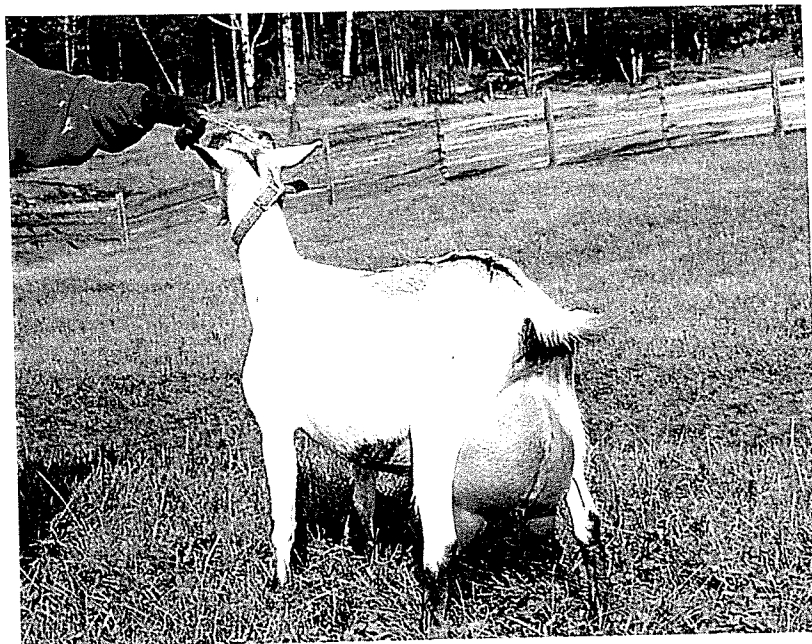
BELLWEATHER SASIN BLACK BEN AA0092327



Sire: Sodium Oaks Sasin PT1 + 237 PTA + 306

Dam: Bellweather B'Alex Holiday

1997 ME : 2622

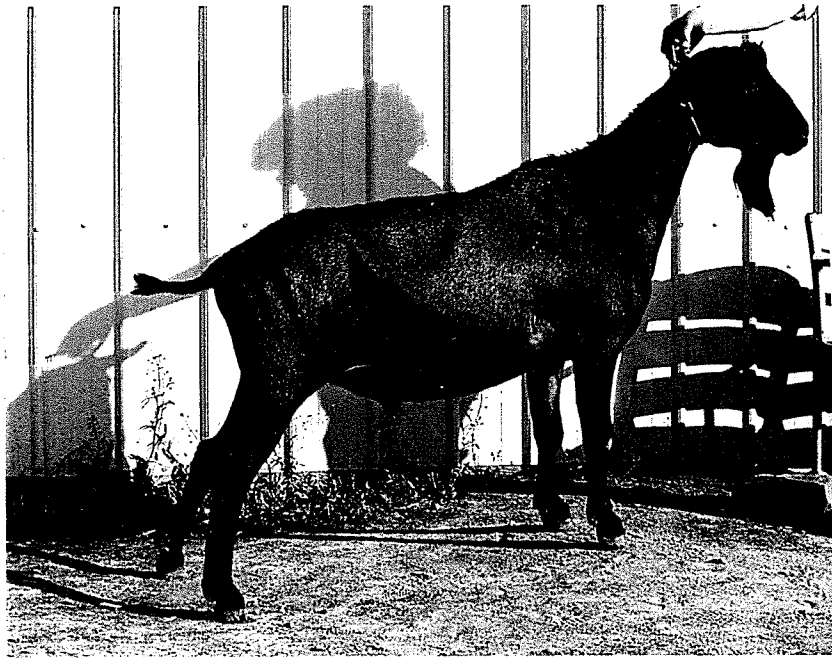


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KRONA

Alpine



*B RUNNING - CREEK SASIN BLACKKRONA AA0994953

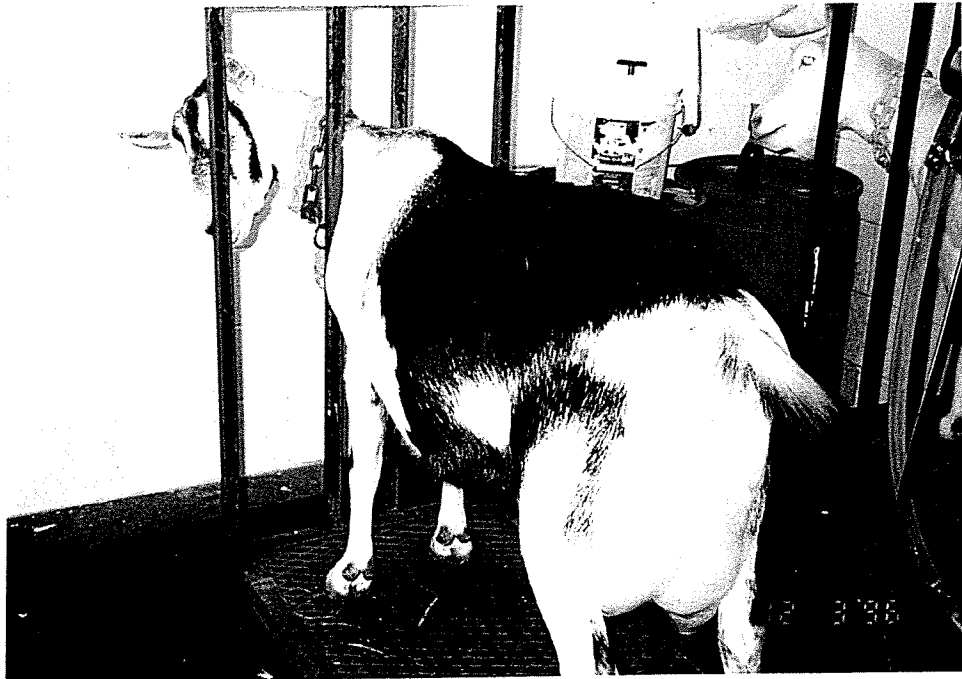
Sire: Sodium Oaks Sasin PTA +306

Dam: Upon the Rock Cameon

PTA +125m

Milk Record:

3-11 305 3510 3.3% 117



CAMEON

LYDIA RATCLIFF

Northeast Dairy Associates

RFD 1 Chester, Vermont USA 05143

Telephone (802) 875-3159

Fax (802) 824-4072

PRINCE

Alpine



