



Upcoming FDA Traceability Rule What Canadian Suppliers Need to Know

October 20, 2022

REPOSITRAK.COM

ReposiTrak Began as a Collaboration With Former HHS Secretary Leavitt

The goal was to address the looming changes from FSMA, including traceability



LEAVITT

PARTNERS



"We realized that we could not inspect our way to safer food, and that food safety would need to become focused on prevention, rather than inspection."

– Michael Leavitt, Former. Sec. of Health and Human Services under Bush and 3-time Utah Governor



The Result ...

The Largest
Connected
Network of
Food Suppliers
in the World

30,000+ suppliers

110,000+ facilities

100+ countries

15 million transactions processed per day

\$150 million+ invested

Exclusively endorsed by industry trade associations:



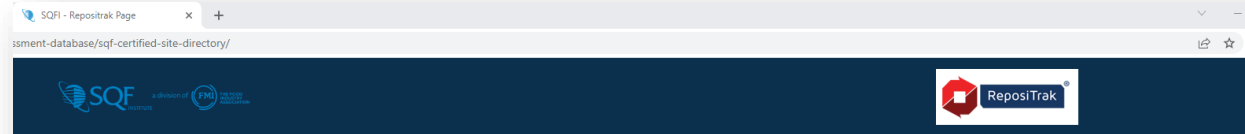
THE FOOD
INDUSTRY
ASSOCIATION



nga NATIONAL
GROCERS
ASSOCIATION



SQFI Partnership



[Back to Home](#)

SQF Certified Site Directory

[Look for SQF Certified Suppliers](#)

1. Look for SQF Certified Suppliers

- SQF Certified Sites can be found by:
 - Food Sector Categories
 - Products
 - Location

[Verify an SQF Site Certificate](#)

2. Verify an SQF Site Certificate by:

- Facility Name
- Facility System ID
- Certification Number

Auditors		
NAME	AUDITOR NUMBER	MANUFACTURER TYPE
Auditor, John	99123	Ingredient Supplier Packaging Component Supplier Produce Supplier
Wheeler, Rod	89123	Ingredient Supplier Packaging Component Supplier Produce Supplier

Search Criteria

Audit Type: Harvester Organic Audit Version 3.0

Supplier Name:

Request Number:

Facility ID: Harvester Organic Audit Version 3.0

Facility Name:

Facility System ID:

Status: Not Selected

☐ About to Expire ☐ Re-certification ☐ Surveillance

[Find](#)

Results

REQUEST NBR.	STATUS	AUDIT	
2528	Registration In Process	SF/SF - Safe Feed/Safe Food (1626) Super Bakery (118538)	Action
2527	Registration In Process	Test for & and 2CP - Test for & and 2CP (1860) CB Exel Training Company (118668)	Action
		ilies Alabama (1279) 8649)	Action
		LC (2096) 32)	Action
		rovo (2097) 32)	Action
		ilies Alabama DC (1786) 8649)	Action
		ilies Alabama (1279) 8649)	Action

Harvester Organic Audit Version 3.0 - Auditor, Joe

March 2022

Sun	Mon	Tue	Wed	Thu	Fri	Sat
27	28	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31	1	2
3	4	5	6	7	8	9

[Ok](#)

Traceability (Transparency)...

is Inherently Good

How familiar are you with FDA's upcoming FSMA 204 regulation?

Poll Results (single answer required):



We can all agree...if traceability were free and easy, it would be widely adopted in the industry

What is Traceability?

- Consumers value brand trust and transparency more than ever
- Faster, more precise recalls will save the industry billions while saving lives
- Better traceability leads to better preventative controls for food safety
- Valuable inventory insights improve forecasting & ordering and reduce food waste





<https://www.fda.gov/media/139868/download>



<https://www.fda.gov/food/new-era-smarter-food-safety>

Core Element 1: Tech-Enabled Traceability

We are advancing traceability to help protect consumers from contaminated products by doing rapid tracebacks, identifying specific sources and helping to remove products from the marketplace as quickly as possible when necessary. The first step in our work will be completing FSMA Section 204 rulemaking to harmonize the key data elements and critical tracking events needed for enhanced traceability. Establishing this foundation for traceability will allow stakeholders in the supply chain to adopt and leverage digitally-enabled technologies, enable data sharing, and introduce approaches that greatly reduce the time it takes to identify the origin of a contaminated food tied to a recall and/or outbreak. This will also create the transparency needed to anticipate and help prevent supply chain disruptions in a public health emergency, such as a pandemic.



Ultimately, we want to have end-to-end traceability throughout the food safety system. We want to explore ways to encourage firms to voluntarily adopt tracing technologies and ways to harmonize tracing activities, which will support interoperability across a variety of technology solutions, working towards outcomes that are achievable for all sectors.

1.1 Develop Foundational Components

- Help the food system to speak the same traceability language through the use and **standardization of critical tracking events and key data elements**.
- Strive to enable industry compliance with FDA's traceability regulation **using existing consensus standards**, where possible.
- Expand FDA's capacity to process data quickly for all food commodities, encouraging **the expansion of traceability** to cover the broadest range of commodities on a voluntary basis.
- Play a lead role in promoting and participating in governance and harmonization with U.S. and international regulatory counterparts through bodies such as GS1 and Codex.
- Develop **ways to achieve interoperability**. Specifically, work with standards bodies, technology providers, and users to help ensure systems are designed with interoperability as a foundational component.

