



Dear Beef Producer,

Welcome to the SUREHEALTH® and I-VAC™ Source and Age Verification program. SUREHEALTH is a joint program between Merial and Boehringer Ingelheim. We have asked IMI Global, as a third party, to review our producers' documentation using their patent pending supplier evaluation system, USVerified™ Supply Verified™.

Time and again, we are asked to define the value of verification. Verification of marketing claims help you: 1) prove you are doing what you say you are doing; 2) gain access to progressive marketing options, and 3) make available third party (unbiased) vs. self evaluation.

This program was developed to verify your ability to meet customer requirements for "Source and Age Verification." The beef industry is receiving numerous requests for source verified cattle from domestic trading partners and for age requirements from international trading partners.

The USVerified™ program helps reduce the cost of onsite auditing and makes the evaluation process completely objective. IMI's scoring process requires ranches/farms (suppliers) to provide information requested during an onsite audit. This information is used to establish your ability to supply source and age verified cattle. Your ranch/operation may be visited by IMI during random on-site evaluations.

It is important you know:

- Your information is kept confidential
- Only information necessary to verify source and age is requested
- We do not share your information, and only make it available to the USDA when necessary to verify the SUREHEALTH/I-VAC Source and Age Verified program
- How to learn more about the process (www.usverified.com) or
- How to validate USVerified™ USDA Process Verified status go to <http://processverified.usda.gov/>

Kit Contents

Your SureHealth/I-VAC Supply Verified Kit for Source and Age includes:

Document	Purpose	How to Use
Supplier Training Material	Explains the requirement for Source and Age cattle and approved supplier. Reviews records necessary to comply with Source and Age requirements	Read and keep for your records
Supplier Document Checklist	Identifies supporting information used by an evaluator to verify your ability to supply Source and Age verified calves.	Read and keep for your records.
Supplier Profile	Captures contact, operation, and Source and Age data.	Complete and return to IMI . Keep a copy for your records.
Supplier Training Quiz	Reviews your understanding of the requirements of the Source and Age Program.	Complete, sign, date and return to IMI . Keep a copy for your records.
Supply Verified Program Contract	Presents the IMI Global Project and Services Agreement.	Complete, sign, date, attach \$150 subscription fee, and return to IMI . Keep a copy for your records.

If you have any questions please send an e-mail to info@usverified.com or call IMI Global at (866) 515-5797.

Sincerely,



Van Ricketts, DVM
Director, SureHealth

John Saunders
President, IMI Global





IMI Global, Inc.
P.O. Box 1291, Platte City, MO 64079
(816) 858-4796

FROM: John Saunders, President, IMI Global Inc.

**TO: SUREHEALTH / I-VAC PARTICIPANT
PLEASE FILL OUT NAME AND ADDRESS
INFORMATION BELOW**

Print Your Name:
Print Your Address:
Print Your City, State, Zip:



Re: IMI Global Project and Services Agreement
The PRODUCER and Integrated Management Information, Inc. d/b/a "IMI Global Inc." have entered into this Agreement on the following terms and conditions:

Term	SureHealth/I-VAC Program – Source and Age Verified	Pricing
One Year	<p>Annual Supplier Evaluation includes:</p> <ul style="list-style-type: none"> An audit of all information required to assess the PRODUCER'S ability to meet the USDA Source and Age verification requirements. Evaluation of all calving season groups <p>If approved PRODUCER receives:</p> <ul style="list-style-type: none"> A certificate of approval to communicate the conforming status of cattle to potential buyers. Listing on an approved supplier list. 	<p>Annual Subscription Fee = \$150/Year*</p> <p>*Due at the time of application</p> <p>*Credit Card Payments are accepted</p>

ADDITIONAL CLAUSES:

- This Agreement is between PRODUCER and IMI Global. Any third party participants are required to sign IMI Global's Non Disclosure Agreement.
- In signing this Agreement, PRODUCER agrees it, and any of it's officers, owners, employees, and agents will not re-distribute, re-market, or commercially replicate the documents and/or processes implemented by IMI Global hereunder without prior written consent from IMI Global.
- Force Majeure – IMI Global shall not be in default hereunder by reason of any failure or delay in the performance of any obligation under this Agreement where such failure or delay arises out of any cause beyond its reasonable control and not its fault.
- PRODUCER's representations and covenants shall survive the termination of this Agreement.
- IMI Global may terminate this Agreement immediately in the event Distributor fails to pay all fees due and owing hereunder.
- The IMI Global forms, Ranch/Farm (Supplier) Profile, Ranch/Farm (Supplier) Training Review, Ranch/Farm (Supplier) Document Checklist, Ranch/Farm (Supplier) Training Materials, and Tag Disposition Report delivered to and signed by PRODUCER are incorporated in this Agreement by reference.

