

**Supplier Profile:** \_\_\_\_\_ Date: \_\_\_\_\_

Producer/Contact name: \_\_\_\_\_

Are you a repeat customer?  Yes  No ITS Producer # (if known): \_\_\_\_\_

Farm/Ranch name: \_\_\_\_\_ County: \_\_\_\_\_

Premise ID (if known): \_\_\_\_\_ To receive information on premise registration, check here

Shipping Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Billing Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: Home/Work \_\_\_\_\_ Cell: \_\_\_\_\_ Fax: \_\_\_\_\_

Email address: \_\_\_\_\_

Best times to be contacted: \_\_\_\_\_

**An ITS Auditor will be contacting you by phone to verify your calving information.**

**This will take approximately 15 minutes.**

**However, more than one phone call may be necessary to complete the assessment.**

- The ITS Kit 2010 must be submitted 10-15 days prior to the cattle leaving the farm
- **EFFECTIVE IMMEDIATELY:** Rush fees are to be applied to applications needing immediate attention. Rush fees are determined by the amount of time between the receipt of COMPLETE APPLICATION and shipment of calves. Payment must be received prior to processing. (See below for rush fees)
- **EFFECTIVE 10/1/2010:** An application fee of \$25 must accompany all kits in order for them to be processed.

**Payment Information:**

- Credit Card information is attached  
 Credit card type:  Discover  Mastercard  Visa  
 Name on card: \_\_\_\_\_ Credit card number: \_\_\_\_\_  
 3-digit security code: \_\_\_\_\_ Card Expiration Date: \_\_\_\_\_
- Check is enclosed. Check # \_\_\_\_\_

Services	Price per unit BEFORE 10/1/2010	Price per unit EFFECTIVE 10/1/2010	Shipping prices	
Application fee	-	\$25.00	Less than 50 tags	\$8.00
EID Buttons	\$2.75	\$3.25	51-100 tags	\$9.00
SLN All in One tag	\$3.50	\$4.00	101-200 tags	\$11.00
CPH All-in-One tag	\$3.50	\$3.50	201-300 tags	\$12.00
Data fee (per head)*	\$0.75	\$1.25	<b>Rush fees</b>	
Tag Applicator	\$18.00	\$18.00		
<b>*Data fee only applies towards those tags not purchased from SLN.</b>				
			<b>2 days</b>	<b>\$100.00</b>
			<b>3 days</b>	<b>\$75.00</b>

**Size and Scope of Operation:**

1. How many cows and heifers will calve on your farm this year? \_\_\_\_\_
  - a. How many cows were purchased this past year? \_\_\_\_\_
  - b. How are your cows identified? Check all that apply.  
 Ear tags  Tattoos  Brands  No Identification  Other \_\_\_\_\_
2. In the past year, I have kept home-raised replacement heifers.  Yes  No
3. In the past year, I have purchased replacement stock.  Yes  No
  - a. If yes, check all that apply.  
 Open heifers  Bred heifers  Bred Cows  Cow/calf pairs  Bulls
4. Do you purchase stocker calves?  Yes  No
  - a. How are purchased stockers identified differently from home-raised calves?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_.

**Record Keeping Information:**

1. How often do you check your cows during calving season? \_\_\_\_\_
2. Please describe the procedure used to record calving dates and identifying calves.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_.
3. Do you record individual birthdates for each calf?  Yes  No
4. During which seasons do your cows/heifers calve?  Spring  Summer  Fall  Winter
  - a. If more than one season, how do you ensure groups are uniquely identified?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_.

