

Ranch Name: \_\_\_\_\_ Producer/Contact Name: \_\_\_\_\_



Submit completed KIT to:  
Integrated Traceability Solutions  
176 Pasadena Dr. Suite 3  
Lexington, KY 40503

Document No.: ITSKIT100  
Revision Date: 08/15/09  
Page 1 of 8

PHONE: 859-977-5222  
FAX: 866-382-2006  
pvp@kycattle.org

Supplier Profile \_\_\_\_\_ Date \_\_\_\_\_

If repeat customer, ITS Producer #, if known: \_\_\_\_\_

Producer/Contact Name: \_\_\_\_\_

Ranch/Farm Name: \_\_\_\_\_

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

Ranch/Farm Structure (Please check one):  Owner/Operator  Partnership  LLC  Inc.  Other \_\_\_\_\_

Mailing Address: \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Physical Address: \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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

Email Address: \_\_\_\_\_

Best time 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.**

ITS Services Requested (Audits will be processed within 10-15 business days.) Price list below for available tags:

BUTTON EIDS- \$2.75      COMBO TAGS- \$3.50 (SLN, CPH, others available)      TAGGERS- \$18

DATA FEE- \$.75/hd *Applies if tags are purchased from a different source*

\*\*\*\*\*SHIPPING CHARGES WILL BE APPLIED\*\*\*\*\*

**OPTIONAL PAYMENT INFORMATION**

IF PAYING BY CHECK, PLEASE PROVIDE CHECK#	
CHECK#	
IF PAYING BY CREDIT CARD, PLEASE COMPLETE THE INFORMATION BELOW	
CHECK CARD USING FOR PAYMENT	
<input type="checkbox"/> American Express <input type="checkbox"/> Discover <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa	
CREDIT CARD NUMBER	3-DIGIT SECURITY CODE
CARD HOLDER SIGNATURE	CARD EXPIRATION DATE:

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Please use this page as a **reference** while filling out the Source & Age Verified Application.

**LIVESTOCK OPERATION**

Annual Livestock Inventory	Number Home-raised	Number Purchased	Home-raised Cattle I.D. (These are secondary ranch identification methods that you use in addition to applying the ITS EID)	Purchased Cattle I.D. (tags, notches, brand, waddle)
Cows	355	20	Tagged and Branded	Branded
Calves Sold	300		Tags (reference mother's tag number), Notches and Branded	
Stockers Sold	125		Branded	
Finished Cattle Sold				
Other	10 (cull cows)		Tags and Branded	

**SOURCE & AGE VERIFIED GROUPS**

Group 1 Calving Date Range	Sex	Group Information (e.g. "Spring", "Fall")	Number to Verify	Expected		
				Marketing Date	Backgrounder/ Feedyard (Location)	Sale Method (video, salebarn, ranch direct, etc.)
From: <u>02 / 11 / 09</u> MM/DD/YY  To: <u>05 / 23 / 09</u> MM/DD/YY	<input checked="" type="checkbox"/> Steers <input type="checkbox"/> Heifers <input type="checkbox"/> Bulls <input type="checkbox"/> Mixed	<input checked="" type="checkbox"/> Group <input type="checkbox"/> Individual  <b>Spring 2009</b>	138			

Tags (Color, ear, number I.D., etc)	Waddle (Number and location)	Notches (Number and location)	Brand (Draw, describe and location)	Other (e.g., breed & color, other forms of ID, etc.)
Blue tag – left ear (pasture reference), White tag – right ear All numbers correspond to mother's number		2 notches, left ear on each steer/ heifer calf	<hr style="width: 50px; margin: 0 auto;"/> <b>LC</b>  Left Rib	Angus x Hereford



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## LIVESTOCK OPERATION

ITS utilizes this information to understand the size and scope of the cattle operation in respect to Source & Age verification. Please include all head counts for the current year. Animals intended for sale but have not been sold yet should be counted for in the "sold" sections.