LIMITATION OF LIABILITY: IMI Global shall not be liable to PRODUCER for any direct or other damages in excess of the amounts paid on behalf of PRODUCER under this Agreement, including any 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 other legal theory. PRODUCER shall indemnify and hold IMI Global harmless for any claims, investigations, complaints, damages, liabilities costs, suits or obligations (including reasonable attorneys' fees) to which IMI Global may be subjected as a consequence of any action or omission by PRODUCER in connection with this Agreement, except for IMI Global's gross negligence, or its reckless or willfully improper conduct under this Agreement.

LICENSE: IMI Global grants PRODUCER a nonassignable, nonexclusive and limited, right and license to use the IMI Global Supply Verified Supplier Evaluation System during the term of this Agreement. PRODUCER has no right to distribute copy, modify or create derivatives of this System. PRODUCER may not assign any rights or obligations under this Agreement without IMI Global's prior written consent.

CUSTOMER NAME: PRODUCER hereby consents to and grants IMI Global a limited right and license to use PRODUCER's name (1) within an approved supplier list in IMI Global's own business and (2) in certain mandatory disclosures to federal and state governmental agencies and authorities. PRODUCER consents to IMI Global's use and disclosure of its name and information obtained hereunder to Distributor.

CONFIDENTIALITY: The parties agree to keep all information concerning either party, their business operations and any information disclosed hereunder, and the terms and conditions of this Agreement confidential, except that IMI Global may disclose such confidential information as allowed by the terms of this Agreement, is generally known to the public, is already in IMI Global's possession or becomes known to IMI Global on a non-confidential basis from a third-party.

The undersigned as PRODUCER affirms the undersigned has read, fully understands and accepts the terms of this Agreement.

John Saunders, President, IMI Global Inc.

PRODUCER Signature

Date

**SIGN AND RETURN TO IMI
KEEP COPY FOR YOUR RECORDS**



Complete the USVerified™ Packet (Profile and Quiz) and return the indicated files (calving records) to IMI in one of the following ways.

1. Toll free fax: (877) 258-4535
2. Email: Verified@imiglobal.com
3. Mail: IMI Global
 Attn: Supply Verified Evaluator
 P.O. Box 1291, Platte City, MO 64079

Supplier Profile

Submit this document to IMI. Keep a copy for your files.

Producer/Contact Name _____ Ranch/Farm Name _____

USVerified™ Certificate Number (returning customers, please enter your certificate number): _____

Affiliation – (e.g.: feeder, order buyer, packer, pharmaceutical company, state department of agriculture, etc.), if any _____

Ranch/Farm Structure (check one) Owner/Operator Partnership LLC Inc. Other _____

Mailing Address _____

Physical Address (for directions and/or shipping) _____

Phone _____ (Business/Home) _____ (Mobile) _____ (Fax)

Best time to be contacted _____

E-mail _____ Premise I.D. (if known) _____

SECTION 1

Ranch/Farm Capacity, Type of Operation, and Cattle Identification Methods

Indicate 1) number of head, 2) how identified (e.g. electronic ID, visual tags, brand description, etc.) and 3) segregated.
 If space is limited, please include information in an attached document.

Cows	Number of cows	How identified (describe)	<input type="checkbox"/> Home Raised <input type="checkbox"/> Purchased*
	*Means of Segregating Purchased Cattle from Home Raised Cattle		
Calves Sold (annually)	Number of calves	How identified (describe)	<input type="checkbox"/> Home Raised <input type="checkbox"/> Purchased*
	*Means of Segregating Purchased Cattle from Home Raised Cattle		
Stockers Sold (annually)	Number of stockers	How identified (describe)	<input type="checkbox"/> Home Raised <input type="checkbox"/> Purchased*
	*Means of Segregating Purchased Cattle from Home Raised Cattle		
Finished Cattle Sold (annually)	Number of finished cattle sold	How identified (describe)	<input type="checkbox"/> Home Raised <input type="checkbox"/> Purchased*
	*Means of Segregating Purchased Cattle from Home Raised Cattle		
Other (annually)	Number	How identified (describe)	<input type="checkbox"/> Home Raised <input type="checkbox"/> Purchased*
	*Means of Segregating Purchased Cattle from Home Raised Cattle		