**Calf Crop Information:**

1. How many calves do you anticipate selling this year? \_\_\_\_\_
2. Do your calves to be Source and Age verified run on more than one farm?  Yes  No  
\_\_\_\_\_  
\_\_\_\_\_.
3. Have your calves ever left the farm of origin?  Yes  No
  - a. If yes, where did they go? \_\_\_\_\_

### Source and Age Verified Groups

ITS can verify all calves from an entire calving season, and/or groups within that calving season. For example, verifying steers separate from heifers, spring calves from fall calves, or groups being marketed at different locations/times. **If verifying multiple groups, then each calf or group MUST be identified differently.** Birthdates must be in the MM – DD – YY format. **Refer to page 1 for tag options.**

Please complete the following:

**Group 1 Name:** \_\_\_\_\_

Calving date range: \_\_\_\_\_

Sex (Check all that apply):  Steers  Heifers

Number of head to verify: \_\_\_\_\_

Where are you marketing these calves? \_\_\_\_\_

What is your projected date of sale? \_\_\_\_\_

How are these calves identified?  Ear tags  Tattoos  Brands  No Identification  
 Other \_\_\_\_\_

Do you plan on purchasing tags from SLN for this group at this time?  Yes  No

If yes, what type, of tags do you need? \_\_\_\_\_ How many? \_\_\_\_\_

**Group 2 Name:** \_\_\_\_\_

Calving date range: \_\_\_\_\_

Sex (Check all that apply):  Steers  Heifers

Number of head to verify: \_\_\_\_\_

Where are you marketing these calves? \_\_\_\_\_

What is your projected date of sale? \_\_\_\_\_

How are these calves identified?  Ear tags  Tattoos  Brands  No Identification  
 Other \_\_\_\_\_

Do you plan on purchasing tags from SLN for this group at this time?  Yes  No

If yes, what type, of tags do you need? \_\_\_\_\_ How many? \_\_\_\_\_

**To enroll cattle in this program, calves must have a program compliant tag and be tagged prior to leaving their farm or origin.**

If planning to purchase tags from another source or if using leftover tags you must supply a list of 15 digit EID numbers in order for ITS to approve your cattle.

Please include those 15-digit numbers below or submit electronically:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## Supplier Training Review

### Please review the training material before taking this quiz!

These are generalized questions about the Source and Age Verification process and may not apply to your farm. However, please answer them as best you can. Use the KIT 100 as your guide.

<p>1. Acceptable methods of recording birthdates include:</p> <p><input type="checkbox"/> a. A calendar      <input type="checkbox"/> b. Electronic records</p> <p><input type="checkbox"/> c. A calving book      <input type="checkbox"/> d. IRM red book</p> <p><input type="checkbox"/> e. Journal entries      <input type="checkbox"/> f. Working farm notes</p> <p><input type="checkbox"/> g. All of the above</p>	<p>5. The value of verification includes:</p> <p><input type="checkbox"/> a. Proves you are doing what you say .</p> <p><input type="checkbox"/> b. Allows access to progressive marketing options</p> <p><input type="checkbox"/> c. Provides third-party (un-biased) evaluation</p> <p><input type="checkbox"/> d. All of the above</p>
<p>2. I must either record an individual animal ID that is tied to a calf birthdate, or have a defined calving season where I have records to support the first and last calf born.</p> <p><input type="checkbox"/> True      <input type="checkbox"/> False</p>	<p>6. The required method of identification for the ITS program is a program compliant tag.</p> <p><input type="checkbox"/> True      <input type="checkbox"/> False</p>
<p>3. Calves from purchased pairs <b>qualify</b> to be marketed as Source and Age verified along with my home-raised calves.</p> <p><input type="checkbox"/> True      <input type="checkbox"/> False</p>	<p>7. Cattle are considered <b>source-verified</b> when the original supplier of the cattle has been approved.</p> <p><input type="checkbox"/> True      <input type="checkbox"/> False</p>
<p>4. If I am recording a "group" birthdate, I must use the birthdate of the oldest calf of that calf crop.</p> <p><input type="checkbox"/> True      <input type="checkbox"/> False</p>	<p>8. Tag distributed for these cattle can ONLY be applied to this group of Source and Age verified calves.</p> <p><input type="checkbox"/> True      <input type="checkbox"/> False</p>

