



# The Seed Source

NEWSLETTER OF THE KANSAS

August-September 2018

## Important Dates

**September 1** - Payment for fall-inspected crop due.

Soybean Distribution Summaries due.

**September 3** - Labor Day. KCIA office closed.

**November 22-23** - KCIA office closed for Thanksgiving Holiday.

**December 15** -Wheat Distribution Summaries due.

Bulk Retail Facility Summaries due.

## Other Important Dates

Sept. 11 - Patriots Day  
Sept. 17 - Constitution Day  
Sept. 22- Autumn Begins  
Nov. 4- Daylight Savings Ends

## The Seed Source

If you would like to receive "The Seed Source" via email, please contact us at [kscrop@kansas.net](mailto:kscrop@kansas.net)

## Marketing Certified Seed

It is important to remember both your options and responsibilities when selling certified seed this fall. Though I'm preaching to the choir I wanted to post these reminders.

First and foremost, as certified seed producers and handlers it is important to properly label seed. In this context "label" means the official label, bulk certificate, bulk invoice label or transfer form that traces the ownership of the seed and forms a chain of custody. Without proper labeling, seed is not considered certified. State seed law dictates that all seed sales be accompanied by the appropriate label or bulk documentation. It also states that it is unlawful to represent seed as certified without the official documentation. To clarify, "official" means issued by the certifying agency.

Ensuring that seed you sell is properly labeled or documented fulfills part of your due diligence as a seedsman. It also impresses upon the customer that the seed purchased is something more than bin-run. If certified growers don't think their seed is special enough to label, why should the customer think so. Use that label to promote your product!

A certified grower can sell not-yet-certified seed from a field that has passed inspection to another certifier who must condition and complete certification under their label. This is called a **transfer**.

A certified grower can sell seed which he/she has certified to another certifier or to a **Bulk Resale Facility** so that either may re-sell that seed under their own label. This is called a **resale**. Remember that the seed must meet or beat the analysis on the **Transfer or Resale of Kansas Certified Seed in Bulk** form to be eligible to move this way.

A certified grower can sell certified seed in bulk to a farmer (the end user) provided the seed is accompanied by a **Bulk Retail Sale Certificate** or a **Bulk Invoice Label**. Note that once seed is sold with one of these it is no longer eligible to be sold again as certified seed, so don't mistakenly use these if your intent is to actually conduct a resale to an eligible receiver.

A certified grower can sell his/her bulk certified seed at a satellite site such as a local co-op or seed dealer by registering that site as a **Bulk Distribution Center** and providing seed and labels to that site. There is no fee for a grower to register a bulk distribution site.

A certified grower can place properly sealed and labeled bagged seed at a retail site for sale. KCIA regards 50 lb units, jumbo totes and bulk boxes to be "bagged seed" provided they are properly sealed and labeled so that any tampering would be obvious, and provided the "bag" is sold as a whole unit and not divided.

There is a short, concise explanation of labeling for retail sale in the technical aids page of our website. There is also instruction here on using the transfer and resale form. On the *forms and manuals* page of our website you can find the registration form for Bulk Distribution Centers as well as the application form to be a Bulk Retail Facility.

Bulk Retail Facilities are those sites (co-ops, seed dealers) that have been approved by KCIA to purchase eligible certified seed in bulk, request appropriate official labeling and sell that seed under their company name, assuming all responsibility as labeler of that seed. They are different than a bulk distribution center so don't confuse them.

A **Transfer or Resale of Kansas Certified Seed in Bulk** form or **Declaration of Additional Purchase** form, if appropriate, must be used by the bulk retail facility to receive seed, as this form transfers ownership of the seed purchased and the certification of that seed to the retail facility so it can be resold. Take care to understand the eligibility requirements for seed moving like this. This form is not to be used for a terminal sale. That is what the Bulk Retail Certificate or Bulk Invoice Label is for.