SECTION 2

Calving Season(s)—Birth dates MUST be MM-DD-YY to MM-DD-YY (e.g., 02-01-05 to 03-15-05)

Birthdates entered MUST match the dates on the calving records submitted. A COPY OF YOUR CALVING RECORDS MUST BE INCLUDED

Group 1	Group 2	Group 3
Birthdate Range: - - to - -	Birthdate Range: - - to - -	Birthdate Range: - - to - -
Birthdate Recorded by: <input type="checkbox"/> Individual <input type="checkbox"/> Group	Birthdate Recorded by: <input type="checkbox"/> Individual <input type="checkbox"/> Group	Birthdate Recorded by: <input type="checkbox"/> Individual <input type="checkbox"/> Group
Group Name (e.g. Spring 05): <input style="width: 100%;" type="text"/>	Group Name (e.g. Spring 05): <input style="width: 100%;" type="text"/>	Group Name (e.g. Spring 05): <input style="width: 100%;" type="text"/>
Sex: <input type="checkbox"/> Steers <input type="checkbox"/> Heifers <input type="checkbox"/> Bulls <input type="checkbox"/> Mixed	Sex: <input type="checkbox"/> Steers <input type="checkbox"/> Heifers <input type="checkbox"/> Bulls <input type="checkbox"/> Mixed	Sex: <input type="checkbox"/> Steers <input type="checkbox"/> Heifers <input type="checkbox"/> Bulls <input type="checkbox"/> Mixed
Number of calves to verify: <input style="width: 100%;" type="text"/>	Number of calves to verify: <input style="width: 100%;" type="text"/>	Number of calves to verify: <input style="width: 100%;" type="text"/>
Type of Delivery: <input type="checkbox"/> Ranch Direct <input type="checkbox"/> Local Auction <input type="checkbox"/> Source & Age Auction <input type="checkbox"/> Other _____	Type of Delivery: <input type="checkbox"/> Ranch Direct <input type="checkbox"/> Local Auction <input type="checkbox"/> Source & Age Auction <input type="checkbox"/> Other _____	Type of Delivery: <input type="checkbox"/> Ranch Direct <input type="checkbox"/> Local Auction <input type="checkbox"/> Source & Age Auction <input type="checkbox"/> Other _____
Anticipated Market Date: <input style="width: 100%;" type="text"/>	Anticipated Market Date: <input style="width: 100%;" type="text"/>	Anticipated Market Date: <input style="width: 100%;" type="text"/>



Sign and submit this document to IMI. Keep a copy for your files.

SUPPLIER TRAINING REVIEW

Use the information contained in the Welcome Letter and MERIALKIT100 to help you answer these questions.

- Acceptable methods of recording birthdates include (circle all that apply):
 - A calendar showing the year
 - A calving book
 - Electronic records supporting the original calving information.
- The National Animal Identification System (48-hour traceback) and Source and Age Verification (a marketing/management tool) are the same.

True False
- If I have a year-around calving season, I must be able to separate the calves into birthdate groups.

Yes No
- Calves from purchased pairs qualify to be marketed as source and age verified with my home raised calves.

Yes No
- I can market multiple birthdate groups with one annual IMI supplier evaluation?

Yes No
- If I have a diversified operation (cow/calf and stocker), I must be able to identify cattle so they can be segregated.

Yes No

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

Yes No
- Cattle are considered source verified when the original supplier of the cattle has been approved.

Yes No
- Acceptable methods of identification for the Merial SureHealth & I-VAC Source & Age Program include (circle all that apply):
 - Visual Eartags
 - Electronic identification (EID)
 - Brands
 - Merial SureHealth visual & RFID nested tag set (lime green tag)
 - Merial I-VAC visual & RFID nested tag set (orange tag)
- The value of verification includes (circle all that apply):
 - Proves you are doing what you say you are doing
 - Allows access to progressive marketing options
 - Provides third party (unbiased) vs. self-evaluation
- 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 USVerified™ Packet and believe all of the information contained in the USVerified™ 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.