The undersigned agrees to the following conditions:

- Data remains the property of the entity that submits it and use or sharing of any data outside these business rules must be approved by the owner of the data in question.
- Producer is solely responsible for the accuracy of the information provided to SLN/ITS and release SLN and ITS from any liability for errors, mistakes or omissions in information provided.
- Producer will provide information/records collected to substantiate/support the accuracy of herd records for Source and Age verification claim and to keep submitted information on file for three (3) years.
- ITS is required to conduct random on-site audits of a small sample of the participants in the Source and Age Verification program. If chosen, Producer agrees to participate in an on-site audit.
- Cattle must be tagged with a Program Compliant Tag and approved before leaving the farm of origin.
- There will be no refunds for evaluations withdrawn or failed.
- ITS reserves the right to approve or disapprove cattle based on how information submitted and garnered while conducting the phone audit is interpreted.
- SLN/ITS has the right to remove approved groups of cattle should they fall out of compliance with the requirements of the ITS program.
- LIMITATION OF LIABILITY: ITS shall not be liable to producer for any direct or other damages in excess of the amounts paid by the producer under this agreement including special, indirect, incidental, consequential or punitive damages arising out of or relating to this agreement, whether the claim alleges tortious conduct (including negligence) or any legal theory. Producer should indemnify and hold ITS harmless for any claims, investigations, complaints damages, liabilities costs, suits or obligations (including reasonable attorney's fees) to which may be subjected as a consequence of any action or omission by producer in connection with this agreement, except for ITS' gross negligent, reckless or willfully improper conduct under this Agreement.
- CONFIDENTIALITY: Animal disease trace back data may be accessed by State Animal Health Officials to support animal disease traceability systems. This data is limited to animal ID, date, place of movement from and place of movement to and is confidentially maintained in a relational data base independent of PVP data. Animal traceability/movement data is only made available to State Animal Health Officials for individual animals in response to specific requests in the event of animal health issues that require such information to facilitate resolution of such issues critical to the protection of the national herd.
- *If submitted electronically, I understand my name being typed in the box below substitutes for a signature.*

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Submit this Page

## Supplier Training Information

### I) ITS PVP Process

- (1) To market your calves as Source and Age verified you must meet the requirements detailed below under "Enrollment Requirements".
- (2) You must be evaluated by the USDA or a company that has been approved by the USDA to approve cow/calf producers as Source and Age compliant.
- (3) ITS is an approved company by the USDA and performs evaluations on each "calving group" a producer wants to market as Source and Age verified.
  - (a) ITS requires producers to submit the Kit100, calving records and if needed, head count support.
  - (b) After receiving all needed information, producers will receive a phone call from an ITS level one auditor.
    - (i) Level one auditors review information with producers and ask additional questions to verify accuracy of the application.
    - (ii) The duty of the level one auditor is to ensure the provided information meets USDA requirements for Source and Age verification.
    - (iii) Depending on the individual circumstance, more than one phone call may be necessary to complete the evaluation.
  - (c) Level-one auditors, then, submit their audit documents and make recommendations to a level two auditor.
  - (d) The level-two auditor will review all material and determine whether the group of calves is eligible for verification.

**(4) A copy of this application and information submitted to ITS must be kept for at least 3 years!**

### II) Enrollment Requirements

- (1) Step 1: Review the Kit100 (this is ITS Source and Age application) and Contract.
- (2) Step 2: Complete all required information.
- (3) Step 3: Assemble calving records, inventory (head count support records) contract and required pages out of the ITS Kit 100 (*the required pages have "Submit this Page" at the bottom*).
- (4) Step 4: Mail, fax or email all information to ITS