*B RUNNING - CREEK SNOW PRINCE AA0981517

Sire: Shahena'ko NA El Black Satin

Dam: Troublesome Snowbonnet

Milk Record:

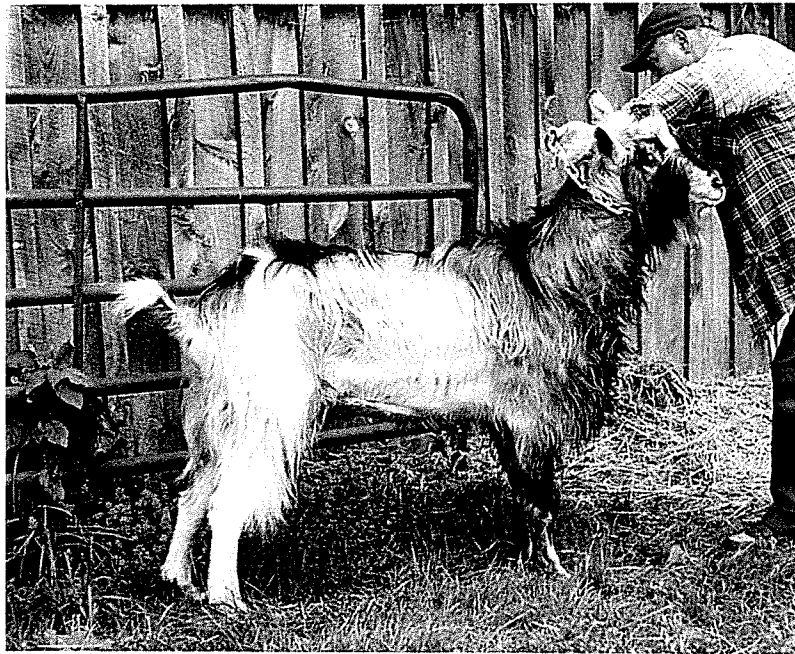
1-11	305	4,280	3.7%	157	Top Ten
4-00	302	4,250	3.3%	140	Top Ten
5-00	295	4,210	3.3%	138	Top Ten

LYDIA RATCLIFF
Northeast Dairy Associates
RFD 1 Chester, Vermont USA 05143

Telephone (802) 875-3159
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STORMY

Alpine



TROUBLESOME STORMY SPIRIT AA0906998

Sire: Shahena'ko Sumo Tierro

SD: Shahena'ko S Tierra

PT1 +180 +203 PTA +98m

3-01 91EEEE

DHIR 4-11 305 3,600 3.7% 1.32far

Dam: Troublesome Snowbonnet

Milk Record:

1-11 305 4,280 3.7% 157 Top Ten

4-00 302 4,250 3.3% 140 Top Ten

5-00 295 4,210 3.3% 138 Top Ten



LYDIA RATCLIFF

Northeast Dairy Associates

RFD 1 Chester, Vermont USA 05143

SNOWBONNET

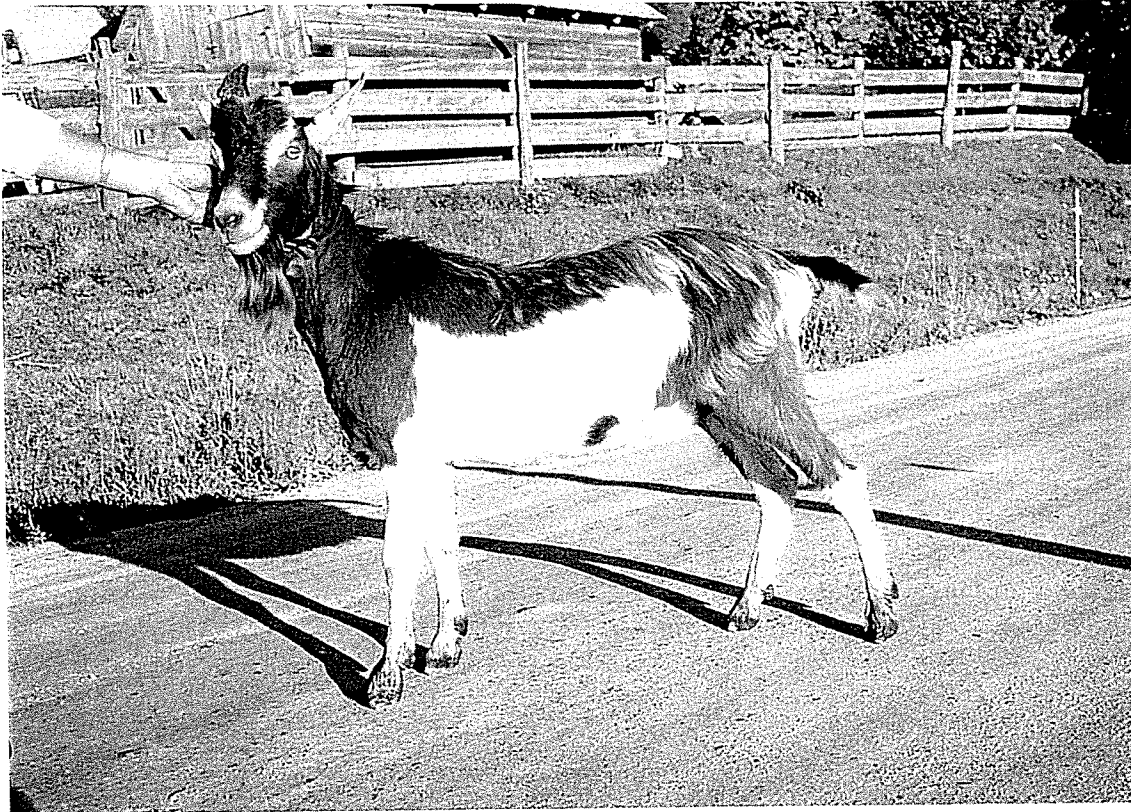
Telephone (802) 875-3159

Fax (802) 824-4072

BELLWEATHER WAMPUM WELCOME

AA1033194

Alpine



Sire: Sodium Oaks Wampum

Dam: Bellweather SB Sweeting

1997 ME: 3,004

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Northeast Dairy Associates
RFD 1 Chester, Vermont USA 05143