Producer Signature _____ Date _____

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	SIGNATURE CODE
CARD HOLDER SIGNATURE	CARD EXPIRATION DATE:

NOTE: Completed Merial SureHealth & I-VAC Source & Age Packets (Profile, Quiz & calving records) returned with full payment receive priority processing!

Priority processing ensures timely delivery of your Source and Age Verified Certificate(s) and your tag order being processed upon approval as a Source and Age Verified producer.

COMPLETE AND RETURN THIS PAGE TO IMI



Keep a copy for your files.

SUPPLIER TRAINING MATERIALS

Suppliers must ensure documentation transferred is accurate and the cattle are properly represented as source and age verified. Suppliers must be evaluated and listed on an 'Approved Supplier List' in order for their cattle to be eligible for age export programs.

The only way age truly can be verified is through calving records.

CALVING SEASON RECORDS

**You must utilize one of the methods below for documenting calving dates.
Birthdate must be recorded in a month/day/year format!**

- By identifying the **First and Last** calf born, the group age becomes the oldest calf's birthdate.
- If calving year round, you must be able to separate the calves into birthdate groups.
- Each group must have identification and calving season records submitted.
- Don't forget to document the total number of calves born!

1. Individual Animal Age Verification (individual calf birthdates)

2. Group Age Verification (e.g., birthdate range)

Examples of calving records (All records must indicate when the **First calf and the **Last calf** were born for each year's calf crop):**

- A **copy** of calving book.
- A calendar (showing the year).
- Electronic records supporting the original calving information.

CATTLE IDENTIFICATION

Cattle must be uniquely identified.

(Acceptable identification methods include: visual and electronic tags, brands, tattoos, Brucellosis tags, etc.)

- The Merial SureHealth & I-VAC Source & Age Program requires a visual + electronic identification (nested pair). The SureHealth tag is a lime green tag. The I-VAC tag is an orange tag.
- The original owner is the only one who can enroll cattle as source and age verified.
- The National Animal Identification System (48-hour traceback) and Source and Age Verified (a marketing/management tool) are NOT the same.
- If you buy pairs, calves from the purchased pair do not qualify as source and age verified, without the original supplier being an "Approved Supplier."
- If you have a diversified operation (e.g., cow/calf AND stocker operation) make sure you describe how you keep cattle identified so the cattle could be sorted if required.

You will receive a tag disposition report and you must keep record of tags applied, lost and/or destroyed. Tags distributed for these cattle can ONLY be applied to this group of source and age verified calves.

IMPORTANT! KEEP ALL RECORDS FOR A MINIMUM OF 3 YEARS!!

The following checklist includes elements you may be requested to discuss and/or demonstrate during an onsite evaluation:

- What is the size of your operation? Number of calves born? Number of calves marketed?
- Define your calving season(s).
- What processes and procedures do you have in place to verify animal age?
- What records do you keep to verify animal age?
- What records do you keep to verify animal numbers shipped and/or sold in a given year?
- What methods of identification do you use?
- How were tags applied? (e.g., Tag Disposition Report)

KEEP THIS PAGE FOR YOUR RECORDS



Keep a copy for your files.

SUPPLIER DOCUMENT CHECKLIST

Please **submit with your Merial SureHealth & I-VAC Source and Age Packet and a copy of your calving records** and as many of the supporting documents as possible. The evaluator uses this information to verify your ability to supply source and age verified calves.

- The enclosed Supplier Profile and Supplier Training Quiz

- Calving records (showing **First and Last** calves born)
 - **Copy of calving book (keep copy for your files)**
 - Documentation on a calendar
 - Software program (e.g., electronic calving records) used to capture calving information
 - Bull turnout records (**must be supported by record of first calf born**)
 - Insemination records, semen receipts, etc. (must be supported by record of first calf born)

And as many as possible **copies** of these were supporting documents:

- Brand inspection papers from the previous year
- Documents verifying the size and scope of your operation (e.g. maps, etc.)
- Information regarding your identification and traceability procedures
- Name of Data Service Provider
- Previous or current year marketing contracts
- Ranch production records
- Shipping documents/receipts from previous year
- Other supporting information explaining the way you document calving information, identification or the size of your operation

KEEP THIS PAGE FOR YOUR RECORDS