1.2 Encourage and Incentivize Industry Adoption of New Technologies

- Demonstrate FDA's commitment to **promote industry adoption** by highlighting the wide-ranging benefits of tech-enabled traceability in outreach to the food industry and engaging in conversation with non-traditional stakeholders (e.g. financial industry, technology firms, insurance companies).
- Consider how to address concerns about how to disclose actions related to traceability in a way that provides any necessary protection of **confidentiality and proprietary interests** while advancing transparency.
- Explore ways for FDA to recognize adoption of **strong traceability systems** in how we approach our **food safety oversight** activities (e.g., taking traceability into account in risk-based planning for inspections).

"Ultimately, we want to have end-to-end traceability throughout the food safety system."





FDA

What would the Food Traceability rule do?

Would require covered persons to maintain records for foods on the Food Traceability List to support more efficient and accurate traceability of potentially contaminated food

www.fda.gov

Key Concepts of the Proposed Rule



Touches the whole supply chain from farms and facilities to retail food establishments



Includes both foreign and domestic entities



Only applies to certain foods



Some exemptions and partial exemptions



Co-proposal on Retail Food Establishments

FDA

Background

FDA

- **Proposed Rule:** Published September 23, 2020
- **Public Comment period ends:** January 21, 2021 (120 days after publication)
- **Virtual Public Meetings:** Nov 6, Nov 18, Dec 2
- **Final Rule:** Under consent decree, FDA must submit a final rule to the Office of the Federal Register by November 7, 2022

Proposed Requirements

Critical Tracking Events

Growing, receiving, transforming, creating, and shipping are Critical Tracking Events (CTEs) for which records would be required.

Key Data Elements

Required records would need to contain specific Key Data Elements (KDEs). The KDEs would depend on the CTE being performed.

The KDEs required would vary depending on the CTE that is being performed.

The records required at each CTE would need to contain and link the traceability lot code of the food to the relevant KDEs.

6

FDA

KDE's Descriptors

Batch/Lot #

Produced Item

Shipper

From Location

Receiver

To Location

Received Quantity

Date Received

Purchase Order Number

Tracking Id

Entry Number

Transporter Name

9



ReposiTrak

9

The ReposiTrak Network includes thousands of suppliers who will be impacted by FSMA 204...and this number doesn't include companies producing products with nut butters.



3,029

Produce
Companies

1,219

Dairy Companies,
incl. Soft Cheeses
& Shell Eggs

1,052

Seafood
Companies



Proposed Food Traceability List for High Risk Foods



This represents tens of thousands of SKUs sold in stores and restaurants today.





Growing KDEs

- Growing area coordinates

Creation KDEs

- Location identifier and location description of where the food was created, and the date creation was completed
- The traceability product identifier and traceability product description for the food
- The quantity and unit of measure of the food
- Reference record type(s) and reference record number(s) for records relating to creation

Transformation KDEs

- Traceability product identifier and traceability product description for the foods used in transformation
- The quantity of each traceability lot of the food used in transformation
- Location identifier and location description for where the food was transformed and the date the transformation was completed
- The new traceability product identifier and traceability product description for the food produced through transformation
- The quantity and unit of measure of the food produced through transformation (e.g., 6 cases, 25 returnable plastic containers, 100 tanks, 200 pounds)
- Reference record type(s) and number(s) for records relating to transformation

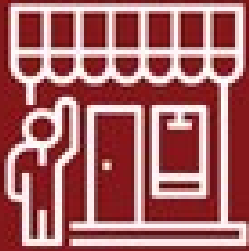
Shipping KDEs

- Entry number(s) assigned to the food (if imported)
- The quantity and unit of measure of the food
- Traceability product identifier and traceability product description for the food
- Location identifier, location description, and point of contact for the traceability lot code generator
- Location identifier and description of the immediate subsequent recipient of the food (other than a transporter)
- Location identifier and location description for the location from which the food was shipped, and the date and time the food was shipped
- Reference record type(s) and reference record number(s) for documents relating to shipment
- Transporter's name who transported the food from the shipper

Receiving KDEs

- Location identifier and location description for the immediate previous source (other than a transporter) of the food
- Entry number assigned to the food (if imported)
- Location identifier and location description of where the food was received, and the date and time the food was received
- The quantity and unit of measure of the food (e.g., 6 cases, 25 returnable plastic containers, 100 tanks, 200 pounds)
- Traceability product identifier and traceability product description for the food
- Location identifier, location description, and point of contact for the traceability lot code generator
- Reference record type(s) and reference record number(s) (e.g., "Invoice 750A," "BOL 042520 XYX") for the records relating to receipt of the food
- The name of the transporter who transported the food to the receiver

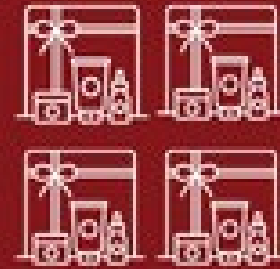
For an average 15-store retailer...



15 Store Retailer



3 Deliveries per Week



50 SKUs per Delivery

117,000 KDE records per year!