You must be sure that the seed moves properly. If you use the transfer form to move seed to an unauthorized person, the movement will be voided and you may be required to take the seed back or sign the person up as your bulk distribution center. KCIA maintains a list of eligible retail facilities (**BRF**) on our website. (continued on page 2)

You are responsible to use the proper form or label to move seed. Please call us if you need assistance.

It seems like we have a rule for everything, doesn't it? This is because the certification program in which you participate is a decentralized seed increase and distribution system made up of independent seed companies acting autonomously. Certification allows genetic providers the opportunity to utilize this network of independent seed growers to form an organized supply chain that allows efficient production and distribution of quality seed while maintaining the records necessary for traceability and accountability, not to mention uniformity of product. Participants in a certification program form a strong network that benefits genetics providers and farmers but also the seedsmen themselves.

But the strength of this network rests with those willing to maintain and promote it. Proper labeling is part of this responsibility.

### Looking Ahead to Fall planting

As you are well aware, field choice for seed production is important, especially if you hope to avoid problems down the road. In certification, the standards are a constant, it's the fields that are the variable. Do your best to avoid fields that will have a difficult time passing field inspection, such as noxious weed problems or a feral rye or triticale problem. If you must use a less than optimum field, then do what you can at planting to reduce labor and control needs at field inspection time. Utilize K-State recommendations for fall planting weed control and get those herbicides down and then cross your fingers that the moisture situation is favorable for herbicide activity. Make sure the field meets the rotation requirements as listed in the crop certification standards that can be found on our website.

If you use contract growers, and they are a great asset, try to impress upon them that they are doing more than just growing a crop, they are producing seed. Make sure they understand the importance of having the field pass inspection. Show them the crop certification standards that must be satisfied. We have had the occasional field rejected due to something like field bindweed and were told by the applicant that the contract grower said the field didn't have a bindweed problem. A pre-plant visit to the contract grower's field will catch any potential problems.

Send a planting record form, similar to the one I have available on our website, with the seed to the field and require that it be completed at time of planting and returned to you. This will greatly ease field application in *myfields* by having all the field information at your disposal when you sit down at the computer. The same can be said for uploading labels in preparation for submitting field applications.

We have had instances where growers have destroyed all seed labels and had to go back to the supplier for a copy. Please remember that unless you are planting your own seed lot, KCIA will need a copy of the **official** label or **official** bulk seed document as proof of seed source when you submit your field application(s). We cannot accept pallet placards or other non-official documentation as seed source, so make sure you have a legitimate document.

As with many things, often the best way to avoid additional costs and nuisance is to nip problems in the bud and control them when they are more manageable. Neighbors generally know which fields are certified fields. They will also notice any rye or musk thistle in that field. These have to be removed prior to field inspection anyway in order for the field to pass so it just makes sense to avoid these issues and let those fields instead showcase your quality seed.

### Bulk Retail Facility Renewals

We sent letters out to those facilities which were approved last year reminding them to renew for 2018. If we missed you, I apologize. The application/renewal form can be found on our website under *Forms and Manuals*. Please remember to ensure that site management has not changed and that the facility and personnel know the proper procedures for handling and selling certified seed. A Bulk Retail Facility can also serve as a bulk distribution center if it desires to enter into such an agreement with a certified producer.

Never hesitate to call us if you have questions.

### Bulk Distribution Centers

Certified growers can contract a local co-op or seed dealer as a retail outlet for their bulk seed simply by completing a registration form that can be found on our website. The grower is responsible that the facility is able to handle certified seed without contamination. The grower supplies seed and appropriate labels to the center and retains all responsibility for the seed. The bulk distribution center merely acts as an agent of the grower. Do not confuse a Bulk Distribution Center with a Bulk Retail Facility.

A site can serve as a bulk distribution center for more than one grower. Each grower needs to complete a registration form.

*“Worm or beetle , drought or tempest, on a farmer's land may fall,  
Each is loaded full o' ruin, but a mortgage beats 'em all.”* - Will Carleton

Best wishes for favorable weather, a good sales season and an untroubled planting and harvest this fall.

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