Telephone (802) 875-3159
Fax (802) 824-4072

BRITTON HILL KEY LARGO

Nubian

BRITTON HILL WE SO COOL

Sire: Kismet Marvin's Smooth Operator

Dam: Britton Hill Daphne

Hes Classification age 3

FS 91.45

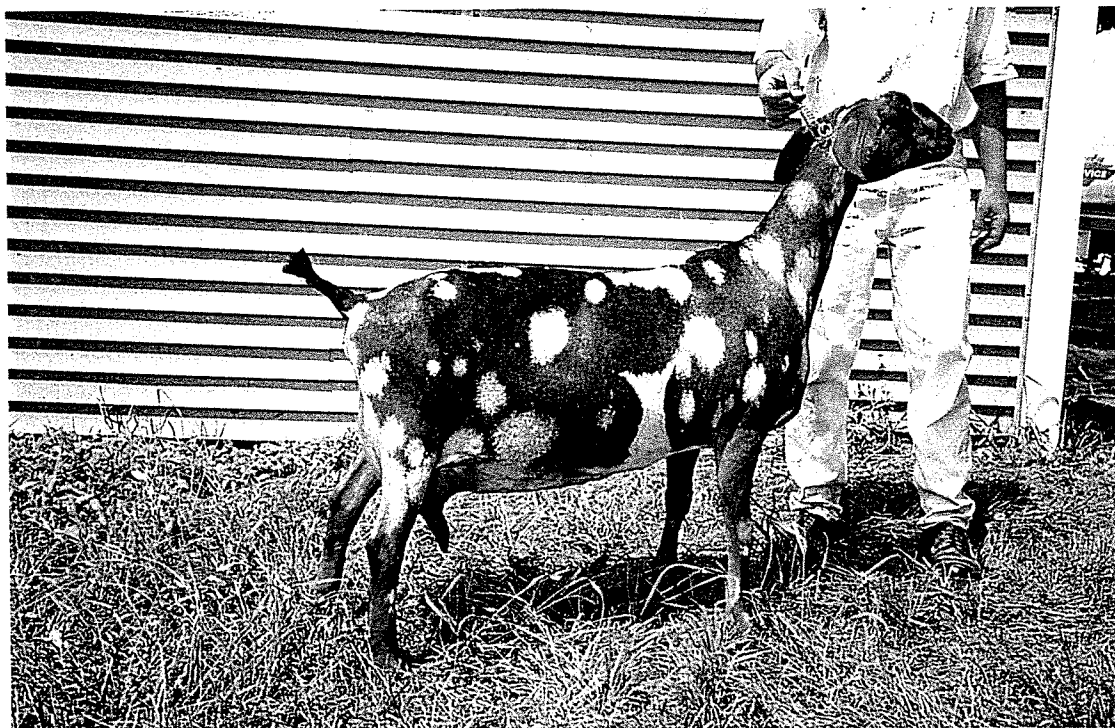
(Mammary 93)

1 GCH Leg

Milk Record:

305 2,961 120 protein 135BF

extended (410 days) 3,995



DAPHNE

LYDIA RATCLIFF

Northeast Dairy Associates

RFD 1 Chester, Vermont USA 05143

Telephone (802) 875-3159

Fax (802) 824-4072

LAZER

Saanen

ALBANHAUS LAZER AS1001588

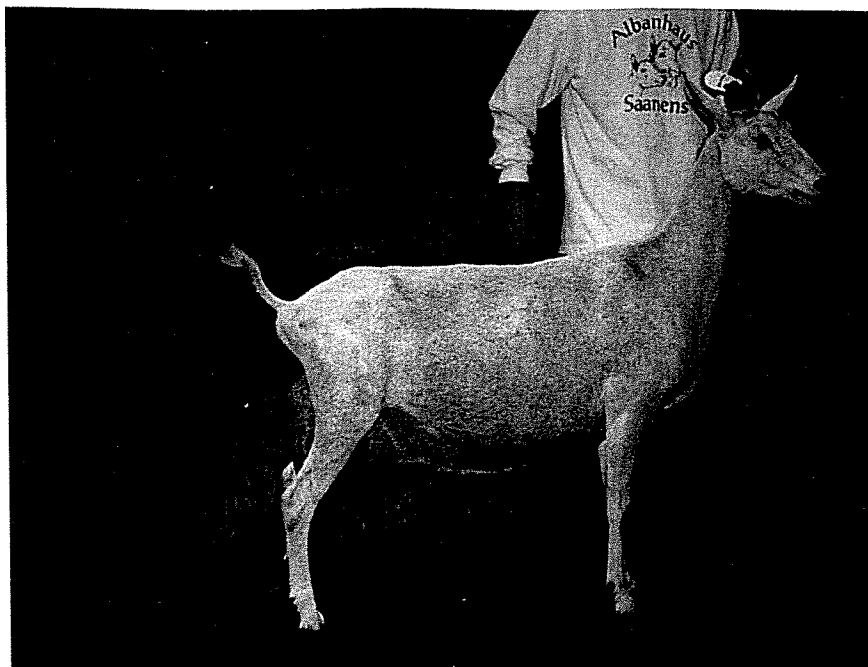
Sire: Albanhaus Sambura

Dam: GCH Albanhaus G. Laurel

LA 4-3 EEEE 91

Milk Record: 305 4,031 118 116

Top Ten



LYDIA RATCLIFF
Northeast Dairy Associates
RFD 1 Chester, Vermont USA 05143

Telephone (802) 875-3159
Fax (802) 824-4072

ELGIN

Saanen



HI-LAND C. ELGIN ASO939198

Sire: *B Hi-Land Ivan's Collin

Dam: Hi-Land I. Eliese

(Also: 1xBUIS, 2xBDIS)