<b>Annual Livestock Inventory</b>	<b>Number Home-Raised</b>	<b>Number Purchased</b>	<b>Home-Raised Cattle I.D.</b> (These are secondary ranch identification methods that you use in addition to the ITS EID)	<b>Purchased Cattle I.D.</b> (tags, notches, brand, waddle)
<b>Cows</b>				
<b>Calves Sold</b>				
<b>Stockers Sold</b>				
<b>Finished Cattle Sold</b>				
<b>Other</b>				

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. If verifying multiple groups of cattle with a different date of birth for each group, then each group must be identified differently (e.g. different colored tag, different brand, separate ear notch, etc.). Separate pastures do not qualify.

***Calving season(s): birth dates must be in MM-DD-YY format.***

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**SIZE AND SCOPE OF OPERATION**

Please answer the following questions regarding the group(s) of calves to be Source and Age Verified (if marketing more than one group of calves, please be specific):

Have cattle ever left the ranch of origin?  Yes  No  
If yes, where did they go? \_\_\_\_\_  
To which group of calves does this apply? \_\_\_\_\_

Did cattle go through a salebarn?  Yes  No  
To which group of calves does this apply? \_\_\_\_\_

Where are the cattle currently? \_\_\_\_\_

Do you intend to purchase tags?  Yes  No  
To which group of calves does this apply? \_\_\_\_\_

If cattle are purchased, how do you segregate them? \_\_\_\_\_

Briefly describe how calves' dates of birth are recorded (e.g., "I check my cows every day, and record new calves observed"):

\_\_\_\_\_  
\_\_\_\_\_

**In order to meet the requirements of our program, we have to make sure we truly understand your operational scope. Therefore, in the space provided, please provide details regarding your livestock operation.**

Critical areas include:

- (1) Source of origin considerations:
  - a. Do you run cows for multiple owners with different means of identification?
  - b. Is this Source and Age application for calves run on more than one ranch, leased land, etc.?
- (2) Age considerations:
  - a. Do you have multiple calving seasons? If yes, how do you ensure groups are uniquely identified?
- (3) Cattle movement considerations such as:
  - a. Do you own a back grounding or stocker operation that you move calves to at weaning? If yes, do you contract grow calves for other owners? If yes, how do you identify calves separately?
  - b. Do you move cattle to another ranch location to load calves for shipping?
  - c. Do you move calves to wheat, cornstalks, etc.?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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SUPPLIER TRAINING INFORMATION

**USDA REQUIREMENTS:**

- To market your calves as Source and Age verified you must meet the requirements detailed below under "Enrollment Requirements"
- 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
- 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
  - ITS requires you to submit written records and the KIT100, and will then follow-up with a phone call to review the information and ask additional questions to verify accuracy and ensure the information you provide meets the USDA's requirements for Source and Age verification

**You must keep a copy of this application and all information submitted to ITS for a minimum of 3 years!**

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**ENROLLMENT REQUIREMENTS:**

Step #1: Review the Kit100 (this is ITS Source and Age application) and Contract

Step #2: Complete all required information

Step #3: Assemble calving records, inventory (head count support records), contract and required pages out of KIT100 (***the required pages will have a box that says "Submit This Page"***)

Step #4: Mail, Fax, or Email all information to ITS

AGE/CALVING RECORDS THAT MUST BE SUBMITTED (as part of the application process, Step #3 above):

- Written/Documented Group and/or Individual Calving Records (original records)
  - (1) You can submit written records that show individual calving dates or dates of the first and last calf born within a specific calving window/season. (*NOTE: If you maintain individual animal calving records, then additional head count support is not required*)
  - (2) Group calving records-- can be represented with a first and last calf born date that is recorded. You will need to submit a copy of your original records to ITS for review.
    - a. If you do not pull your bulls out (and you calve all year) then you must submit individual calving records tied to individual animal identification.
    - 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.
- If you have a complicated method of determining calving dates, then we recommend you submit a written procedure to make it easier for the evaluator to understand your methods
- Acceptable Records Include: Red Book, Calendar (where other events are recorded to show authenticity of records), Journal Entries, Computerized Records (if original records are not available)
- ***Birthdates must be recorded to verify the month/day/year in which calves were born***

