Marketing Certified Seed As a Bulk Retail Facility

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Bulk Retail Facility (BRF)

- Governed by Certified Seed Standards, Kansas Seed Law, Federal Seed Act, Plant Variety Protection Act.

- Must be approved by KCIA to buy/sell Kansas Certified Seed.

- Must commit to upholding the integrity of the certification program.

- As the labeler, accepts liability for seed sold—you are first contact if there is a problem.
3 General Steps of Operation

• Acquire the seed — Bulk Resale, eligible seed, proper procedure.

• Sell the Seed — labeling, Bulk Retail Certificate, Bulk Invoice Label.

• Track the Seed — location, disposition, carryover.

All three of the above steps are conducted in the KCIA Seed Lot Management Dashboard (Dashboard). Each facility must set up an account in the Dashboard.
Acquiring Seed

• Certified seed can move a maximum of three times: grower>resale>resale>farmer.

• 1\textsuperscript{st} Resale: From grower to Bulk Retail Facility. This seed can be resold or sold to the farmer (final sale).

• 2\textsuperscript{nd} Resale: The seller received this seed from grower (1\textsuperscript{st} move) and resales to you (2\textsuperscript{nd} move). Can only sell to farmer (3\textsuperscript{rd} move).
Acquiring Seed (continued)

• BRF contacts seed provider who will instigate a Bulk Resale.
• The BRF will receive a notification in the Dashboard, reviews document and accepts or rejects.
• If accepted, the seed is placed in the BRF inventory under a new seed lot number. If more of same seed lot is ordered, it is added to the existing seed lot. If seed of same variety but different seed lot is received a new seed lot will be generated and there will be different seed lots of same variety in inventory.
• Different seed lots of the same variety can be consolidated into one seed lot which will generate a new seed lot number and the other seed lots will be zeroed and archived.
Acquiring Seed (continued)

- Blends: there are no certified blends, only blends of certified seed.
- Each component of a blend must be eligible.
- Label Analysis is the most restrictive seed analysis of the seed components: lowest germ, highest inert, etc.
- Blend label i.e. 40% Variety 1 35% Variety 2
  25% Variety 3 Wheat Blend (components are listed in order of amount and equal 100%).
Selling Seed (labeling)

• All seed sold in Kansas must be properly labeled. It is the law.
• All certified seed must be labeled with an official label or document issued by agency and in compliance with laws.
• Kansas certification standards also require a statement of Plant Variety Protection Act protection.
Selling Seed (continued)

Bulk Certified seed can be sold using

• *Bulk Retail Certificate* generated by BRF within the Dashboard.

• *Bulk Invoice Label* ordered within the Dashboard and printed by KCIA.

Each method has advantages and disadvantages
Bulk Retail Sale Certificate

Used to sell bulk seed to the customer. It is specific for each seed lot in inventory.

Multiple copies can be printed without an amount but each with a unique serial, and completed as sales are made.

Each sale amount is to be recorded by serial number in the dashboard. Unused certificates should be marked unused in the dashboard.

Pros – self-generated, no extra cost beyond printing.
- easy to generate new forms with changing seed lot numbers

Con- takes a little longer to complete over invoice labels
Bulk Invoice Label (BIL)

The BIL is essentially a regular label that is missing the weight and is therefore an incomplete label according to seed law. It is used for bulk sales and becomes a complete, legal label once attached to an invoice or scale ticket listing the weight.

BIL are specific to a seed lot and are ordered within the dashboard, printed by KCIA and mailed or shipped to facility.

Pros – convenience

Cons – Seed lot specific. If seed lots are consolidated, which creates a new seed lot, new labels or additional inventory sheet is required to track seed.

- Cost – label, printing and shipping costs apply.

Amount sold is recorded by entering amount in lot tracking.
Tracking Seed (traceability)

• Records must be kept of seed received (certification number, resale number); amount received; location of seed; and disposition of seed (amount sold, dumped, and carryover.

• If used properly, the Dashboard will maintain and record all of the above record keeping requirements.
Tracking Seed Through Your Facility

The Seed dashboard will record seed received and seed sold while also maintaining standing inventory.

The BRF must maintain its records by ensuring amounts of seed sold are entered accurately and appropriately for each seed lot.

Review the training videos on our bulk facilities page of kscrop.org
Tracking Seed Through Your facility

• Seed does not have to pass physically through your facility. You can pick up the seed from the grower and deliver directly to the farmer. This allows you to handle more varieties than you have bins for.

• But all seed movement must be conducted through the seed lot management dashboard the same as if there were a physical bin.
Tracking Seed Through Your Facility

• Your facility is allowed to bag seed in sealed containers provided you have the equipment and scales to do so. Once bagged and sealed, such containers can be placed at other facilities for retail sale.

• You must order the proper labels for sealed containers using the seed dashboard. KCIA will print and mail them to you.

• The total amount of seed represented by the labels will be removed from inventory until unused labels are reclaimed in lot tracking.
Diligence

• Ensure that all equipment (bins, augers, seed treaters, trucks) used to handle and transport seed is “kernel clean”.
• A fertilizer tender used for seed transport is a risk for contamination. i.e. rye.
• Ensure correct variety is delivered, as varieties differ in traits, i.e. strip rust resistance.
• Keep accurate records.
• Ensure all personnel handling seed is trained.
Final Word – Plant Variety Protection

• PVPA was passed to protect investment in new variety development. The intent was to insure profit for companies to re-invest in research and new varieties. Whether they believe this or not, PVP ultimately benefits the farmer with improved varieties.

• A protected variety may or not have the additional Title V protection requiring certification but “brownbagging” is still prohibited.

• Farmer Exemption allows farmer to keep seed for own planting BUT cannot sell seed. There are exceptions for traited varieties where plant back is not allowed!!

• Brown bagging is illegal and hurts the seed industry.

• Some varieties, such as Clearfield types do not allow a farmer to keep seed back. CSO=Certified Seed Only = no plant back.