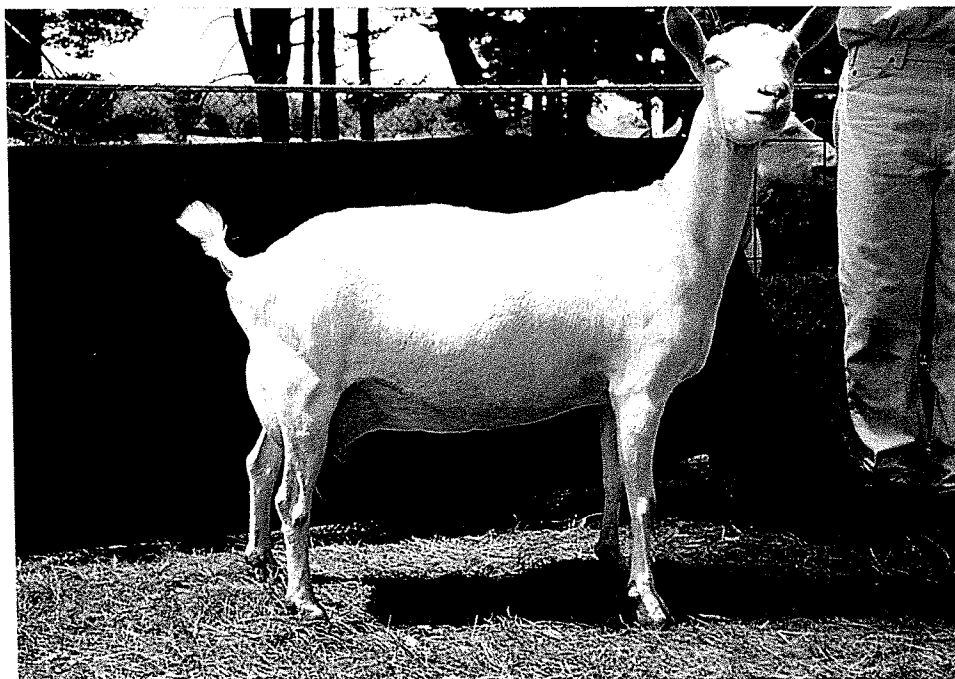
HES Classification

3 yr. 91.85 (93,94,90,90)

Milk Record:

2 yrs. 342 3564 106p 133bf

3 yrs. 288 3081 102 bf



LYDIA RATCLIFF

Northeast Dairy Associates

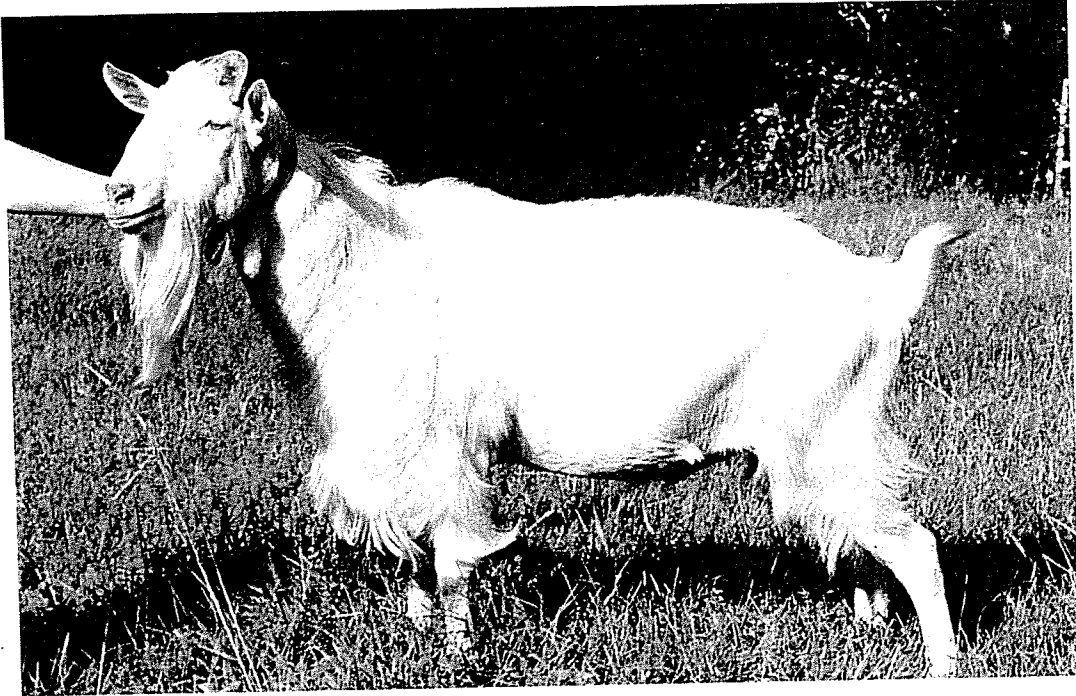
RFD 1 Chester, Vermont USA 05143

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Fax (802) 824-4072

SUMMER SET

Saanen



HI-LAND T.T. SUMMER SET ASO991316

Sire: White-Wave Tusk Timothy

Dam: GCH Hi-Land Adison's Sumner

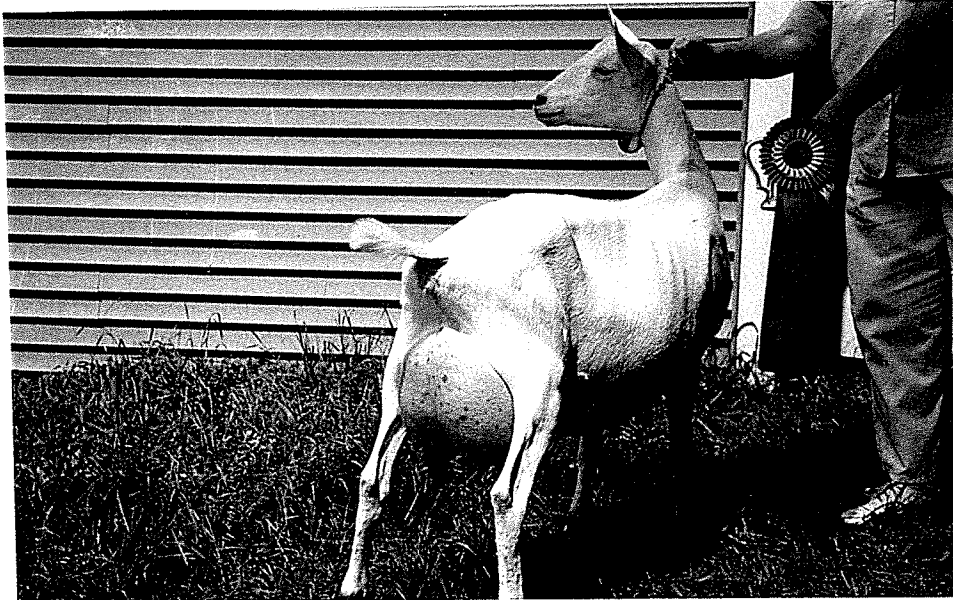
HES Classification:

Age 2 91 (91,94,89,90)