INVENTORY/HEAD COUNT RECORDS THAT MUST BE SUBMITTED (as part of the application process, Step #3 above):

- You must submit as part of the application process records to help verify the number of calves you want to approve. These records can be generated from the pages of your calving book or any of the documents listed below.
    - Acceptable Methods Include: Animal Health Records, Cow Inventory Records, Brand Inspection Papers, Previous Year Marketing Contracts, Pregnancy Check Records, A.I. Records, etc.
  - If you maintain individual animal calving records, then additional head count support is not required.
-



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Cattle must be uniquely identified with a Program Compliant Tag (PCT). Acceptable identification methods to supplement the PCT include: visual and electronic tags, brands, tattoos, Brucellosis tags, etc.

- The required identification for the ITS program is a Program Compliant Tag (PCT). This tag allows cattle to move through approved or unapproved locations (see definition below) and retain their Source and Age verified status. This is required if you intend to represent cattle as Source and Age verified
- These tags must be applied at the ranch before the calves are shipped
- If cattle move direct from your ranch to a location that is approved by a USDA PVP or QSA Source and Age Verified Program, each calf must be identified uniquely with a PCT. Additional identification methods such as Ranch Tags, Brand or Unique Ear Notch are not required, but encouraged to maintain enrollment if the PCT is lost.
- Existing EID's are eligible for program compliancy, but ITS must receive an electronic copy of those tag numbers in order to allocate them into our system

#### **DEFINITIONS:**

**Approved Location** – A packer, feeder, backgrounder, sale barn or producer that has been evaluated and listed as an approved supplier on USDA's, ITS' or another approved supplier list.

**Program Compliant Tag (PCT)** – A one-time use, tamper-evident tag with a non-repeatable, unique number. Usually consisting of an EID or RFID which are controlled by ITS, and consequently the USDA. Please note that EID tags purchased outside of ITS are acceptable, but a list of those numbers must be submitted to ITS and allocated in our database.

**USDA PVP** – United States Department of Agriculture Process Verified Program; a type of verification program

**USDA QSA** – United States Department of Agriculture Quality System Assessment; another type of verification program

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#### **COMMON PROBLEMS AND/OR QUESTIONS:**

- If you fail to submit all the necessary information, your evaluation will be delayed.
- ITS only places tag orders after an evaluation has been completed and cattle are approved.
- If you buy pairs, calves from the purchased pairs **DO NOT** qualify for Source and Age verification. **HOWEVER**, if you purchase bred cows and the calves are born on your ranch, those calves can qualify for Source and Age.
- 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.
- 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.
- Tags distributed for verified calves can **ONLY** be applied to the group of Source and Age verified calves approved!

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## SUPPLIER TRAINING REVIEW

### Please review the Training Material previous to taking this quiz!

These are generalized questions about the Source & Age Verification Process and may not apply to your ranch. However, please answer them as best you can. Please use the information provided throughout the Kit100 to answer the questions.