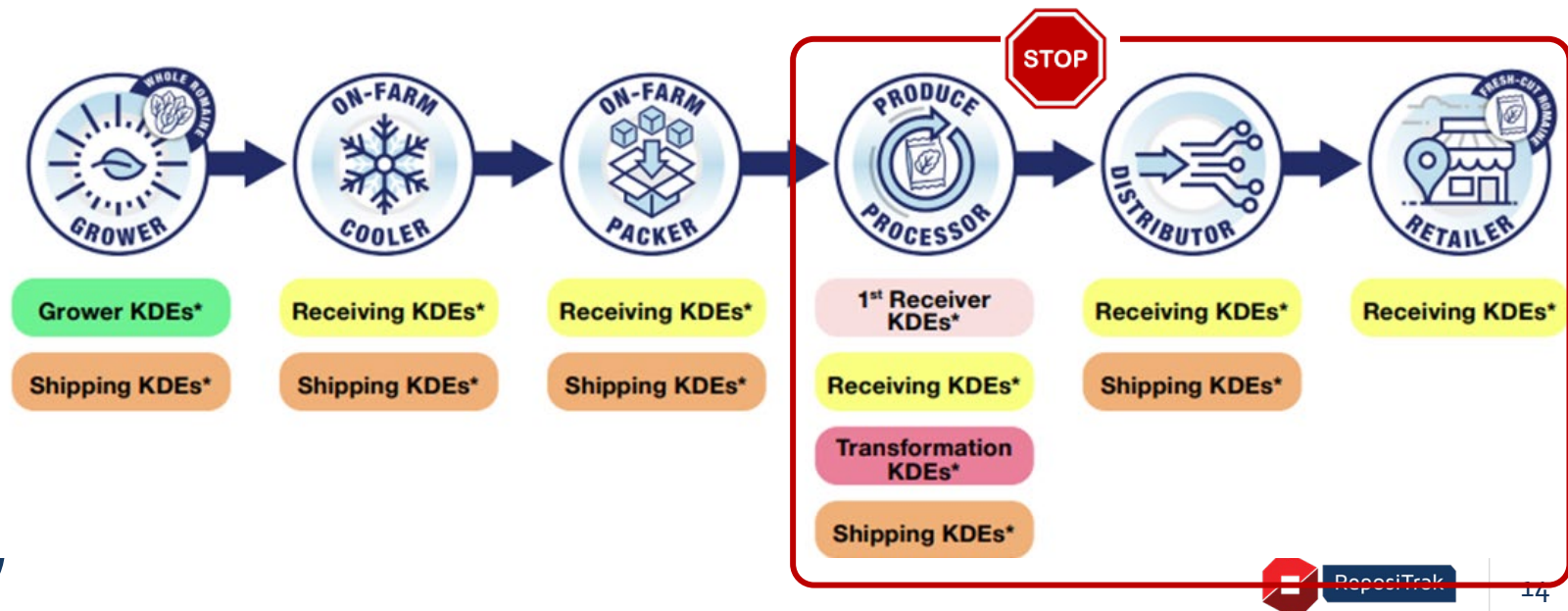


The traceability challenge is greatest at the end of the supply chain – at distribution centers and at stores.

The Food Traceability Leadership Consortium (FTLC)



Traceability STOPS here. Distributors can't afford to do scanning. They have no systems to collect millions of shipment KDE records from suppliers, create and store their own KDE records and track it to DCs and down to restaurants.