Milk Record: 1997 Top Ten

Age 2: 3,998 124 109

Extended: 4,606 145bf 126p



SUMNER

LYDIA RATCLIFF

Northeast Dairy Associates

RFD 1 Chester, Vermont USA 05143

Telephone (802) 875-3159

Fax (802) 824-4072

HERCULES

Toggenburg



*B WALKER-FARM SSCD HERCULES

Sire: Silver-Streak CHWT Compactdisc

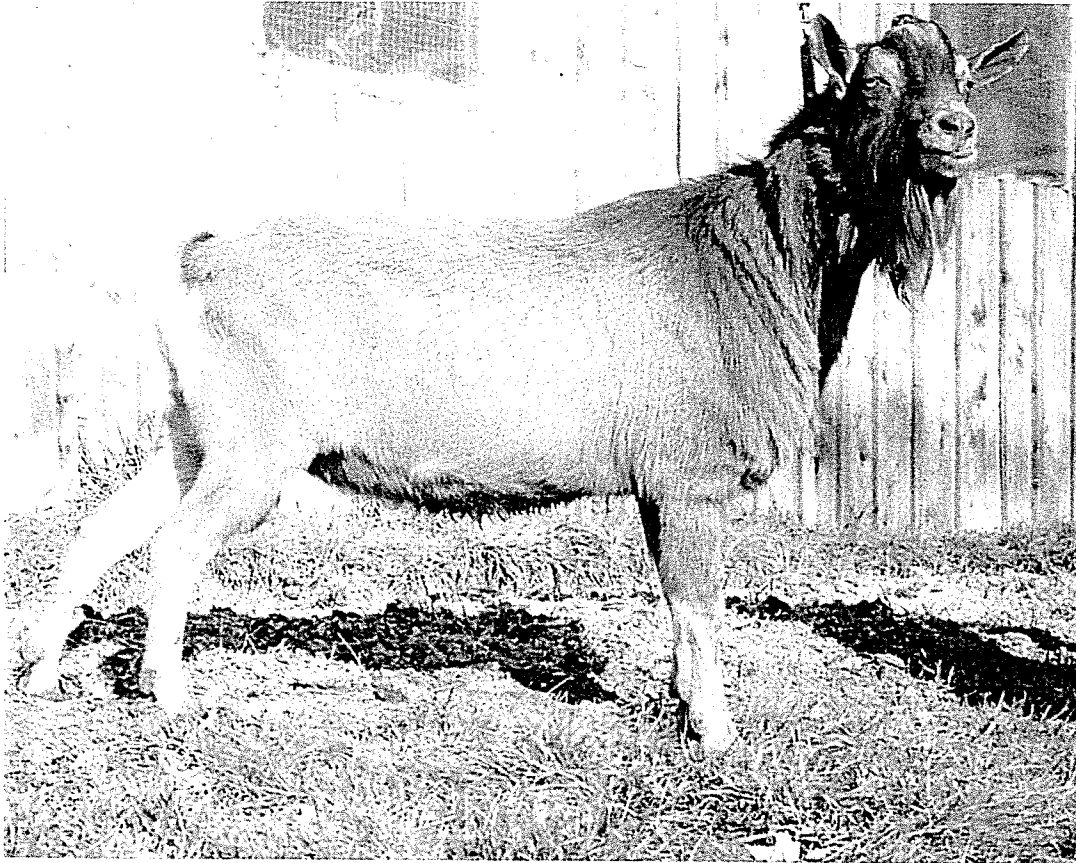
Dam: GCH Walker Farm DVJ Halo

2-00 305 3450 3.2

3-00 305 4020 3.0

JAZZMAN

Togg



*B LITTLE-RAINBOW WFHP JAZZMAN AT0969535

Sire: Walker-Farm CHWT Hot Pursuit

Dam: Little-Rainbow CH Joyful one

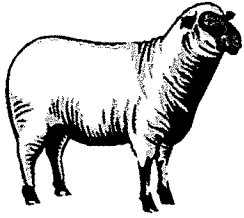
PTA +301 PT1 +245

Milk Record:

2-06 305 4,020 3.2% 127

LYDIA RATCLIFF
Northeast Dairy Associates
RFD 1 Chester, Vermont USA 05143

Telephone (802) 875-3159
Fax (802) 824-4072



JIM: fyi.

Vermont Quality Meats

We are a small group of Vermont farmers. We raise sheep, goats, pigs and veal calves. Our animals are produced as naturally as we know how. We offer our meats during the seasons when they reach peak quality. As a result we believe our products are the best you can find. Many of us have been selling baby lambs, goats, pigs and free-range milk-fed veal for several years to top New York and New England restaurants.

We hope you'll become our customer.

Our Products and Prices: Price per lb (whole)

Baby Lambs	(20 - 35 lbs)	\$5.00
Baby Goat	(18 - 25 lbs)	\$5.00
Pigs (suckling)	(20 - 30 lbs)	\$5.00
Pigs (roasters)	(31 - 50 lbs)	\$4.00
Pigs	(51 - 80 lbs)	\$3.00
Veal Calves	(by the side)	\$3.75

Vermont Quality Meats

Lydia Ratcliff

2604 East Hill Rd. Andover, Vermont 05143

Telephone (802) 875-3159

LYDIA RATCLIFF

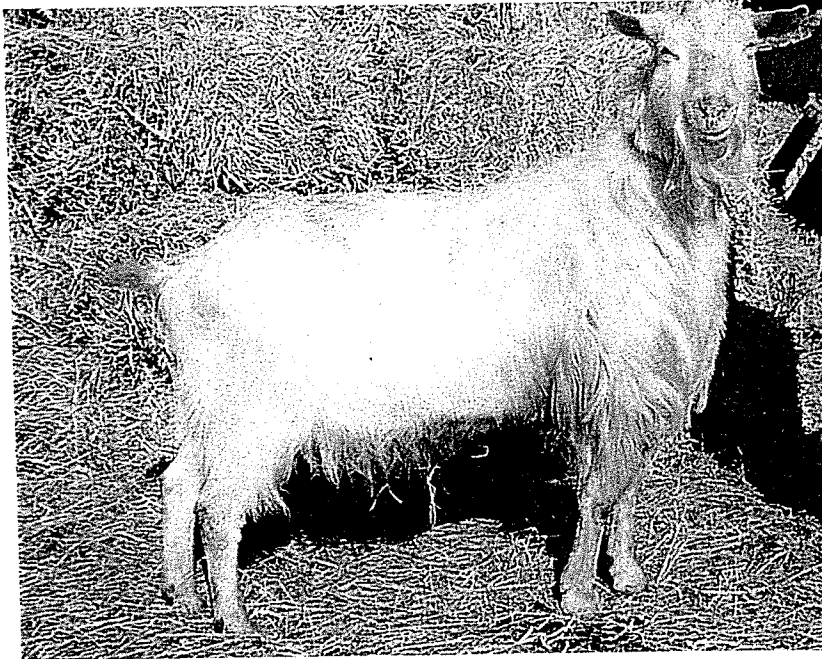
NORTHEAST DAIRY ASSOCIATES
RFD 1
Chester, VT 05143