### III) Age/calving records that must be submitted (Step 3 above)

- (1) Birthdates must be recorded to verify the month/day/year in which calves were born.
- (2) Acceptable records include: Red Book, Calendar (where other events are recorded to show authenticity of records), journal entries, working farm notes, or computerized records. **Records must be original.**
- (3) Individual records are those in which birthdates are recorded for each calf born.
  - (a) Calves must have an identifier (such as a tag) to match it up with its date of birth.
  - (b) If individual birthdates are recorded, additional head count support is NOT needed.
  - (c) Producers are expected to submit complete calving records.
  - (d) Individual records must be submitted if calves are born year-around.
- (4) Group records are those in which only the first and last calves of the calf crop are recorded.
  - (a) In order, to assure validity of group records, we ask producers also record information such as working dates, and any other dates which pertain to the cow herd or your farm.
  - (b) If you have multiple calving windows, or you want to divide an extended calving window into multiple calving groups, then you must submit a written procedure detailing how each group is uniquely identified to a first and last calf born within each calving group.

### IV) Inventory/Head Count records that must be submitted (Step 3 above) with group calving records

- (1) Producers must submit head-count support records as part of the application to help verify the numbers of calves you want to approve.
- (2) Acceptable methods include: animal health records, cow inventory records, previous year marketing contracts, pregnancy check records, A.I. records, etc.
- (3) If you maintain individual animal calving records, additional head count support is not required.

**V) Cattle must be uniquely identified with a program compliant EID tag**

- (1) Acceptable identification methods to supplement the EID include:
  - (a) Visual and electronic tags
  - (b) Brands
  - (c) Tattoos
  - (d) Brucellosis tags
- (2) A program complaint tag allows calves to move through approved and unapproved locations.
- (3) Tags must be applied BEFORE calves leave the farm of origin.
- (4) Additional identification methods such as farm tags, metal clips, brands or tattoos are not required, but encouraged to maintain enrollment if the Program Complaint Tag is lost.
- (5) Existing EID tags are eligible for program compliancy, but ITS must receive an electronic copy of those 15-digit numbers in order to allocate them into our system. Additional fees will apply.

**VI) Common problems and/or questions**

- (1) If you fail to submit all necessary information, your evaluation will be delayed.
- (2) ITS only places tag orders after an evaluation has been completed and cattle are approved.
- (3) If you buy cows with calves at side, calves from purchased pairs DO NOT qualify for Source and Age verification.
- (4) If you purchase bred cows, and calves are born on your farm, those calves can qualify for Source and Age verification.
- (5) If you have a diversified operation (e.g., cow/calf AND stocker operation) you must maintain unique methods of identification or segregate cattle by location without an opportunity for co-mingling to occur. This must be described in detail in the application.
- (6) For operations that involve purchased calves, stockers, or yearlings, there must be a method of ID that ensures the purchased cattle can be sorted from the home-raised cattle. Weight and size differences are NOT an auditable means of differentiating groups.
- (7) Tags distributed for verified calves can ONLY be applied to the group of Source and Age verified calves approved!
- (8) Birthdates must be exact and not arbitrarily assigned.
- (9) **CATTLE MUST BE APPROVED AND TAGGED BEFORE LEAVING THE FARM OF ORIGIN!**

**VII) Tag Disposition Report and Customer Feedback Form**

- (1) If approved, producers will receive a group certificate describing the approved calves.
- (2) You will also receive a Tag Disposition Report and a Customer Feedback Form
  - (a) ITS requires each customer to fill out and return the Tag Disposition report
    - (i) This allows ITS to be able to account for used, unused, or destroyed tags.
    - (ii) Leftover tags that are allocated to a specific group can cause major problems if applied to other groups of cattle.
  - (b) ITS requests customers to fill out and return the customer feedback form.
    - (i) The Customer Feedback Form allows the staff to review protocols and make changes to improve practices.
    - (ii) Answers on the customer feedback form can remain confidential if the producer desires.

**For assistance, please call the Kentucky Beef Network staff or visit [www.snlnc.com](http://www.snlnc.com).**

**Becky Thompson, Brandy Graves, or Cobie Rutherford at (859) 278-0899**

**Kits can be submitted via mail, fax, or email.**