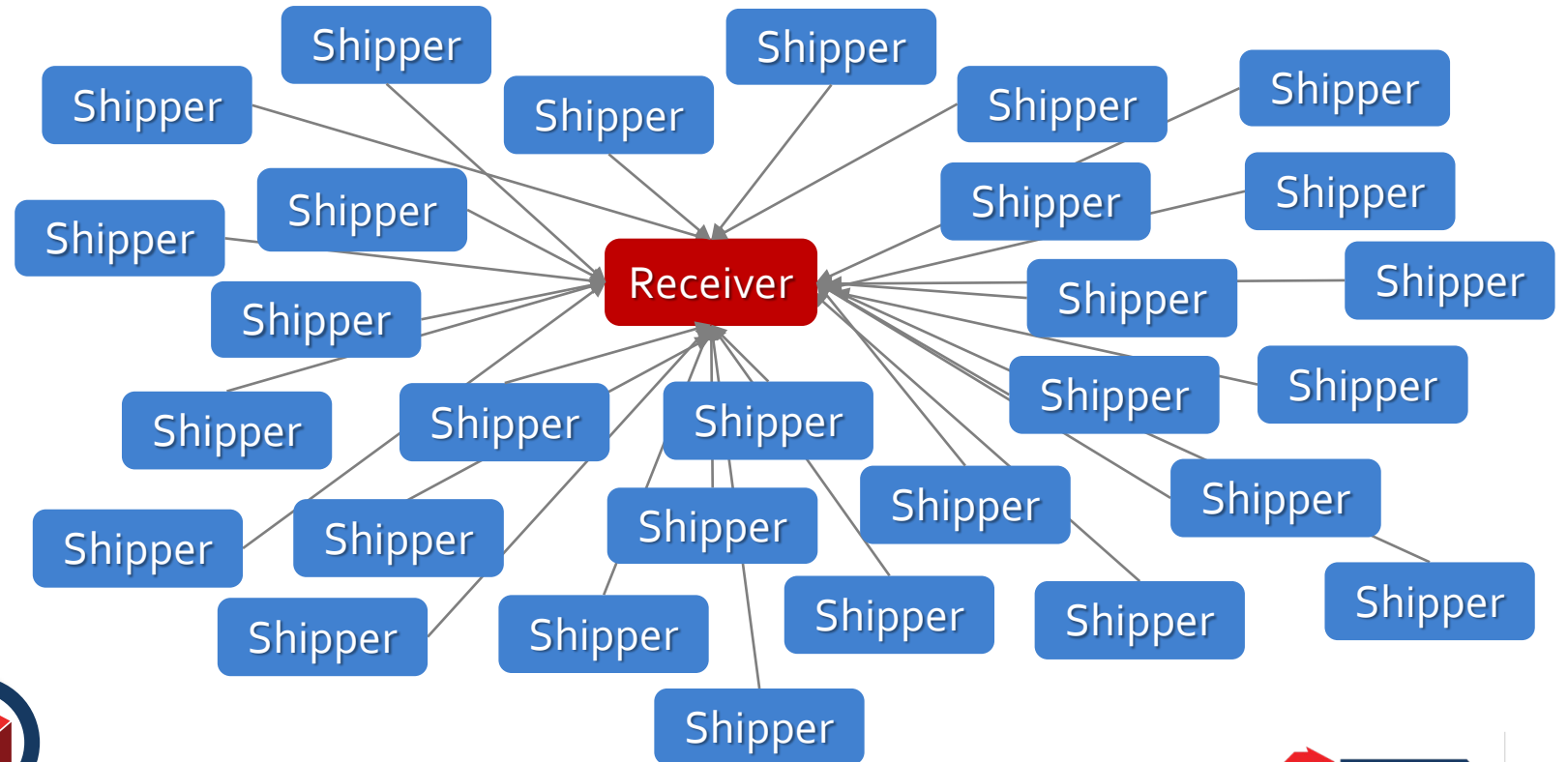


From the FTLC perspective, scanning looks economical to the Shipper, but it cripples the Receiver.

One Shipper to one Receiver, makes economic sense...

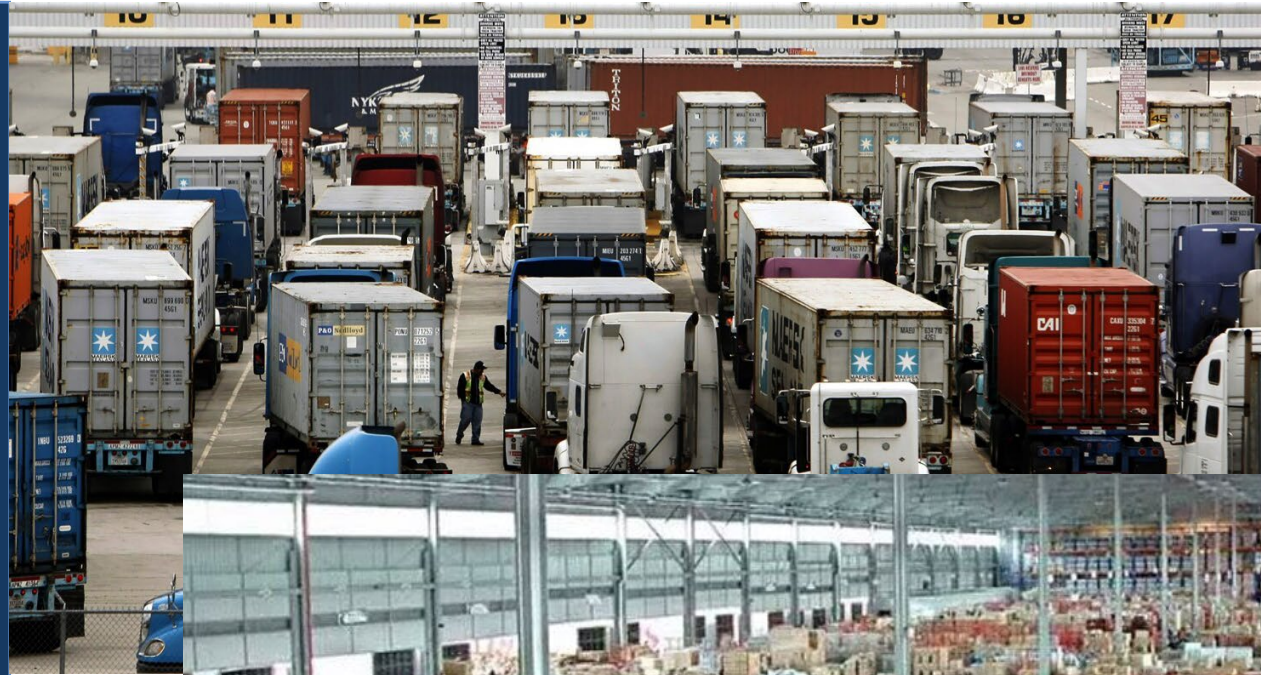


...but hundreds or thousands of Shippers to one Receiver, makes scanning economically impossible...



So, if a key issue is
SCANNING a label
at each Critical
Tracking Event
(CTE), is there any
other way?

Yes, ReposiTrak
has been
successfully doing
this at scale for
years.



The distributor's challenge.

*"Which truck has the FTL foods that I need to scan?
Which pallets have FTL products?"*



Where would a distributor expect to find the **traceability lot code** in the shipper's advanced ship notice?

Ship Notice/Manifest - Pick and Pack
SHP1000227

7/9/2020
1:27:00 PM

Ship From:
Test Supplier DC
Country : United States
Columbus , Co 43215
Code Type: D-U-N-S Number: Dun & Bradstreet
Code: 987654
Ultimate Customer:
Test Retailer
230 West Street
Columbus , OH 43212

Ship To:
Test Retailer
230 West Street
Columbus , OH 43212
Code Type: Assigned by Buyer or Buyer's Agent
Code: 0574893

Transaction Purpose	Ship Date	Ship Time (HHMM)	Scheduled Delivery	Delivery Time
Original	6/4/2020			
SCAC	Routing	Bill of Lading #	Amazon Ref Num	
FEDE	FedEx Ground			
FOB				
Payment Method				
Prepaid Only				
PO #		Store #		
S-ORD101173				
Carton License Plate #		Carrier's Tracking #/Airbill #		
000000000000000002509		794609048870		
# of Units in Carton: 5				
Line #	UPC #	EAN #	ISBN #	Description
1	06758675948			ATHENS Desk
2				Vendor Item #: 1896-S1
# of Containers Shipped: 1				
Gross Weight: 10				
Weight UOM: Pound				

