

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.
- 1st Resale: From grower to Bulk Retail Facility. This seed can be resold or sold to the farmer (final sale).
- 2nd Resale: The seller received this seed from grower (1st move) and resales to you (2nd move). Can only sell to farmer (3rd 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

SERIAL NUMBER: **3254** This is a unique serial number. Record amount sold in Dashboard

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.

Labeled By: KANSAS CROP IMPROVEMENT ASSN - Rossville, KS

Class, Variety, & Crop: Certified, KS Western Star, Wheat

Purity: 99 %	Germination: 90 %	Certification No: D04050
Inert: 0.98 %	Hard seed: 0 %	Date Tested: 06/22/2023
Other Crop Seed: 0.01 %	Amount: pounds sold lbs	
Weed Seed: 0.01 %	Origin: Kansas	
Noxious Weeds: None	This seed is: <input type="checkbox"/> TREATED <input type="checkbox"/> UNTREATED	

Plant Variety Protection

5 [X] Unauthorized Propagation Prohibited - To Be Sold By Variety Name Only As A Class Of Certified Seed - U.S.
Protected Variety- PVPA 1994

Sold To: **Name or account number of buyer**

Condition of container in which this seed was placed: clean contaminated unknown

Comment: **Make any comment needed**

The seller gives no warranty, expressed or implied as to productiveness of this seed and will not be responsible for the crop in any way. Liability is limited to the purchase price of the seed.

By signing below, I agree that this Certificate is evidence of the seed transaction stated.

Date **Date of transaction** Signed **Seller or agents signature** Signed **Buyer or agent's signature if possible**

The Kansas Crop Improvement Association makes no warranty of any kind, expressly or implied, including merchantability or fitness for purpose, or otherwise, which extends beyond the certification that the seed inspection met the regulations of the agency. **This certificate is void if not dated within nine months of "Date Tested" shown above.**



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.

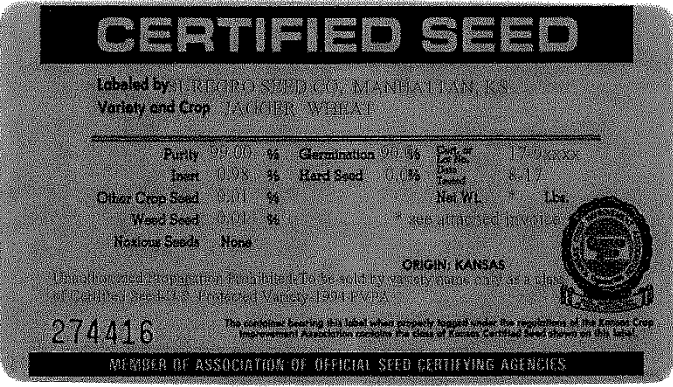
Invoice

SUREGRO SEED CO. Main St, Manhattan, KS 12345
785-555-5555

DATE 9-10-03	INVOICE NUMBER 1234567
SHIP TO:	BILL TO:
WILLIE WHEATSPIKE 15892 ABBEY ROAD FOXTAIL, KS 66589	SAME

QUANTITY	ITEM CODE	DESCRIPTION	PRICE EACH	AMOUNT
36,000 LBS	600 bu	CERTIFIED 2137 Wheat Seed 17-9xxxx	6.50/60 # bu	3,900
TOTAL			\$3,900	

Received by _____



CERTIFIED SEED
Labeled by SUREGRO SEED CO. MANHATTAN, KS
Variety and Crop JAGHIER WHEAT

Purity	99.00%	Germination	96.86%	Net Wt.	17.90xxxx
Inert	0.00%	Hard Seed	0.00%	Per Bu	6.17
Other Crop Seed	0.00%			Net Wt.	Lbs.
Weed Seed	0.00%			* see attached invoice	
Noxious Seeds	None				

274416

MEMBER OF ASSOCIATION OF OFFICIAL SEED CERTIFYING AGENCIES

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!

Document – Label Printing Manual Version 06-07-2012	Page - 9 - of 20 Effective 06-2012	Printed 8/24/17 ©2007 Kansas Crop Improvement Association
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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).
- 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.