Telephone (802) 875-3159
Fax (802) 875-4379

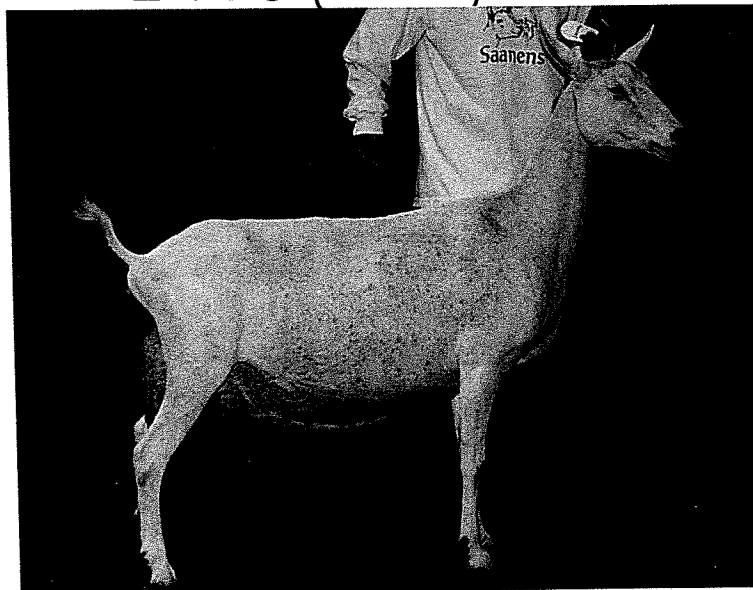
Price List

Name	Size	Price S.U.S.
Alpine		
Krona	¼ cc	10
	½ cc	13
Barracuda	¼ cc	11
Ben	½ cc	12
Welcome	½ cc	12
Stormy	½ cc	16
Prince	½ cc	13
	¼ cc	12
Koshare	½ cc	12
Jayre	½ cc	12
Webster	½ cc	12
Rick	½ cc	13
Nubian		
Picasso	½ cc	12
We So Cool	½ cc	12
	¼ cc	10
Key Largo	½ cc	14
	¼ cc	12
Elliot	½ cc	14
Cyrano	½ cc	13
Challenger	½ cc	13
Saanen		
Elgin	½ cc	12
Lazer	¼ cc	12
Summer Set	¼ cc	13
Simba	½ cc	14
Utah	½ cc	14
Avalon	½ cc	13
LaMancha		
Fortune	½ cc	12
Yogi	½ cc	16
Fiddler	½ cc	12
Toggenburg		
Hercules	½ cc	12
Jazzman	½ cc	15
	¼ cc	10

*B PANDANUS DYNAMIC DEAL PB Saanen S0860780



Sire: M'Aikin's New Decade
Dam: Ch Des Ruhigestelle Ea
LA 90 (VEEE)



Deal daughter Albanhaus Laurel

Breeder Comment:

Deal has a long list of milky daughters including GCH Albanhaus Laurel who classified 91 (EEEE) last year and also achieved Top Ten Status with a record of 4,030. Deal is deep, wide and long, and has excellent feet for a six year old. His dam's full sister, Des Ruhigestelle Eta milked 4,640 at age four.

CONTACT:

LYDIA RATCLIFF

Northeast Dairy Associates

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Fax (802) 875-4379

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[Trade Terms](#)

[Special Offer](#)

Buyers Guide

Subject: [OFFER] [US] goat semen

Original Message

Name: Lydia Ratcliff (laines@sover.net)

Company: Northeast Dairy Associates

Date: February 05, 1999 at 13:24:19

Subject: [OFFER] [US] goat semen

Comment:

For Sale, highest quality goat semen. Tested for export emphasizing production and confirmation. Complete buck list available on request. Reasonably priced.

Street address: RFD 1, Chester, VT

Phone: 011-802-875-3159

Fax: 011-802-875-4379