Ship Notice/Manifest

General Information

Beginning Segment for Ship Notice:

Transaction Set Purpose Code : Original
Shipment Identification : SHP#12345
Date : 2/25/2015
Time : 3:34:00 AM

Shipment Level Information

Carrier Details (Routing Sequence/Transit Time):

Routing Sequence Code : Origin Carrier (Air, Motor, or Ocean)
Identification Code : NS
Transportation Method/Type Code : Roadtrailer
Routing : NS -MEMPH

Carrier Details (Equipment):

Equipment Description Code : Rail Car
Equipment Initial : RBOX
Equipment Number : EQ#67891

H.ST ST*856*200334586
H.BSN BSN*00*SHP#12345*20150225*0334
B.HL.HL HL*1**S
B.HL.TD5 TD5*O**NS*RR*NS -MEMPH
B.HL.TD3 TD3*RR*RBOX*EQ#67891
B.HL.REF REF*BM*BILL#112233
B.HL.REF REF*MA*NS SHP#12345
B.HL.DTM DTM*011*20150225*0312
B.HL.N1.N1 N1*ST**91*Manufacturer#1
B.HL.N1.N2 N2*Manufacturer Name
B.HL.N1.N3 N3*Industrial Street*Suite 101
B.HL.N1.N4 N4*Oakland*CA*94601
B.HL.N1.N1 N1*SF**91*Supplier#123
B.HL.N1.N2 N2*Supplier Name
B.HL.N1.N3 N3*Industrial Avenue*Suite 500
B.HL.N1.N4 N4*San Antonio*TX*78201
B.HL.HL HL*2*1*O
B.HL.PRF PRF*PO#5001
B.HL.HL HL*3*2*D
B.HL.LIN LIN**GC*GC#420M12345



Where would a distributor expect to find the traceability lot code in the supplier's shipping document?

043

Shipper's Name and Address: **INTERNATIONAL CARGO EXPRESS PTY LIMITED**
c/o Air Menzies International
Qantas Drive
Brisbane QLD 4009 AU
TE +61738681777

Shipper's Account Number: **23-4 7348873**

Not Negotiable
Air Waybill
Issued by: **ETIHAD AIRWAYS**
NEW AIRPORT ROAD
ABU DHABI, 55566, UNITED AR

Consignee's Name and Address: **INTERNATIONAL CARGO EXPRESS PTY LIMITED**
c/o Air Menzies International
Qantas Drive
Brisbane QLD 4009 AU
TE +61738681777

Consignee's Account Number: **23-4 7348873**

Accounting Information: **++ SBY ++**

Agent's IATA Code: **23-4 7348873**

Account No.:

Reference Number: **FRANKFURT AM MAIN**

Optional Shipping Info:

From: **AUH** To: **EY** By: **BNE** EY

Requested Flight/Date: **EY002/08** **EY484/09**

Amount of Insurance: **XXX**

Declared Value for: **NVD**

Insurance: **INSURANCE - If Carrier offers**

Handling Information:

No. of Pieces	Gross Weight	Rate Class	Chargeable Weight	Rate	Charge	Total
1	460.0K	Q	460.0	2.75		1265.00

Consolidate: **IMS 315**

OL 1.11

Prepaid: **1265.00**

Weight Charge: **1265.00**

Valuation Charge:

Tax:

Total Other Charges Due Agent:

Total Other Charges Due Carrier:

Total Prepaid: **1265.00**

Total Collect:

Currency Conversion Rates: **06-Sep-19**

For Carrier's use only at Destination:

Charges at Destination:

Total Collect Charges:

AS AGENT OF THE

Signature of Shipper or its Agent:

Signature of Issuing Carrier or its Agent:

Email Copy

SHIP TO

Name: Location #:

Address: City/State/Zip: CID#:

FOB: ☐

FOB: ☐

THIRD PARTY FREIGHT CHARGES BILL TO:

Name: Address: City/State/Zip: CID#:

SPECIAL INSTRUCTIONS:

CARRIER NAME: Trailer number: Seal number(s): SCAC: Pro number:

Freight Charge Terms: (freight charges are prepaid marked otherwise) Prepaid Collect 3rd Party

Master Bill of Lading: with attached Bills of Lading

CUSTOMER ORDER NUMBER	# PKGS	WEIGHT	PALLET/SLIP (CIRCLE ONE)	ADDITIONAL SHIPPER INFO
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	

GRAND TOTAL

HANDLING UNIT	PACKAGE	WEIGHT	H.M. (X)	COMMODITY DESCRIPTION	LTL ON NMFC #
QTY	TYPE	QTY	TYPE	WEIGHT	H.M. (X)

Where the rate is dependent on value, shippers are required to state specifically in writing the agreed or declared value of the property as follows:
*The agreed or declared value of the property is specifically stated by the shipper to be not exceeding per

COD Amount: \$

Fee Terms: Collect: ☐ Prepaid: ☐ Customer check acceptable: ☐

NOTE: Liability Limitation for loss or damage in this shipment may be applicable. See 49 U.S.C. = 14706(c)(1)(A) and (B).

RECEIVED, subject to individually determined rates or contracts that have been agreed upon in writing between the carrier and shipper. If applicable, otherwise to the rates, classifications and rules that have been established by the carrier and are available to the shipper, on request, and to all applicable state and federal regulations.

