# Marketing Certified Seed As a Bulk Retail Facility

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#### **Seed Certification**

- Decentralized Production and Distribution
- Pedigreed, traceability, limited generations
- Varietal purity and identity is the gold standard we strive for
- "Certified Seed" is governed by the Federal Seed Act, Kansas Seed Law, and each state's designated authority (i.e. KCIA)

#### **Evolution**

- First certified wheat variety in Kansas was KanRed in 1919.
- Certified growers grew and sold seed mostly locally. Weren't a lot of varieties, and varieties were longer-lived. Land Grant Colleges released most varieties.
- Private Companies enter the market and the number of varieties increase.

#### **Evolution**

- Certification standards evolved to allow exchange seed between growers. Allowed handling more varieties and to move seed to areas of low supply.
- Bulk has replaced the bag.
- Around 2002 the bulk retail facility program developed at the request of cooperatives.
- Bulk sites allow Agri-businesses to handle bulk seed, expands marketing opportunities for both the agri-business and the certified grower, and expands distribution of seed.

### **Bulk Retail Facility**

- 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.

Track the Seed – location, disposition, carryover.

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

### Acquiring Seed (Resale)

- Transaction is called a "Resale" and a Transfer or Resale of Kansas Certified Seed in Bulk form is used.
- Seed received must have completed certification and meet or exceed the seed analysis as noted on the form.
- Purchase of additional seed of the <u>same seed</u>
   <u>lot</u> uses a different declaration form.

### Acquiring Seed (continued)

- Certified seed can move a maximum of three times: grower>resale>resale>farmer.
- 1<sup>st</sup> Resale: From grower to Bulk Retail Facility.
   This seed can be resold, or sold to the farmer (final sale).
- 2<sup>nd</sup> Resale: The seller received this seed from grower (1<sup>st</sup> move) and resales to you (2<sup>nd</sup> move). You can only sell to farmer (3<sup>rd</sup> move).

### 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%).

This is the form you use to buy Kansas Certified Seed for resale.

It is a chain of custody assigning the certification of the seed to you as well as the liability for keeping the variety pure and in condition.

Your purchase will be a 1<sup>st</sup> resale or a 2<sup>nd</sup> resale. Both are described within the form.

**Both parties must sign** 

Mail, fax or scan to KCIA within five days

This form has to be used for only the first purchase of a specific lot of certified seed. Subsequent purchases of same seed lot uses different form.

Producer/Seller			D	s.net Fa		
-		•	Buyer			
Name			Name			
Address			Address		*	
Class:  Registered Certified	Variety	Crop/Kind		Treated Untreated	Origin:	Net Weight (lb
Plant Variety Protection (	check only one)					
0 -□ Not a Protected Variety 1 -□ Unauthorized Propagatio 2 -□ Unauthorized Propagatio Of Certified Seed 3 -□ Unauthorized Propagatio 4 -□ Unauthorized Propagatio 5 -□ Unauthorized Propagatio	on Prohibited – U.S. Var on Prohibited – U.S. Pro on Prohibited – To Be Sc on Prohibited – U.S. Prof	iety Protection Applied tected Variety old By Variety Name On tected Variety - 1994 By	For Specifying	Of Certified Seed – I	J.W. Protected Variety	
6 -□ Unauthorized Propagation	on Prohibited - To Be S	old By Variety Name O	nly As A Class			994 PVPA
TYPE OF REASSIGNM	☐ Ctean ☐ Con		known (	Comment:		
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For additional purchase of seed of the same certification number, this form can be printed from www.kscrop.org > Forms and Manuals, and used instead of the form above.

Mail, fax, or scan to KCIA within 5 business days.

#### THE KANSAS CROP IMPROVEMENT ASSOCIATION

#### Declaration of Additional Purchase of Certified Seed for Re-Sale

This Form may be used to purchase for resale additional amounts of eligible seed of the same seed lot for which a Transfer or Resale of Kansas Certified Seed in Bulk form has been previously submitted.

To be Completed by Grower:			
SEED DESCRIPTION:Class	Va	riety	Сгор
Certification #			
I have sold additional bisted on this report. I understand indicated by the representative san	that I am still liable t	or the varietal purity	of this lot to the extent
Date	Signa	ture	
To be Completed by Seed Re-Saler: Seed Re-Saler Name:			
It is understood that the seed describes represented by *Transfer* on umber It is completed and sent to the KCIA completion of certification.	or Resale of Ka my responsibility to	ansas Certified : see that all nece	Seed in Bulk form ssary forms are to be
. Date	Signa	ture	
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### 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.
- Can use company's inventory program to report, or the bin inventory sheet supplied by KCIA.
- Must report activity to KCIA by December 15.

# Selling Seed (labeling)

- All seed sold in Kansas must be properly labeled.
- 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)

Certified seed can be sold using

• Bulk Retail Certificate

Bulk Invoice Label

Each method has advantages and disadvantages

#### Certified Seed Lot Numbers

The certification number changes as follows:

DXXXXX = original grower

Changes to 21-9FFFF: year, 9=resale seed, FFFF is the serial number of the transfer form used to receive the seed

Do not sell seed on the seed growers lot number Must use cert number, but can also assign sub lot

When you order bulk certificates for retail sale to farmers, you can ask for "blank certificates". These will come to you with name and seed analysis preprinted, but you will be responsible for completing the information shown in yellow and red.

You can order certs complete (except for red) but blanks allow you to use certs for more than one variety and will not expire due to date of testing

#### SAMPLE FOR REFERENCE USE ONLY

When ordering "blank" certificates, your name and address are preprinted, and you may request the seed analysis to be printed also.