**1. Acceptable methods of recording birthdates include: (circle all that apply)**

- a. A calendar
- b. A calving book
- c. Electronic records
- d. Journal entries
- e. Working ranch notes

**2. I must either record an individual animal I.D. that is tied to an individual calf birthdate, or have a defined calving season where I have records to support the first and last calf born.**

Yes       No

**3. Calves from purchased pairs qualify to be marketed as Source and Age verified with my home-raised calves.**

Yes       No

**4. If I am recording a "group" birthdate, I must use the oldest calf's birthdate in the calf crop.**

Yes       No

**5. Cattle are considered Source verified when the original supplier of the cattle has been approved.**

Yes       No

**6. The required method of identification for the ITS program is a Program Compliant Tag (PCT).**

Yes       No

**7. The value of verification includes: (circle all that apply)**

- a. Proves you are doing what you say you are doing
- b. Allows access to progressive marketing options
- c. Provides third-party (unbiased) vs. self-evaluation

**8. Tags distributed for these cattle can ONLY be applied to this group of Source and Age verified calves.**

Yes       No

Considering penalties under law, I declare I have examined and prepared the ITS Packet and believe all of the information contained in the ITS packet is true, correct and complete. I understand this documentation is part of a Source and Age verified program and I have records to support all information submitted. I agree to keep supporting records on file for three (3) years. I understand my ranch/farm and records may be evaluated on-site. I also understand I will be contacted by a ITS representative to complete this evaluation.

**The undersigned agrees that:**

- You will share information collected to substantiate Source and Age Verification claims.
- Information collected and submitted is true and accurate.
- You maintain supporting documentation as required to certify accuracy of herd records, which is subject to audit by SLN, ITS, USDA, or subsequent owner(s) of these animals.
- You will submit data with the understanding that NAIS data maybe made available to the National Animal Identification System and that other data will be utilized to support marketing claims, such as source and age verification, as necessary. SLN may generate aggregate reports of data for use in benchmarking, marketing and promotion. Data remains the property of the entity that has submitted it and use or sharing of any data outside these business rules must be approved by the owner of the data in question.
- You are responsible for the accuracy of the information provided to SLN and release SLN and ITS from any liability for errors, mistakes or omissions in the information provided.
- You will protect the intellectual property of SLN and ITS and further agree not to copy or in any way reproduce software or system designs represented by SLN and ITS products.

\_\_\_\_\_  
Producer Signature

\_\_\_\_\_  
Date

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**SOURCE & 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. If verifying multiple groups of cattle with a different date of birth for each group, then each group **must be identified differently** (e.g., different brand, ear tags, ear notch, etc.); separate pastures do not qualify. Calving season(s): Birth dates must be in MM-DD-YY format.

**If more than two groups are to be verified, please copy this page to submit additional groups.**

Group 1

Group 1 Calving Date Range	Sex	Group Information (e.g. "Spring", "Fall")	Number to Verify	Expected		
				Marketing Date	Backgrounder/ Feedyard (Location)	Sale Method (video, salebarn, ranch direct, etc.)
From: ____/____/____ MM/DD/YY  To: ____/____/____ MM/DD/YY	<input type="checkbox"/> Steers <input type="checkbox"/> Heifers <input type="checkbox"/> Bulls <input type="checkbox"/> Mixed	<input type="checkbox"/> Group <input type="checkbox"/> Individual  _____				

Tags (Color, ear, number I.D., etc)	Waddle (Number and location)	Notches (Number and location)	Brand (Draw, describe and location)	Other (e.g., Breed & color, other forms of ID, etc.)

If different calving seasons are involved, different I.D. must be utilized to separate calving groups.

Group 2

Group 2 Calving Date Range	Sex	Group Information (e.g. "Spring", "Fall")	Number to Verify	Expected		
				Marketing Date	Backgrounder/ Feedyard (Location)	Sale Method (video, salebarn, ranch direct, etc.)
From: ____/____/____ MM/DD/YY  To: ____/____/____ MM/DD/YY	<input type="checkbox"/> Steers <input type="checkbox"/> Heifers <input type="checkbox"/> Bulls <input type="checkbox"/> Mixed	<input type="checkbox"/> Group <input type="checkbox"/> Individual  _____				

Tags (Color, ear, number I.D., etc)	Waddle (Number and location)	Notches (Number and location)	Brand (Draw, describe and location)	Other (e.g., Breed & color, other forms of ID, etc.)

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