SHIPPER SIGNATURE / DATE: **06-Sep-19**

Trailer Loaded: Freight Counted:

CARRIER SIGNATURE / PICKUP DATE:

EVERGREEN LINE BILL OF LADING ORIGINAL

Document No. **149 371**

Export References:

Forwarding Agent:

Point and Country of Origin (for the Merchant's reference only):

Also Notify Party (complete name and address):

Particulars furnished by the Merchant:

CONTAINER NO./SEAL NO.: **HMCU9132435/40H/EMC 1 X 959/ 1 X 40H**

DESCRIPTION OF GOODS: **875 CTNS (HI-CUBE) PILLOW CERAMIC POT MOBILE PHONE CASE**

THIS SHIPMENT CONTAINS NO WOOD PACKING MATERIALS

*EMAIL:

"OCEAN FREIGHT PREPAID AT HONG KONG"

SHIPPER'S LOAD & COUNT: **875 CARTONS**

TOTAL NUMBER OF CONTAINERS OR PACKAGES: **ONE (1) CONTAINER ONLY**

Freight and Charges:

Revenue Tons: Rate: Per: Prepaid: Collect:

Number of Original B/Ls: **THREE (3)**

Place of Origin: **SHENZHEN, CHINA**

Date: **NOV. 25, 2019**

Destination: **YANTIAN, CHINA**

Carrier: **EVER EAGLE 1116-144E**

Shipper's Signature: **WONG KONG**

Collector's Signature: **WONG KONG**

Form No. **DOC100407**

Terms of Bill of Lading: **ENLARGED VERSION OF BACK CLAUSE IS AVAILABLE AT: www.evergreenline.com**



How about the DESCRIPTION of the Product?

Shown are only 3 different Bill of Lading formats where the same field is in three different places in each format

Date: _____ **BILL OF LADING** Page 1 of _____

SHIP FROM
Name: _____
Address: _____
City/State/Zip: _____
SID#: _____

SHIP TO
Name: _____ Location #: _____
Address: _____
City/State/Zip: _____
CID#: _____

THIRD PARTY FREIGHT CHARGES BILL TO:
Name: _____
Address: _____
City/State/Zip: _____

SPECIAL INSTRUCTIONS: _____

BILL OF LADING NUMBER: _____

BAR CODE SPACE

CARRIER NAME: _____
Trailer number: _____
Seal number(s): _____
SCAC: _____
Pro number: _____

Freight Charge Terms: (freight charges are prepaid unless marked otherwise)
Prepaid ☐ Collect ☐ 3rd Party ☐
☐ Master Bill of Lading with attached underlying Bills of Lading

CUSTOMER ORDER INFORMATION

CUSTOMER ORDER NUMBER	# PKGS	WEIGHT	PALETT/SUP (CIRCLE ONE)	ADDITIONAL SHIPPER INFO
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	
			Y N	

GRAND TOTAL

CARRIER INFORMATION

HANDLING UNIT	PACKAGE	WEIGHT	H.M. (X)	COMMODITY DESCRIPTION	LTL ONLY
QTY	TYPE	QTY	TYPE	NMFC #	CLASS

RECEIVING STAMP SPACE

GRAND TOTAL

Where the rate is dependent on value, shippers are required to state specifically in writing the agreed or declared value of the property as follows:
The agreed or declared value of the property is specifically stated by the shipper to be not exceeding _____

COD Amount: \$ _____
Fee Terms: Collect ☐ Prepaid ☐
Customer check acceptable ☐

NOTE: Liability Limitation for loss or damage in this shipment may be applicable. See 49 U.S.C. § 14706(c)(1)(A) and (B).
RECEIVED, subject to individually determined rates or contracts that have been agreed upon in writing between the carrier and shipper. If applicable, otherwise to the rates, classifications and rules that have been established by the carrier and are available to the shipper, on request, and to all applicable state and federal regulations.

SHIPPER SIGNATURE / DATE
This is to certify that the above named materials are properly classified, packaged, marked and labeled, and are in proper condition for transportation according to the applicable regulations of the DOT.

Trailer Loaded:
☐ By Shipper
☐ By Driver

Freight Counted:
☐ By Shipper
☐ By Driver/pallets said to contain
☐ By Driver/pieces

CARRIER SIGNATURE / PICKUP DATE
Carrier acknowledges receipt of packages and required placards. Carrier certifies emergency response information was made available and/or carrier has the DOT emergency response guidebook or equivalent documentation in the vehicle. Property described above is received in good order, except as noted.

Straight Bill of Lading

SHIP TO
Consignee Name
Company
Street
City, ST, Zip
Phone

FROM
Shipping Name
Company
Origin
City, ST, Zip
Phone

BILLING INFORMATION
Name
Company
Street
City, ST, Zip

SHIPPING OR SPECIAL INSTRUCTIONS

NO. SHIPPING UNITS **PKG TYPE** **HM** **DESCRIPTION OF ARTICLES** **WEIGHT** **RATE** **CHARGES**

NO. SHIPPING UNITS	PKG TYPE	HM	DESCRIPTION OF ARTICLES	WEIGHT	RATE	CHARGES

COMMODITY DESCRIPTION
Commodity requiring special or additional care or attention in handling or stowing must be so marked and packaged as to ensure safe transportation with ordinary care. See Section 205 of NMFC Item 360.

RECEIVING STAMP SPACE

GRAND TOTAL

NOTE: Where the rate is dependent on value, shippers are required to state specifically in writing the agreed or declared value of the property as follows:
The agreed or declared value of the property is hereby specifically stated by the shipper to be not exceeding _____

Freight Charges are collect unless Box is Marked Prepaid
CHECK IF PREPAID ☐

Received subject to individually determined rates, classifications or written contracts that have been agreed on in writing between the carrier and shipper on the date of issue. If applicable, otherwise to the rates, classifications and rules that have been established by the carrier and are available to the shipper on request.

