Florida Cattlemen Traceability Project
Presented by: Gene Lollis
This is an update on Florida’s Traceability Project:

• 1st I would like to put Traceability into Perspective

• 2nd Define not only Florida’s “NEED” for Traceability but U.S.

• 3rd Trace our Steps to the Demonstration Project

• 4,5 Finding and Next Steps

• We must Define the Data

• Summarize
Traceability Put Into Perspective

“We have traceability all around us”

- Vehicle Identification Number (VIN)
- Vegetables
- Pork/Sheep
- Humans 911 - Good Idea

(With 911 we do not say we are in the US)

We know there is a NEED for the Beef Industry to have a program. It’s sorting out the details.
Florida’s **NEED** for Traceability

- Florida has **21.3** million residents, **1,000** people moving in everyday, **105** million annual visitors, **14** seaports and **5** international airports
- Aug. 28, 2018 reported an atypical BSE case – “We Thank God for Politics”
- Cow/calf we are an export state
- Cattle can easily be “contained” i.e. regionalization
- Est. $200 billion impact nationwide if we were to experience Foot Mouth Disease (FMD)
- Note: Take FMD- vaccination bank we have enough for 14% of cattle in Texas or 4% of the hogs in Iowa.
The steps to Florida’s Project.

In 2017, Ken Griner, Past FCA President, formed a taskforce with all stakeholders in all sectors of the cattle industry in Florida (FCA President Initiatives roll from one President to the next).

1st Meeting
Initial Discussion
- Defined a need
- Agreed electronic would be the best method
- Tagging before entering commerce
- +18 months old

2nd Meeting
Demonstration Project
- **Phase 1** – Properly equip site, communicate with producers that EID’s are available and voluntary, educate those involved about traceability
- **Phase 2** – Expand Phase 1, increase volume of cattle tagging, continue to educate
- **Phase 3** – Continue to educate, begin the mandatory vs. voluntary discussion for an intra-state program

3rd Meeting
Education Outreach
- FL Dept. of AG
- IFAS
- Veterinarians
- Industry leaders (State and County level FCA)

Deliver a concise industry driven message!
Livestock Markets would need to collectively charge $5-$7 EXTRA per head to tag cattle.

Florida's Current Pilot Program
Implementing EID's at a Livestock Market
Demo Livestock Market Runs 102,000 Head Annually, ~24,000 (+18 Months Old)

Livestock Market Initial Costs

<table>
<thead>
<tr>
<th></th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electrical &amp; Pen Modifications</td>
<td>$1,906.38</td>
</tr>
<tr>
<td>Training Labor</td>
<td>$2,900.00</td>
</tr>
<tr>
<td>Programming &amp; Scale Conversion</td>
<td>$20,175.53</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$24,981.91</strong></td>
</tr>
</tbody>
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Add'l Day Workers

<table>
<thead>
<tr>
<th></th>
<th>3</th>
<th>4</th>
</tr>
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<tbody>
<tr>
<td>Daily Wage</td>
<td>$175</td>
<td>$175</td>
</tr>
<tr>
<td>Days per Week</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Cost per Week</td>
<td>$1,575</td>
<td>$2,100</td>
</tr>
<tr>
<td>Weeks per Year</td>
<td>48</td>
<td>48</td>
</tr>
<tr>
<td><strong>Total Cost/Year</strong></td>
<td><strong>$75,600</strong></td>
<td><strong>$100,800</strong></td>
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12/27/18 Sale Lots
4 Extra Day Workers
240-320 Head per Day

<table>
<thead>
<tr>
<th></th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extra Payroll</td>
<td>$700</td>
</tr>
<tr>
<td>Head Tagged</td>
<td>320</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$2.19</strong></td>
</tr>
</tbody>
</table>

Livestock Markets would need to collectively charge $5-$7 EXTRA per head to tag cattle.
Demo Project Initial Findings

- Currently, it can be done in Florida with low frequency EID tags.
- The tagging system is functional and can be done at the speed of commerce.
- Tagging at home maximizes efficiency and could be more cost efficient.

Next Steps
- Set up add’l voluntary market – creating a 2nd market in FL (at a stand still).
- Disperse more tags to voluntary producers willing to help continue testing the markets system (at a stand still).
- Reach Out and Work with both Texas and Kansas in their Pilot Projects to work closely with them to avoid overlaps and perhaps keep some differences (I have failed to reach out).
Defining the Data

1. It’s all about the digits. A unique 15-digit number beginning with “840”. Ex. 840003006145615
2. Address of the cattle’s original origin
3. Beef or Dairy?
4. Sex of the animal
5. Age of the animal (18 months or older)
6. Address at the change of ownership (Buyer’s address)
A. There is a NEED. (Protect our food supply, industry and herd)

B. Electronic is the best method, Avoid the argument high/low get started and let technology develop. The challenge will be to build a tag reader compatible with both high and low frequency tags to settle the argument arising…

C. Tagging before animals enter commerce (efficient & fast, metal tags do not work, removes error)

D. Establish the difference between tagging at birth and tagging before entering commerce

E. Did not bring up but Mandatory vs. voluntary since its is always an argument.

As an industry, we need to bypass the argument and build the foundation.
Mark 3:24-25 24 If a kingdom is divided against itself, that kingdom cannot stand. 25 If a house is divided against itself, that house cannot stand.

Thank you!