Below, the yellow and red items are those which must be completed by you to make a complete label according to seed law and certification standards when blank certificates are ordered with the analysis preprinted. For your convenience, class and type (i.e. wheat) may be preprinted and the convenience of the convenie

#### KANSAS CERTIFIED SEED

BULK RETAIL SALE CERTIFICATE

The rules of The Kansas Crop Improvement Association provide that the foundation, registered and certified class of WHEAT, OATS, BARLEY, RYE and SOYBEANS may be sold in bulk and certification retained. The certification of the seed designated below will be void if this seed is resold.

Bulk Retail Facility Name - Town, State

Labeled By

Version 8-12-14

	99.00	%	Germination	90	%	Cer	tification No.
Inert	0.98	%	Hard seed	0	%	Date	e Tested
Other Crop Seed	0.01	%			AMC	UNT	[] bushels
Weed Seed	0.01	%			ORIG	GIN:	State of origin, Usually KS
Noxious Weeds	NONE		This seed is:	[ ] T	REAT	ED	[ ] UNTREATED
			Check all app	ropriat	e boxe	S.	
0 🗆 Not a Protected V				•			
1 C Unauthorized Prog						Sainer the	t Seed Of This Variety Is To Be Sold By
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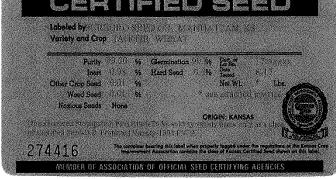
Until the label is attached to an invoice or scale ticket that lists the weight and certification number/variety, it is considered an incomplete label.

Once attached, the invoice or scale ticket becomes the legal label.

#### Invoice

SUREGRO SEED CO. Main St, Manhattan, KS 12345

		785-555-5555		
DATE			INVOIC	E NUMBER
9-10-03			123	34567
SHIP TO:		BILL TO:		
WILLIE WHEAT: 15892 ABBEY R FOXTAIL, KS 669	OAD	SAF	ΛE	
QUANTITY	ITEM CODE	DESCRIPTION	PRICE EACH	ГИИОМА
36,000 LBS	600	bu CERTIFIED 2137 Wheat Seed 17-9	xxxx 6.50/60 # bu	3,90
Received by			TOTAL	\$3,900
	(Table	RTIFIED S	The course of th	= 1
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Standard Seedman's Disclaimer: The seller warrants to the extent of the purchase price that seeds sold are as described on the label within recognized tolerances. Seller gives no other or further warranty, expressed or implied.

#### THANKS FOR YOUR PATRONAGE!

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# Tracking Seed Through Your Facility

To ease record keeping and labeling, since all seed must meet quality standards set higher than the minimum, you are allowed to combine different eligible lots of the same variety into the same bin.

Note on the bin inventory sheet below that the first resale lot into the bin becomes the number for labeling while all other seed placed in the bin in recorded on the bin inventory sheet.

### 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 <u>all</u> paperwork must be in place: transfer or resale form or declaration of additional purchase; bulk retail certificate or bulk invoice label; entry into a bin inventory sheet for that variety.

# 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 obtain the proper labels for sealed containers from KCIA.
- Designate on the bin inventory sheet for that variety the amount bagged.

#### **Bulk Retail Facility Bin Inventory Sheet**

CompanyBulk Retail Inc			LocationSomewhere; KS					
Bin Identific	ation#2		Variety	_Certified 2137 Wheat_				
*Certification	n Number assigned	I to Bin for labeling "9" numl	ber of first re-sale seed	placed in this bin)03-	90686			
Date	KCIA Cert#	Purchased From	Re-Sale Cert #	Sold To	Bushels	Balance		
9-3-03	D22222	J. SEEDGROWER	03-90686	IN	1500	1500		
9-8-03				PETE PRODUCER	1000	500		
9-10-03	D22222	J. SEEDGROWER	03-90686	IN	2000	2500		
9-10-03				WILLIE WHEATSPIKE	600	1900		
9-13-03				GERALDINE GLUTEN	800	1100		
9-16-03	D55555	CECIL CERTIFIER	03-90754	IN	2000	3100		
9-18-03				BILL BIGFARMER	3000	100		
9-20-03	D78210	J. SEEDGROWER	03-90691	IN	3500	3600		
10-13-03				GARY GLUMEBLOTCH	600	3000		
10-15-03				HENRIETTA HAILSTONE	900	2100		
10-17-03				Hugh Hiyield	600	1500		
10-22-03				FRANK FARMMANAGER	1400	100		
12-15-03				DUMPED	1.00	0		
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Track the seed through your system, submit inventory sheets and other docs i.e. KCIA copies of bulk retail certificates by Dec. 15.

<sup>\*</sup> For labeling purposes, the "9" number of the certificate used to received the first seed placed in the bin may be used as the "certified bin number" and may be used as the certification number when ordering labels from KCIA to use for all sales of the stated variety from this bin for the current year. However, the inventory must show all actual re-sale numbers and information pertaining to each addition of seed to the bin.

#### Diligence

- Insure 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.
- Insure 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. This intent was to insure profit for companies to reinvest in research and new varieties. Whether they believe this or not, PVP ultimately benefits the farmer.
- May or may not have Title V protection requiring certification but still prohibits "brownbagging".
- Farmer Exemption allows farmer to keep seed for own planting <u>BUT</u> <u>cannot sell seed</u>. 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.