The property described above is in apparent good order, except as noted. If on its route, otherwise to deliver to another carrier on the route to said destination, it is mutually agreed as to each carrier of all or any of said property, over all or any portion of said route to destination and as to each party at any time interested in all or any said property, that every service to be performed hereunder shall be subject to all the Bill of Lading terms and conditions in the governing classification on the date of shipment. Shipper hereby certifies that he is familiar with all the Bill of Lading terms and conditions in the governing classification and the said terms and conditions.

SHIPPER COMPANY _____ **CARRIER** _____
Per _____ **Trailer #** _____ **Date** _____

SHIPPER SIGNATURE _____

MARK "X" IN HM COLUMN FOR HAZARDOUS MATERIALS

Date: _____ **BILL OF LADING - SHORT FORM - NOT NEGOTIABLE** Page 1 of 1

SHIP FROM
[Name]
[Street Address]
[City, ST ZIP Code]
SID No.: _____

SHIP TO
[Name]
[Street Address]
[City, ST ZIP Code]
CID No.: _____

THIRD PARTY FREIGHT CHARGES BILL TO
[Name]
[Street Address]
[City, ST ZIP Code]

BILL OF LADING NUMBER: _____

CARRIER NAME: _____
Trailer number: _____
Serial number(s): _____

SCAC: _____
Pro Number: _____

Freight Charge Terms (freight charges are prepaid unless marked otherwise):
Prepaid ☐ Collect ☐ 3rd Party ☐
☐ Master bill of lading with attached underlying bills of lading.

CUSTOMER ORDER INFORMATION

Customer Order No.	# of Packages	Weight	Pallet/Slip (circle one)	ADDITIONAL SHIPPER INFORMATION
			Y N	
			Y N	
			Y N	
			Y N	

Grand Total

CARRIER INFORMATION

Handling Unit	Package	Weight	HM	COMMODITY DESCRIPTION	NMFC No.	LTL Only
Qty	Type	Qty	Type			Class

Where the rate is dependent on value, shippers are required to state specifically in writing the agreed or declared value of the property as follows:
The agreed or declared value of the property is specifically stated by the shipper to be not exceeding _____

COD Amount: \$ _____
Fee Terms: Collect ☐ Prepaid ☐
Customer check acceptable ☐

NOTE: Liability limitation for loss or damage in this shipment may be applicable. See 49 USC § 14706(c)(1)(A) and (B).
Received, subject to individually determined rates or contracts that have been agreed upon in writing between the carrier and shipper. If applicable, otherwise to the rates, classifications, and rules that have been established by the carrier and are available to the shipper, on request, and to all applicable state and federal regulations.

The carrier shall not make delivery of this shipment without payment of charges and all other lawful fees.

SHIPPER SIGNATURE
SHIPPER SIGNATURE/DATE _____
This is to certify that the above named materials are properly classified, packaged, marked, and labeled, and are in proper condition for transportation according to the applicable regulations of the DOT.

Trailer Loaded:
☐ By shipper
☐ By driver

Freight Counted:
☐ By shipper
☐ By driver/pallets said to contain
☐ By driver/pieces

CARRIER SIGNATURE/PICKUP DATE
Carrier acknowledges receipt of packages and required placards. Carrier certifies emergency response information was made available and/or carrier has the DOT emergency response guidebook or equivalent documentation in the vehicle. Property described above is received in good order, except as noted.



Why label scanning doesn't work.

- Labor costs to scan
- Slows throughput at a distribution center or store
- Increases truck & driver wait times
- Increases hardware & software costs
- Increases DC space needed to segregate product
- Scanning and labeling would be a costly new investment for nearly all distributors and retailers
- Case level scanning would dramatically impact operating process and expense at DCs...most wholesalers average 0.005% profit margin
- Labels are likely applied before all the KDEs are known, so they don't actually carry a formatted, easily sharable KDE record

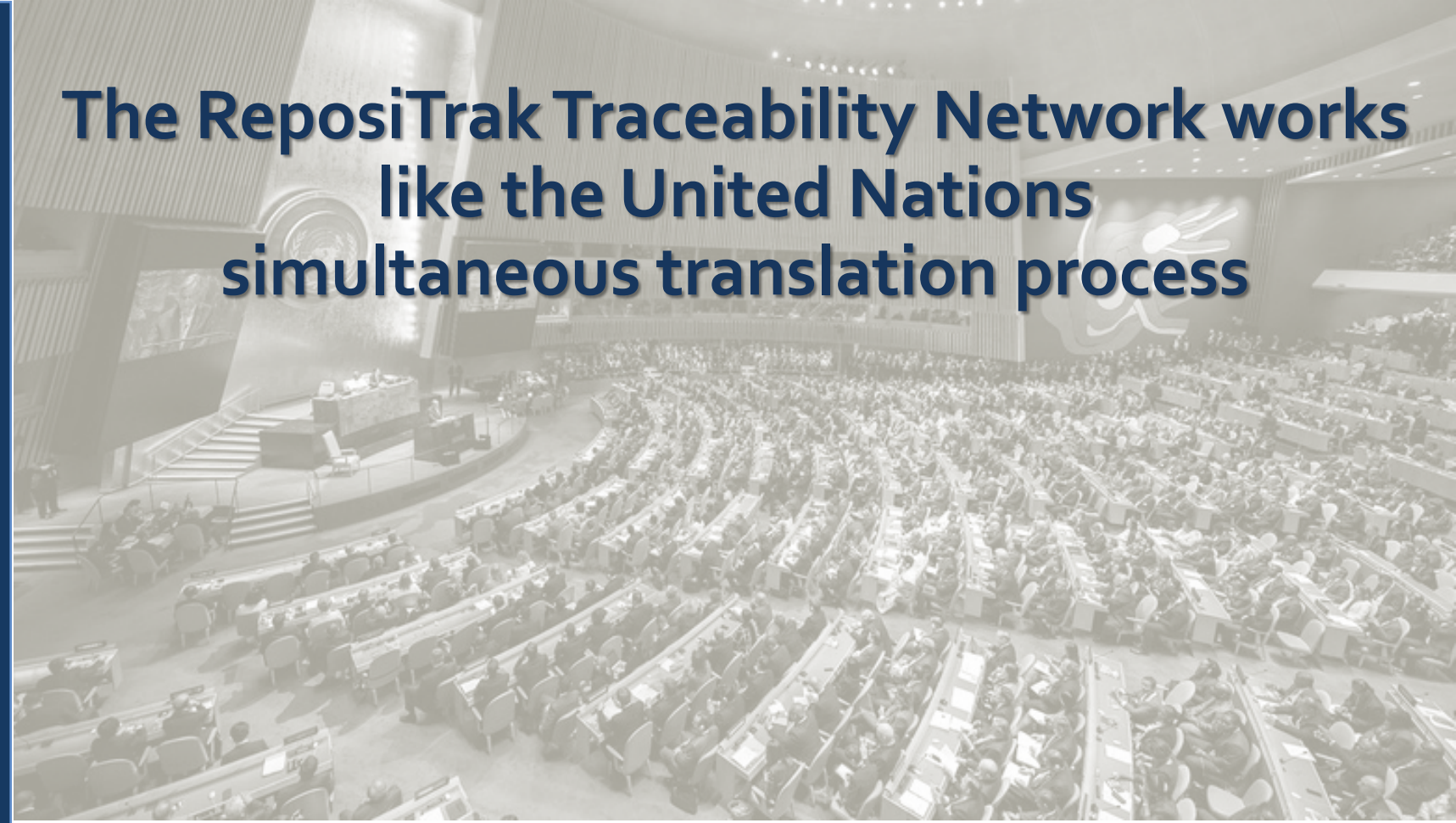


What if a system could accept data, in any format, from any system, and pass that on to any other system?

Think universal translation & exchange.

That's exactly what ReposiTrak does.

The ReposiTrak Traceability Network works like the United Nations simultaneous translation process



- *The speaker uses his language*
- *The listeners hear the speech in their language*



Here's how the ReposiTrak Traceability Network works

- Every supply chain participant (Shipper or Receiver) system has some system and/or **electronic document** that contains the KDEs.
 - **SHIPPERS** | records like Advanced Ship Notices, Bills of Lading, and more...
 - **RECEIVERS** | DC/Store systems generate Receiving records from their internal systems
- We take whatever electronic document those are, we initially register them (the format) and how they will be sent (communication protocol)
- We **receive** those electronic documents every time a product moves through the supply network at each CTE
- We **create** required records where needed, saving DC/Store Receivers/Shippers the cost, time and effort of updating their systems and processes



Advantages of the ReposiTrak Traceability Network solution?



- **No standardization of documents required**
 - ReposiTrak can extract KDEs from any record at any CTE
 - ReposiTrak is an OPEN system that enables input of any type; and can provide output in any format
- **No special hardware/software requirements**
 - ReposiTrak uses electronic document that are in use today
 - Virtually every business in food is currently sending us these same documents already
- **No scanning / additional segregation of vendors/products is required at the DC**
 - No changes to operational processes at DC level
- **Fully interoperable.**
 - Enables ePedigree of a product (geographically-based)
 - Enables analysis of all the entered data as the product moves through the supply network

Backdoor Receiving at the Store Made Easy using a Smart Device via an App

ReposiTrak will present available Traceability Lot Codes

You choose from the list and confirm the quantity received

Need to move it to a department? Choose and transfer as a final step

The image displays three overlapping screenshots of the ReposiTrak mobile application interface, illustrating the process of receiving goods at a store.

- Left Screenshot (Store Receiving):** Shows a progress bar at the top with steps 1, 1.1, 1.2, and 1.3. Under 'Traceability Batch/Lot Code', a list of available batches is shown: 'Batch 123' (highlighted with a red box), 'Batch 222', and 'Batch 321'. Below this, the 'Received Quantity' is set to '12'.
- Middle Screenshot (Store Receiving):** Shows the 'Received Quantity' field with the value '12' (highlighted with a red box). Below it, the 'Received Unit of Measure' is set to 'Unit'.
- Right Screenshot (Intra-Store Transfer):** Shows the 'Transferred to:' field with the value 'Dept: Deli' (highlighted with a red box). Below it, the 'Transferred Qty' is set to '12'.

Red arrows indicate the flow from the batch selection in the first screen to the quantity confirmation in the second, and then to the department selection in the third. A large red arrow at the bottom points from the first screen towards the third.



The ReposiTrak Traceability Network is the industry's low cost solution



No Reason to Pass Cost to Consumer

- Easily adopted
- We already do this at scale
- We've reviewed with our trade association partners
- Caps the industry's total cost

What can you do to avoid complex and costly traceability requirements and turn it into an advantage?

- Understand that your customers are going to require you to do it in a way that makes it easy for them...and accept that as fact.
- Realize that the data can move independent of the product.
- Look for a solution that works with the your existing systems and traceability processes, and makes it easy for your customers.
- Avoid unproven solutions, that if they fail will expose you and your customers.
- Avoid solutions where the expense scales with your volume.
- Get moving now! Use traceability readiness as a competitive advantage to grow market share and win new customers.





Thank You

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